

## Residential Closed Sales by Area

Year End Revised January - December 2009			
Units Sold			
	YTD		
	2009	2008	% change
Area			
<b>S1-3 Bridgman to New Buffalo</b>	267	260	3%
<b>S20-23 Galien to Niles</b>	486	456	7%
<b>S30-31 St.Joseph &amp; Lakeshore</b>	458	523	-12%
<b>S40-42 Coloma &amp; Watervliet</b>	167	169	-1%
<b>S50-51 Berr.Sprgs.,Eau Claire</b>	91	111	-18%
<b>S60-66 Dowagiac &amp; Marcellus</b>	152	146	4%
<b>S70 Benton Harbor</b>	247	281	-12%
<b>S80-89 Edw. to Cassopolis</b>	207	192	8%
<b>S90-99 South Haven,Bangor,Covert</b>	282	273	3%
<b>I-Outside Primary Area</b>	54	48	13%
<b>S10-13 Hartford,Lawrence</b>	112	97	15%
<b>Total</b>	<b>2524</b>	<b>2556</b>	<b>-1%</b>
Days on Market			
	YTD		
	2009	2008	% change
Area			
<b>S1-3 Bridgman to New Buffalo</b>	213	188	13%
<b>S20-23 Galien to Niles</b>	114	104	10%
<b>S30-31 St.Joseph &amp; Lakeshore</b>	160	136	18%
<b>S40-42 Coloma &amp; Watervliet</b>	147	127	16%
<b>S50-51 Berr.Sprgs.,Eau Claire</b>	152	116	31%
<b>S60-66 Dowagiac &amp; Marcellus</b>	121	148	-18%
<b>S70 Benton Harbor</b>	91	102	-11%
<b>S80-89 Edw. to Cassopolis</b>	132	121	9%
<b>S90-99 South Haven,Bangor,Covert</b>	146	118	24%
<b>I-Outside Primary Area</b>	202	136	49%
<b>S10-13 Hartford,Lawrence</b>	108	107	1%
<b>Total</b>	<b>141</b>	<b>127</b>	<b>11%</b>

## Residential Closed Sales by Area

Year End Revised January - December 2009			
Average Sales Price			
	YTD		
	2009	2008	% change
Area			
<b>S1-3 Bridgman to New Buffalo</b>	\$ 321,635	\$ 410,295	-22%
<b>S20-23 Galien to Niles</b>	\$ 86,116	\$ 97,761	-12%
<b>S30-31 St.Joseph &amp; Lakeshore</b>	\$ 206,461	\$ 215,812	-4%
<b>S40-42 Coloma &amp; Watervliet</b>	\$ 119,601	\$ 188,184	-36%
<b>S50-51 Berr.Sprgs.,Eau Claire</b>	\$ 144,072	\$ 159,305	-10%
<b>S60-66 Dowagiac &amp; Marcellus</b>	\$ 90,518	\$ 107,606	-16%
<b>S70 Benton Harbor</b>	\$ 65,500	\$ 81,443	-20%
<b>S80-89 Edw. to Cassopolis</b>	\$ 147,700	\$ 152,769	-3%
<b>S90-99 South Haven,Bangor,Covert</b>	\$ 160,600	\$ 172,611	-7%
<b>I-Outside Primary Area</b>	\$ 222,032	\$ 557,117	-60%
<b>S10-13 Hartford,Lawrence</b>	\$ 73,430	\$ 108,137	-32%
<b>Total</b>	<b>\$ 151,190</b>	<b>\$ 182,274</b>	<b>-17%</b>
Median Sales Price			
	YTD		
	2009	2008	% change
Area			
<b>S1-3 Bridgman to New Buffalo</b>	\$ 210,000	\$ 295,000	-29%
<b>S20-23 Galien to Niles</b>	\$ 65,000	\$ 81,000	-20%
<b>S30-31 St.Joseph &amp; Lakeshore</b>	\$ 161,000	\$ 175,000	-8%
<b>S40-42 Coloma &amp; Watervliet</b>	\$ 81,550	\$ 110,000	-26%
<b>S50-51 Berr.Sprgs.,Eau Claire</b>	\$ 117,500	\$ 138,700	-15%
<b>S60-66 Dowagiac &amp; Marcellus</b>	\$ 47,900	\$ 68,000	-30%
<b>S70 Benton Harbor</b>	\$ 37,950	\$ 52,000	-27%
<b>S80-89 Edw. to Cassopolis</b>	\$ 85,000	\$ 116,250	-27%
<b>S90-99 South Haven,Bangor,Covert</b>	\$ 79,695	\$ 102,250	-22%
<b>I-Outside Primary Area</b>	\$ 286,250	\$ 335,000	-15%
<b>S10-13 Hartford,Lawrence</b>	\$ 48,500	\$ 72,760	-33%
<b>Total</b>	<b>\$ 93,550</b>	<b>\$ 120,000</b>	<b>-22%</b>

<b>Year End Revised January - December 2009</b>			
<b>Dollar Volume</b>			
	<b>YTD</b>		
	<b>2009</b>	<b>2008</b>	<b>% change</b>
<b>Area</b>			
<b>S1-3 Bridgman to New Buffalo</b>	\$ 85,876,641	\$ 106,676,816	-19%
<b>S20-23 Galien to Niles</b>	\$ 41,852,286	\$ 44,579,231	-6%
<b>S30-31 St.Joseph &amp; Lakeshore</b>	\$ 94,765,670	\$ 112,869,804	-16%
<b>S40-42 Coloma &amp; Watervliet</b>	\$ 19,984,336	\$ 31,803,168	-37%
<b>S50-51 Berr.Sprgs.,Eau Claire</b>	\$ 13,110,608	\$ 17,682,815	-26%
<b>S60-66 Dowagiac &amp; Marcellus</b>	\$ 13,758,722	\$ 15,710,484	-12%
<b>S70 Benton Harbor</b>	\$ 16,178,617	\$ 22,885,380	-29%
<b>S80-89 Edw. to Cassopolis</b>	\$ 30,573,870	\$ 29,331,624	4%
<b>S90-99 South Haven,Bangor,Covert</b>	\$ 45,289,238	\$ 47,122,826	-4%
<b>I-Outside Primary Area</b>	\$ 11,989,728	\$ 26,741,600	-55%
<b>S10-13 Hartford,Lawrence</b>	\$ 8,225,060	\$ 10,489,345	-22%
<b>Total</b>	<b>\$ 381,604,776</b>	<b>\$ 465,893,093</b>	<b>-18%</b>
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<b>Other Classes Closed Sales</b>			
	<b>YTD</b>	<b>#Prop</b>	<b>Avg DOM</b>
<b>Vacant Land</b>	\$ 27,211,176	216	218
<b>Commerical-Industrial/Bus.Opp.</b>	\$ 10,682,299	69	341
<b>Multiple Family</b>	\$ 2,743,300	34	169
<b>Total Other Classes</b>	<b>\$ 40,636,775</b>		
	<b>2009</b>	<b>2008</b>	<b>% change</b>
<b>Residential Sales Closed YTD</b>	<b>\$ 381,604,776</b>	<b>\$ 465,893,093</b>	<b>-18%</b>
<b>Total Closed Sales YTD</b>	<b>\$ 422,241,551</b>	<b>\$ 516,433,432</b>	<b>-18%</b>

# Residential Home Sales by Year .... 1980 - 2009

