

March 2025
Residential Closed Sales by Area

Units Sold						
	March			YTD		
	2025	2024	% change	2025	2024	% change
Area						
Bridgman to New Buff.	37	21	76%	78	49	59%
Buchanan to Niles	30	41	-27%	97	118	-18%
St.Joseph & Lakeshore	45	37	22%	95	88	8%
Coloma & Watervliet	18	16	13%	48	41	17%
Berr.Sprgs.,Eau Claire	4	5	-20%	17	13	31%
Dowagiac & Marcellus	13	14	-7%	32	39	-18%
Benton Harbor	16	17	-6%	41	40	3%
Edw. to Cassopolis	21	18	17%	40	29	38%
South Haven,Bangor,Covert	31	27	15%	83	69	20%
Hartford,Lawrence	11	6	83%	19	22	-14%
Total	226	202	12%	550	508	8%
Days on Market						
	March			YTD		
	2025	2024	% change	2025	2024	% change
Area						
Bridgman to New Buff.	58	49	18%	67	47	43%
Buchanan to Niles	54	60	-10%	53	45	18%
St.Joseph & Lakeshore	44	108	-59%	52	72	-28%
Coloma & Watervliet	100	29	245%	72	46	57%
Berr.Sprgs.,Eau Claire	81	113	-28%	63	82	-23%
Dowagiac & Marcellus	72	56	29%	59	49	20%
Benton Harbor	31	50	-38%	37	38	-3%
Edw. to Cassopolis	39	57	-32%	46	47	-2%
South Haven,Bangor,Covert	70	34	106%	70	50	40%
Hartford,Lawrence	100	87	15%	65	49	33%
Total	59	62	-5%	58	51	14%

March 2025

Residential Closed Sales by Area

Average Sales Price						
	March			YTD		
	2025	2024	% change	2025	2024	% change
Area						
Bridgman to New Buff.	\$ 698,333	\$ 608,720	15%	\$ 740,341	\$ 701,148	6%
Buchanan to Niles	\$ 239,031	\$ 215,237	11%	\$ 239,763	\$ 203,625	18%
St.Joseph & Lakeshore	\$ 449,663	\$ 404,508	11%	\$ 430,453	\$ 402,162	7%
Coloma & Watervliet	\$ 281,453	\$ 235,674	19%	\$ 256,929	\$ 222,190	16%
Berr.Sprgs.,Eau Claire	\$ 525,975	\$ 318,700	65%	\$ 357,494	\$ 475,176	-25%
Dowagiac & Marcellus	\$ 203,015	\$ 332,671	-39%	\$ 263,606	\$ 278,986	-6%
Benton Harbor	\$ 238,050	\$ 156,797	52%	\$ 217,253	\$ 192,448	13%
Edw. to Cassopolis	\$ 271,880	\$ 322,983	-16%	\$ 268,920	\$ 348,356	-23%
South Haven,Bangor,Covert	\$ 628,638	\$ 331,132	90%	\$ 641,508	\$ 322,683	99%
Hartford,Lawrence	\$ 270,909	\$ 162,966	66%	\$ 232,647	\$ 233,890	-1%
Total	\$ 420,528	\$ 321,752	31%	\$ 411,039	\$ 325,471	26%
Median Sales Price						
	March			YTD		
	2025	2024	% change	2025	2024	% change
Area						
Bridgman to New Buff.	\$ 579,900	\$ 449,000	29%	\$ 602,500	\$ 423,150	42%
Buchanan to Niles	\$ 197,750	\$ 169,900	16%	\$ 195,000	\$ 170,000	15%
St.Joseph & Lakeshore	\$ 372,500	\$ 316,000	18%	\$ 366,500	\$ 332,450	10%
Coloma & Watervliet	\$ 260,000	\$ 230,000	13%	\$ 248,500	\$ 214,000	16%
Berr.Sprgs.,Eau Claire	\$ 235,950	\$ 151,000	56%	\$ 269,400	\$ 295,000	-9%
Dowagiac & Marcellus	\$ 175,000	\$ 205,000	-15%	\$ 182,250	\$ 199,000	-8%
Benton Harbor	\$ 232,000	\$ 149,900	55%	\$ 206,000	\$ 182,500	13%
Edw. to Cassopolis	\$ 24,500	\$ 267,500	-91%	\$ 220,000	\$ 260,000	-15%
South Haven,Bangor,Covert	\$ 410,000	\$ 331,000	24%	\$ 410,000	\$ 299,900	37%
Hartford,Lawrence	\$ 235,000	\$ 161,450	46%	\$ 192,000	\$ 160,000	20%
Total	\$ 289,950	\$ 250,000	16%	\$ 277,495	\$ 245,000	13%

Dollar Volume							
		March		YTD			
	2025	2024	% change	2025	2024	% change	
Area							
Bridgman to New Buffalo	\$ 25,838,338	\$ 12,783,127	102%	\$ 57,746,611	\$ 34,356,278	68%	
Buchanan to Niles	\$ 7,170,950	\$ 8,824,744	-19%	\$ 23,257,012	\$ 24,027,844	-3%	
St.Joseph & Lakeshore	\$ 20,234,837	\$ 14,966,800	35%	\$ 40,893,102	\$ 35,390,330	16%	
Coloma & Watervliet	\$ 5,066,155	\$ 3,770,790	34%	\$ 12,332,605	\$ 9,109,815	35%	
Berrien Springs & Eau Claire	\$ 2,103,900	\$ 1,593,500	32%	\$ 6,077,400	\$ 6,177,300	-2%	
Dowagiac & Marcellus	\$ 2,639,200	\$ 4,657,400	-43%	\$ 8,435,400	\$ 10,880,475	-22%	
Benton Harbor	\$ 3,808,810	\$ 2,665,550	43%	\$ 8,907,410	\$ 7,697,950	16%	
Edwardsburg & Cassopolis	\$ 5,709,500	\$ 5,813,700	-2%	\$ 10,756,800	\$ 10,102,400	6%	
South Haven,Bangor,Covert	\$ 19,487,800	\$ 8,940,575	118%	\$ 53,246,226	\$ 22,265,150	139%	
Hartford & Lawrence	\$ 2,980,000	\$ 977,800	205%	\$ 4,420,300	\$ 5,145,600	-14%	
Total	\$ 95,039,490	\$ 64,993,986	46%	\$ 226,072,866	\$ 165,153,142	37%	

	March	#Prop	Avg DOM	YTD	#Prop	Avg DOM	
Vacant Land	\$ 5,750,725	47	157	\$ 15,624,450	115	179	
Commerical-Industrial/Bus.Opp.	\$ 3,783,000	5	93	\$ 10,108,500	16	131	
Multiple Family	\$ 370,000	2	65	\$ 1,991,000	9	43	
Total	\$ 9,903,725			\$ 27,723,950			
Residential Sales Closed for Mo	\$ 95,039,490						
Other Classes Closed for Month	\$ 9,903,725						
Total Closed Sales for Month	\$ 104,943,215						
Residential Sales Closed YTD	\$ 104,943,215						
Total Closed Sales YTD	\$ 132,667,165						
New Listings							
	March	YTD					
RES	344	773					
LAND	119	304					
MUL	9	21					
COMM	24	73					
TOTAL	496	1171					
Total Active Listings							
	as of 3/31/25	as of 3/31/24					
RES	746	641					
LAND	597	643					
MUL	23	22					
COMM	197	194					
TOTAL	1563	1500					

Total Active Residential Listings by Area												
2025												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Bridgman to New Buffalo	117	122	132									
Buchanan to Niles	92	92	88									
St.Joseph & Lakeshore	117	122	125									
Coloma & Watervliet	57	52	47									
Berrien Springs & Eau Claire	26	21	32									
Dowagiac & Marcellus	51	50	47									
Benton Harbor	60	58	64									
Edwardsburg & Cassopolis	66	63	65									
South Haven,Bangor,Covert	101	89	113									
Hartford & Lawrence	28	30	33									
Total	715	699	746	0	0	0	0	0	0	0	0	0
2025 Residential Sold Sales Condition												
2025												
	Jan	%	Feb	%	Mar	%	Apr	%	May	%	Jun	%
REO/Bank Owned	2	1%	6	4%	3	1%						
Short Sale	0	0%	0	0%	0	0%						
Sold at Auction	0	0%	0	0%	0	0%						
Other	9	5%	6	4%	9	4%						
Not Applicable	162	94%	140	92%	214	95%						
	173		152		226		0		0		0	
	Jul	%	Aug	%	Sep	%	Oct	%	Nov	%	Dec	%
REO/Bank Owned												
Short Sale												
Sold at Auction												
Other												
Not Applicable												
	0		0		0		0		0		0	