

## **2011 South Haven Housing Report**

### **Coldwell Banker Weber-Seiler Realtors**

South Haven (January 30, 2012) – The state of the real estate market continues to be a hot topic in national headlines across the United States. However, real estate is local and can vary greatly from market to market. Buyers and sellers should learn what’s happening in their communities because it may be different from national trends.

### **Home Sales Up**

“The number of annual home sales in South Haven has steadily gained ground 3-years in a row”, said Ron Seiler of Coldwell Banker Weber-Seiler Realtors. Since a recent low of 147 home sales in 2008, annual home sales have steadily increased to 184 homes sold in 2011. That’s a 25% increase in annual homes since 2008, and an increase of 4% over 2010 home sales.

### **Average and Median Sale Prices**

However, 2011 average and median homes sale prices have continued to decline since peaking in 2007. Average and median home sale prices have dropped 34% and 35% respectively since then, including a 14% decrease from 2010 sale prices. Seiler continued, “Don’t be too alarmed, Average and Median home sale prices do not necessarily correlate directly to changes in actual property values. Average and Median home sale price reflect the price range of properties sold, not values of property in general. An increase in lower priced property sales or an increase in upper end property sales can skew those statistics especially in a small market with broader than usual property values. 2011 homes sales in South Haven School District ranged from a low of just \$10,000 to a high of \$2.3 Million. Just a few more lakefront sales or an increase in the sales of lower end foreclosures can really affect the averages”.

### **Impact of Foreclosures**

Foreclosures tend to be lower priced homes because they are typically in poorer condition and sold as-is. Because of that, they can also be hard to finance which limits the number of qualified buyers further driving down their values. In the South Haven market foreclosures accounted for 24% of the homes sold in 2011. “That really impacts the overall averages. If you separate the foreclosure sales from the non-foreclosure sales figures you can really see a huge difference in prices.” The average sale price of a foreclosed home in 2011 was \$68,282 while the average sale price excluding foreclosures was \$250,000. The median sale price of a foreclosed home in 2011 was \$35,100 while the median sale price excluding foreclosures was \$160,000.

### **Days On Market**

Average Days On Market (DOM) dropped to 220 DOM in 2011 from a recent peak of 240 DOM in 2010. That’s an 8% decrease in the average length of time it took to sell a property. Seiler added, “There is a direct correlation between price range and DOM. In this market, lower priced properties sold quicker than higher priced properties. In fact, foreclosures averaged only 89 DOM while non-foreclosures

averaged 268 DOM. That's a huge disparity." Homes over \$400,000 averaged 344 DOM, only slightly down from 357 DOM in 2010.

### **In Summary**

Seiler concluded, "In summary, foreclosures had a big impact on our housing market in 2011 accounting for 24% of all homes sold in South Haven. While the average sale price of a home dropped 14%, the number of homes sold in 2011 increased by 4% and they sold quicker." For more information on the South Haven housing market, please visit [www.SouthHavenHomes.com](http://www.SouthHavenHomes.com). To find out how much your home is worth in today's market, please contact any agent at Coldwell Banker Weber-Seiler Realtors.