

January 2012
Residential Close Sales by Area

Area	Units Sold					
	January			YTD		
	2012	2011	% change	2012	2011	% change
S1-3 Bridgman to New Buff.	17	13	31%	17	13	31%
S20-23 Galien to Niles	28	28	0%	28	28	0%
S30-31 St.Joseph & Lakeshore	25	26	-4%	25	26	-4%
S40-42 Coloma & Watervliet	8	5	60%	8	5	60%
S50-51 Berr.Sprgs.,Eau Claire	7	7	0%	7	7	0%
S60-66 Dowagiac & Marcellus	12	4	200%	12	4	200%
S70 Benton Harbor	20	11	82%	20	11	82%
S80-89 Edw. to Cassopolis	15	9	67%	15	9	67%
S90-99 South Haven,Bangor,Covert	19	18	6%	19	18	6%
I-Outside Primary Area	1	2	-50%	1	2	-50%
S10-13 Hartford,Lawrence	7	6	17%	7	6	17%
					0	
Total	159	129	23%	159	129	23%
Area	Days on Market					
	January			YTD		
	2012	2011	% change	2012	2011	% change
S1-3 Bridgman to New Buff.	183	162	13%	183	162	13%
S20-23 Galien to Niles	137	157	-13%	137	157	-13%
S30-31 St.Joseph & Lakeshore	123	217	-43%	123	217	-43%
S40-42 Coloma & Watervliet	62	59	5%	62	59	5%
S50-51 Berr.Sprgs.,Eau Claire	174	286	-39%	174	286	-39%
S60-66 Dowagiac & Marcellus	139	95	46%	139	95	46%
S70 Benton Harbor	159	127	25%	159	127	25%
S80-89 Edw. to Cassopolis	121	225	-46%	121	225	-46%
S90-99 South Haven,Bangor,Covert	157	152	3%	157	152	3%
I-Outside Primary Area	234	142	65%	234	142	65%
S10-13 Hartford,Lawrence	72	110	-35%	72	110	-35%
Total	139	169	-18%	139	169	-18%

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Residential Close Sales by Area

	Average Sales Price					
	January			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buffalo	\$ 399,429	\$ 212,704	88%	\$ 399,429	\$ 212,704	88%
S20-23 Galien to Niles	\$ 108,421	\$ 113,657	-5%	\$ 108,421	\$ 113,657	-5%
S30-31 St. Joseph & Lakeshore	\$ 160,947	\$ 213,887	-25%	\$ 160,947	\$ 213,887	-25%
S40-42 Coloma & Watervliet	\$ 77,375	\$ 60,280	28%	\$ 77,375	\$ 60,280	28%
S50-51 Berr. Sprgs., Eau Claire	\$ 95,407	\$ 177,486	-46%	\$ 95,407	\$ 177,486	-46%
S60-66 Dowagiac & Marcellus	\$ 82,538	\$ 46,500	78%	\$ 82,538	\$ 46,500	78%
S70 Benton Harbor	\$ 120,800	\$ 62,875	92%	\$ 120,800	\$ 62,875	92%
S80-89 Edw. to Cassopolis	\$ 88,066	\$ 133,500	-34%	\$ 88,066	\$ 133,500	-34%
S90-99 South Haven, Bangor, Covert	\$ 248,374	\$ 250,269	-1%	\$ 248,374	\$ 250,269	-1%
I-Outside Primary Area	\$ 768,000	\$ 317,000	142%	\$ 768,000	\$ 317,000	142%
S10-13 Hartford, Lawrence	\$ 70,143	\$ 148,358	-53%	\$ 70,143	\$ 148,358	-53%
					\$ -	
Total	\$ 162,529	\$ 164,035	-1%	\$ 162,529	\$ 164,035	-1%
	Median Sales Price					
	January			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 132,000	\$ 195,000	-32%	\$ 132,000	\$ 195,000	-32%
S20-23 Galien to Niles	\$ 53,250	\$ 66,500	-20%	\$ 53,250	\$ 66,500	-20%
S30-31 St. Joseph & Lakeshore	\$ 148,500	\$ 180,000	-18%	\$ 148,500	\$ 180,000	-18%
S40-42 Coloma & Watervliet	\$ 48,500	\$ 52,000	-7%	\$ 48,500	\$ 52,000	-7%
S50-51 Berr. Sprgs., Eau Claire	\$ 118,000	\$ 135,000	-13%	\$ 118,000	\$ 135,000	-13%
S60-66 Dowagiac & Marcellus	\$ 39,325	\$ 49,500	-21%	\$ 39,325	\$ 49,500	-21%
S70 Benton Harbor	\$ 24,000	\$ 59,000	-59%	\$ 24,000	\$ 59,000	-59%
S80-89 Edw. to Cassopolis	\$ 63,220	\$ 115,000	-45%	\$ 63,220	\$ 115,000	-45%
S90-99 South Haven, Bangor, Covert	\$ 95,000	\$ 66,500	43%	\$ 95,000	\$ 66,500	43%
I-Outside Primary Area	\$ 768,000	\$ 317,000	142%	\$ 768,000	\$ 317,000	142%
S10-13 Hartford, Lawrence	\$ 60,500	\$ 90,875	-33%	\$ 60,500	\$ 90,875	-33%
					\$ -	
Total	\$ 80,000	\$ 100,950	-21%	\$ 80,000	\$ 100,950	-21%

	Dollar Volume					
	January			YTD		
	2012	2011	% change	2012	2011	% change
Area						
S1-3 Bridgman to New Buff.	\$ 6,790,300	\$ 2,765,150	146%	\$ 6,790,300	\$ 2,765,150	146%
S20-23 Galien to Niles	\$ 3,035,800	\$ 3,182,400	-5%	\$ 3,035,800	\$ 3,182,400	-5%
S30-31 St. Joseph & Lakeshore	\$ 4,023,673	\$ 5,561,074	-28%	\$ 4,023,673	\$ 5,561,074	-28%
S40-42 Coloma & Watervliet	\$ 619,000	\$ 301,400	105%	\$ 619,000	\$ 301,400	105%
S50-51 Berr.Sprgs.,Eau Claire	\$ 667,850	\$ 1,242,400	-46%	\$ 667,850	\$ 1,242,400	-46%
S60-66 Dowagiac & Marcellus	\$ 990,450	\$ 185,999	433%	\$ 990,450	\$ 185,999	433%
S70 Benton Harbor	\$ 2,415,991	\$ 691,620	249%	\$ 2,415,991	\$ 691,620	249%
S80-89 Edw. to Cassopolis	\$ 1,320,990	\$ 1,201,500	10%	\$ 1,320,990	\$ 1,201,500	10%
S90-99 South Haven,Bangor,Cov.	\$ 4,719,100	\$ 4,504,850	5%	\$ 4,719,100	\$ 4,504,850	5%
I-Outside Primary Area	\$ 768,000	\$ 634,000	21%	\$ 768,000	\$ 634,000	21%
S10-13 Hartford,Lawrence	\$ 491,000	\$ 890,150	-45%	\$ 491,000	\$ 890,150	-45%
					\$ -	
Total	\$ 25,842,154	\$ 21,160,543	22%	\$ 25,842,154	\$ 21,160,543	22%
Other Classes Closed Sales						
	January	#Prop	Avg DOM	YTD	#Prop	Avg DOM
Vacant Land	\$1,918,775	14	225	\$1,918,775	14	225
Commerical-Industrial/Bus.Opp.	\$715,000	5	406	\$715,000	5	406
Multiple Family	\$174,700	3	224	\$174,700	3	224
Grand Total Closed	\$2,808,475			\$2,808,475		
Residential Sales Closed for Month	\$ 25,842,154					
Other Classes Closed for Month	\$2,808,475					
Total Closed Sales for Month	\$ 28,650,629					
Residential Sales Closed YTD	\$ 25,842,154					
Total Closed Sales YTD	\$28,650,629					
New Listings						
	January	YTD				
RES	331	331				
LAND	84	84				
MUL	15	15				
COMM	16	16				
TOTAL	446	446				
Total Active Listings						
	as of 1/31/12	as of 1/31/11				
RES	2516	2625				
LAND	1653	1773				
MUL	86	81				
COMM	337	371				
TOTAL	4592	4850				

