

## Local Market Update – August 2020

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## Western Counties

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

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Single Family Key Metrics	August			Year to Date		
	2019	2020	% Change	Thru 8 2019	Thru 8 2020	% Change
New Listings	241	<b>168</b>		1,437	1,212	
Closed Sales	144	<b>175</b>		1,055	1,088	
Days on Market	84	<b>90</b>		89	96	
Median Sales Price*	\$127,000	<b>\$140,900</b>		\$115,000	\$125,500	
Average Sales Price*	\$142,165	<b>\$152,017</b>		\$127,277	\$135,192	
Percent of List Price Received*	98.2%	<b>100.0%</b>		97.9%	98.5%	
Months Supply of Inventory	5	<b>3</b>		---	---	
Total Volume (in 1'000s)	\$20,472	<b>\$26,603</b>		\$135,322	<b>\$147,089</b>	

Condo-Villa Key Metrics	August			Year to Date		
	2019	2020	% Change	Thru 8 2019	Thru 8 2020	% Change
New Listings	6	<b>4</b>	-33.3%	32	37	+15.6%
Closed Sales	4	<b>3</b>	-25.0%	26	25	-3.8%
Days on Market	48	<b>72</b>	+50.0%	82	76	-7.3%
Median Sales Price*	\$164,900	<b>\$159,900</b>	-3.0%	\$146,250	\$137,000	-6.3%
Average Sales Price*	\$173,325	<b>\$165,568</b>	-4.5%	\$147,869	\$129,861	-12.2%
Percent of List Price Received*	98.9%	<b>99.3%</b>	+0.4%	99.6%	98.3%	-1.3%
Months Supply of Inventory	4	<b>5</b>	+25.0%	---	---	---
Total Volume	\$693,300	<b>\$496,704</b>	-28.4%	\$3,844,600	<b>\$3,246,525</b>	-15.6%

\*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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,352	<b>1,162</b>	- 14.1%	9,870	<b>8,512</b>	- 13.8%
<b>Pending Sales</b>		1,045	<b>1,112</b>	+ 6.4%	7,453	<b>7,173</b>	- 3.8%
<b>Closed Sales</b>		1,071	<b>1,109</b>	+ 3.5%	7,356	<b>7,027</b>	- 4.5%
<b>Days on Market Until Sale</b>		77	<b>72</b>	- 6.5%	84	<b>84</b>	0.0%
<b>Median Sales Price</b>		\$143,900	<b>\$150,000</b>	+ 4.2%	\$135,000	<b>\$143,000</b>	+ 5.9%
<b>Average Sales Price</b>		\$168,651	<b>\$178,219</b>	+ 5.7%	\$160,947	<b>\$167,940</b>	+ 4.3%
<b>Percent of List Price Received</b>		97.3%	<b>98.6%</b>	+ 1.3%	96.9%	<b>97.8%</b>	+ 0.9%
<b>Housing Affordability Index</b>		227	<b>225</b>	- 0.9%	242	<b>236</b>	- 2.5%
<b>Inventory of Homes for Sale</b>		3,383	<b>2,477</b>	- 26.8%	—	—	—
<b>Months Supply of Inventory</b>		3.8	<b>2.8</b>	- 26.3%	—	—	—

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## Defiance

MLS Area 61: 43512

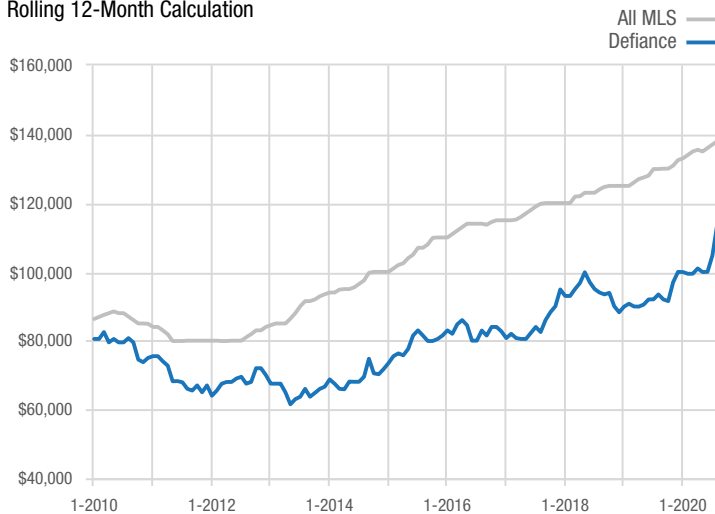
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	28	16	- 42.9%	187	154	- 17.6%
Pending Sales	16	15	- 6.3%	130	146	+ 12.3%
Closed Sales	17	23	+ 35.3%	129	147	+ 14.0%
Days on Market Until Sale	53	91	+ 71.7%	79	86	+ 8.9%
Median Sales Price*	\$93,750	<b>\$140,100</b>	+ 49.4%	\$100,000	<b>\$118,875</b>	+ 18.9%
Average Sales Price*	\$114,673	<b>\$142,378</b>	+ 24.2%	\$111,394	<b>\$120,608</b>	+ 8.3%
Percent of List Price Received*	96.0%	<b>95.6%</b>	- 0.4%	97.2%	<b>96.7%</b>	- 0.5%
Inventory of Homes for Sale	72	42	- 41.7%	—	—	—
Months Supply of Inventory	4.3	2.3	- 46.5%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	1	1	0.0%	6	13	+ 116.7%
Pending Sales	0	0	—	7	9	+ 28.6%
Closed Sales	1	2	+ 100.0%	7	8	+ 14.3%
Days on Market Until Sale	41	76	+ 85.4%	47	56	+ 19.1%
Median Sales Price*	\$149,900	<b>\$168,402</b>	+ 12.3%	\$135,500	<b>\$153,821</b>	+ 13.5%
Average Sales Price*	\$149,900	<b>\$168,402</b>	+ 12.3%	\$111,829	<b>\$139,678</b>	+ 24.9%
Percent of List Price Received*	100.0%	<b>99.1%</b>	- 0.9%	99.9%	<b>97.5%</b>	- 2.4%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.5	1.9	+ 280.0%	—	—	—

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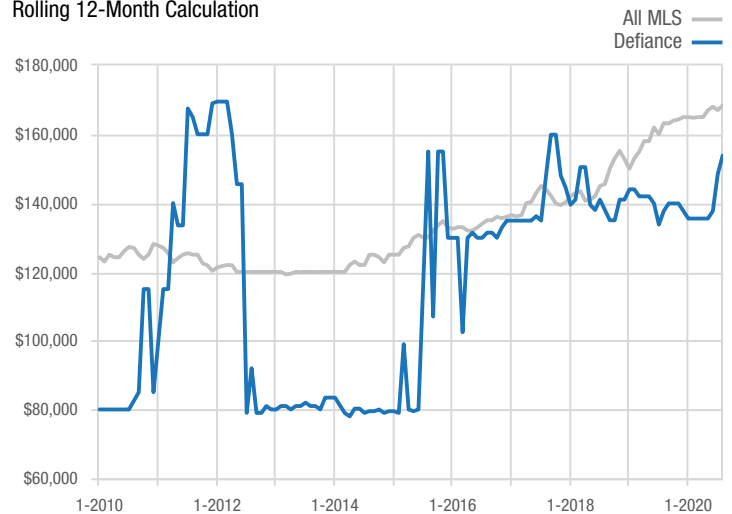
### Median Sales Price - Single Family

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.

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## Napoleon

MLS Area 76: 43545

Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	17	<b>13</b>	- 23.5%	97	<b>77</b>	- 20.6%
Pending Sales	10	<b>9</b>	- 10.0%	70	<b>73</b>	+ 4.3%
Closed Sales	9	<b>13</b>	+ 44.4%	69	<b>73</b>	+ 5.8%
Days on Market Until Sale	73	<b>102</b>	+ 39.7%	78	<b>92</b>	+ 17.9%
Median Sales Price*	\$145,000	<b>\$164,900</b>	+ 13.7%	\$137,500	<b>\$139,900</b>	+ 1.7%
Average Sales Price*	\$151,600	<b>\$164,246</b>	+ 8.3%	\$145,380	<b>\$153,470</b>	+ 5.6%
Percent of List Price Received*	97.5%	<b>98.7%</b>	+ 1.2%	97.5%	<b>97.4%</b>	- 0.1%
Inventory of Homes for Sale	38	<b>28</b>	- 26.3%	—	—	—
Months Supply of Inventory	4.7	<b>3.1</b>	- 34.0%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	—	3	<b>5</b>	+ 66.7%
Pending Sales	0	<b>0</b>	—	2	<b>1</b>	- 50.0%
Closed Sales	0	<b>0</b>	—	2	<b>1</b>	- 50.0%
Days on Market Until Sale	—	—	—	77	<b>72</b>	- 6.5%
Median Sales Price*	—	—	—	\$194,000	<b>\$65,000</b>	- 66.5%
Average Sales Price*	—	—	—	\$194,000	<b>\$65,000</b>	- 66.5%
Percent of List Price Received*	—	—	—	95.6%	<b>86.8%</b>	- 9.2%
Inventory of Homes for Sale	2	<b>4</b>	+ 100.0%	—	—	—
Months Supply of Inventory	2.0	<b>4.0</b>	+ 100.0%	—	—	—

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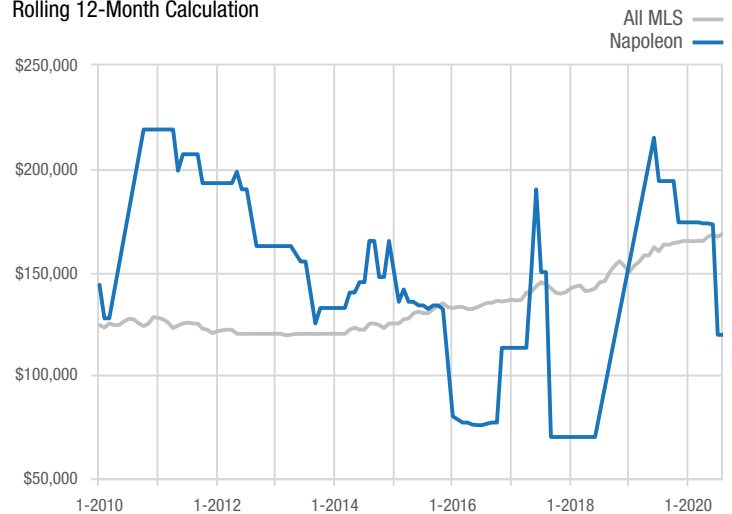
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Bryan

MLS Area 87: 43506

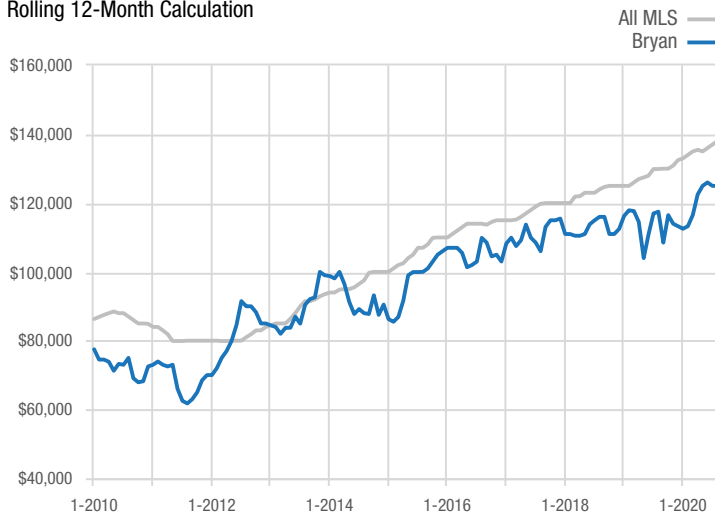
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	37	29	- 21.6%	164	132	- 19.5%
Pending Sales	20	14	- 30.0%	134	115	- 14.2%
Closed Sales	21	14	- 33.3%	135	118	- 12.6%
Days on Market Until Sale	66	80	+ 21.2%	84	94	+ 11.9%
Median Sales Price*	\$152,000	<b>\$145,000</b>	- 4.6%	\$117,000	<b>\$132,000</b>	+ 12.8%
Average Sales Price*	\$149,552	<b>\$156,335</b>	+ 4.5%	\$122,820	<b>\$140,191</b>	+ 14.1%
Percent of List Price Received*	98.8%	<b>97.1%</b>	- 1.7%	96.9%	<b>96.7%</b>	- 0.2%
Inventory of Homes for Sale	64	51	- 20.3%	—	—	—
Months Supply of Inventory	4.0	3.4	- 15.0%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	1	—	4	4	0.0%
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	96	55	- 42.7%
Median Sales Price*	—	—	—	\$223,750	<b>\$168,750</b>	- 24.6%
Average Sales Price*	—	—	—	\$223,750	<b>\$168,750</b>	- 24.6%
Percent of List Price Received*	—	—	—	97.6%	<b>92.4%</b>	- 5.3%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

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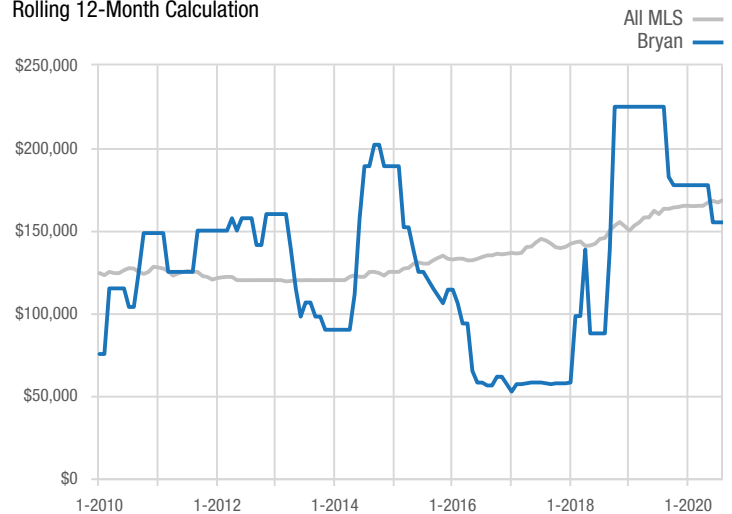
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Wauseon

MLS Area 96: 43567

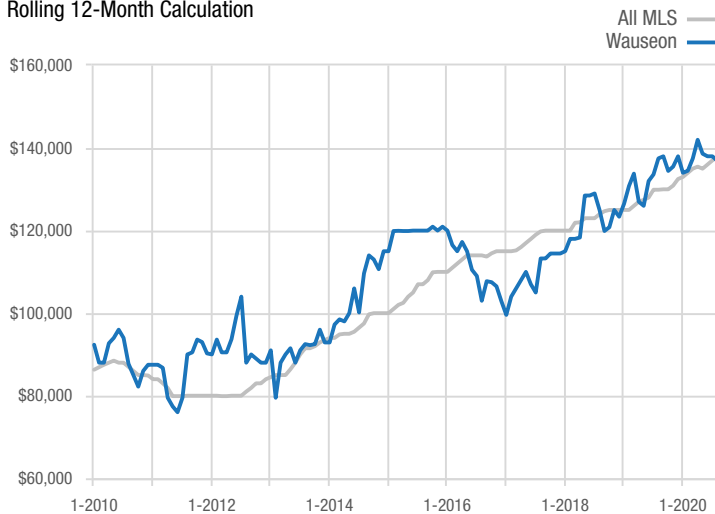
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	13	10	- 23.1%	72	90	+ 25.0%
Pending Sales	6	13	+ 116.7%	63	75	+ 19.0%
Closed Sales	8	17	+ 112.5%	66	75	+ 13.6%
Days on Market Until Sale	119	71	- 40.3%	105	82	- 21.9%
Median Sales Price*	\$139,250	<b>\$124,000</b>	- 11.0%	\$137,500	<b>\$136,500</b>	- 0.7%
Average Sales Price*	\$163,500	<b>\$128,289</b>	- 21.5%	\$153,249	<b>\$137,017</b>	- 10.6%
Percent of List Price Received*	91.4%	<b>96.8%</b>	+ 5.9%	96.3%	<b>98.5%</b>	+ 2.3%
Inventory of Homes for Sale	26	27	+ 3.8%	—	—	—
Months Supply of Inventory	3.5	3.3	- 5.7%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	6	2	- 66.7%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	94	127	+ 35.1%
Median Sales Price*	—	—	—	\$155,000	<b>\$62,500</b>	- 59.7%
Average Sales Price*	—	—	—	\$148,667	<b>\$69,800</b>	- 53.0%
Percent of List Price Received*	—	—	—	94.9%	<b>93.3%</b>	- 1.7%
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
Months Supply of Inventory	3.0	—	—	—	—	—

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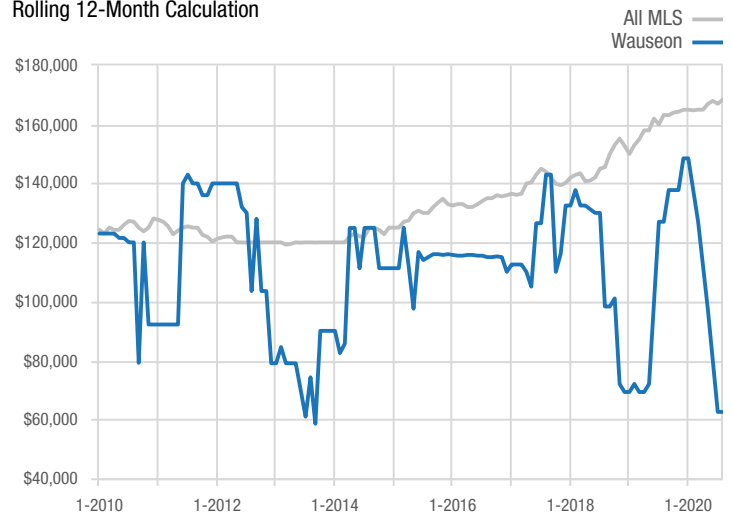
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Archbold

MLS Area 98: 43502

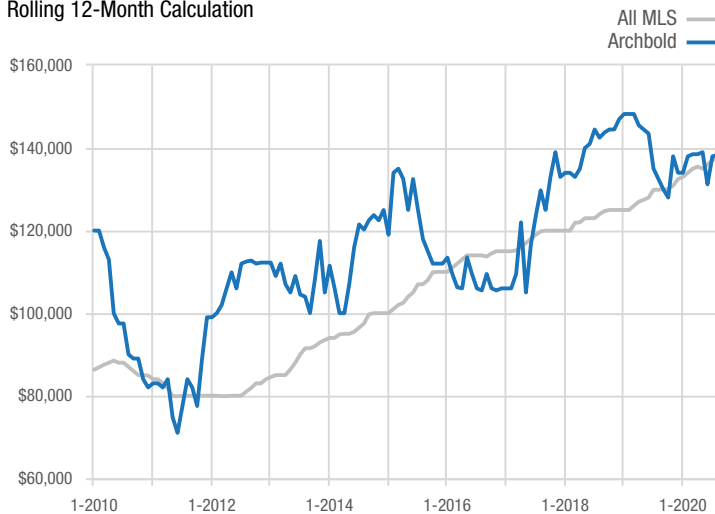
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	5	9	+ 80.0%	49	50	+ 2.0%
Pending Sales	4	5	+ 25.0%	34	43	+ 26.5%
Closed Sales	3	6	+ 100.0%	33	43	+ 30.3%
Days on Market Until Sale	142	80	- 43.7%	100	102	+ 2.0%
Median Sales Price*	\$138,000	<b>\$145,000</b>	+ 5.1%	\$130,000	<b>\$137,500</b>	+ 5.8%
Average Sales Price*	\$145,000	<b>\$163,583</b>	+ 12.8%	\$153,861	<b>\$168,171</b>	+ 9.3%
Percent of List Price Received*	100.8%	<b>95.2%</b>	- 5.6%	96.3%	<b>98.0%</b>	+ 1.8%
Inventory of Homes for Sale	21	21	0.0%	—	—	—
Months Supply of Inventory	5.4	4.3	- 20.4%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	0	—	2	3	+ 50.0%
Pending Sales	0	0	—	1	2	+ 100.0%
Closed Sales	0	0	—	1	2	+ 100.0%
Days on Market Until Sale	—	—	—	101	24	- 76.2%
Median Sales Price*	—	—	—	\$142,000	<b>\$130,250</b>	- 8.3%
Average Sales Price*	—	—	—	\$142,000	<b>\$130,250</b>	- 8.3%
Percent of List Price Received*	—	—	—	101.5%	<b>99.0%</b>	- 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.5	—	—	—	—

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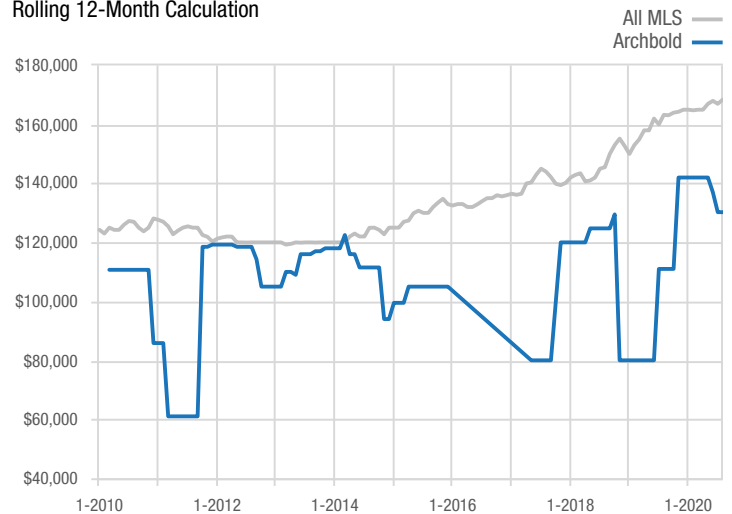
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Defiance County

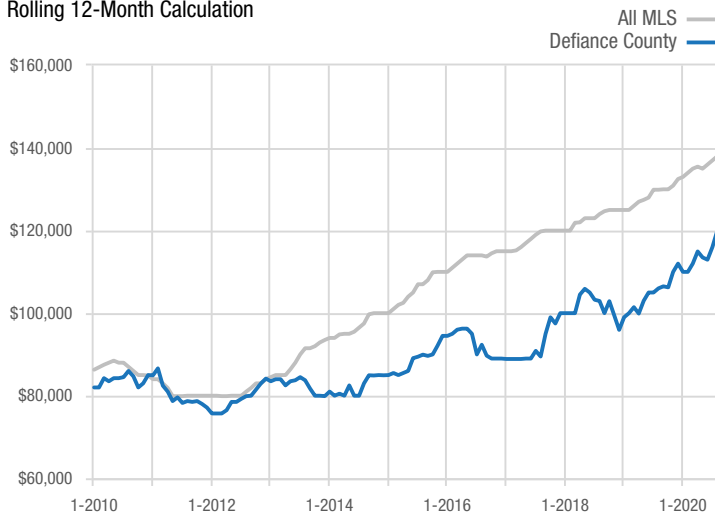
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	58	<b>34</b>	- 41.4%	352	<b>282</b>	- 19.9%
Pending Sales	32	<b>28</b>	- 12.5%	258	<b>255</b>	- 1.2%
Closed Sales	33	<b>38</b>	+ 15.2%	254	<b>257</b>	+ 1.2%
Days on Market Until Sale	61	<b>89</b>	+ 45.9%	80	<b>90</b>	+ 12.5%
Median Sales Price*	\$124,750	<b>\$152,450</b>	+ 22.2%	\$112,000	<b>\$125,000</b>	+ 11.6%
Average Sales Price*	\$125,993	<b>\$158,007</b>	+ 25.4%	\$126,661	<b>\$130,321</b>	+ 2.9%
Percent of List Price Received*	97.7%	<b>96.9%</b>	- 0.8%	97.3%	<b>96.9%</b>	- 0.4%
Inventory of Homes for Sale	137	<b>87</b>	- 36.5%	—	—	—
Months Supply of Inventory	4.4	<b>2.7</b>	- 38.6%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	5	<b>2</b>	- 60.0%	16	<b>20</b>	+ 25.0%
Pending Sales	3	<b>0</b>	- 100.0%	14	<b>16</b>	+ 14.3%
Closed Sales	4	<b>3</b>	- 25.0%	14	<b>15</b>	+ 7.1%
Days on Market Until Sale	48	<b>72</b>	+ 50.0%	42	<b>78</b>	+ 85.7%
Median Sales Price*	\$164,900	<b>\$159,900</b>	- 3.0%	\$137,700	<b>\$153,821</b>	+ 11.7%
Average Sales Price*	\$173,325	<b>\$165,568</b>	- 4.5%	\$126,800	<b>\$134,808</b>	+ 6.3%
Percent of List Price Received*	97.7%	<b>99.4%</b>	+ 1.7%	98.7%	<b>97.9%</b>	- 0.8%
Inventory of Homes for Sale	4	<b>5</b>	+ 25.0%	—	—	—
Months Supply of Inventory	1.6	<b>2.3</b>	+ 43.8%	—	—	—

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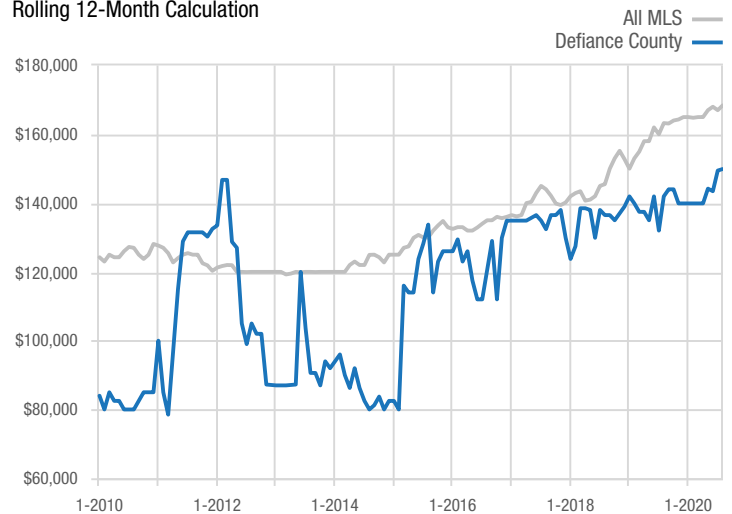
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Fulton County

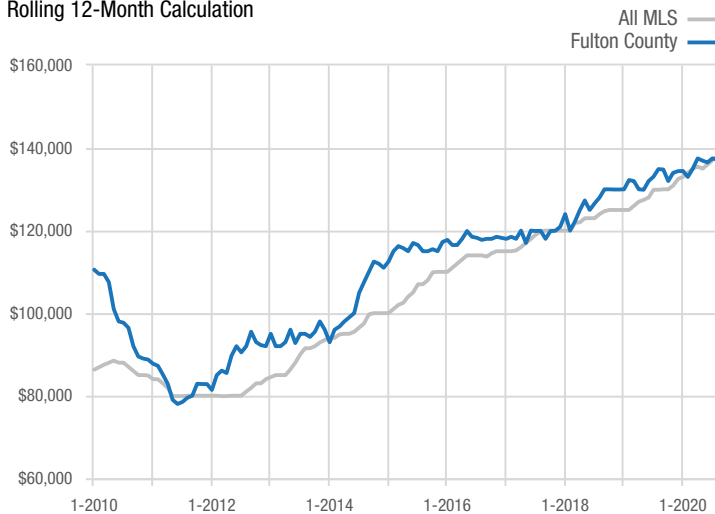
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	36	45	+ 25.0%	297	313	+ 5.4%
Pending Sales	31	43	+ 38.7%	228	255	+ 11.8%
Closed Sales	30	49	+ 63.3%	227	255	+ 12.3%
Days on Market Until Sale	88	81	- 8.0%	91	86	- 5.5%
Median Sales Price*	\$169,000	<b>\$146,000</b>	- 13.6%	\$136,000	<b>\$140,000</b>	+ 2.9%
Average Sales Price*	\$176,855	<b>\$160,784</b>	- 9.1%	\$156,198	<b>\$153,758</b>	- 1.6%
Percent of List Price Received*	95.2%	<b>98.7%</b>	+ 3.7%	97.0%	<b>98.8%</b>	+ 1.9%
Inventory of Homes for Sale	113	104	- 8.0%	—	—	—
Months Supply of Inventory	4.1	3.5	- 14.6%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	1	—	8	7	- 12.5%
Pending Sales	0	0	—	6	6	0.0%
Closed Sales	0	0	—	6	6	0.0%
Days on Market Until Sale	—	—	—	134	78	- 41.8%
Median Sales Price*	—	—	—	\$159,500	<b>\$110,250</b>	- 30.9%
Average Sales Price*	—	—	—	\$181,483	<b>\$114,483</b>	- 36.9%
Percent of List Price Received*	—	—	—	97.7%	<b>95.7%</b>	- 2.0%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	2.0	1.8	- 10.0%	—	—	—

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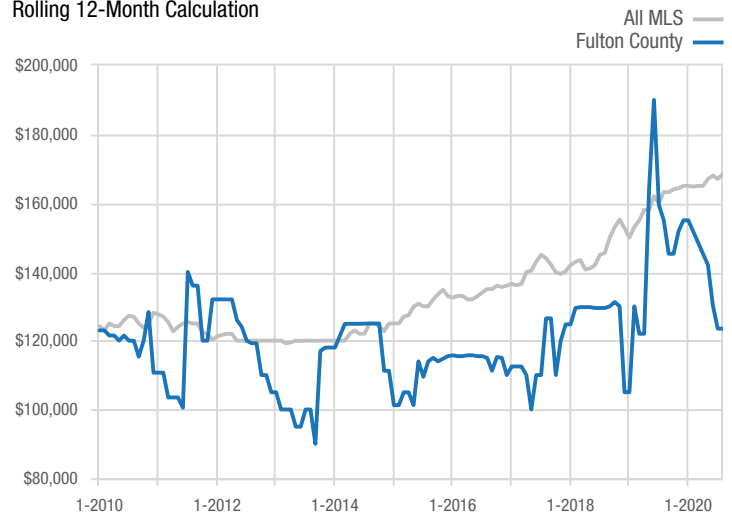
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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# Local Market Update – August 2020

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## Henry County

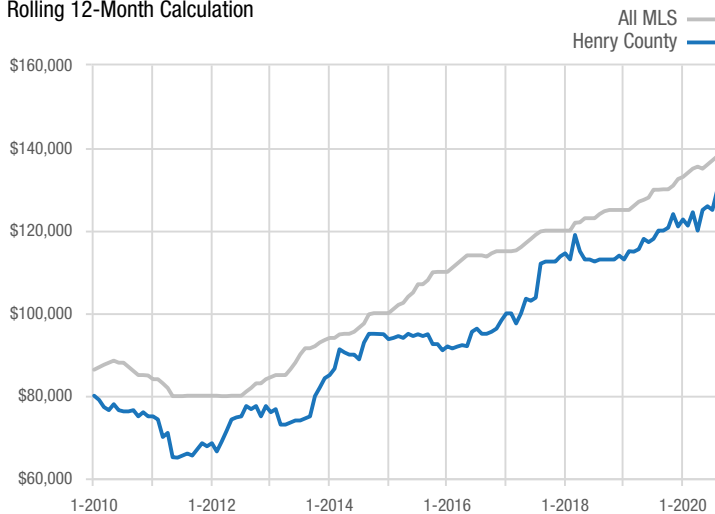
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	41	27	- 34.1%	193	154	- 20.2%
Pending Sales	19	21	+ 10.5%	132	137	+ 3.8%
Closed Sales	16	24	+ 50.0%	129	136	+ 5.4%
Days on Market Until Sale	71	89	+ 25.4%	88	94	+ 6.8%
Median Sales Price*	\$142,500	<b>\$169,200</b>	+ 18.7%	\$125,000	<b>\$137,625</b>	+ 10.1%
Average Sales Price*	\$133,681	<b>\$176,113</b>	+ 31.7%	\$138,278	<b>\$147,430</b>	+ 6.6%
Percent of List Price Received*	94.9%	<b>99.5%</b>	+ 4.8%	96.3%	<b>96.9%</b>	+ 0.6%
Inventory of Homes for Sale	83	55	- 33.7%	—	—	—
Months Supply of Inventory	5.2	3.2	- 38.5%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	77	72	- 6.5%
Median Sales Price*	—	—	—	\$194,000	<b>\$65,000</b>	- 66.5%
Average Sales Price*	—	—	—	\$194,000	<b>\$65,000</b>	- 66.5%
Percent of List Price Received*	—	—	—	95.6%	<b>86.8%</b>	- 9.2%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	2.0	4.0	+ 100.0%	—	—	—

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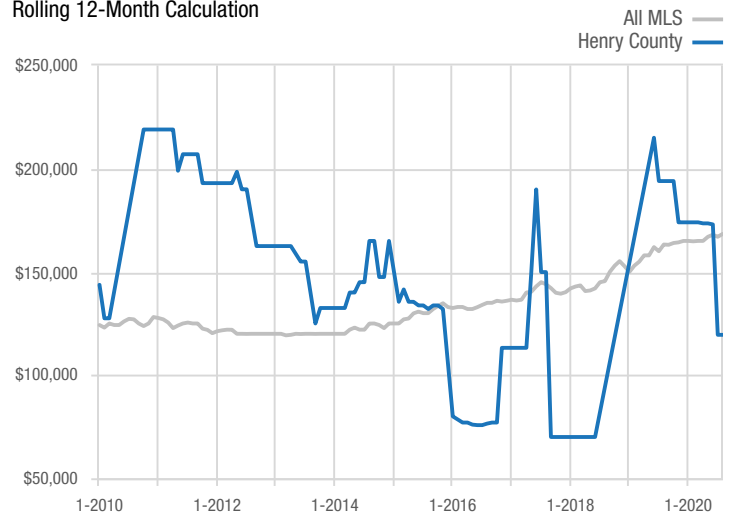
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Paulding County

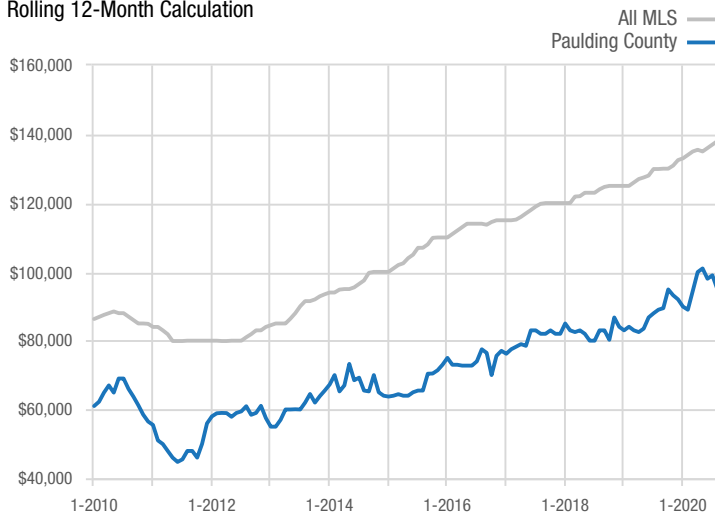
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	18	9	- 50.0%	134	91	- 32.1%
Pending Sales	16	15	- 6.3%	92	92	0.0%
Closed Sales	15	16	+ 6.7%	89	94	+ 5.6%
Days on Market Until Sale	109	115	+ 5.5%	89	100	+ 12.4%
Median Sales Price*	\$118,900	<b>\$96,250</b>	- 19.0%	\$92,500	<b>\$95,500</b>	+ 3.2%
Average Sales Price*	\$149,650	<b>\$109,500</b>	- 26.8%	\$103,865	<b>\$105,245</b>	+ 1.3%
Percent of List Price Received*	96.5%	<b>97.8%</b>	+ 1.3%	95.7%	<b>95.5%</b>	- 0.2%
Inventory of Homes for Sale	51	27	- 47.1%	—	—	—
Months Supply of Inventory	4.1	2.4	- 41.5%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	1	0.0%
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	82	—
Median Sales Price*	—	—	—	—	<b>\$135,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$135,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>97.9%</b>	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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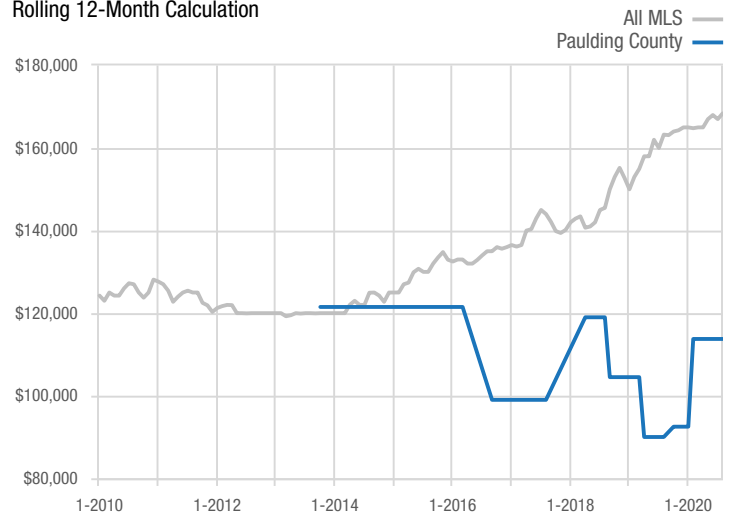
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Putnam County

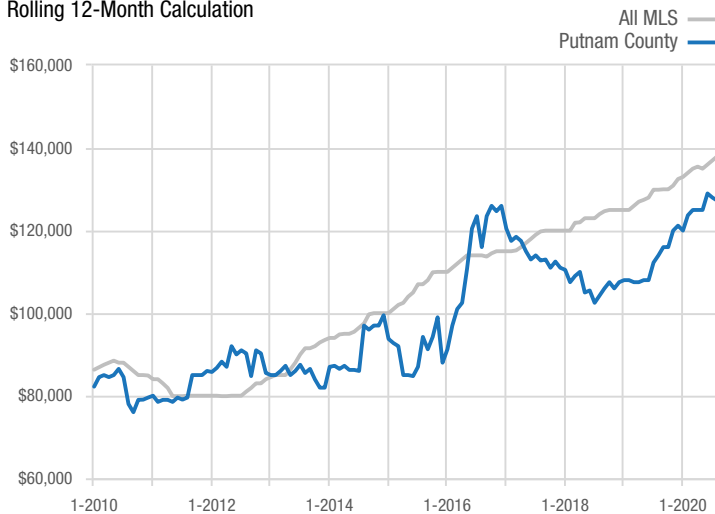
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
New Listings	16	7	- 56.3%	98	80	- 18.4%
Pending Sales	8	7	- 12.5%	78	73	- 6.4%
Closed Sales	8	10	+ 25.0%	77	73	- 5.2%
Days on Market Until Sale	196	73	- 62.8%	109	120	+ 10.1%
Median Sales Price*	\$160,000	<b>\$136,053</b>	- 15.0%	\$113,450	<b>\$123,000</b>	+ 8.4%
Average Sales Price*	\$123,429	<b>\$138,751</b>	+ 12.4%	\$124,695	<b>\$144,711</b>	+ 16.1%
Percent of List Price Received*	98.7%	<b>98.9%</b>	+ 0.2%	96.1%	<b>95.7%</b>	- 0.4%
Inventory of Homes for Sale	46	31	- 32.6%	—	—	—
Months Supply of Inventory	4.5	3.7	- 17.8%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
<b>Key Metrics</b>						
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	—	—	—	—	—	—

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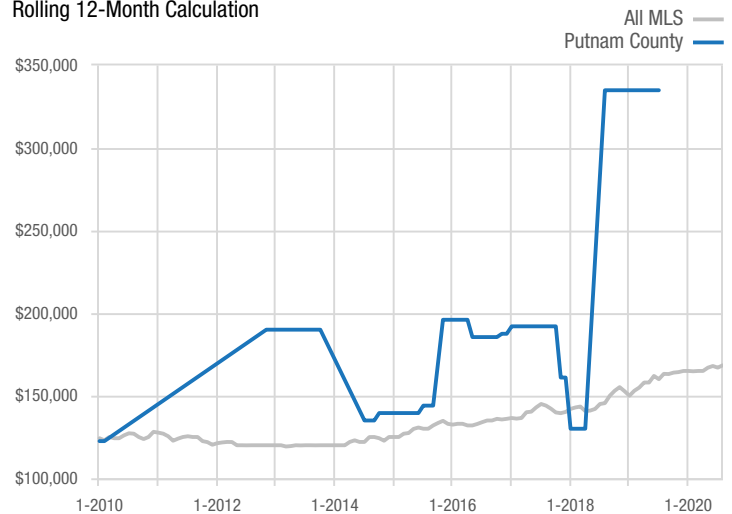
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Williams County

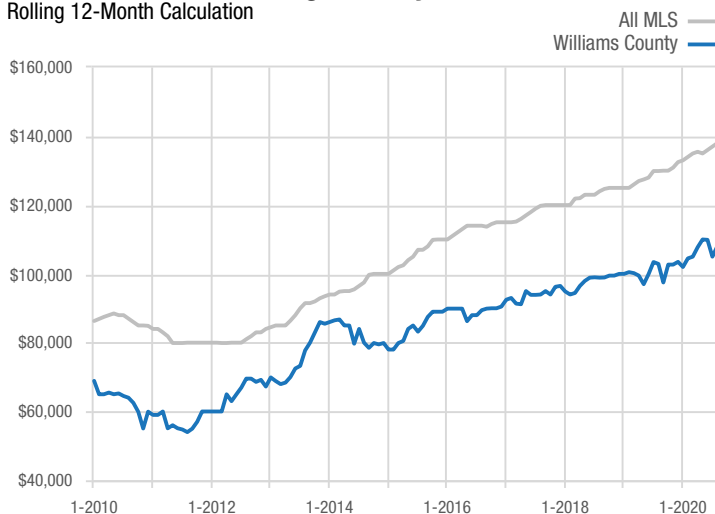
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	73	42	- 42.5%	364	288	- 20.9%
Pending Sales	38	39	+ 2.6%	275	275	0.0%
Closed Sales	42	38	- 9.5%	279	273	- 2.2%
Days on Market Until Sale	74	98	+ 32.4%	91	103	+ 13.2%
Median Sales Price*	\$109,250	<b>\$133,400</b>	+ 22.1%	\$97,250	<b>\$109,000</b>	+ 12.1%
Average Sales Price*	\$125,573	<b>\$141,288</b>	+ 12.5%	\$111,796	<b>\$124,465</b>	+ 11.3%
Percent of List Price Received*	94.9%	<b>96.8%</b>	+ 2.0%	96.6%	<b>96.5%</b>	- 0.1%
Inventory of Homes for Sale	150	89	- 40.7%	—	—	—
Months Supply of Inventory	4.3	2.5	- 41.9%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	0	1	—	4	4	0.0%
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	0	0	—	4	2	- 50.0%
Days on Market Until Sale	—	—	—	150	55	- 63.3%
Median Sales Price*	—	—	—	\$122,500	<b>\$168,750</b>	+ 37.8%
Average Sales Price*	—	—	—	\$148,125	<b>\$168,750</b>	+ 13.9%
Percent of List Price Received*	—	—	—	94.2%	<b>92.4%</b>	- 1.9%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

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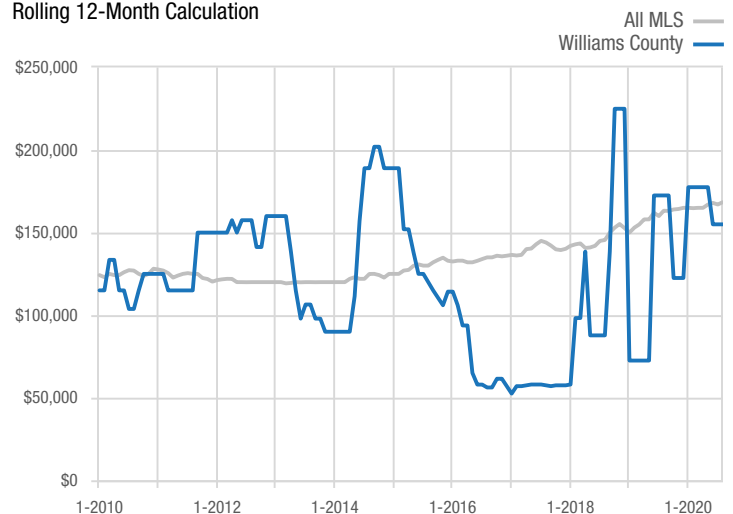
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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