

January 2019

Residential Closed Sales by Area

Units Sold						
January			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	22	19	16%	22	19	16%
S20-22 Buchanan to Niles	30	38	-21%	30	38	-21%
S30-31 St. Joseph & Lakeshore	31	36	-14%	31	36	-14%
S40-42 Coloma & Watervliet	21	17	24%	21	17	24%
S50-51 Berr.Sprgs.,Eau Claire	6	18	-67%	6	18	-67%
S60-66 Dowagiac & Marcellus	7	8	-13%	7	8	-13%
S70 Benton Harbor	13	17	-24%	13	17	-24%
S80-89 Edw. to Cassopolis	12	13	-8%	12	13	-8%
S90-99 South Haven,Bangor,Covert	20	18	11%	20	18	11%
S10-13 Hartford,Lawrence	11	4	175%	11	4	175%
I-Outside Primary Area	2	2	0%	2	2	0%
<b>Total</b>	<b>175</b>	<b>190</b>	<b>-8%</b>	<b>175</b>	<b>190</b>	<b>-8%</b>
Days on Market						
January			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	197	122	61%	197	122	61%
S20-22 Buchanan to Niles	51	67	-24%	51	67	-24%
S30-31 St. Joseph & Lakeshore	92	94	-2%	92	94	-2%
S40-42 Coloma & Watervliet	136	123	11%	136	123	11%
S50-51 Berr.Sprgs.,Eau Claire	74	69	7%	74	69	7%
S60-66 Dowagiac & Marcellus	43	130	-67%	43	130	-67%
S70 Benton Harbor	63	133	-53%	63	133	-53%
S80-89 Edw. to Cassopolis	29	91	-68%	29	91	-68%
S90-99 South Haven,Bangor,Covert	117	128	-9%	117	128	-9%
S10-13 Hartford,Lawrence	62	117	-47%	62	117	-47%
I-Outside Primary Area	153	42	264%	153	42	264%
<b>Total</b>	<b>96</b>	<b>100</b>	<b>-4%</b>	<b>96</b>	<b>100</b>	<b>-4%</b>

January 2019

Residential Closed Sales by Area

Area	Average Sales Price					
	January			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buffalo	\$ 297,259	\$ 335,578	-11%	\$ 297,259	\$ 335,578	-11%
S20-22 Buchanan to Niles	\$ 119,800	\$ 134,537	-11%	\$ 119,800	\$ 134,537	-11%
S30-31 St.Joseph & Lakeshore	\$ 255,786	\$ 254,408	1%	\$ 255,786	\$ 254,408	1%
S40-42 Coloma & Watervliet	\$ 265,591	\$ 126,464	110%	\$ 265,591	\$ 126,464	110%
S50-51 Berr.Sprgs.,Eau Claire	\$ 251,666	\$ 227,106	11%	\$ 251,666	\$ 227,106	11%
S60-66 Dowagiac & Marcellus	\$ 83,732	\$ 143,931	-42%	\$ 83,732	\$ 143,931	-42%
S70 Benton Harbor	\$ 78,177	\$ 224,115	-65%	\$ 78,177	\$ 224,115	-65%
S80-89 Edw. to Cassopolis	\$ 128,793	\$ 200,642	-36%	\$ 128,793	\$ 200,642	-36%
S90-99 South Haven,Bangor,Covert	\$ 235,462	\$ 235,211	0%	\$ 235,462	\$ 235,211	0%
S10-13 Hartford,Lawrence	\$ 97,854	\$ 141,350	-31%	\$ 97,854	\$ 141,350	-31%
I-Outside Primary Area	\$ 381,950	\$ 412,000	-7%	\$ 381,950	\$ 412,000	-7%
<b>Total</b>	<b>\$ 199,131</b>	<b>\$ 210,936</b>	<b>-6%</b>	<b>\$ 199,131</b>	<b>\$ 210,936</b>	<b>-6%</b>
Area	Median Sales Price					
	January			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 218,250	\$ 243,500	-10%	\$ 218,250	\$ 243,500	-10%
S20-22 Buchanan to Niles	\$ 91,000	\$ 106,750	-15%	\$ 91,000	\$ 106,750	-15%
S30-31 St.Joseph & Lakeshore	\$ 219,000	\$ 194,950	12%	\$ 219,000	\$ 194,950	12%
S40-42 Coloma & Watervliet	\$ 159,900	\$ 85,000	88%	\$ 159,900	\$ 85,000	88%
S50-51 Berr.Sprgs.,Eau Claire	\$ 196,000	\$ 162,000	21%	\$ 196,000	\$ 162,000	21%
S60-66 Dowagiac & Marcellus	\$ 79,000	\$ 104,325	-24%	\$ 79,000	\$ 104,325	-24%
S70 Benton Harbor	\$ 65,000	\$ 98,000	-34%	\$ 65,000	\$ 98,000	-34%
S80-89 Edw. to Cassopolis	\$ 110,000	\$ 165,000	-33%	\$ 110,000	\$ 165,000	-33%
S90-99 South Haven,Bangor,Covert	\$ 157,450	\$ 160,250	-2%	\$ 157,450	\$ 160,250	-2%
S10-13 Hartford,Lawrence	\$ 68,000	\$ 145,250	-53%	\$ 68,000	\$ 145,250	-53%
I-Outside Primary Area	\$ 381,950	\$ 412,000	-7%	\$ 381,950	\$ 412,000	-7%
<b>Total</b>	<b>\$ 137,500</b>	<b>\$ 150,000</b>	<b>-8%</b>	<b>\$ 137,500</b>	<b>\$ 150,000</b>	<b>-8%</b>

Dollar Volume						
	January			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 6,539,710	\$ 6,376,000	3%	\$ 6,539,710	\$ 6,376,000	3%
S20-22 Buchanan to Niles	\$ 3,594,000	\$ 5,112,436	-30%	\$ 3,594,000	\$ 5,112,436	-30%
S30-31 St.Joseph & Lakeshore	\$ 7,929,392	\$ 9,158,701	-13%	\$ 7,929,392	\$ 9,158,701	-13%
S40-42 Coloma & Watervliet	\$ 5,577,412	\$ 2,149,900	159%	\$ 5,577,412	\$ 2,149,900	159%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,510,000	\$ 4,087,920	-63%	\$ 1,510,000	\$ 4,087,920	-63%
S60-66 Dowagiac & Marcellus	\$ 586,125	\$ 1,151,450	-49%	\$ 586,125	\$ 1,151,450	-49%
S70 Benton Harbor	\$ 1,016,308	\$ 3,809,968	-73%	\$ 1,016,308	\$ 3,809,968	-73%
S80-89 Edw. to Cassopolis	\$ 1,545,520	\$ 2,608,350	-41%	\$ 1,545,520	\$ 2,608,350	-41%
S90-99 South Haven,Bangor,Cov.	\$ 4,709,250	\$ 4,233,800	11%	\$ 4,709,250	\$ 4,233,800	11%
S10-13 Hartford,Lawrence	\$ 1,076,400	\$ 565,400	90%	\$ 1,076,400	\$ 565,400	90%
I-Outside Primary Area	\$ 763,900	\$ 824,000	-7%	\$ 763,900	\$ 824,000	-7%
<b>Total</b>	<b>\$ 34,848,017</b>	<b>\$ 40,077,925</b>	<b>-13%</b>	<b>\$ 34,848,017</b>	<b>\$ 40,077,925</b>	<b>-13%</b>
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<b>Other Classes Closed Sales</b>						
	<b>January</b>	<b>#Prop</b>	<b>Avg DOM</b>	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
Vacant Land	\$ 2,007,355	19	302	\$ 2,007,355	19	302
Commerical-Industrial/Bus.Opp.	\$ 530,350	5	206	\$ 530,350	5	206
Multiple Family	\$ 409,200	5	65	\$ 409,200	5	65
<b>Grand Total Closed</b>	<b>\$ 2,946,905</b>			<b>2,946,905</b>		
<b>Residential Sales Closed for Mo.</b>	<b>\$ 34,848,017</b>					
<b>Other Classes Closed for Month</b>	<b>\$2,946,905</b>					
<b>Total Closed Sales for Month</b>	<b>\$ 37,794,922</b>					
<b>Residential Sales Closed YTD</b>	<b>\$ 34,848,017</b>					
<b>Total Closed Sales YTD</b>	<b>\$ 37,794,922</b>					
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<b>New Listings</b>						
	<b>January</b>	<b>YTD</b>				
<b>RES</b>	292	292				
<b>LAND</b>	82	82				
<b>MUL</b>	6	6				
<b>COMM</b>	36	36				
<b>TOTAL</b>	<b>416</b>	<b>416</b>				
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<b>Total Active Listings</b>						
	<b>as of 1/31/19</b>	<b>as of 1/31/18</b>				
<b>RES</b>	1244	1292				
<b>LAND</b>	1320	1298				
<b>MUL</b>	34	49				
<b>COMM</b>	292	286				
<b>TOTAL</b>	<b>2890</b>	<b>2925</b>				

Total Active Residential Listings by Area												
<b>2019</b>												
	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
S1-3 Bridgman to New Buff.	215											
S20-22 Buchanan to Niles	148											
S30-31 St. Joseph & Lakeshore	216											
S40-42 Coloma & Watervliet	61											
S50-51 Berr. Sprgs., Eau Claire	51											
S60-66 Dowagiac & Marcellus	82											
S70 Benton Harbor	87											
S80-89 Edw. to Cassopolis	72											
S90-99 South Haven, Bangor, Cov.	213											
S10-13 Hartford, Lawrence	71											
I-Outside Primary Area	28											
<b>Total</b>	<b>1244</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>2018 Residential Sold Sales Condition</b>												
<b>2019</b>												
	<b>Jan</b>	<b>%</b>	<b>Feb</b>	<b>%</b>	<b>Mar</b>	<b>%</b>	<b>Apr</b>	<b>%</b>	<b>May</b>	<b>%</b>	<b>Jun</b>	<b>%</b>
REO/Bank Owned	16	9.0%										
Short Sale	0	0%										
Sold at Auction	1	1%										
Other	8	4%										
Not Applicable	<u>150</u>	86%										
	<b>175</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>		<b>0</b>	
	<b>Jul</b>	<b>%</b>	<b>Aug</b>	<b>%</b>	<b>Sep</b>	<b>%</b>	<b>Oct</b>	<b>%</b>	<b>Nov</b>	<b>%</b>	<b>Dec</b>	<b>%</b>
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>	