

July 2019

Residential Closed Sales by Area

Units Sold						
July			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	43	48	-10%	249	236	6%
S20-22 Buchanan to Niles	49	69	-29%	357	338	6%
S30-31 St.Joseph & Lakeshore	71	82	-13%	399	398	0%
S40-42 Coloma & Watervliet	27	28	-4%	143	157	-9%
S50-51 Berr.Sprgs.,Eau Claire	13	18	-28%	85	106	-20%
S60-66 Dowagiac & Marcellus	19	23	-17%	115	109	6%
S70 Benton Harbor	16	29	-45%	157	163	-4%
S80-89 Edw. to Cassopolis	27	25	8%	143	153	-7%
S90-99 South Haven,Bangor,Covert	36	50	-28%	242	240	1%
S10-13 Hartford,Lawrence	14	14	0%	71	62	15%
I-Outside Primary Area	2	4	-50%	25	23	9%
Total	317	390	-19%	1986	1985	0%
Days on Market						
July			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	79	63	25%	128	113	13%
S20-22 Buchanan to Niles	59	35	69%	54	68	-21%
S30-31 St.Joseph & Lakeshore	45	34	32%	72	63	14%
S40-42 Coloma & Watervliet	42	96	-56%	86	117	-26%
S50-51 Berr.Sprgs.,Eau Claire	11	69	-84%	63	84	-25%
S60-66 Dowagiac & Marcellus	100	114	-12%	87	89	-2%
S70 Benton Harbor	58	48	21%	69	73	-5%
S80-89 Edw. to Cassopolis	40	47	-15%	68	100	-32%
S90-99 South Haven,Bangor,Covert	103	81	27%	94	96	-2%
S10-13 Hartford,Lawrence	45	72	-38%	104	88	18%
I-Outside Primary Area	5	118	-96%	100	108	-7%
Total	60	59	2%	81	86	-6%

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Residential Closed Sales by Area

Average Sales Price						
July			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 399,110	\$ 350,614	14%	\$ 438,645	\$ 404,200	9%
S20-22 Buchanan to Niles	\$ 176,624	\$ 145,419	21%	\$ 151,477	\$ 138,304	10%
S30-31 St.Joseph & Lakeshore	\$ 353,964	\$ 262,983	35%	\$ 282,854	\$ 251,047	13%
S40-42 Coloma & Watervliet	\$ 178,460	\$ 156,207	14%	\$ 200,834	\$ 175,548	14%
S50-51 Berr.Sprgs.,Eau Claire	\$ 234,484	\$ 168,967	39%	\$ 216,156	\$ 188,263	15%
S60-66 Dowagiac & Marcellus	\$ 180,002	\$ 203,556	-12%	\$ 157,864	\$ 162,198	-3%
S70 Benton Harbor	\$ 114,942	\$ 94,180	22%	\$ 111,556	\$ 143,780	-22%
S80-89 Edw. to Cassopolis	\$ 240,264	\$ 226,893	6%	\$ 240,494	\$ 216,530	11%
S90-99 South Haven,Bangor,Covert	\$ 263,405	\$ 279,068	-6%	\$ 239,881	\$ 257,110	-7%
S10-13 Hartford,Lawrence	\$ 107,278	\$ 144,242	-26%	\$ 141,270	\$ 152,864	-8%
I-Outside Primary Area	\$ 368,000	\$ 1,098,725	-67%	\$ 308,005	\$ 610,538	-50%
Total	\$ 251,423	\$ 228,965	10%	\$ 236,199	\$ 226,218	4%
Median Sales Price						
July			YTD			
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 250,000	\$ 230,000	9%	\$ 310,000	\$ 270,750	14%
S20-22 Buchanan to Niles	\$ 125,000	\$ 124,000	1%	\$ 119,000	\$ 102,000	17%
S30-31 St.Joseph & Lakeshore	\$ 266,000	\$ 218,625	22%	\$ 240,000	\$ 208,750	15%
S40-42 Coloma & Watervliet	\$ 136,000	\$ 128,000	6%	\$ 152,500	\$ 133,500	14%
S50-51 Berr.Sprgs.,Eau Claire	\$ 229,000	\$ 152,505	50%	\$ 195,000	\$ 162,900	20%
S60-66 Dowagiac & Marcellus	\$ 125,000	\$ 125,000	0%	\$ 127,200	\$ 108,500	17%
S70 Benton Harbor	\$ 94,620	\$ 87,500	8%	\$ 91,300	\$ 106,850	-15%
S80-89 Edw. to Cassopolis	\$ 210,000	\$ 180,000	17%	\$ 170,000	\$ 168,000	1%
S90-99 South Haven,Bangor,Covert	\$ 222,500	\$ 163,750	36%	\$ 177,950	\$ 168,450	6%
S10-13 Hartford,Lawrence	\$ 97,250	\$ 127,500	-24%	\$ 115,000	\$ 132,500	-13%
I-Outside Primary Area	\$ 368,000	\$ 658,500	-44%	\$ 295,000	\$ 405,000	-27%
Total	\$ 200,000	\$ 165,750	21%	\$ 174,700	\$ 160,000	9%

Dollar Volume						
	July			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	\$ 14,581,770	\$ 16,829,500	-13%	\$ 109,222,788	\$ 95,391,329	14%
S20-22 Buchanan to Niles	\$ 8,654,610	\$ 10,033,945	-14%	\$ 54,077,358	\$ 46,746,911	16%
S30-31 St.Joseph & Lakeshore	\$ 25,131,509	\$ 21,564,620	17%	\$ 112,859,056	\$ 99,916,946	13%
S40-42 Coloma & Watervliet	\$ 4,818,444	\$ 4,373,800	10%	\$ 28,719,368	\$ 27,561,122	4%
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,048,300	\$ 3,041,409	0%	\$ 18,373,275	\$ 19,955,980	-8%
S60-66 Dowagiac & Marcellus	\$ 3,420,046	\$ 4,681,800	-27%	\$ 18,154,372	\$ 17,679,660	3%
S70 Benton Harbor	\$ 1,839,074	\$ 2,731,243	-33%	\$ 17,514,398	\$ 23,436,184	-25%
S80-89 Edw. to Cassopolis	\$ 6,487,150	\$ 5,672,340	14%	\$ 34,390,718	\$ 33,129,148	4%
S90-99 South Haven,Bangor,Cov.	\$ 9,482,595	\$ 13,953,400	-32%	\$ 58,051,330	\$ 61,706,551	-6%
S10-13 Hartford,Lawrence	\$ 1,501,900	\$ 2,019,400	-26%	\$ 10,030,186	\$ 9,477,591	6%
I-Outside Primary Area	\$ 736,000	\$ 4,394,900	-83%	\$ 7,700,125	\$ 14,042,400	-45%
Total MLS	\$ 79,701,398	\$ 89,296,357	-11%	\$ 469,092,976	\$ 449,043,822	4%
Other Classes Closed Sales						
	July	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$ 4,923,200	51	216	\$ 22,987,636	268	290
Commerical-Industrial/Bus.Opp.	\$ 718,400	5	435	\$ 14,647,050	61	345
Multiple Family	\$ 648,800	5	43	\$ 5,973,300	39	92
Total Other Classes	\$ 6,290,400			\$ 43,607,986		
Residential Sales Closed for Mo	\$ 79,701,398					
Other Classes Closed for Month	\$ 6,290,400					
Total Closed Sales for Month	\$ 85,991,798					
Residential Sales Closed YTD	\$ 469,092,976					
Total Closed Sales YTD	\$ 512,700,962					
	New Listings					
	July	YTD				
RES	531	3172				
LAND	103	841				
MUL	14	61				
COMM	25	248				
TOTAL	673	4322				
	Total Active Listings					
	as of 7/31/19	as of 7/31/18				
RES	1840	1892				
LAND	1418	1410				
MUL	48	47				
COMM	273	296				
TOTAL	3579	3645				

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