

Local Market Update – May 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales fell for the second month in a row, sliding 1.9% month-over-month and 1.9% year-over-year, according to the National Association of REALTORS® (NAR), with sales down in all four regions of the country. Higher borrowing costs and accelerating home prices continue to weigh on demand, pushing some prospective buyers to the sidelines and causing market activity to slump ahead of summer.

Home prices have continued to climb nationwide, despite an uptick in inventory this year. Nationally, the median existing-home price reached \$407,600 as of last measure, a 5.7% increase from the same period last year and a record high for the month, according to NAR. Meanwhile, total inventory heading into May stood at 1.21 million units, a 9% increase month-over-month and a 16.3% increase year-over-year, for a 3.5 month's supply at the current sales pace.

Single Family	May			Year to Date		
	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	152	154	1.3%	656	629	-4.1%
Closed Sales	121	120	-0.8%	554	500	-9.7%
Days on Market	64	52	-18.8%	71	70	-1.4%
SP\$/SqFt	\$113.50	\$114.69	1.0%	\$106.66	\$116.44	9.2%
Median Sales Price*	\$163,000	\$170,000	4.3%	\$156,600	\$165,000	5.4%
Average Sales Price*	\$181,637	\$191,451	5.4%	\$169,373	\$186,121	9.9%
Percent of List Price Received*	98%	102%	4.1%	98%	99%	1.0%
Months Supply of Inventory	3	3	0.0%	---	---	---
Total Volume	\$21,978,104	\$22,974,094	4.5%	\$93,832,422	\$93,060,561	-0.8%

Condo/Villa	May			Year to Date		
	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	2	4	100.0%	19	16	-15.8%
Closed Sales	1	6	500.0%	13	12	-7.7%
Days on Market	40	45	12.5%	46	56	21.7%
SP\$/SqFt	\$172.52	\$145.40	-15.7%	\$137.69	\$151.98	10.4%
Median Sales Price*	\$275,000	\$199,950	-27.3%	\$138,000	\$246,500	78.6%
Average Sales Price*	\$275,000	\$214,883	-21.9%	\$173,868	\$220,566	26.9%
Percent of List Price Received*	95%	98%	3.2%	99%	98%	-1.0%
Months Supply of Inventory	10	2	-80.0%	---	---	---
Total Volume (in 1000's)	\$275,000	\$1,289,300	368.8%	\$2,260,283	\$2,646,796	-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	5-2023	5-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		1,135	968	- 14.7%	4,503	4,274	- 5.1%
Pending Sales		892	832	- 6.7%	3,668	3,536	- 3.6%
Closed Sales		885	872	- 1.5%	3,493	3,471	- 0.6%
Days on Market Until Sale		54	53	- 1.9%	64	65	+ 1.6%
Median Sales Price		\$180,000	\$200,000	+ 11.1%	\$165,000	\$179,000	+ 8.5%
Average Sales Price		\$214,688	\$237,972	+ 10.8%	\$195,657	\$210,055	+ 7.4%
Percent of List Price Received		100.7%	101.0%	+ 0.3%	99.1%	99.5%	+ 0.4%
Housing Affordability Index		170	146	- 14.1%	185	163	- 11.9%
Inventory of Homes for Sale		1,835	1,717	- 6.4%	—	—	—
Months Supply of Inventory		2.1	2.2	+ 4.8%	—	—	—

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Defiance

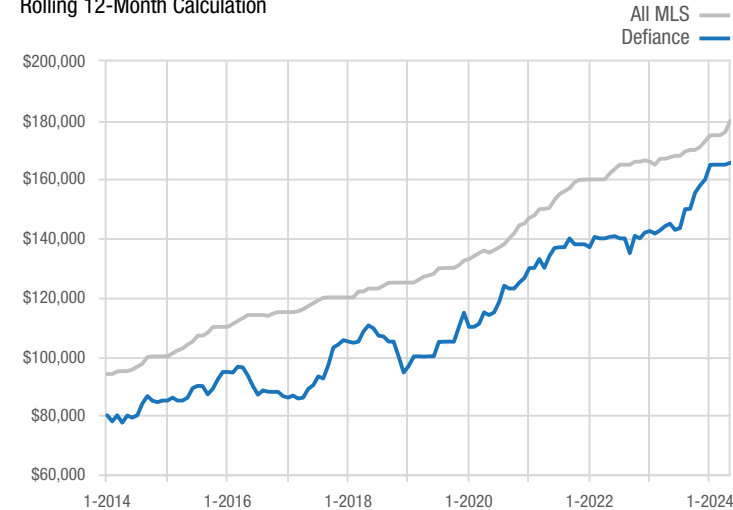
Zip Code 43512

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	25	20	- 20.0%	115	91	- 20.9%
Pending Sales	20	18	- 10.0%	105	78	- 25.7%
Closed Sales	22	17	- 22.7%	103	71	- 31.1%
Days on Market Until Sale	68	55	- 19.1%	69	71	+ 2.9%
Median Sales Price*	\$156,000	\$169,000	+ 8.3%	\$141,250	\$160,000	+ 13.3%
Average Sales Price*	\$173,800	\$188,676	+ 8.6%	\$151,949	\$173,819	+ 14.4%
Percent of List Price Received*	98.6%	100.4%	+ 1.8%	96.4%	98.8%	+ 2.5%
Inventory of Homes for Sale	48	30	- 37.5%	—	—	—
Months Supply of Inventory	2.1	1.5	- 28.6%	—	—	—

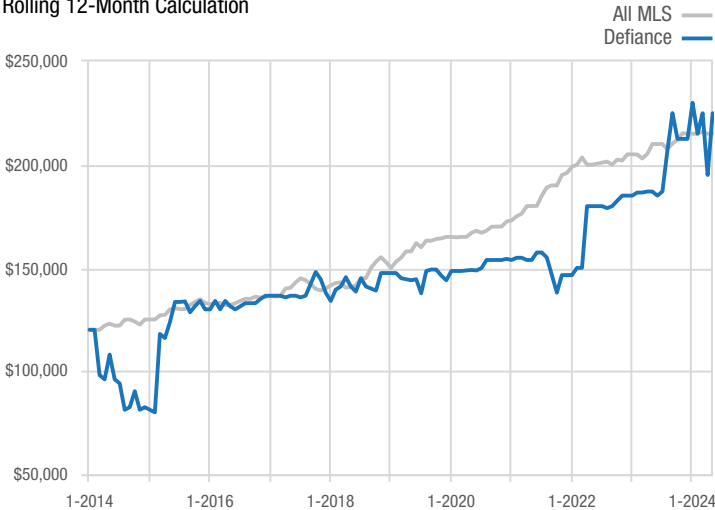
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	1	—	7	5	- 28.6%
Pending Sales	0	1	—	4	5	+ 25.0%
Closed Sales	0	3	—	3	7	+ 133.3%
Days on Market Until Sale	—	58	—	31	65	+ 109.7%
Median Sales Price*	—	\$299,900	—	\$230,000	\$299,900	+ 30.4%
Average Sales Price*	—	\$249,800	—	\$197,200	\$234,842	+ 19.1%
Percent of List Price Received*	—	99.9%	—	99.8%	99.5%	- 0.3%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	2.2	1.6	- 27.3%	—	—	—

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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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Napoleon

Zip Code 43545

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	6	6	0.0%	28	45	+ 60.7%
Pending Sales	4	7	+ 75.0%	38	39	+ 2.6%
Closed Sales	6	5	- 16.7%	37	38	+ 2.7%
Days on Market Until Sale	107	42	- 60.7%	100	72	- 28.0%
Median Sales Price*	\$315,000	\$182,000	- 42.2%	\$183,500	\$179,200	- 2.3%
Average Sales Price*	\$287,500	\$135,780	- 52.8%	\$201,889	\$174,153	- 13.7%
Percent of List Price Received*	96.3%	101.6%	+ 5.5%	97.4%	99.5%	+ 2.2%
Inventory of Homes for Sale	11	21	+ 90.9%	—	—	—
Months Supply of Inventory	0.9	2.7	+ 200.0%	—	—	—

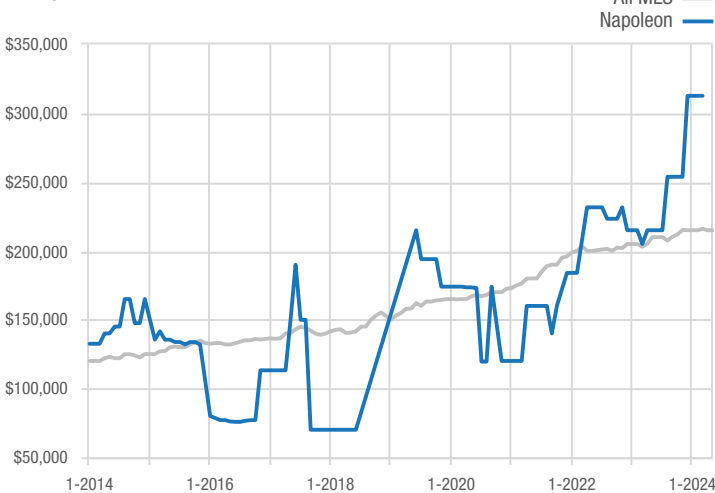
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	8	—	—
Median Sales Price*	—	—	—	\$312,683	—	—
Average Sales Price*	—	—	—	\$312,683	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Bryan

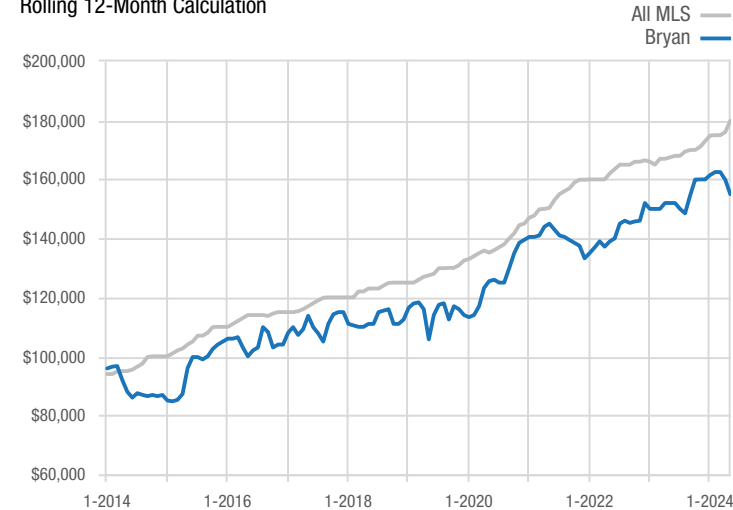
Zip Code 43506

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	14	22	+ 57.1%	64	81	+ 26.6%
Pending Sales	15	15	0.0%	71	73	+ 2.8%
Closed Sales	8	17	+ 112.5%	65	71	+ 9.2%
Days on Market Until Sale	111	66	- 40.5%	81	73	- 9.9%
Median Sales Price*	\$192,000	\$136,750	- 28.8%	\$157,250	\$143,875	- 8.5%
Average Sales Price*	\$193,750	\$154,379	- 20.3%	\$152,281	\$166,260	+ 9.2%
Percent of List Price Received*	100.0%	105.4%	+ 5.4%	96.9%	99.6%	+ 2.8%
Inventory of Homes for Sale	24	30	+ 25.0%	—	—	—
Months Supply of Inventory	1.6	2.1	+ 31.3%	—	—	—

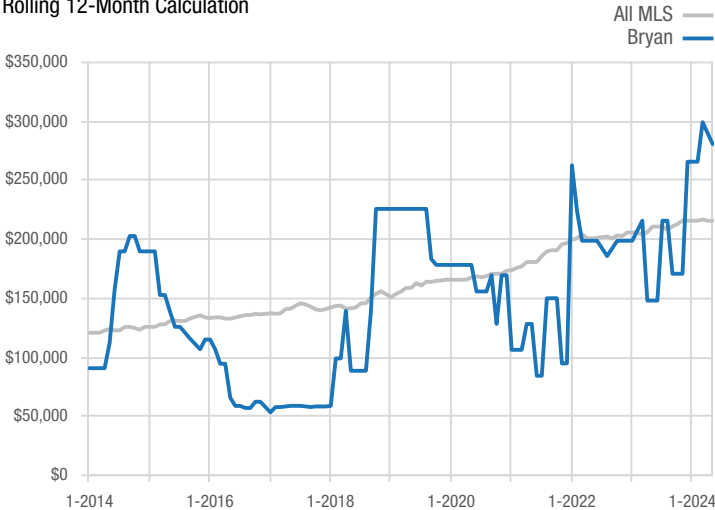
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	29	—	62	62	0.0%
Median Sales Price*	—	\$250,000	—	\$170,000	\$265,000	+ 55.9%
Average Sales Price*	—	\$250,000	—	\$170,000	\$265,000	+ 55.9%
Percent of List Price Received*	—	92.6%	—	96.4%	93.0%	- 3.5%
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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Wauseon

Zip Code 43567

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	12	8	- 33.3%	43	36	- 16.3%
Pending Sales	5	6	+ 20.0%	32	23	- 28.1%
Closed Sales	5	9	+ 80.0%	30	23	- 23.3%
Days on Market Until Sale	61	53	- 13.1%	85	77	- 9.4%
Median Sales Price*	\$146,500	\$215,000	+ 46.8%	\$175,000	\$215,000	+ 22.9%
Average Sales Price*	\$181,900	\$205,111	+ 12.8%	\$189,500	\$227,952	+ 20.3%
Percent of List Price Received*	99.6%	100.8%	+ 1.2%	96.1%	99.7%	+ 3.7%
Inventory of Homes for Sale	26	20	- 23.1%	—	—	—
Months Supply of Inventory	2.9	2.6	- 10.3%	—	—	—

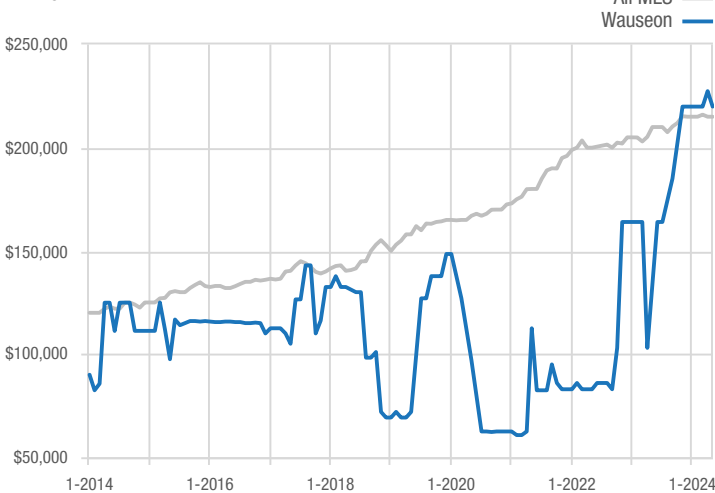
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	1	—	3	2	- 33.3%
Pending Sales	1	0	- 100.0%	3	1	- 66.7%
Closed Sales	1	0	- 100.0%	3	1	- 66.7%
Days on Market Until Sale	40	—	—	33	33	0.0%
Median Sales Price*	\$275,000	—	—	\$90,000	\$183,000	+ 103.3%
Average Sales Price*	\$275,000	—	—	\$146,667	\$183,000	+ 24.8%
Percent of List Price Received*	95.2%	—	—	98.4%	100.0%	+ 1.6%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Archbold

Zip Code 43502

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	5	8	+ 60.0%	26	22	- 15.4%
Pending Sales	7	6	- 14.3%	27	27	0.0%
Closed Sales	5	6	+ 20.0%	27	26	- 3.7%
Days on Market Until Sale	67	48	- 28.4%	61	68	+ 11.5%
Median Sales Price*	\$161,200	\$193,000	+ 19.7%	\$179,000	\$195,000	+ 8.9%
Average Sales Price*	\$154,421	\$180,000	+ 16.6%	\$193,495	\$200,122	+ 3.4%
Percent of List Price Received*	98.0%	98.6%	+ 0.6%	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	6	12	+ 100.0%	—	—	—
Months Supply of Inventory	1.2	2.6	+ 116.7%	—	—	—

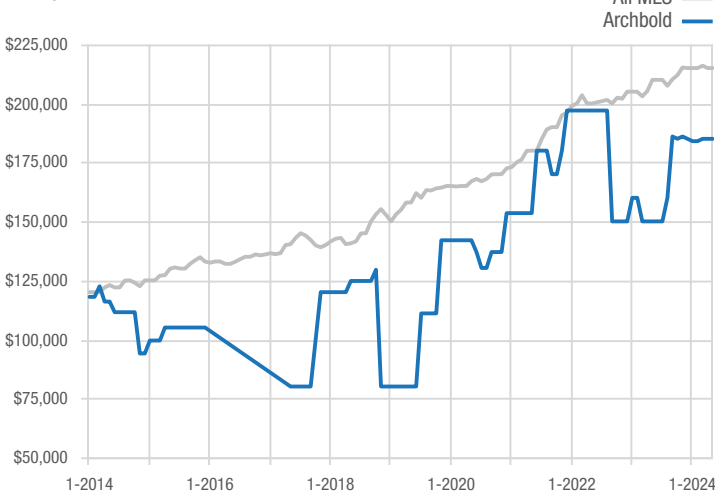
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	0	0	—	2	0	- 100.0%
Days on Market Until Sale	—	—	—	106	—	—
Median Sales Price*	—	—	—	\$154,000	—	—
Average Sales Price*	—	—	—	\$154,000	—	—
Percent of List Price Received*	—	—	—	99.4%	—	—
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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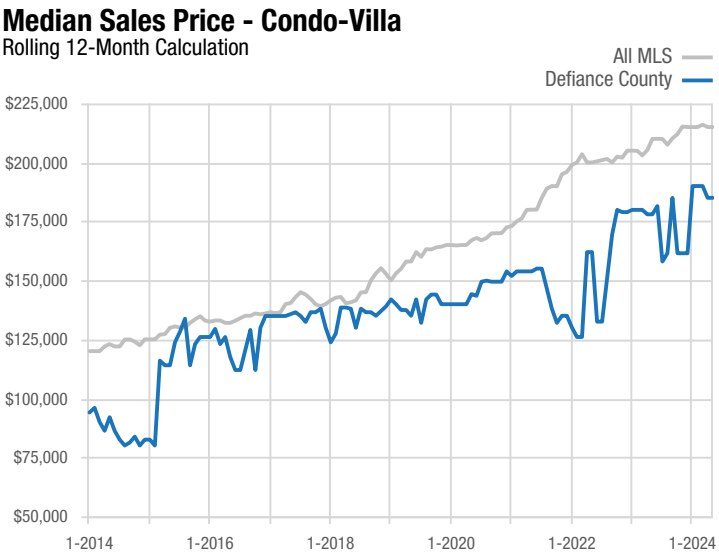
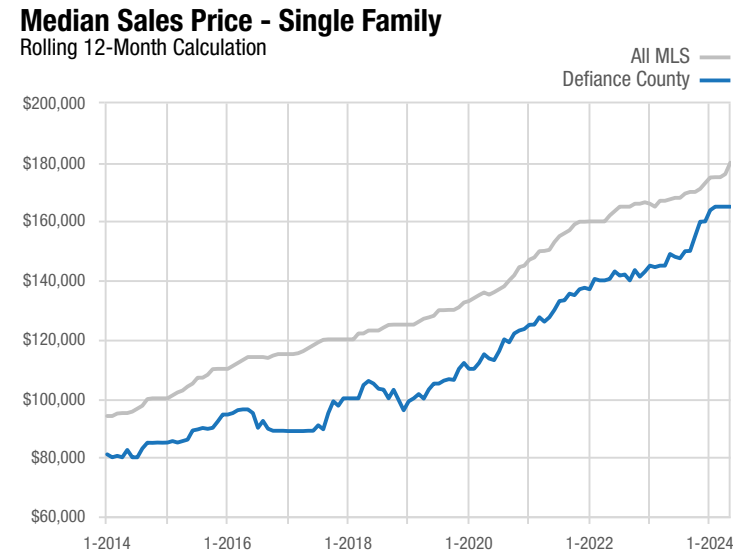


Defiance County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	39	27	- 30.8%	153	125	- 18.3%
Pending Sales	27	26	- 3.7%	128	116	- 9.4%
Closed Sales	28	28	0.0%	125	111	- 11.2%
Days on Market Until Sale	61	63	+ 3.3%	69	71	+ 2.9%
Median Sales Price*	\$176,000	\$155,000	- 11.9%	\$148,950	\$152,500	+ 2.4%
Average Sales Price*	\$180,967	\$183,769	+ 1.5%	\$156,621	\$178,356	+ 13.9%
Percent of List Price Received*	99.2%	97.6%	- 1.6%	96.9%	97.7%	+ 0.8%
Inventory of Homes for Sale	79	43	- 45.6%	—	—	—
Months Supply of Inventory	2.6	1.5	- 42.3%	—	—	—

Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	2	—	10	8	- 20.0%
Pending Sales	0	1	—	6	6	0.0%
Closed Sales	0	4	—	5	8	+ 60.0%
Days on Market Until Sale	—	53	—	32	61	+ 90.6%
Median Sales Price*	—	\$222,950	—	\$138,000	\$236,450	+ 71.3%
Average Sales Price*	—	\$222,350	—	\$171,920	\$222,987	+ 29.7%
Percent of List Price Received*	—	99.2%	—	99.0%	99.2%	+ 0.2%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	3.1	2.4	- 22.6%	—	—	—

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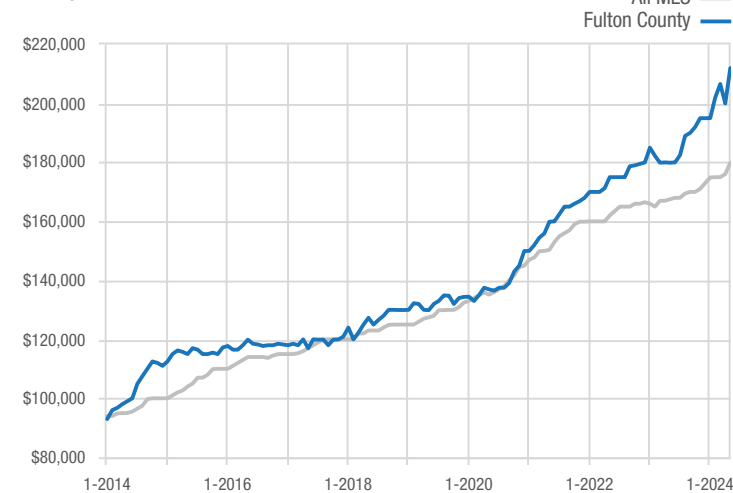
Fulton County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	41	36	- 12.2%	160	150	- 6.3%
Pending Sales	30	28	- 6.7%	132	120	- 9.1%
Closed Sales	28	29	+ 3.6%	130	117	- 10.0%
Days on Market Until Sale	49	43	- 12.2%	63	62	- 1.6%
Median Sales Price*	\$154,002	\$217,500	+ 41.2%	\$175,000	\$200,000	+ 14.3%
Average Sales Price*	\$181,631	\$249,354	+ 37.3%	\$198,225	\$228,609	+ 15.3%
Percent of List Price Received*	100.7%	101.6%	+ 0.9%	99.0%	100.1%	+ 1.1%
Inventory of Homes for Sale	67	70	+ 4.5%	—	—	—
Months Supply of Inventory	2.2	2.6	+ 18.2%	—	—	—

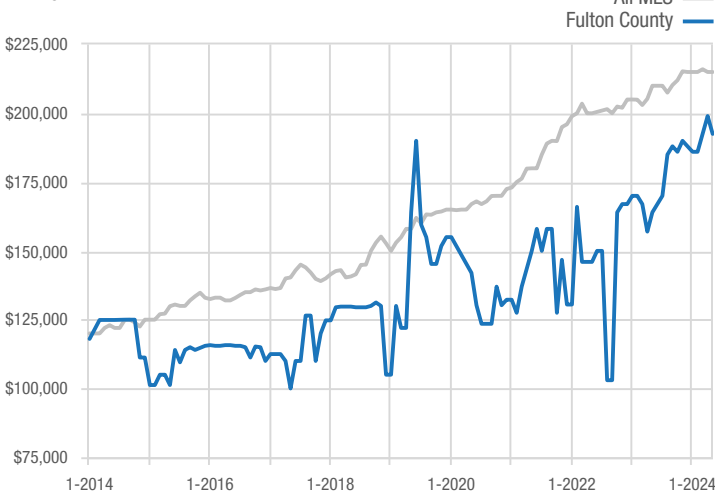
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	1	1	0.0%	4	2	- 50.0%
Pending Sales	1	0	- 100.0%	5	1	- 80.0%
Closed Sales	1	0	- 100.0%	5	1	- 80.0%
Days on Market Until Sale	40	—	—	62	33	- 46.8%
Median Sales Price*	\$275,000	—	—	\$118,000	\$183,000	+ 55.1%
Average Sales Price*	\$275,000	—	—	\$149,600	\$183,000	+ 22.3%
Percent of List Price Received*	95.2%	—	—	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	0.6	- 14.3%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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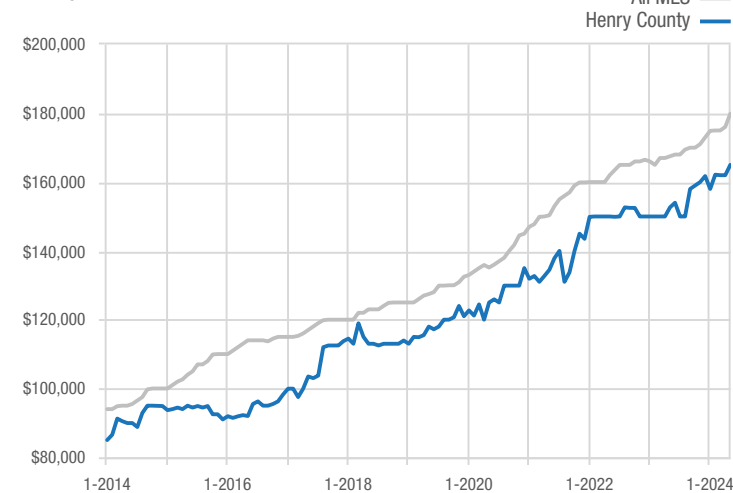
Henry County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	16	18	+ 12.5%	65	90	+ 38.5%
Pending Sales	12	16	+ 33.3%	64	73	+ 14.1%
Closed Sales	15	14	- 6.7%	60	71	+ 18.3%
Days on Market Until Sale	75	34	- 54.7%	84	65	- 22.6%
Median Sales Price*	\$150,000	\$173,500	+ 15.7%	\$163,000	\$167,000	+ 2.5%
Average Sales Price*	\$185,854	\$177,743	- 4.4%	\$180,830	\$173,110	- 4.3%
Percent of List Price Received*	94.8%	105.3%	+ 11.1%	96.7%	99.7%	+ 3.1%
Inventory of Homes for Sale	29	41	+ 41.4%	—	—	—
Months Supply of Inventory	1.6	2.6	+ 62.5%	—	—	—

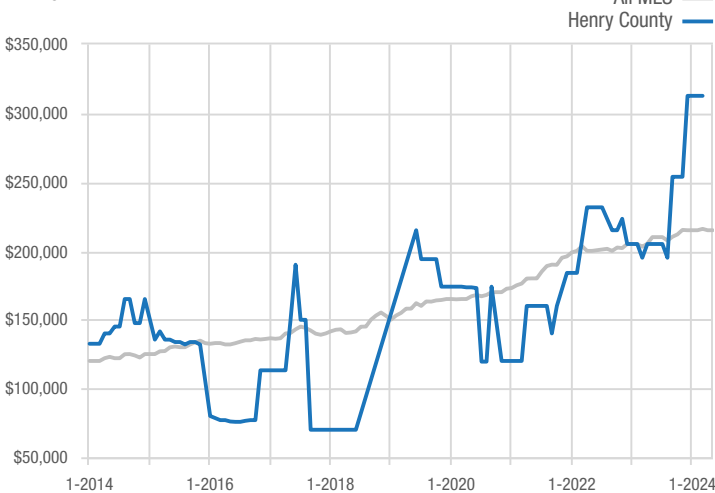
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	8	—	—
Median Sales Price*	—	—	—	\$312,683	—	—
Average Sales Price*	—	—	—	\$312,683	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
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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Local Market Update – May 2024

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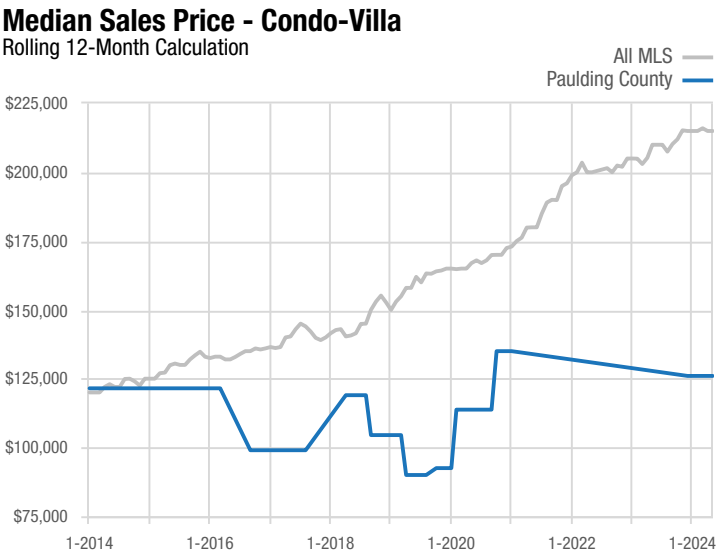
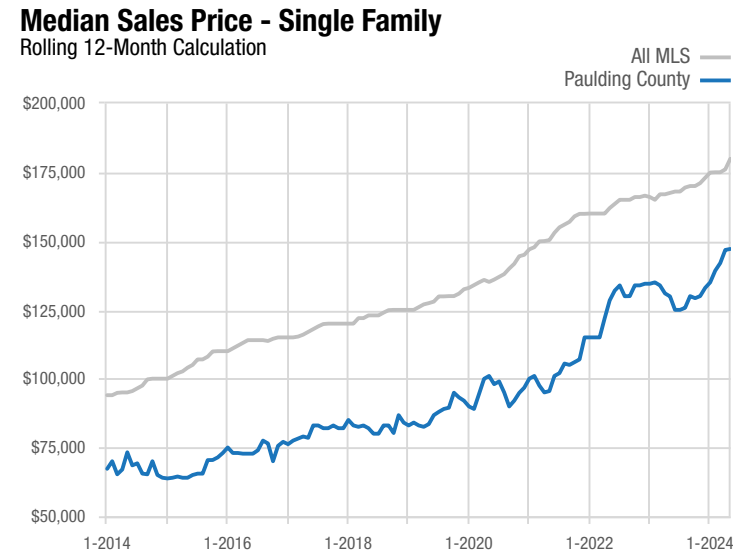


Paulding County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	10	14	+ 40.0%	72	50	- 30.6%
Pending Sales	13	6	- 53.8%	60	42	- 30.0%
Closed Sales	18	5	- 72.2%	61	40	- 34.4%
Days on Market Until Sale	66	40	- 39.4%	75	88	+ 17.3%
Median Sales Price*	\$146,000	\$195,000	+ 33.6%	\$120,000	\$154,750	+ 29.0%
Average Sales Price*	\$170,139	\$202,600	+ 19.1%	\$139,145	\$165,717	+ 19.1%
Percent of List Price Received*	93.6%	99.0%	+ 5.8%	95.8%	99.5%	+ 3.9%
Inventory of Homes for Sale	23	29	+ 26.1%	—	—	—
Months Supply of Inventory	1.7	3.3	+ 94.1%	—	—	—

Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	0	—	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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Putnam County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	5	8	+ 60.0%	33	39	+ 18.2%
Pending Sales	4	11	+ 175.0%	36	30	- 16.7%
Closed Sales	9	10	+ 11.1%	35	29	- 17.1%
Days on Market Until Sale	71	42	- 40.8%	69	71	+ 2.9%
Median Sales Price*	\$212,850	\$163,667	- 23.1%	\$181,500	\$165,500	- 8.8%
Average Sales Price*	\$212,150	\$190,323	- 10.3%	\$181,664	\$194,412	+ 7.0%
Percent of List Price Received*	101.2%	97.1%	- 4.1%	98.3%	97.3%	- 1.0%
Inventory of Homes for Sale	11	23	+ 109.1%	—	—	—
Months Supply of Inventory	1.3	3.5	+ 169.2%	—	—	—

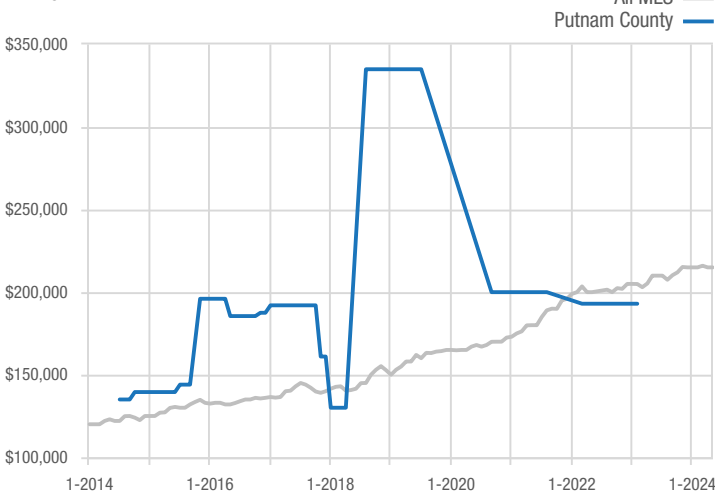
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
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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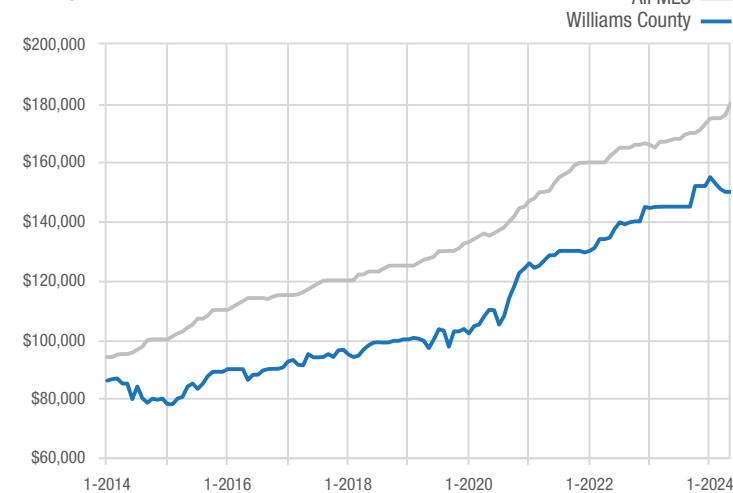
Williams County

Single Family	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	41	44	+ 7.3%	173	170	- 1.7%
Pending Sales	35	30	- 14.3%	156	140	- 10.3%
Closed Sales	23	34	+ 47.8%	143	135	- 5.6%
Days on Market Until Sale	77	63	- 18.2%	72	74	+ 2.8%
Median Sales Price*	\$165,000	\$150,000	- 9.1%	\$147,000	\$145,000	- 1.4%
Average Sales Price*	\$189,943	\$162,311	- 14.5%	\$164,623	\$169,811	+ 3.2%
Percent of List Price Received*	98.8%	101.2%	+ 2.4%	97.5%	98.5%	+ 1.0%
Inventory of Homes for Sale	75	68	- 9.3%	—	—	—
Months Supply of Inventory	2.2	2.0	- 9.1%	—	—	—

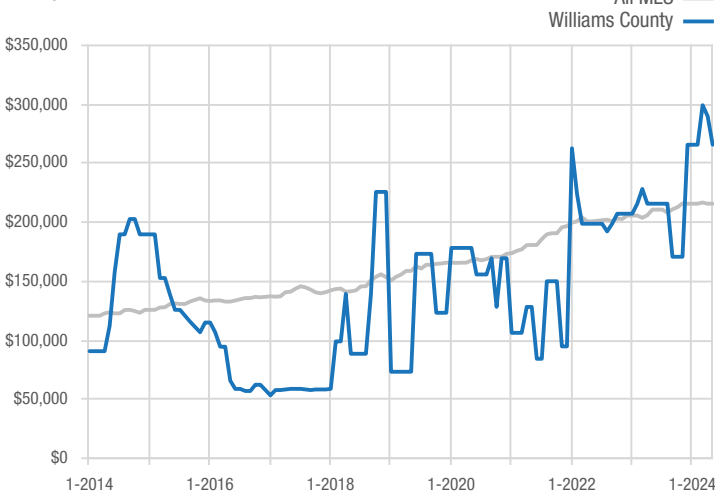
Condo-Villa	May			Year to Date		
Key Metrics	2023	2024	% Change	Thru 5-2023	Thru 5-2024	% Change
New Listings	1	1	0.0%	4	3	- 25.0%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	0	2	—	2	3	+ 50.0%
Days on Market Until Sale	—	29	—	62	51	- 17.7%
Median Sales Price*	—	\$199,950	—	\$170,000	\$250,000	+ 47.1%
Average Sales Price*	—	\$199,950	—	\$170,000	\$226,633	+ 33.3%
Percent of List Price Received*	—	96.3%	—	96.4%	95.3%	- 1.1%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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