

June 2019

Residential Closed Sales by Area

Units Sold						
June			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	49	40	23%	206	188	10%
S20-22 Buchanan to Niles	58	62	-6%	308	269	14%
S30-31 St.Joseph & Lakeshore	81	78	4%	328	316	4%
S40-42 Coloma & Watervliet	27	31	-13%	116	129	-10%
S50-51 Berr.Sprgs.,Eau Claire	17	20	-15%	72	88	-18%
S60-66 Dowagiac & Marcellus	25	20	25%	96	86	12%
S70 Benton Harbor	24	32	-25%	141	134	5%
S80-89 Edw. to Cassopolis	27	30	-10%	116	128	-9%
S90-99 South Haven,Bangor,Covert	38	41	-7%	206	190	8%
S10-13 Hartford,Lawrence	16	9	78%	57	48	19%
I-Outside Primary Area	5	4	25%	23	19	21%
Total	367	367	0%	1669	1595	5%
Days on Market						
June			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	105	103	2%	139	125	11%
S20-22 Buchanan to Niles	46	67	-31%	54	76	-29%
S30-31 St.Joseph & Lakeshore	36	54	-33%	77	71	8%
S40-42 Coloma & Watervliet	81	139	-42%	97	121	-20%
S50-51 Berr.Sprgs.,Eau Claire	44	19	132%	72	87	-17%
S60-66 Dowagiac & Marcellus	55	78	-29%	85	83	2%
S70 Benton Harbor	78	49	59%	70	78	-10%
S80-89 Edw. to Cassopolis	65	71	-8%	74	110	-33%
S90-99 South Haven,Bangor,Covert	62	72	-14%	93	100	-7%
S10-13 Hartford,Lawrence	113	19	495%	118	93	27%
I-Outside Primary Area	84	123	-32%	109	106	3%
Total	64	71	-10%	85	92	-8%

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Residential Closed Sales by Area

Area	Average Sales Price					
	June			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 531,119	\$ 379,893	40%	\$ 459,422	\$ 417,882	10%
S20-22 Buchanan to Niles	\$ 173,730	\$ 166,334	4%	\$ 147,469	\$ 136,479	8%
S30-31 St.Joseph & Lakeshore	\$ 277,716	\$ 260,775	6%	\$ 267,462	\$ 247,950	8%
S40-42 Coloma & Watervliet	\$ 285,612	\$ 236,348	21%	\$ 206,042	\$ 179,746	15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 184,247	\$ 184,720	0%	\$ 212,846	\$ 192,211	11%
S60-66 Dowagiac & Marcellus	\$ 157,652	\$ 142,375	11%	\$ 153,482	\$ 151,137	2%
S70 Benton Harbor	\$ 128,095	\$ 157,238	-19%	\$ 111,172	\$ 154,514	-28%
S80-89 Edw. to Cassopolis	\$ 261,805	\$ 213,625	23%	\$ 240,548	\$ 214,506	12%
S90-99 South Haven,Bangor,Covert	\$ 234,643	\$ 259,346	-10%	\$ 235,770	\$ 251,332	-6%
S10-13 Hartford,Lawrence	\$ 180,140	\$ 152,727	18%	\$ 149,619	\$ 155,378	-4%
I-Outside Primary Area	\$ 248,700	\$ 403,625	-38%	\$ 302,788	\$ 507,763	-40%
Total	\$ 263,124	\$ 231,009	14%	\$ 233,307	\$ 225,547	3%
Area	Median Sales Price					
	June			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 398,000	\$ 342,500	16%	\$ 327,250	\$ 279,000	17%
S20-22 Buchanan to Niles	\$ 129,250	\$ 96,850	33%	\$ 118,250	\$ 94,200	26%
S30-31 St.Joseph & Lakeshore	\$ 248,000	\$ 231,500	7%	\$ 231,500	\$ 206,500	12%
S40-42 Coloma & Watervliet	\$ 189,500	\$ 144,000	32%	\$ 155,000	\$ 134,000	16%
S50-51 Berr.Sprgs.,Eau Claire	\$ 157,000	\$ 189,000	-17%	\$ 192,750	\$ 167,450	15%
S60-66 Dowagiac & Marcellus	\$ 142,500	\$ 107,700	32%	\$ 129,400	\$ 106,500	22%
S70 Benton Harbor	\$ 114,858	\$ 126,750	-9%	\$ 90,000	\$ 113,324	-21%
S80-89 Edw. to Cassopolis	\$ 185,000	\$ 158,000	17%	\$ 158,800	\$ 166,500	-5%
S90-99 South Haven,Bangor,Covert	\$ 193,750	\$ 215,000	-10%	\$ 174,000	\$ 170,200	2%
S10-13 Hartford,Lawrence	\$ 149,000	\$ 136,000	10%	\$ 130,000	\$ 133,000	-2%
I-Outside Primary Area	\$ 245,000	\$ 279,000	-12%	\$ 264,000	\$ 405,000	-35%
Total	\$ 186,001	\$ 172,000	8%	\$ 169,000	\$ 158,000	7%

Dollar Volume						
	June			YTD		
Area	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 26,024,868	\$ 15,195,750	71%	\$ 94,641,018	\$ 78,561,829	20%
S20-22 Buchanan to Niles	\$ 10,076,360	\$ 10,312,747	-2%	\$ 45,420,688	\$ 36,712,966	24%
S30-31 St.Joseph & Lakeshore	\$ 22,495,021	\$ 20,340,464	11%	\$ 87,727,547	\$ 78,352,326	12%
S40-42 Coloma & Watervliet	\$ 7,711,550	\$ 7,326,800	5%	\$ 23,900,924	\$ 23,187,322	3%
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,132,200	\$ 3,694,400	-15%	\$ 15,324,975	\$ 16,914,571	-9%
S60-66 Dowagiac & Marcellus	\$ 3,941,300	\$ 2,847,500	38%	\$ 14,734,326	\$ 12,997,860	13%
S70 Benton Harbor	\$ 3,074,294	\$ 5,031,630	-39%	\$ 15,675,324	\$ 20,704,941	-24%
S80-89 Edw. to Cassopolis	\$ 7,068,738	\$ 6,408,777	10%	\$ 27,903,568	\$ 27,456,808	2%
S90-99 South Haven,Bangor,Cov.	\$ 8,916,435	\$ 10,633,220	-16%	\$ 48,568,735	\$ 47,753,151	2%
S10-13 Hartford,Lawrence	\$ 2,882,250	\$ 1,374,546	110%	\$ 8,528,286	\$ 7,458,191	14%
I-Outside Primary Area	\$ 1,243,500	\$ 1,614,500	-23%	\$ 6,964,125	\$ 9,647,500	-28%
Total	\$ 96,566,516	\$ 84,780,334	14%	\$ 389,389,518	\$ 359,747,465	8%
Other Classes Closed Sales						
	June	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 3,646,700	44	300	\$ 18,064,436	217	307
Commerical-Industrial/Bus.Opp.	\$ 1,281,900	10	253	\$ 13,928,650	56	337
Multiple Family	\$ 498,000	5	146	\$ 5,324,500	34	99
Grand Total Closed	\$ 5,426,600			\$ 37,317,586		
Residential Sales Closed for Mo.	\$ 96,566,516					
Other Classes Closed for Month	\$ 5,426,600					
Total Closed Sales for Month	\$ 101,993,116					
Residential Sales Closed YTD	\$ 389,389,518					
Total Closed Sales YTD	\$ 426,707,104					
New Listings						
	June	YTD				
RES	500	2645				
LAND	106	738				
MUL	12	47				
COMM	28	223				
TOTAL	646	3606				
Total Active Listings						
	as of 6/30/19	as of 6/30/18				
RES	1721	1798				
LAND	1454	1370				
MUL	38	47				
COMM	268	285				
TOTAL	3481	3500				

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	350	344						
S20-22 Buchanan to Niles	148	132	141	143	170	184						
S30-31 St. Joseph & Lakeshore	216	205	232	254	293	306						
S40-42 Coloma & Watervliet	61	55	67	92	111	112						
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56	63	63						
S60-66 Dowagiac & Marcellus	82	76	92	86	90	89						
S70 Benton Harbor	87	82	87	100	92	100						
S80-89 Edw. to Cassopolis	72	70	92	91	105	118						
S90-99 South Haven, Bangor, Cov.	213	212	219	245	266	276						
S10-13 Hartford, Lawrence	71	72	73	81	99	105						
I-Outside Primary Area	28	26	22	20	27	24						
Total	1244	1229	1341	1484	1666	1721	0	0	0	0	0	
2019 Residential Sold Sales Condition												
2019												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	16	9.0%	14	6%	20	8%	10	3%	22	6%	14	4%
Short Sale	0	0%	1	0%	0	0%	0	0%	1	0%	1	0%
Sold at Auction	1	1%	0	0%	0	0%	1	1%	2	1%	2	0%
Other	8	4%	9	4%	9	4%	9	3%	6	2%	10	3%
Not Applicable	<u>150</u>	86%	<u>211</u>	90%	<u>205</u>	88%	<u>277</u>	93%	<u>330</u>	91%	<u>340</u>	93%
	175		235		234		297		361		367	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	