

February 2012
Residential Close Sales by Area

	Units Sold					
	February			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	18	17	6%	35	30	17%
S20-23 Galien to Niles	39	20	95%	67	48	40%
S30-31 St.Joseph & Lakeshore	25	26	-4%	50	52	-4%
S40-42 Coloma & Watervliet	14	8	75%	22	13	69%
S50-51 Berr.Sprgs.,Eau Claire	8	10	-20%	15	17	-12%
S60-66 Dowagiac & Marcellus	9	11	-18%	21	15	40%
S70 Benton Harbor	14	10	40%	34	21	62%
S80-89 Edw. to Cassopolis	14	11	27%	29	20	45%
S90-99 South Haven,Bangor,Covert	16	16	0%	35	34	3%
I-Outside Primary Area	2	4	-50%	3	6	-50%
S10-13 Hartford,Lawrence	9	5	80%	16	11	45%
Total	168	138	22%	327	267	22%
	Days on Market					
	February			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	189	263	-28%	186	220	-15%
S20-23 Galien to Niles	121	95	27%	128	128	0%
S30-31 St.Joseph & Lakeshore	116	226	-49%	120	222	-46%
S40-42 Coloma & Watervliet	165	166	-1%	128	125	2%
S50-51 Berr.Sprgs.,Eau Claire	125	166	-25%	148	215	-31%
S60-66 Dowagiac & Marcellus	53	264	-80%	102	219	-53%
S70 Benton Harbor	177	177	0%	163	151	8%
S80-89 Edw. to Cassopolis	127	99	28%	118	156	-24%
S90-99 South Haven,Bangor,Covert	122	122	0%	140	138	1%
I-Outside Primary Area	221	187	18%	225	150	50%
S10-13 Hartford,Lawrence	127	73	74%	103	87	18%
Total	134	174	-23%	136	170	-20%

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	Average Sales Price					
	February			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 253,069	\$ 369,791	-32%	\$ 324,159	\$ 301,720	7%
S20-23 Galien to Niles	\$ 92,376	\$ 57,509	61%	\$ 99,081	\$ 90,262	10%
S30-31 St.Joseph & Lakeshore	\$ 166,862	\$ 222,546	-25%	\$ 163,904	\$ 218,217	-25%
S40-42 Coloma & Watervliet	\$ 183,160	\$ 76,063	141%	\$ 144,693	\$ 69,992	107%
S50-51 Berr.Sprgs.,Eau Claire	\$ 89,963	\$ 99,100	-9%	\$ 92,503	\$ 131,376	-30%
S60-66 Dowagiac & Marcellus	\$ 99,647	\$ 105,382	-5%	\$ 89,870	\$ 89,680	0%
S70 Benton Harbor	\$ 91,250	\$ 44,900	103%	\$ 108,632	\$ 54,315	100%
S80-89 Edw. to Cassopolis	\$ 129,389	\$ 122,695	5%	\$ 108,015	\$ 127,558	-15%
S90-99 South Haven,Bangor,Covert	\$ 115,468	\$ 162,731	-29%	\$ 187,617	\$ 209,075	-10%
I-Outside Primary Area	\$ 157,500	\$ 221,375	-29%	\$ 361,000	\$ 253,250	43%
S10-13 Hartford,Lawrence	\$ 83,794	\$ 71,027	18%	\$ 77,822	\$ 113,208	-31%
Total	\$ 134,023	\$ 156,699	-14%	\$ 147,884	\$ 160,244	-8%
	Median Sales Price					
	February			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 112,500	\$ 245,000	-54%	\$ 127,500	\$ 212,500	-40%
S20-23 Galien to Niles	\$ 58,000	\$ 49,750	17%	\$ 55,000	\$ 54,500	1%
S30-31 St.Joseph & Lakeshore	\$ 145,000	\$ 160,000	-9%	\$ 146,750	\$ 170,000	-14%
S40-42 Coloma & Watervliet	\$ 88,000	\$ 70,000	26%	\$ 60,500	\$ 65,000	-7%
S50-51 Berr.Sprgs.,Eau Claire	\$ 84,750	\$ 63,750	33%	\$ 102,500	\$ 105,000	-2%
S60-66 Dowagiac & Marcellus	\$ 30,000	\$ 60,000	-50%	\$ 30,000	\$ 60,000	-50%
S70 Benton Harbor	\$ 32,500	\$ 29,000	12%	\$ 30,000	\$ 49,500	-39%
S80-89 Edw. to Cassopolis	\$ 115,000	\$ 55,000	109%	\$ 78,085	\$ 84,550	-8%
S90-99 South Haven,Bangor,Covert	\$ 58,000	\$ 97,500	-41%	\$ 90,450	\$ 71,500	27%
I-Outside Primary Area	\$ 157,500	\$ 228,000	-31%	\$ 170,000	\$ 250,000	-32%
S10-13 Hartford,Lawrence	\$ 35,000	\$ 69,900	-50%	\$ 41,750	\$ 59,900	-30%
Total	\$ 85,485	\$ 90,068	-5%	\$ 82,750	\$ 94,900	-13%

	Dollar Volume					
	February			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 4,555,250	\$ 6,286,450	-28%	\$ 11,345,550	\$ 9,051,600	25%
S20-23 Galien to Niles	\$ 3,602,650	\$ 1,150,187	213%	\$ 6,638,450	\$ 4,332,587	53%
S30-31 St. Joseph & Lakeshore	\$ 4,171,550	\$ 5,786,200	-28%	\$ 8,195,223	\$ 11,347,274	-28%
S40-42 Coloma & Watervliet	\$ 2,564,237	\$ 608,500	321%	\$ 3,183,237	\$ 909,900	250%
S50-51 Berr.Sprgs.,Eau Claire	\$ 719,700	\$ 991,000	-27%	\$ 1,387,550	\$ 2,233,400	-38%
S60-66 Dowagiac & Marcellus	\$ 896,825	\$ 1,159,200	-23%	\$ 1,887,275	\$ 1,345,199	40%
S70 Benton Harbor	\$ 1,277,500	\$ 449,000	185%	\$ 3,693,491	\$ 1,140,620	224%
S80-89 Edw. to Cassopolis	\$ 1,811,450	\$ 1,349,650	34%	\$ 3,132,440	\$ 2,551,150	23%
S90-99 South Haven,Bangor,Cov.	\$ 1,847,490	\$ 2,603,693	-29%	\$ 6,566,590	\$ 7,108,543	-8%
I-Outside Primary Area	\$ 315,000	\$ 885,500	-64%	\$ 1,083,000	\$ 1,519,500	-29%
S10-13 Hartford,Lawrence	\$ 754,150	\$ 355,135	112%	\$ 1,245,150	\$ 1,245,285	0%
Total	\$ 22,515,802	\$ 21,624,515	4%	\$ 48,357,956	\$ 42,785,058	13%
Other Classes Closed Sales						
	February	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 1,095,658	12	422	\$ 3,014,433	26	316
Commerical-Industrial/Bus.Opp.	\$ 1,506,000	7	492	\$ 2,221,000	12	456
Multiple Family	\$ 100,250	2	20	\$ 274,950	5	142
Grand Total Closed	\$ 2,701,908			\$ 5,510,383		
Residential Sales Closed for Month	\$ 22,515,802					
Other Classes Closed for Month	\$ 2,701,908					
Total Closed Sales for Month	\$ 25,217,710					
Residential Sales Closed YTD	\$ 48,357,956					
Total Closed Sales YTD	\$ 53,868,339					
New Listings						
	February	YTD				
	356	687				
RES	84	168				
LAND	10	25				
MUL	26	42				
COMM						
TOTAL	476	922				
Total Active Listings						
	as of 2/29/12	as of 2/28/11				
RES	2504	2674				
LAND	1674	1833				
MUL	87	85				
COMM	339	358				
TOTAL	4604	4950				

Total Active Residential Listings by Area												
	2012											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	370	375										
S20-23 Galien to Niles	330	323										
S30-31 St.Joseph & Lakeshore	381	388										
S40-42 Coloma & Watervliet	178	180										
S50-51 Berr.Sprgs.,Eau Claire	110	108										
S60-66 Dowagiac & Marcellus	195	186										
S70 Benton Harbor	200	202										
S80-89 Edw. to Cassopolis	229	228										
S90-99 South Haven,Bangor,Cov.	345	340										
S10-13 Hartford,Lawrence	120	118										
I-Outside Primary Area	58	56										
Total	2516	2504	0	0	0	0	0	0	0	0	0	0
2012 Residential Sold Sale Conditions												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	73	46%	71	42%								
Short Sale	5	3%	3	2%								
Sold at Auction	2	1%	0	0%								
Other	5	3%	4	2%								
Not Applicable	<u>74</u>	47%	<u>90</u>	54%								
	159		168		0		0		0		0	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	