

October 2019

Residential Closed Sales by Area

Units Sold						
	October			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	42	40	5%	387	369	5%
S20-22 Buchanan to Niles	63	48	31%	552	517	7%
S30-31 St.Joseph & Lakeshore	66	58	14%	619	592	5%
S40-42 Coloma & Watervliet	27	31	-13%	224	257	-13%
S50-51 Berr.Sprgs.,Eau Claire	11	15	-27%	129	162	-20%
S60-66 Dowagiac & Marcellus	22	16	38%	176	161	9%
S70 Benton Harbor	26	27	-4%	235	253	-7%
S80-89 Edw. to Cassopolis	35	28	25%	231	231	0%
S90-99 South Haven,Bangor,Covert	44	44	0%	374	373	0%
S10-13 Hartford,Lawrence	6	13	-54%	113	102	11%
I-Outside Primary Area	3	4	-25%	36	39	-8%
Total	345	324	6%	3076	3056	1%
Days on Market						
	October			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	130	114	14%	125	118	6%
S20-22 Buchanan to Niles	58	50	16%	50	61	-18%
S30-31 St.Joseph & Lakeshore	61	52	17%	66	59	12%
S40-42 Coloma & Watervliet	49	46	7%	77	103	-25%
S50-51 Berr.Sprgs.,Eau Claire	69	98	-30%	61	85	-28%
S60-66 Dowagiac & Marcellus	43	95	-55%	72	90	-20%
S70 Benton Harbor	29	23	26%	58	59	-2%
S80-89 Edw. to Cassopolis	50	76	-34%	70	89	-21%
S90-99 South Haven,Bangor,Covert	101	107	-6%	89	99	-10%
S10-13 Hartford,Lawrence	152	91	67%	117	90	30%
I-Outside Primary Area	75	78	-4%	87	116	-25%
Total	70	72	-3%	76	82	-7%

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Residential Closed Sales by Area

Average Sales Price						
October			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 502,470	\$ 323,088	56%	\$ 439,057	\$ 404,405	9%
S20-22 Buchanan to Niles	\$ 172,467	\$ 140,747	23%	\$ 156,148	\$ 138,626	13%
S30-31 St.Joseph & Lakeshore	\$ 272,400	\$ 249,122	9%	\$ 279,761	\$ 255,249	10%
S40-42 Coloma & Watervliet	\$ 179,663	\$ 197,220	-9%	\$ 201,042	\$ 181,920	11%
S50-51 Berr.Sprgs.,Eau Claire	\$ 192,045	\$ 185,746	3%	\$ 207,261	\$ 191,608	8%
S60-66 Dowagiac & Marcellus	\$ 158,773	\$ 151,650	5%	\$ 157,070	\$ 159,914	-2%
S70 Benton Harbor	\$ 139,802	\$ 124,342	12%	\$ 128,565	\$ 146,251	-12%
S80-89 Edw. to Cassopolis	\$ 314,682	\$ 325,568	-3%	\$ 249,280	\$ 233,661	7%
S90-99 South Haven,Bangor,Covert	\$ 288,450	\$ 420,439	-31%	\$ 247,760	\$ 279,407	-11%
S10-13 Hartford,Lawrence	\$ 195,666	\$ 144,107	36%	\$ 164,929	\$ 165,789	-1%
I-Outside Primary Area	\$ 573,333	\$ 221,500	159%	\$ 309,861	\$ 548,520	-44%
Total	\$ 262,720	\$ 244,403	7%	\$ 240,229	\$ 232,016	4%
Median Sales Price						
October			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 300,000	\$ 290,000	3%	\$ 310,000	\$ 280,000	11%
S20-22 Buchanan to Niles	\$ 130,000	\$ 110,000	18%	\$ 122,000	\$ 104,900	16%
S30-31 St.Joseph & Lakeshore	\$ 227,500	\$ 216,784	5%	\$ 241,000	\$ 218,000	11%
S40-42 Coloma & Watervliet	\$ 143,000	\$ 149,900	-5%	\$ 151,000	\$ 140,000	8%
S50-51 Berr.Sprgs.,Eau Claire	\$ 143,500	\$ 187,500	-23%	\$ 184,900	\$ 160,400	15%
S60-66 Dowagiac & Marcellus	\$ 156,500	\$ 150,000	4%	\$ 135,500	\$ 114,800	18%
S70 Benton Harbor	\$ 120,500	\$ 87,500	38%	\$ 100,000	\$ 109,900	-9%
S80-89 Edw. to Cassopolis	\$ 237,000	\$ 207,500	14%	\$ 185,000	\$ 170,000	9%
S90-99 South Haven,Bangor,Covert	\$ 217,500	\$ 245,500	-11%	\$ 179,950	\$ 180,000	0%
S10-13 Hartford,Lawrence	\$ 175,500	\$ 104,900	67%	\$ 135,000	\$ 129,950	4%
I-Outside Primary Area	\$ 460,000	\$ 183,500	151%	\$ 292,500	\$ 399,000	-27%
Total	\$ 190,000	\$ 171,000	11%	\$ 179,950	\$ 162,750	11%

Dollar Volume						
October			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 21,103,749	\$ 12,923,550	63%	\$ 169,915,285	\$ 149,225,805	14%
S20-22 Buchanan to Niles	\$ 10,865,482	\$ 6,755,878	61%	\$ 86,193,901	\$ 71,670,004	20%
S30-31 St.Joseph & Lakeshore	\$ 17,978,400	\$ 14,449,107	24%	\$ 173,172,134	\$ 151,107,872	15%
S40-42 Coloma & Watervliet	\$ 4,850,910	\$ 6,113,828	-21%	\$ 45,033,550	\$ 46,753,487	-4%
S50-51 Berr.Sprgs.,Eau Claire	\$ 2,112,500	\$ 2,786,200	-24%	\$ 26,736,688	\$ 31,040,580	-14%
S60-66 Dowagiac & Marcellus	\$ 3,493,010	\$ 2,426,400	44%	\$ 27,644,441	\$ 25,746,210	7%
S70 Benton Harbor	\$ 3,634,855	\$ 3,357,236	8%	\$ 30,212,983	\$ 37,001,516	-18%
S80-89 Edw. to Cassopolis	\$ 11,013,881	\$ 9,115,925	21%	\$ 57,583,909	\$ 53,975,768	7%
S90-99 South Haven,Bangor,Cov.	\$ 12,691,800	\$ 18,499,331	-31%	\$ 92,662,406	\$ 104,219,148	-11%
S10-13 Hartford,Lawrence	\$ 1,174,000	\$ 1,873,400	-37%	\$ 18,636,986	\$ 16,910,492	10%
I-Outside Primary Area	\$ 1,720,000	\$ 886,000	94%	\$ 11,155,025	\$ 21,392,300	-48%
Total	\$ 90,638,587	\$ 79,186,855	14%	\$ 738,947,310	\$ 709,043,183	4%

Other Classes Closed Sales						
	October	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 4,605,119	52	336	\$ 32,326,260	408	293
Commerical-Industrial/Bus.Opp.	\$ 1,117,500	6	81	\$ 18,506,450	81	299
Multiple Family	\$ 668,450	5	58	\$ 8,979,450	57	74
Total Other Classes	\$ 6,391,069			\$ 59,812,160		
Residential Sales Closed for Mo.	\$ 90,638,587					
Other Classes Closed for Month	\$ 6,391,069					
Total Closed Sales for Month	\$ 97,029,656					
Residential Sales Closed YTD	\$ 738,947,310					
Total Closed Sales YTD	\$ 798,759,470					
New Listings						
	October	YTD				
RES	368	4542				
LAND	66	1179				
MUL	4	95				
COMM	40	338				
TOTAL	478	6154				
Total Active Listings						
	as of 10/31/19	as of 10/31/18				
RES	1675	1737				
LAND	1339	1419				
MUL	49	43				
COMM	283	306				
TOTAL	3346	3505				

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	354		
S20-22 Buchanan to Niles	148	132	141	143	170	184	200	185	186	167		
S30-31 St. Joseph & Lakeshore	216	205	232	254	293	306	331	319	311	281		
S40-42 Coloma & Watervliet	61	55	67	92	111	112	124	133	130	128		
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56	63	63	71	75	75	68		
S60-66 Dowagiac & Marcellus	82	76	92	86	90	89	102	122	108	96		
S70 Benton Harbor	87	82	87	100	92	100	105	109	108	102		
S80-89 Edw. to Cassopolis	72	70	92	91	105	118	119	116	117	100		
S90-99 South Haven, Bangor, Cov.	213	212	219	245	266	276	301	303	301	281		
S10-13 Hartford, Lawrence	71	72	73	81	99	105	88	98	90	80		
I-Outside Primary Area	28	26	22	20	27	24	28	27	24	18		
Total	1244	1229	1341	1484	1666	1721	1840	1864	1820	1675	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%	7	2%				
Short Sale	0	0%	0	0%	0	0%	1	0%				
Sold at Auction	2	1%	0	0%	2	1%	1	0%				
Other	12	4%	20	5%	20	6%	16	5%				
Not Applicable	<u>292</u>	92%	<u>366</u>	92%	<u>311</u>	89%	<u>320</u>	93%				
	317		397		348		345		0		0	