

# June 2016

## Residential Closed Sales by Area

Units Sold						
June			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	34	35	-3%	161	151	7%
S20-22 Buchanan to Niles	51	62	-18%	284	251	13%
S30-31 St.Joseph & Lakeshore	95	86	10%	336	304	11%
S40-42 Coloma & Watervliet	21	17	24%	114	97	18%
S50-51 Berr.Sprgs.,Eau Claire	15	14	7%	72	58	24%
S60-66 Dowagiac & Marcellus	18	18	0%	83	86	-3%
S70 Benton Harbor	33	35	-6%	141	151	-7%
S80-89 Edw. to Cassopolis	17	28	-39%	120	104	15%
S90-99 South Haven,Bangor,Covert	47	34	38%	187	170	10%
S10-13 Hartford,Lawrence	10	10	0%	62	52	19%
I-Outside Primary Area	7	3	0%	35	16	119%
<b>Total</b>	<b>348</b>	<b>342</b>	<b>2%</b>	<b>1595</b>	<b>1440</b>	<b>11%</b>
Days on Market						
June			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	163	160	2%	158	198	-20%
S20-22 Buchanan to Niles	134	112	20%	97	130	-25%
S30-31 St.Joseph & Lakeshore	74	71	4%	88	125	-30%
S40-42 Coloma & Watervliet	156	114	37%	136	157	-13%
S50-51 Berr.Sprgs.,Eau Claire	135	119	13%	149	143	4%
S60-66 Dowagiac & Marcellus	168	77	118%	146	180	-19%
S70 Benton Harbor	78	77	1%	112	105	7%
S80-89 Edw. to Cassopolis	153	215	-29%	131	188	-30%
S90-99 South Haven,Bangor,Covert	153	206	-26%	160	176	-9%
S10-13 Hartford,Lawrence	86	40	115%	135	145	-7%
I-Outside Primary Area	206	163	0%	130	160	-19%
<b>Total</b>	<b>122</b>	<b>118</b>	<b>3%</b>	<b>122</b>	<b>149</b>	<b>-18%</b>

# June 2016

## Residential Closed Sales by Area

Area	Average Sales Price					
	June			YTD		
	2016	2015	% change	2016	2015	% change
S1-3 Bridgman to New Buff.	\$ 401,452	\$ 306,843	31%	\$ 367,495	\$ 349,017	5%
S20-22 Buchanan to Niles	\$ 126,132	\$ 128,768	-2%	\$ 107,721	\$ 112,097	-4%
S30-31 St.Joseph & Lakeshore	\$ 250,823	\$ 268,300	-7%	\$ 241,018	\$ 249,166	-3%
S40-42 Coloma & Watervliet	\$ 148,128	\$ 119,541	24%	\$ 125,655	\$ 137,717	-9%
S50-51 Berr.Sprgs.,Eau Claire	\$ 183,526	\$ 163,679	12%	\$ 181,977	\$ 171,695	6%
S60-66 Dowagiac & Marcellus	\$ 144,852	\$ 119,439	21%	\$ 136,305	\$ 104,761	30%
S70 Benton Harbor	\$ 191,701	\$ 144,503	33%	\$ 106,403	\$ 117,290	-9%
S80-89 Edw. to Cassopolis	\$ 203,176	\$ 237,421	-14%	\$ 189,648	\$ 202,940	-7%
S90-99 South Haven,Bangor,Covert	\$ 226,842	\$ 217,234	4%	\$ 207,147	\$ 194,800	6%
S10-13 Hartford,Lawrence	\$ 166,050	\$ 79,262	109%	\$ 150,194	\$ 95,334	58%
I-Outside Primary Area	\$ 489,128	\$ 507,667	-4%	\$ 423,325	\$ 344,250	23%
<b>Total</b>	<b>\$ 223,871</b>	<b>\$ 203,735</b>	<b>10%</b>	<b>\$ 194,425</b>	<b>\$ 188,409</b>	<b>3%</b>
Area	Median Sales Price					
	June			YTD		
	2016	2015	% change	2016	2015	% change
S1-3 Bridgman to New Buff.	\$ 203,750	\$ 235,000	-13%	\$ 248,500	\$ 265,000	-6%
S20-22 Buchanan to Niles	\$ 97,000	\$ 91,700	6%	\$ 83,950	\$ 80,000	5%
S30-31 St.Joseph & Lakeshore	\$ 200,000	\$ 219,950	-9%	\$ 199,350	\$ 193,000	3%
S40-42 Coloma & Watervliet	\$ 133,000	\$ 134,900	-1%	\$ 104,000	\$ 110,000	-5%
S50-51 Berr.Sprgs.,Eau Claire	\$ 150,000	\$ 157,500	-5%	\$ 140,000	\$ 157,500	-11%
S60-66 Dowagiac & Marcellus	\$ 110,450	\$ 112,500	-2%	\$ 102,400	\$ 82,250	24%
S70 Benton Harbor	\$ 114,500	\$ 112,900	1%	\$ 77,000	\$ 74,900	3%
S80-89 Edw. to Cassopolis	\$ 140,500	\$ 156,500	-10%	\$ 129,250	\$ 130,500	-1%
S90-99 South Haven,Bangor,Covert	\$ 164,000	\$ 177,750	-8%	\$ 150,000	\$ 131,000	15%
S10-13 Hartford,Lawrence	\$ 169,500	\$ 64,758	162%	\$ 115,900	\$ 74,258	56%
I-Outside Primary Area	\$ 215,000	\$ 265,000	-19%	\$ 279,000	\$ 262,500	6%
<b>Total</b>	<b>\$ 156,000</b>	<b>\$ 150,500</b>	<b>4%</b>	<b>\$ 135,000</b>	<b>\$ 130,000</b>	<b>4%</b>

Dollar Volume						
	June			YTD		
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	\$ 13,649,373	\$ 10,739,500	27%	\$ 59,166,791	\$ 52,701,516	12%
S20-22 Buchanan to Niles	\$ 6,432,740	\$ 7,983,621	-19%	\$ 30,593,022	\$ 28,136,311	9%
S30-31 St. Joseph & Lakeshore	\$ 23,828,248	\$ 23,073,800	3%	\$ 80,982,352	\$ 75,746,540	7%
S40-42 Coloma & Watervliet	\$ 3,110,700	\$ 2,032,200	53%	\$ 14,324,771	\$ 13,358,571	7%
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,752,900	\$ 2,291,500	20%	\$ 13,102,370	\$ 9,958,314	32%
S60-66 Dowagiac & Marcellus	\$ 2,607,350	\$ 2,149,900	21%	\$ 11,313,325	\$ 9,009,475	26%
S70 Benton Harbor	\$ 6,326,146	\$ 5,057,621	25%	\$ 15,002,923	\$ 17,710,784	-15%
S80-89 Edw. to Cassopolis	\$ 3,454,000	\$ 6,647,780	-48%	\$ 22,757,823	\$ 21,105,710	8%
S90-99 South Haven,Bangor,Cov.	\$ 10,661,597	\$ 7,385,940	44%	\$ 38,736,567	\$ 33,115,951	17%
S10-13 Hartford,Lawrence	\$ 1,660,500	\$ 792,616	109%	\$ 9,312,080	\$ 4,957,383	88%
I-Outside Primary Area	\$ 3,423,900	\$ 1,523,000	125%	\$ 14,816,400	\$ 5,508,000	169%
<b>Total</b>	<b>\$ 77,907,454</b>	<b>\$ 69,677,478</b>	<b>12%</b>	<b>\$ 310,108,424</b>	<b>\$ 271,308,555</b>	<b>14%</b>
-----						
<b>Other Classes Closed Sales</b>						
	<b>June</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
Vacant Land	\$ 2,170,920	40	300	\$ 15,861,750	204	360
Commerical-Industrial/Bus.Opp.	\$ 3,124,200	13	170	\$ 12,432,300	43	356
Multiple Family	\$ 937,700	8	340	\$ 2,539,850	25	159
<b>Grand Total Closed</b>	<b>\$ 6,232,820</b>			<b>\$ 30,833,900</b>		
<b>Residential Sales Closed for Mo.</b>	<b>\$ 77,907,454</b>					
<b>Other Classes Closed for Month</b>	<b>\$ 6,232,820</b>					
<b>Total Closed Sales for Month</b>	<b>\$ 84,140,274</b>					
<b>Residential Sales Closed YTD</b>	<b>\$ 310,108,424</b>					
<b>Total Closed Sales YTD</b>	<b>\$ 340,842,324</b>					
<b>New Listings</b>						
	<b>June</b>	<b>YTD</b>				
RES	590	2853				
LAND	132	769				
MUL	12	79				
COMM	30	223				
<b>TOTAL</b>	<b>764</b>	<b>3924</b>				
<b>Total Active Listings</b>						
	<b>as of 6/30/16</b>	<b>as of 6/30/15</b>				
RES	2386	2616				
LAND	1638	1663				
MUL	74	85				
COMM	311	304				
<b>TOTAL</b>	<b>4409</b>	<b>4668</b>				

Total Active Residential Listings by Area												
2016												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	284	295	330	369	414	428						
S20-22 Buchanan to Niles	249	242	246	257	244	256						
S30-31 St.Joseph & Lakeshore	236	243	283	304	352	336						
S40-42 Coloma & Watervliet	145	140	148	164	177	195						
S50-51 Berr.Sprgs.,Eau Claire	80	81	77	90	95	103						
S60-66 Dowagiac & Marcellus	155	162	157	161	164	167						
S70 Benton Harbor	136	135	139	147	134	153						
S80-89 Edw. to Cassopolis	148	148	161	173	186	195						
S90-99 South Haven,Bangor,Cov.	261	273	291	311	345	369						
S10-13 Hartford,Lawrence	93	101	107	107	118	121						
I-Outside Primary Area	43	48	52	51	57	63						
<b>Total</b>	<b>1830</b>	<b>1868</b>	<b>1991</b>	<b>2134</b>	<b>2286</b>	<b>2386</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>2016 Residential Sold Sales Condition</b>												
2016												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	33	18%	28	14%	49	20%	32	11%	39	11%	31	9%
Short Sale	1	1%	1	1%	2	1%	2	1%	1	1%	0	0%
Sold at Auction	1	1%	1	1%	1	1%	1	1%	1	1%	0	0%
Other	7	3%	7	3%	3	1%	10	4%	23	6%	17	5%
Not Applicable	<u>145</u>	77%	<u>157</u>	81%	<u>188</u>	77%	<u>221</u>	83%	<u>293</u>		<u>300</u>	
	<b>187</b>		<b>194</b>		<b>243</b>		<b>266</b>		<b>357</b>		<b>348</b>	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	