

Local Market Update – January 2025

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months’ supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to prepandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Single Family Key Metrics	January			Year to Date		
	2024	2025	% Change	Thru 1 2024	Thru 1 2025	% Change
New Listings	88	112	27.3%	88	112	27.3%
Closed Sales	77	94	22.1%	77	94	22.1%
Days on Market	69	69	0.0%	69	69	0.0%
SP\$/SqFt	\$118.37	\$133.78	13.0%	\$118.37	\$133.78	13.0%
Median Sales Price*	\$165,000	\$195,125	18.3%	\$165,000	\$195,125	18.3%
Average Sales Price*	\$199,109	\$217,933	9.5%	\$199,109	\$217,933	9.5%
Percent of List Price Received*	98%	100%	2.0%	98%	100%	---
Months Supply of Inventory	4	4	0.0%	---	---	---
Total Volume	\$15,331,420	\$20,485,686	33.6%	\$15,331,420	\$20,485,686	33.6%

Condo/Villa Key Metrics	January			Year to Date		
	2024	2025	% Change	Thru 1 2024	Thru 1 2025	% Change
New Listings	1	0	-100.0%	1	0	-100.0%
Closed Sales	3	0	-100.0%	3	0	-100.0%
Days on Market	55	---	---	55	---	---
SP\$/SqFt	\$161.40	---	---	\$161.40	---	---
Median Sales Price*	\$303,596	---	---	\$303,596	---	---
Average Sales Price*	\$240,499	----	---	\$240,499	----	---
Percent of List Price Received*	100%	---	---	100%	---	---
Months Supply of Inventory	2	---	---	---	---	---
Total Volume (in 1000's)	\$721,496	---	---	\$721,496	---	---

*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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		708	683	- 3.5%	708	683	- 3.5%
Pending Sales		564	577	+ 2.3%	564	577	+ 2.3%
Closed Sales		542	545	+ 0.6%	542	545	+ 0.6%
Days on Market Until Sale		70	74	+ 5.7%	70	74	+ 5.7%
Median Sales Price		\$165,000	\$180,000	+ 9.1%	\$165,000	\$180,000	+ 9.1%
Average Sales Price		\$189,059	\$214,472	+ 13.4%	\$189,059	\$214,472	+ 13.4%
Percent of List Price Received		97.9%	98.9%	+ 1.0%	97.9%	98.9%	+ 1.0%
Housing Affordability Index		184	164	- 10.9%	184	164	- 10.9%
Inventory of Homes for Sale		1,570	1,618	+ 3.1%	—	—	—
Months Supply of Inventory		2.0	2.1	+ 5.0%	—	—	—

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Defiance

Zip Code 43512

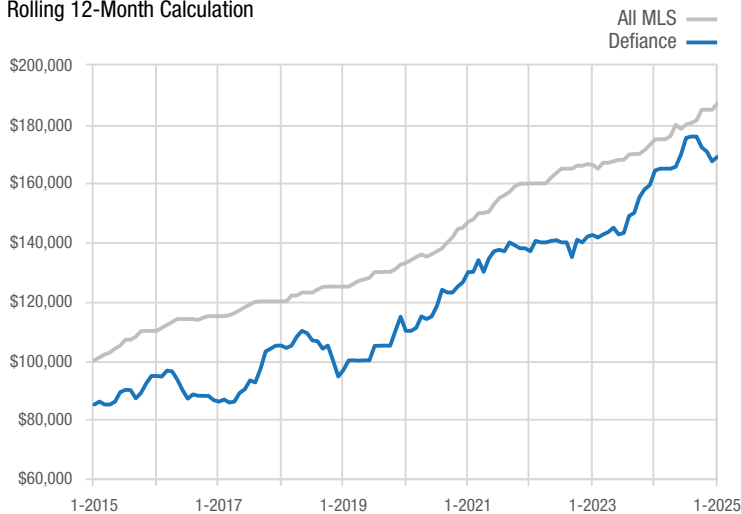
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	7	18	+ 157.1%	7	18	+ 157.1%
Pending Sales	8	13	+ 62.5%	8	13	+ 62.5%
Closed Sales	8	15	+ 87.5%	8	15	+ 87.5%
Days on Market Until Sale	66	55	- 16.7%	66	55	- 16.7%
Median Sales Price*	\$167,250	\$194,250	+ 16.1%	\$167,250	\$194,250	+ 16.1%
Average Sales Price*	\$200,438	\$199,350	- 0.5%	\$200,438	\$199,350	- 0.5%
Percent of List Price Received*	98.9%	96.0%	- 2.9%	98.9%	96.0%	- 2.9%
Inventory of Homes for Sale	23	43	+ 87.0%	—	—	—
Months Supply of Inventory	1.1	2.2	+ 100.0%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	0	1	—	0	1	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	55	—	—	55	—	—
Median Sales Price*	\$303,596	—	—	\$303,596	—	—
Average Sales Price*	\$240,499	—	—	\$240,499	—	—
Percent of List Price Received*	100.2%	—	—	100.2%	—	—
Inventory of Homes for Sale	3	5	+ 66.7%	—	—	—
Months Supply of Inventory	1.6	2.7	+ 68.8%	—	—	—

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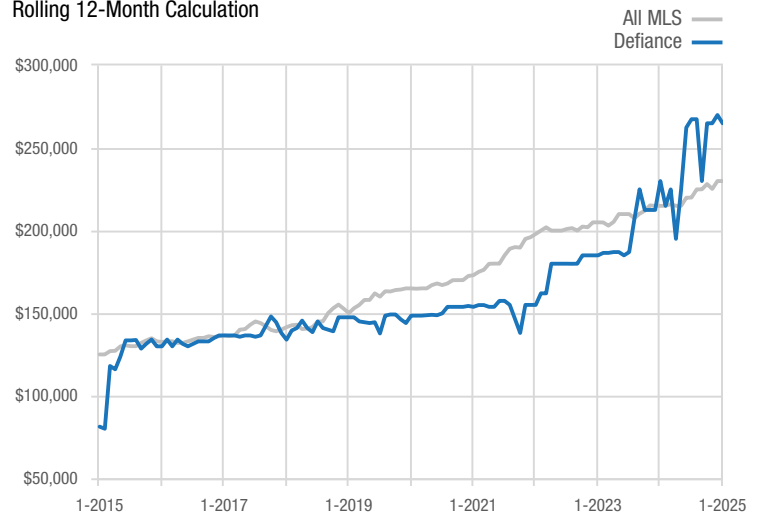
Median Sales Price - Single Family

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.

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Napoleon

Zip Code 43545

Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	13	9	- 30.8%	13	9	- 30.8%
Pending Sales	5	4	- 20.0%	5	4	- 20.0%
Closed Sales	6	7	+ 16.7%	6	7	+ 16.7%
Days on Market Until Sale	44	58	+ 31.8%	44	58	+ 31.8%
Median Sales Price*	\$138,000	\$220,000	+ 59.4%	\$138,000	\$220,000	+ 59.4%
Average Sales Price*	\$164,167	\$224,714	+ 36.9%	\$164,167	\$224,714	+ 36.9%
Percent of List Price Received*	95.4%	96.5%	+ 1.2%	95.4%	96.5%	+ 1.2%
Inventory of Homes for Sale	26	19	- 26.9%	—	—	—
Months Supply of Inventory	3.5	2.2	- 37.1%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% 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	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	1.0	3.0	+ 200.0%	—	—	—

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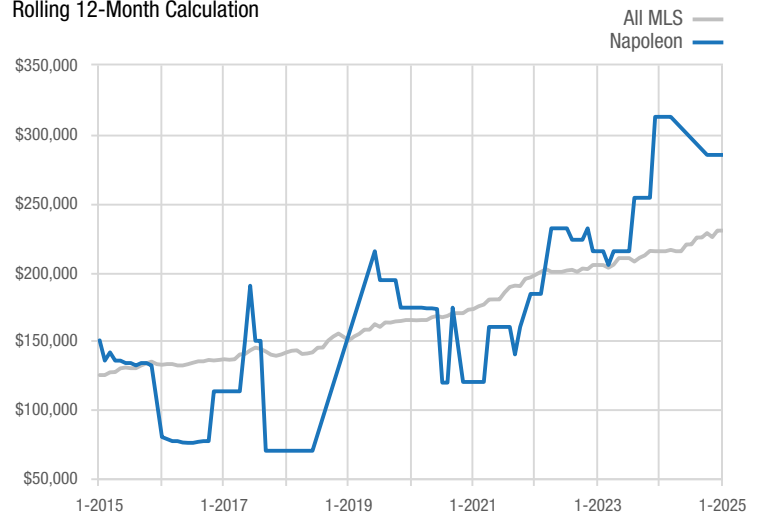
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

Zip Code 43506

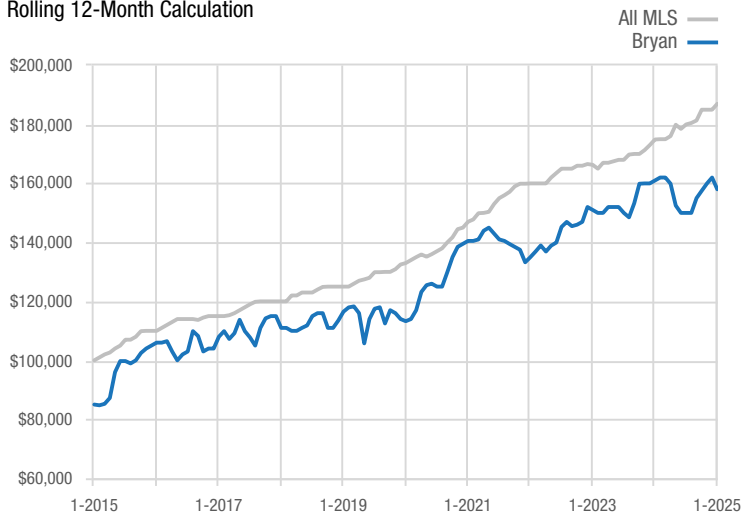
Single Family	January			Year to Date		
Key Metrics	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	13	8	- 38.5%	13	8	- 38.5%
Pending Sales	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	12	14	+ 16.7%	12	14	+ 16.7%
Days on Market Until Sale	66	80	+ 21.2%	66	80	+ 21.2%
Median Sales Price*	\$184,950	\$157,403	- 14.9%	\$184,950	\$157,403	- 14.9%
Average Sales Price*	\$206,775	\$169,136	- 18.2%	\$206,775	\$169,136	- 18.2%
Percent of List Price Received*	96.5%	103.5%	+ 7.3%	96.5%	103.5%	+ 7.3%
Inventory of Homes for Sale	31	42	+ 35.5%	—	—	—
Months Supply of Inventory	2.2	2.7	+ 22.7%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% 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	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	0.5	- 28.6%	—	—	—

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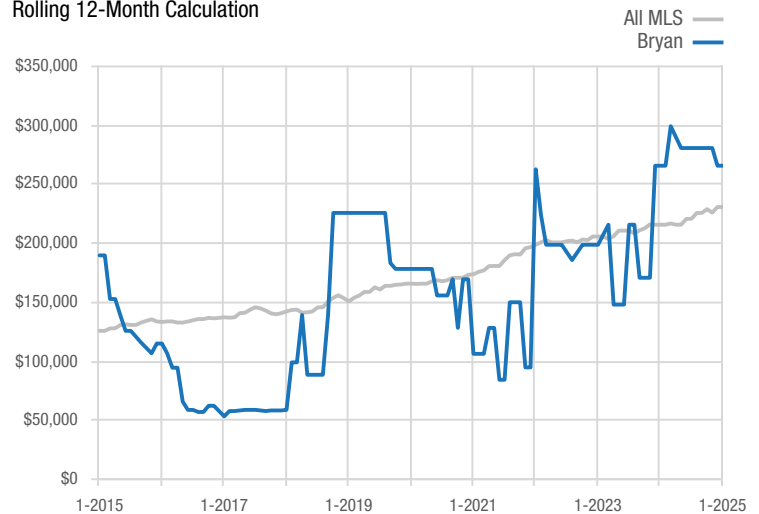
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wauseon

Zip Code 43567

Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	6	6	0.0%	6	6	0.0%
Pending Sales	1	6	+ 500.0%	1	6	+ 500.0%
Closed Sales	2	5	+ 150.0%	2	5	+ 150.0%
Days on Market Until Sale	126	64	- 49.2%	126	64	- 49.2%
Median Sales Price*	\$244,500	\$240,000	- 1.8%	\$244,500	\$240,000	- 1.8%
Average Sales Price*	\$244,500	\$315,800	+ 29.2%	\$244,500	\$315,800	+ 29.2%
Percent of List Price Received*	96.0%	94.1%	- 2.0%	96.0%	94.1%	- 2.0%
Inventory of Homes for Sale	13	10	- 23.1%	—	—	—
Months Supply of Inventory	1.6	1.3	- 18.8%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	0	2	—	0	2	—
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	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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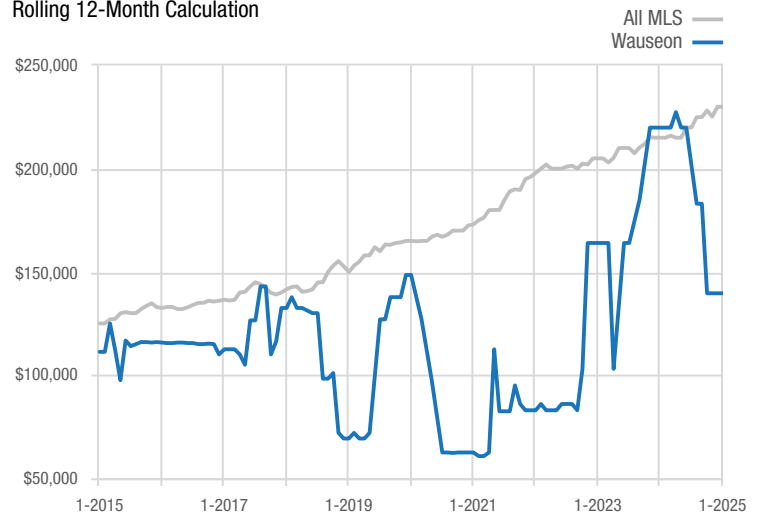
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Archbold

Zip Code 43502

Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	0	5	—	0	5	—
Pending Sales	9	3	- 66.7%	9	3	- 66.7%
Closed Sales	9	3	- 66.7%	9	3	- 66.7%
Days on Market Until Sale	66	105	+ 59.1%	66	105	+ 59.1%
Median Sales Price*	\$195,000	\$258,000	+ 32.3%	\$195,000	\$258,000	+ 32.3%
Average Sales Price*	\$213,100	\$277,000	+ 30.0%	\$213,100	\$277,000	+ 30.0%
Percent of List Price Received*	95.3%	96.3%	+ 1.0%	95.3%	96.3%	+ 1.0%
Inventory of Homes for Sale	9	13	+ 44.4%	—	—	—
Months Supply of Inventory	1.7	3.4	+ 100.0%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% 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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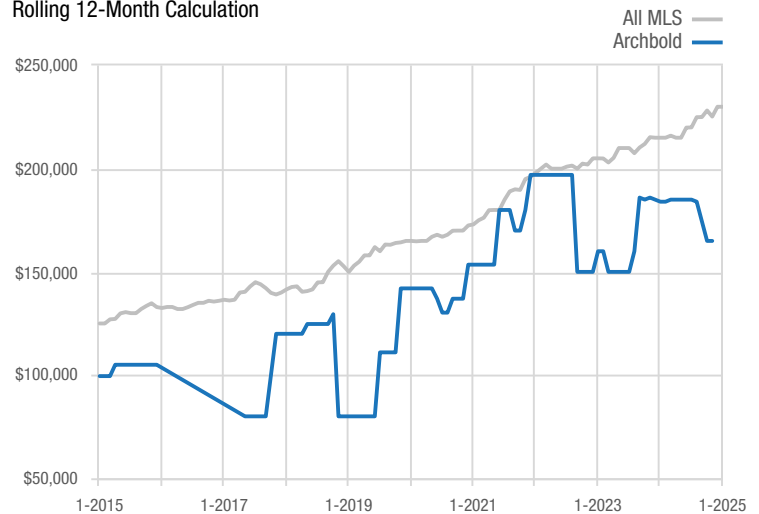
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

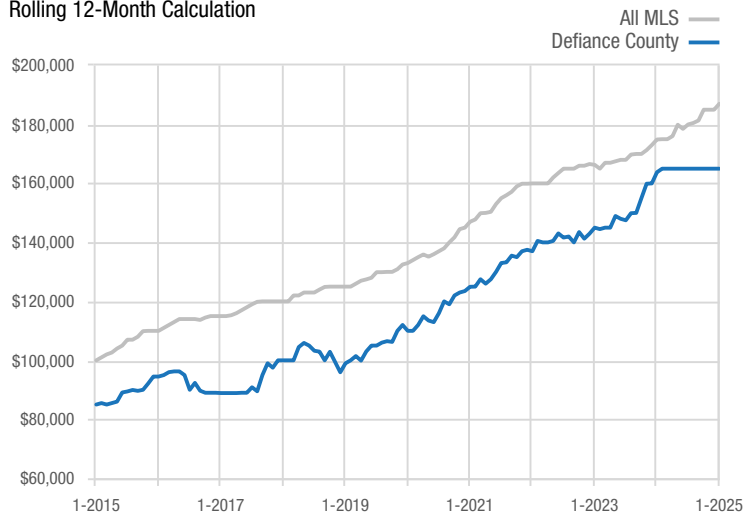
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	12	26	+ 116.7%	12	26	+ 116.7%
Pending Sales	16	20	+ 25.0%	16	20	+ 25.0%
Closed Sales	14	24	+ 71.4%	14	24	+ 71.4%
Days on Market Until Sale	65	58	- 10.8%	65	58	- 10.8%
Median Sales Price*	\$167,250	\$181,875	+ 8.7%	\$167,250	\$181,875	+ 8.7%
Average Sales Price*	\$217,804	\$203,835	- 6.4%	\$217,804	\$203,835	- 6.4%
Percent of List Price Received*	98.8%	97.1%	- 1.7%	98.8%	97.1%	- 1.7%
Inventory of Homes for Sale	38	62	+ 63.2%	—	—	—
Months Supply of Inventory	1.3	2.4	+ 84.6%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	0	1	—	0	1	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	55	—	—	55	—	—
Median Sales Price*	\$303,596	—	—	\$303,596	—	—
Average Sales Price*	\$240,499	—	—	\$240,499	—	—
Percent of List Price Received*	100.2%	—	—	100.2%	—	—
Inventory of Homes for Sale	3	5	+ 66.7%	—	—	—
Months Supply of Inventory	1.6	2.4	+ 50.0%	—	—	—

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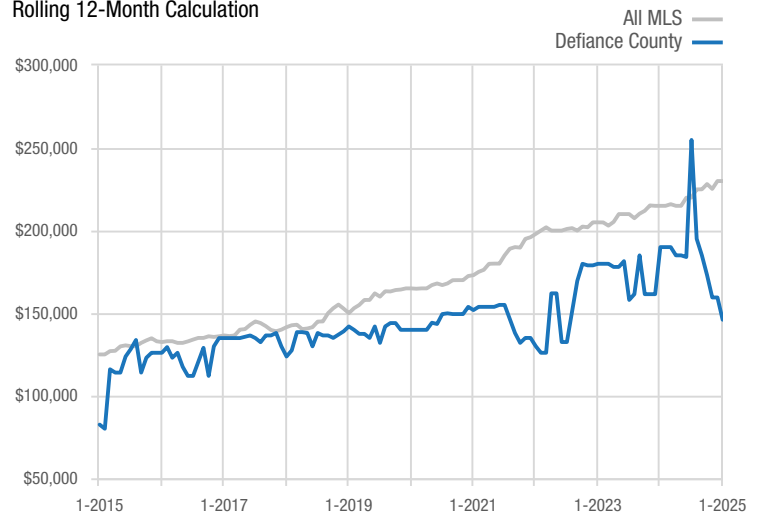
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

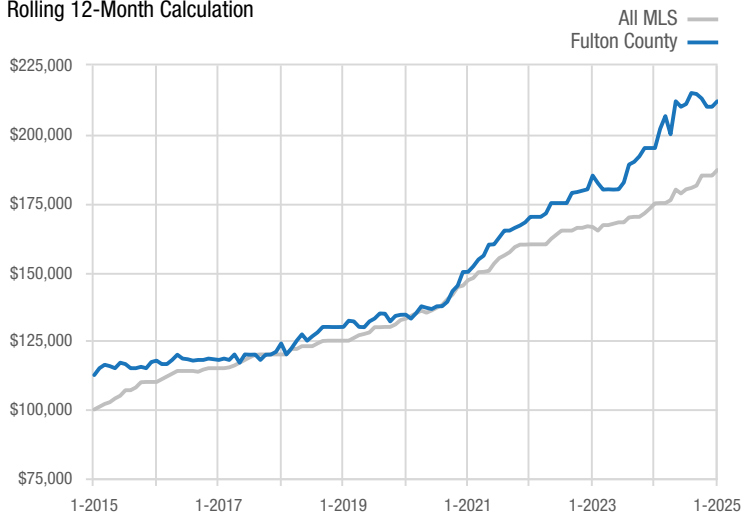
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	22	21	- 4.5%	22	21	- 4.5%
Pending Sales	19	17	- 10.5%	19	17	- 10.5%
Closed Sales	20	18	- 10.0%	20	18	- 10.0%
Days on Market Until Sale	78	66	- 15.4%	78	66	- 15.4%
Median Sales Price*	\$195,000	\$249,900	+ 28.2%	\$195,000	\$249,900	+ 28.2%
Average Sales Price*	\$238,989	\$262,825	+ 10.0%	\$238,989	\$262,825	+ 10.0%
Percent of List Price Received*	98.5%	97.5%	- 1.0%	98.5%	97.5%	- 1.0%
Inventory of Homes for Sale	48	47	- 2.1%	—	—	—
Months Supply of Inventory	1.7	1.7	0.0%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	0	3	—	0	3	—
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	3	—	—	—	—
Months Supply of Inventory	—	3.0	—	—	—	—

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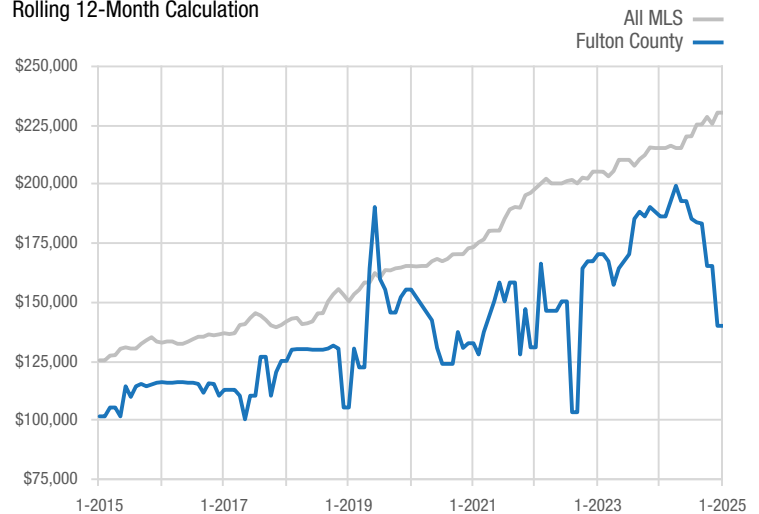
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

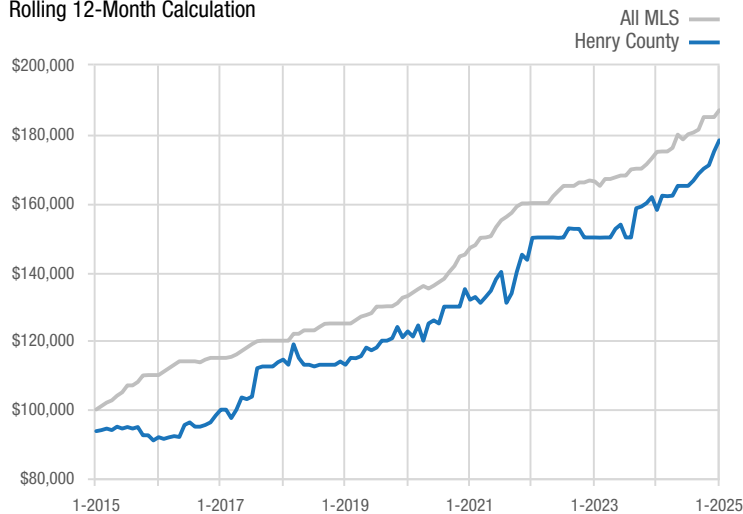
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	17	17	0.0%	17	17	0.0%
Pending Sales	14	17	+ 21.4%	14	17	+ 21.4%
Closed Sales	14	16	+ 14.3%	14	16	+ 14.3%
Days on Market Until Sale	46	65	+ 41.3%	46	65	+ 41.3%
Median Sales Price*	\$149,000	\$198,250	+ 33.1%	\$149,000	\$198,250	+ 33.1%
Average Sales Price*	\$160,350	\$211,213	+ 31.7%	\$160,350	\$211,213	+ 31.7%
Percent of List Price Received*	93.9%	99.1%	+ 5.5%	93.9%	99.1%	+ 5.5%
Inventory of Homes for Sale	35	42	+ 20.0%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
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	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	1.0	3.0	+ 200.0%	—	—	—

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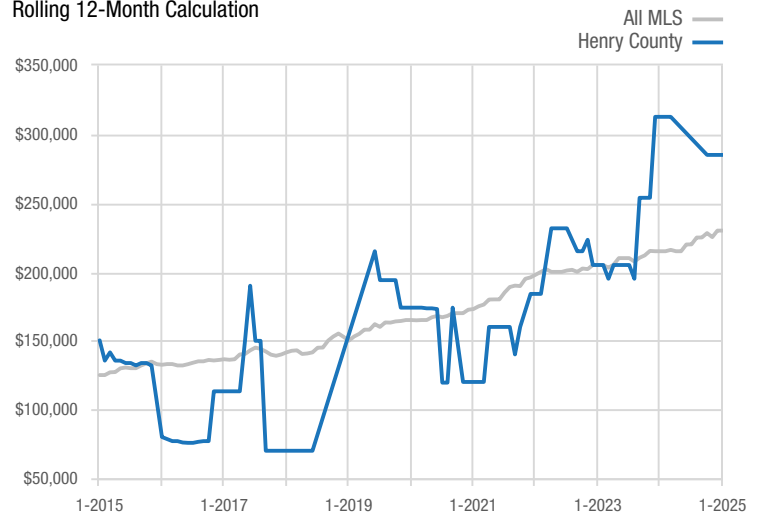
Median Sales Price - Single Family

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.

Local Market Update – January 2025

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Paulding County

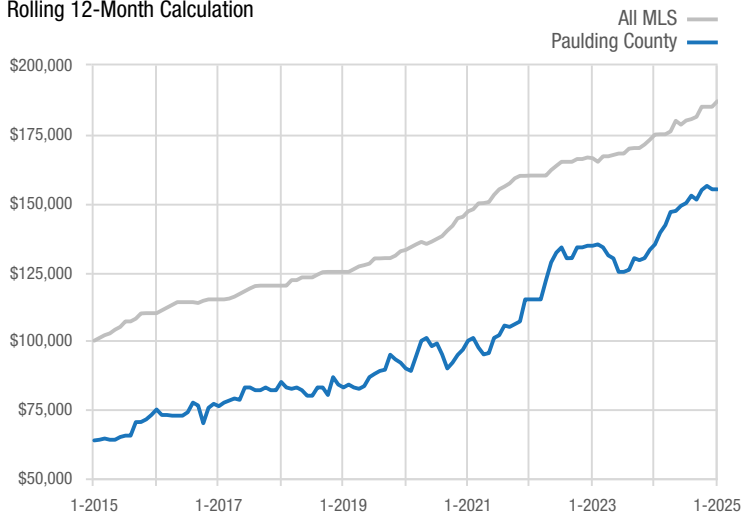
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
New Listings	11	9	- 18.2%	11	9	- 18.2%
Pending Sales	5	6	+ 20.0%	5	6	+ 20.0%
Closed Sales	4	6	+ 50.0%	4	6	+ 50.0%
Days on Market Until Sale	88	74	- 15.9%	88	74	- 15.9%
Median Sales Price*	\$104,635	\$146,500	+ 40.0%	\$104,635	\$146,500	+ 40.0%
Average Sales Price*	\$109,318	\$158,333	+ 44.8%	\$109,318	\$158,333	+ 44.8%
Percent of List Price Received*	113.9%	114.7%	+ 0.7%	113.9%	114.7%	+ 0.7%
Inventory of Homes for Sale	34	32	- 5.9%	—	—	—
Months Supply of Inventory	3.3	3.3	0.0%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
Key Metrics						
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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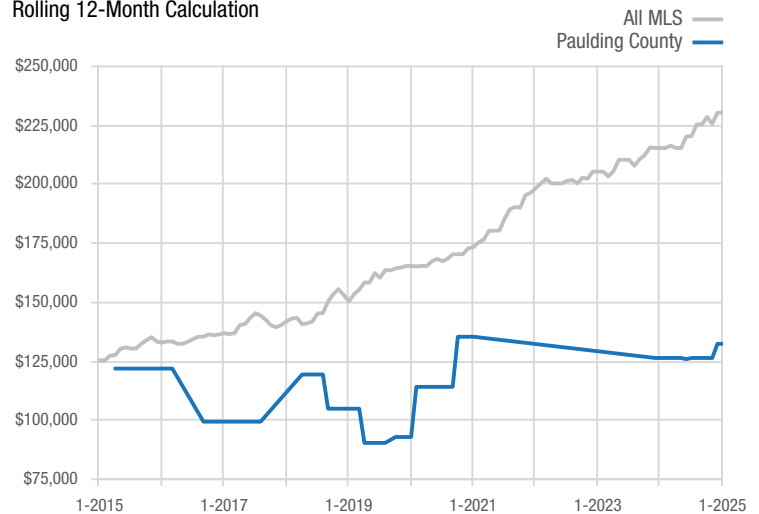
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

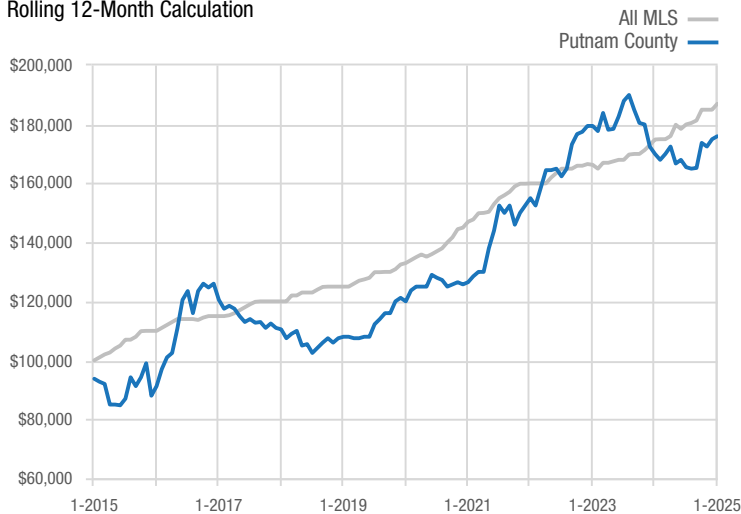
Single Family	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	2	10	+ 400.0%	2	10	+ 400.0%
Pending Sales	2	4	+ 100.0%	2	4	+ 100.0%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Days on Market Until Sale	52	78	+ 50.0%	52	78	+ 50.0%
Median Sales Price*	\$118,500	\$493,000	+ 316.0%	\$118,500	\$493,000	+ 316.0%
Average Sales Price*	\$131,500	\$493,000	+ 274.9%	\$131,500	\$493,000	+ 274.9%
Percent of List Price Received*	99.8%	97.7%	- 2.1%	99.8%	97.7%	- 2.1%
Inventory of Homes for Sale	17	20	+ 17.6%	—	—	—
Months Supply of Inventory	2.5	2.5	0.0%	—	—	—

Condo-Villa	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% 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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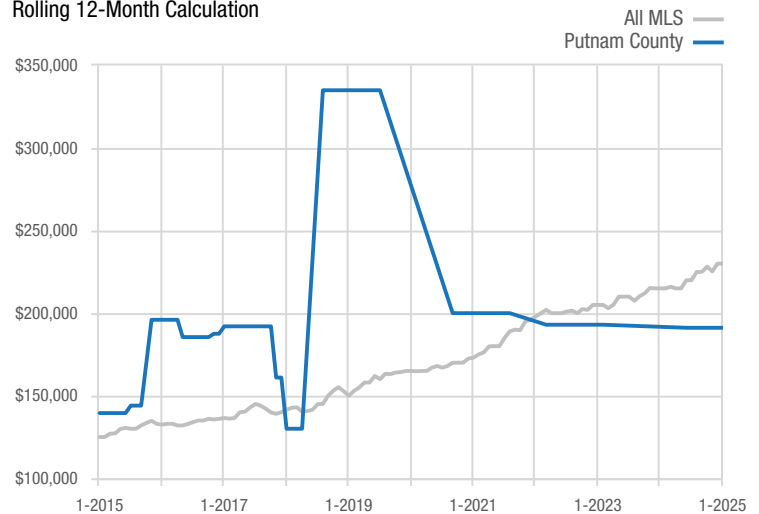
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

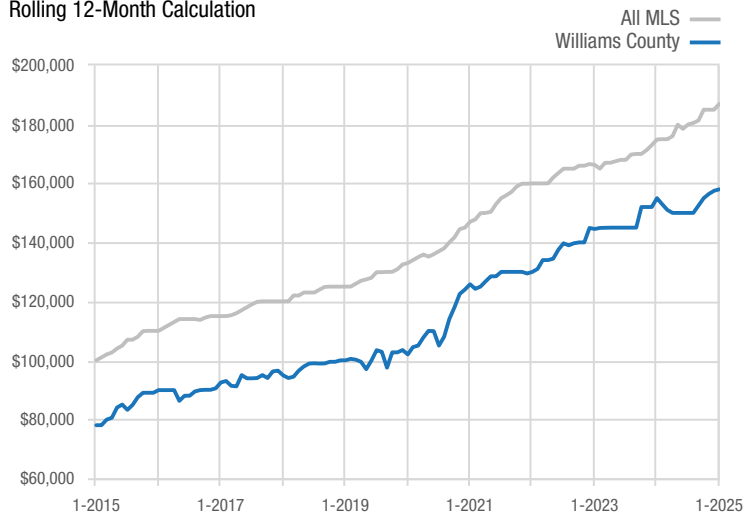
Single Family Key Metrics	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	24	17	- 29.2%	24	17	- 29.2%
Pending Sales	21	23	+ 9.5%	21	23	+ 9.5%
Closed Sales	22	27	+ 22.7%	22	27	+ 22.7%
Days on Market Until Sale	76	79	+ 3.9%	76	79	+ 3.9%
Median Sales Price*	\$165,000	\$186,500	+ 13.0%	\$165,000	\$186,500	+ 13.0%
Average Sales Price*	\$196,577	\$197,239	+ 0.3%	\$196,577	\$197,239	+ 0.3%
Percent of List Price Received*	98.2%	102.3%	+ 4.2%	98.2%	102.3%	+ 4.2%
Inventory of Homes for Sale	62	91	+ 46.8%	—	—	—
Months Supply of Inventory	1.8	2.8	+ 55.6%	—	—	—

Condo-Villa Key Metrics	January			Year to Date		
	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	1	1	0.0%	1	1	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	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

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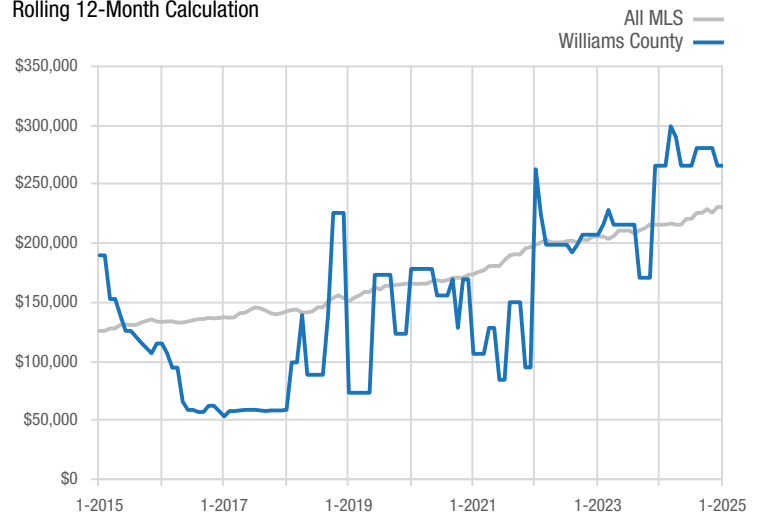
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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