

Local Market Update – February 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales grew 3.1% month-over-month to a seasonally adjusted annual rate of 4.00 million, exceeding economists' expectations and marking the strongest sales pace since August 2023, according to the National Association of REALTORS® (NAR). Falling interest rates late last year, coupled with a recent uptick in inventory, helped existing-home sales to climb following last month's decline, with monthly gains reported in the Midwest, South, and West regions.

Total inventory heading into February stood at 1.01 million units, a 2% increase from the previous month and a 3.1% increase from the same time last year, for a 3 months' supply at the current sales pace, according to NAR. Although buyers may find additional options in their home search, inventory remains below the 5-6 months' supply of a balanced market, and demand is exceeding supply. As a result, existing-home sales prices have continued to rise, climbing 5.1% year-over-year to \$379,100.

Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	113	114	0.9%	230	202	-12.2%
Closed Sales	105	69	-34.3%	199	146	-26.6%
Days on Market	76	73	-3.9%	74	71	-4.1%
SP\$/SqFt	\$103.20	\$111.88	8.4%	\$104.65	\$115.30	10.2%
Median Sales Price*	\$148,000	\$157,400	6.4%	\$150,000	\$162,450	8.3%
Average Sales Price*	\$158,479	\$177,436	12.0%	\$163,953	\$188,866	15.2%
Percent of List Price Received*	96%	98%	---	97%	98%	1.0%
Months Supply of Inventory	4	5	25.0%	---	---	---
Total Volume	\$16,640,288	\$12,243,063	-26.4%	\$32,626,738	\$27,574,483	-15.5%

Condo/Villa	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	4	0	-100.0%	9	2	-77.8%
Closed Sales	2	0	-100.0%	4	3	-25.0%
Days on Market	24	---	---	31	55	77.4%
SP\$/SqFt	\$166.12	---	---	\$160.86	\$161.40	0.3%
Median Sales Price*	\$184,000	---	---	\$164,000	\$303,596	85.1%
Average Sales Price*	\$184,000	---	---	\$172,000	\$240,499	39.8%
Percent of List Price Received*	100%	---	---	99%	100%	1.0%
Months Supply of Inventory	6	---	---	---	---	---
Total Volume (in 1000's)	\$368,000	---	---	\$688,000	\$721,496	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.

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	2-2023	2-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		700	688	- 1.7%	1,409	1,391	- 1.3%
Pending Sales		633	639	+ 0.9%	1,221	1,211	- 0.8%
Closed Sales		602	600	- 0.3%	1,155	1,142	- 1.1%
Days on Market Until Sale		74	71	- 4.1%	73	71	- 2.7%
Median Sales Price		\$153,000	\$168,000	+ 9.8%	\$155,000	\$165,000	+ 6.5%
Average Sales Price		\$177,439	\$195,773	+ 10.3%	\$180,643	\$192,591	+ 6.6%
Percent of List Price Received		97.0%	97.8%	+ 0.8%	97.2%	97.8%	+ 0.6%
Housing Affordability Index		199	176	- 11.6%	196	180	- 8.2%
Inventory of Homes for Sale		1,517	1,460	- 3.8%	—	—	—
Months Supply of Inventory		1.7	1.9	+ 11.8%	—	—	—

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Defiance

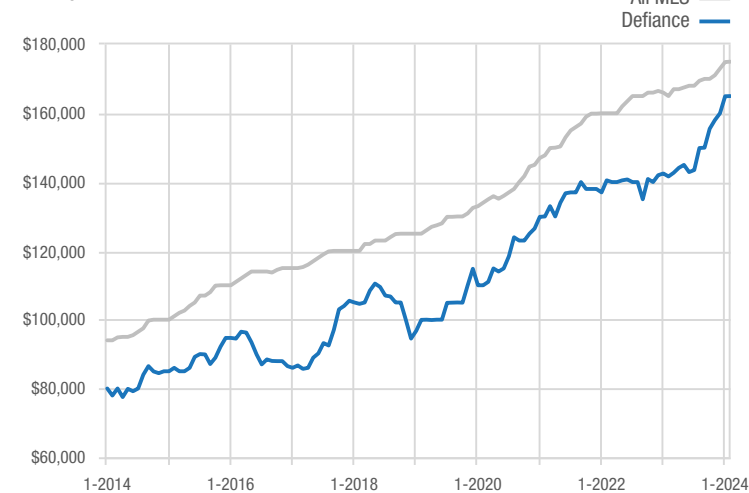
Zip Code 43512

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	17	26	+ 52.9%	42	33	- 21.4%
Pending Sales	26	11	- 57.7%	47	19	- 59.6%
Closed Sales	23	11	- 52.2%	43	19	- 55.8%
Days on Market Until Sale	80	87	+ 8.8%	83	78	- 6.0%
Median Sales Price*	\$130,000	\$126,875	- 2.4%	\$139,900	\$165,000	+ 17.9%
Average Sales Price*	\$131,552	\$155,783	+ 18.4%	\$146,595	\$174,585	+ 19.1%
Percent of List Price Received*	95.0%	97.5%	+ 2.6%	95.6%	98.1%	+ 2.6%
Inventory of Homes for Sale	37	37	0.0%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	3	1	- 66.7%	5	1	- 80.0%
Pending Sales	3	0	- 100.0%	3	1	- 66.7%
Closed Sales	1	0	- 100.0%	1	3	+ 200.0%
Days on Market Until Sale	25	—	—	25	55	+ 120.0%
Median Sales Price*	\$230,000	—	—	\$230,000	\$303,596	+ 32.0%
Average Sales Price*	\$230,000	—	—	\$230,000	\$240,499	+ 4.6%
Percent of List Price Received*	100.0%	—	—	100.0%	100.2%	+ 0.2%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Napoleon

Zip Code 43545

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	4	3	- 25.0%	11	18	+ 63.6%
Pending Sales	9	8	- 11.1%	17	13	- 23.5%
Closed Sales	9	7	- 22.2%	16	13	- 18.8%
Days on Market Until Sale	62	77	+ 24.2%	68	62	- 8.8%
Median Sales Price*	\$150,000	\$189,500	+ 26.3%	\$179,250	\$178,500	- 0.4%
Average Sales Price*	\$145,778	\$208,129	+ 42.8%	\$188,156	\$187,838	- 0.2%
Percent of List Price Received*	92.7%	99.8%	+ 7.7%	95.5%	97.8%	+ 2.4%
Inventory of Homes for Sale	17	22	+ 29.4%	—	—	—
Months Supply of Inventory	1.3	3.0	+ 130.8%	—	—	—

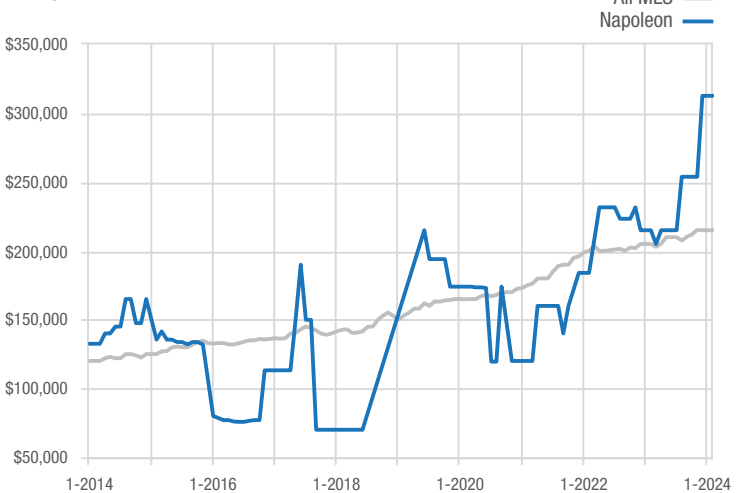
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Bryan

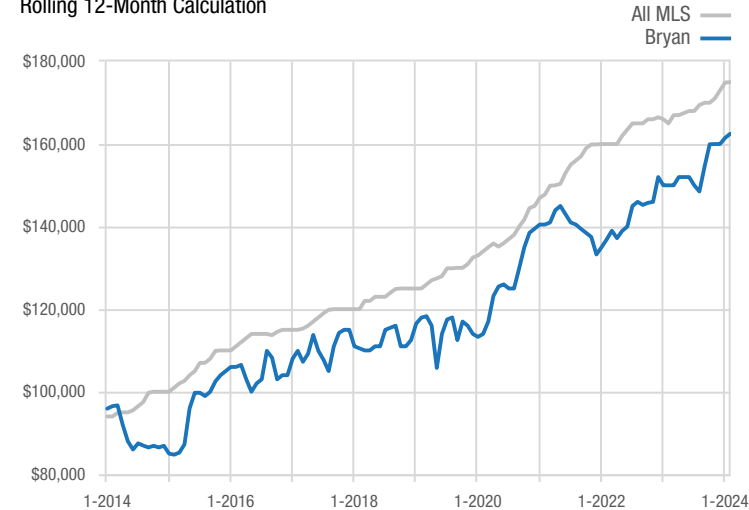
Zip Code 43506

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	14	16	+ 14.3%	25	29	+ 16.0%
Pending Sales	18	7	- 61.1%	31	20	- 35.5%
Closed Sales	19	6	- 68.4%	28	18	- 35.7%
Days on Market Until Sale	74	72	- 2.7%	67	68	+ 1.5%
Median Sales Price*	\$149,500	\$145,000	- 3.0%	\$154,500	\$177,450	+ 14.9%
Average Sales Price*	\$156,439	\$202,792	+ 29.6%	\$149,974	\$205,447	+ 37.0%
Percent of List Price Received*	97.3%	93.7%	- 3.7%	97.8%	95.6%	- 2.2%
Inventory of Homes for Sale	27	37	+ 37.0%	—	—	—
Months Supply of Inventory	1.7	2.8	+ 64.7%	—	—	—

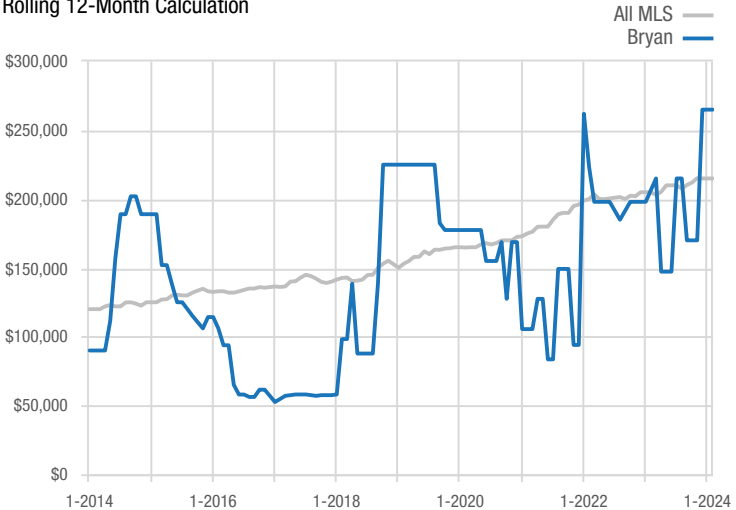
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	3.0	0.7	- 76.7%	—	—	—

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Median Sales Price - Single Family
Rolling 12-Month Calculation



Median Sales Price - Condo-Villa
Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.
Current as of May 14, 2024. All data from Northwest Ohio Real Estate Information System. Report © 2024 ShowingTime Plus, LLC.

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Wauseon

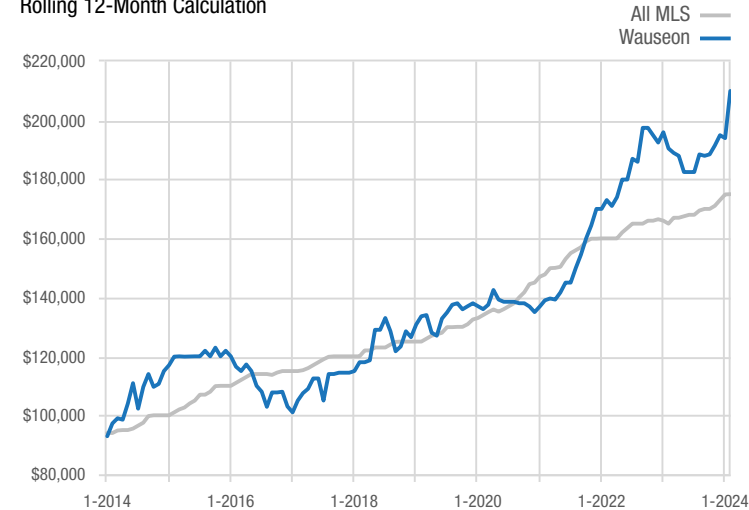
Zip Code 43567

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	8	7	- 12.5%	15	13	- 13.3%
Pending Sales	9	4	- 55.6%	15	5	- 66.7%
Closed Sales	9	2	- 77.8%	12	4	- 66.7%
Days on Market Until Sale	93	29	- 68.8%	96	77	- 19.8%
Median Sales Price*	\$150,000	\$250,500	+ 67.0%	\$180,000	\$250,500	+ 39.2%
Average Sales Price*	\$152,278	\$250,500	+ 64.5%	\$185,458	\$247,500	+ 33.5%
Percent of List Price Received*	93.5%	101.2%	+ 8.2%	93.1%	98.6%	+ 5.9%
Inventory of Homes for Sale	21	15	- 28.6%	—	—	—
Months Supply of Inventory	2.2	2.0	- 9.1%	—	—	—

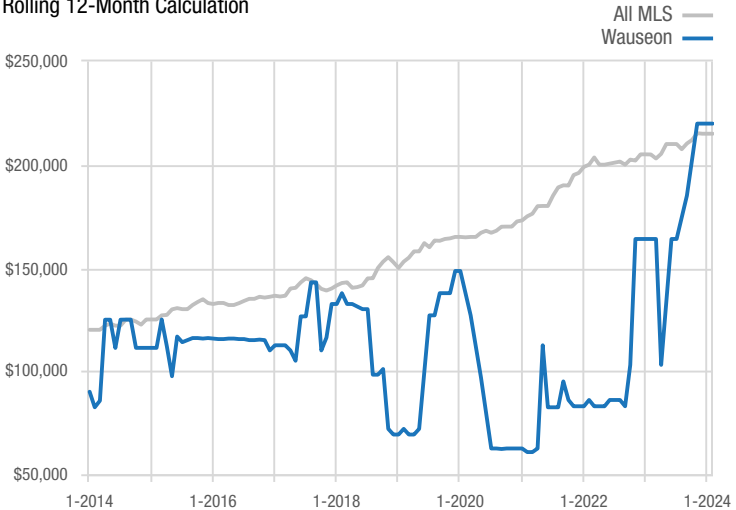
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price 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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Archbold

Zip Code 43502

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	8	5	- 37.5%	13	5	- 61.5%
Pending Sales	4	4	0.0%	6	13	+ 116.7%
Closed Sales	4	3	- 25.0%	9	12	+ 33.3%
Days on Market Until Sale	47	84	+ 78.7%	49	70	+ 42.9%
Median Sales Price*	\$174,500	\$205,000	+ 17.5%	\$193,500	\$195,000	+ 0.8%
Average Sales Price*	\$206,000	\$200,667	- 2.6%	\$212,750	\$209,992	- 1.3%
Percent of List Price Received*	96.2%	105.3%	+ 9.5%	97.7%	97.8%	+ 0.1%
Inventory of Homes for Sale	16	10	- 37.5%	—	—	—
Months Supply of Inventory	3.4	1.9	- 44.1%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	32	—	—
Median Sales Price*	—	—	—	\$190,000	—	—
Average Sales Price*	—	—	—	\$190,000	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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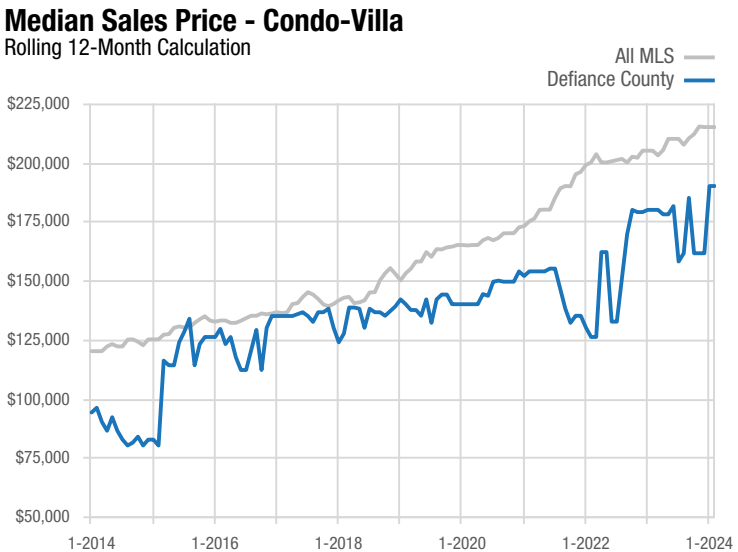
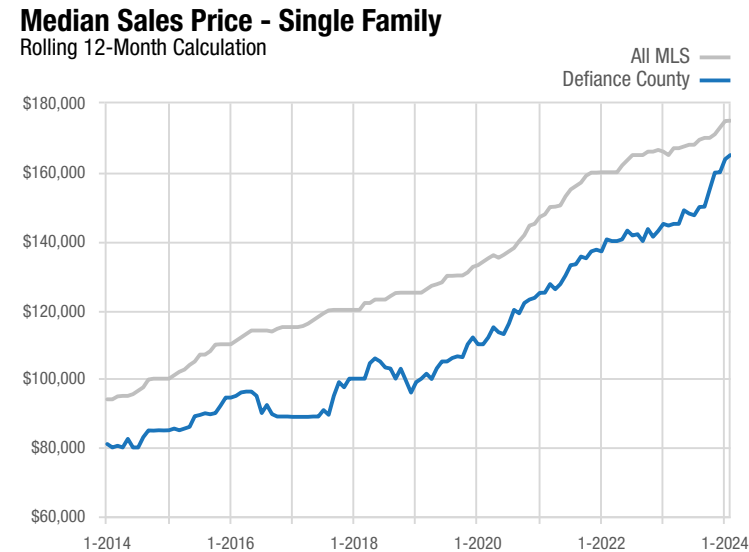


Defiance County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	21	32	+ 52.4%	47	44	- 6.4%
Pending Sales	26	15	- 42.3%	55	31	- 43.6%
Closed Sales	27	16	- 40.7%	53	30	- 43.4%
Days on Market Until Sale	85	72	- 15.3%	84	69	- 17.9%
Median Sales Price*	\$143,500	\$122,938	- 14.3%	\$148,000	\$145,938	- 1.4%
Average Sales Price*	\$137,944	\$149,288	+ 8.2%	\$152,007	\$181,262	+ 19.2%
Percent of List Price Received*	95.7%	96.8%	+ 1.1%	96.4%	97.7%	+ 1.3%
Inventory of Homes for Sale	51	54	+ 5.9%	—	—	—
Months Supply of Inventory	1.6	1.9	+ 18.8%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	3	1	- 66.7%	7	1	- 85.7%
Pending Sales	3	0	- 100.0%	4	1	- 75.0%
Closed Sales	2	0	- 100.0%	3	3	0.0%
Days on Market Until Sale	24	—	—	31	55	+ 77.4%
Median Sales Price*	\$184,000	—	—	\$138,000	\$303,596	+ 120.0%
Average Sales Price*	\$184,000	—	—	\$166,000	\$240,499	+ 44.9%
Percent of List Price Received*	100.0%	—	—	98.5%	100.2%	+ 1.7%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

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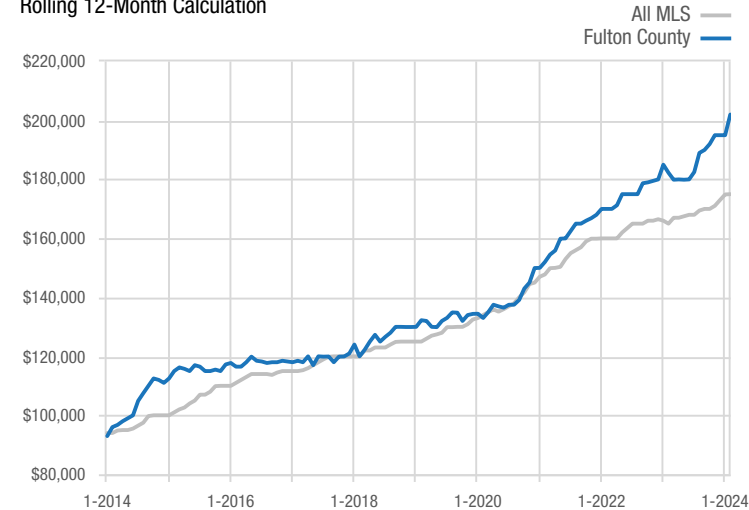
Fulton County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	31	28	- 9.7%	58	50	- 13.8%
Pending Sales	27	19	- 29.6%	42	38	- 9.5%
Closed Sales	21	16	- 23.8%	39	36	- 7.7%
Days on Market Until Sale	73	59	- 19.2%	71	70	- 1.4%
Median Sales Price*	\$169,999	\$201,250	+ 18.4%	\$172,500	\$197,500	+ 14.5%
Average Sales Price*	\$176,738	\$201,388	+ 13.9%	\$189,173	\$221,800	+ 17.2%
Percent of List Price Received*	95.2%	100.2%	+ 5.3%	96.2%	99.3%	+ 3.2%
Inventory of Homes for Sale	63	55	- 12.7%	—	—	—
Months Supply of Inventory	2.0	2.0	0.0%	—	—	—

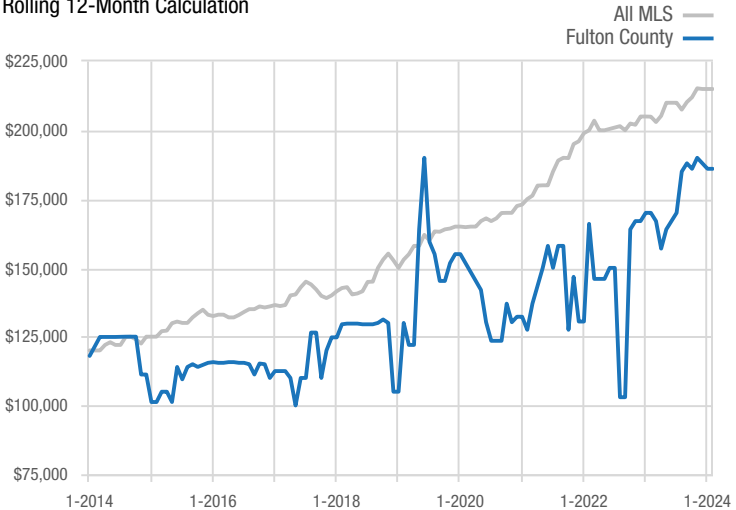
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	32	—	—
Median Sales Price*	—	—	—	\$190,000	—	—
Average Sales Price*	—	—	—	\$190,000	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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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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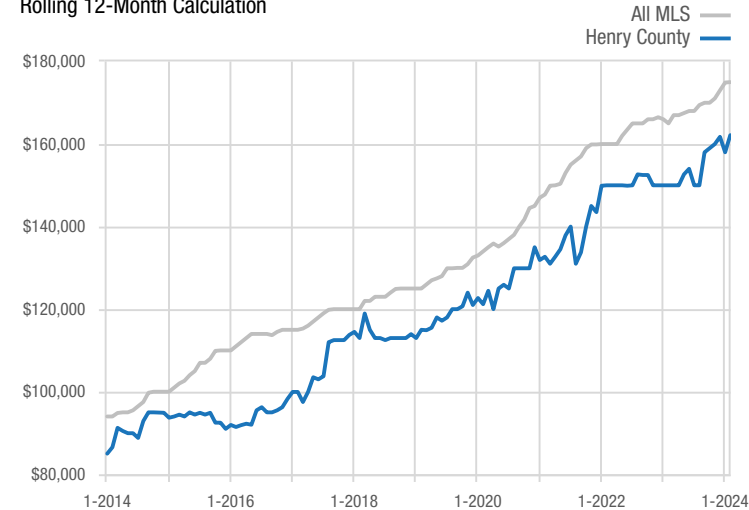
Henry County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	8	14	+ 75.0%	21	33	+ 57.1%
Pending Sales	10	9	- 10.0%	24	23	- 4.2%
Closed Sales	12	9	- 25.0%	24	23	- 4.2%
Days on Market Until Sale	67	95	+ 41.8%	70	65	- 7.1%
Median Sales Price*	\$146,750	\$189,500	+ 29.1%	\$166,000	\$175,000	+ 5.4%
Average Sales Price*	\$141,325	\$198,544	+ 40.5%	\$178,409	\$175,296	- 1.7%
Percent of List Price Received*	94.4%	96.9%	+ 2.6%	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	30	40	+ 33.3%	—	—	—
Months Supply of Inventory	1.5	2.6	+ 73.3%	—	—	—

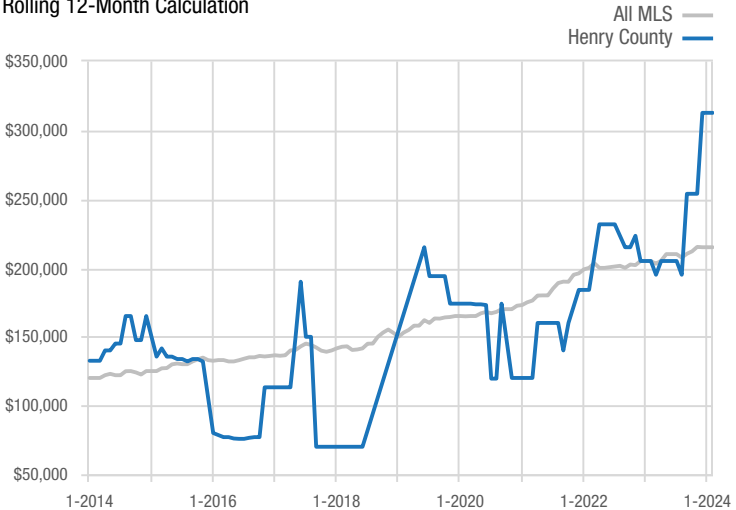
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	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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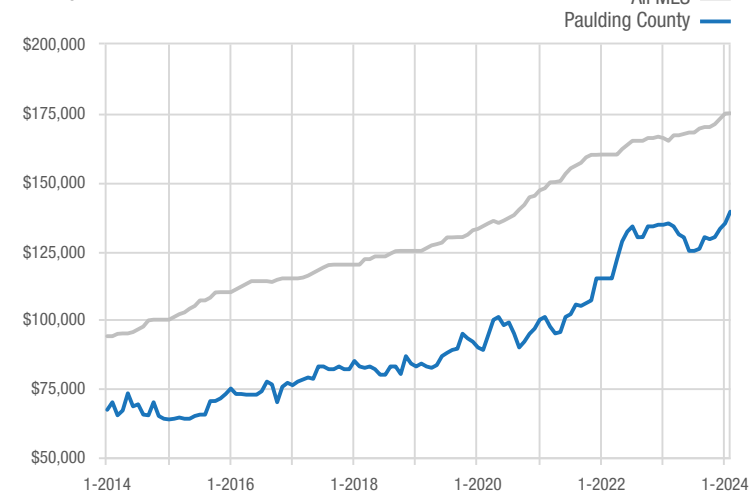
Paulding County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	15	8	- 46.7%	32	19	- 40.6%
Pending Sales	9	15	+ 66.7%	13	20	+ 53.8%
Closed Sales	5	13	+ 160.0%	12	17	+ 41.7%
Days on Market Until Sale	102	66	- 35.3%	83	71	- 14.5%
Median Sales Price*	\$105,000	\$145,600	+ 38.7%	\$112,500	\$145,600	+ 29.4%
Average Sales Price*	\$133,400	\$167,569	+ 25.6%	\$125,063	\$153,863	+ 23.0%
Percent of List Price Received*	99.2%	99.2%	0.0%	100.0%	102.7%	+ 2.7%
Inventory of Homes for Sale	37	24	- 35.1%	—	—	—
Months Supply of Inventory	2.9	2.2	- 24.1%	—	—	—

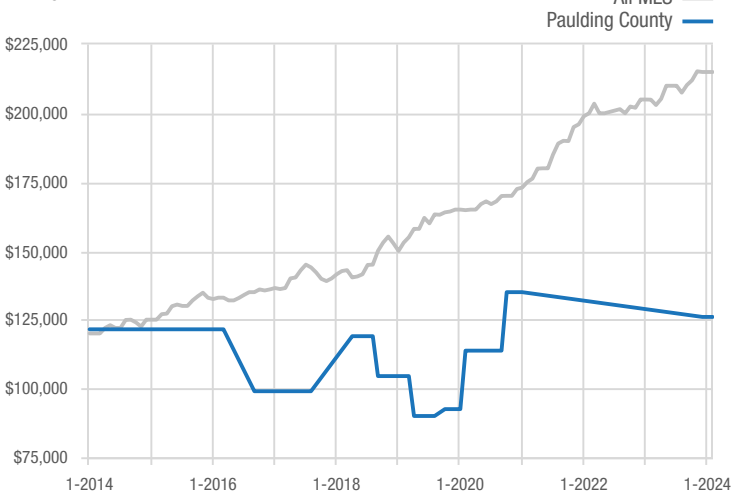
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

* 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.

Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Putnam County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	9	12	+ 33.3%	15	14	- 6.7%
Pending Sales	6	6	0.0%	10	8	- 20.0%
Closed Sales	8	4	- 50.0%	10	7	- 30.0%
Days on Market Until Sale	92	85	- 7.6%	86	71	- 17.4%
Median Sales Price*	\$157,250	\$140,950	- 10.4%	\$114,750	\$135,000	+ 17.6%
Average Sales Price*	\$149,063	\$196,200	+ 31.6%	\$137,040	\$168,471	+ 22.9%
Percent of List Price Received*	96.4%	96.6%	+ 0.2%	97.2%	98.0%	+ 0.8%
Inventory of Homes for Sale	21	23	+ 9.5%	—	—	—
Months Supply of Inventory	2.5	3.3	+ 32.0%	—	—	—

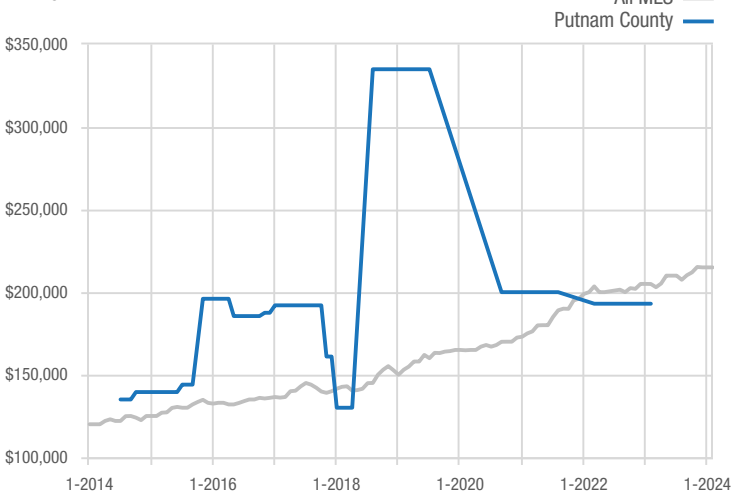
Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Williams County

Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	29	28	- 3.4%	57	52	- 8.8%
Pending Sales	33	17	- 48.5%	66	38	- 42.4%
Closed Sales	32	12	- 62.5%	61	34	- 44.3%
Days on Market Until Sale	67	72	+ 7.5%	63	74	+ 17.5%
Median Sales Price*	\$160,000	\$141,000	- 11.9%	\$140,000	\$147,950	+ 5.7%
Average Sales Price*	\$178,010	\$171,971	- 3.4%	\$167,692	\$187,893	+ 12.0%
Percent of List Price Received*	98.5%	95.9%	- 2.6%	97.8%	97.4%	- 0.4%
Inventory of Homes for Sale	66	65	- 1.5%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	1	0	- 100.0%	2	2	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	4	3	- 25.0%	—	—	—
Months Supply of Inventory	4.0	2.0	- 50.0%	—	—	—

* 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.

