

April 2019

Residential Closed Sales by Area

Units Sold						
April			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	34	42	-19%	111	104	7%
S20-22 Buchanan to Niles	55	47	17%	184	163	13%
S30-31 St.Joseph & Lakeshore	70	43	63%	182	164	11%
S40-42 Coloma & Watervliet	14	26	-46%	65	80	-19%
S50-51 Berr.Sprgs.,Eau Claire	9	8	13%	34	45	-24%
S60-66 Dowagiac & Marcellus	22	17	29%	52	45	16%
S70 Benton Harbor	24	19	26%	84	71	18%
S80-89 Edw. to Cassopolis	22	26	-15%	61	75	-19%
S90-99 South Haven,Bangor,Covert	39	36	8%	124	112	11%
S10-13 Hartford,Lawrence	6	10	-40%	30	29	3%
I-Outside Primary Area	2	4	-50%	14	12	17%
Total	297	278	7%	941	900	5%
Days on Market						
April			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	142	105	35%	152	122	25%
S20-22 Buchanan to Niles	58	90	-36%	63	85	-26%
S30-31 St.Joseph & Lakeshore	100	67	49%	99	82	21%
S40-42 Coloma & Watervliet	80	159	-50%	117	123	-5%
S50-51 Berr.Sprgs.,Eau Claire	82	130	-37%	74	134	-45%
S60-66 Dowagiac & Marcellus	80	64	25%	77	95	-19%
S70 Benton Harbor	51	75	-32%	59	89	-34%
S80-89 Edw. to Cassopolis	59	105	-44%	76	92	-17%
S90-99 South Haven,Bangor,Covert	93	94	-1%	97	109	-11%
S10-13 Hartford,Lawrence	193	86	124%	108	85	27%
I-Outside Primary Area	132	39	238%	85	60	42%
Total	88	95	-7%	92	99	-7%

April 2019

Residential Closed Sales by Area

Average Sales Price						
April			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 360,388	\$ 371,832	-3%	\$ 394,018	\$ 392,391	0%
S20-22 Buchanan to Niles	\$ 146,097	\$ 124,373	17%	\$ 136,366	\$ 120,061	14%
S30-31 St.Joseph & Lakeshore	\$ 260,779	\$ 215,274	21%	\$ 258,625	\$ 241,981	7%
S40-42 Coloma & Watervliet	\$ 143,571	\$ 165,572	-13%	\$ 191,419	\$ 168,071	14%
S50-51 Berr.Sprgs.,Eau Claire	\$ 195,822	\$ 246,612	-21%	\$ 224,081	\$ 210,428	6%
S60-66 Dowagiac & Marcellus	\$ 158,862	\$ 144,073	10%	\$ 140,409	\$ 144,695	-3%
S70 Benton Harbor	\$ 89,983	\$ 202,170	-55%	\$ 97,915	\$ 160,185	-39%
S80-89 Edw. to Cassopolis	\$ 206,613	\$ 215,773	-4%	\$ 175,098	\$ 212,573	-18%
S90-99 South Haven,Bangor,Covert	\$ 271,062	\$ 181,131	50%	\$ 223,974	\$ 215,638	4%
S10-13 Hartford,Lawrence	\$ 148,500	\$ 156,030	-5%	\$ 120,313	\$ 139,155	-14%
I-Outside Primary Area	\$ 475,000	\$ 623,000	-24%	\$ 279,235	\$ 474,833	-41%
Total	\$ 218,607	\$ 213,923	2%	\$ 209,837	\$ 211,879	-1%
Median Sales Price						
April			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 249,000	\$ 246,500	1%	\$ 288,000	\$ 251,750	14%
S20-22 Buchanan to Niles	\$ 119,500	\$ 98,500	21%	\$ 109,750	\$ 95,000	16%
S30-31 St.Joseph & Lakeshore	\$ 240,000	\$ 188,000	28%	\$ 222,250	\$ 202,000	10%
S40-42 Coloma & Watervliet	\$ 139,000	\$ 142,500	-2%	\$ 155,000	\$ 128,250	21%
S50-51 Berr.Sprgs.,Eau Claire	\$ 196,000	\$ 200,000	-2%	\$ 198,000	\$ 170,000	16%
S60-66 Dowagiac & Marcellus	\$ 138,750	\$ 95,000	46%	\$ 103,500	\$ 99,900	4%
S70 Benton Harbor	\$ 78,750	\$ 104,030	-24%	\$ 73,075	\$ 95,000	-23%
S80-89 Edw. to Cassopolis	\$ 158,100	\$ 171,250	-8%	\$ 130,000	\$ 174,000	-25%
S90-99 South Haven,Bangor,Covert	\$ 190,500	\$ 150,000	27%	\$ 172,050	\$ 133,000	29%
S10-13 Hartford,Lawrence	\$ 142,500	\$ 123,500	15%	\$ 94,750	\$ 127,000	-25%
I-Outside Primary Area	\$ 475,000	\$ 366,000	30%	\$ 231,950	\$ 366,000	-37%
Total	\$ 170,000	\$ 154,950	10%	\$ 155,000	\$ 149,950	3%

Dollar Volume Area	April			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 12,251,500	\$ 15,616,961	-22%	\$ 43,736,015	\$ 40,808,713	7%
S20-22 Buchanan to Niles	\$ 8,035,381	\$ 5,845,575	37%	\$ 25,091,357	\$ 19,570,037	28%
S30-31 St. Joseph & Lakeshore	\$ 18,254,555	\$ 9,256,812	97%	\$ 47,069,780	\$ 39,684,963	19%
S40-42 Coloma & Watervliet	\$ 2,010,000	\$ 4,304,877	-53%	\$ 12,442,242	\$ 13,445,722	-7%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,762,400	\$ 1,972,900	-11%	\$ 7,618,775	\$ 9,469,271	-20%
S60-66 Dowagiac & Marcellus	\$ 3,494,965	\$ 2,449,250	43%	\$ 7,301,276	\$ 6,511,310	12%
S70 Benton Harbor	\$ 2,159,600	\$ 3,841,230	-44%	\$ 8,224,933	\$ 11,373,155	-28%
S80-89 Edw. to Cassopolis	\$ 4,545,500	\$ 5,610,100	-19%	\$ 10,680,980	\$ 15,943,042	-33%
S90-99 South Haven,Bangor,Cov.	\$ 10,571,421	\$ 6,520,750	62%	\$ 27,772,876	\$ 24,151,560	15%
S10-13 Hartford,Lawrence	\$ 891,000	\$ 1,560,300	-43%	\$ 3,609,400	\$ 4,035,500	-11%
I-Outside Primary Area	\$ 950,000	\$ 2,492,000	-62%	\$ 3,909,300	\$ 5,698,000	-31%
Total	\$ 64,926,322	\$ 59,470,755	9%	\$ 197,456,934	\$ 190,691,273	4%

Other Classes Closed Sales						
	April	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 5,234,850	56	383	\$ 10,616,267	123	298
Commerical-Industrial/Bus.Opp.	\$ 3,444,500	7	286	\$ 8,352,750	31	357
Multiple Family	\$ 1,239,900	3	120	\$ 3,768,600	22	98
Total	\$ 9,919,250			\$ 22,737,617		
Residential Sales Closed for Mo.	\$ 64,926,322					
Other Classes Closed for Month	\$ 9,919,250					
Total Closed Sales for Month	\$ 74,845,572					
Residential Sales Closed YTD	\$ 197,456,935					
Total Closed Sales YTD	\$ 220,194,552					
New Listings						
	April	YTD				
RES	532	1572				
LAND	124	465				
MUL	7	24				
COMM	28	125				
TOTAL	691	2186				
Total Active Listings						
	as of 4/30/19	as of 4/30/18				
RES	1484	1501				
LAND	1396	1316				
MUL	30	48				
COMM	281	294				
TOTAL	3191	3159				

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	269	316								
S20-22 Buchanan to Niles	148	132	141	143								
S30-31 St. Joseph & Lakeshore	216	205	232	254								
S40-42 Coloma & Watervliet	61	55	67	92								
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56								
S60-66 Dowagiac & Marcellus	82	76	92	86								
S70 Benton Harbor	87	82	87	100								
S80-89 Edw. to Cassopolis	72	70	92	91								
S90-99 South Haven, Bangor, Cov.	213	212	219	245								
S10-13 Hartford, Lawrence	71	72	73	81								
I-Outside Primary Area	28	26	22	20								
Total	1244	1229	1341	1484	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%	20	8%	10	3%				
Short Sale	0	0%	1	0%	0	0%	0	0%				
Sold at Auction	1	1%	0	0%	0	0%	1	1%				
Other	8	4%	9	4%	9	4%	9	3%				
Not Applicable	<u>150</u>	86%	<u>211</u>	90%	<u>205</u>	88%	<u>277</u>	93%				
	175		235		234		297		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	