

## Residential Closed Sales by Area

Year End Revised January - December 2014			
Units Sold			
	YTD		
	2014	2013	% change
Area			
S1-3 Bridgman to New Buffalo	364	350	4%
S20-23 Galien to Niles	535	563	-5%
S30-31 St. Joseph & Lakeshore	627	643	-2%
S40-42 Coloma & Watervliet	204	204	0%
S50-51 Berr.Sprgs.,Eau Claire	121	114	6%
S60-66 Dowagiac & Marcellus	160	158	1%
S70 Benton Harbor	271	293	-8%
S80-89 Edw. to Cassopolis	234	281	-17%
S90-99 South Haven,Bangor,Covert	387	390	-1%
I-Outside Primary Area	37	38	-3%
S10-13 Hartford,Lawrence	115	112	3%
<b>Total</b>	<b>3055</b>	<b>3156</b>	<b>-3%</b>
Days on Market			
	YTD		
	2014	2013	% change
Area			
S1-3 Bridgman to New Buffalo	208	178	17%
S20-23 Galien to Niles	154	111	39%
S30-31 St. Joseph & Lakeshore	110	135	-19%
S40-42 Coloma & Watervliet	160	144	11%
S50-51 Berr.Sprgs.,Eau Claire	171	141	21%
S60-66 Dowagiac & Marcellus	216	184	17%
S70 Benton Harbor	120	107	12%
S80-89 Edw. to Cassopolis	194	141	38%
S90-99 South Haven,Bangor,Covert	185	141	31%
I-Outside Primary Area	140	147	-5%
S10-13 Hartford,Lawrence	155	150	3%
<b>Total</b>	<b>160</b>	<b>138</b>	<b>16%</b>

## Residential Closed Sales by Area

Year End Revised January - December 2014			
<b>Average Sales Price</b>			
	YTD		
	2014	2013	% change
<b>Area</b>			
S1-3 Bridgman to New Buffalo	\$ 348,519	\$ 377,019	-8%
S20-23 Galien to Niles	\$ 107,457	\$ 96,867	11%
S30-31 St. Joseph & Lakeshore	\$ 214,707	\$ 216,216	-1%
S40-42 Coloma & Watervliet	\$ 135,874	\$ 159,105	-15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 148,239	\$ 157,792	-6%
S60-66 Dowagiac & Marcellus	\$ 127,599	\$ 113,639	12%
S70 Benton Harbor	\$ 99,358	\$ 87,792	13%
S80-89 Edw. to Cassopolis	\$ 184,475	\$ 170,879	8%
S90-99 South Haven,Bangor,Covert	\$ 215,509	\$ 166,167	30%
I-Outside Primary Area	\$ 419,247	\$ 504,973	-17%
S10-13 Hartford,Lawrence	\$ 117,213	\$ 125,215	-6%
<b>Total</b>	<b>\$ 185,771</b>	<b>\$ 179,636</b>	<b>3%</b>
<b>Median Sales Price</b>			
	YTD		
	2014	2013	% change
<b>Area</b>			
S1-3 Bridgman to New Buffalo	\$ 239,450	\$ 220,000	9%
S20-23 Galien to Niles	\$ 107,456	\$ 70,000	54%
S30-31 St. Joseph & Lakeshore	\$ 178,500	\$ 175,000	2%
S40-42 Coloma & Watervliet	\$ 94,250	\$ 98,400	-4%
S50-51 Berr.Sprgs.,Eau Claire	\$ 125,000	\$ 139,500	-10%
S60-66 Dowagiac & Marcellus	\$ 89,992	\$ 76,000	18%
S70 Benton Harbor	\$ 60,000	\$ 60,000	0%
S80-89 Edw. to Cassopolis	\$ 141,000	\$ 130,000	8%
S90-99 South Haven,Bangor,Covert	\$ 138,900	\$ 101,000	38%
I-Outside Primary Area	\$ 285,000	\$ 375,750	-24%
S10-13 Hartford,Lawrence	\$ 117,212	\$ 88,200	33%
<b>Total</b>	<b>\$ 129,000</b>	<b>\$ 120,000</b>	<b>8%</b>

Year End Revised January - December 2014			
Dollar Volume	YTD		
	2014	2013	% change
Area			
S1-3 Bridgman to New Buffalo	\$ 126,860,987	\$ 131,956,550	-4%
S20-23 Galien to Niles	\$ 57,489,244	\$ 54,536,178	5%
S30-31 St. Joseph & Lakeshore	\$ 134,621,539	\$ 139,026,920	-3%
S40-42 Coloma & Watervliet	\$ 27,718,352	\$ 32,457,374	-15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 17,936,909	\$ 17,988,266	0%
S60-66 Dowagiac & Marcellus	\$ 20,415,802	\$ 17,955,004	14%
S70 Benton Harbor	\$ 26,926,139	\$ 25,723,046	5%
S80-89 Edw. to Cassopolis	\$ 43,167,036	\$ 48,016,915	-10%
S90-99 South Haven,Bangor,Covert	\$ 83,402,153	\$ 64,805,196	29%
I-Outside Primary Area	\$ 15,512,154	\$ 19,188,965	-19%
S10-13 Hartford,Lawrence	\$ 13,479,449	\$ 15,276,239	-12%
<b>Total</b>	<b>\$ 567,529,764</b>	<b>\$ 566,930,653</b>	<b>0%</b>
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<b>Other Classes Closed Sales</b>			
	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
Vacant Land	\$ 46,273,484	355	444
Commerical-Industrial/Bus.Opp.	\$ 17,794,561	97	298
Multiple Family	\$ 5,392,975	51	212
<b>Total Other Classes</b>	<b>\$ 69,461,020</b>		
	<b>2014</b>	<b>2013</b>	<b>% change</b>
Residential Sales Closed YTD	\$ 567,529,764	\$ 566,930,653	0%
<b>Total Closed Sales YTD</b>	<b>\$ 636,990,784</b>	<b>\$ 624,097,089</b>	<b>2%</b>

# Residential Home Sales by Year ... 1980 - 2014

