

# Local Market Update – July 2023

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## Western Counties

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

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	213	<b>117</b>	-45.1%	1,206	<b>935</b>	-22.5%
Closed Sales	167	<b>126</b>	-24.6%	965	<b>828</b>	-14.2%
Days on Market	63	<b>62</b>	-1.6%	70	<b>68</b>	-2.9%
SP\$/SqFt	\$112.97	<b>\$116.09</b>	2.8%	\$104.23	<b>\$108.90</b>	4.5%
Median Sales Price*	\$164,900	<b>\$165,000</b>	0.1%	\$153,000	<b>\$160,000</b>	4.6%
Average Sales Price*	\$187,707	<b>\$181,962</b>	-3.1%	\$174,099	<b>\$175,188</b>	0.6%
Percent of List Price Received*	98%	<b>100%</b>	2.0%	99%	<b>98%</b>	-1.0%
Months Supply of Inventory	3	<b>3</b>	0.0%	---	---	---
Total Volume	\$31,347,125	<b>\$22,927,236</b>	-26.9%	\$168,005,230	<b>\$145,055,599</b>	-13.7%

Condo/Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	2	<b>5</b>	150.0%	22	<b>28</b>	27.3%
Closed Sales	3	<b>4</b>	33.3%	19	<b>20</b>	5.3%
Days on Market	124	<b>49</b>	-60.5%	53	<b>50</b>	-5.7%
SP\$/SqFt	\$152.06	<b>\$136.50</b>	-10.2%	\$130.09	<b>\$136.99</b>	5.3%
Median Sales Price*	\$185,000	<b>\$186,000</b>	0.5%	\$185,000	<b>\$136,500</b>	-26.2%
Average Sales Price*	\$195,300	<b>\$191,750</b>	-1.8%	\$1,730,111	<b>\$172,834</b>	-90.0%
Percent of List Price Received*	99%	<b>99%</b>	0.0%	101%	<b>99%</b>	-2.0%
Months Supply of Inventory	2	<b>3</b>	50.0%	---	---	---
Total Volume (in 1000's)	\$585,900	<b>\$767,000</b>	30.9%	\$3,287,200	<b>\$3,456,683</b>	5.2%

\* 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	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		1,291	<b>871</b>	- 32.5%	7,879	<b>6,378</b>	- 19.1%
<b>Pending Sales</b>		1,131	<b>883</b>	- 21.9%	6,394	<b>5,481</b>	- 14.3%
<b>Closed Sales</b>		1,121	<b>888</b>	- 20.8%	6,273	<b>5,353</b>	- 14.7%
<b>Days on Market Until Sale</b>		52	<b>56</b>	+ 7.7%	60	<b>61</b>	+ 1.7%
<b>Median Sales Price</b>		\$180,000	<b>\$190,000</b>	+ 5.6%	\$170,000	<b>\$174,000</b>	+ 2.4%
<b>Average Sales Price</b>		\$216,149	<b>\$222,056</b>	+ 2.7%	\$205,039	<b>\$206,312</b>	+ 0.6%
<b>Percent of List Price Received</b>		100.7%	<b>102.2%</b>	+ 1.5%	100.5%	<b>99.8%</b>	- 0.7%
<b>Housing Affordability Index</b>		171	<b>145</b>	- 15.2%	181	<b>159</b>	- 12.2%
<b>Inventory of Homes for Sale</b>		2,332	<b>1,672</b>	- 28.3%	—	—	—
<b>Months Supply of Inventory</b>		2.4	<b>2.0</b>	- 16.7%	—	—	—

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## Defiance

MLS Area 61: 43512

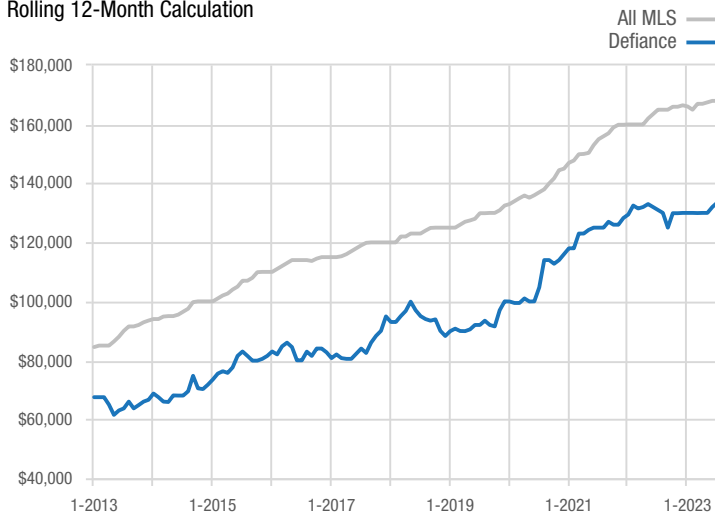
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	20	8	- 60.0%	145	97	- 33.1%
Pending Sales	26	10	- 61.5%	135	100	- 25.9%
Closed Sales	27	11	- 59.3%	132	99	- 25.0%
Days on Market Until Sale	86	38	- 55.8%	76	60	- 21.1%
Median Sales Price*	\$130,000	<b>\$136,000</b>	+ 4.6%	\$131,000	<b>\$136,000</b>	+ 3.8%
Average Sales Price*	\$177,926	<b>\$154,550</b>	- 13.1%	\$153,664	<b>\$146,130</b>	- 4.9%
Percent of List Price Received*	98.5%	<b>103.9%</b>	+ 5.5%	98.9%	<b>96.8%</b>	- 2.1%
Inventory of Homes for Sale	42	20	- 52.4%	—	—	—
Months Supply of Inventory	2.2	1.3	- 40.9%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	2	—	7	7	0.0%
Pending Sales	0	2	—	6	6	0.0%
Closed Sales	0	2	—	6	6	0.0%
Days on Market Until Sale	—	3	—	40	28	- 30.0%
Median Sales Price*	—	<b>\$206,000</b>	—	\$174,700	<b>\$181,000</b>	+ 3.6%
Average Sales Price*	—	<b>\$206,000</b>	—	\$179,133	<b>\$185,500</b>	+ 3.6%
Percent of List Price Received*	—	<b>100.0%</b>	—	100.9%	<b>99.8%</b>	- 1.1%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	1.4	+ 133.3%	—	—	—

\* 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.

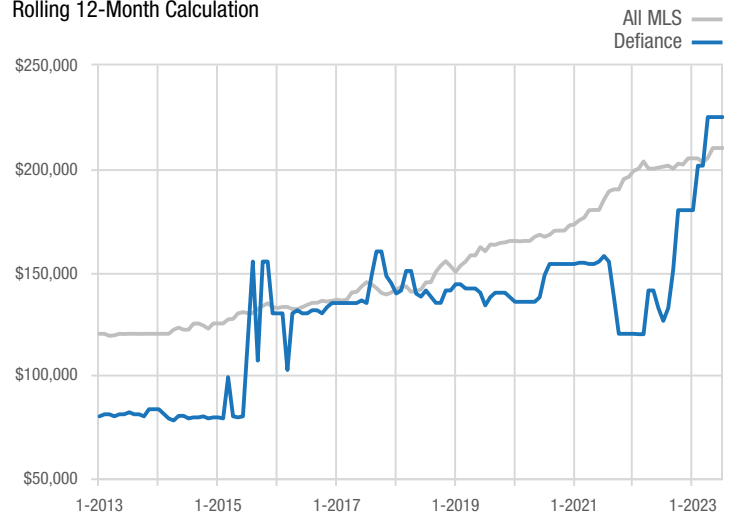
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Napoleon

MLS Area 76: 43545

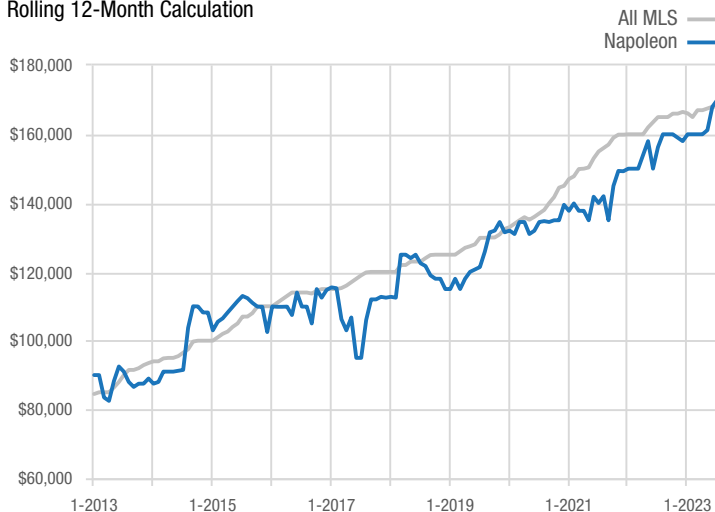
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	26	6	- 76.9%	104	38	- 63.5%
Pending Sales	10	6	- 40.0%	73	44	- 39.7%
Closed Sales	14	5	- 64.3%	72	43	- 40.3%
Days on Market Until Sale	49	33	- 32.7%	60	88	+ 46.7%
Median Sales Price*	\$170,000	<b>\$199,900</b>	+ 17.6%	\$160,000	<b>\$189,000</b>	+ 18.1%
Average Sales Price*	\$220,564	<b>\$201,670</b>	- 8.6%	\$187,647	<b>\$197,043</b>	+ 5.0%
Percent of List Price Received*	100.4%	<b>102.4%</b>	+ 2.0%	98.7%	<b>98.5%</b>	- 0.2%
Inventory of Homes for Sale	41	13	- 68.3%	—	—	—
Months Supply of Inventory	3.7	1.5	- 59.5%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	0	—	2	1	- 50.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	15	8	- 46.7%
Median Sales Price*	—	—	—	\$239,500	<b>\$312,683</b>	+ 30.6%
Average Sales Price*	—	—	—	\$239,500	<b>\$312,683</b>	+ 30.6%
Percent of List Price Received*	—	—	—	100.0%	<b>100.0%</b>	0.0%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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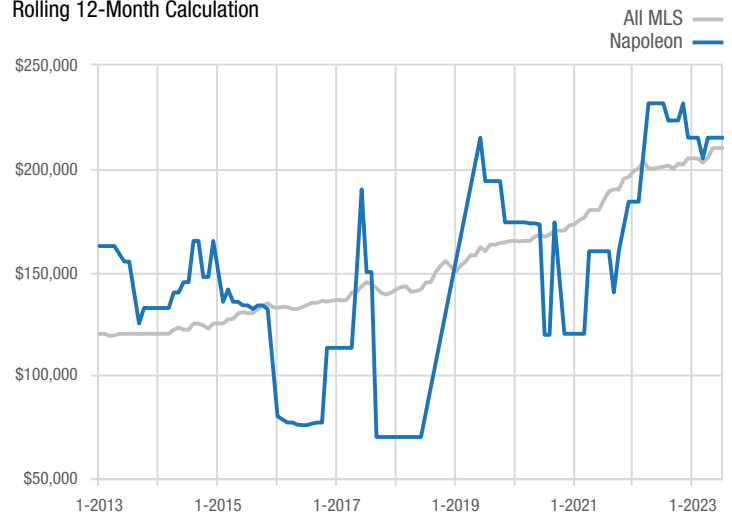
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Bryan

MLS Area 87: 43506

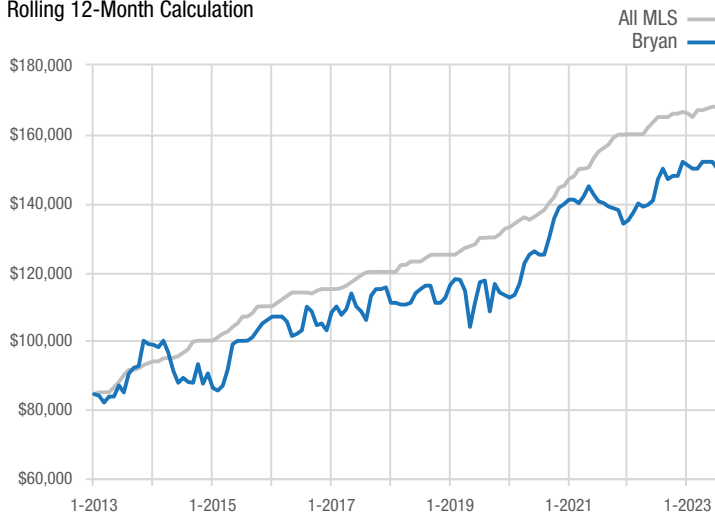
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	17	16	- 5.9%	125	94	- 24.8%
Pending Sales	19	14	- 26.3%	116	95	- 18.1%
Closed Sales	16	14	- 12.5%	118	97	- 17.8%
Days on Market Until Sale	59	50	- 15.3%	69	74	+ 7.2%
Median Sales Price*	\$187,450	<b>\$177,450</b>	- 5.3%	\$158,900	<b>\$160,000</b>	+ 0.7%
Average Sales Price*	\$189,653	<b>\$202,443</b>	+ 6.7%	\$182,945	<b>\$163,022</b>	- 10.9%
Percent of List Price Received*	97.5%	<b>101.4%</b>	+ 4.0%	99.3%	<b>97.8%</b>	- 1.5%
Inventory of Homes for Sale	38	25	- 34.2%	—	—	—
Months Supply of Inventory	2.1	1.8	- 14.3%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	1	1	0.0%	5	2	- 60.0%
Pending Sales	0	0	—	4	2	- 50.0%
Closed Sales	1	0	- 100.0%	4	2	- 50.0%
Days on Market Until Sale	84	—	—	51	62	+ 21.6%
Median Sales Price*	\$79,500	—	—	\$191,500	<b>\$170,000</b>	- 11.2%
Average Sales Price*	\$79,500	—	—	\$175,625	<b>\$170,000</b>	- 3.2%
Percent of List Price Received*	100.0%	—	—	104.7%	<b>96.4%</b>	- 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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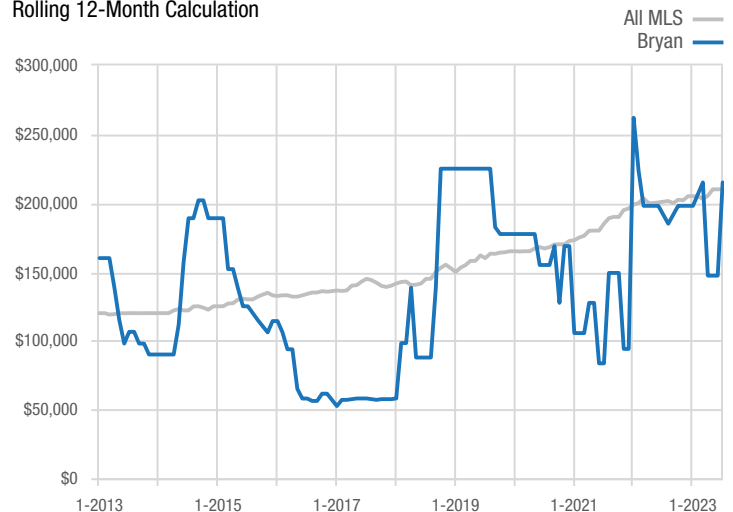
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Wauseon

MLS Area 96: 43567

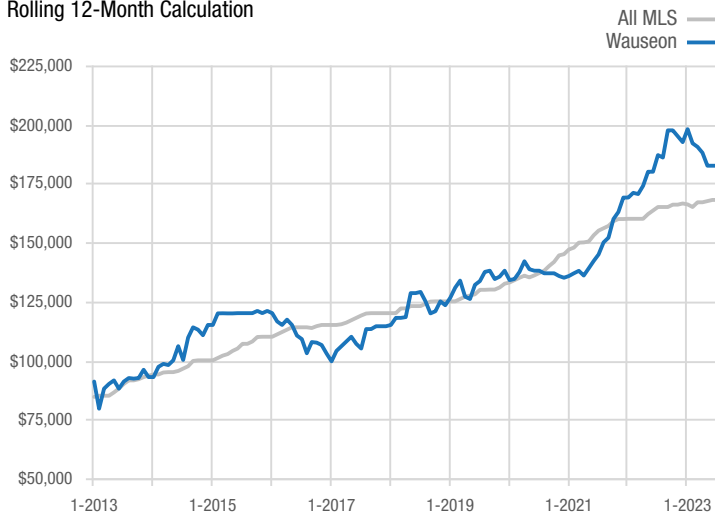
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	16	7	- 56.3%	99	58	- 41.4%
Pending Sales	10	8	- 20.0%	58	47	- 19.0%
Closed Sales	13	9	- 30.8%	58	47	- 19.0%
Days on Market Until Sale	47	74	+ 57.4%	62	81	+ 30.6%
Median Sales Price*	\$193,000	<b>\$192,000</b>	- 0.5%	\$195,000	<b>\$180,000</b>	- 7.7%
Average Sales Price*	\$211,031	<b>\$208,667</b>	- 1.1%	\$212,110	<b>\$204,377</b>	- 3.6%
Percent of List Price Received*	96.3%	<b>100.1%</b>	+ 3.9%	98.7%	<b>98.4%</b>	- 0.3%
Inventory of Homes for Sale	44	19	- 56.8%	—	—	—
Months Supply of Inventory	4.5	2.2	- 51.1%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	1	—	1	5	+ 400.0%
Pending Sales	0	0	—	1	3	+ 200.0%
Closed Sales	0	0	—	1	3	+ 200.0%
Days on Market Until Sale	—	—	—	14	33	+ 135.7%
Median Sales Price*	—	—	—	\$103,000	<b>\$90,000</b>	- 12.6%
Average Sales Price*	—	—	—	\$103,000	<b>\$146,667</b>	+ 42.4%
Percent of List Price Received*	—	—	—	103.5%	<b>98.4%</b>	- 4.9%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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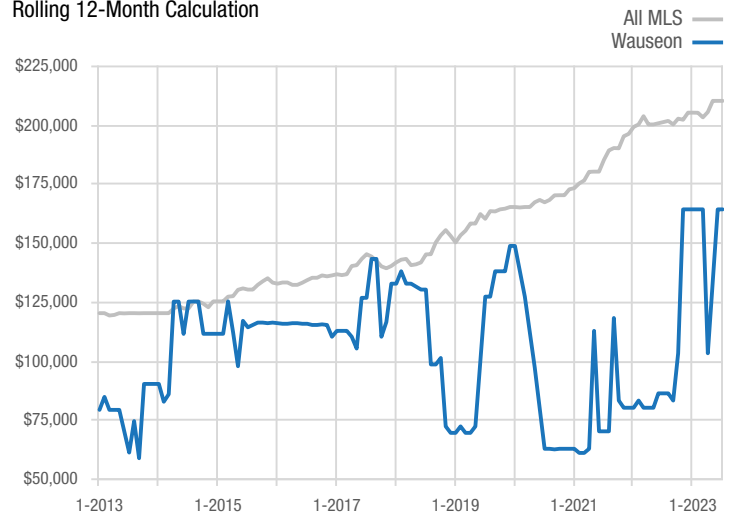
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Archbold

MLS Area 98: 43502

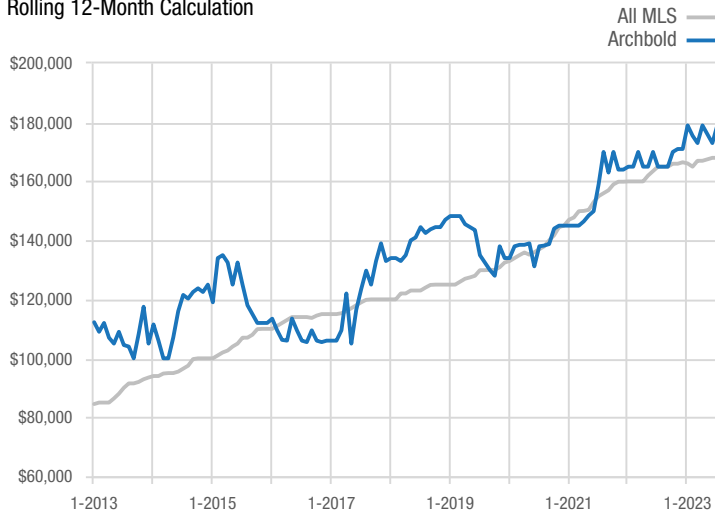
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	7	5	- 28.6%	34	35	+ 2.9%
Pending Sales	3	7	+ 133.3%	28	35	+ 25.0%
Closed Sales	3	7	+ 133.3%	28	38	+ 35.7%
Days on Market Until Sale	39	47	+ 20.5%	65	56	- 13.8%
Median Sales Price*	\$171,000	<b>\$195,000</b>	+ 14.0%	\$170,500	<b>\$176,000</b>	+ 3.2%
Average Sales Price*	\$261,000	<b>\$205,843</b>	- 21.1%	\$193,208	<b>\$191,088</b>	- 1.1%
Percent of List Price Received*	99.3%	<b>103.1%</b>	+ 3.8%	99.1%	<b>100.2%</b>	+ 1.1%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	2.5	1.2	- 52.0%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	0	—	0	2	—
Pending Sales	0	1	—	0	3	—
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	106	—
Median Sales Price*	—	—	—	—	<b>\$154,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$154,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>99.4%</b>	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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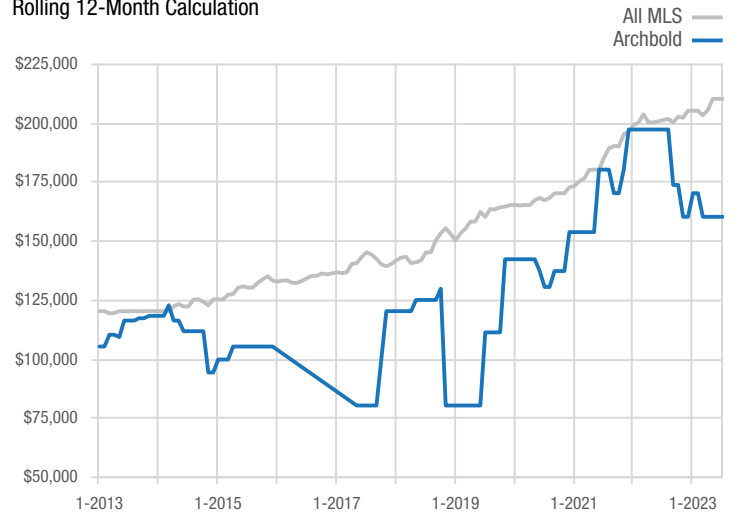
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Defiance County

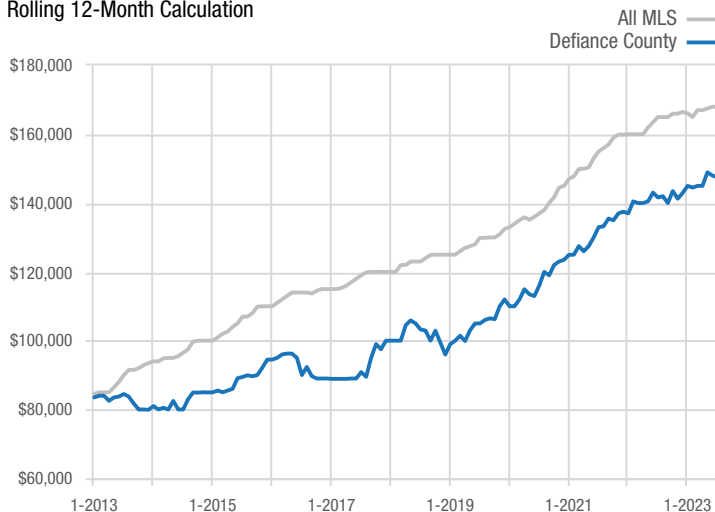
Single Family Key Metrics	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	45	15	- 66.7%	263	211	- 19.8%
Pending Sales	50	33	- 34.0%	225	203	- 9.8%
Closed Sales	41	33	- 19.5%	217	196	- 9.7%
Days on Market Until Sale	83	55	- 33.7%	76	67	- 11.8%
Median Sales Price*	\$152,900	<b>\$150,500</b>	- 1.6%	\$142,500	<b>\$151,250</b>	+ 6.1%
Average Sales Price*	\$181,194	<b>\$172,686</b>	- 4.7%	\$159,001	<b>\$165,923</b>	+ 4.4%
Percent of List Price Received*	98.8%	<b>101.2%</b>	+ 2.4%	98.5%	<b>98.0%</b>	- 0.5%
Inventory of Homes for Sale	90	54	- 40.0%	—	—	—
Months Supply of Inventory	2.6	1.8	- 30.8%	—	—	—

Condo-Villa Key Metrics	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	2	—	11	14	+ 27.3%
Pending Sales	0	2	—	10	11	+ 10.0%
Closed Sales	1	3	+ 200.0%	11	11	0.0%
Days on Market Until Sale	76	58	- 23.7%	46	50	+ 8.7%
Median Sales Price*	\$185,000	<b>\$132,000</b>	- 28.6%	\$169,500	<b>\$135,000</b>	- 20.4%
Average Sales Price*	\$185,000	<b>\$175,667</b>	- 5.0%	\$157,073	<b>\$165,091</b>	+ 5.1%
Percent of List Price Received*	97.9%	<b>97.3%</b>	- 0.6%	99.9%	<b>98.6%</b>	- 1.3%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	2.4	+ 200.0%	—	—	—

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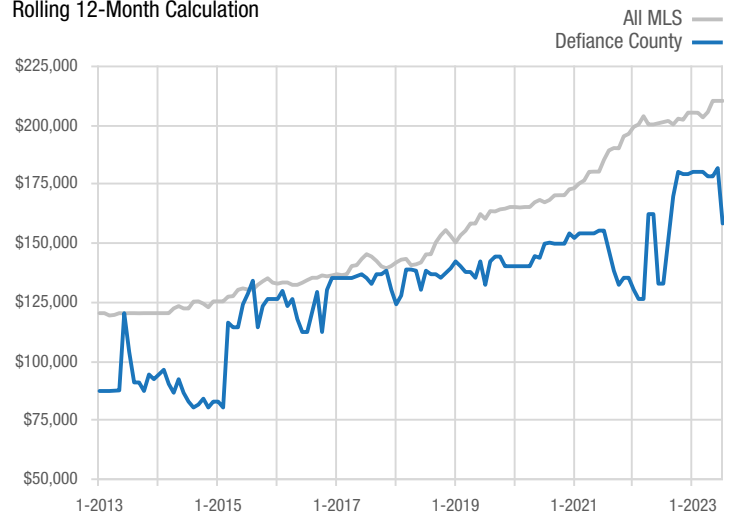
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Fulton County

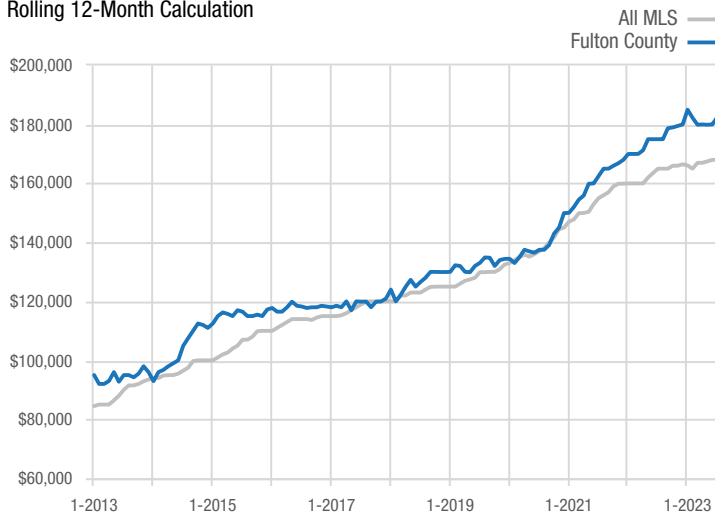
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	54	29	- 46.3%	295	217	- 26.4%
Pending Sales	32	31	- 3.1%	207	192	- 7.2%
Closed Sales	34	27	- 20.6%	207	193	- 6.8%
Days on Market Until Sale	44	54	+ 22.7%	57	59	+ 3.5%
Median Sales Price*	\$185,000	<b>\$210,000</b>	+ 13.5%	\$184,000	<b>\$187,250</b>	+ 1.8%
Average Sales Price*	\$206,912	<b>\$224,809</b>	+ 8.6%	\$199,872	<b>\$209,843</b>	+ 5.0%
Percent of List Price Received*	99.4%	<b>100.8%</b>	+ 1.4%	100.0%	<b>100.0%</b>	0.0%
Inventory of Homes for Sale	111	53	- 52.3%	—	—	—
Months Supply of Inventory	3.2	1.8	- 43.8%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	2	—	2	8	+ 300.0%
Pending Sales	0	2	—	1	7	+ 600.0%
Closed Sales	0	1	—	1	6	+ 500.0%
Days on Market Until Sale	—	20	—	14	55	+ 292.9%
Median Sales Price*	—	<b>\$240,000</b>	—	\$103,000	<b>\$154,000</b>	+ 49.5%
Average Sales Price*	—	<b>\$240,000</b>	—	\$103,000	<b>\$164,667</b>	+ 59.9%
Percent of List Price Received*	—	<b>102.1%</b>	—	103.5%	<b>99.3%</b>	- 4.1%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.6	2.0	+ 233.3%	—	—	—

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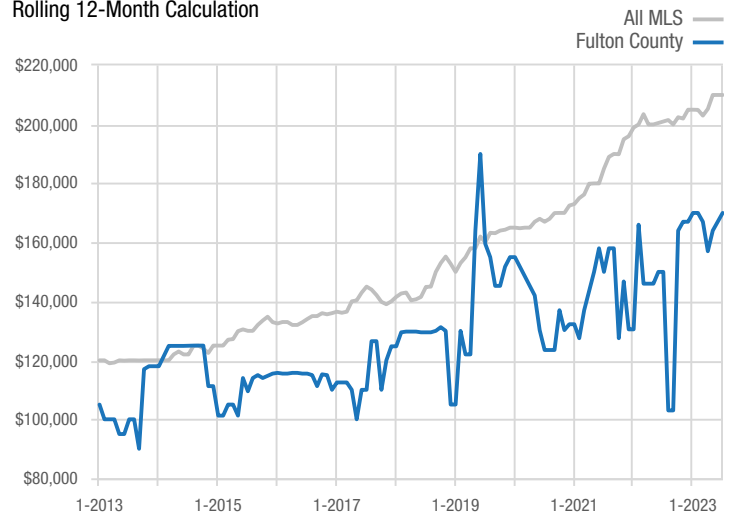
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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# Local Market Update – July 2023

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## Henry County

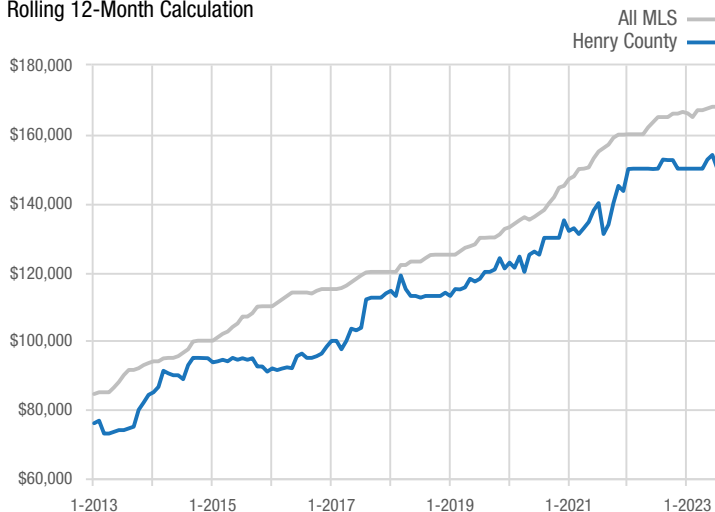
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	36	12	- 66.7%	181	97	- 46.4%
Pending Sales	21	19	- 9.5%	148	96	- 35.1%
Closed Sales	30	14	- 53.3%	145	91	- 37.2%
Days on Market Until Sale	59	64	+ 8.5%	67	75	+ 11.9%
Median Sales Price*	\$165,000	<b>\$154,500</b>	- 6.4%	\$152,800	<b>\$160,000</b>	+ 4.7%
Average Sales Price*	\$191,081	<b>\$152,954</b>	- 20.0%	\$182,759	<b>\$176,576</b>	- 3.4%
Percent of List Price Received*	98.2%	<b>98.3%</b>	+ 0.1%	98.3%	<b>97.6%</b>	- 0.7%
Inventory of Homes for Sale	56	27	- 51.8%	—	—	—
Months Supply of Inventory	2.7	1.6	- 40.7%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	1	0	- 100.0%	3	1	- 66.7%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	15	8	- 46.7%
Median Sales Price*	—	—	—	\$239,500	<b>\$312,683</b>	+ 30.6%
Average Sales Price*	—	—	—	\$239,500	<b>\$312,683</b>	+ 30.6%
Percent of List Price Received*	—	—	—	100.0%	<b>100.0%</b>	0.0%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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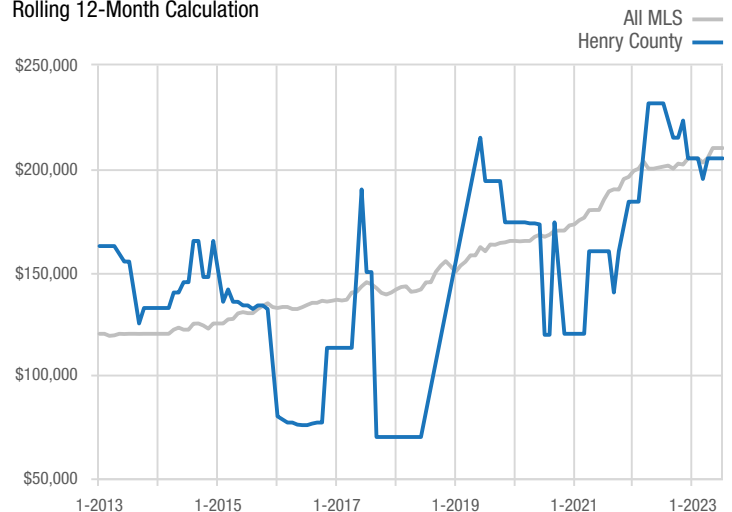
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Paulding County

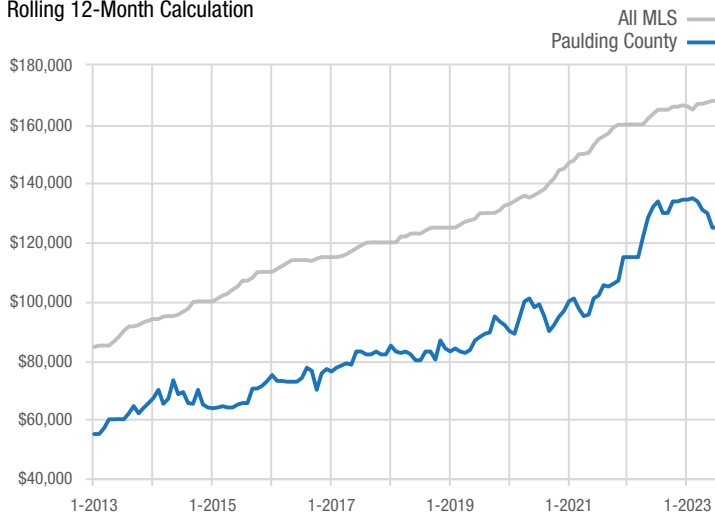
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	22	11	- 50.0%	119	99	- 16.8%
Pending Sales	7	10	+ 42.9%	88	79	- 10.2%
Closed Sales	10	9	- 10.0%	89	78	- 12.4%
Days on Market Until Sale	69	62	- 10.1%	66	72	+ 9.1%
Median Sales Price*	\$139,450	<b>\$134,950</b>	- 3.2%	\$144,000	<b>\$125,000</b>	- 13.2%
Average Sales Price*	\$161,240	<b>\$159,488</b>	- 1.1%	\$160,838	<b>\$144,105</b>	- 10.4%
Percent of List Price Received*	95.2%	<b>100.5%</b>	+ 5.6%	98.0%	<b>96.7%</b>	- 1.3%
Inventory of Homes for Sale	47	28	- 40.4%	—	—	—
Months Supply of Inventory	3.8	2.2	- 42.1%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% 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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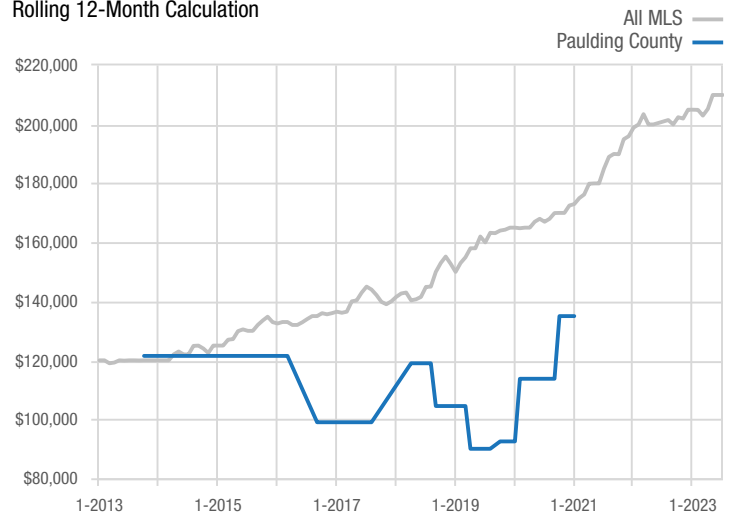
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Putnam County

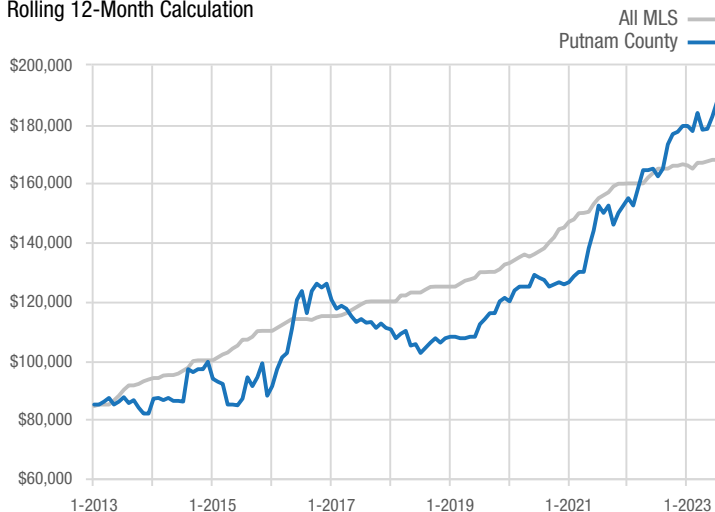
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	13	2	- 84.6%	68	42	- 38.2%
Pending Sales	9	6	- 33.3%	56	45	- 19.6%
Closed Sales	10	5	- 50.0%	56	44	- 21.4%
Days on Market Until Sale	54	66	+ 22.2%	78	67	- 14.1%
Median Sales Price*	\$155,750	<b>\$188,000</b>	+ 20.7%	\$174,750	<b>\$184,750</b>	+ 5.7%
Average Sales Price*	\$174,938	<b>\$227,920</b>	+ 30.3%	\$191,933	<b>\$186,874</b>	- 2.6%
Percent of List Price Received*	100.2%	<b>99.3%</b>	- 0.9%	97.5%	<b>99.1%</b>	+ 1.6%
Inventory of Homes for Sale	25	8	- 68.0%	—	—	—
Months Supply of Inventory	2.6	1.0	- 61.5%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% 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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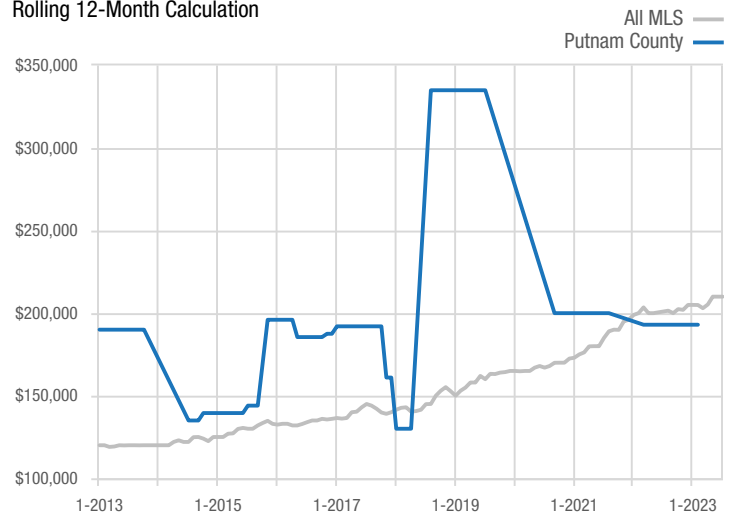
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Williams County

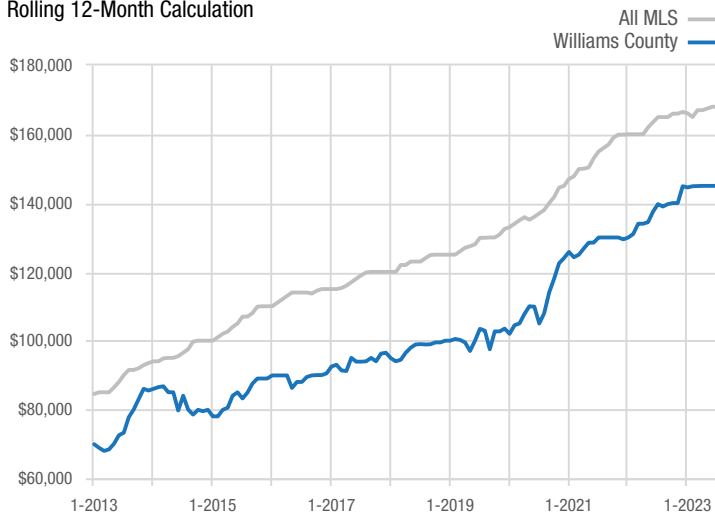
Single Family Key Metrics	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	43	<b>36</b>	- 16.3%	280	<b>256</b>	- 8.6%
Pending Sales	44	<b>40</b>	- 9.1%	252	<b>231</b>	- 8.3%
Closed Sales	42	<b>38</b>	- 9.5%	251	<b>226</b>	- 10.0%
Days on Market Until Sale	61	<b>72</b>	+ 18.0%	72	<b>73</b>	+ 1.4%
Median Sales Price*	\$159,500	<b>\$167,500</b>	+ 5.0%	\$145,000	<b>\$146,000</b>	+ 0.7%
Average Sales Price*	\$172,603	<b>\$173,403</b>	+ 0.5%	\$163,628	<b>\$164,862</b>	+ 0.8%
Percent of List Price Received*	97.6%	<b>100.5%</b>	+ 3.0%	98.1%	<b>98.4%</b>	+ 0.3%
Inventory of Homes for Sale	95	<b>71</b>	- 25.3%	—	—	—
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	—	—	—

Condo-Villa Key Metrics	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	1	<b>1</b>	0.0%	5	<b>5</b>	0.0%
Pending Sales	1	<b>0</b>	- 100.0%	5	<b>2</b>	- 60.0%
Closed Sales	2	<b>0</b>	- 100.0%	5	<b>2</b>	- 60.0%
Days on Market Until Sale	148	—	—	83	<b>62</b>	- 25.3%
Median Sales Price*	\$200,450	—	—	\$198,000	<b>\$170,000</b>	- 14.1%
Average Sales Price*	\$200,450	—	—	\$204,780	<b>\$170,000</b>	- 17.0%
Percent of List Price Received*	100.0%	—	—	103.7%	<b>96.4%</b>	- 7.0%
Inventory of Homes for Sale	2	<b>3</b>	+ 50.0%	—	—	—
Months Supply of Inventory	1.8	<b>2.0</b>	+ 11.1%	—	—	—

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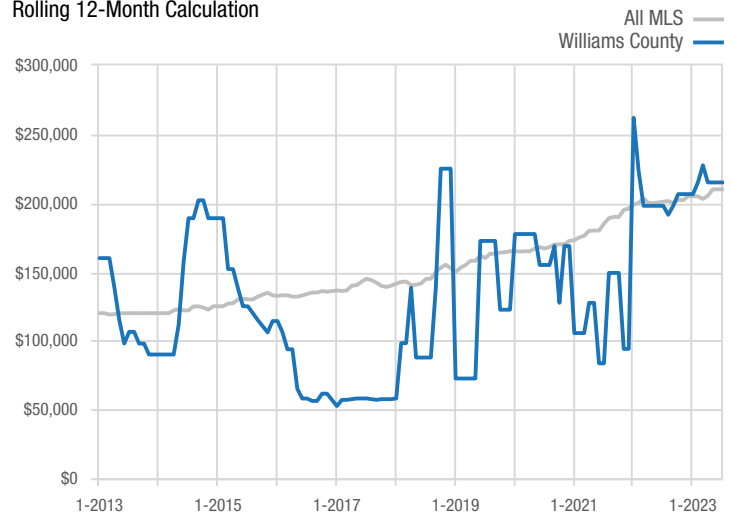
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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