

Local Market Update – April 2023

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February’s sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months’ supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4 2022	Thru 4 2023	% Change
New Listings	180	124	-31.1%	562	502	-10.7%
Closed Sales	126	112	-11.1%	489	432	-11.7%
Days on Market	70	59	-15.7%	75	73	-2.7%
SP\$/SqFt	\$104.50	\$103.32	-1.1%	\$100.50	\$104.68	4.2%
Median Sales Price*	\$150,000	\$156,000	4.0%	\$145,000	\$155,000	6.9%
Average Sales Price*	\$174,927	\$166,657	-4.7%	\$168,034	\$165,938	-1.2%
Percent of List Price Received*	99%	99%	0.0%	98%	97%	-1.0%
Months Supply of Inventory	4	4	0.0%	---	---	---
Total Volume	\$22,040,800	\$18,665,560	-15.3%	\$82,168,505	\$71,685,318	-12.8%

Condo/Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4 2022	Thru 4 2023	% Change
New Listings	3	4	500.0%	12	17	41.7%
Closed Sales	5	3	-40.0%	11	12	9.1%
Days on Market	54	22	-59.3%	44	47	6.8%
SP\$/SqFt	\$133.41	\$120.88	-9.4%	\$130.84	\$134.79	3.0%
Median Sales Price*	\$188,000	\$90,000	-52.1%	\$188,000	\$134,000	-28.7%
Average Sales Price*	\$200,080	\$159,228	-20.4%	\$183,264	\$165,440	-9.7%
Percent of List Price Received*	101%	100%	-1.0%	101%	99%	-2.0%
Months Supply of Inventory	1	3	200.0%	---	---	---
Total Volume (in 1000’s)	\$1,000,400	\$477,683	-52.3%	\$2,015,900	\$1,985,283	-1.5%

| Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,198	887	- 26.0%	3,760	3,227	- 14.2%
Pending Sales		920	787	- 14.5%	3,180	2,784	- 12.5%
Closed Sales		860	727	- 15.5%	3,082	2,601	- 15.6%
Days on Market Until Sale		60	60	0.0%	68	68	0.0%
Median Sales Price		\$165,000	\$165,000	0.0%	\$161,000	\$160,000	- 0.6%
Average Sales Price		\$212,545	\$197,511	- 7.1%	\$196,141	\$189,194	- 3.5%
Percent of List Price Received		101.3%	100.4%	- 0.9%	99.8%	98.5%	- 1.3%
Housing Affordability Index		205	179	- 12.7%	210	185	- 11.9%
Inventory of Homes for Sale		1,828	1,536	- 16.0%	—	—	—
Months Supply of Inventory		1.9	1.8	- 5.3%	—	—	—

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Defiance

MLS Area 61: 43512

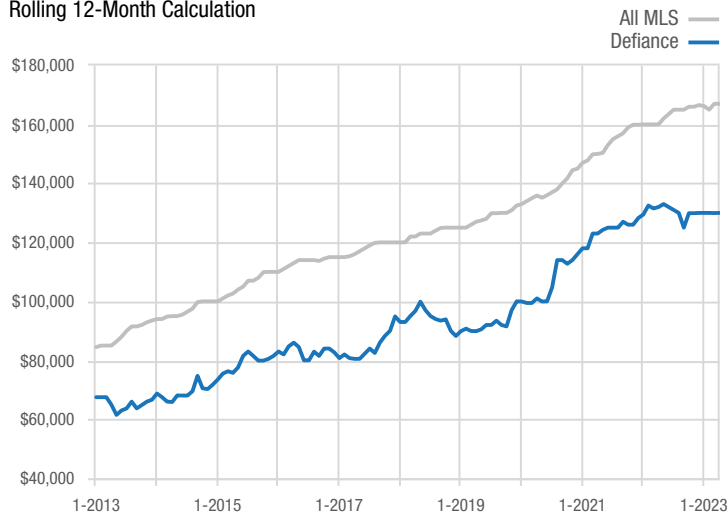
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	25	12	- 52.0%	73	56	- 23.3%
Pending Sales	22	13	- 40.9%	74	56	- 24.3%
Closed Sales	17	10	- 41.2%	64	51	- 20.3%
Days on Market Until Sale	82	54	- 34.1%	76	62	- 18.4%
Median Sales Price*	\$120,000	\$131,500	+ 9.6%	\$129,950	\$128,000	- 1.5%
Average Sales Price*	\$137,229	\$138,740	+ 1.1%	\$140,926	\$130,777	- 7.2%
Percent of List Price Received*	96.9%	93.5%	- 3.5%	98.3%	94.0%	- 4.4%
Inventory of Homes for Sale	37	25	- 32.4%	—	—	—
Months Supply of Inventory	1.9	1.5	- 21.1%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	1	1	0.0%	4	4	0.0%
Pending Sales	2	0	- 100.0%	3	3	0.0%
Closed Sales	3	0	- 100.0%	3	3	0.0%
Days on Market Until Sale	45	—	—	45	31	- 31.1%
Median Sales Price*	\$179,900	—	—	\$179,900	\$230,000	+ 27.8%
Average Sales Price*	\$190,800	—	—	\$190,800	\$197,200	+ 3.4%
Percent of List Price Received*	98.9%	—	—	98.9%	99.8%	+ 0.9%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	1.4	+ 133.3%	—	—	—

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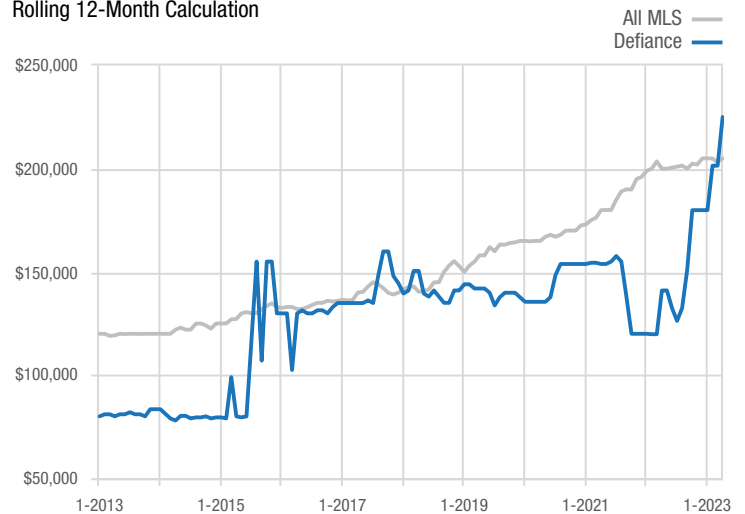
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

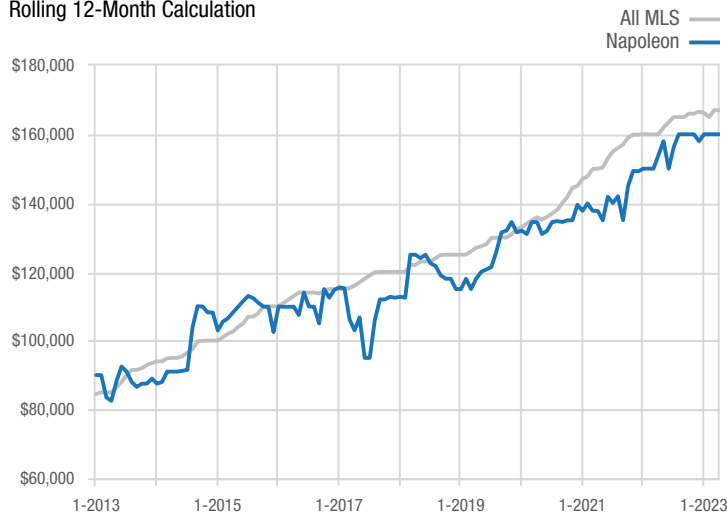
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	7	3	- 57.1%	43	17	- 60.5%
Pending Sales	8	7	- 12.5%	33	29	- 12.1%
Closed Sales	9	5	- 44.4%	33	26	- 21.2%
Days on Market Until Sale	58	40	- 31.0%	62	104	+ 67.7%
Median Sales Price*	\$147,000	\$126,000	- 14.3%	\$158,000	\$172,000	+ 8.9%
Average Sales Price*	\$232,139	\$158,320	- 31.8%	\$176,371	\$179,119	+ 1.6%
Percent of List Price Received*	101.8%	109.3%	+ 7.4%	98.3%	97.2%	- 1.1%
Inventory of Homes for Sale	27	8	- 70.4%	—	—	—
Months Supply of Inventory	2.7	0.7	- 74.1%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	1	—	1	1	0.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	8	—	15	8	- 46.7%
Median Sales Price*	—	\$312,683	—	\$239,500	\$312,683	+ 30.6%
Average Sales Price*	—	\$312,683	—	\$239,500	\$312,683	+ 30.6%
Percent of List Price Received*	—	100.0%	—	100.0%	100.0%	0.0%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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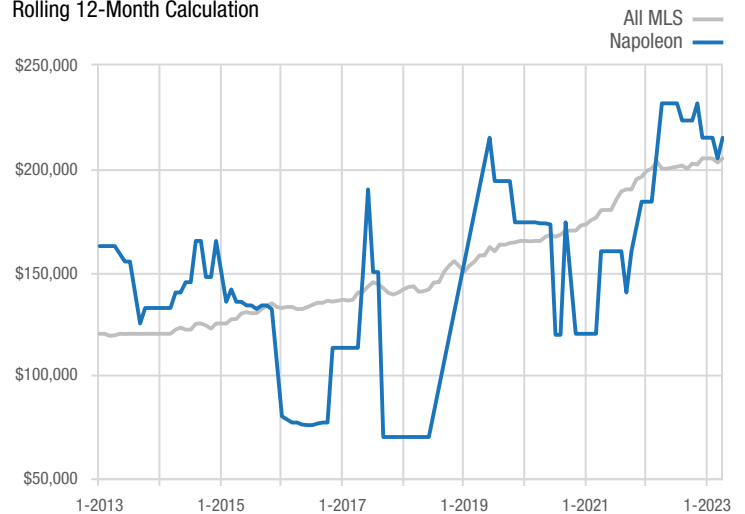
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

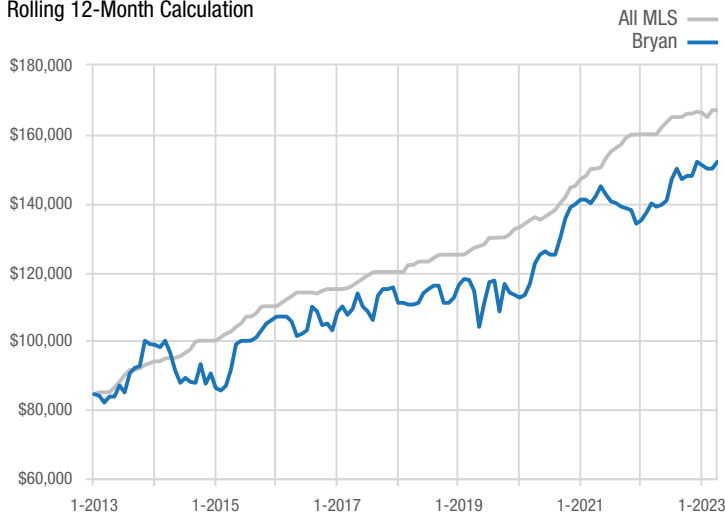
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	22	11	- 50.0%	66	47	- 28.8%
Pending Sales	16	11	- 31.3%	65	56	- 13.8%
Closed Sales	17	10	- 41.2%	70	57	- 18.6%
Days on Market Until Sale	74	63	- 14.9%	75	77	+ 2.7%
Median Sales Price*	\$134,900	\$161,500	+ 19.7%	\$146,950	\$146,000	- 0.6%
Average Sales Price*	\$144,888	\$133,626	- 7.8%	\$179,103	\$146,356	- 18.3%
Percent of List Price Received*	98.2%	98.5%	+ 0.3%	99.5%	96.4%	- 3.1%
Inventory of Homes for Sale	35	22	- 37.1%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	1	0	- 100.0%	4	1	- 75.0%
Pending Sales	0	0	—	3	2	- 33.3%
Closed Sales	1	0	- 100.0%	3	2	- 33.3%
Days on Market Until Sale	47	—	—	40	62	+ 55.0%
Median Sales Price*	\$240,000	—	—	\$198,000	\$170,000	- 14.1%
Average Sales Price*	\$240,000	—	—	\$207,667	\$170,000	- 18.1%
Percent of List Price Received*	106.7%	—	—	106.2%	96.4%	- 9.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.9	—	—	—	—	—

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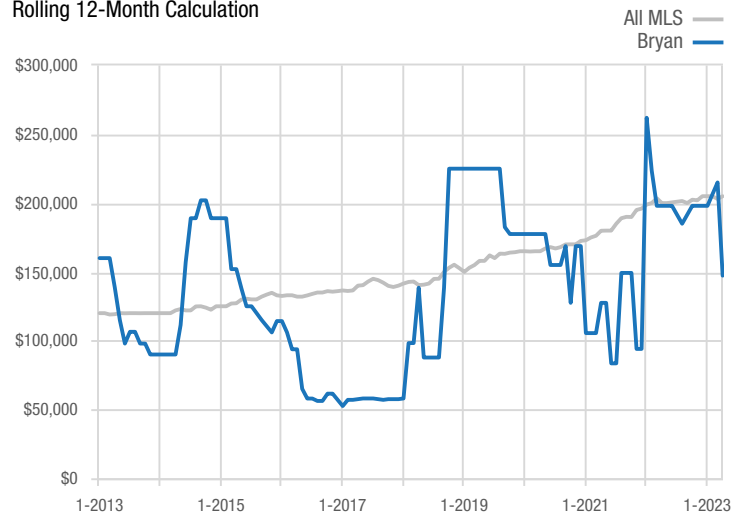
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

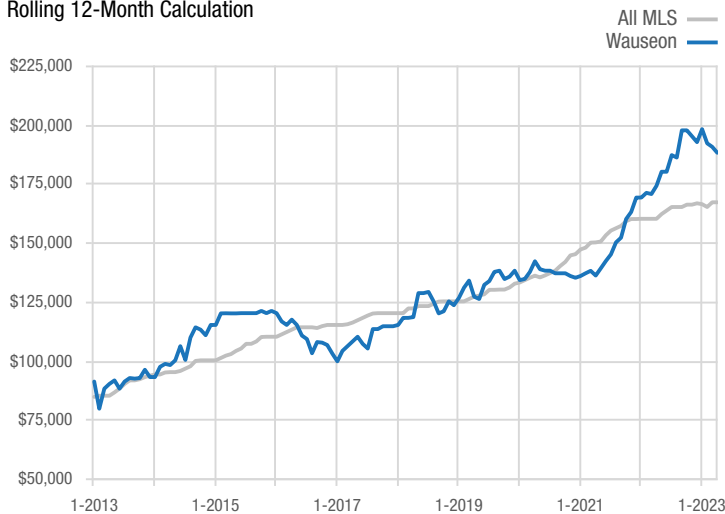
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	14	6	- 57.1%	38	28	- 26.3%
Pending Sales	9	4	- 55.6%	28	24	- 14.3%
Closed Sales	7	8	+ 14.3%	28	23	- 17.9%
Days on Market Until Sale	62	104	+ 67.7%	69	90	+ 30.4%
Median Sales Price*	\$175,000	\$165,850	- 5.2%	\$187,500	\$175,000	- 6.7%
Average Sales Price*	\$197,843	\$191,013	- 3.5%	\$204,838	\$189,152	- 7.7%
Percent of List Price Received*	97.9%	96.8%	- 1.1%	99.4%	95.9%	- 3.5%
Inventory of Homes for Sale	24	21	- 12.5%	—	—	—
Months Supply of Inventory	2.3	2.3	0.0%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	1	—	0	3	—
Pending Sales	0	1	—	0	2	—
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	30	—	—	30	—
Median Sales Price*	—	\$82,500	—	—	\$82,500	—
Average Sales Price*	—	\$82,500	—	—	\$82,500	—
Percent of List Price Received*	—	100.0%	—	—	100.0%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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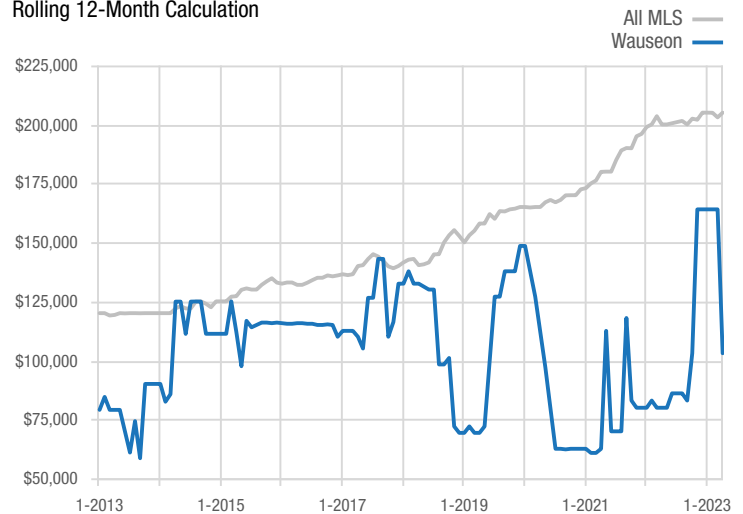
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	5	3	- 40.0%	18	20	+ 11.1%
Pending Sales	9	4	- 55.6%	18	20	+ 11.1%
Closed Sales	9	6	- 33.3%	17	22	+ 29.4%
Days on Market Until Sale	66	62	- 6.1%	79	60	- 24.1%
Median Sales Price*	\$157,250	\$186,000	+ 18.3%	\$165,000	\$180,000	+ 9.1%
Average Sales Price*	\$178,238	\$189,383	+ 6.3%	\$182,927	\$200,938	+ 9.8%
Percent of List Price Received*	100.4%	100.6%	+ 0.2%	97.7%	98.9%	+ 1.2%
Inventory of Homes for Sale	6	7	+ 16.7%	—	—	—
Months Supply of Inventory	1.2	1.5	+ 25.0%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	106	—
Median Sales Price*	—	—	—	—	\$154,000	—
Average Sales Price*	—	—	—	—	\$154,000	—
Percent of List Price Received*	—	—	—	—	99.4%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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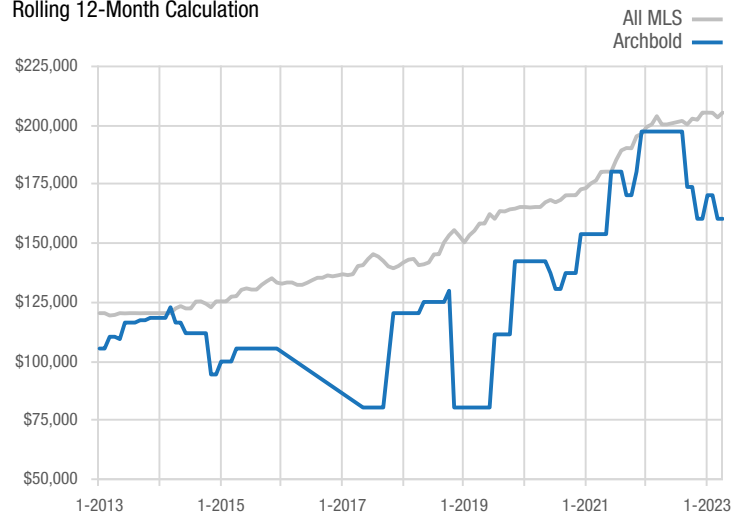
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

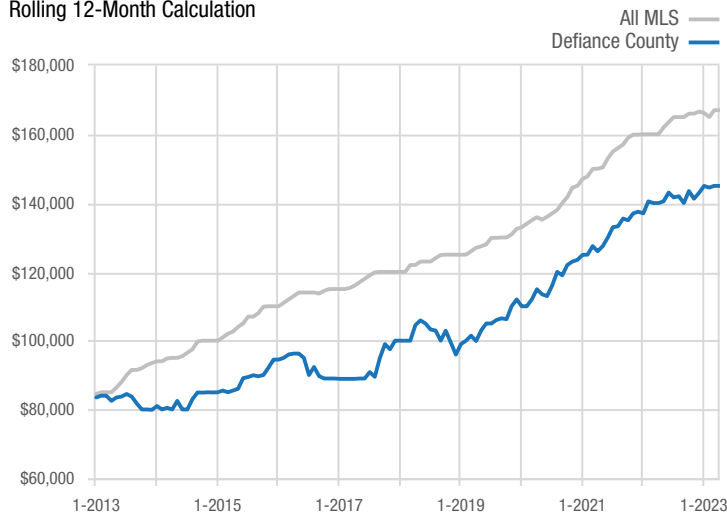
Single Family	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	39	29	- 25.6%	125	110	- 12.0%
Pending Sales	35	24	- 31.4%	120	103	- 14.2%
Closed Sales	26	19	- 26.9%	110	97	- 11.8%
Days on Market Until Sale	82	47	- 42.7%	76	72	- 5.3%
Median Sales Price*	\$136,900	\$135,000	- 1.4%	\$134,000	\$143,500	+ 7.1%
Average Sales Price*	\$138,536	\$143,326	+ 3.5%	\$145,398	\$149,845	+ 3.1%
Percent of List Price Received*	97.0%	97.5%	+ 0.5%	97.8%	96.2%	- 1.6%
Inventory of Homes for Sale	68	63	- 7.4%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	1	2	+ 100.0%	5	10	+ 100.0%
Pending Sales	3	1	- 66.7%	5	6	+ 20.0%
Closed Sales	4	0	- 100.0%	6	5	- 16.7%
Days on Market Until Sale	55	—	—	49	32	- 34.7%
Median Sales Price*	\$183,950	—	—	\$174,700	\$138,000	- 21.0%
Average Sales Price*	\$190,100	—	—	\$160,067	\$171,920	+ 7.4%
Percent of List Price Received*	99.1%	—	—	98.7%	99.0%	+ 0.3%
Inventory of Homes for Sale	1	5	+ 400.0%	—	—	—
Months Supply of Inventory	0.5	3.0	+ 500.0%	—	—	—

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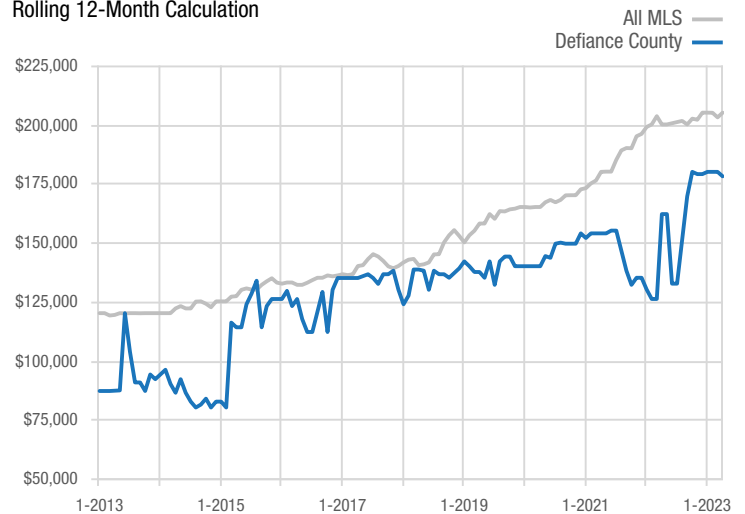
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

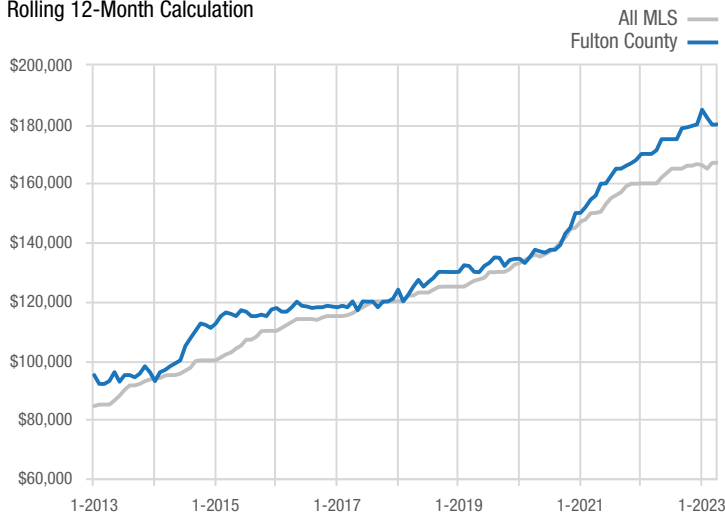
Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	43	27	- 37.2%	126	115	- 8.7%
Pending Sales	35	25	- 28.6%	101	102	+ 1.0%
Closed Sales	32	29	- 9.4%	103	101	- 1.9%
Days on Market Until Sale	63	64	+ 1.6%	66	68	+ 3.0%
Median Sales Price*	\$185,000	\$209,000	+ 13.0%	\$182,500	\$180,000	- 1.4%
Average Sales Price*	\$210,208	\$222,424	+ 5.8%	\$198,588	\$202,878	+ 2.2%
Percent of List Price Received*	101.4%	100.1%	- 1.3%	99.8%	98.5%	- 1.3%
Inventory of Homes for Sale	67	56	- 16.4%	—	—	—
Months Supply of Inventory	1.9	1.8	- 5.3%	—	—	—

Condo-Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	1	1	0.0%	1	3	+ 200.0%
Pending Sales	0	1	—	0	4	—
Closed Sales	0	2	—	0	4	—
Days on Market Until Sale	—	30	—	—	68	—
Median Sales Price*	—	\$82,500	—	—	\$104,000	—
Average Sales Price*	—	\$82,500	—	—	\$118,250	—
Percent of List Price Received*	—	100.0%	—	—	99.7%	—
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.6	0.7	+ 16.7%	—	—	—

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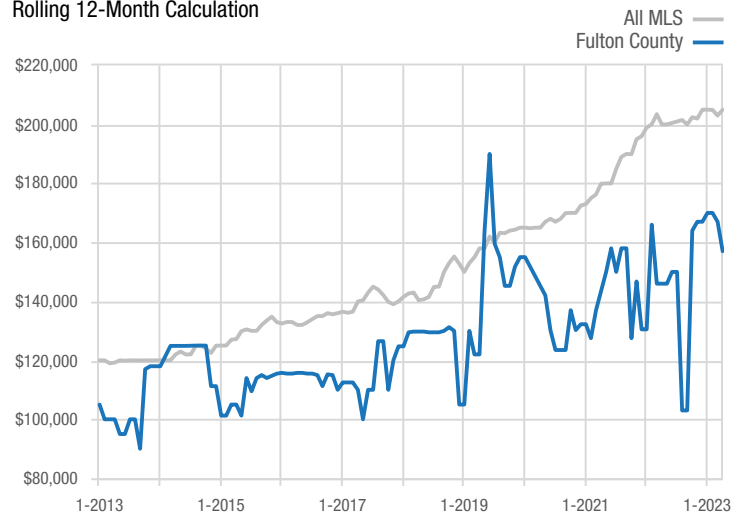
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

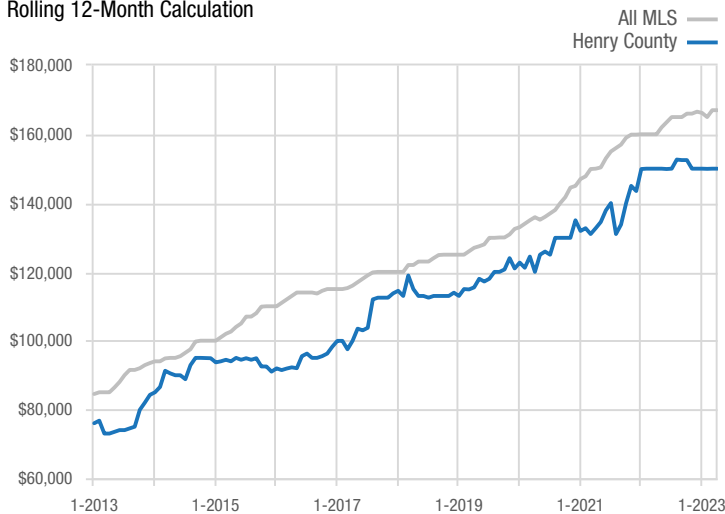
Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	20	8	- 60.0%	86	47	- 45.3%
Pending Sales	18	18	0.0%	72	53	- 26.4%
Closed Sales	17	12	- 29.4%	70	45	- 35.7%
Days on Market Until Sale	83	45	- 45.8%	72	87	+ 20.8%
Median Sales Price*	\$125,000	\$125,500	+ 0.4%	\$155,250	\$168,000	+ 8.2%
Average Sales Price*	\$198,732	\$168,710	- 15.1%	\$186,357	\$179,155	- 3.9%
Percent of List Price Received*	100.9%	104.2%	+ 3.3%	99.1%	97.3%	- 1.8%
Inventory of Homes for Sale	48	22	- 54.2%	—	—	—
Months Supply of Inventory	2.5	1.1	- 56.0%	—	—	—

Condo-Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	1	—	1	1	0.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	8	—	15	8	- 46.7%
Median Sales Price*	—	\$312,683	—	\$239,500	\$312,683	+ 30.6%
Average Sales Price*	—	\$312,683	—	\$239,500	\$312,683	+ 30.6%
Percent of List Price Received*	—	100.0%	—	100.0%	100.0%	0.0%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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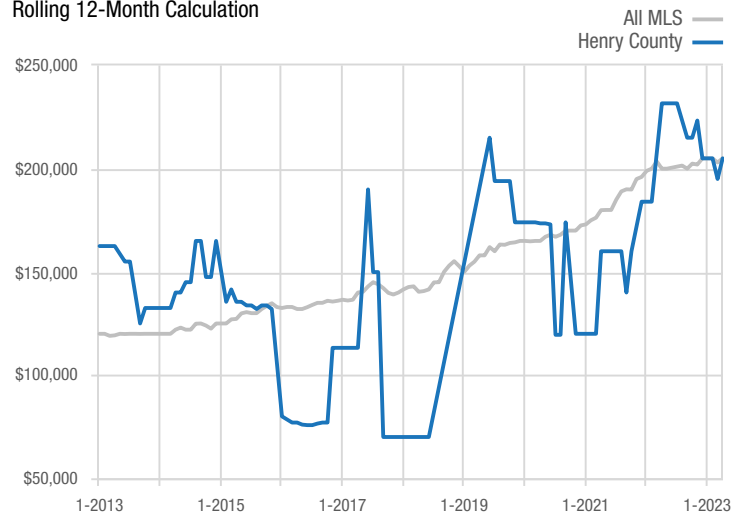
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – April 2023

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Paulding County

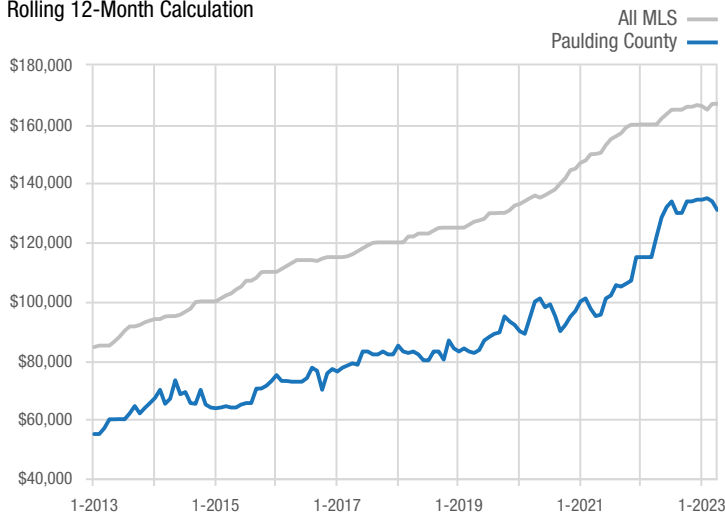
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	19	10	- 47.4%	62	61	- 1.6%
Pending Sales	14	23	+ 64.3%	46	48	+ 4.3%
Closed Sales	15	16	+ 6.7%	49	43	- 12.2%
Days on Market Until Sale	56	82	+ 46.4%	75	79	+ 5.3%
Median Sales Price*	\$160,000	\$120,000	- 25.0%	\$127,600	\$107,770	- 15.5%
Average Sales Price*	\$202,067	\$138,800	- 31.3%	\$146,750	\$126,170	- 14.0%
Percent of List Price Received*	98.1%	95.7%	- 2.4%	97.5%	96.8%	- 0.7%
Inventory of Homes for Sale	37	27	- 27.0%	—	—	—
Months Supply of Inventory	3.1	2.0	- 35.5%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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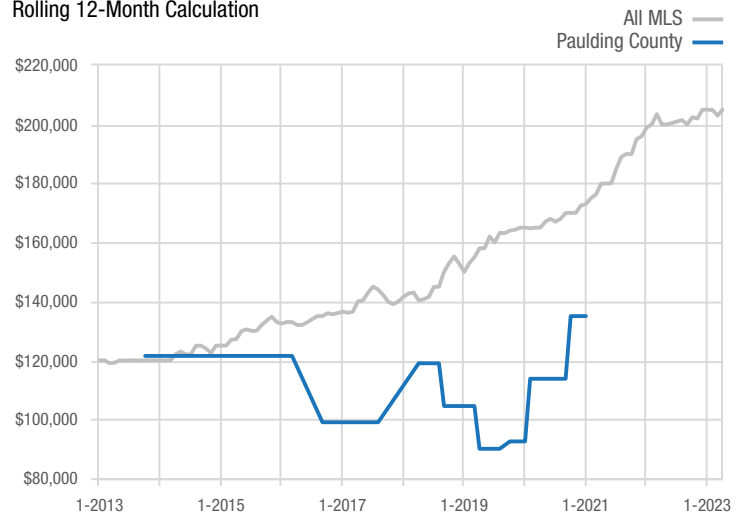
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

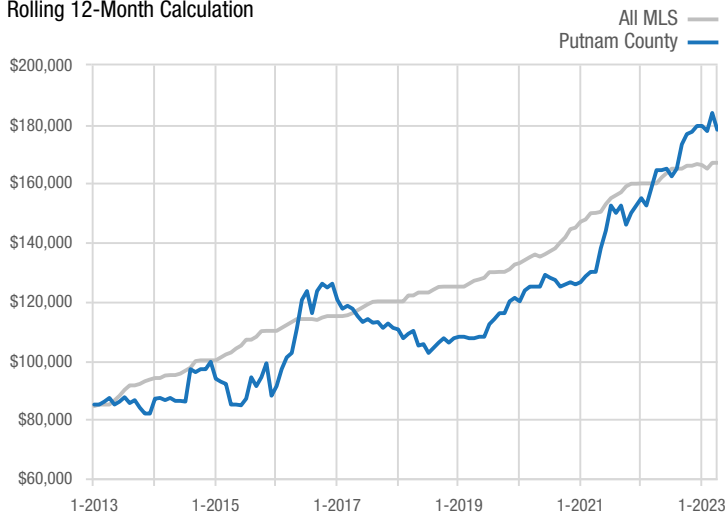
Single Family	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	12	2	- 83.3%	34	28	- 17.6%
Pending Sales	13	10	- 23.1%	32	32	0.0%
Closed Sales	8	9	+ 12.5%	29	26	- 10.3%
Days on Market Until Sale	77	48	- 37.7%	96	68	- 29.2%
Median Sales Price*	\$209,950	\$181,500	- 13.6%	\$174,000	\$170,000	- 2.3%
Average Sales Price*	\$233,238	\$201,278	- 13.7%	\$185,831	\$171,112	- 7.9%
Percent of List Price Received*	100.7%	101.1%	+ 0.4%	97.6%	97.4%	- 0.2%
Inventory of Homes for Sale	18	10	- 44.4%	—	—	—
Months Supply of Inventory	1.7	1.2	- 29.4%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	57	—	—
Median Sales Price*	—	—	—	\$193,000	—	—
Average Sales Price*	—	—	—	\$193,000	—	—
Percent of List Price Received*	—	—	—	99.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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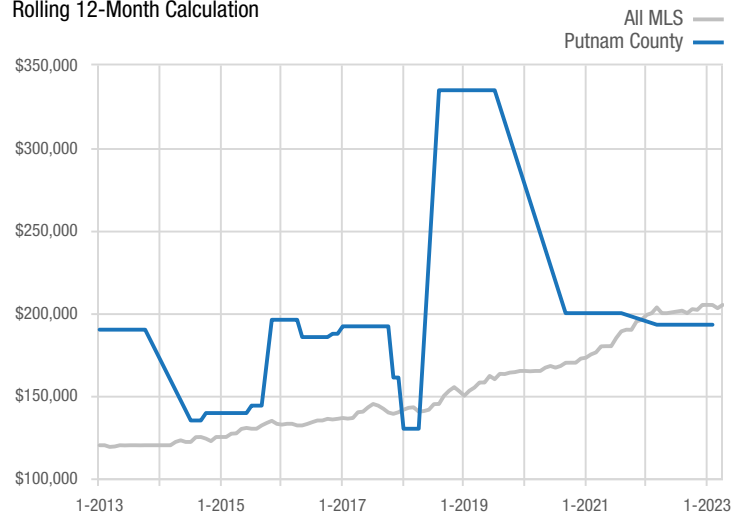
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

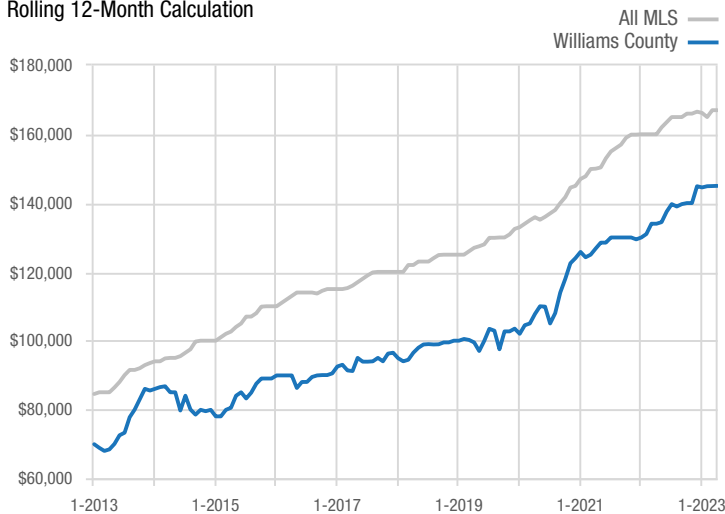
Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	47	35	- 25.5%	129	128	- 0.8%
Pending Sales	28	26	- 7.1%	121	121	0.0%
Closed Sales	28	27	- 3.6%	128	120	- 6.3%
Days on Market Until Sale	64	59	- 7.8%	79	71	- 10.1%
Median Sales Price*	\$130,000	\$138,500	+ 6.5%	\$135,950	\$144,000	+ 5.9%
Average Sales Price*	\$128,379	\$135,247	+ 5.3%	\$161,557	\$159,688	- 1.2%
Percent of List Price Received*	97.8%	98.3%	+ 0.5%	98.2%	97.3%	- 0.9%
Inventory of Homes for Sale	87	74	- 14.9%	—	—	—
Months Supply of Inventory	2.3	2.1	- 8.7%	—	—	—

Condo-Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	1	0	- 100.0%	4	3	- 25.0%
Pending Sales	0	0	—	3	2	- 33.3%
Closed Sales	1	0	- 100.0%	3	2	- 33.3%
Days on Market Until Sale	47	—	—	40	62	+ 55.0%
Median Sales Price*	\$240,000	—	—	\$198,000	\$170,000	- 14.1%
Average Sales Price*	\$240,000	—	—	\$207,667	\$170,000	- 18.1%
Percent of List Price Received*	106.7%	—	—	106.2%	96.4%	- 9.2%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	2.6	0.8	- 69.2%	—	—	—

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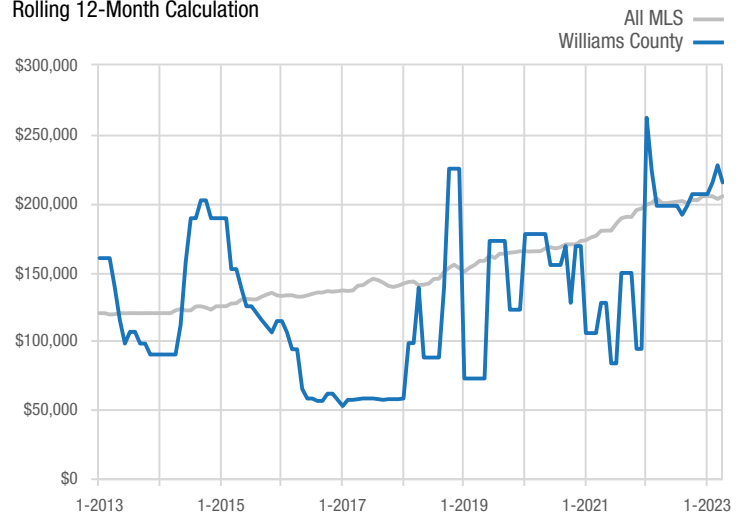
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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