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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Higher mortgage rates, along with elevated sales prices and a lack of housing inventory, have continued to impact market activity during the summer homebuying season. The average 30-year fixed-rate mortgage has remained above 6.5% since May, recently hitting a two-decade high in August, according to Freddie Mac. As a result, existing-home sales have continued to slow nationwide, dropping 2.2% month-over-month as of last measure, with sales down 16.6% compared to the same time last year, according to the National Association of REALTORS® (NAR).

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing home price of \$406,700, a 1.9% increase from a year earlier.

Single Family		August Year to Date				
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	195	186	-4.6%	1,401	1,132	-19.2%
Closed Sales	173	135	-22.0%	1,138	963	-15.4%
Days on Market	57	64	12.3%	68	68	0.0%
SP\$/SqFt	\$102.21	\$117.74	15.2%	\$103.92	\$110.14	6.0%
Median Sales Price*	\$145,000	\$167,000	15.2%	\$150,000	\$160,000	6.7%
Average Sales Price*	\$162,685	\$195,941	20.4%	\$172,364	\$178,097	3.3%
Percent of List Price Received*	99%	99%	0.0%	99%	99%	0.0%
Months Supply of Inventory	3	3	0.0%			
Total Volume	\$28,144,477	\$26,452,100	-6.0%	\$196,149,707	\$171,507,699	-12.6%

Condo/Villa		August		Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change	
New Listings	3	1	-66.7%	25	29	16.0%	
Closed Sales	2	3	50.0%	21	23	9.5%	
Days on Market	64	54	-15.6%	54	51	-5.6%	
SP\$/SqFt	\$127.54	\$147.44	15.6%	\$129.85	\$138.35	6.5%	
Median Sales Price*	\$196,500	\$234,900	19.5%	\$185,000	\$185,000	0.0%	
Average Sales Price*	\$196,500	\$229,600	16.8%	\$175,248	\$180,238	2.8%	
Percent of List Price Received*	97%	98%	1.0%	101%	99%	-2.0%	
Months Supply of Inventory	4	3	-25.0%				
Total Volume (in 1000's)	\$393,000	\$688,800	75.3%	\$3,680,200	\$4,145,483	12.6%	

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	8-2022	8-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings	8-2021 2-2022 8-2022 2-2023 8-2023	1,209	1,024	- 15.3%	9,088	7,532	- 17.1%
Pending Sales	8-2021 2-2022 8-2022 2-2023 8-2023	1,096	882	- 19.5%	7,490	6,408	- 14.4%
Closed Sales	8-2021 2-2022 8-2022 2-2023 8-2023	1,121	922	- 17.8%	7,394	6,279	- 15.1%
Days on Market Until Sale	8-2021 2-2022 8-2022 2-2023 8-2023	52	56	+ 7.7%	59	60	+ 1.7%
Median Sales Price	8-2021 2-2022 8-2022 2-2023 8-2023	\$175,000	\$180,000	+ 2.9%	\$170,000	\$175,000	+ 2.9%
Average Sales Price	8-2021 2-2022 8-2022 2-2023 8-2023	\$207,286	\$210,552	+ 1.6%	\$205,380	\$206,953	+ 0.8%
Percent of List Price Received	8-2021 2-2022 8-2022 2-2023 8-2023	100.0%	100.8%	+ 0.8%	100.4%	100.0%	- 0.4%
Housing Affordability Index	8-2021 2-2022 8-2022 2-2023 8-2023	179	148	- 17.3%	184	152	- 17.4%
Inventory of Homes for Sale	8-2021 2-2022 8-2022 2-2023 8-2023	2,259	1,759	- 22.1%	_		_
Months Supply of Inventory	8-2021 2-2022 8-2022 2-2023 8-2023	2.3	2.2	- 4.3%	_	-	_

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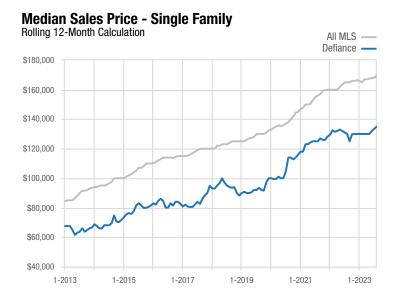
Defiance

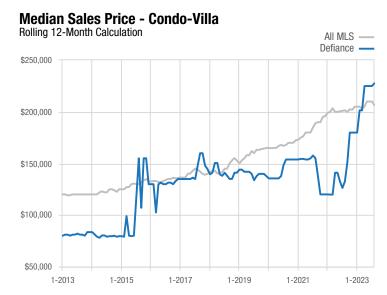
MLS Area 61: 43512

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	27	16	- 40.7%	172	114	- 33.7%		
Pending Sales	25	11	- 56.0%	160	111	- 30.6%		
Closed Sales	16	12	- 25.0%	148	111	- 25.0%		
Days on Market Until Sale	66	64	- 3.0%	75	60	- 20.0%		
Median Sales Price*	\$124,950	\$170,250	+ 36.3%	\$131,000	\$140,000	+ 6.9%		
Average Sales Price*	\$132,356	\$181,458	+ 37.1%	\$151,345	\$149,984	- 0.9%		
Percent of List Price Received*	99.3%	100.0%	+ 0.7%	98.9%	97.2%	- 1.7%		
Inventory of Homes for Sale	39	24	- 38.5%	_	_	_		
Months Supply of Inventory	2.1	1.7	- 19.0%	_	_			

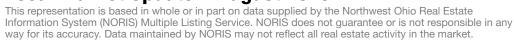
Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	1	1	0.0%	8	8	0.0%		
Pending Sales	0	2	_	6	8	+ 33.3%		
Closed Sales	0	1	_	6	7	+ 16.7%		
Days on Market Until Sale	_	29	_	40	28	- 30.0%		
Median Sales Price*	_	\$254,900	_	\$174,700	\$230,000	+ 31.7%		
Average Sales Price*	_	\$254,900	_	\$179,133	\$195,414	+ 9.1%		
Percent of List Price Received*	_	98.1%	_	100.9%	99.6%	- 1.3%		
Inventory of Homes for Sale	2	1	- 50.0%		_	_		
Months Supply of Inventory	1.3	0.7	- 46.2%		_	_		

^{*} 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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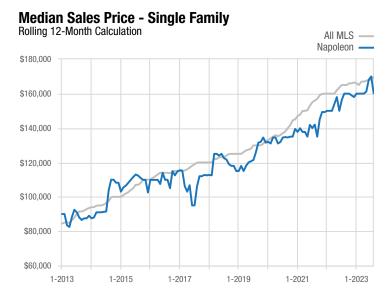
Napoleon

MLS Area 76: 43545

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	19	11	- 42.1%	123	51	- 58.5%		
Pending Sales	14	8	- 42.9%	87	52	- 40.2%		
Closed Sales	13	8	- 38.5%	85	51	- 40.0%		
Days on Market Until Sale	46	42	- 8.7%	58	81	+ 39.7%		
Median Sales Price*	\$219,900	\$147,500	- 32.9%	\$165,000	\$175,000	+ 6.1%		
Average Sales Price*	\$226,369	\$159,800	- 29.4%	\$193,640	\$191,201	- 1.3%		
Percent of List Price Received*	96.7%	98.5%	+ 1.9%	98.4%	98.5%	+ 0.1%		
Inventory of Homes for Sale	42	18	- 57.1%	_	_	_		
Months Supply of Inventory	3.8	2.2	- 42.1%		_	_		

Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	0	0		2	1	- 50.0%		
Pending Sales	1	0	- 100.0%	2	1	- 50.0%		
Closed Sales	1	0	- 100.0%	2	1	- 50.0%		
Days on Market Until Sale	54	_	_	35	8	- 77.1%		
Median Sales Price*	\$215,000		_	\$227,250	\$312,683	+ 37.6%		
Average Sales Price*	\$215,000	_	_	\$227,250	\$312,683	+ 37.6%		
Percent of List Price Received*	95.8%		_	97.9%	100.0%	+ 2.1%		
Inventory of Homes for Sale	0	0	_	_	_	_		
Months Supply of Inventory			_		_	_		

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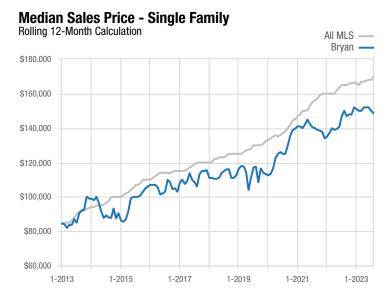
Bryan

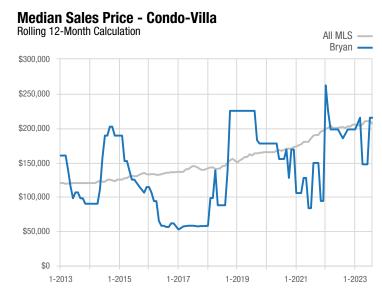
MLS Area 87: 43506

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	16	22	+ 37.5%	141	119	- 15.6%		
Pending Sales	16	14	- 12.5%	132	109	- 17.4%		
Closed Sales	16	14	- 12.5%	134	111	- 17.2%		
Days on Market Until Sale	54	49	- 9.3%	67	71	+ 6.0%		
Median Sales Price*	\$180,000	\$173,000	- 3.9%	\$160,000	\$160,000	0.0%		
Average Sales Price*	\$216,167	\$190,557	- 11.8%	\$186,692	\$166,558	- 10.8%		
Percent of List Price Received*	98.0%	99.0%	+ 1.0%	99.2%	97.9%	- 1.3%		
Inventory of Homes for Sale	35	32	- 8.6%	_	_	_		
Months Supply of Inventory	2.0	2.4	+ 20.0%	_				

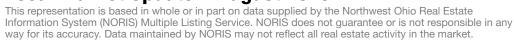
Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	0	0		5	2	- 60.0%		
Pending Sales	0	0	_	4	2	- 50.0%		
Closed Sales	0	0	_	4	2	- 50.0%		
Days on Market Until Sale		-	_	51	62	+ 21.6%		
Median Sales Price*		_	_	\$191,500	\$170,000	- 11.2%		
Average Sales Price*		_	_	\$175,625	\$170,000	- 3.2%		
Percent of List Price Received*			_	104.7%	96.4%	- 7.9%		
Inventory of Homes for Sale	1	1	0.0%		_	_		
Months Supply of Inventory	0.9	0.7	- 22.2%		_	_		

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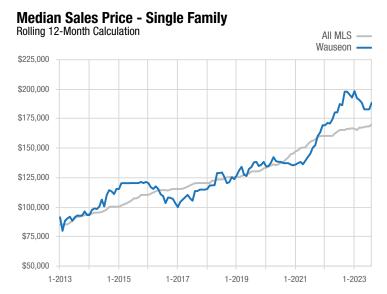
Wauseon

MLS Area 96: 43567

Single Family		August			Year to Date	
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	14	11	- 21.4%	113	72	- 36.3%
Pending Sales	17	11	- 35.3%	75	58	- 22.7%
Closed Sales	14	7	- 50.0%	72	54	- 25.0%
Days on Market Until Sale	43	46	+ 7.0%	58	76	+ 31.0%
Median Sales Price*	\$166,500	\$191,000	+ 14.7%	\$192,000	\$182,500	- 4.9%
Average Sales Price*	\$187,075	\$222,000	+ 18.7%	\$207,173	\$206,661	- 0.2%
Percent of List Price Received*	101.4%	102.6%	+ 1.2%	99.2%	98.9%	- 0.3%
Inventory of Homes for Sale	39	21	- 46.2%		_	_
Months Supply of Inventory	3.7	2.6	- 29.7%		_	_

Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	0	0	_	1	5	+ 400.0%		
Pending Sales	0	2	_	1	5	+ 400.0%		
Closed Sales	0	1	_	1	4	+ 300.0%		
Days on Market Until Sale	_	63	_	14	41	+ 192.9%		
Median Sales Price*		\$234,900	_	\$103,000	\$162,450	+ 57.7%		
Average Sales Price*	_	\$234,900	_	\$103,000	\$168,725	+ 63.8%		
Percent of List Price Received*	_	100.0%	_	103.5%	98.8%	- 4.5%		
Inventory of Homes for Sale	0	0	_		_	_		
Months Supply of Inventory					_	_		

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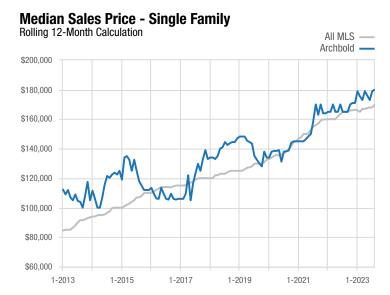
Archbold

MLS Area 98: 43502

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	11	8	- 27.3%	45	43	- 4.4%		
Pending Sales	3	5	+ 66.7%	31	40	+ 29.0%		
Closed Sales	2	4	+ 100.0%	30	42	+ 40.0%		
Days on Market Until Sale	37	29	- 21.6%	63	53	- 15.9%		
Median Sales Price*	\$204,000	\$257,000	+ 26.0%	\$170,500	\$187,500	+ 10.0%		
Average Sales Price*	\$204,000	\$243,500	+ 19.4%	\$193,979	\$196,329	+ 1.2%		
Percent of List Price Received*	114.2%	99.7%	- 12.7%	100.2%	100.1%	- 0.1%		
Inventory of Homes for Sale	18	8	- 55.6%		_	_		
Months Supply of Inventory	4.3	1.5	- 65.1%					

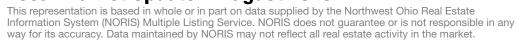
Condo-Villa		August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change	
New Listings	1	0	- 100.0%	1	2	+ 100.0%	
Pending Sales	0	0	_	0	3	_	
Closed Sales	0	1	_	0	3	_	
Days on Market Until Sale	_	69	_	_	93	_	
Median Sales Price*		\$199,000	_	_	\$190,000	_	
Average Sales Price*	_	\$199,000	_	_	\$169,000	_	
Percent of List Price Received*		95.2%	_	_	98.0%	_	
Inventory of Homes for Sale	1	1	0.0%	_	_	_	
Months Supply of Inventory	1.0	1.0	0.0%	_	_	_	

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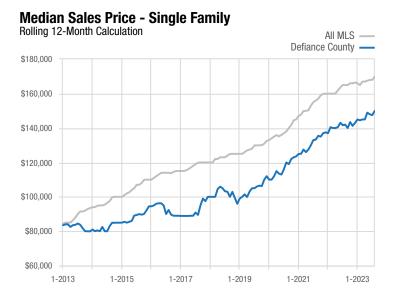


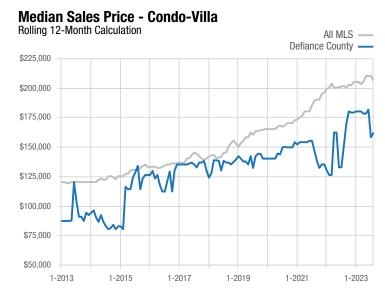
Defiance County

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	51	37	- 27.5%	314	252	- 19.7%		
Pending Sales	45	32	- 28.9%	270	235	- 13.0%		
Closed Sales	41	32	- 22.0%	258	228	- 11.6%		
Days on Market Until Sale	59	78	+ 32.2%	73	69	- 5.5%		
Median Sales Price*	\$145,250	\$155,000	+ 6.7%	\$142,950	\$152,500	+ 6.7%		
Average Sales Price*	\$159,330	\$169,513	+ 6.4%	\$159,053	\$166,418	+ 4.6%		
Percent of List Price Received*	100.6%	99.1%	- 1.5%	98.8%	98.2%	- 0.6%		
Inventory of Homes for Sale	86	60	- 30.2%	_	_	_		
Months Supply of Inventory	2.5	2.1	- 16.0%	_	_			

Condo-Villa		August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change	
New Listings	2	1	- 50.0%	13	15	+ 15.4%	
Pending Sales	1	2	+ 100.0%	11	13	+ 18.2%	
Closed Sales	1	1	0.0%	12	12	0.0%	
Days on Market Until Sale	74	29	- 60.8%	49	48	- 2.0%	
Median Sales Price*	\$178,000	\$254,900	+ 43.2%	\$173,750	\$136,500	- 21.4%	
Average Sales Price*	\$178,000	\$254,900	+ 43.2%	\$158,817	\$172,575	+ 8.7%	
Percent of List Price Received*	98.9%	98.1%	- 0.8%	99.8%	98.6%	- 1.2%	
Inventory of Homes for Sale	3	2	- 33.3%	_	_	_	
Months Supply of Inventory	1.4	1.1	- 21.4%		_	_	

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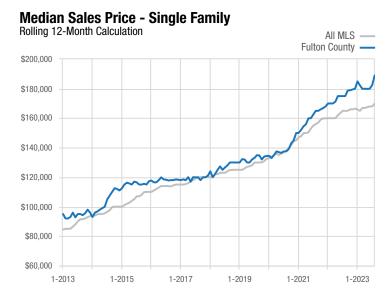


Fulton County

Single Family		August			Year to Date	
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	40	31	- 22.5%	335	252	- 24.8%
Pending Sales	41	28	- 31.7%	248	220	- 11.3%
Closed Sales	37	29	- 21.6%	244	222	- 9.0%
Days on Market Until Sale	45	66	+ 46.7%	55	60	+ 9.1%
Median Sales Price*	\$174,481	\$255,000	+ 46.1%	\$180,500	\$190,000	+ 5.3%
Average Sales Price*	\$188,903	\$270,345	+ 43.1%	\$198,213	\$217,928	+ 9.9%
Percent of List Price Received*	101.5%	100.6%	- 0.9%	100.2%	100.1%	- 0.1%
Inventory of Homes for Sale	103	57	- 44.7%	_	_	_
Months Supply of Inventory	3.0	2.0	- 33.3%	_		

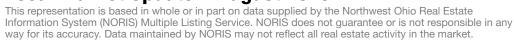
Condo-Villa		August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change	
New Listings	1	0	- 100.0%	3	8	+ 166.7%	
Pending Sales	0	2	_	1	9	+ 800.0%	
Closed Sales	0	2	_	1	8	+ 700.0%	
Days on Market Until Sale		66	_	14	58	+ 314.3%	
Median Sales Price*		\$216,950	_	\$103,000	\$194,500	+ 88.8%	
Average Sales Price*	_	\$216,950	_	\$103,000	\$177,738	+ 72.6%	
Percent of List Price Received*	_	97.6%	_	103.5%	98.9%	- 4.4%	
Inventory of Homes for Sale	2	1	- 50.0%		_	_	
Months Supply of Inventory	1.1	0.6	- 45.5%		_	_	

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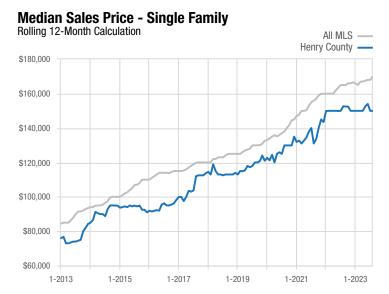


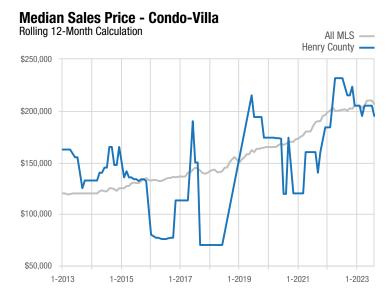
Henry County

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	35	26	- 25.7%	216	129	- 40.3%		
Pending Sales	27	20	- 25.9%	175	117	- 33.1%		
Closed Sales	27	25	- 7.4%	172	116	- 32.6%		
Days on Market Until Sale	46	53	+ 15.2%	64	70	+ 9.4%		
Median Sales Price*	\$150,000	\$144,000	- 4.0%	\$152,650	\$157,750	+ 3.3%		
Average Sales Price*	\$177,474	\$159,328	- 10.2%	\$181,900	\$172,726	- 5.0%		
Percent of List Price Received*	96.0%	99.6%	+ 3.8%	97.9%	98.1%	+ 0.2%		
Inventory of Homes for Sale	59	37	- 37.3%		_	_		
Months Supply of Inventory	2.7	2.3	- 14.8%	_		_		

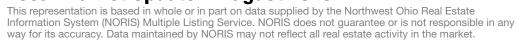
Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	0	0		3	1	- 66.7%		
Pending Sales	1	0	- 100.0%	2	1	- 50.0%		
Closed Sales	1	0	- 100.0%	2	1	- 50.0%		
Days on Market Until Sale	54	_	_	35	8	- 77.1%		
Median Sales Price*	\$215,000		_	\$227,250	\$312,683	+ 37.6%		
Average Sales Price*	\$215,000	_	_	\$227,250	\$312,683	+ 37.6%		
Percent of List Price Received*	95.8%		_	97.9%	100.0%	+ 2.1%		
Inventory of Homes for Sale	1	0	- 100.0%		_	_		
Months Supply of Inventory	1.0	_	_		_	_		

^{*} 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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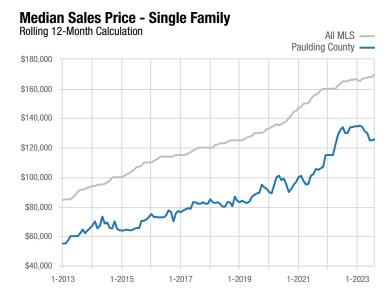


Paulding County

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	16	9	- 43.8%	135	108	- 20.0%		
Pending Sales	18	7	- 61.1%	106	86	- 18.9%		
Closed Sales	17	9	- 47.1%	106	87	- 17.9%		
Days on Market Until Sale	80	48	- 40.0%	69	70	+ 1.4%		
Median Sales Price*	\$116,000	\$124,000	+ 6.9%	\$135,500	\$125,000	- 7.7%		
Average Sales Price*	\$110,805	\$135,222	+ 22.0%	\$152,814	\$143,176	- 6.3%		
Percent of List Price Received*	94.7%	99.4%	+ 5.0%	97.5%	97.0%	- 0.5%		
Inventory of Homes for Sale	40	30	- 25.0%	_		_		
Months Supply of Inventory	3.1	2.6	- 16.1%					

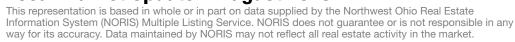
Condo-Villa		August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change	
New Listings	0	0		0	0	_	
Pending Sales	0	0	_	0	0	_	
Closed Sales	0	0	_	0	0	_	
Days on Market Until Sale	_		_	_	_	_	
Median Sales Price*			_	_	_	_	
Average Sales Price*	_		_	_	_	_	
Percent of List Price Received*		_	_	_	_	_	
Inventory of Homes for Sale	0	0	_	_	_	_	
Months Supply of Inventory		_			_	_	

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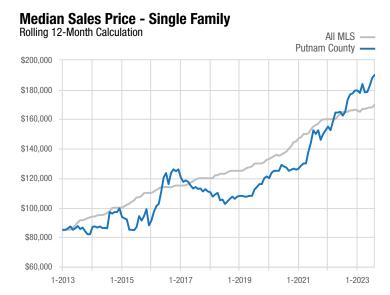


Putnam County

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	10	19	+ 90.0%	78	62	- 20.5%		
Pending Sales	13	4	- 69.2%	69	49	- 29.0%		
Closed Sales	12	2	- 83.3%	68	46	- 32.4%		
Days on Market Until Sale	59	42	- 28.8%	74	65	- 12.2%		
Median Sales Price*	\$155,255	\$179,000	+ 15.3%	\$174,500	\$184,750	+ 5.9%		
Average Sales Price*	\$180,868	\$179,000	- 1.0%	\$189,858	\$186,532	- 1.8%		
Percent of List Price Received*	95.5%	94.2%	- 1.4%	97.2%	98.9%	+ 1.7%		
Inventory of Homes for Sale	20	22	+ 10.0%		_	_		
Months Supply of Inventory	2.0	3.2	+ 60.0%	_	_	_		

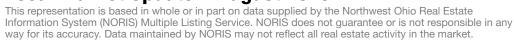
Condo-Villa		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	0	0		1	0	- 100.0%		
Pending Sales	0	0	_	1	0	- 100.0%		
Closed Sales	0	0	_	1	0	- 100.0%		
Days on Market Until Sale		_	_	57	_	_		
Median Sales Price*		_	_	\$193,000	_	_		
Average Sales 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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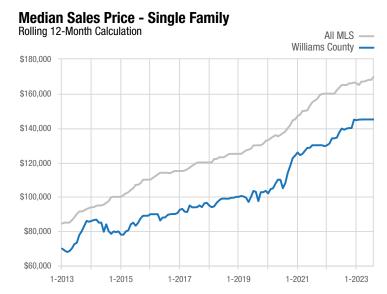


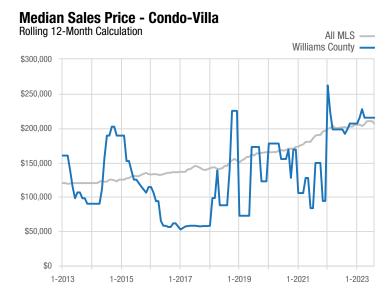
Williams County

Single Family		August			Year to Date			
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change		
New Listings	44	52	+ 18.2%	324	312	- 3.7%		
Pending Sales	38	41	+ 7.9%	290	272	- 6.2%		
Closed Sales	39	37	- 5.1%	290	263	- 9.3%		
Days on Market Until Sale	62	64	+ 3.2%	71	72	+ 1.4%		
Median Sales Price*	\$126,000	\$168,500	+ 33.7%	\$143,000	\$147,000	+ 2.8%		
Average Sales Price*	\$149,484	\$174,664	+ 16.8%	\$161,805	\$166,225	+ 2.7%		
Percent of List Price Received*	97.1%	98.9%	+ 1.9%	98.0%	98.5%	+ 0.5%		
Inventory of Homes for Sale	93	78	- 16.1%	_	_	_		
Months Supply of Inventory	2.4	2.4	0.0%		_	_		

Condo-Villa	August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	0	0		5	5	0.0%
Pending Sales	0	0		5	2	- 60.0%
Closed Sales	0	0	_	5	2	- 60.0%
Days on Market Until Sale	_	_	_	83	62	- 25.3%
Median Sales Price*			_	\$198,000	\$170,000	- 14.1%
Average Sales Price*	_	_	_	\$204,780	\$170,000	- 17.0%
Percent of List Price Received*	_	_	_	103.7%	96.4%	- 7.0%
Inventory of Homes for Sale	2	3	+ 50.0%	_	_	_
Months Supply of Inventory	1.8	2.0	+ 11.1%	_	_	_

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