

May 2016

Residential Closed Sales by Area

Units Sold						
May			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	37	24	54%	127	116	9%
S20-22 Buchanan to Niles	65	48	35%	233	189	23%
S30-31 St.Joseph & Lakeshore	74	61	21%	241	218	11%
S40-42 Coloma & Watervliet	32	23	39%	93	80	16%
S50-51 Berr.Sprgs.,Eau Claire	15	17	-12%	57	44	30%
S60-66 Dowagiac & Marcellus	16	15	7%	64	68	-6%
S70 Benton Harbor	35	30	17%	108	116	-7%
S80-89 Edw. to Cassopolis	21	22	-5%	104	76	37%
S90-99 South Haven,Bangor,Covert	40	40	0%	140	136	3%
S10-13 Hartford,Lawrence	18	11	64%	52	42	24%
I-Outside Primary Area	4	6	0%	28	13	115%
Total	357	297	20%	1,247	1,098	14%
Days on Market						
May			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	170	169	1%	156	211	-26%
S20-22 Buchanan to Niles	70	153	-54%	89	135	-34%
S30-31 St.Joseph & Lakeshore	87	137	-36%	94	146	-36%
S40-42 Coloma & Watervliet	84	233	-64%	132	166	-20%
S50-51 Berr.Sprgs.,Eau Claire	133	123	8%	152	150	1%
S60-66 Dowagiac & Marcellus	140	229	-39%	141	207	-32%
S70 Benton Harbor	127	92	38%	122	114	7%
S80-89 Edw. to Cassopolis	113	170	-34%	127	180	-29%
S90-99 South Haven,Bangor,Covert	213	169	26%	162	167	-3%
S10-13 Hartford,Lawrence	93	198	-53%	144	174	-17%
I-Outside Primary Area	140	140	0%	111	159	-30%
Total	117	158	-26%	123	159	-23%

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Average Sales Price						
May			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	\$ 379,748	\$ 357,574	6%	\$ 358,404	\$ 361,742	-1%
S20-22 Buchanan to Niles	\$ 98,338	\$ 120,204	-18%	\$ 103,692	\$ 106,628	-3%
S30-31 St.Joseph & Lakeshore	\$ 254,562	\$ 299,044	-15%	\$ 237,153	\$ 241,618	-2%
S40-42 Coloma & Watervliet	\$ 130,235	\$ 174,187	-25%	\$ 120,581	\$ 141,580	-15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 317,460	\$ 166,742	90%	\$ 181,569	\$ 174,246	4%
S60-66 Dowagiac & Marcellus	\$ 158,784	\$ 136,665	16%	\$ 134,851	\$ 100,876	34%
S70 Benton Harbor	\$ 86,292	\$ 120,201	-28%	\$ 80,340	\$ 109,079	-26%
S80-89 Edw. to Cassopolis	\$ 265,552	\$ 281,885	-6%	\$ 186,339	\$ 190,236	-2%
S90-99 South Haven,Bangor,Covert	\$ 266,955	\$ 160,480	66%	\$ 200,535	\$ 189,191	6%
S10-13 Hartford,Lawrence	\$ 175,427	\$ 69,960	151%	\$ 147,145	\$ 99,161	48%
I-Outside Primary Area	\$ 233,825	\$ 288,333	-19%	\$ 406,875	\$ 306,538	33%
Total	\$ 207,614	\$ 202,729	2%	\$ 186,207	\$ 183,635	1%
Median Sales Price						
May			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	\$ 289,748	\$ 312,500	-7%	\$ 262,000	\$ 275,000	-5%
S20-22 Buchanan to Niles	\$ 80,000	\$ 89,000	-10%	\$ 103,692	\$ 75,100	38%
S30-31 St.Joseph & Lakeshore	\$ 227,700	\$ 200,000	14%	\$ 237,153	\$ 184,000	29%
S40-42 Coloma & Watervliet	\$ 83,096	\$ 131,000	-37%	\$ 120,581	\$ 107,750	12%
S50-51 Berr.Sprgs.,Eau Claire	\$ 188,700	\$ 150,000	26%	\$ 181,569	\$ 155,000	17%
S60-66 Dowagiac & Marcellus	\$ 85,500	\$ 150,000	-43%	\$ 134,851	\$ 75,000	80%
S70 Benton Harbor	\$ 80,000	\$ 92,750	-14%	\$ 80,340	\$ 69,750	15%
S80-89 Edw. to Cassopolis	\$ 185,000	\$ 178,950	3%	\$ 128,500	\$ 122,000	5%
S90-99 South Haven,Bangor,Covert	\$ 152,500	\$ 141,000	8%	\$ 148,500	\$ 124,450	19%
S10-13 Hartford,Lawrence	\$ 172,750	\$ 70,000	147%	\$ 96,450	\$ 75,660	27%
I-Outside Primary Area	\$ 251,250	\$ 240,000	5%	\$ 282,000	\$ 260,000	8%
Total	\$ 135,000	\$ 144,000	-6%	\$ 130,000	\$ 125,000	4%

Dollar Volume						
May			YTD			
	2016	2015	% change	2016	2015	% change
Area						
S1-3 Bridgman to New Buff.	\$ 14,050,708	\$ 8,581,775	64%	\$ 45,517,418	\$ 41,962,016	8%
S20-22 Buchanan to Niles	\$ 6,392,006	\$ 5,769,799	11%	\$ 24,160,282	\$ 20,152,690	20%
S30-31 St. Joseph & Lakeshore	\$ 18,837,654	\$ 18,241,700	3%	\$ 57,154,104	\$ 52,672,740	9%
S40-42 Coloma & Watervliet	\$ 4,167,545	\$ 4,006,290	4%	\$ 11,214,071	\$ 11,326,371	-1%
S50-51 Berr. Sprgs., Eau Claire	\$ 4,761,900	\$ 2,834,614	68%	\$ 10,349,470	\$ 7,666,814	35%
S60-66 Dowagiac & Marcellus	\$ 2,540,550	\$ 2,049,970	24%	\$ 8,630,475	\$ 6,859,575	26%
S70 Benton Harbor	\$ 3,020,250	\$ 3,606,040	-16%	\$ 8,676,777	\$ 12,653,163	-31%
S80-89 Edw. to Cassopolis	\$ 5,576,600	\$ 6,201,472	-10%	\$ 19,379,323	\$ 14,457,930	34%
S90-99 South Haven, Bangor, Cov.	\$ 10,678,219	\$ 6,419,200	66%	\$ 28,074,970	\$ 25,730,011	9%
S10-13 Hartford, Lawrence	\$ 3,157,694	\$ 769,561	310%	\$ 7,651,580	\$ 4,164,767	84%
I-Outside Primary Area	\$ 935,300	\$ 1,730,000	-46%	\$ 11,392,500	\$ 3,985,000	186%
Total	\$ 74,118,426	\$ 60,210,421	23%	\$ 232,200,970	\$ 201,631,077	15%

Other Classes Closed Sales						
	May	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 3,320,600	42	480	\$ 13,690,830	164	375
Commerical-Industrial/Bus.Opp.	\$ 558,000	5	358	\$ 9,308,100	30	437
Multiple Family	\$ 406,200	4	45	\$ 1,602,150	17	74
Grand Total Closed	\$ 4,284,800			\$ 24,601,080		
Residential Sales Closed for Mo	\$ 74,118,426					
Other Classes Closed for Month	\$ 4,284,800					
Total Closed Sales for Month	\$ 78,403,226					
Residential Sales Closed YTD	\$ 232,200,970					
Total Closed Sales YTD	\$ 256,802,050					
New Listings						
	May	YTD				
RES	582	2263				
LAND	132	637				
MUL	18	67				
COMM	63	193				
TOTAL	795	3160				
Total Active Listings						
	as of 5/31/16	as of 5/31/15				
RES	2283	2511				
LAND	1613	1639				
MUL	76	79				
COMM	318	305				
TOTAL	4293	4534				

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