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#### **Western Counties**

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

U.S. existing-home sales rose from a 13-year low, climbing 0.8% from the previous month and breaking a five-month streak in which sales declined, according to the National Association of REALTORS® (NAR). Despite the increase, sales were down 7.3% compared to the same period last year, as affordability challenges continue to hinder prospective buyers. Most of this period's closed sales went under contract in October, when mortgage rates were at a two-decade high. With rates having dropped more than a full percentage point since then, existing-home sales may continue to pick up in the months ahead.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

Single Family	December Year to Date				ear to Date	
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	90	70	-22.2%	1,927	1,656	-14.1%
Closed Sales	134	127	-5.2%	1,710	1,508	-11.8%
Days on Market	75	68	-9.3%	69	67	-2.9%
SP\$/SqFt	\$120.34	\$110.24	-8.4%	\$106.44	\$112.02	5.2%
Median Sales Price*	\$155,000	\$60,000	-61.3%	\$150,350	\$165,000	9.7%
Average Sales Price*	\$198,759	\$172,393	-13.3%	\$175,041	\$182,042	4.0%
Percent of List Price Received*	97%	98%	1.0%	98%	99%	1.0%
Months Supply of Inventory	3	3	0.0%			
Total Volume	\$26,633,740	\$21,893,913	-17.8%	\$299,320,076.00	\$274,519,196	-8.3%

Condo/Villa		December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	3	3	0.0%	35	42	20.0%	
Closed Sales	1	3	200.0%	31	33	6.5%	
Days on Market	80	76	-5.0%	59	61	3.4%	
SP\$/SqFt	\$132.65	\$116.80	-11.9%	\$126.54	\$142.06	12.3%	
Median Sales Price*	\$195,000	\$165,000	-15.4%	\$185,000	\$186,000	0.5%	
Average Sales Price*	\$195,000	\$196,500	0.8%	\$179,119	\$189,132	5.6%	
Percent of List Price Received*	91%	97%	6.6%	100%	98%	-2.0%	
Months Supply of Inventory	7	3	-57.1%				
Total Volume (in 1000's)	\$195,000	\$589,500	202.3%	\$5,552,700	\$6,241,365	-2.0%	

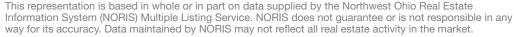
# **All Properties Combined**

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



Key Metrics	Historical Sparkbars	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings	12-2021 6-2022 12-2022 6-2023 12-2023	521	512	- 1.7%	12,442	10,885	- 12.5%
Pending Sales	12-2021 6-2022 12-2022 6-2023 12-2023	659	630	- 4.4%	10,756	9,392	- 12.7%
Closed Sales	12-2021 6-2022 12-2022 6-2023 12-2023	780	693	- 11.2%	10,824	9,357	- 13.6%
Days on Market Until Sale	12-2021 6-2022 12-2022 6-2023 12-2023	68	62	- 8.8%	60	60	0.0%
Median Sales Price	12-2021 6-2022 12-2022 6-2023 12-2023	\$153,000	\$169,900	+ 11.0%	\$169,900	\$175,000	+ 3.0%
Average Sales Price	12-2021 6-2022 12-2022 6-2023 12-2023	\$182,274	\$198,283	+ 8.8%	\$202,307	\$208,895	+ 3.3%
Percent of List Price Received	12-2021 6-2022 12-2022 6-2023 12-2023	98.1%	98.5%	+ 0.4%	99.9%	99.8%	- 0.1%
Housing Affordability Index	12-2021 6-2022 12-2022 6-2023 12-2023	184	165	- 10.3%	166	160	- 3.6%
Inventory of Homes for Sale	12-2021 6-2022 12-2022 6-2023 12-2023	1,615	1,494	- 7.5%	_	_	_
Months Supply of Inventory	12-2021 6-2022 12-2022 6-2023 12-2023	1.8	1.9	+ 5.6%	_	-	_

# **Local Market Update – December 2023**This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate





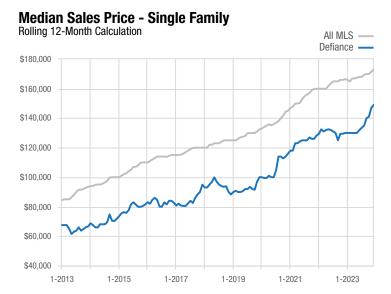
### **Defiance**

MLS Area 61: 43512

Single Family		December			Year to Date	
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	14	7	- 50.0%	228	187	- 18.0%
Pending Sales	12	17	+ 41.7%	214	180	- 15.9%
Closed Sales	12	23	+ 91.7%	214	181	- 15.4%
Days on Market Until Sale	61	51	- 16.4%	71	57	- 19.7%
Median Sales Price*	\$155,000	\$175,000	+ 12.9%	\$130,000	\$148,950	+ 14.6%
Average Sales Price*	\$168,200	\$177,309	+ 5.4%	\$144,207	\$159,227	+ 10.4%
Percent of List Price Received*	100.7%	96.7%	- 4.0%	99.2%	98.0%	- 1.2%
Inventory of Homes for Sale	34	18	- 47.1%		_	_
Months Supply of Inventory	1.9	1.2	- 36.8%			_

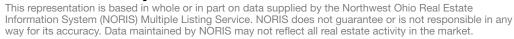
Condo-Villa	December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	1	1	0.0%	9	11	+ 22.2%
Pending Sales	0	0		7	9	+ 28.6%
Closed Sales	0	0		7	9	+ 28.6%
Days on Market Until Sale		_		55	34	- 38.2%
Median Sales Price*		_		\$179,900	\$230,000	+ 27.8%
Average Sales Price*		_		\$185,686	\$196,422	+ 5.8%
Percent of List Price Received*		_	_	100.2%	99.4%	- 0.8%
Inventory of Homes for Sale	2	3	+ 50.0%		_	_
Months Supply of Inventory	1.4	2.0	+ 42.9%		_	_

<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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### **Napoleon**

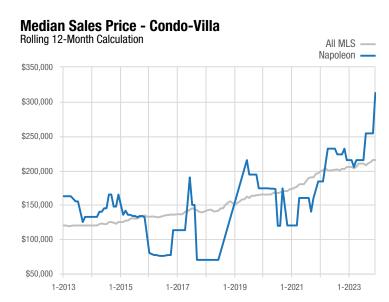
MLS Area 76: 43545

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	4	5	+ 25.0%	157	80	- 49.0%		
Pending Sales	7	8	+ 14.3%	134	77	- 42.5%		
Closed Sales	8	8	0.0%	138	76	- 44.9%		
Days on Market Until Sale	100	54	- 46.0%	67	74	+ 10.4%		
Median Sales Price*	\$150,650	\$125,000	- 17.0%	\$158,000	\$172,500	+ 9.2%		
Average Sales Price*	\$222,750	\$147,876	- 33.6%	\$181,232	\$182,605	+ 0.8%		
Percent of List Price Received*	99.8%	96.6%	- 3.2%	98.3%	99.0%	+ 0.7%		
Inventory of Homes for Sale	23	18	- 21.7%		_	_		
Months Supply of Inventory	2.1	2.8	+ 33.3%		_	_		

Condo-Villa		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	0	0		3	2	- 33.3%		
Pending Sales	0	0		3	1	- 66.7%		
Closed Sales	1	0	- 100.0%	3	1	- 66.7%		
Days on Market Until Sale	80		_	50	8	- 84.0%		
Median Sales Price*	\$195,000		_	\$215,000	\$312,683	+ 45.4%		
Average Sales Price*	\$195,000		_	\$216,500	\$312,683	+ 44.4%		
Percent of List Price Received*	90.7%		_	95.5%	100.0%	+ 4.7%		
Inventory of Homes for Sale	0	1			_	_		
Months Supply of Inventory		1.0			_	_		

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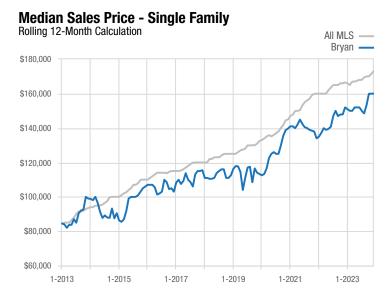
### **Bryan**

MLS Area 87: 43506

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	16	8	- 50.0%	201	178	- 11.4%		
Pending Sales	11	16	+ 45.5%	185	169	- 8.6%		
Closed Sales	15	14	- 6.7%	188	167	- 11.2%		
Days on Market Until Sale	58	77	+ 32.8%	66	69	+ 4.5%		
Median Sales Price*	\$139,900	\$159,950	+ 14.3%	\$152,000	\$160,000	+ 5.3%		
Average Sales Price*	\$245,947	\$159,061	- 35.3%	\$183,330	\$166,839	- 9.0%		
Percent of List Price Received*	98.5%	96.4%	- 2.1%	99.1%	98.0%	- 1.1%		
Inventory of Homes for Sale	37	25	- 32.4%		_	_		
Months Supply of Inventory	2.4	1.8	- 25.0%			_		

Condo-Villa		December			Year to Date	
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	1	1	0.0%	7	3	- 57.1%
Pending Sales	0	1		5	3	- 40.0%
Closed Sales	0	1	_	5	3	- 40.0%
Days on Market Until Sale		167	_	52	97	+ 86.5%
Median Sales Price*		\$298,500	_	\$198,000	\$265,000	+ 33.8%
Average Sales Price*		\$298,500	_	\$183,500	\$212,833	+ 16.0%
Percent of List Price Received*		100.0%	_	105.2%	97.6%	- 7.2%
Inventory of Homes for Sale	2	1	- 50.0%		_	_
Months Supply of Inventory	1.6	0.7	- 56.3%		_	_

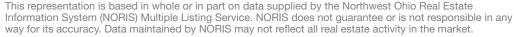
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# **Local Market Update – December 2023**This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate





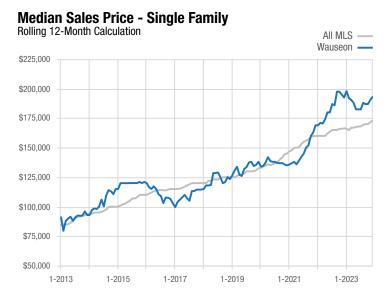
### Wauseon

MLS Area 96: 43567

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	5	1	- 80.0%	151	104	- 31.1%		
Pending Sales	8	7	- 12.5%	113	97	- 14.2%		
Closed Sales	11	8	- 27.3%	115	96	- 16.5%		
Days on Market Until Sale	87	64	- 26.4%	62	75	+ 21.0%		
Median Sales Price*	\$189,000	\$238,000	+ 25.9%	\$192,500	\$193,000	+ 0.3%		
Average Sales Price*	\$205,786	\$223,950	+ 8.8%	\$208,826	\$223,383	+ 7.0%		
Percent of List Price Received*	100.3%	100.0%	- 0.3%	99.3%	99.2%	- 0.1%		
Inventory of Homes for Sale	23	9	- 60.9%		_	_		
Months Supply of Inventory	2.4	1.1	- 54.2%		_	_		

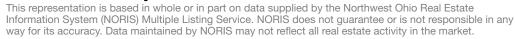
Condo-Villa		December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	0	0		3	5	+ 66.7%	
Pending Sales	0	0		3	5	+ 66.7%	
Closed Sales	0	0		3	5	+ 66.7%	
Days on Market Until Sale	_	_		33	44	+ 33.3%	
Median Sales Price*		_	_	\$164,000	\$219,900	+ 34.1%	
Average Sales Price*	_	_	_	\$150,667	\$178,960	+ 18.8%	
Percent of List Price Received*	_		_	97.7%	99.0%	+ 1.3%	
Inventory of Homes for Sale	0	0	_		_	_	
Months Supply of Inventory						_	

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### **Archbold**

MLS Area 98: 43502

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	2	6	+ 200.0%	63	69	+ 9.5%		
Pending Sales	6	2	- 66.7%	54	55	+ 1.9%		
Closed Sales	3	1	- 66.7%	51	57	+ 11.8%		
Days on Market Until Sale	88	64	- 27.3%	64	49	- 23.4%		
Median Sales Price*	\$136,499	\$249,900	+ 83.1%	\$171,000	\$200,000	+ 17.0%		
Average Sales Price*	\$149,833	\$249,900	+ 66.8%	\$202,410	\$212,281	+ 4.9%		
Percent of List Price Received*	95.2%	100.0%	+ 5.0%	98.3%	100.1%	+ 1.8%		
Inventory of Homes for Sale	9	18	+ 100.0%		_	_		
Months Supply of Inventory	2.0	3.9	+ 95.0%		_			

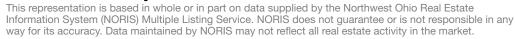
Condo-Villa		December		Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	1	1	0.0%	4	5	+ 25.0%	
Pending Sales	0	1	_	2	6	+ 200.0%	
Closed Sales	0	1	_	2	6	+ 200.0%	
Days on Market Until Sale	_	0	_	27	55	+ 103.7%	
Median Sales Price*		\$165,000		\$160,000	\$185,000	+ 15.6%	
Average Sales Price*	_	\$165,000	_	\$160,000	\$173,667	+ 8.5%	
Percent of List Price Received*	_	100.0%		101.8%	99.0%	- 2.8%	
Inventory of Homes for Sale	2	0	- 100.0%	_	_	_	
Months Supply of Inventory	2.0				_	_	

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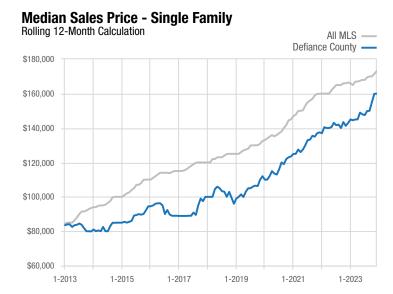


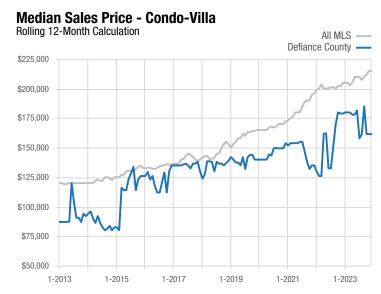
# **Defiance County**

Single Family		December			Year to Date	
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	22	15	- 31.8%	436	390	- 10.6%
Pending Sales	23	28	+ 21.7%	385	367	- 4.7%
Closed Sales	28	36	+ 28.6%	389	368	- 5.4%
Days on Market Until Sale	62	55	- 11.3%	69	65	- 5.8%
Median Sales Price*	\$149,950	\$167,500	+ 11.7%	\$142,950	\$160,000	+ 11.9%
Average Sales Price*	\$177,900	\$180,492	+ 1.5%	\$158,453	\$177,342	+ 11.9%
Percent of List Price Received*	99.6%	96.6%	- 3.0%	98.9%	98.8%	- 0.1%
Inventory of Homes for Sale	69	46	- 33.3%		_	_
Months Supply of Inventory	2.2	1.5	- 31.8%		_	_

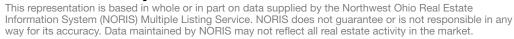
Condo-Villa		December		Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	1	1	0.0%	15	21	+ 40.0%
Pending Sales	0	0		14	17	+ 21.4%
Closed Sales	0	0		14	16	+ 14.3%
Days on Market Until Sale		_		56	68	+ 21.4%
Median Sales Price*		_	_	\$178,950	\$161,500	- 9.8%
Average Sales Price*		_	_	\$165,700	\$186,711	+ 12.7%
Percent of List Price Received*		_	_	99.5%	98.4%	- 1.1%
Inventory of Homes for Sale	2	4	+ 100.0%		_	_
Months Supply of Inventory	1.1	2.1	+ 90.9%		_	

<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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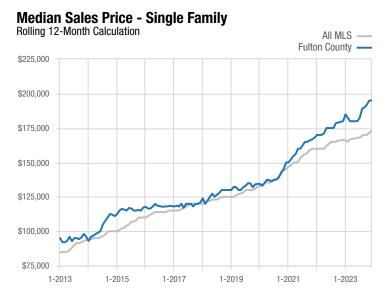


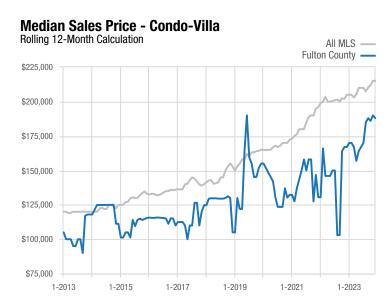
# **Fulton County**

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	13	13	0.0%	453	359	- 20.8%		
Pending Sales	26	19	- 26.9%	378	330	- 12.7%		
Closed Sales	27	21	- 22.2%	380	332	- 12.6%		
Days on Market Until Sale	76	64	- 15.8%	60	62	+ 3.3%		
Median Sales Price*	\$196,000	\$214,000	+ 9.2%	\$180,000	\$195,000	+ 8.3%		
Average Sales Price*	\$208,565	\$208,876	+ 0.1%	\$205,071	\$225,782	+ 10.1%		
Percent of List Price Received*	98.5%	100.9%	+ 2.4%	99.5%	100.8%	+ 1.3%		
Inventory of Homes for Sale	56	44	- 21.4%	_	_	_		
Months Supply of Inventory	1.8	1.6	- 11.1%	_				

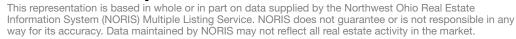
Condo-Villa		December		Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	1	1	0.0%	8	11	+ 37.5%
Pending Sales	0	1	_	6	12	+ 100.0%
Closed Sales	0	1		6	12	+ 100.0%
Days on Market Until Sale	_	0	_	52	48	- 7.7%
Median Sales Price*	_	\$165,000		\$167,000	\$188,000	+ 12.6%
Average Sales Price*	_	\$165,000	_	\$168,250	\$181,400	+ 7.8%
Percent of List Price Received*	_	100.0%		98.8%	99.3%	+ 0.5%
Inventory of Homes for Sale	2	0	- 100.0%		_	_
Months Supply of Inventory	1.3		_		_	_

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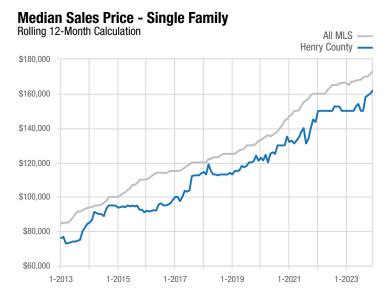


# **Henry County**

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	7	10	+ 42.9%	282	197	- 30.1%		
Pending Sales	14	12	- 14.3%	253	183	- 27.7%		
Closed Sales	15	15	0.0%	256	184	- 28.1%		
Days on Market Until Sale	92	51	- 44.6%	67	65	- 3.0%		
Median Sales Price*	\$146,300	\$162,500	+ 11.1%	\$150,000	\$161,750	+ 7.8%		
Average Sales Price*	\$171,427	\$170,717	- 0.4%	\$175,658	\$169,940	- 3.3%		
Percent of List Price Received*	97.4%	95.9%	- 1.5%	97.9%	98.6%	+ 0.7%		
Inventory of Homes for Sale	35	31	- 11.4%	_		_		
Months Supply of Inventory	1.7	2.0	+ 17.6%	_				

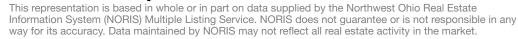
Condo-Villa		December		Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	0	0		4	2	- 50.0%
Pending Sales	0	0		4	1	- 75.0%
Closed Sales	1	0	- 100.0%	4	1	- 75.0%
Days on Market Until Sale	80	_	_	55	8	- 85.5%
Median Sales Price*	\$195,000		_	\$205,000	\$312,683	+ 52.5%
Average Sales Price*	\$195,000	_	_	\$197,875	\$312,683	+ 58.0%
Percent of List Price Received*	90.7%		_	95.8%	100.0%	+ 4.4%
Inventory of Homes for Sale	0	1			_	_
Months Supply of Inventory		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.





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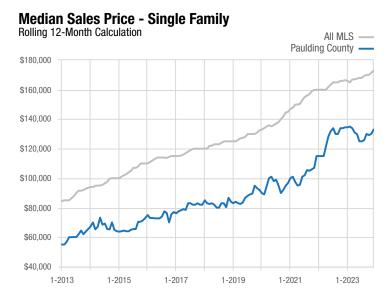


## **Paulding County**

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	10	6	- 40.0%	181	154	- 14.9%		
Pending Sales	14	7	- 50.0%	159	125	- 21.4%		
Closed Sales	12	7	- 41.7%	159	128	- 19.5%		
Days on Market Until Sale	99	64	- 35.4%	74	73	- 1.4%		
Median Sales Price*	\$119,900	\$167,000	+ 39.3%	\$134,500	\$133,000	- 1.1%		
Average Sales Price*	\$130,536	\$153,357	+ 17.5%	\$151,790	\$147,767	- 2.7%		
Percent of List Price Received*	92.5%	99.3%	+ 7.4%	96.7%	96.9%	+ 0.2%		
Inventory of Homes for Sale	26	29	+ 11.5%		_	_		
Months Supply of Inventory	2.0	2.8	+ 40.0%		_	_		

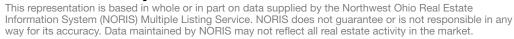
Condo-Villa		December		Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	0	0	_	0	1	_	
Pending Sales	0	1	_	0	1	_	
Closed Sales	0	1	_	0	1	_	
Days on Market Until Sale	_	61	_	_	61	_	
Median Sales Price*		\$126,000	_	_	\$126,000	_	
Average Sales Price*	_	\$126,000	_	_	\$126,000	_	
Percent of List Price Received*	_	90.0%	_		90.0%	_	
Inventory of Homes for Sale	0	0	_	_	_	_	
Months Supply of Inventory	_				_	_	

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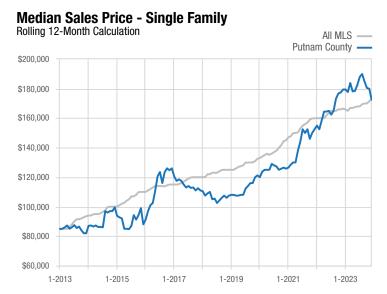


# **Putnam County**

Single Family		December			Year to Date	
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	7	6	- 14.3%	114	97	- 14.9%
Pending Sales	8	9	+ 12.5%	103	85	- 17.5%
Closed Sales	9	9	0.0%	105	84	- 20.0%
Days on Market Until Sale	74	64	- 13.5%	74	66	- 10.8%
Median Sales Price*	\$183,900	\$162,250	- 11.8%	\$179,500	\$172,500	- 3.9%
Average Sales Price*	\$179,767	\$186,188	+ 3.6%	\$196,975	\$183,120	- 7.0%
Percent of List Price Received*	93.1%	94.4%	+ 1.4%	96.3%	98.6%	+ 2.4%
Inventory of Homes for Sale	18	16	- 11.1%		_	_
Months Supply of Inventory	2.1	2.3	+ 9.5%		_	_

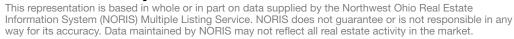
Condo-Villa		December		Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	0	0		1	0	- 100.0%	
Pending Sales	0	0		1	0	- 100.0%	
Closed Sales	0	0		1	0	- 100.0%	
Days on Market Until Sale		-		57	_	_	
Median Sales Price*			_	\$193,000	_	_	
Average Sales Price*			_	\$193,000	_	_	
Percent of List Price Received*			_	99.0%	_	_	
Inventory of Homes for Sale	0	0	_	_	_	_	
Months Supply of Inventory		_			_	_	

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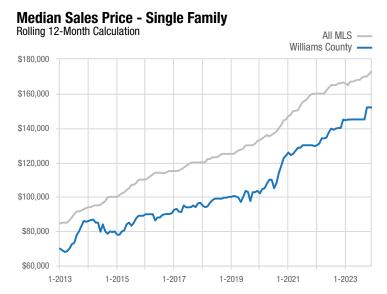


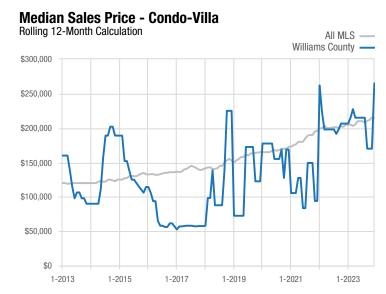
# **Williams County**

Single Family		December			Year to Date			
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change		
New Listings	31	17	- 45.2%	462	456	- 1.3%		
Pending Sales	35	30	- 14.3%	414	416	+ 0.5%		
Closed Sales	43	39	- 9.3%	422	412	- 2.4%		
Days on Market Until Sale	69	66	- 4.3%	70	69	- 1.4%		
Median Sales Price*	\$148,500	\$151,950	+ 2.3%	\$144,900	\$152,000	+ 4.9%		
Average Sales Price*	\$242,629	\$146,520	- 39.6%	\$168,785	\$164,881	- 2.3%		
Percent of List Price Received*	96.0%	97.4%	+ 1.5%	97.7%	98.3%	+ 0.6%		
Inventory of Homes for Sale	82	58	- 29.3%	_	_	_		
Months Supply of Inventory	2.4	1.7	- 29.2%		_	_		

Condo-Villa		December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change	
New Listings	1	1	0.0%	7	7	0.0%	
Pending Sales	0	1	_	6	3	- 50.0%	
Closed Sales	0	1	_	6	3	- 50.0%	
Days on Market Until Sale	_	167	_	79	97	+ 22.8%	
Median Sales Price*		\$298,500	_	\$206,500	\$265,000	+ 28.3%	
Average Sales Price*	_	\$298,500	_	\$206,483	\$212,833	+ 3.1%	
Percent of List Price Received*		100.0%	_	104.4%	97.6%	- 6.5%	
Inventory of Homes for Sale	2	2	0.0%		_	_	
Months Supply of Inventory	1.7	1.3	- 23.5%		_	_	

<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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