

May 2019

Residential Closed Sales by Area

Units Sold						
May			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	46	44	5%	157	148	6%
S20-22 Buchanan to Niles	66	44	50%	250	207	21%
S30-31 St.Joseph & Lakeshore	65	74	-12%	247	238	4%
S40-42 Coloma & Watervliet	24	18	33%	89	98	-9%
S50-51 Berr.Sprgs.,Eau Claire	21	23	-9%	55	68	-19%
S60-66 Dowagiac & Marcellus	19	21	-10%	71	66	8%
S70 Benton Harbor	33	31	6%	117	102	15%
S80-89 Edw. to Cassopolis	28	23	22%	89	98	-9%
S90-99 South Haven,Bangor,Covert	44	37	19%	168	149	13%
S10-13 Hartford,Lawrence	11	10	10%	41	39	5%
I-Outside Primary Area	4	3	33%	18	15	20%
Total	361	328	10%	1302	1228	6%
Days on Market						
May			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	142	154	-8%	149	131	14%
S20-22 Buchanan to Niles	34	56	-39%	56	79	-29%
S30-31 St.Joseph & Lakeshore	66	59	12%	91	75	21%
S40-42 Coloma & Watervliet	59	82	-28%	101	115	-12%
S50-51 Berr.Sprgs.,Eau Claire	92	53	74%	81	107	-24%
S60-66 Dowagiac & Marcellus	144	62	132%	95	84	13%
S70 Benton Harbor	92	83	11%	68	88	-23%
S80-89 Edw. to Cassopolis	79	223	-65%	77	122	-37%
S90-99 South Haven,Bangor,Covert	109	107	2%	100	108	-7%
S10-13 Hartford,Lawrence	139	183	-24%	116	110	5%
I-Outside Primary Area	220	269	-18%	115	102	13%
Total	88	97	-9%	91	98	-7%

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Average Sales Price						
	May			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 540,872	\$ 512,667	6%	\$ 437,045	\$ 428,149	2%
S20-22 Buchanan to Niles	\$ 155,348	\$ 155,231	0%	\$ 141,377	\$ 127,537	11%
S30-31 St.Joseph & Lakeshore	\$ 279,426	\$ 247,660	13%	\$ 264,099	\$ 243,747	8%
S40-42 Coloma & Watervliet	\$ 156,130	\$ 134,155	16%	\$ 181,903	\$ 161,842	12%
S50-51 Berr.Sprgs.,Eau Claire	\$ 217,809	\$ 163,082	34%	\$ 221,686	\$ 194,414	14%
S60-66 Dowagiac & Marcellus	\$ 183,776	\$ 173,288	6%	\$ 152,014	\$ 153,793	-1%
S70 Benton Harbor	\$ 132,609	\$ 138,714	-4%	\$ 107,701	\$ 153,659	-30%
S80-89 Edw. to Cassopolis	\$ 362,637	\$ 221,956	63%	\$ 234,099	\$ 214,775	9%
S90-99 South Haven,Bangor,Covert	\$ 269,986	\$ 350,361	-23%	\$ 236,025	\$ 249,093	-5%
S10-13 Hartford,Lawrence	\$ 185,148	\$ 204,814	-10%	\$ 137,708	\$ 155,990	-12%
I-Outside Primary Area	\$ 452,831	\$ 778,333	-42%	\$ 317,812	\$ 535,533	-41%
Total	\$ 264,171	\$ 256,923	3%	\$ 224,902	\$ 223,910	0%
Median Sales Price						
	May			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 350,000	\$ 300,000	17%	\$ 305,000	\$ 262,500	16%
S20-22 Buchanan to Niles	\$ 134,000	\$ 87,313	53%	\$ 115,000	\$ 93,000	24%
S30-31 St.Joseph & Lakeshore	\$ 224,900	\$ 207,500	8%	\$ 222,500	\$ 204,950	9%
S40-42 Coloma & Watervliet	\$ 147,500	\$ 126,950	16%	\$ 152,500	\$ 127,500	20%
S50-51 Berr.Sprgs.,Eau Claire	\$ 200,000	\$ 135,000	48%	\$ 200,000	\$ 154,750	29%
S60-66 Dowagiac & Marcellus	\$ 145,000	\$ 123,000	18%	\$ 117,000	\$ 106,500	10%
S70 Benton Harbor	\$ 130,000	\$ 132,500	-2%	\$ 86,500	\$ 104,265	-17%
S80-89 Edw. to Cassopolis	\$ 252,925	\$ 154,900	63%	\$ 140,000	\$ 169,450	-17%
S90-99 South Haven,Bangor,Covert	\$ 159,250	\$ 220,000	-28%	\$ 168,800	\$ 147,500	14%
S10-13 Hartford,Lawrence	\$ 175,000	\$ 159,000	10%	\$ 105,000	\$ 129,900	-19%
I-Outside Primary Area	\$ 428,750	\$ 700,000	-39%	\$ 283,000	\$ 405,000	-30%
Total	\$ 182,000	\$ 163,000	12%	\$ 165,000	\$ 154,250	7%

Dollar Volume							
		May		% change	YTD		
Area		2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 24,880,135	\$ 22,557,366	10%	\$ 68,616,150	\$ 63,366,079	8%	
S20-22 Buchanan to Niles	\$ 10,252,971	\$ 6,830,182	50%	\$ 35,344,328	\$ 26,400,219	34%	
S30-31 St.Joseph & Lakeshore	\$ 18,162,746	\$ 18,326,899	-1%	\$ 65,232,526	\$ 58,011,862	12%	
S40-42 Coloma & Watervliet	\$ 3,747,132	\$ 2,414,800	55%	\$ 16,189,374	\$ 15,860,522	2%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 4,574,000	\$ 3,750,900	22%	\$ 12,192,775	\$ 13,220,171	-8%	
S60-66 Dowagiac & Marcellus	\$ 3,491,750	\$ 3,639,050	-4%	\$ 10,793,026	\$ 10,150,360	6%	
S70 Benton Harbor	\$ 4,376,097	\$ 4,300,156	2%	\$ 12,601,030	\$ 15,671,311	-20%	
S80-89 Edw. to Cassopolis	\$ 10,153,850	\$ 5,104,989	99%	\$ 20,834,830	\$ 21,048,031	-1%	
S90-99 South Haven,Bangor,Cov.	\$ 11,879,424	\$ 12,963,371	-8%	\$ 39,652,300	\$ 37,114,931	7%	
S10-13 Hartford,Lawrence	\$ 2,036,636	\$ 2,048,145	-1%	\$ 5,646,036	\$ 6,083,645	-7%	
I-Outside Primary Area	\$ 1,811,325	\$ 2,335,000	-22%	\$ 5,720,625	\$ 8,033,000	-29%	
Total	\$ 95,366,067	\$ 84,270,858	13%	\$ 292,823,002	\$ 274,962,131	6%	

Other Classes Closed Sales							
	May	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 3,801,469	50	336	\$ 14,417,736	173	309	
Commerical-Industrial/Bus.Opp.	\$ 4,294,000	15	352	\$ 12,646,750	46	355	
Multiple Family	\$ 1,057,900	7	67	\$ 4,826,500	29	91	
Grand Total Closed	\$ 9,153,369			\$ 31,890,986			
Residential Sales Closed for Mo	\$ 95,366,067						
Other Classes Closed for Month	\$ 9,153,369						
Total Closed Sales for Month	\$ 104,519,436						
Residential Sales Closed YTD	\$ 292,823,002						
Total Closed Sales YTD	\$ 324,713,988						
New Listings							
	May	YTD					
RES	573	2145					
LAND	167	632					
MUL	11	35					
COMM	23	148					
TOTAL	774	2960					
Total Active Listings							
	as of 5/31/19	as of 5/31/18					
RES	1666	1704					
LAND	1449	1385					
MUL	36	51					
COMM	275	286					
TOTAL	3426	3426					

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