

September 2019

Residential Closed Sales by Area

Units Sold						
September			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	51	47	9%	345	329	5%
S20-22 Buchanan to Niles	64	70	-9%	489	469	4%
S30-31 St.Joseph & Lakeshore	59	67	-12%	553	534	4%
S40-42 Coloma & Watervliet	26	33	-21%	197	226	-13%
S50-51 Berr.Sprgs.,Eau Claire	15	19	-21%	118	147	-20%
S60-66 Dowagiac & Marcellus	18	18	0%	154	145	6%
S70 Benton Harbor	24	27	-11%	209	226	-8%
S80-89 Edw. to Cassopolis	18	19	-5%	196	203	-3%
S90-99 South Haven,Bangor,Covert	53	45	18%	330	329	0%
S10-13 Hartford,Lawrence	18	9	100%	107	89	20%
I-Outside Primary Area	2	6	-67%	33	35	-6%
Total	348	360	-3%	2731	2732	0%
Days on Market						
September			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	78	124	-37%	124	118	5%
S20-22 Buchanan to Niles	35	50	-30%	49	62	-21%
S30-31 St.Joseph & Lakeshore	67	65	3%	67	60	12%
S40-42 Coloma & Watervliet	67	96	-30%	81	111	-27%
S50-51 Berr.Sprgs.,Eau Claire	44	56	-21%	61	84	-27%
S60-66 Dowagiac & Marcellus	39	84	-54%	76	90	-16%
S70 Benton Harbor	30	27	11%	62	63	-2%
S80-89 Edw. to Cassopolis	91	57	60%	74	91	-19%
S90-99 South Haven,Bangor,Covert	64	83	-23%	88	98	-10%
S10-13 Hartford,Lawrence	142	123	15%	115	90	28%
I-Outside Primary Area	30	122	-75%	88	120	-27%
Total	62	76	-18%	77	83	-7%

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Average Sales Price						
	September			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 419,890	\$ 415,559	1%	\$ 431,337	\$ 414,292	4%
S20-22 Buchanan to Niles	\$ 146,627	\$ 140,690	4%	\$ 154,056	\$ 138,409	11%
S30-31 St.Joseph & Lakeshore	\$ 273,280	\$ 288,796	-5%	\$ 280,639	\$ 255,915	10%
S40-42 Coloma & Watervliet	\$ 191,050	\$ 185,107	3%	\$ 203,972	\$ 179,821	13%
S50-51 Berr.Sprgs.,Eau Claire	\$ 186,440	\$ 168,647	11%	\$ 208,679	\$ 192,206	9%
S60-66 Dowagiac & Marcellus	\$ 128,475	\$ 166,675	-23%	\$ 156,827	\$ 160,826	-2%
S70 Benton Harbor	\$ 204,414	\$ 194,744	5%	\$ 127,168	\$ 148,868	-15%
S80-89 Edw. to Cassopolis	\$ 190,077	\$ 224,650	-15%	\$ 237,602	\$ 220,984	8%
S90-99 South Haven,Bangor,Covert	\$ 268,367	\$ 217,652	23%	\$ 242,335	\$ 260,538	-7%
S10-13 Hartford,Lawrence	\$ 217,466	\$ 330,122	-34%	\$ 163,205	\$ 168,956	-3%
I-Outside Primary Area	\$ 310,000	\$ 509,000	-39%	\$ 285,909	\$ 585,894	-51%
Total	\$ 241,620	\$ 245,447	-2%	\$ 237,390	\$ 230,546	3%
Median Sales Price						
	September			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 337,000	\$ 254,500	32%	\$ 310,000	\$ 278,000	12%
S20-22 Buchanan to Niles	\$ 131,000	\$ 127,500	3%	\$ 120,000	\$ 103,500	16%
S30-31 St.Joseph & Lakeshore	\$ 250,000	\$ 247,000	1%	\$ 243,000	\$ 219,250	11%
S40-42 Coloma & Watervliet	\$ 147,500	\$ 160,000	-8%	\$ 153,000	\$ 138,500	10%
S50-51 Berr.Sprgs.,Eau Claire	\$ 155,000	\$ 155,000	0%	\$ 189,750	\$ 160,000	19%
S60-66 Dowagiac & Marcellus	\$ 151,750	\$ 126,700	20%	\$ 133,750	\$ 108,750	23%
S70 Benton Harbor	\$ 119,968	\$ 114,000	5%	\$ 99,900	\$ 113,150	-12%
S80-89 Edw. to Cassopolis	\$ 162,527	\$ 179,000	-9%	\$ 177,200	\$ 168,000	5%
S90-99 South Haven,Bangor,Covert	\$ 184,900	\$ 171,000	8%	\$ 175,000	\$ 174,900	0%
S10-13 Hartford,Lawrence	\$ 172,000	\$ 195,700	-12%	\$ 135,000	\$ 133,000	2%
I-Outside Primary Area	\$ 310,000	\$ 517,500	-40%	\$ 264,000	\$ 405,000	-35%
Total	\$ 193,500	\$ 172,000	13%	\$ 177,500	\$ 162,000	10%

Dollar Volume						
	September			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 21,414,400	\$ 19,531,280	10%	\$ 148,811,536	\$ 136,302,255	9%
S20-22 Buchanan to Niles	\$ 9,384,136	\$ 9,848,360	-5%	\$ 75,333,419	\$ 64,914,126	16%
S30-31 St.Joseph & Lakeshore	\$ 16,123,575	\$ 19,349,374	-17%	\$ 155,193,734	\$ 136,658,765	14%
S40-42 Coloma & Watervliet	\$ 4,967,302	\$ 6,108,551	-19%	\$ 40,182,640	\$ 40,639,659	-1%
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,796,613	\$ 3,204,300	-13%	\$ 24,624,188	\$ 28,254,380	-13%
S60-66 Dowagiac & Marcellus	\$ 2,312,559	\$ 3,000,150	-23%	\$ 24,151,431	\$ 23,319,810	4%
S70 Benton Harbor	\$ 4,905,937	\$ 5,258,100	-7%	\$ 26,578,128	\$ 33,644,280	-21%
S80-89 Edw. to Cassopolis	\$ 3,421,403	\$ 4,268,350	-20%	\$ 46,570,028	\$ 44,859,843	4%
S90-99 South Haven,Bangor,Cov.	\$ 14,223,500	\$ 9,794,345	45%	\$ 79,970,606	\$ 85,717,317	-7%
S10-13 Hartford,Lawrence	\$ 3,914,400	\$ 2,971,100	32%	\$ 17,462,986	\$ 15,037,092	16%
I-Outside Primary Area	\$ 620,000	\$ 3,054,000	-80%	\$ 9,435,025	\$ 20,506,300	-54%
Total	\$ 84,083,825	\$ 88,361,176	-5%	\$ 648,313,723	\$ 629,853,828	3%
Other Classes Closed Sales						
	September	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 3,091,675	56	243	\$ 27,721,141	356	288
Commerical-Industrial/Bus.Opp.	\$ 1,729,900	9	196	\$ 17,388,950	75	317
Multiple Family	\$ 1,032,000	4	7	\$ 8,311,000	52	75
Total Other Classes	\$ 5,853,575			\$ 53,421,091		
Residential Sales Closed for Mo	\$ 84,083,825					
Other Classes Closed for Month	\$ 5,853,575					
Total Closed Sales for Month	\$ 89,937,400					
Residential Sales Closed YTD	\$ 648,313,723					
Total Closed Sales YTD	\$ 701,734,814					
New Listings						
	September	YTD				
RES	423	4174				
LAND	132	1113				
MUL	14	91				
COMM	34	298				
TOTAL	603	5974				
Total Active Listings						
	as of 9/30/19	as of 9/30/18				
RES	1820	1886				
LAND	1406	1438				
MUL	56	44				
COMM	260	301				
TOTAL	3542	3669				

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	371	377	370			
S20-22 Buchanan to Niles	148	132	141	143	170	184	200	185	186			
S30-31 St. Joseph & Lakeshore	216	205	232	254	293	306	331	319	311			
S40-42 Coloma & Watervliet	61	55	67	92	111	112	124	133	130			
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56	63	63	71	75	75			
S60-66 Dowagiac & Marcellus	82	76	92	86	90	89	102	122	108			
S70 Benton Harbor	87	82	87	100	92	100	105	109	108			
S80-89 Edw. to Cassopolis	72	70	92	91	105	118	119	116	117			
S90-99 South Haven, Bangor, Cov.	213	212	219	245	266	276	301	303	301			
S10-13 Hartford, Lawrence	71	72	73	81	99	105	88	98	90			
I-Outside Primary Area	28	26	22	20	27	24	28	27	24			
Total	1244	1229	1341	1484	1666	1721	1840	1864	1820	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	11	3%	11	3%	15	4%						
Short Sale	0	0%	0	0%	0	0%						
Sold at Auction	2	1%	0	0%	2	1%						
Other	12	4%	20	5%	20	6%						
Not Applicable	<u>292</u>	92%	<u>366</u>	92%	<u>311</u>	89%						
	317		397		348		0		0		0	