

Local Market Update – March 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales improved for the second month in a row, jumping 9.5% to a seasonally adjusted annual rate of 4.38 million units, exceeding economists' expectations and marking the largest monthly gain in a year, according to the National Association of REALTORS® (NAR). The rebound in home sales comes amid fluctuating mortgage rates and elevated sales prices, indicating there is plenty of buyer demand heading into the spring selling season.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	148	110	-25.7%	378	312	-17.5%
Closed Sales	122	84	-31.1%	321	230	-28.3%
Days on Market	83	79	-4.8%	77	74	-3.9%
SP\$/SqFt	\$106.22	\$113.12	6.5%	\$105.25	\$114.50	8.8%
Median Sales Price*	\$160,000	\$166,000	3.8%	\$155,000	\$165,000	6.5%
Average Sales Price*	\$168,541	\$186,582	10.7%	\$165,697	\$188,032	13.5%
Percent of List Price Received*	96%	97%	1.0%	97%	98%	1.0%
Months Supply of Inventory	3	4	33.3%	---	---	---
Total Volume	\$20,526,020	\$15,672,868	-23.6%	\$53,188,758	\$43,247,351	-18.7%

Condo/Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	4	0	-100.0%	13	5	-61.5%
Closed Sales	5	0	-100.0%	9	3	-66.7%
Days on Market	74	---	---	55	55	0.0%
SP\$/SqFt	\$122.28	---	---	\$139.42	\$161.40	15.8%
Median Sales Price*	\$126,600	---	---	\$138,000	\$303,596	120.0%
Average Sales Price*	\$163,920	---	---	\$167,511	\$240,499	43.6%
Percent of List Price Received*	98%	---	---	98%	100%	2.0%
Months Supply of Inventory	2	---	---	---	---	---
Total Volume (in 1000's)	\$819,600	---	---	\$1,507,600	\$721,496	2.0%

*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	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		936	776	- 17.1%	2,345	2,211	- 5.7%
Pending Sales		770	690	- 10.4%	1,991	1,893	- 4.9%
Closed Sales		720	657	- 8.8%	1,875	1,799	- 4.1%
Days on Market Until Sale		67	69	+ 3.0%	71	70	- 1.4%
Median Sales Price		\$165,000	\$171,000	+ 3.6%	\$159,900	\$169,900	+ 6.3%
Average Sales Price		\$194,419	\$199,172	+ 2.4%	\$185,962	\$194,997	+ 4.9%
Percent of List Price Received		98.6%	99.3%	+ 0.7%	97.8%	98.4%	+ 0.6%
Housing Affordability Index		187	176	- 5.9%	193	177	- 8.3%
Inventory of Homes for Sale		1,564	1,514	- 3.2%	—	—	—
Months Supply of Inventory		1.8	2.0	+ 11.1%	—	—	—

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Defiance

Zip Code 43512

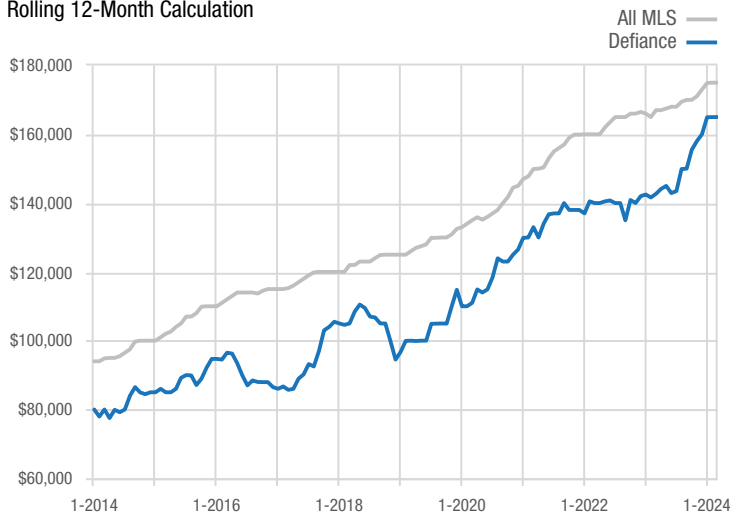
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	27	21	- 22.2%	69	54	- 21.7%
Pending Sales	17	20	+ 17.6%	64	39	- 39.1%
Closed Sales	20	14	- 30.0%	63	33	- 47.6%
Days on Market Until Sale	58	48	- 17.2%	75	65	- 13.3%
Median Sales Price*	\$137,250	\$156,000	+ 13.7%	\$139,900	\$165,000	+ 17.9%
Average Sales Price*	\$142,112	\$156,200	+ 9.9%	\$145,172	\$166,785	+ 14.9%
Percent of List Price Received*	95.2%	96.2%	+ 1.1%	95.5%	97.3%	+ 1.9%
Inventory of Homes for Sale	46	37	- 19.6%	—	—	—
Months Supply of Inventory	1.9	1.8	- 5.3%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	0	1	—	5	2	- 60.0%
Pending Sales	1	0	- 100.0%	4	1	- 75.0%
Closed Sales	2	0	- 100.0%	3	3	0.0%
Days on Market Until Sale	34	—	—	31	55	+ 77.4%
Median Sales Price*	\$180,800	—	—	\$230,000	\$303,596	+ 32.0%
Average Sales Price*	\$180,800	—	—	\$197,200	\$240,499	+ 22.0%
Percent of List Price Received*	99.7%	—	—	99.8%	100.2%	+ 0.4%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	1.0	2.2	+ 120.0%	—	—	—

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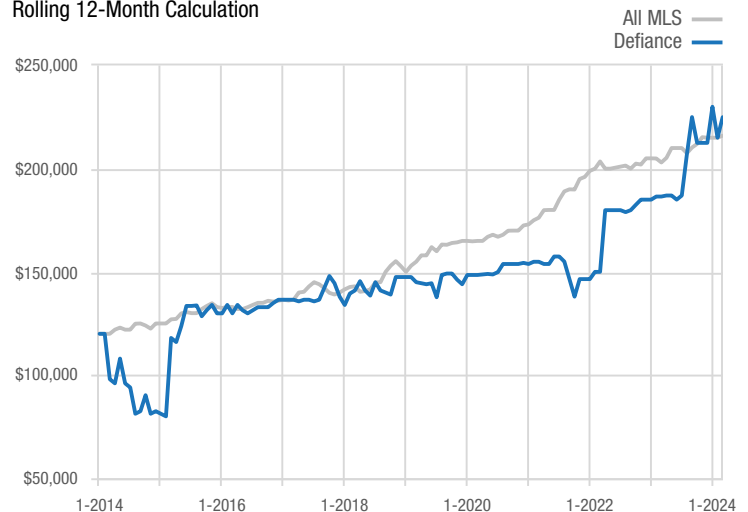
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

Zip Code 43545

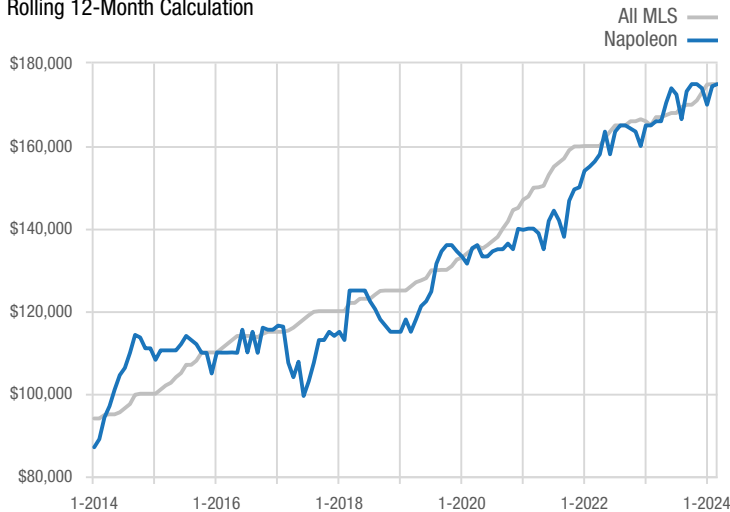
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	7	10	+ 42.9%	18	28	+ 55.6%
Pending Sales	9	8	- 11.1%	26	21	- 19.2%
Closed Sales	8	8	0.0%	24	21	- 12.5%
Days on Market Until Sale	203	94	- 53.7%	113	74	- 34.5%
Median Sales Price*	\$217,000	\$180,200	- 17.0%	\$179,250	\$179,900	+ 0.4%
Average Sales Price*	\$192,375	\$227,000	+ 18.0%	\$189,562	\$202,757	+ 7.0%
Percent of List Price Received*	94.7%	98.8%	+ 4.3%	95.2%	98.1%	+ 3.0%
Inventory of Homes for Sale	13	23	+ 76.9%	—	—	—
Months Supply of Inventory	1.0	3.2	+ 220.0%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% 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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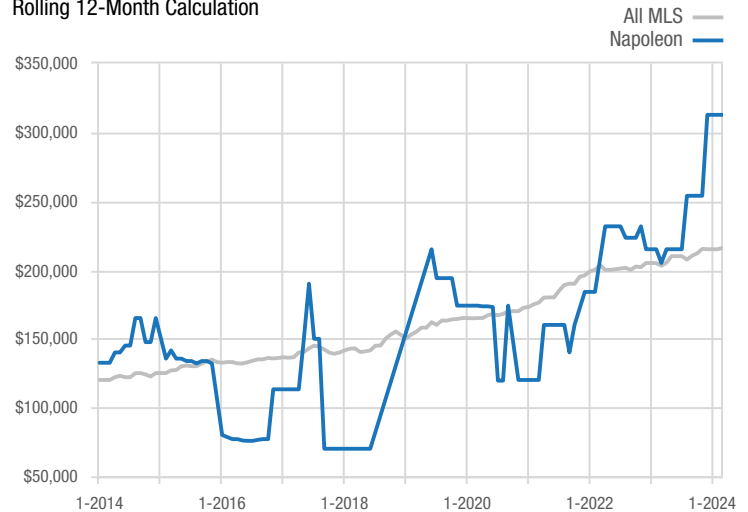
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

Zip Code 43506

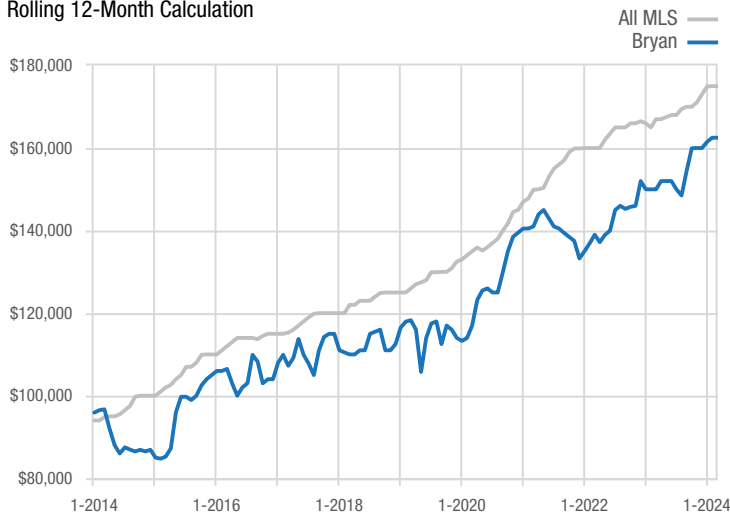
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	11	10	- 9.1%	36	39	+ 8.3%
Pending Sales	14	16	+ 14.3%	45	36	- 20.0%
Closed Sales	19	17	- 10.5%	47	35	- 25.5%
Days on Market Until Sale	99	89	- 10.1%	80	78	- 2.5%
Median Sales Price*	\$143,000	\$125,000	- 12.6%	\$144,000	\$145,000	+ 0.7%
Average Sales Price*	\$147,916	\$160,729	+ 8.7%	\$149,124	\$183,727	+ 23.2%
Percent of List Price Received*	93.3%	100.5%	+ 7.7%	96.0%	98.0%	+ 2.1%
Inventory of Homes for Sale	22	29	+ 31.8%	—	—	—
Months Supply of Inventory	1.4	2.1	+ 50.0%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	62	—	—	62	—	—
Median Sales Price*	\$170,000	—	—	\$170,000	—	—
Average Sales Price*	\$170,000	—	—	\$170,000	—	—
Percent of List Price Received*	96.4%	—	—	96.4%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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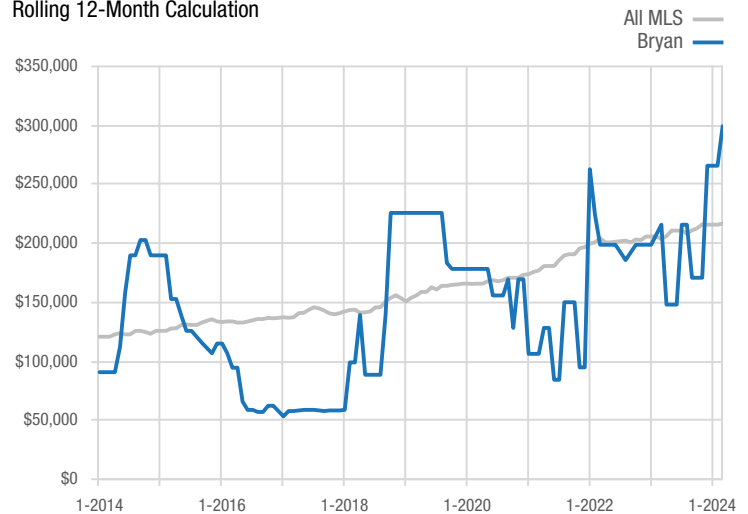
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wauseon

Zip Code 43567

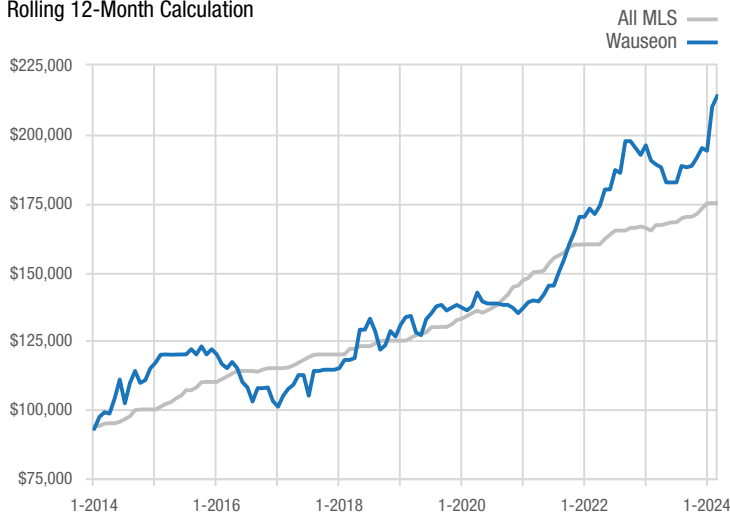
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	9	6	- 33.3%	24	19	- 20.8%
Pending Sales	7	4	- 42.9%	22	9	- 59.1%
Closed Sales	4	4	0.0%	16	8	- 50.0%
Days on Market Until Sale	66	52	- 21.2%	88	64	- 27.3%
Median Sales Price*	\$184,500	\$212,000	+ 14.9%	\$180,000	\$250,000	+ 38.9%
Average Sales Price*	\$192,975	\$228,000	+ 18.2%	\$187,338	\$237,750	+ 26.9%
Percent of List Price Received*	97.6%	99.7%	+ 2.2%	94.2%	99.2%	+ 5.3%
Inventory of Homes for Sale	23	17	- 26.1%	—	—	—
Months Supply of Inventory	2.4	2.3	- 4.2%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	2	1	- 50.0%	2	1	- 50.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
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	1.0	0.8	- 20.0%	—	—	—

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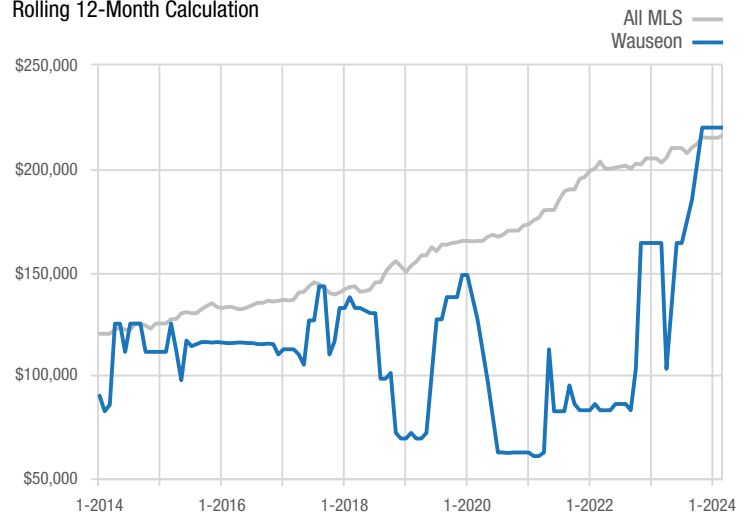
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Archbold

Zip Code 43502

Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	4	4	0.0%	17	9	- 47.1%
Pending Sales	10	1	- 90.0%	16	14	- 12.5%
Closed Sales	7	3	- 57.1%	16	15	- 6.3%
Days on Market Until Sale	73	123	+ 68.5%	60	81	+ 35.0%
Median Sales Price*	\$180,000	\$249,000	+ 38.3%	\$180,000	\$195,000	+ 8.3%
Average Sales Price*	\$197,343	\$209,800	+ 6.3%	\$205,560	\$209,953	+ 2.1%
Percent of List Price Received*	98.9%	98.8%	- 0.1%	98.3%	98.0%	- 0.3%
Inventory of Homes for Sale	10	13	+ 30.0%	—	—	—
Months Supply of Inventory	1.9	2.9	+ 52.6%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	1	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	179	—	—	106	—	—
Median Sales Price*	\$118,000	—	—	\$154,000	—	—
Average Sales Price*	\$118,000	—	—	\$154,000	—	—
Percent of List Price Received*	98.7%	—	—	99.4%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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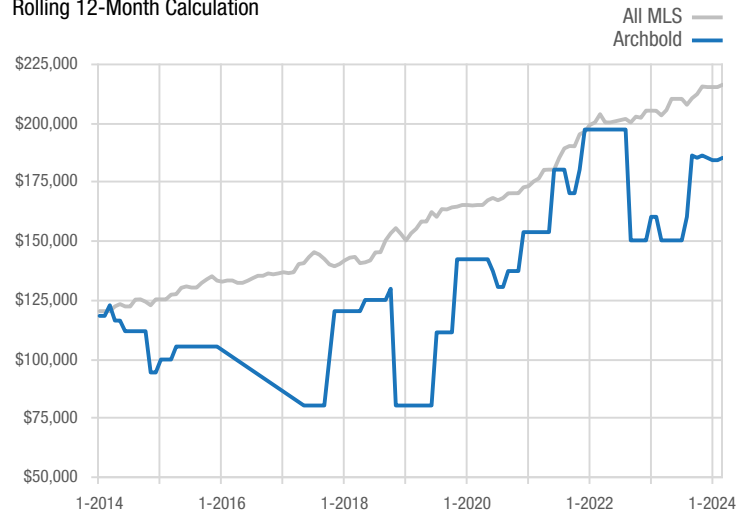
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

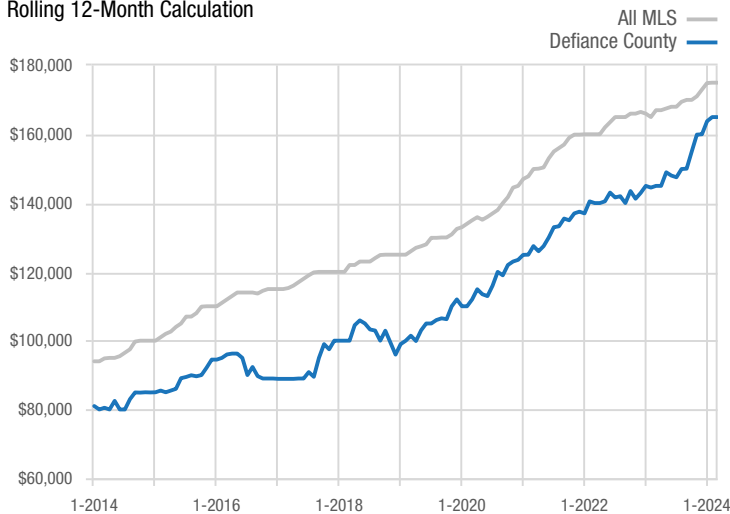
Single Family	March			Year to Date		
Key Metrics	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	34	28	- 17.6%	81	72	- 11.1%
Pending Sales	23	27	+ 17.4%	78	58	- 25.6%
Closed Sales	25	21	- 16.0%	78	51	- 34.6%
Days on Market Until Sale	65	55	- 15.4%	78	64	- 17.9%
Median Sales Price*	\$142,500	\$165,000	+ 15.8%	\$144,250	\$165,000	+ 14.4%
Average Sales Price*	\$150,214	\$163,800	+ 9.0%	\$151,432	\$174,072	+ 15.0%
Percent of List Price Received*	94.9%	96.2%	+ 1.4%	95.9%	97.1%	+ 1.3%
Inventory of Homes for Sale	61	54	- 11.5%	—	—	—
Months Supply of Inventory	1.9	1.9	0.0%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	1	1	0.0%	8	2	- 75.0%
Pending Sales	1	0	- 100.0%	5	1	- 80.0%
Closed Sales	2	0	- 100.0%	5	3	- 40.0%
Days on Market Until Sale	34	—	—	32	55	+ 71.9%
Median Sales Price*	\$180,800	—	—	\$138,000	\$303,596	+ 120.0%
Average Sales Price*	\$180,800	—	—	\$171,920	\$240,499	+ 39.9%
Percent of List Price Received*	99.7%	—	—	99.0%	100.2%	+ 1.2%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	2.1	2.2	+ 4.8%	—	—	—

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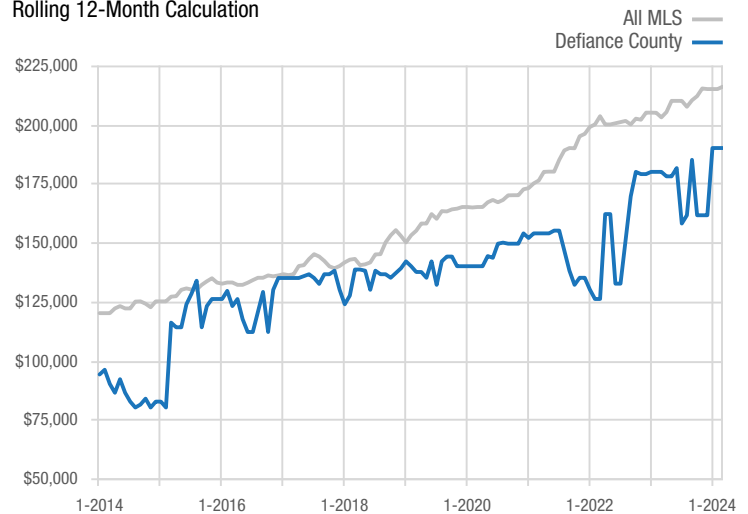
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

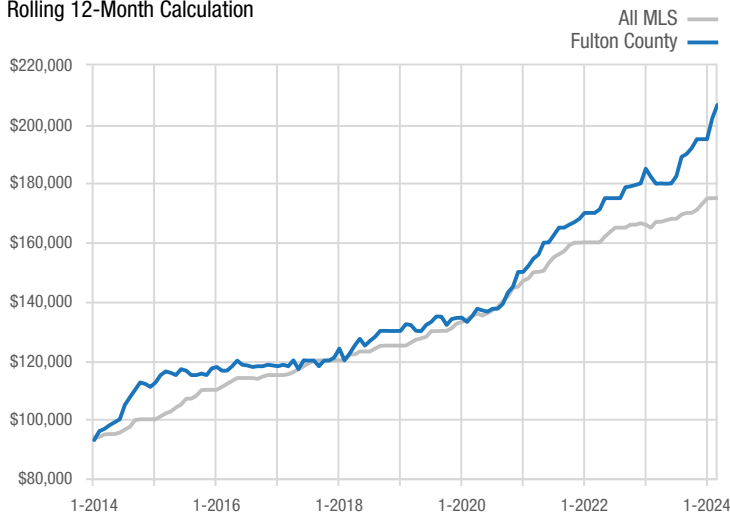
Single Family Key Metrics	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	30	25	- 16.7%	88	75	- 14.8%
Pending Sales	35	16	- 54.3%	77	54	- 29.9%
Closed Sales	34	18	- 47.1%	73	54	- 26.0%
Days on Market Until Sale	66	58	- 12.1%	69	66	- 4.3%
Median Sales Price*	\$176,500	\$224,500	+ 27.2%	\$173,000	\$200,000	+ 15.6%
Average Sales Price*	\$200,124	\$234,398	+ 17.1%	\$194,417	\$226,079	+ 16.3%
Percent of List Price Received*	99.9%	101.2%	+ 1.3%	98.0%	99.9%	+ 1.9%
Inventory of Homes for Sale	57	62	+ 8.8%	—	—	—
Months Supply of Inventory	1.8	2.4	+ 33.3%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	2	1	- 50.0%	2	1	- 50.0%
Pending Sales	2	0	- 100.0%	3	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	179	—	—	106	—	—
Median Sales Price*	\$118,000	—	—	\$154,000	—	—
Average Sales Price*	\$118,000	—	—	\$154,000	—	—
Percent of List Price Received*	98.7%	—	—	99.4%	—	—
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	0.7	0.0%	—	—	—

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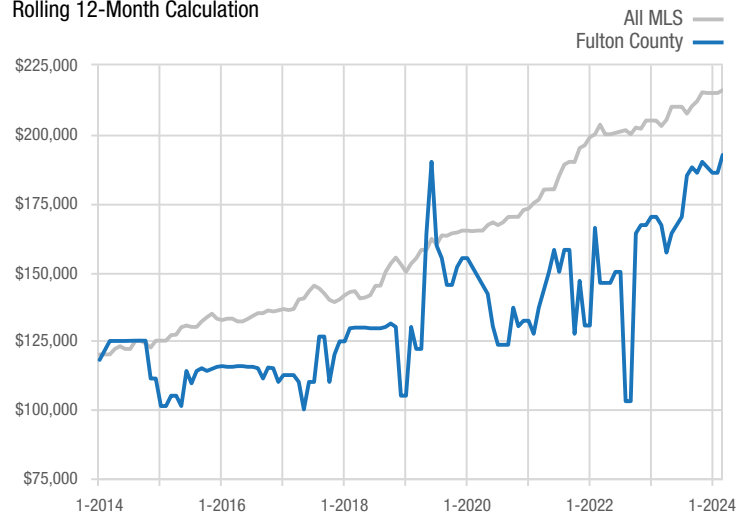
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

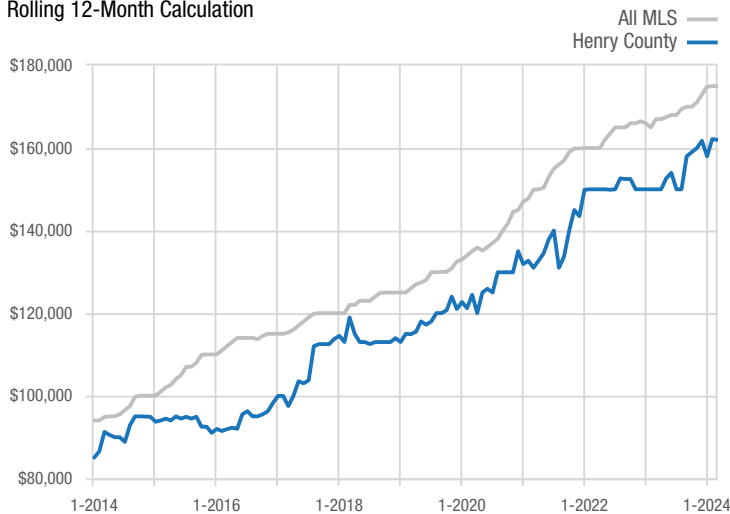
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	18	17	- 5.6%	39	50	+ 28.2%
Pending Sales	11	10	- 9.1%	35	33	- 5.7%
Closed Sales	9	10	+ 11.1%	33	33	0.0%
Days on Market Until Sale	188	82	- 56.4%	102	70	- 31.4%
Median Sales Price*	\$195,000	\$172,450	- 11.6%	\$172,500	\$175,000	+ 1.4%
Average Sales Price*	\$192,667	\$202,580	+ 5.1%	\$182,419	\$183,564	+ 0.6%
Percent of List Price Received*	95.1%	99.0%	+ 4.1%	95.2%	96.3%	+ 1.2%
Inventory of Homes for Sale	35	44	+ 25.7%	—	—	—
Months Supply of Inventory	1.8	2.9	+ 61.1%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% 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	—	—	—	—	—	—

* 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.

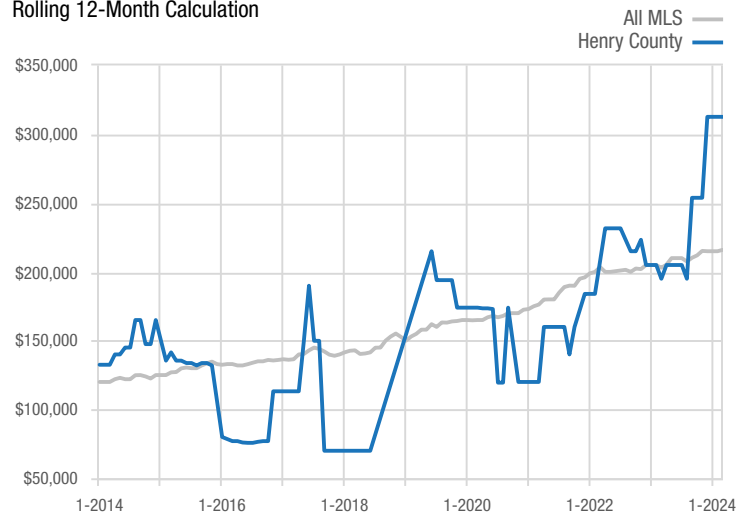
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – March 2024

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Paulding County

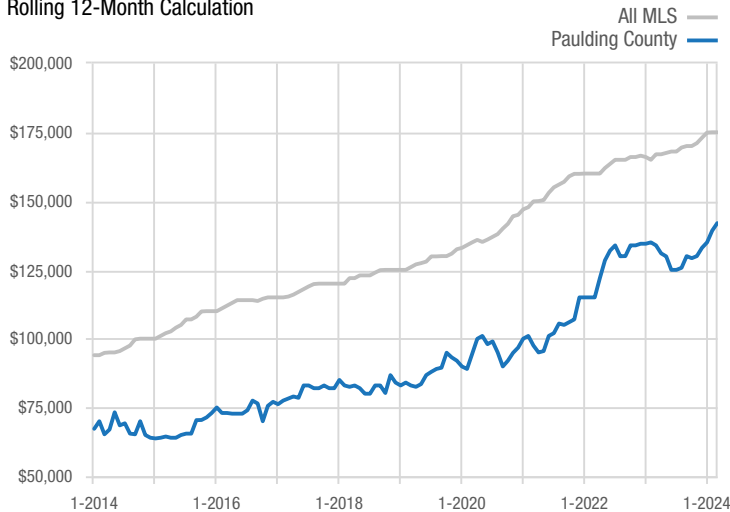
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	19	7	- 63.2%	51	26	- 49.0%
Pending Sales	12	4	- 66.7%	25	24	- 4.0%
Closed Sales	15	5	- 66.7%	27	22	- 18.5%
Days on Market Until Sale	73	149	+ 104.1%	77	89	+ 15.6%
Median Sales Price*	\$95,000	\$171,000	+ 80.0%	\$105,000	\$150,635	+ 43.5%
Average Sales Price*	\$113,585	\$153,300	+ 35.0%	\$118,686	\$153,735	+ 29.5%
Percent of List Price Received*	95.3%	89.5%	- 6.1%	97.4%	99.7%	+ 2.4%
Inventory of Homes for Sale	42	27	- 35.7%	—	—	—
Months Supply of Inventory	3.3	2.6	- 21.2%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
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	—	1.0	—	—	—	—

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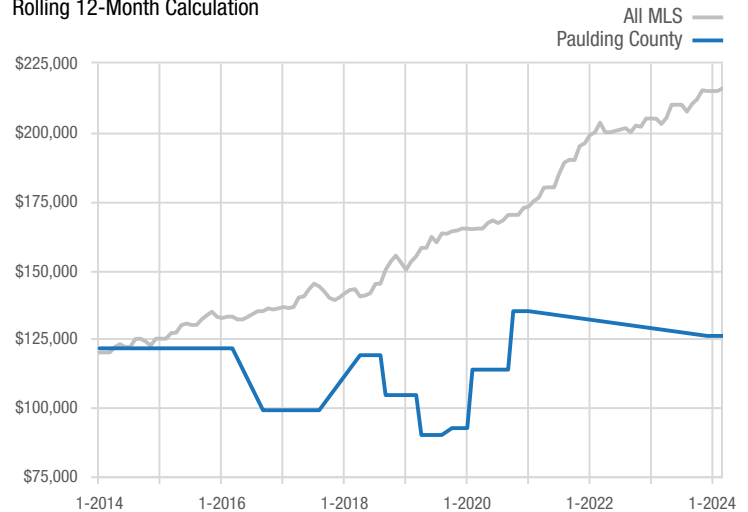
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

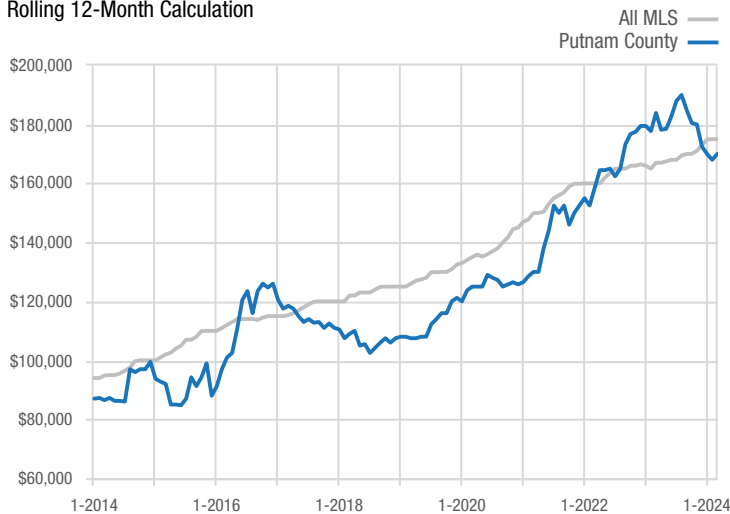
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	11	4	- 63.6%	26	18	- 30.8%
Pending Sales	12	2	- 83.3%	22	10	- 54.5%
Closed Sales	7	3	- 57.1%	17	10	- 41.2%
Days on Market Until Sale	67	98	+ 46.3%	78	79	+ 1.3%
Median Sales Price*	\$175,000	\$289,000	+ 65.1%	\$155,000	\$152,450	- 1.6%
Average Sales Price*	\$181,000	\$273,000	+ 50.8%	\$155,141	\$199,830	+ 28.8%
Percent of List Price Received*	92.8%	95.4%	+ 2.8%	95.3%	97.2%	+ 2.0%
Inventory of Homes for Sale	19	24	+ 26.3%	—	—	—
Months Supply of Inventory	2.2	3.9	+ 77.3%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% 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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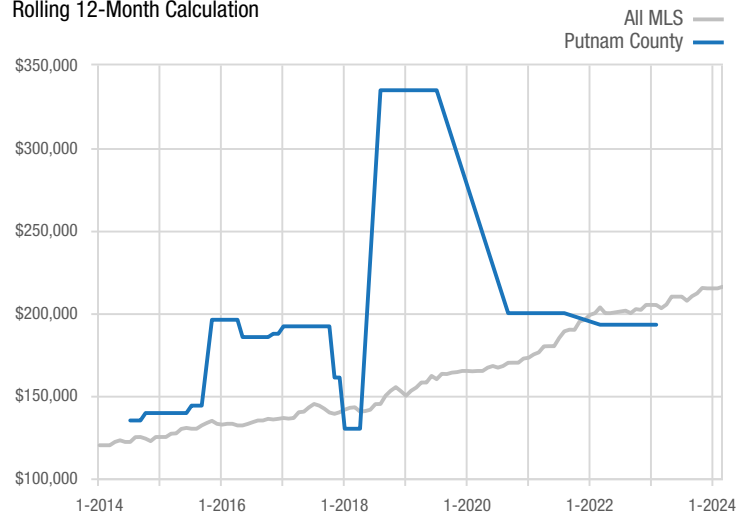
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

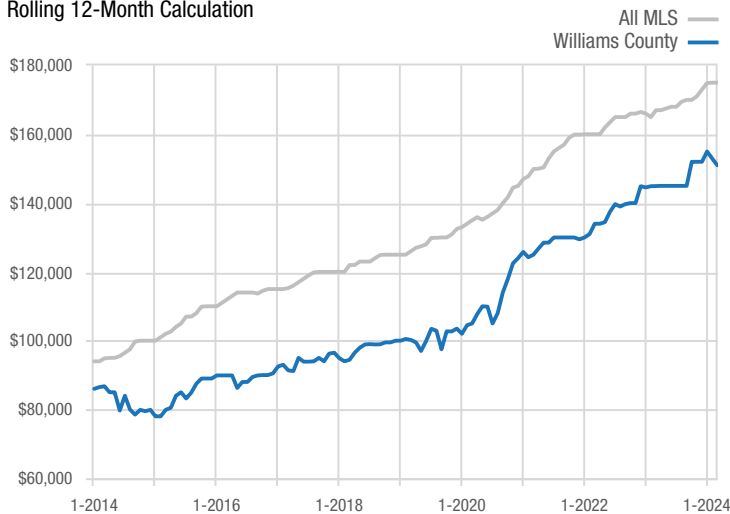
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	36	31	- 13.9%	93	83	- 10.8%
Pending Sales	29	29	0.0%	95	67	- 29.5%
Closed Sales	32	27	- 15.6%	93	61	- 34.4%
Days on Market Until Sale	94	94	0.0%	74	83	+ 12.2%
Median Sales Price*	\$146,000	\$139,750	- 4.3%	\$145,000	\$144,000	- 0.7%
Average Sales Price*	\$165,553	\$168,562	+ 1.8%	\$166,940	\$179,516	+ 7.5%
Percent of List Price Received*	95.6%	98.0%	+ 2.5%	97.0%	97.6%	+ 0.6%
Inventory of Homes for Sale	66	63	- 4.5%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	1	0	- 100.0%	3	2	- 33.3%
Pending Sales	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	62	—	—	62	—	—
Median Sales Price*	\$170,000	—	—	\$170,000	—	—
Average Sales Price*	\$170,000	—	—	\$170,000	—	—
Percent of List Price Received*	96.4%	—	—	96.4%	—	—
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.6	3.0	+ 87.5%	—	—	—

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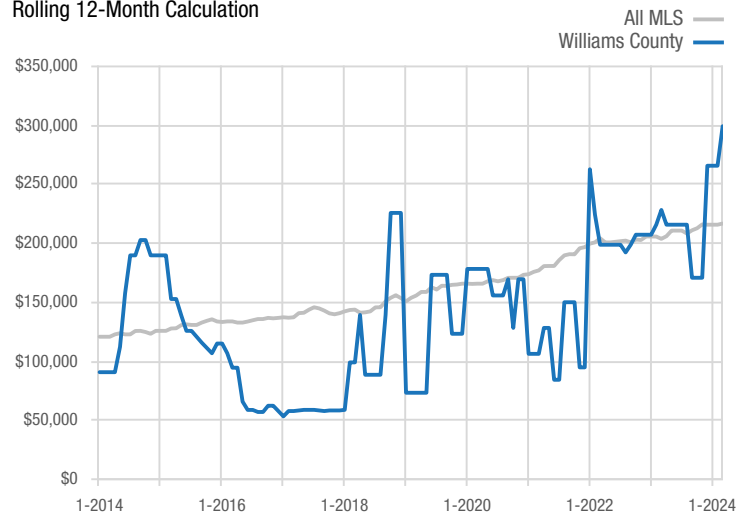
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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