

August 2019

Residential Closed Sales by Area

	Units Sold					
	August			YTD		
	2019	2018	% change	2019	2018	% change
Area						
S1-3 Bridgman to New Buff.	45	46	-2%	294	282	4%
S20-22 Buchanan to Niles	68	61	11%	425	399	7%
S30-31 St.Joseph & Lakeshore	95	69	38%	494	467	6%
S40-42 Coloma & Watervliet	28	36	-22%	171	193	-11%
S50-51 Berr.Sprgs.,Eau Claire	18	22	-18%	103	128	-20%
S60-66 Dowagiac & Marcellus	21	18	17%	136	127	7%
S70 Benton Harbor	28	36	-22%	185	199	-7%
S80-89 Edw. to Cassopolis	35	31	13%	178	184	-3%
S90-99 South Haven,Bangor,Covert	35	44	-20%	277	284	-2%
S10-13 Hartford,Lawrence	18	18	0%	89	80	11%
I-Outside Primary Area	6	6	0%	31	29	7%
Total	397	387	3%	2383	2372	0%
Days on Market						
Area	August			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	154	126	22%	132	115	15%
S20-22 Buchanan to Niles	31	45	-31%	51	64	-20%
S30-31 St.Joseph & Lakeshore	46	36	28%	67	59	14%
S40-42 Coloma & Watervliet	66	99	-33%	83	113	-27%
S50-51 Berr.Sprgs.,Eau Claire	62	108	-43%	63	88	-28%
S60-66 Dowagiac & Marcellus	49	97	-49%	81	90	-10%
S70 Benton Harbor	52	44	18%	66	68	-3%
S80-89 Edw. to Cassopolis	91	65	40%	72	94	-23%
S90-99 South Haven,Bangor,Covert	78	120	-35%	92	100	-8%
S10-13 Hartford,Lawrence	131	78	68%	109	86	27%
I-Outside Primary Area	58	164	-65%	92	120	-23%
Total	69	77	-10%	79	84	-6%

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Residential Closed Sales by Area

Area	Average Sales Price					
	August			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 403,874	\$ 421,877	-4%	\$ 433,323	\$ 407,084	6%
S20-22 Buchanan to Niles	\$ 174,587	\$ 133,366	31%	\$ 155,174	\$ 138,009	12%
S30-31 St.Joseph & Lakeshore	\$ 275,906	\$ 252,077	9%	\$ 281,518	\$ 251,199	12%
S40-42 Coloma & Watervliet	\$ 231,998	\$ 193,610	20%	\$ 205,937	\$ 178,917	15%
S50-51 Berr.Sprgs.,Eau Claire	\$ 191,905	\$ 231,550	-17%	\$ 211,918	\$ 195,703	8%
S60-66 Dowagiac & Marcellus	\$ 175,452	\$ 146,666	20%	\$ 160,579	\$ 159,997	0%
S70 Benton Harbor	\$ 148,492	\$ 137,499	8%	\$ 117,146	\$ 142,644	-18%
S80-89 Edw. to Cassopolis	\$ 250,225	\$ 240,720	4%	\$ 242,408	\$ 220,605	10%
S90-99 South Haven,Bangor,Covert	\$ 219,879	\$ 323,100	-32%	\$ 237,354	\$ 267,334	-11%
S10-13 Hartford,Lawrence	\$ 194,466	\$ 143,800	35%	\$ 152,231	\$ 150,824	1%
I-Outside Primary Area	\$ 185,816	\$ 568,316	-67%	\$ 284,355	\$ 601,803	-53%
Total	\$ 239,639	\$ 238,886	0%	\$ 236,772	\$ 228,285	4%
Area	Median Sales Price					
	August			YTD		
	2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 305,000	\$ 264,750	15%	\$ 309,700	\$ 270,750	14%
S20-22 Buchanan to Niles	\$ 133,450	\$ 99,000	35%	\$ 120,000	\$ 101,500	18%
S30-31 St.Joseph & Lakeshore	\$ 254,500	\$ 220,000	16%	\$ 242,000	\$ 211,350	15%
S40-42 Coloma & Watervliet	\$ 163,450	\$ 157,500	4%	\$ 155,000	\$ 137,000	13%
S50-51 Berr.Sprgs.,Eau Claire	\$ 183,500	\$ 165,250	11%	\$ 193,000	\$ 165,000	17%
S60-66 Dowagiac & Marcellus	\$ 150,000	\$ 95,500	57%	\$ 131,250	\$ 108,000	22%
S70 Benton Harbor	\$ 129,500	\$ 124,000	4%	\$ 95,000	\$ 112,300	-15%
S80-89 Edw. to Cassopolis	\$ 195,000	\$ 165,900	18%	\$ 182,000	\$ 166,950	9%
S90-99 South Haven,Bangor,Covert	\$ 149,000	\$ 214,950	-31%	\$ 174,000	\$ 175,000	-1%
S10-13 Hartford,Lawrence	\$ 162,200	\$ 127,500	27%	\$ 134,000	\$ 129,950	3%
I-Outside Primary Area	\$ 190,450	\$ 402,450	-53%	\$ 264,000	\$ 405,000	-35%
Total	\$ 189,900	\$ 170,000	12%	\$ 175,000	\$ 160,850	9%

Dollar Volume							
		August		YTD			
Area		2019	2018	% change	2019	2018	% change
S1-3 Bridgman to New Buff.	\$ 18,174,348	\$ 19,406,380	-6%	\$ 127,397,136	\$ 114,797,709	11%	
S20-22 Buchanan to Niles	\$ 11,871,925	\$ 8,318,355	43%	\$ 65,949,283	\$ 55,065,766	20%	
S30-31 St.Joseph & Lakeshore	\$ 26,211,103	\$ 17,393,345	51%	\$ 139,070,159	\$ 117,310,291	19%	
S40-42 Coloma & Watervliet	\$ 6,495,970	\$ 6,969,986	-7%	\$ 35,215,338	\$ 34,531,108	2%	
S50-51 Berr.Sprgs.,Eau Claire	\$ 3,454,300	\$ 5,094,100	-32%	\$ 21,827,575	\$ 25,050,080	-13%	
S60-66 Dowagiac & Marcellus	\$ 3,684,500	\$ 2,640,000	40%	\$ 21,838,872	\$ 20,319,660	7%	
S70 Benton Harbor	\$ 4,157,793	\$ 4,949,996	-16%	\$ 21,672,191	\$ 28,386,180	-24%	
S80-89 Edw. to Cassopolis	\$ 8,757,907	\$ 7,462,345	17%	\$ 43,148,625	\$ 40,591,493	6%	
S90-99 South Haven,Bangor,Cov.	\$ 7,695,776	\$ 14,216,421	-46%	\$ 65,747,106	\$ 75,922,972	-13%	
S10-13 Hartford,Lawrence	\$ 3,518,400	\$ 2,588,401	36%	\$ 13,548,586	\$ 12,065,992	12%	
I-Outside Primary Area	\$ 1,114,900	\$ 3,409,900	-67%	\$ 8,815,025	\$ 17,452,300	-49%	
Total	\$ 95,136,922	\$ 92,449,229	3%	\$ 564,229,898	\$ 541,493,551	4%	

Other Classes Closed Sales							
	August	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 1,641,830	32	351	\$ 24,629,466	300	296	
Commerical-Industrial/Bus.Opp.	\$ 1,012,000	5	195	\$ 15,659,050	66	333	
Multiple Family	\$ 1,305,700	9	34	\$ 7,279,000	48	81	
Total Other Classes	\$ 3,959,530			\$ 47,567,516			
Residential Sales Closed for Mo	\$ 95,136,922						
Other Classes Closed for Month	\$ 3,959,530						
Total Closed Sales for Month	\$ 99,096,452						
Residential Sales Closed YTD	\$ 564,229,898						
Total Closed Sales YTD	\$ 611,797,414						
New Listings							
	August	YTD					
RES	579	3751					
LAND	140	981					
MUL	16	77					
COMM	16	264					
TOTAL	751	5073					
Total Active Listings							
	as of 8/31/19	as of 8/31/18					
RES	1864	1949					
LAND	1427	1401					
MUL	52	45					
COMM	255	308					
TOTAL	3598	3703					

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				
S20-22 Buchanan to Niles	148	132	141	143	170	184	200	185				
S30-31 St. Joseph & Lakeshore	216	205	232	254	293	306	331	319				
S40-42 Coloma & Watervliet	61	55	67	92	111	112	124	133				
S50-51 Berr. Sprgs., Eau Claire	51	55	47	56	63	63	71	75				
S60-66 Dowagiac & Marcellus	82	76	92	86	90	89	102	122				
S70 Benton Harbor	87	82	87	100	92	100	105	109				
S80-89 Edw. to Cassopolis	72	70	92	91	105	118	119	116				
S90-99 South Haven, Bangor, Cov.	213	212	219	245	266	276	301	303				
S10-13 Hartford, Lawrence	71	72	73	81	99	105	88	98				
I-Outside Primary Area	28	26	22	20	27	24	28	27				
Total	1244	1229	1341	1484	1666	1721	1840	1864	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%	11	3%								
Short Sale	0	0%	0	0%								
Sold at Auction	2	1%	0	0%								
Other	12	4%	20	5%								
Not Applicable	<u>292</u>	92%	<u>366</u>	92%								
	317		397		0		0		0		0	