

March 2012
Residential Close Sales by Area

	Average Sales Price					
	March			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 360,862	\$ 444,161	-19%	\$ 339,802	\$ 366,466	-7%
S20-23 Galien to Niles	\$ 68,952	\$ 60,225	14%	\$ 86,506	\$ 76,425	13%
S30-31 St.Joseph & Lakeshore	\$ 164,793	\$ 224,396	-27%	\$ 164,310	\$ 220,379	-25%
S40-42 Coloma & Watervliet	\$ 77,025	\$ 111,115	-31%	\$ 120,810	\$ 89,731	35%
S50-51 Berr.Sprgs.,Eau Claire	\$ 122,400	\$ 180,657	-32%	\$ 101,045	\$ 145,750	-31%
S60-66 Dowagiac & Marcellus	\$ 59,867	\$ 21,833	174%	\$ 77,369	\$ 70,295	10%
S70 Benton Harbor	\$ 30,637	\$ 78,814	-61%	\$ 77,160	\$ 67,121	15%
S80-89 Edw. to Cassopolis	\$ 156,760	\$ 126,909	24%	\$ 127,911	\$ 127,225	1%
S90-99 South Haven,Bangor,Covert	\$ 95,839	\$ 99,988	-4%	\$ 143,077	\$ 159,810	-10%
I-Outside Primary Area	\$ 358,500	\$ 170,000	111%	\$ 359,438	\$ 232,438	55%
S10-13 Hartford,Lawrence	\$ 62,283	\$ 26,680	133%	\$ 76,095	\$ 86,168	-12%
Total	\$ 134,007	\$ 153,213	-13%	\$ 142,125	\$ 157,250	-10%
	Median Sales Price					
	March			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 238,500	\$ 310,000	-23%	\$ 170,000	\$ 239,900	-29%
S20-23 Galien to Niles	\$ 55,700	\$ 39,900	40%	\$ 55,000	\$ 47,900	15%
S30-31 St.Joseph & Lakeshore	\$ 142,500	\$ 174,900	-19%	\$ 145,000	\$ 174,900	-17%
S40-42 Coloma & Watervliet	\$ 62,700	\$ 38,500	63%	\$ 60,500	\$ 51,000	19%
S50-51 Berr.Sprgs.,Eau Claire	\$ 126,950	\$ 172,100	-26%	\$ 118,000	\$ 127,250	-7%
S60-66 Dowagiac & Marcellus	\$ 40,000	\$ 22,050	81%	\$ 35,000	\$ 28,650	22%
S70 Benton Harbor	\$ 15,000	\$ 17,620	-15%	\$ 21,450	\$ 29,000	-26%
S80-89 Edw. to Cassopolis	\$ 67,950	\$ 65,000	5%	\$ 70,000	\$ 80,000	-13%
S90-99 South Haven,Bangor,Covert	\$ 45,100	\$ 59,250	-24%	\$ 71,000	\$ 65,500	8%
I-Outside Primary Area	\$ 327,500	\$ 170,000	93%	\$ 200,000	\$ 206,000	-3%
S10-13 Hartford,Lawrence	\$ 62,283	\$ 29,900	108%	\$ 44,783	\$ 40,000	12%
Total	\$ 79,900	\$ 70,500	13%	\$ 80,000	\$ 85,000	-6%

	Dollar Volume					
	March			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 9,382,400	\$ 11,104,020	-16%	\$ 20,727,950	\$ 20,155,620	3%
S20-23 Galien to Niles	\$ 3,309,700	\$ 2,469,240	34%	\$ 9,948,150	\$ 6,801,827	46%
S30-31 St. Joseph & Lakeshore	\$ 6,921,298	\$ 6,283,075	10%	\$ 15,116,521	\$ 17,630,349	-14%
S40-42 Coloma & Watervliet	\$ 924,301	\$ 1,333,380	-31%	\$ 4,107,538	\$ 2,243,280	83%
S50-51 Berr.Sprgs.,Eau Claire	\$ 734,400	\$ 1,264,600	-42%	\$ 2,121,950	\$ 3,498,000	-39%
S60-66 Dowagiac & Marcellus	\$ 898,000	\$ 131,000	585%	\$ 2,785,275	\$ 1,476,199	89%
S70 Benton Harbor	\$ 704,647	\$ 1,812,715	-61%	\$ 4,398,138	\$ 2,953,335	49%
S80-89 Edw. to Cassopolis	\$ 3,135,200	\$ 2,665,090	18%	\$ 6,267,640	\$ 5,216,240	20%
S90-99 South Haven,Bangor,Cov.	\$ 3,162,676	\$ 2,799,675	13%	\$ 9,729,266	\$ 9,908,218	-2%
I-Outside Primary Area	\$ 1,792,500	\$ 340,000	427%	\$ 2,875,500	\$ 1,859,500	55%
S10-13 Hartford,Lawrence	\$ 124,566	\$ 133,400	-7%	\$ 1,369,716	\$ 1,378,685	-1%
Total	\$ 31,089,688	\$ 30,336,195	2%	\$ 79,447,644	\$ 73,121,253	9%
Other Classes Closed Sales						
	March	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 2,871,500	19	208	\$ 5,885,933	45	284
Commerical-Industrial/Bus.Opp.	\$ 1,878,500	6	207	\$ 4,099,500	18	373
Multiple Family	\$ 529,500	4	186	\$ 804,450	9	154
Grand Total Closed	\$ 5,279,500			\$ 10,789,883		
Residential Sales Closed for Month	\$ 31,089,688					
Other Classes Closed for Month	\$ 5,279,500					
Total Closed Sales for Month	\$ 36,369,188					
Residential Sales Closed YTD	\$ 79,447,644					
Total Closed Sales YTD	\$ 90,237,527					
New Listings						
	March	YTD				
RES	611	1298				
LAND	182	350				
MUL	14	389				
COMM	31	73				
TOTAL	838	1760				
Total Active Listings						
	as of 3/31/12	as of 3/31/11				
RES	2696	2915				
LAND	1695	1881				
MUL	93	97				
COMM	341	361				
TOTAL	4825	5254				

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	408									
S20-23 Galien to Niles	330	323	341									
S30-31 St.Joseph & Lakeshore	381	388	416									
S40-42 Coloma & Watervliet	178	180	206									
S50-51 Berr.Sprgs.,Eau Claire	110	108	129									
S60-66 Dowagiac & Marcellus	195	186	193									
S70 Benton Harbor	200	202	205									
S80-89 Edw. to Cassopolis	229	228	235									
S90-99 South Haven,Bangor,Cov.	345	340	375									
S10-13 Hartford,Lawrence	120	118	130									
I-Outside Primary Area	58	56	58									
Total	2516	2504	2696	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%	84	36%						
Short Sale	5	3%	3	2%	3	1%						
Sold at Auction	2	1%	0	0%	1	1%						
Other	5	3%	4	2%	26	11%						
Not Applicable	<u>74</u>	47%	<u>90</u>	54%	<u>118</u>	51%						
	159		168		232		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	