

February 2019

Residential Closed Sales by Area

Area	Units Sold					
	February			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	26	22	18%	48	41	17%
S20-22 Buchanan to Niles	55	36	53%	85	74	15%
S30-31 St.Joseph & Lakeshore	33	33	0%	64	69	-7%
S40-42 Coloma & Watervliet	14	12	17%	35	29	21%
S50-51 Berr.Sprgs.,Eau Claire	7	11	-36%	13	29	-55%
S60-66 Dowagiac & Marcellus	13	8	63%	20	16	25%
S70 Benton Harbor	27	18	50%	40	35	14%
S80-89 Edw. to Cassopolis	16	14	14%	28	27	4%
S90-99 South Haven,Bangor,Covert	31	22	41%	51	40	28%
S10-13 Hartford,Lawrence	8	5	60%	19	9	111%
I-Outside Primary Area	5	3	67%	7	5	40%
Total	235	184	28%	410	374	10%
Days on Market						
Area	February			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	172	173	-1%	183	149	23%
S20-22 Buchanan to Niles	79	86	-8%	69	76	-9%
S30-31 St.Joseph & Lakeshore	91	109	-17%	91	101	-10%
S40-42 Coloma & Watervliet	83	97	-14%	114	112	2%
S50-51 Berr.Sprgs.,Eau Claire	52	71	-27%	62	69	-10%
S60-66 Dowagiac & Marcellus	82	73	12%	68	102	-33%
S70 Benton Harbor	65	59	10%	65	95	-32%
S80-89 Edw. to Cassopolis	122	84	45%	82	88	-7%
S90-99 South Haven,Bangor,Covert	62	66	-6%	83	94	-12%
S10-13 Hartford,Lawrence	86	35	146%	72	72	0%
I-Outside Primary Area	73	131	-44%	96	95	1%
Total	90	94	-4%	92	97	-5%

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Residential Closed Sales by Area

Area	Average Sales Price					
	February			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 489,821	\$ 309,077	58%	\$ 401,564	\$ 321,358	25%
S20-22 Buchanan to Niles	\$ 133,763	\$ 107,364	25%	\$ 128,835	\$ 121,318	6%
S30-31 St.Joseph & Lakeshore	\$ 238,972	\$ 261,969	-9%	\$ 247,117	\$ 258,024	-4%
S40-42 Coloma & Watervliet	\$ 158,187	\$ 176,616	-10%	\$ 222,629	\$ 147,217	51%
S50-51 Berr.Sprgs.,Eau Claire	\$ 204,910	\$ 120,904	69%	\$ 226,490	\$ 183,823	23%
S60-66 Dowagiac & Marcellus	\$ 132,029	\$ 190,676	-31%	\$ 115,125	\$ 167,303	-31%
S70 Benton Harbor	\$ 98,342	\$ 83,675	18%	\$ 91,788	\$ 151,889	-40%
S80-89 Edw. to Cassopolis	\$ 195,091	\$ 190,795	2%	\$ 166,677	\$ 195,536	-15%
S90-99 South Haven,Bangor,Covert	\$ 184,865	\$ 268,814	-31%	\$ 204,707	\$ 253,692	-19%
S10-13 Hartford,Lawrence	\$ 118,625	\$ 72,100	65%	\$ 106,600	\$ 102,877	4%
I-Outside Primary Area	\$ 213,300	\$ 527,333	-60%	\$ 261,485	\$ 481,200	-46%
Total	\$ 199,433	\$ 197,381	1%	\$ 199,304	\$ 204,267	-2%
Area	Median Sales Price					
	February			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 315,000	\$ 311,000	1%	\$ 245,578	\$ 321,358	-24%
S20-22 Buchanan to Niles	\$ 106,500	\$ 88,000	21%	\$ 102,000	\$ 121,318	-16%
S30-31 St.Joseph & Lakeshore	\$ 210,000	\$ 229,000	-8%	\$ 216,456	\$ 258,024	-16%
S40-42 Coloma & Watervliet	\$ 153,500	\$ 119,950	28%	\$ 155,000	\$ 98,500	57%
S50-51 Berr.Sprgs.,Eau Claire	\$ 161,000	\$ 101,001	59%	\$ 167,000	\$ 142,000	18%
S60-66 Dowagiac & Marcellus	\$ 99,000	\$ 73,750	34%	\$ 97,000	\$ 92,450	5%
S70 Benton Harbor	\$ 81,000	\$ 77,804	4%	\$ 72,450	\$ 95,000	-24%
S80-89 Edw. to Cassopolis	\$ 135,250	\$ 169,200	-20%	\$ 125,000	\$ 165,000	-24%
S90-99 South Haven,Bangor,Covert	\$ 149,000	\$ 111,750	33%	\$ 149,000	\$ 134,700	11%
S10-13 Hartford,Lawrence	\$ 87,750	\$ 58,500	50%	\$ 75,000	\$ 69,500	8%
I-Outside Primary Area	\$ 200,000	\$ 382,000	-48%	\$ 238,900	\$ 382,000	-37%
Total	\$ 140,000	\$ 133,250	5%	\$ 139,450	\$ 144,250	-3%

Dollar Volume	February			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 12,735,365	\$ 6,799,705	87%	\$ 19,275,075	\$ 13,175,705	46%
S20-22 Buchanan to Niles	\$ 7,356,990	\$ 3,865,106	90%	\$ 10,950,990	\$ 8,977,542	22%
S30-31 St.Joseph & Lakeshore	\$ 7,886,100	\$ 8,645,000	-9%	\$ 15,815,492	\$ 17,803,701	-11%
S40-42 Coloma & Watervliet	\$ 2,214,630	\$ 2,119,400	4%	\$ 7,792,042	\$ 4,269,300	83%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,434,375	\$ 1,329,951	8%	\$ 2,944,375	\$ 5,417,871	-46%
S60-66 Dowagiac & Marcellus	\$ 1,716,386	\$ 1,525,410	13%	\$ 2,302,511	\$ 2,676,860	-14%
S70 Benton Harbor	\$ 2,655,245	\$ 1,506,155	76%	\$ 3,571,553	\$ 5,316,123	-33%
S80-89 Edw. to Cassopolis	\$ 3,121,460	\$ 2,671,142	17%	\$ 4,666,980	\$ 5,279,492	-12%
S90-99 South Haven,Bangor,Cov.	\$ 5,730,820	\$ 5,913,910	-3%	\$ 10,440,070	\$ 10,147,710	3%
S10-13 Hartford,Lawrence	\$ 949,000	\$ 360,500	163%	\$ 2,025,400	\$ 925,900	119%
I-Outside Primary Area	\$ 1,066,500	\$ 1,582,000	-33%	\$ 1,830,400	\$ 2,406,000	-24%
Total	\$ 46,866,871	\$ 36,318,279	29%	\$ 81,714,888	\$ 76,396,204	7%
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Other Classes Closed Sales						
	February	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 1,865,650	27	189	\$ 3,873,005	46	236
Commerical-Industrial/Bus.Opp.	\$ 1,527,000	6	657	\$ 2,057,350	11	452
Multiple Family	\$ 1,202,000	8	141	\$ 1,611,200	13	112
Grand Total Closed	\$ 4,594,650			\$ 7,541,555		
Residential Sales Closed for Mo	\$ 46,866,871					
Other Classes Closed for Month	\$ 4,594,650					
Total Closed Sales for Month	\$ 51,461,521					
Residential Sales Closed YTD	\$ 81,714,888					
Total Closed Sales YTD	\$ 89,256,443					
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New Listings						
	February	YTD				
RES	268	560				
LAND	76	158				
MUL	6	12				
COMM	28	64				
TOTAL	378	794				
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Total Active Listings						
	as of 2/28/19	as of 2/28/18				
RES	1229	1313				
LAND	1315	1316				
MUL	33	48				
COMM	285	281				
TOTAL	2862	2958				

Total Active Residential Listings by Area												
2019												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
S1-3 Bridgman to New Buff.	215	244										
S20-22 Buchanan to Niles	148	132										
S30-31 St. Joseph & Lakeshore	216	205										
S40-42 Coloma & Watervliet	61	55										
S50-51 Berr. Sprgs., Eau Claire	51	55										
S60-66 Dowagiac & Marcellus	82	76										
S70 Benton Harbor	87	82										
S80-89 Edw. to Cassopolis	72	70										
S90-99 South Haven, Bangor, Cov.	213	212										
S10-13 Hartford, Lawrence	71	72										
I-Outside Primary Area	28	26										
Total	1244	1229	0	0	0	0	0	0	0	0	0	0
2018 Residential Sold Sales Condition												
2019												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	16	9.0%	14	6%								
Short Sale	0	0%	1	0%								
Sold at Auction	1	1%	0	0%								
Other	8	4%	9	4%								
Not Applicable	<u>150</u>	86%	<u>211</u>	90%								
	175		235		0		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	