

Residential Close Sales by Area

Year End Revised January - December 2011			
Units Sold			
YTD			
	2011	2010	% change
Area			
S1-3 Bridgman to New Buffalo	256	253	1%
S20-23 Galien to Niles	455	457	0%
S30-31 St.Joseph & Lakeshore	426	461	-8%
S40-42 Coloma & Watervliet	138	150	-8%
S50-51 Berr.Sprgs.,Eau Claire	122	110	11%
S60-66 Dowagiac & Marcellus	119	160	-26%
S70 Benton Harbor	213	206	3%
S80-89 Edw. to Cassopolis	178	183	-3%
S90-99 South Haven,Bangor,Covert	322	297	8%
I-Outside Primary Area	47	53	-11%
S10-13 Hartford,Lawrence	85	93	-9%
Total	2361	2423	-3%
Days on Market			
YTD			
	2011	2010	% change
Area			
S1-3 Bridgman to New Buffalo	218	213	2%
S20-23 Galien to Niles	137	110	25%
S30-31 St.Joseph & Lakeshore	151	150	1%
S40-42 Coloma & Watervliet	152	144	6%
S50-51 Berr.Sprgs.,Eau Claire	165	118	40%
S60-66 Dowagiac & Marcellus	152	158	-4%
S70 Benton Harbor	105	92	14%
S80-89 Edw. to Cassopolis	149	130	15%
S90-99 South Haven,Bangor,Covert	137	155	-12%
I-Outside Primary Area	199	196	2%
S10-13 Hartford,Lawrence	110	141	-22%
Total	149	142	5%

Residential Close Sales by Area

Year End Revised January - December 2011			
Average Sales Price			
	YTD		
	2011	2010	% change
Area			
S1-3 Bridgman to New Buffalo	\$ 357,833	\$ 331,897	8%
S20-23 Galien to Niles	\$ 87,138	\$ 84,195	3%
S30-31 St.Joseph & Lakeshore	\$ 213,189	\$ 220,976	-4%
S40-42 Coloma & Watervliet	\$ 109,310	\$ 150,585	-27%
S50-51 Berr.Sprgs.,Eau Claire	\$ 141,848	\$ 129,568	9%
S60-66 Dowagiac & Marcellus	\$ 90,943	\$ 113,070	-20%
S70 Benton Harbor	\$ 86,205	\$ 71,828	20%
S80-89 Edw. to Cassopolis	\$ 151,832	\$ 122,174	24%
S90-99 South Haven,Bangor,Covert	\$ 149,307	\$ 165,469	-10%
I-Outside Primary Area	\$ 349,018	\$ 344,585	1%
S10-13 Hartford,Lawrence	\$ 99,169	\$ 103,141	-4%
Total	\$ 162,466	\$ 161,974	0%
Median Sales Price			
	YTD		
	2011	2010	% change
Area			
S1-3 Bridgman to New Buffalo	\$ 230,000	\$ 216,000	6%
S20-23 Galien to Niles	\$ 66,000	\$ 62,000	6%
S30-31 St.Joseph & Lakeshore	\$ 161,000	\$ 168,250	-4%
S40-42 Coloma & Watervliet	\$ 71,500	\$ 95,000	-25%
S50-51 Berr.Sprgs.,Eau Claire	\$ 107,000	\$ 105,000	2%
S60-66 Dowagiac & Marcellus	\$ 61,450	\$ 64,250	-4%
S70 Benton Harbor	\$ 49,750	\$ 42,000	18%
S80-89 Edw. to Cassopolis	\$ 98,850	\$ 93,750	5%
S90-99 South Haven,Bangor,Covert	\$ 75,000	\$ 104,000	-28%
I-Outside Primary Area	\$ 243,750	\$ 292,000	-17%
S10-13 Hartford,Lawrence	\$ 40,000	\$ 64,250	-38%
Total	\$ 99,950	\$ 106,750	-6%

Year End Revised January - December 2011			
Dollar Volume			
	YTD		
	2011	2010	% change
Area			
S1-3 Bridgman to New Buffalo	\$ 91,605,348	\$ 83,751,062	9%
S20-23 Galien to Niles	\$ 39,647,801	\$ 38,695,151	2%
S30-31 St. Joseph & Lakeshore	\$ 90,818,389	\$ 101,168,899	-10%
S40-42 Coloma & Watervliet	\$ 15,084,778	\$ 22,555,909	-33%
S50-51 Berr. Sprgs., Eau Claire	\$ 17,305,511	\$ 14,323,799	21%
S60-66 Dowagiac & Marcellus	\$ 10,822,251	\$ 16,960,436	-36%
S70 Benton Harbor	\$ 18,361,748	\$ 15,490,570	19%
S80-89 Edw. to Cassopolis	\$ 27,026,081	\$ 22,255,650	21%
S90-99 South Haven, Bangor, Covert	\$ 48,076,957	\$ 49,133,908	-2%
I-Outside Primary Area	\$ 16,403,836	\$ 18,084,345	-9%
S10-13 Hartford, Lawrence	\$ 8,429,301	\$ 9,660,959	-13%
Total	\$ 383,582,001	\$ 392,080,688	-2%

Other Classes Closed Sales			
	YTD	#Prop	Avg DOM
Vacant Land	\$ 25,142,281	256	294
Commerical-Industrial/Bus.Opp.	\$ 7,889,700	56	312
Multiple Family	\$ 2,778,100	23	202
Total Other Classes	\$ 35,810,081		
	2011	2010	% change
Residential Sales Closed YTD	\$ 383,582,001	\$ 392,080,688	-2%
Total Closed Sales YTD	\$ 419,392,082	\$ 434,219,936	-3%

Residential Homes Sales by Year 1980 - 2011

