

March 2019

Residential Closed Sales by Area

| Units Sold | | | | | | |
|------------------------------------|------------|------------|------------|------------|------------|------------|
| | March | | | YTD | | |
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Area | | | | | | |
| S1-3 Bridgman to New Buff. | 29 | 21 | 38% | 77 | 62 | 24% |
| S20-22 Buchanan to Niles | 44 | 42 | 5% | 129 | 116 | 11% |
| S30-31 St.Joseph & Lakeshore | 48 | 52 | -8% | 112 | 121 | -7% |
| S40-42 Coloma & Watervliet | 16 | 25 | -36% | 51 | 54 | -6% |
| S50-51 Berr.Sprgs.,Eau Claire | 12 | 8 | 50% | 25 | 37 | -32% |
| S60-66 Dowagiac & Marcellus | 10 | 12 | -17% | 30 | 28 | 7% |
| S70 Benton Harbor | 20 | 17 | 18% | 60 | 52 | 15% |
| S80-89 Edw. to Cassopolis | 11 | 22 | -50% | 39 | 49 | -20% |
| S90-99 South Haven,Bangor,Covert | 34 | 36 | -6% | 85 | 76 | 12% |
| S10-13 Hartford,Lawrence | 5 | 10 | -50% | 24 | 19 | 26% |
| I-Outside Primary Area | 5 | 3 | 67% | 12 | 8 | 50% |
| Total | 234 | 248 | -6% | 644 | 622 | 4% |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| Days on Market | | | | | | |
| | March | | | YTD | | |
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Area | | | | | | |
| S1-3 Bridgman to New Buff. | 109 | 103 | 6% | 157 | 133 | 18% |
| S20-22 Buchanan to Niles | 60 | 95 | -37% | 66 | 83 | -20% |
| S30-31 St.Joseph & Lakeshore | 109 | 69 | 58% | 99 | 87 | 14% |
| S40-42 Coloma & Watervliet | 155 | 97 | 60% | 127 | 105 | 21% |
| S50-51 Berr.Sprgs.,Eau Claire | 80 | 374 | -79% | 71 | 135 | -47% |
| S60-66 Dowagiac & Marcellus | 91 | 129 | -29% | 76 | 113 | -33% |
| S70 Benton Harbor | 57 | 94 | -39% | 62 | 95 | -35% |
| S80-89 Edw. to Cassopolis | 97 | 81 | 20% | 86 | 85 | 1% |
| S90-99 South Haven, Bangor, Covert | 120 | 140 | -14% | 98 | 116 | -16% |
| S10-13 Hartford,Lawrence | 143 | 95 | 51% | 87 | 84 | 4% |
| I-Outside Primary Area | 52 | 30 | 73% | 78 | 71 | 10% |
| Total | 97 | 106 | -8% | 94 | 100 | -6% |

March 2019

Residential Closed Sales by Area

| Average Sales Price | | | | | | |
|-----------------------------------|-------------------|-------------------|------------|-------------------|-------------------|------------|
| | | | | | | |
| | March | | | YTD | | |
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Area | | | | | | |
| S1-3 Bridgman to New Buff. | \$ 421,168 | \$ 572,192 | -26% | \$ 408,889 | \$ 406,318 | 1% |
| S20-22 Buchanan to Niles | \$ 138,749 | \$ 113,021 | 23% | \$ 132,216 | \$ 118,314 | 12% |
| S30-31 St.Joseph & Lakeshore | \$ 270,827 | \$ 242,777 | 12% | \$ 257,278 | \$ 251,472 | 2% |
| S40-42 Coloma & Watervliet | \$ 165,012 | \$ 194,861 | -15% | \$ 204,553 | \$ 169,274 | 21% |
| S50-51 Berr.Sprgs.,Eau Claire | \$ 242,666 | \$ 259,812 | -7% | \$ 234,255 | \$ 202,604 | 16% |
| S60-66 Dowagiac & Marcellus | \$ 150,380 | \$ 115,433 | 30% | \$ 126,877 | \$ 145,073 | -13% |
| S70 Benton Harbor | \$ 119,689 | \$ 130,341 | -8% | \$ 101,088 | \$ 144,844 | -30% |
| S80-89 Edw. to Cassopolis | \$ 133,500 | \$ 229,702 | -42% | \$ 157,320 | \$ 210,876 | -25% |
| S90-99 South Haven,Bangor,Covert | \$ 198,746 | \$ 207,863 | -4% | \$ 202,323 | \$ 231,984 | -13% |
| S10-13 Hartford,Lawrence | \$ 143,400 | \$ 154,930 | -7% | \$ 114,266 | \$ 130,273 | -12% |
| I-Outside Primary Area | \$ 225,780 | \$ 266,666 | -15% | \$ 246,608 | \$ 400,750 | -38% |
| | | | | | | |
| Total | \$ 217,265 | \$ 221,065 | -2% | \$ 205,823 | \$ 210,965 | -2% |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| Median Sales Price | | | | | | |
| | | | | | | |
| | March | | | YTD | | |
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Area | | | | | | |
| S1-3 Bridgman to New Buff. | \$ 350,000 | \$ 260,000 | 35% | \$ 300,000 | \$ 256,750 | 17% |
| S20-22 Buchanan to Niles | \$ 114,750 | \$ 87,250 | 32% | \$ 105,000 | \$ 93,000 | 13% |
| S30-31 St.Joseph & Lakeshore | \$ 225,000 | \$ 204,500 | 10% | \$ 218,456 | \$ 205,000 | 7% |
| S40-42 Coloma & Watervliet | \$ 162,450 | \$ 157,450 | 3% | \$ 159,900 | \$ 123,950 | 29% |
| S50-51 Berr.Sprgs.,Eau Claire | \$ 211,000 | \$ 214,500 | -2% | \$ 200,000 | \$ 159,000 | 26% |
| S60-66 Dowagiac & Marcellus | \$ 100,400 | \$ 109,000 | -8% | \$ 97,000 | \$ 103,950 | -7% |
| S70 Benton Harbor | \$ 73,075 | \$ 94,000 | -22% | \$ 73,075 | \$ 94,500 | -23% |
| S80-89 Edw. to Cassopolis | \$ 127,000 | \$ 195,950 | -35% | \$ 125,000 | \$ 175,000 | -29% |
| S90-99 South Have, Bangor, Covert | \$ 162,450 | \$ 128,750 | 26% | \$ 149,000 | \$ 131,250 | 14% |
| S10-13 Hartford,Lawrence | \$ 140,000 | \$ 147,450 | -5% | \$ 80,500 | \$ 141,500 | -43% |
| I-Outside Primary Area | \$ 199,900 | \$ 310,000 | -36% | \$ 212,500 | \$ 366,000 | -42% |
| | | | | | | |
| Total | \$ 175,000 | \$ 157,725 | 11% | \$ 146,500 | \$ 146,000 | 0% |

| Dollar Volume | | | | | | |
|--|-----------------------|----------------------|----------------|-----------------------|-----------------------|----------------|
| | March | | | YTD | | |
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Area | | | | | | |
| S1-3 Bridgman to New Buff. | \$ 12,213,900 | \$ 12,016,047 | 2% | \$ 31,484,515 | \$ 25,191,752 | 25% |
| S20-22 Buchanan to Niles | \$ 6,104,986 | \$ 4,746,920 | 29% | \$ 17,055,976 | \$ 13,724,462 | 24% |
| S30-31 St.Joseph & Lakeshore | \$ 12,999,733 | \$ 12,624,450 | 3% | \$ 28,815,225 | \$ 30,428,151 | -5% |
| S40-42 Coloma & Watervliet | \$ 2,640,200 | \$ 4,871,545 | -46% | \$ 10,432,242 | \$ 9,140,845 | 14% |
| S50-51 Berr.Sprgs.,Eau Claire | \$ 2,912,000 | \$ 2,078,500 | 40% | \$ 5,856,375 | \$ 7,496,371 | -22% |
| S60-66 Dowagiac & Marcellus | \$ 1,503,800 | \$ 1,385,200 | 9% | \$ 3,806,311 | \$ 4,062,060 | -6% |
| S70 Benton Harbor | \$ 2,393,780 | \$ 2,215,802 | 8% | \$ 6,065,333 | \$ 7,531,925 | -19% |
| S80-89 Edw. to Cassopolis | \$ 1,486,500 | \$ 5,053,450 | -71% | \$ 6,135,480 | \$ 10,332,942 | -41% |
| S90-99 South Haven,Bangor,Cov. | \$ 6,757,385 | \$ 7,483,100 | -10% | \$ 17,197,455 | \$ 17,630,810 | -2% |
| S10-13 Hartford,Lawrence | \$ 717,000 | \$ 1,549,300 | -54% | \$ 2,742,400 | \$ 2,475,200 | 11% |
| I-Outside Primary Area | \$ 1,128,900 | \$ 800,000 | 41% | \$ 2,959,300 | \$ 3,206,000 | -8% |
| Total | \$ 50,840,184 | \$ 54,824,314 | -7% | \$ 132,550,612 | \$ 131,220,518 | 1% |
| ----- | | | | | | |
| Other Classes Closed Sales | | | | | | |
| | March | #Prop | Avg DOM | YTD | #Prop | Avg DOM |
| Vacant Land | \$ 1,508,412 | 21 | 206 | \$ 5,381,417 | 67 | 226 |
| Commerical-Industrial/Bus.Opp. | \$ 2,850,900 | 13 | 315 | \$ 4,908,250 | 24 | 378 |
| Multiple Family | \$ 917,500 | 6 | 57 | \$ 2,528,700 | 19 | 94 |
| Total | \$ 5,276,812 | | | \$ 12,818,367 | | |
| Residential Sales Closed for Mo | \$ 50,840,184 | | | | | |
| Other Classes Closed for Month | \$ 5,276,812 | | | | | |
| Total Closed Sales for Month | \$ 56,116,996 | | | | | |
| Residential Sales Closed YTD | \$ 132,550,612 | | | | | |
| Total Closed Sales YTD | \$ 145,368,979 | | | | | |
| New Listings | | | | | | |
| | March | YTD | | | | |
| RES | 460 | 1040 | | | | |
| LAND | 183 | 341 | | | | |
| MUL | 5 | 17 | | | | |
| COMM | 33 | 97 | | | | |
| TOTAL | 681 | 1495 | | | | |
| Total Active Listings | | | | | | |
| | as of 3/31/19 | as of 3/31/18 | | | | |
| RES | 1341 | 1391 | | | | |
| LAND | 1385 | 1292 | | | | |
| MUL | 27 | 46 | | | | |
| COMM | 276 | 282 | | | | |
| TOTAL | 3029 | 3011 | | | | |

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