

Local Market Update – June 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6 2019	Thru 6 2020	% Change
New Listings	195	186	-4.6%	1,018	868	-14.7%
Days on Market	75	88	+17.3%	92	98	+6.5%
Average Sales Price*	\$135,305	\$134,795	+0.4%	\$123,786	\$129,329	+4.5%
Months Supply of Inventory	4	3	-25.0%	---	---	---

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6 2019	Thru 6 2020	% Change
New Listings	5	10	+100.0%	22	30	+36.4%
Closed Sales	7	7	---	16	18	+12.5%
Days on Market	111	59	-46.8%	92	83	-9.8%
Median Sales Price*	\$215,000	\$127,500	-40.7%	\$141,950	\$110,250	-22.3%
Average Sales Price*	\$193,129	\$127,500	-34.0%	\$149,488	\$112,339	-24.9%
Percent of List Price Received*	100.0%	97.3%	-2.7%	99.6%	97.6%	-2.0%
Months Supply of Inventory	2	2	---	---	---	---
Total Volume	\$1,351,900	\$892,500	-34.0%	\$2,391,800	\$2,022,100	15.5%

*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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,348	1,267	- 6.0%	7,194	6,039	- 16.1%
Pending Sales		1,038	1,081	+ 4.1%	5,351	4,866	- 9.1%
Closed Sales		1,079	1,065	- 1.3%	5,208	4,699	- 9.8%
Days on Market Until Sale		73	84	+ 15.1%	87	88	+ 1.1%
Median Sales Price		\$146,500	\$150,000	+ 2.4%	\$130,000	\$139,000	+ 6.9%
Average Sales Price		\$169,187	\$176,925	+ 4.6%	\$157,362	\$163,126	+ 3.7%
Percent of List Price Received		97.5%	98.4%	+ 0.9%	96.8%	97.4%	+ 0.6%
Housing Affordability Index		209	213	+ 1.9%	235	229	- 2.6%
Inventory of Homes for Sale		3,321	2,579	- 22.3%	—	—	—
Months Supply of Inventory		3.7	3.0	- 18.9%	—	—	—

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Defiance

MLS Area 61: 43512

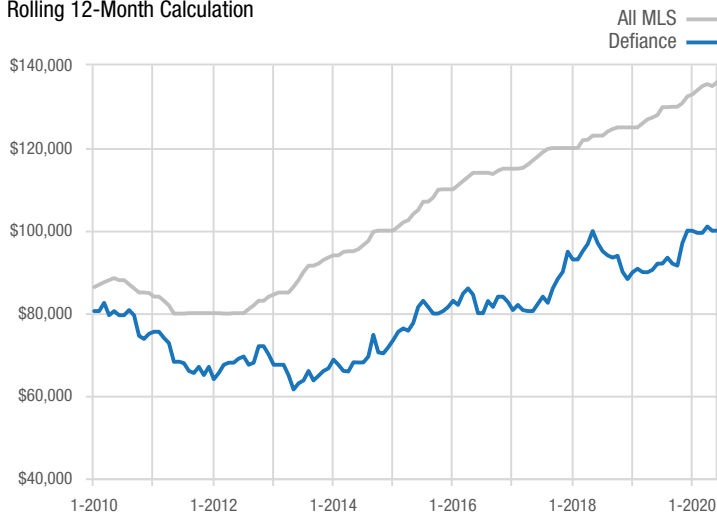
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	34	30	- 11.8%	132	120	- 9.1%
Pending Sales	19	25	+ 31.6%	93	110	+ 18.3%
Closed Sales	18	31	+ 72.2%	90	109	+ 21.1%
Days on Market Until Sale	89	86	- 3.4%	92	88	- 4.3%
Median Sales Price*	\$102,500	\$132,000	+ 28.8%	\$105,000	\$104,500	- 0.5%
Average Sales Price*	\$99,745	\$135,413	+ 35.8%	\$112,807	\$114,751	+ 1.7%
Percent of List Price Received*	96.6%	97.7%	+ 1.1%	97.1%	96.7%	- 0.4%
Inventory of Homes for Sale	66	46	- 30.3%	—	—	—
Months Supply of Inventory	3.9	2.5	- 35.9%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	5	—	4	12	+ 200.0%
Pending Sales	1	5	+ 400.0%	4	9	+ 125.0%
Closed Sales	1	2	+ 100.0%	4	4	0.0%
Days on Market Until Sale	65	63	- 3.1%	42	57	+ 35.7%
Median Sales Price*	\$61,500	\$103,500	+ 68.3%	\$114,950	\$106,000	- 7.8%
Average Sales Price*	\$61,500	\$103,500	+ 68.3%	\$108,850	\$110,475	+ 1.5%
Percent of List Price Received*	102.7%	96.3%	- 6.2%	100.5%	95.5%	- 5.0%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.3	1.7	+ 30.8%	—	—	—

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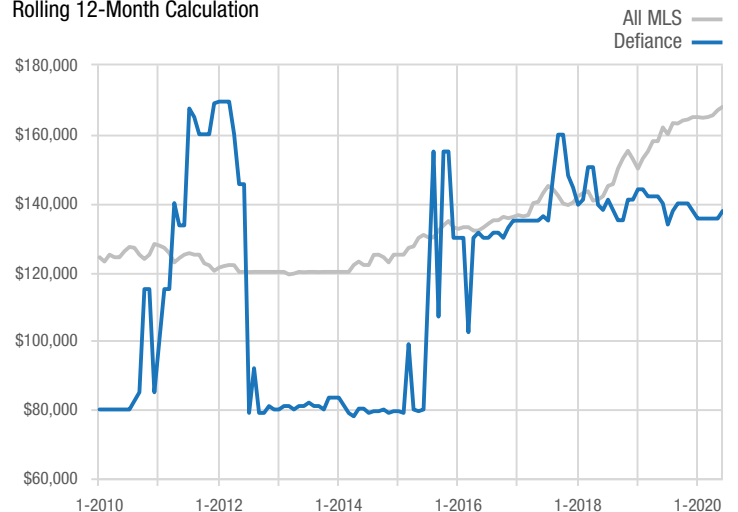
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

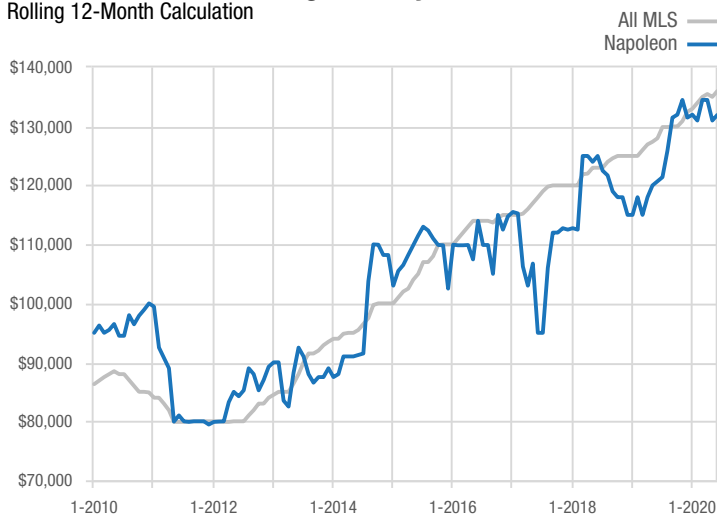
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	8	10	+ 25.0%	69	49	- 29.0%
Pending Sales	8	8	0.0%	51	52	+ 2.0%
Closed Sales	10	8	- 20.0%	49	51	+ 4.1%
Days on Market Until Sale	71	110	+ 54.9%	78	97	+ 24.4%
Median Sales Price*	\$111,000	\$130,900	+ 17.9%	\$136,000	\$139,500	+ 2.6%
Average Sales Price*	\$130,110	\$130,413	+ 0.2%	\$145,964	\$149,233	+ 2.2%
Percent of List Price Received*	96.9%	97.5%	+ 0.6%	97.2%	96.8%	- 0.4%
Inventory of Homes for Sale	35	24	- 31.4%	—	—	—
Months Supply of Inventory	4.2	2.7	- 35.7%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	1	—	3	3	0.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	46	—	—	46	72	+ 56.5%
Median Sales Price*	\$215,000	—	—	\$215,000	\$65,000	- 69.8%
Average Sales Price*	\$215,000	—	—	\$215,000	\$65,000	- 69.8%
Percent of List Price Received*	100.0%	—	—	100.0%	86.8%	- 13.2%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	3.0	2.0	- 33.3%	—	—	—

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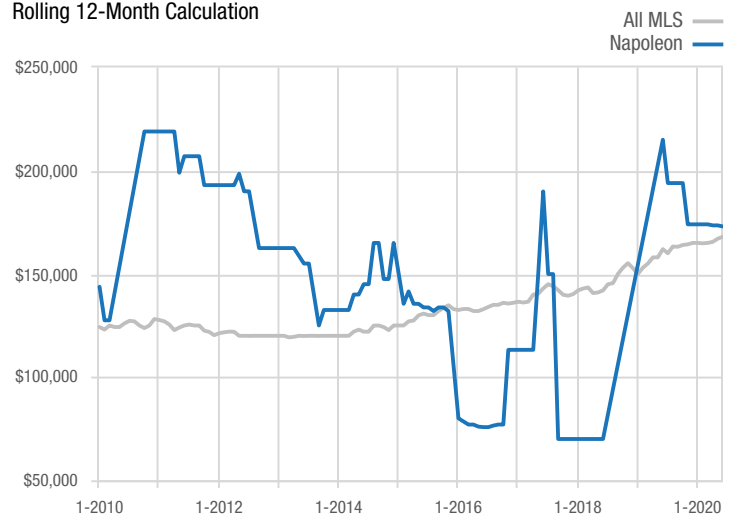
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

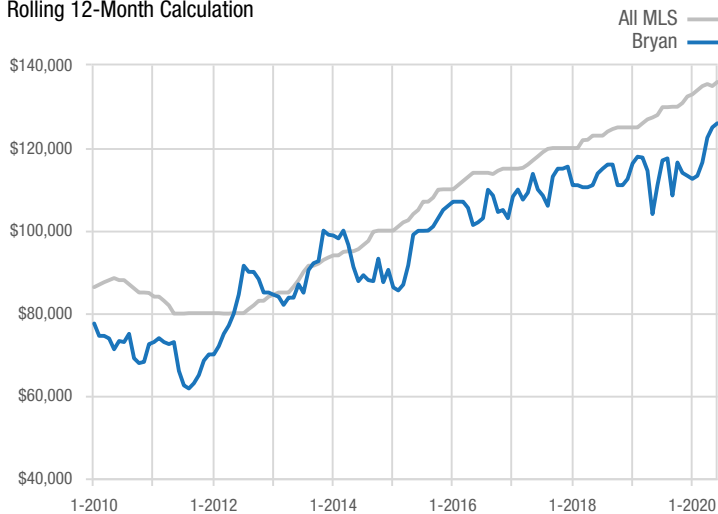
Single Family	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	21	17	- 19.0%	108	81	- 25.0%
Pending Sales	20	19	- 5.0%	102	88	- 13.7%
Closed Sales	19	17	- 10.5%	100	88	- 12.0%
Days on Market Until Sale	76	71	- 6.6%	88	96	+ 9.1%
Median Sales Price*	\$123,900	\$136,000	+ 9.8%	\$93,000	\$126,450	+ 36.0%
Average Sales Price*	\$131,621	\$157,229	+ 19.5%	\$112,452	\$135,779	+ 20.7%
Percent of List Price Received*	97.5%	97.8%	+ 0.3%	96.3%	95.8%	- 0.5%
Inventory of Homes for Sale	48	30	- 37.5%	—	—	—
Months Supply of Inventory	2.9	1.9	- 34.5%	—	—	—

Condo-Villa	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	1	—	2	3	+ 50.0%
Pending Sales	1	1	0.0%	2	2	0.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Days on Market Until Sale	96	55	- 42.7%	96	55	- 42.7%
Median Sales Price*	\$223,750	\$168,750	- 24.6%	\$223,750	\$168,750	- 24.6%
Average Sales Price*	\$223,750	\$168,750	- 24.6%	\$223,750	\$168,750	- 24.6%
Percent of List Price Received*	97.6%	92.4%	- 5.3%	97.6%	92.4%	- 5.3%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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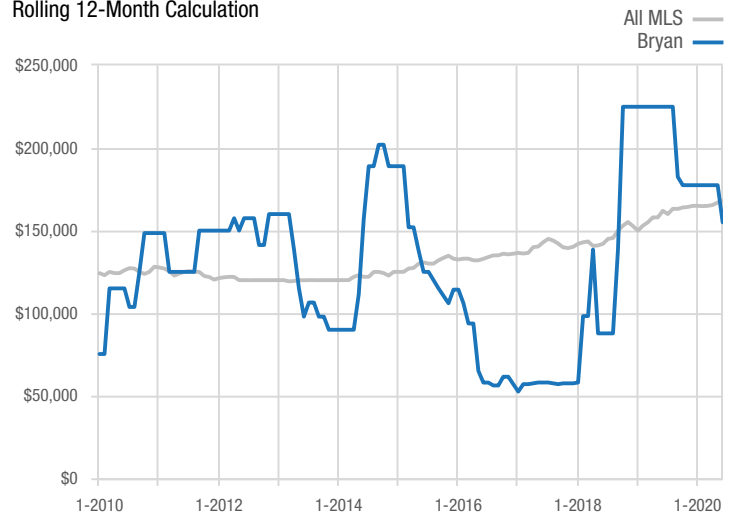
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

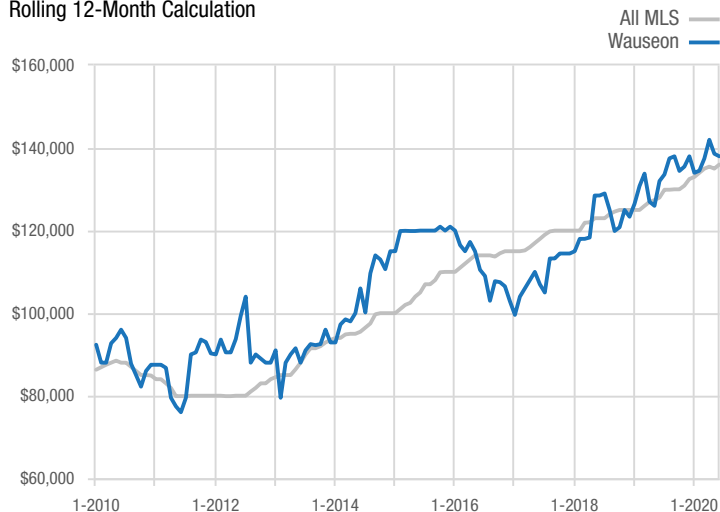
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	9	14	+ 55.6%	52	64	+ 23.1%
Pending Sales	10	12	+ 20.0%	43	50	+ 16.3%
Closed Sales	11	9	- 18.2%	45	44	- 2.2%
Days on Market Until Sale	63	80	+ 27.0%	115	79	- 31.3%
Median Sales Price*	\$177,500	\$160,000	- 9.9%	\$137,000	\$136,700	- 0.2%
Average Sales Price*	\$182,570	\$150,633	- 17.5%	\$148,672	\$135,540	- 8.8%
Percent of List Price Received*	98.0%	98.5%	+ 0.5%	96.8%	100.0%	+ 3.3%
Inventory of Homes for Sale	29	27	- 6.9%	—	—	—
Months Supply of Inventory	3.8	3.5	- 7.9%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	3	0	- 100.0%	5	2	- 60.0%
Pending Sales	1	0	- 100.0%	2	3	+ 50.0%
Closed Sales	1	0	- 100.0%	2	3	+ 50.0%
Days on Market Until Sale	53	—	—	94	127	+ 35.1%
Median Sales Price*	\$127,000	—	—	\$145,500	\$62,500	- 57.0%
Average Sales Price*	\$127,000	—	—	\$145,500	\$69,800	- 52.0%
Percent of List Price Received*	90.8%	—	—	93.7%	93.3%	- 0.4%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	4.0	—	—	—	—	—

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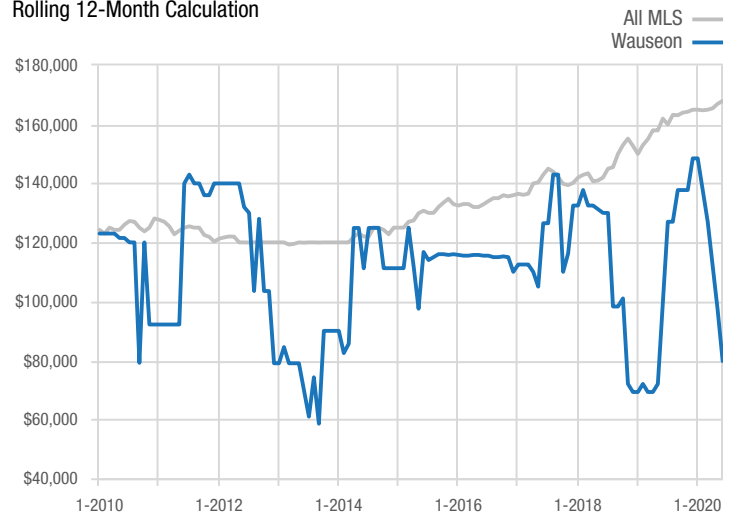
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

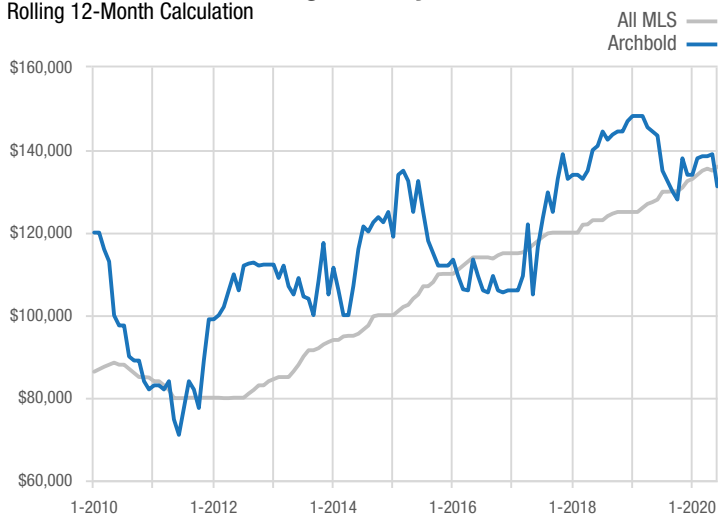
Single Family	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	11	3	- 72.7%	41	30	- 26.8%
Pending Sales	7	11	+ 57.1%	25	29	+ 16.0%
Closed Sales	7	10	+ 42.9%	25	27	+ 8.0%
Days on Market Until Sale	85	118	+ 38.8%	92	107	+ 16.3%
Median Sales Price*	\$220,000	\$125,600	- 42.9%	\$130,000	\$129,900	- 0.1%
Average Sales Price*	\$182,786	\$159,750	- 12.6%	\$151,040	\$162,165	+ 7.4%
Percent of List Price Received*	92.5%	99.3%	+ 7.4%	95.1%	98.6%	+ 3.7%
Inventory of Homes for Sale	22	16	- 27.3%	—	—	—
Months Supply of Inventory	5.2	3.6	- 30.8%	—	—	—

Condo-Villa	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	1	—	2	2	0.0%
Pending Sales	0	2	—	0	2	—
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	24	—	—	24	—
Median Sales Price*	—	\$130,250	—	—	\$130,250	—
Average Sales Price*	—	\$130,250	—	—	\$130,250	—
Percent of List Price Received*	—	99.0%	—	—	99.0%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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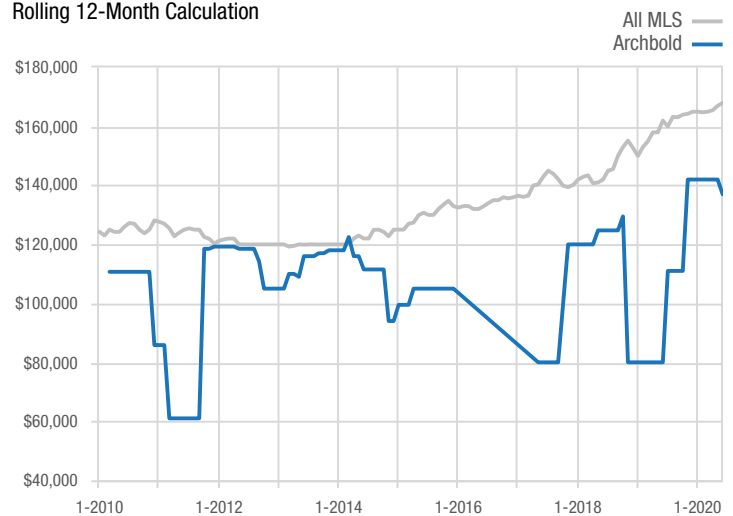
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

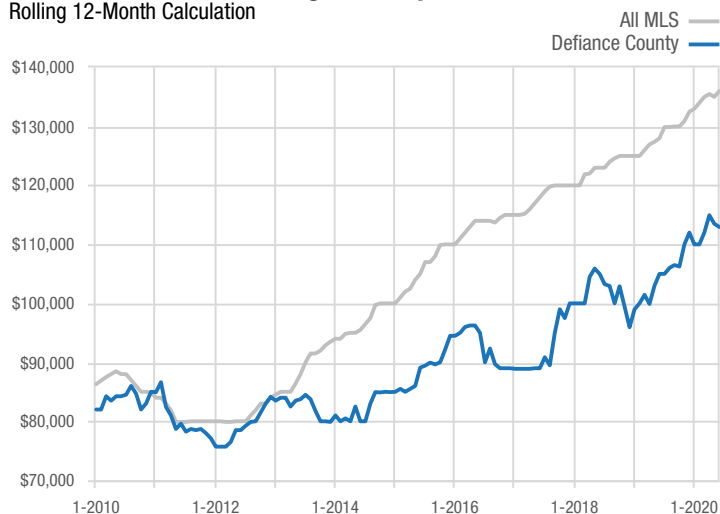
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	57	51	- 10.5%	241	209	- 13.3%
Pending Sales	31	41	+ 32.3%	180	189	+ 5.0%
Closed Sales	29	47	+ 62.1%	176	188	+ 6.8%
Days on Market Until Sale	71	95	+ 33.8%	85	94	+ 10.6%
Median Sales Price*	\$110,000	\$100,000	- 9.1%	\$112,000	\$114,000	+ 1.8%
Average Sales Price*	\$139,797	\$128,980	- 7.7%	\$128,706	\$123,193	- 4.3%
Percent of List Price Received*	97.9%	97.2%	- 0.7%	97.2%	96.7%	- 0.5%
Inventory of Homes for Sale	126	90	- 28.6%	—	—	—
Months Supply of Inventory	3.9	2.7	- 30.8%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	2	7	+ 250.0%	10	18	+ 80.0%
Pending Sales	3	5	+ 66.7%	8	14	+ 75.0%
Closed Sales	1	3	+ 200.0%	7	9	+ 28.6%
Days on Market Until Sale	65	85	+ 30.8%	32	89	+ 178.1%
Median Sales Price*	\$61,500	\$87,500	+ 42.3%	\$90,000	\$94,500	+ 5.0%
Average Sales Price*	\$61,500	\$98,167	+ 59.6%	\$113,200	\$112,744	- 0.4%
Percent of List Price Received*	102.7%	96.6%	- 5.9%	99.0%	97.0%	- 2.0%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	1.9	2.5	+ 31.6%	—	—	—

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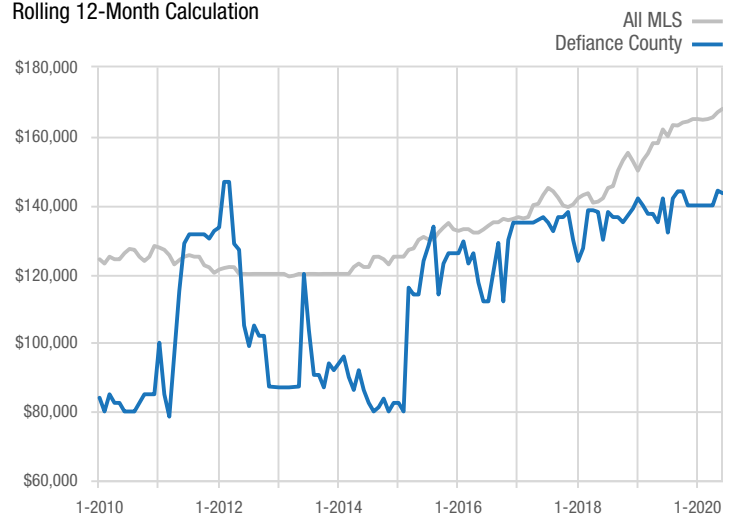
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Fulton County

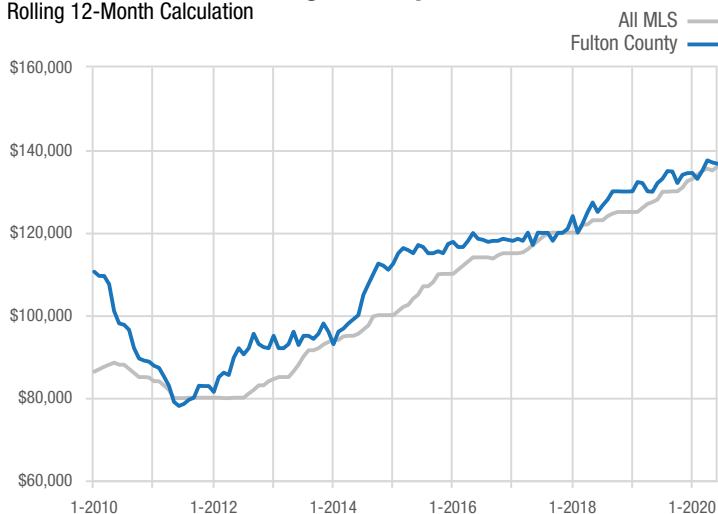
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	44	46	+ 4.5%	227	218	- 4.0%
Pending Sales	41	51	+ 24.4%	163	176	+ 8.0%
Closed Sales	41	48	+ 17.1%	165	165	0.0%
Days on Market Until Sale	69	80	+ 15.9%	96	86	- 10.4%
Median Sales Price*	\$162,500	\$143,000	- 12.0%	\$132,000	\$136,700	+ 3.6%
Average Sales Price*	\$160,795	\$153,353	- 4.6%	\$146,939	\$144,088	- 1.9%
Percent of List Price Received*	97.4%	98.4%	+ 1.0%	97.1%	98.9%	+ 1.9%
Inventory of Homes for Sale	114	96	- 15.8%	—	—	—
Months Supply of Inventory	4.0	3.3	- 17.5%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	3	1	- 66.7%	7	5	- 28.6%
Pending Sales	2	2	0.0%	4	5	+ 25.0%
Closed Sales	3	2	- 33.3%	4	5	+ 25.0%
Days on Market Until Sale	157	24	- 84.7%	152	86	- 43.4%
Median Sales Price*	\$246,000	\$130,250	- 47.1%	\$205,000	\$97,000	- 52.7%
Average Sales Price*	\$209,300	\$130,250	- 37.8%	\$197,975	\$93,980	- 52.5%
Percent of List Price Received*	96.9%	99.0%	+ 2.2%	96.8%	95.6%	- 1.2%
Inventory of Homes for Sale	6	1	- 83.3%	—	—	—
Months Supply of Inventory	4.3	0.8	- 81.4%	—	—	—

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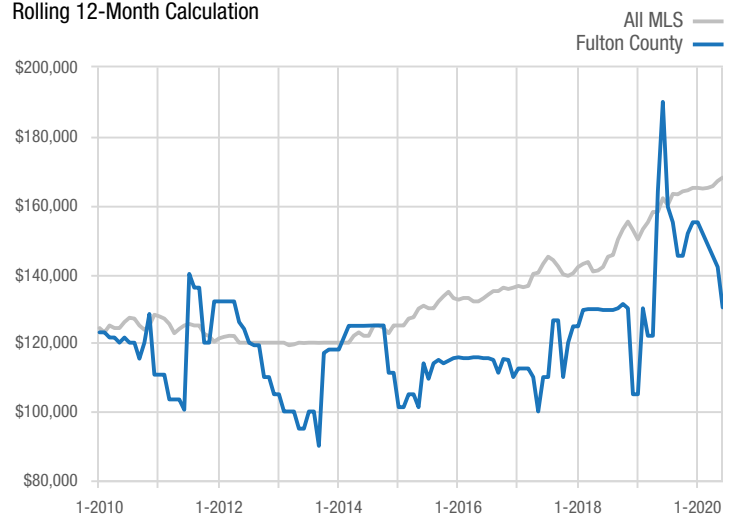
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

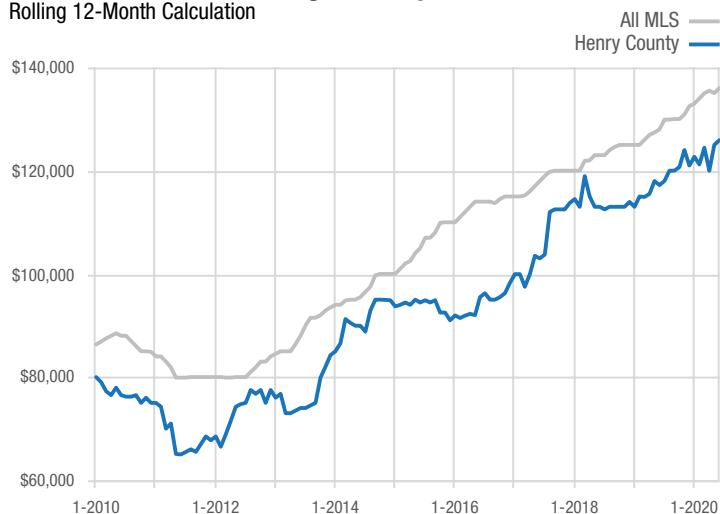
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	15	19	+ 26.7%	129	99	- 23.3%
Pending Sales	10	14	+ 40.0%	98	98	0.0%
Closed Sales	15	13	- 13.3%	98	98	0.0%
Days on Market Until Sale	77	124	+ 61.0%	91	102	+ 12.1%
Median Sales Price*	\$113,500	\$127,000	+ 11.9%	\$117,200	\$129,450	+ 10.5%
Average Sales Price*	\$123,573	\$125,331	+ 1.4%	\$137,719	\$141,261	+ 2.6%
Percent of List Price Received*	95.8%	95.9%	+ 0.1%	96.2%	95.9%	- 0.3%
Inventory of Homes for Sale	68	44	- 35.3%	—	—	—
Months Supply of Inventory	4.0	2.6	- 35.0%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	1	—	3	3	0.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	46	—	—	46	72	+ 56.5%
Median Sales Price*	\$215,000	—	—	\$215,000	\$65,000	- 69.8%
Average Sales Price*	\$215,000	—	—	\$215,000	\$65,000	- 69.8%
Percent of List Price Received*	100.0%	—	—	100.0%	86.8%	- 13.2%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	3.0	2.0	- 33.3%	—	—	—

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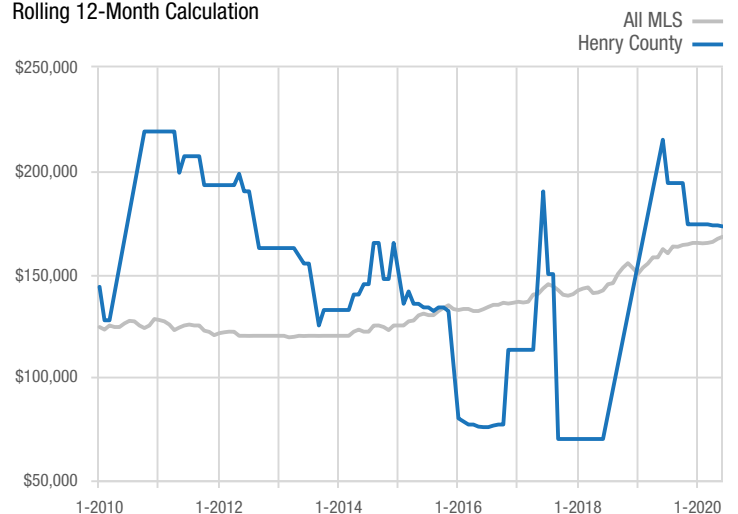
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – June 2020

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Paulding County

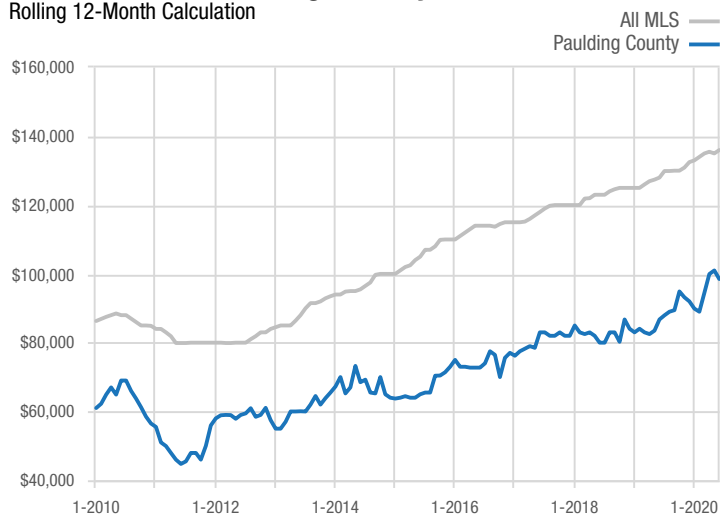
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	20	14	- 30.0%	104	70	- 32.7%
Pending Sales	11	13	+ 18.2%	63	63	0.0%
Closed Sales	13	11	- 15.4%	60	65	+ 8.3%
Days on Market Until Sale	95	65	- 31.6%	86	97	+ 12.8%
Median Sales Price*	\$119,000	\$75,000	- 37.0%	\$80,000	\$89,000	+ 11.3%
Average Sales Price*	\$112,931	\$84,864	- 24.9%	\$91,309	\$99,613	+ 9.1%
Percent of List Price Received*	97.4%	93.1%	- 4.4%	95.7%	94.4%	- 1.4%
Inventory of Homes for Sale	62	35	- 43.5%	—	—	—
Months Supply of Inventory	5.0	3.1	- 38.0%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	82	—
Median Sales Price*	—	—	—	—	\$135,000	—
Average Sales Price*	—	—	—	—	\$135,000	—
Percent of List Price Received*	—	—	—	—	97.9%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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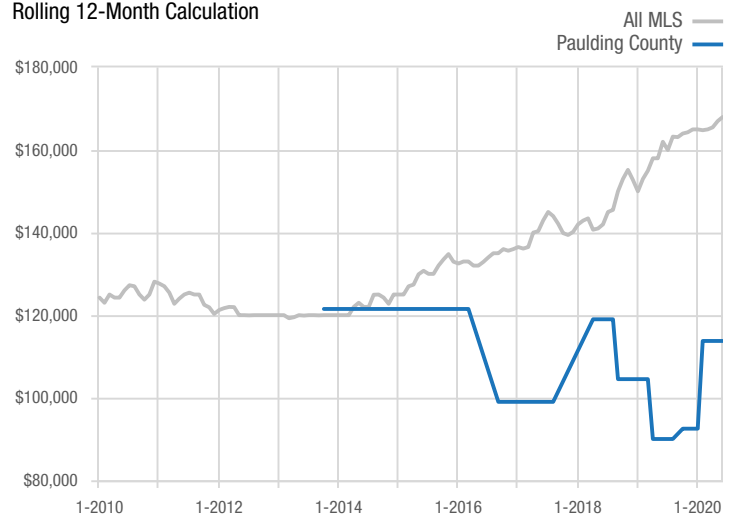
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

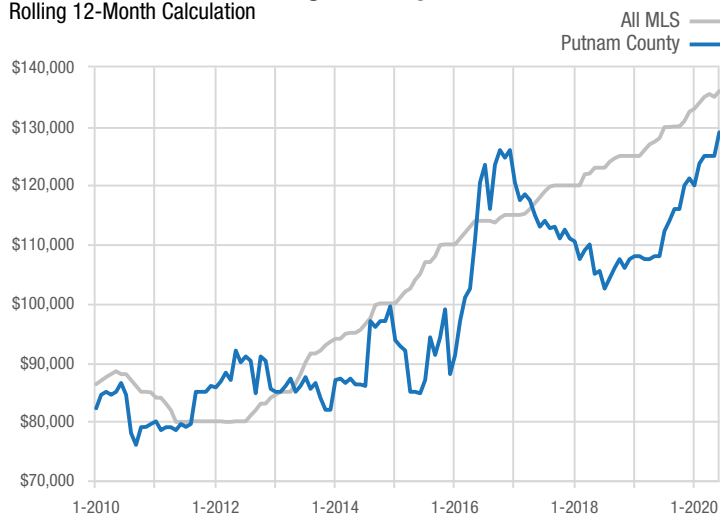
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	9	10	+ 11.1%	74	60	- 18.9%
Pending Sales	9	13	+ 44.4%	56	53	- 5.4%
Closed Sales	7	13	+ 85.7%	51	51	0.0%
Days on Market Until Sale	63	97	+ 54.0%	99	131	+ 32.3%
Median Sales Price*	\$119,950	\$135,000	+ 12.5%	\$110,500	\$125,750	+ 13.8%
Average Sales Price*	\$130,483	\$150,638	+ 15.4%	\$116,391	\$145,252	+ 24.8%
Percent of List Price Received*	96.6%	96.3%	- 0.3%	96.2%	94.9%	- 1.4%
Inventory of Homes for Sale	45	32	- 28.9%	—	—	—
Months Supply of Inventory	4.3	3.8	- 11.6%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% 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	—	—	—	—	—	—

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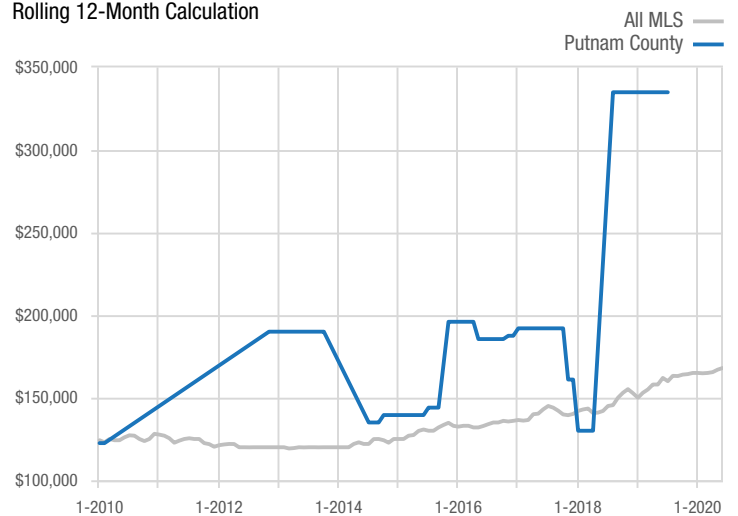
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

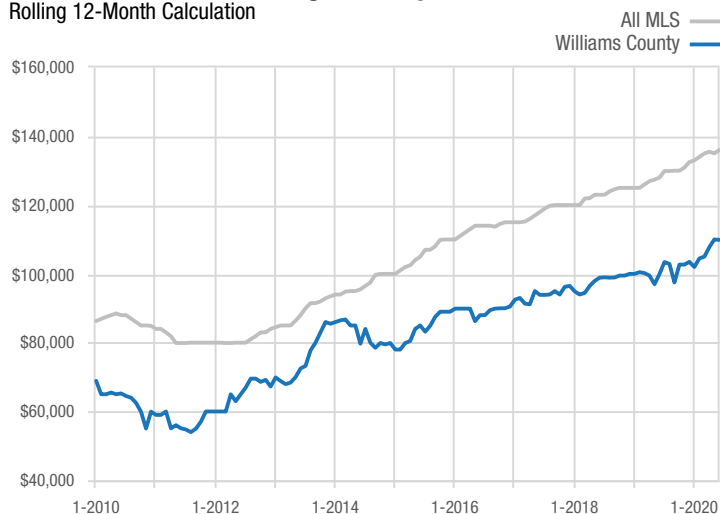
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	50	39	- 22.0%	243	205	- 15.6%
Pending Sales	45	45	0.0%	211	199	- 5.7%
Closed Sales	42	38	- 9.5%	206	190	- 7.8%
Days on Market Until Sale	78	79	+ 1.3%	94	101	+ 7.4%
Median Sales Price*	\$114,000	\$108,700	- 4.6%	\$94,000	\$105,000	+ 11.7%
Average Sales Price*	\$120,508	\$125,641	+ 4.3%	\$107,982	\$121,733	+ 12.7%
Percent of List Price Received*	97.9%	98.6%	+ 0.7%	96.7%	96.3%	- 0.4%
Inventory of Homes for Sale	116	90	- 22.4%	—	—	—
Months Supply of Inventory	3.2	2.6	- 18.8%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	1	—	2	3	+ 50.0%
Pending Sales	1	1	0.0%	2	2	0.0%
Closed Sales	2	2	0.0%	4	2	- 50.0%
Days on Market Until Sale	96	55	- 42.7%	150	55	- 63.3%
Median Sales Price*	\$223,750	\$168,750	- 24.6%	\$122,500	\$168,750	+ 37.8%
Average Sales Price*	\$223,750	\$168,750	- 24.6%	\$148,125	\$168,750	+ 13.9%
Percent of List Price Received*	97.6%	92.4%	- 5.3%	94.2%	92.4%	- 1.9%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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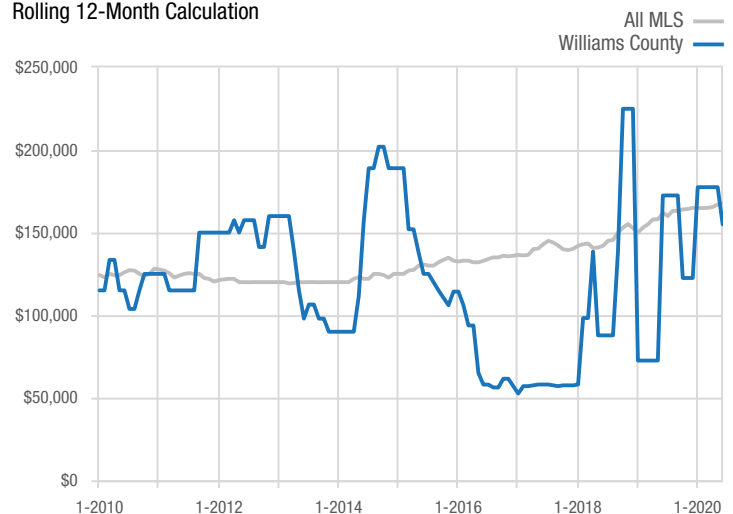
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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