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#### **Western Counties**

#### Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales recently fell from a one-year high, dropping 4.3% month-over-month to a seasonally adjusted annual rate of 4.19 million, according to the National Association of REALTORS® (NAR), as higher interest rates and rising sales prices continue to keep some prospective buyers on the sidelines. Average 30-year mortgage rates have topped 7% in recent weeks, while the median existing-home sales price hit \$393,500 as of last measure, a 4.8% increase from the previous month, according to NAR.

Warmer temperatures appear to have helped bring some sellers back to the market, providing additional options to home shoppers during the spring buying season. Total inventory was up 4.7% month-over-month and 14.4% year-over-year, for a 3.2 months' supply at the current sales pace, according to NAR. Nevertheless, demand continues to outpace supply and properties are selling quickly, with the typical home spending 33 days on market nationwide, down from 38 days the month before.

Single Family		April		Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	126	152	20.6%	504	469	-6.9%	
Closed Sales	112	148	32.1%	433	379	-12.5%	
Days on Market	59	81	37.3%	73	76	4.1%	
SP\$/SqFt	\$103.32	\$121.02	17.1%	\$104.75	\$116.99	11.7%	
Median Sales Price*	\$156,000	\$158,500	1.6%	\$155,000	\$165,000	6.5%	
Average Sales Price*	\$166,657	\$178,903	7.3%	\$165,945	\$184,450	11.2%	
Percent of List Price Received*	99%	99%	0.0%	97%	98%	1.0%	
Months Supply of Inventory	4	3	-25.0%				
Total Volume	\$18,665,560	\$26,447,616	41.7%	\$71,854,318	\$69,906,467	-2.7%	

Condo/Villa		April Year to Date				
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	4	7	75.0%	17	12	-29.4%
Closed Sales	3	3	0.0%	12	6	-50.0%
Days on Market	22	81	268.2%	47	68	44.7%
SP\$/SqFt	\$120.88	\$155.72	28.8%	\$134.79	\$158.56	17.6%
Median Sales Price*	\$90,000	\$183,000	103.3%	\$134,000	\$213,500	59.3%
Average Sales Price*	\$159,228	\$212	-99.9%	\$165,440	\$226,249	36.8%
Percent of List Price Received*	100%	97%	-3.0%	99%	98%	-1.0%
Months Supply of Inventory	3	4	33.3%			
Total Volume (in 1000's)	\$477,683	\$636,000	33.1%	\$1,985,283	\$1,357,496	-1.0%

<sup>\*</sup>Does not account for sale concessions and/or downpayment assistance. | 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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	4-2022 10-2022 4-2023 10-2023 4-2024	1,023	981	- 4.1%	3,368	3,276	- 2.7%
Pending Sales	4-2022 10-2022 4-2023 10-2023 4-2024	785	804	+ 2.4%	2,776	2,704	- 2.6%
Closed Sales	4-2022 10-2022 4-2023 10-2023 4-2024	733	789	+ 7.6%	2,608	2,595	- 0.5%
Days on Market Until Sale	4-2022 10-2022 4-2023 10-2023 4-2024	60	69	+ 15.0%	68	69	+ 1.5%
Median Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$166,000	\$180,000	+ 8.4%	\$160,000	\$173,000	+ 8.1%
Average Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$197,759	\$213,279	+ 7.8%	\$189,275	\$200,714	+ 6.0%
Percent of List Price Received	4-2022 10-2022 4-2023 10-2023 4-2024	100.4%	100.4%	0.0%	98.5%	99.0%	+ 0.5%
Housing Affordability Index	4-2022 10-2022 4-2023 10-2023 4-2024	184	161	- 12.5%	191	167	- 12.6%
Inventory of Homes for Sale	4-2022 10-2022 4-2023 10-2023 4-2024	1,695	1,677	- 1.1%	_		_
Months Supply of Inventory	4-2022 10-2022 4-2023 10-2023 4-2024	2.0	2.2	+ 10.0%	_	-	_

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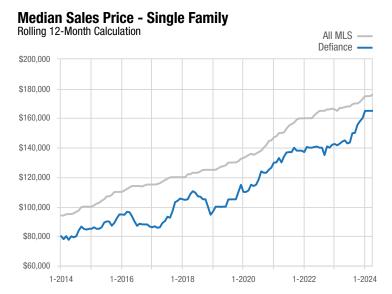


## **Defiance**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	21	16	- 23.8%	90	71	- 21.1%
Pending Sales	21	21	0.0%	85	60	- 29.4%
Closed Sales	18	21	+ 16.7%	81	54	- 33.3%
Days on Market Until Sale	51	91	+ 78.4%	69	75	+ 8.7%
Median Sales Price*	\$145,750	\$155,000	+ 6.3%	\$139,900	\$157,500	+ 12.6%
Average Sales Price*	\$150,178	\$172,845	+ 15.1%	\$146,284	\$169,142	+ 15.6%
Percent of List Price Received*	96.9%	99.9%	+ 3.1%	95.8%	98.3%	+ 2.6%
Inventory of Homes for Sale	45	32	- 28.9%	_	_	_
Months Supply of Inventory	1.9	1.5	- 21.1%	_	_	_

Condo-Villa		April			Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change		
New Listings	2	2	0.0%	7	4	- 42.9%		
Pending Sales	0	3		4	4	0.0%		
Closed Sales	0	1	_	3	4	+ 33.3%		
Days on Market Until Sale		116	_	31	70	+ 125.8%		
Median Sales Price*		\$173,000	_	\$230,000	\$238,298	+ 3.6%		
Average Sales Price*	_	\$173,000	_	\$197,200	\$223,624	+ 13.4%		
Percent of List Price Received*		96.2%	_	99.8%	99.2%	- 0.6%		
Inventory of Homes for Sale	4	3	- 25.0%		_	_		
Months Supply of Inventory	2.2	1.5	- 31.8%		_	_		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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Local Market Update — April 2024

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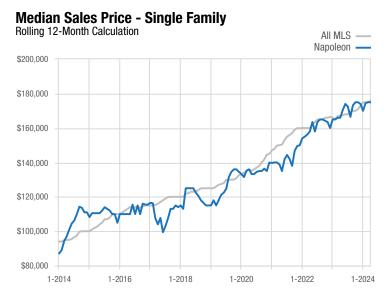


## Napoleon

Single Family		April			Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change		
New Listings	4	14	+ 250.0%	22	42	+ 90.9%		
Pending Sales	8	10	+ 25.0%	34	31	- 8.8%		
Closed Sales	7	11	+ 57.1%	31	32	+ 3.2%		
Days on Market Until Sale	48	86	+ 79.2%	98	78	- 20.4%		
Median Sales Price*	\$126,000	\$116,500	- 7.5%	\$174,000	\$176,750	+ 1.6%		
Average Sales Price*	\$158,320	\$136,455	- 13.8%	\$184,176	\$179,966	- 2.3%		
Percent of List Price Received*	109.3%	100.4%	- 8.1%	97.7%	98.9%	+ 1.2%		
Inventory of Homes for Sale	9	27	+ 200.0%		_	_		
Months Supply of Inventory	0.7	3.6	+ 414.3%		_			

Condo-Villa		April			Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change		
New Listings	1	1	0.0%	1	1	0.0%		
Pending Sales	1	0	- 100.0%	1	0	- 100.0%		
Closed Sales	1	0	- 100.0%	1	0	- 100.0%		
Days on Market Until Sale	8	_	_	8	_	_		
Median Sales Price*	\$312,683	_		\$312,683	_	_		
Average Sales Price*	\$312,683	_	_	\$312,683	_	_		
Percent of List Price Received*	100.0%	_		100.0%	_	_		
Inventory of Homes for Sale	0	1	_		_	_		
Months Supply of Inventory		_			_	_		

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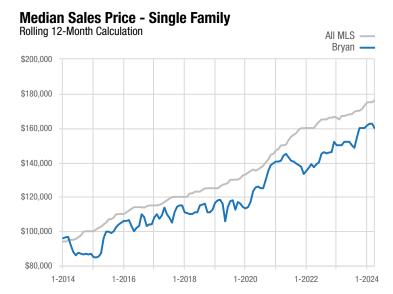


## **Bryan**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	14	19	+ 35.7%	50	58	+ 16.0%
Pending Sales	11	23	+ 109.1%	56	59	+ 5.4%
Closed Sales	10	19	+ 90.0%	57	54	- 5.3%
Days on Market Until Sale	63	70	+ 11.1%	77	75	- 2.6%
Median Sales Price*	\$161,500	\$146,000	- 9.6%	\$146,000	\$145,500	- 0.3%
Average Sales Price*	\$133,626	\$144,089	+ 7.8%	\$146,356	\$169,781	+ 16.0%
Percent of List Price Received*	98.5%	97.6%	- 0.9%	96.4%	97.8%	+ 1.5%
Inventory of Homes for Sale	25	23	- 8.0%		_	_
Months Supply of Inventory	1.6	1.6	0.0%	_	_	_

Condo-Villa		April		Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	0	1		1	1	0.0%	
Pending Sales	0	2		2	2	0.0%	
Closed Sales	0	1	_	2	1	- 50.0%	
Days on Market Until Sale		95	_	62	95	+ 53.2%	
Median Sales Price*		\$280,000		\$170,000	\$280,000	+ 64.7%	
Average Sales Price*	_	\$280,000	_	\$170,000	\$280,000	+ 64.7%	
Percent of List Price Received*	_	93.4%	_	96.4%	93.4%	- 3.1%	
Inventory of Homes for Sale	0	0			_	_	
Months Supply of Inventory					_		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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## Wauseon

Single Family		April			Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change		
New Listings	7	9	+ 28.6%	31	28	- 9.7%		
Pending Sales	5	8	+ 60.0%	27	17	- 37.0%		
Closed Sales	9	6	- 33.3%	25	14	- 44.0%		
Days on Market Until Sale	94	132	+ 40.4%	90	93	+ 3.3%		
Median Sales Price*	\$175,000	\$187,500	+ 7.1%	\$175,000	\$216,250	+ 23.6%		
Average Sales Price*	\$197,567	\$249,150	+ 26.1%	\$191,020	\$242,636	+ 27.0%		
Percent of List Price Received*	97.6%	98.9%	+ 1.3%	95.4%	99.1%	+ 3.9%		
Inventory of Homes for Sale	23	18	- 21.7%		_	_		
Months Supply of Inventory	2.5	2.4	- 4.0%		_	_		

Condo-Villa		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	1	0	- 100.0%	3	1	- 66.7%
Pending Sales	1	1	0.0%	2	1	- 50.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Days on Market Until Sale	30	33	+ 10.0%	30	33	+ 10.0%
Median Sales Price*	\$82,500	\$183,000	+ 121.8%	\$82,500	\$183,000	+ 121.8%
Average Sales Price*	\$82,500	\$183,000	+ 121.8%	\$82,500	\$183,000	+ 121.8%
Percent of List Price Received*	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Inventory of Homes for Sale	1	0	- 100.0%		_	_
Months Supply of Inventory	1.0		_		<u> </u>	

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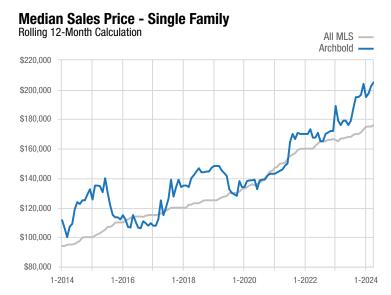


#### **Archbold**

Single Family		April			Year to Date			
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change		
New Listings	4	5	+ 25.0%	21	14	- 33.3%		
Pending Sales	4	7	+ 75.0%	20	21	+ 5.0%		
Closed Sales	6	5	- 16.7%	22	20	- 9.1%		
Days on Market Until Sale	62	55	- 11.3%	60	74	+ 23.3%		
Median Sales Price*	\$186,000	\$190,000	+ 2.2%	\$180,000	\$195,000	+ 8.3%		
Average Sales Price*	\$189,383	\$190,750	+ 0.7%	\$200,938	\$205,153	+ 2.1%		
Percent of List Price Received*	100.6%	107.6%	+ 7.0%	98.9%	100.4%	+ 1.5%		
Inventory of Homes for Sale	8	11	+ 37.5%	_	_	_		
Months Supply of Inventory	1.6	2.3	+ 43.8%		_	_		

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	0	0		0	0	_	
Pending Sales	0	0		2	0	- 100.0%	
Closed Sales	0	0		2	0	- 100.0%	
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					_	_	

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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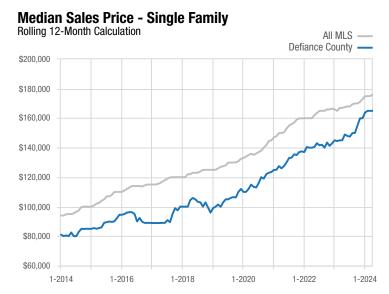


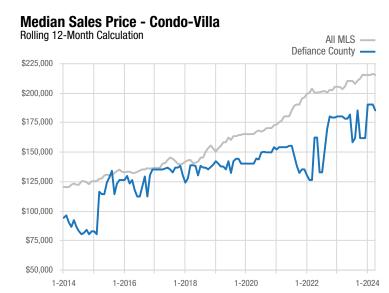
# **Defiance County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	33	25	- 24.2%	114	98	- 14.0%
Pending Sales	23	32	+ 39.1%	101	90	- 10.9%
Closed Sales	19	32	+ 68.4%	97	83	- 14.4%
Days on Market Until Sale	47	91	+ 93.6%	72	74	+ 2.8%
Median Sales Price*	\$135,000	\$147,500	+ 9.3%	\$143,500	\$150,000	+ 4.5%
Average Sales Price*	\$143,326	\$180,617	+ 26.0%	\$149,845	\$176,595	+ 17.9%
Percent of List Price Received*	97.5%	98.6%	+ 1.1%	96.2%	97.7%	+ 1.6%
Inventory of Homes for Sale	70	46	- 34.3%	_	_	_
Months Supply of Inventory	2.3	1.6	- 30.4%		_	_

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	2	4	+ 100.0%	10	6	- 40.0%	
Pending Sales	1	4	+ 300.0%	6	5	- 16.7%	
Closed Sales	0	1		5	4	- 20.0%	
Days on Market Until Sale		116	_	32	70	+ 118.8%	
Median Sales Price*		\$173,000	_	\$138,000	\$238,298	+ 72.7%	
Average Sales Price*	_	\$173,000	_	\$171,920	\$223,624	+ 30.1%	
Percent of List Price Received*		96.2%	_	99.0%	99.2%	+ 0.2%	
Inventory of Homes for Sale	5	4	- 20.0%		_	_	
Months Supply of Inventory	3.0	1.8	- 40.0%		_	_	

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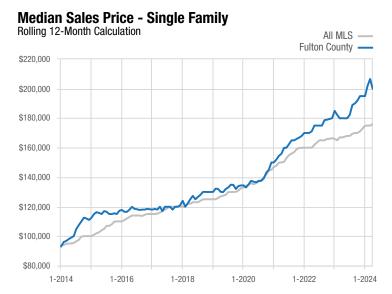


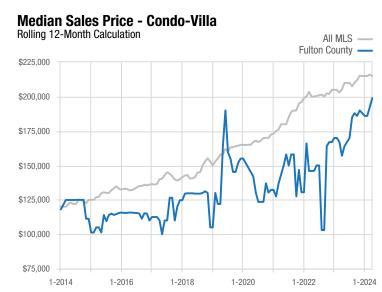
## **Fulton County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	31	35	+ 12.9%	119	110	- 7.6%
Pending Sales	25	37	+ 48.0%	102	91	- 10.8%
Closed Sales	29	34	+ 17.2%	102	88	- 13.7%
Days on Market Until Sale	64	74	+ 15.6%	68	69	+ 1.5%
Median Sales Price*	\$209,000	\$192,500	- 7.9%	\$179,500	\$197,000	+ 9.7%
Average Sales Price*	\$222,424	\$215,469	- 3.1%	\$202,539	\$221,932	+ 9.6%
Percent of List Price Received*	100.1%	99.0%	- 1.1%	98.6%	99.6%	+ 1.0%
Inventory of Homes for Sale	60	60	0.0%		_	_
Months Supply of Inventory	1.9	2.3	+ 21.1%	_	_	_

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	1	0	- 100.0%	3	1	- 66.7%	
Pending Sales	1	1	0.0%	4	1	- 75.0%	
Closed Sales	2	1	- 50.0%	4	1	- 75.0%	
Days on Market Until Sale	30	33	+ 10.0%	68	33	- 51.5%	
Median Sales Price*	\$82,500	\$183,000	+ 121.8%	\$104,000	\$183,000	+ 76.0%	
Average Sales Price*	\$82,500	\$183,000	+ 121.8%	\$118,250	\$183,000	+ 54.8%	
Percent of List Price Received*	100.0%	100.0%	0.0%	99.7%	100.0%	+ 0.3%	
Inventory of Homes for Sale	1	0	- 100.0%		_	_	
Months Supply of Inventory	0.7		_		<u> </u>		

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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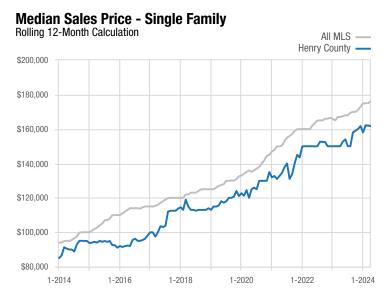


# **Henry County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	10	27	+ 170.0%	49	77	+ 57.1%
Pending Sales	17	23	+ 35.3%	52	56	+ 7.7%
Closed Sales	12	23	+ 91.7%	45	56	+ 24.4%
Days on Market Until Sale	45	77	+ 71.1%	87	73	- 16.1%
Median Sales Price*	\$125,500	\$156,500	+ 24.7%	\$168,000	\$166,000	- 1.2%
Average Sales Price*	\$168,710	\$154,991	- 8.1%	\$179,155	\$171,829	- 4.1%
Percent of List Price Received*	104.2%	100.9%	- 3.2%	97.3%	98.2%	+ 0.9%
Inventory of Homes for Sale	26	47	+ 80.8%		_	_
Months Supply of Inventory	1.3	3.0	+ 130.8%		_	_

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	1	1	0.0%	1	1	0.0%	
Pending Sales	1	0	- 100.0%	1	0	- 100.0%	
Closed Sales	1	0	- 100.0%	1	0	- 100.0%	
Days on Market Until Sale	8	_		8	_	_	
Median Sales Price*	\$312,683			\$312,683	_	_	
Average Sales Price*	\$312,683	_		\$312,683	_	_	
Percent of List Price Received*	100.0%			100.0%	_		
Inventory of Homes for Sale	0	1	_		_	_	
Months Supply of Inventory		_			_	_	

<sup>\*</sup> Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.





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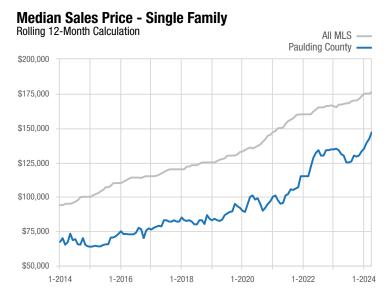


## **Paulding County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	11	12	+ 9.1%	62	38	- 38.7%
Pending Sales	22	12	- 45.5%	47	36	- 23.4%
Closed Sales	16	13	- 18.8%	43	35	- 18.6%
Days on Market Until Sale	82	104	+ 26.8%	79	94	+ 19.0%
Median Sales Price*	\$120,000	\$158,000	+ 31.7%	\$107,770	\$154,500	+ 43.4%
Average Sales Price*	\$138,800	\$171,808	+ 23.8%	\$126,170	\$160,448	+ 27.2%
Percent of List Price Received*	95.7%	99.4%	+ 3.9%	96.8%	99.6%	+ 2.9%
Inventory of Homes for Sale	29	26	- 10.3%	_	_	_
Months Supply of Inventory	2.2	2.8	+ 27.3%		_	_

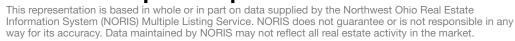
Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	0	0		0	1	_	
Pending Sales	0	0	_	0	0	_	
Closed Sales	0	0	_	0	0	_	
Days on Market Until Sale	_		_	_	_	_	
Median Sales Price*			_	_	_	_	
Average Sales Price*	_		_	_	_	_	
Percent of List Price Received*			_		_	_	
Inventory of Homes for Sale	0	1	_	_	_	_	
Months Supply of Inventory		1.0			_	_	

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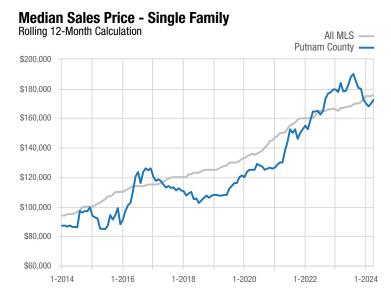


## **Putnam County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	2	13	+ 550.0%	28	30	+ 7.1%
Pending Sales	10	8	- 20.0%	32	18	- 43.8%
Closed Sales	9	9	0.0%	26	19	- 26.9%
Days on Market Until Sale	48	96	+ 100.0%	68	87	+ 27.9%
Median Sales Price*	\$181,500	\$185,000	+ 1.9%	\$170,000	\$172,500	+ 1.5%
Average Sales Price*	\$201,278	\$192,933	- 4.1%	\$171,112	\$196,563	+ 14.9%
Percent of List Price Received*	101.1%	97.7%	- 3.4%	97.4%	97.4%	0.0%
Inventory of Homes for Sale	11	27	+ 145.5%		_	_
Months Supply of Inventory	1.3	4.6	+ 253.8%		_	_

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	0	1		0	1	_	
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	1	_	_	_	_	
Months Supply of Inventory					_	_	

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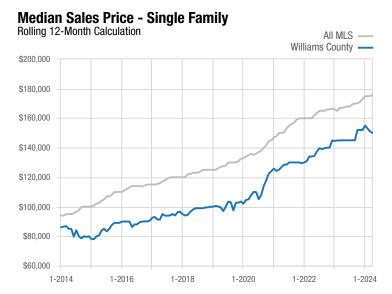


# **Williams County**

Single Family		April			Year to Date	
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change
New Listings	39	40	+ 2.6%	132	123	- 6.8%
Pending Sales	26	44	+ 69.2%	121	111	- 8.3%
Closed Sales	27	40	+ 48.1%	120	101	- 15.8%
Days on Market Until Sale	59	70	+ 18.6%	71	78	+ 9.9%
Median Sales Price*	\$138,500	\$145,500	+ 5.1%	\$144,000	\$145,000	+ 0.7%
Average Sales Price*	\$135,247	\$161,440	+ 19.4%	\$159,688	\$172,286	+ 7.9%
Percent of List Price Received*	98.3%	97.6%	- 0.7%	97.3%	97.6%	+ 0.3%
Inventory of Homes for Sale	78	56	- 28.2%	_	_	_
Months Supply of Inventory	2.3	1.7	- 26.1%	_	_	_

Condo-Villa		April			Year to Date		
Key Metrics	2023	2024	% Change	Thru 4-2023	Thru 4-2024	% Change	
New Listings	0	1		3	3	0.0%	
Pending Sales	0	2		2	2	0.0%	
Closed Sales	0	1	_	2	1	- 50.0%	
Days on Market Until Sale		95	_	62	95	+ 53.2%	
Median Sales Price*		\$280,000	_	\$170,000	\$280,000	+ 64.7%	
Average Sales Price*		\$280,000	_	\$170,000	\$280,000	+ 64.7%	
Percent of List Price Received*		93.4%	_	96.4%	93.4%	- 3.1%	
Inventory of Homes for Sale	1	2	+ 100.0%		_	_	
Months Supply of Inventory	0.8	1.3	+ 62.5%		_	_	

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