

November 2019

Residential Closed Sales by Area

Units Sold						
November			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	41	31	32%	428	400	7%
S20-22 Buchanan to Niles	41	46	-11%	593	563	5%
S30-31 St.Joseph & Lakeshore	57	47	21%	676	639	6%
S40-42 Coloma & Watervliet	28	18	56%	252	275	-8%
S50-51 Berr.Sprgs.,Eau Claire	7	17	-59%	136	179	-24%
S60-66 Dowagiac & Marcellus	12	16	-25%	188	177	6%
S70 Benton Harbor	26	20	30%	261	273	-4%
S80-89 Edw. to Cassopolis	21	25	-16%	252	256	-2%
S90-99 South Haven,Bangor,Covert	32	31	3%	406	404	0%
S10-13 Hartford,Lawrence	10	13	-23%	123	115	7%
I-Outside Primary Area	2	2	0%	38	41	-7%
Total	277	266	4%	3353	3322	1%
Days on Market						
November			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	115	178	-35%	124	122	2%
S20-22 Buchanan to Niles	42	56	-25%	49	61	-20%
S30-31 St.Joseph & Lakeshore	65	68	-4%	66	60	10%
S40-42 Coloma & Watervliet	59	133	-56%	75	105	-29%
S50-51 Berr.Sprgs.,Eau Claire	44	42	5%	60	81	-26%
S60-66 Dowagiac & Marcellus	119	118	1%	75	93	-19%
S70 Benton Harbor	49	102	-52%	58	62	-6%
S80-89 Edw. to Cassopolis	126	36	250%	75	84	-11%
S90-99 South Haven,Bangor,Covert	79	85	-7%	88	98	-10%
S10-13 Hartford,Lawrence	71	113	-37%	113	92	23%
I-Outside Primary Area	278	60	363%	97	113	-14%
Total	77	88	-13%	76	82	-7%

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Average Sales Price						
November			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 388,195	\$ 469,088	-17%	\$ 434,185	\$ 409,418	6%
S20-22 Buchanan to Niles	\$ 154,785	\$ 139,534	11%	\$ 156,054	\$ 138,700	13%
S30-31 St.Joseph & Lakeshore	\$ 245,138	\$ 257,194	-5%	\$ 276,841	\$ 255,392	8%
S40-42 Coloma & Watervliet	\$ 162,400	\$ 239,108	-32%	\$ 196,749	\$ 185,661	6%
S50-51 Berr.Sprgs.,Eau Claire	\$ 236,071	\$ 212,116	11%	\$ 208,744	\$ 193,556	8%
S60-66 Dowagiac & Marcellus	\$ 179,183	\$ 116,425	54%	\$ 158,482	\$ 155,983	2%
S70 Benton Harbor	\$ 161,674	\$ 172,170	-6%	\$ 131,864	\$ 148,149	-11%
S80-89 Edw. to Cassopolis	\$ 269,671	\$ 316,740	-15%	\$ 250,980	\$ 241,774	4%
S90-99 South Haven,Bangor,Covert	\$ 215,634	\$ 334,340	-36%	\$ 245,228	\$ 283,623	-14%
S10-13 Hartford,Lawrence	\$ 172,850	\$ 168,651	2%	\$ 165,573	\$ 166,112	0%
I-Outside Primary Area	\$ 705,000	\$ 317,500	122%	\$ 330,658	\$ 537,251	-38%
Total	\$ 232,817	\$ 253,290	-8%	\$ 239,617	\$ 233,720	3%
Median Sales Price						
November			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 249,000	\$ 315,000	-21%	\$ 310,000	\$ 280,000	11%
S20-22 Buchanan to Niles	\$ 145,000	\$ 112,750	29%	\$ 125,000	\$ 105,000	19%
S30-31 St.Joseph & Lakeshore	\$ 210,000	\$ 242,500	-13%	\$ 239,000	\$ 219,900	9%
S40-42 Coloma & Watervliet	\$ 129,500	\$ 167,250	-23%	\$ 149,450	\$ 142,500	5%
S50-51 Berr.Sprgs.,Eau Claire	\$ 174,500	\$ 189,900	-8%	\$ 182,450	\$ 165,000	11%
S60-66 Dowagiac & Marcellus	\$ 104,850	\$ 97,450	8%	\$ 133,750	\$ 114,800	17%
S70 Benton Harbor	\$ 113,000	\$ 148,500	-24%	\$ 104,000	\$ 112,300	-7%
S80-89 Edw. to Cassopolis	\$ 205,000	\$ 235,900	-13%	\$ 187,000	\$ 178,750	5%
S90-99 South Haven,Bangor,Covert	\$ 169,500	\$ 190,000	-11%	\$ 179,900	\$ 180,500	0%
S10-13 Hartford,Lawrence	\$ 122,500	\$ 139,900	-12%	\$ 135,000	\$ 133,000	2%
I-Outside Primary Area	\$ 705,000	\$ 317,500	122%	\$ 297,500	\$ 399,000	-25%
Total	\$ 174,500	\$ 178,250	-2%	\$ 179,210	\$ 165,000	9%

Dollar Volume						
	November			YTD		
Area	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 15,916,000	\$ 14,541,750	9%	\$ 185,831,285	\$ 163,767,555	13%
S20-22 Buchanan to Niles	\$ 6,346,217	\$ 6,418,607	-1%	\$ 92,540,118	\$ 78,088,611	19%
S30-31 St.Joseph & Lakeshore	\$ 13,972,875	\$ 12,088,150	16%	\$ 187,145,009	\$ 163,196,022	15%
S40-42 Coloma & Watervliet	\$ 4,547,225	\$ 4,303,949	6%	\$ 49,580,775	\$ 51,057,036	-3%
S50-51 Berr.Sprgs.,Eau Claire	\$ 1,652,500	\$ 3,605,984	-54%	\$ 28,389,188	\$ 34,646,564	-18%
S60-66 Dowagiac & Marcellus	\$ 2,150,200	\$ 1,862,800	15%	\$ 29,794,641	\$ 27,609,010	8%
S70 Benton Harbor	\$ 4,203,530	\$ 3,443,415	22%	\$ 34,416,513	\$ 40,444,931	-15%
S80-89 Edw. to Cassopolis	\$ 5,663,099	\$ 7,918,500	-28%	\$ 63,247,008	\$ 61,894,268	2%
S90-99 South Haven,Bangor,Cov.	\$ 6,900,290	\$ 10,364,553	-33%	\$ 99,562,696	\$ 114,583,701	-13%
S10-13 Hartford,Lawrence	\$ 1,728,500	\$ 2,192,475	-21%	\$ 20,365,486	\$ 19,102,967	7%
I-Outside Primary Area	\$ 1,410,000	\$ 635,000	122%	\$ 12,565,025	\$ 22,027,300	-43%
Total	\$ 64,490,436	\$ 67,375,183	-4%	\$ 803,437,746	\$ 776,417,966	3%

Other Classes Closed Sales						
	November	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 1,530,638	26	244	33,856,898	434	290
Commerical-Industrial/Bus.Opp.	\$ 2,101,500	12	230	20,607,950	93	290
Multiple Family	\$ 932,000	9	56	9,911,450	66	71
Total Other Classes	\$ 4,564,138			64,376,298		
Residential Sales Closed for Mo	\$ 64,490,436					
Other Classes Closed for Month	\$ 4,564,138					
Total Closed Sales for Month	\$ 69,054,574					
Residential Sales Closed YTD	\$ 803,437,746					
Total Closed Sales YTD	\$ 867,814,044					

New Listings						
	November	YTD				
RES	225	4767				
LAND	63	1242				
MUL	4	99				
COMM	26	364				
TOTAL	318	6472				

Total Active Listings						
	as of 11/30/19	as of 11/30/18				
RES	1451	1539				
LAND	1304	1380				
MUL	44	47				
COMM	288	304				
TOTAL	3087	3270				

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	283	
S20-22 Buchanan to Niles	148	132	141	143	170	184	200	185	186	167	146	
S30-31 St. Joseph & Lakeshore	216	205	232	254	293	306	331	319	311	281	251	
S40-42 Coloma & Watervliet	61	55	67	92	111	112	124	133	130	128	104	
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56	63	63	71	75	75	68	55	
S60-66 Dowagiac & Marcellus	82	76	92	86	90	89	102	122	108	96	86	
S70 Benton Harbor	87	82	87	100	92	100	105	109	108	102	95	
S80-89 Edw. to Cassopolis	72	70	92	91	105	118	119	116	117	100	97	
S90-99 South Haven, Bangor, Cov.	213	212	219	245	266	276	301	303	301	281	256	
S10-13 Hartford, Lawrence	71	72	73	81	99	105	88	98	90	80	66	
I-Outside Primary Area	28	26	22	20	27	24	28	27	24	18	12	
Total	1244	1229	1341	1484	1666	1721	1840	1864	1820	1675	1451	
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%	8	3%		
Short Sale	0	0%	0	0%	0	0%	1	0%	0	0%		
Sold at Auction	2	1%	0	0%	2	1%	1	0%	0	0%		
Other	12	4%	20	5%	20	6%	16	5%	6	2%		
Not Applicable	<u>292</u>	92%	<u>366</u>	92%	<u>311</u>	89%	<u>320</u>	93%	<u>263</u>	95%		
	317		397		348		345		277		0	