

January 2015

Residential Closed Sales by Area

Units Sold						
January			YTD			
Area	2015	2014	% change	2015	2014	% change
S1-3 Bridgman to New Buff.	20	17	18%	20	17	18%
S20-23 Galien to Niles	32	32	0%	32	32	0%
S30-31 St.Joseph & Lakeshore	20	28	-29%	20	28	-29%
S40-42 Coloma & Watervliet	5	13	-62%	5	13	-62%
S50-51 Berr.Sprgs.,Eau Claire	4	5	-20%	4	5	-20%
S60-66 Dowagiac & Marcellus	13	8	63%	13	8	63%
S70 Benton Harbor	15	18	-17%	15	18	-17%
S80-89 Edw. to Cassopolis	6	14	-57%	6	14	-57%
S90-99 South Haven,Bangor,Covert	22	20	10%	22	20	10%
I-Outside Primary Area	1	1	0%	1	1	0%
S10-13 Hartford,Lawrence	6	8	-25%	6	8	-25%
Total	144	164	-12%	144	164	-12%
Days on Market						
January			YTD			
Area	2015	2014	% change	2015	2014	% change
S1-3 Bridgman to New Buff.	258	167	54%	258	167	54%
S20-23 Galien to Niles	150	138	9%	150	138	9%
S30-31 St.Joseph & Lakeshore	314	103	205%	314	103	205%
S40-42 Coloma & Watervliet	105	88	19%	105	88	19%
S50-51 Berr.Sprgs.,Eau Claire	150	99	52%	150	99	52%
S60-66 Dowagiac & Marcellus	248	214	16%	248	214	16%
S70 Benton Harbor	196	66	197%	196	66	197%
S80-89 Edw. to Cassopolis	129	162	-20%	129	162	-20%
S90-99 South Haven,Bangor,Covert	154	104	48%	154	104	48%
I-Outside Primary Area	84	57	47%	84	57	47%
S10-13 Hartford,Lawrence	174	102	71%	174	102	71%
Total	200	121	65%	200	121	65%

January 2015

Residential Closed Sales by Area

Area	Average Sales Price					
	January			YTD		
	2015	2014	% change	2015	2014	% change
S1-3 Bridgman to New Buffalo	\$ 509,757	\$ 567,496	-10%	\$ 509,757	\$ 567,496	-10%
S20-23 Galien to Niles	\$ 94,528	\$ 64,173	47%	\$ 94,528	\$ 64,173	47%
S30-31 St.Joseph & Lakeshore	\$ 188,571	\$ 205,368	-8%	\$ 188,571	\$ 205,368	-8%
S40-42 Coloma & Watervliet	\$ 185,560	\$ 218,031	-15%	\$ 185,560	\$ 218,031	-15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 67,600	\$ 152,000	-56%	\$ 67,600	\$ 152,000	-56%
S60-66 Dowagiac & Marcellus	\$ 46,257	\$ 98,013	-53%	\$ 46,257	\$ 98,013	-53%
S70 Benton Harbor	\$ 264,217	\$ 33,889	680%	\$ 264,217	\$ 33,889	680%
S80-89 Edw. to Cassopolis	\$ 137,940	\$ 161,363	-15%	\$ 137,940	\$ 161,363	-15%
S90-99 South Haven,Bangor,Covert	\$ 256,475	\$ 246,643	4%	\$ 256,475	\$ 246,643	4%
I-Outside Primary Area	\$ 220,000	\$ 141,500	55%	\$ 220,000	\$ 141,500	55%
S10-13 Hartford,Lawrence	\$ 158,417	\$ 62,999	151%	\$ 158,417	\$ 62,999	151%
Total	\$ 211,075	\$ 184,617	14%	\$ 211,075	\$ 184,617	14%
Median Sales Price						
Area	Average Sales Price					
	January			YTD		
	2015	2014	% change	2015	2014	% change
S1-3 Bridgman to New Buff.	\$ 338,600	\$ 219,000	55%	\$ 338,600	\$ 219,000	55%
S20-23 Galien to Niles	\$ 71,200	\$ 44,850	59%	\$ 71,200	\$ 44,850	59%
S30-31 St.Joseph & Lakeshore	\$ 158,500	\$ 166,449	-5%	\$ 158,500	\$ 166,449	-5%
S40-42 Coloma & Watervliet	\$ 165,000	\$ 74,000	123%	\$ 165,000	\$ 74,000	123%
S50-51 Berr.Sprgs.,Eau Claire	\$ 71,200	\$ 123,000	-42%	\$ 71,200	\$ 123,000	-42%
S60-66 Dowagiac & Marcellus	\$ 38,000	\$ 90,250	-58%	\$ 38,000	\$ 90,250	-58%
S70 Benton Harbor	\$ 70,000	\$ 26,850	161%	\$ 70,000	\$ 26,850	161%
S80-89 Edw. to Cassopolis	\$ 136,250	\$ 136,300	0%	\$ 136,250	\$ 136,300	0%
S90-99 South Haven,Bangor,Covert	\$ 101,200	\$ 137,000	-26%	\$ 101,200	\$ 137,000	-26%
I-Outside Primary Area	\$ 220,000	\$ 141,500	55%	\$ 220,000	\$ 141,500	55%
S10-13 Hartford,Lawrence	\$ 135,750	\$ 75,050	81%	\$ 135,750	\$ 75,050	81%
Total	\$ 104,645	\$ 92,500	13%	\$ 104,645	\$ 92,500	13%

Dollar Volume						
	January			YTD		
	2015	2014	% change	2015	2014	% change
Area						
S1-3 Bridgman to New Buff.	\$ 10,195,141	\$ 9,647,425	6%	\$ 10,195,141	\$ 9,647,425	6%
S20-23 Galien to Niles	\$ 3,024,891	\$ 2,053,550	47%	\$ 3,024,891	\$ 2,053,550	47%
S30-31 St.Joseph & Lakeshore	\$ 3,771,418	\$ 5,750,309	-34%	\$ 3,771,418	\$ 5,750,309	-34%
S40-42 Coloma & Watervliet	\$ 927,800	\$ 2,834,400	-67%	\$ 927,800	\$ 2,834,400	-67%
S50-51 Berr.Sprgs.,Eau Claire	\$ 270,400	\$ 760,000	-64%	\$ 270,400	\$ 760,000	-64%
S60-66 Dowagiac & Marcellus	\$ 601,342	\$ 784,100	-23%	\$ 601,342	\$ 784,100	-23%
S70 Benton Harbor	\$ 3,963,250	\$ 610,001	550%	\$ 3,963,250	\$ 610,001	550%
S80-89 Edw. to Cassopolis	\$ 827,641	\$ 2,259,076	-63%	\$ 827,641	\$ 2,259,076	-63%
S90-99 South Haven,Bangor,Cov.	\$ 5,642,453	\$ 4,932,850	14%	\$ 5,642,453	\$ 4,932,850	14%
I-Outside Primary Area	\$ 220,000	\$ 141,500	55%	\$ 220,000	\$ 141,500	55%
S10-13 Hartford,Lawrence	\$ 950,500	\$ 503,995	89%	\$ 950,500	\$ 503,995	89%
Total	\$ 30,394,836	\$ 30,277,206	0%	\$ 30,394,836	\$ 30,277,206	0%
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Other Classes Closed Sales						
	January	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 2,018,400	28	403	\$ 2,018,400	28	403
Commerical-Industrial/Bus.Opp.	\$ 267,500	2	338	\$ 267,500	2	338
Multiple Family	\$ 170,000	2	346	\$ 170,000	2	346
Grand Total Closed	\$ 2,455,900					
Residential Sales Closed for Month	\$ 30,394,836					
Other Classes Closed for Month	\$ 2,455,900					
Total Closed Sales for Month	\$ 32,850,736					
Residential Sales Closed YTD	\$ 30,394,836					
Total Closed Sales YTD	\$ 32,850,736					
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New Listings						
	January	YTD				
RES	272	272				
LAND	65	65				
MUL	4	4				
COMM	29	29				
TOTAL	370	370				
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Total Active Listings						
	as of 1/31/15	as of 1/31/14				
RES	1937	2117				
LAND	1457	1606				
MUL	63	309				
COMM	281	72				
TOTAL	3738	4104				

Total Active Residential Listings by Area												
2015												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	293											
S20-23 Galien to Niles	271											
S30-31 St. Joseph & Lakeshore	251											
S40-42 Coloma & Watervliet	166											
S50-51 Berr. Sprgs., Eau Claire	96											
S60-66 Dowagiac & Marcellus	168											
S70 Benton Harbor	123											
S80-89 Edw. to Cassopolis	174											
S90-99 South Haven, Bangor, Cov.	264											
S10-13 Hartford, Lawrence	92											
I-Outside Primary Area	39											
Total	1937											
2015 Residential Sold Sales Condition												
2015												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	31	22%										
Short Sale	0	0%										
Sold at Auction	2	1%										
Other	10	7%										
Not Applicable	<u>101</u>	70%										
	144		0		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	