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## **Western Counties**

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

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS<sup>®</sup> (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

Single Family		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6 2021	Thru 6 2022	% Change
New Listings	209	224	+7.2%	948	980	+3.4%
Closed Sales	183	163	-11.0%	799	798	+0.1%
Days on Market	64	72	+12.5%	73	72	-1.4%
SP\$/SqFt	\$101.40	\$107.24	+5.6%	\$92.38	\$102.35	+10.8%
Median Sales Price*	\$145,900	\$172,000	+17.9%	\$135,000	\$150,000	+11.1%
Average Sales Price*	\$165,262	\$185,703	+12.4%	\$155,000	\$171,148	+10.4%
Percent of List Price Received*	100%	99%	+1.0%	99%	99%	
Months Supply of Inventory	3	3				
Total Volume	\$30,242,982	\$30,269,610		\$124,244,844	\$136,576,005	+9.9%

Condo		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6 2021	Thru 6 2022	% Change
New Listings	6	2	-200.0%	18	20	11.1%
Closed Sales	7	5	+28.6%	16	16	
Days on Market	37	31	+16.2%	68	40	-41.2%
SP\$/SqFt	\$105.02	\$115.26	+9.8%	\$102.30	\$125.97	23.1%
Median Sales Price*	\$132,000	\$120,000	+9.1%	\$135,000	\$182 <i>,</i> 450	+35.1%
Average Sales Price*	\$144,786	\$137,080	+5.3%	\$140,638	\$168,831	+20.0%
Percent of List Price Received*	99%	<b>102%</b>	+3.0%	98%	101%	+3.1%
Months Supply of Inventory	6	2	+66.7%			
Total Volume	\$1,013,500	\$685,000	-32.4%	\$2,250,200	\$2,701,300	20.0%

\*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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings	6-2020 12-2020 6-2021 12-2021 6-2022	1,385	1,321	- 4.6%	6,620	6,463	- 2.4%
Pending Sales	6-2020 12-2020 6-2021 12-2021 6-2022	1,170	1,093	- 6.6%	5,623	5,276	- 6.2%
Closed Sales	6-2020 12-2020 6-2021 12-2021 6-2022	1,205	1,091	- 9.5%	5,440	5,135	- 5.6%
Days on Market Until Sale	6-2020 12-2020 6-2021 12-2021 6-2022	60	50	- 16.7%	67	62	- 7.5%
Median Sales Price	6-2020 12-2020 6-2021 12-2021 6-2022	\$165,000	\$182,000	+ 10.3%	\$155,000	\$168,000	+ 8.4%
Average Sales Price	6-2020 12-2020 6-2021 12-2021 6-2022	\$203,478	\$215,160	+ 5.7%	\$187,924	\$202,757	+ 7.9%
Percent of List Price Received	6-2020 12-2020 6-2021 12-2021 6-2022	101.4%	101.5%	+ 0.1%	99.8%	100.5%	+ 0.7%
Housing Affordability Index	6-2020 12-2020 6-2021 12-2021 6-2022	241	170	- 29.5%	257	184	- 28.4%
Inventory of Homes for Sale	6-2020 12-2020 6-2021 12-2021 6-2022	2,207	2,171	- 1.6%	—	_	_
Months Supply of Inventory	6-2020 12-2020 6-2021 12-2021 6-2022	2.2	2.2	0.0%	_	_	_

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## **Defiance**

MLS Area 61: 43512

Single Family		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	35	28	- 20.0%	143	124	- 13.3%
Pending Sales	24	15	- 37.5%	108	110	+ 1.9%
Closed Sales	30	17	- 43.3%	105	105	0.0%
Days on Market Until Sale	65	83	+ 27.7%	68	74	+ 8.8%
Median Sales Price*	\$161,000	\$145,000	- 9.9%	\$125,000	\$131,000	+ 4.8%
Average Sales Price*	\$201,442	\$183,875	- 8.7%	\$152,221	\$147,365	- 3.2%
Percent of List Price Received*	101.3%	101.5%	+ 0.2%	99.9%	99.0%	- 0.9%
Inventory of Homes for Sale	57	48	- 15.8%			
Months Supply of Inventory	3.2	2.5	- 21.9%			_

Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	2	1	- 50.0%	5	7	+ 40.0%
Pending Sales	1	1	0.0%	4	6	+ 50.0%
Closed Sales	2	3	+ 50.0%	4	6	+ 50.0%
Days on Market Until Sale	29	35	+ 20.7%	38	40	+ 5.3%
Median Sales Price*	\$140,800	\$132,500	- 5.9%	\$146,500	\$174,700	+ 19.2%
Average Sales Price*	\$140,800	\$167,467	+ 18.9%	\$143,650	\$179,133	+ 24.7%
Percent of List Price Received*	100.5%	102.9%	+ 2.4%	99.1%	100.9%	+ 1.8%
Inventory of Homes for Sale	2	1	- 50.0%			—
Months Supply of Inventory	1.8	0.6	- 66.7%			

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### Median Sales Price - Single Family

#### Median Sales Price - Condo-Villa Rolling 12-Month Calculation



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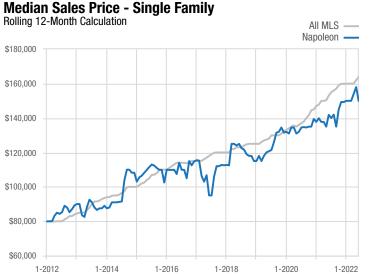
## Napoleon

MLS Area 76: 43545

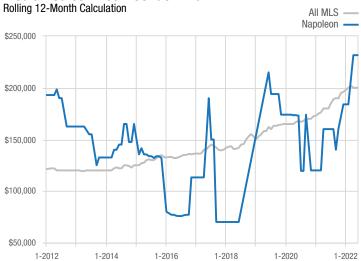
Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	9	18	+ 100.0%	53	77	+ 45.3%		
Pending Sales	9	17	+ 88.9%	46	63	+ 37.0%		
Closed Sales	9	14	+ 55.6%	45	58	+ 28.9%		
Days on Market Until Sale	58	77	+ 32.8%	85	62	- 27.1%		
Median Sales Price*	\$180,100	\$150,000	- 16.7%	\$148,750	\$158,000	+ 6.2%		
Average Sales Price*	\$187,222	\$170,900	- 8.7%	\$169,557	\$179,562	+ 5.9%		
Percent of List Price Received*	97.6%	96.9%	- 0.7%	99.4%	98.3%	- 1.1%		
Inventory of Homes for Sale	21	28	+ 33.3%					
Months Supply of Inventory	2.3	2.6	+ 13.0%					

Condo-Villa	June Year to Date					
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	1	—	0	2	
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale		_	—	281	15	- 94.7%
Median Sales Price*		-	—	\$160,000	\$239,500	+ 49.7%
Average Sales Price*		_	—	\$160,000	\$239,500	+ 49.7%
Percent of List Price Received*			—	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	0	1	—			_
Months Supply of Inventory		1.0	_			_

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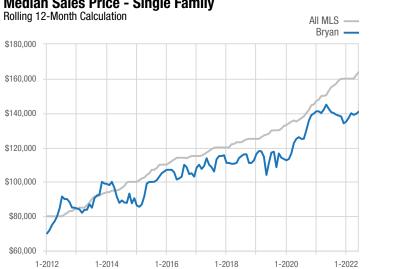


## Bryan MLS Area 87: 43506

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	20	19	- 5.0%	111	106	- 4.5%		
Pending Sales	14	18	+ 28.6%	108	97	- 10.2%		
Closed Sales	16	21	+ 31.3%	110	102	- 7.3%		
Days on Market Until Sale	62	68	+ 9.7%	69	70	+ 1.4%		
Median Sales Price*	\$114,500	\$145,000	+ 26.6%	\$135,500	\$155,000	+ 14.4%		
Average Sales Price*	\$144,413	\$192,557	+ 33.3%	\$148,302	\$181,893	+ 22.7%		
Percent of List Price Received*	98.4%	99.0%	+ 0.6%	99.0%	99.6%	+ 0.6%		
Inventory of Homes for Sale	32	39	+ 21.9%					
Months Supply of Inventory	1.8	2.2	+ 22.2%					

Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	1	0	- 100.0%	1	4	+ 300.0%
Pending Sales	0	1	—	2	4	+ 100.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale			—	120	40	- 66.7%
Median Sales Price*			—	\$83,500	\$198,000	+ 137.1%
Average Sales Price*			—	\$143,567	\$207,667	+ 44.6%
Percent of List Price Received*			—	94.7%	106.2%	+ 12.1%
Inventory of Homes for Sale	1	0	- 100.0%			—
Months Supply of Inventory	0.8		_			_

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### Median Sales Price - Single Family





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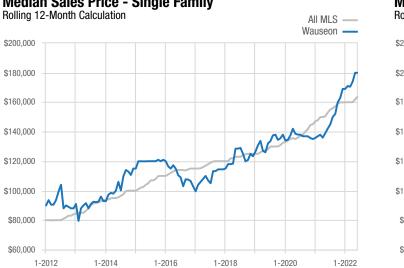
## Wauseon

MLS Area 96: 43567

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	17	26	+ 52.9%	63	81	+ 28.6%		
Pending Sales	15	11	- 26.7%	50	48	- 4.0%		
Closed Sales	16	9	- 43.8%	48	45	- 6.3%		
Days on Market Until Sale	58	58	0.0%	69	66	- 4.3%		
Median Sales Price*	\$193,500	\$190,000	- 1.8%	\$159,950	\$200,250	+ 25.2%		
Average Sales Price*	\$214,324	\$218,988	+ 2.2%	\$179,004	\$210,383	+ 17.5%		
Percent of List Price Received*	102.3%	103.0%	+ 0.7%	100.3%	98.7%	- 1.6%		
Inventory of Homes for Sale	26	38	+ 46.2%					
Months Supply of Inventory	2.5	3.8	+ 52.0%					

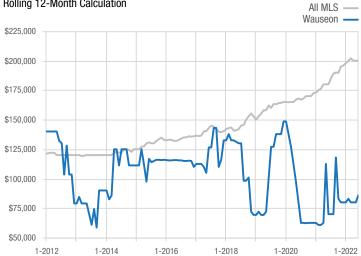
Condo-Villa		June		Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change	
New Listings	1	0	- 100.0%	2	1	- 50.0%	
Pending Sales	1	1	0.0%	3	1	- 66.7%	
Closed Sales	1	1	0.0%	3	1	- 66.7%	
Days on Market Until Sale	14	14	0.0%	25	14	- 44.0%	
Median Sales Price*	\$69,900	\$103,000	+ 47.4%	\$69,900	\$103,000	+ 47.4%	
Average Sales Price*	\$69,900	\$103,000	+ 47.4%	\$98,300	\$103,000	+ 4.8%	
Percent of List Price Received*	100.0%	103.5%	+ 3.5%	99.9%	103.5%	+ 3.6%	
Inventory of Homes for Sale	0	0	—			_	
Months Supply of Inventory			_			_	

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Median Sales Price - Single Family





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# Archbold

MLS Area 98: 43502

Single Family		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	8	5	- 37.5%	28	26	- 7.1%
Pending Sales	5	3	- 40.0%	26	25	- 3.8%
Closed Sales	5	3	- 40.0%	25	25	0.0%
Days on Market Until Sale	39	56	+ 43.6%	60	68	+ 13.3%
Median Sales Price*	\$130,000	\$172,000	+ 32.3%	\$147,000	\$170,000	+ 15.6%
Average Sales Price*	\$137,800	\$203,500	+ 47.7%	\$213,660	\$184,365	- 13.7%
Percent of List Price Received*	98.2%	100.5%	+ 2.3%	99.1%	99.1%	0.0%
Inventory of Homes for Sale	11	7	- 36.4%			_
Months Supply of Inventory	2.0	1.5	- 25.0%		_	

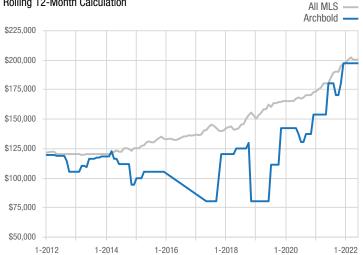
Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	0	—	3	0	- 100.0%
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale			—		—	—
Median Sales Price*			—		—	—
Average Sales Price*			—		—	—
Percent of List Price Received*			—			—
Inventory of Homes for Sale	2	0	- 100.0%			—
Months Supply of Inventory	1.5		_			

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### Median Sales Price - Single Family

#### Median Sales Price - Condo-Villa Rolling 12-Month Calculation



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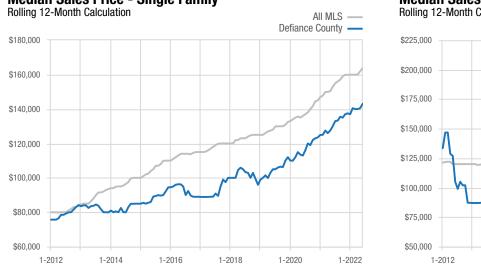


## **Defiance County**

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	65	53	- 18.5%	240	216	- 10.0%		
Pending Sales	49	24	- 51.0%	189	176	- 6.9%		
Closed Sales	51	28	- 45.1%	186	176	- 5.4%		
Days on Market Until Sale	57	79	+ 38.6%	72	75	+ 4.2%		
Median Sales Price*	\$141,125	\$180,000	+ 27.5%	\$132,000	\$142,500	+ 8.0%		
Average Sales Price*	\$177,429	\$202,335	+ 14.0%	\$161,377	\$153,680	- 4.8%		
Percent of List Price Received*	100.1%	100.2%	+ 0.1%	99.5%	98.4%	- 1.1%		
Inventory of Homes for Sale	96	95	- 1.0%			—		
Months Supply of Inventory	2.9	2.7	- 6.9%			_		

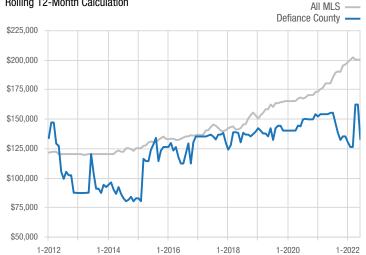
Condo-Villa		June		Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change	
New Listings	3	1	- 66.7%	9	11	+ 22.2%	
Pending Sales	2	3	+ 50.0%	7	10	+ 42.9%	
Closed Sales	4	4	0.0%	7	10	+ 42.9%	
Days on Market Until Sale	39	35	- 10.3%	41	44	+ 7.3%	
Median Sales Price*	\$147,000	\$126,250	- 14.1%	\$138,000	\$151,000	+ 9.4%	
Average Sales Price*	\$153,400	\$145,600	- 5.1%	\$147,800	\$154,280	+ 4.4%	
Percent of List Price Received*	98.9%	102.2%	+ 3.3%	98.5%	100.1%	+ 1.6%	
Inventory of Homes for Sale	3	2	- 33.3%			_	
Months Supply of Inventory	1.7	0.8	- 52.9%				

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### Median Sales Price - Single Family

#### Median Sales Price - Condo-Villa Rolling 12-Month Calculation



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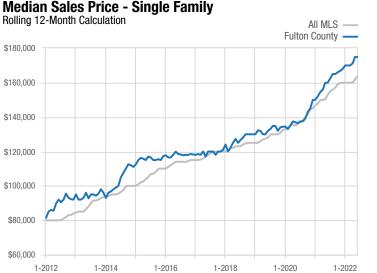


## **Fulton County**

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	52	58	+ 11.5%	215	228	+ 6.0%		
Pending Sales	44	37	- 15.9%	179	174	- 2.8%		
Closed Sales	45	35	- 22.2%	176	173	- 1.7%		
Days on Market Until Sale	61	43	- 29.5%	69	59	- 14.5%		
Median Sales Price*	\$161,000	\$197,500	+ 22.7%	\$160,000	\$183,000	+ 14.4%		
Average Sales Price*	\$193,455	\$201,046	+ 3.9%	\$188,240	\$197,958	+ 5.2%		
Percent of List Price Received*	101.3%	102.5%	+ 1.2%	100.3%	100.0%	- 0.3%		
Inventory of Homes for Sale	89	83	- 6.7%					
Months Supply of Inventory	2.4	2.3	- 4.2%			_		

Condo-Villa		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	2	0	- 100.0%	8	2	- 75.0%		
Pending Sales	2	1	- 50.0%	5	1	- 80.0%		
Closed Sales	3	1	- 66.7%	5	1	- 80.0%		
Days on Market Until Sale	35	14	- 60.0%	33	14	- 57.6%		
Median Sales Price*	\$95,000	\$103,000	+ 8.4%	\$95,000	\$103,000	+ 8.4%		
Average Sales Price*	\$133,300	\$103,000	- 22.7%	\$124,980	\$103,000	- 17.6%		
Percent of List Price Received*	99.9%	103.5%	+ 3.6%	99.9%	103.5%	+ 3.6%		
Inventory of Homes for Sale	3	1	- 66.7%					
Months Supply of Inventory	2.3	0.6	- 73.9%					

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### Median Sales Price - Condo-Villa



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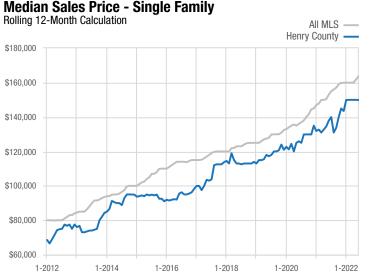


## **Henry County**

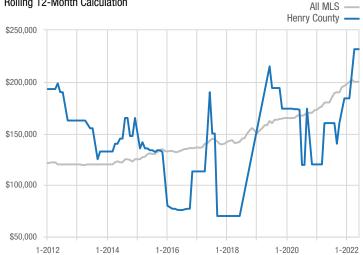
Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	22	27	+ 22.7%	108	143	+ 32.4%		
Pending Sales	17	37	+ 117.6%	97	130	+ 34.0%		
Closed Sales	20	25	+ 25.0%	98	115	+ 17.3%		
Days on Market Until Sale	61	79	+ 29.5%	79	69	- 12.7%		
Median Sales Price*	\$176,500	\$151,400	- 14.2%	\$138,000	\$150,000	+ 8.7%		
Average Sales Price*	\$157,522	\$178,925	+ 13.6%	\$153,624	\$180,753	+ 17.7%		
Percent of List Price Received*	100.0%	95.4%	- 4.6%	98.1%	98.4%	+ 0.3%		
Inventory of Homes for Sale	44	41	- 6.8%					
Months Supply of Inventory	2.4	2.0	- 16.7%			_		

Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	1	—	0	2	_
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale		_	—	281	15	- 94.7%
Median Sales Price*		_	—	\$160,000	\$239,500	+ 49.7%
Average Sales Price*		_	—	\$160,000	\$239,500	+ 49.7%
Percent of List Price Received*			—	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	0	1	—			_
Months Supply of Inventory		1.0	_			_

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#### Median Sales Price - Condo-Villa Rolling 12-Month Calculation



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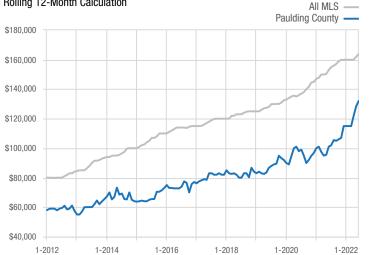
## **Paulding County**

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	8	17	+ 112.5%	72	96	+ 33.3%		
Pending Sales	12	24	+ 100.0%	66	82	+ 24.2%		
Closed Sales	14	19	+ 35.7%	62	79	+ 27.4%		
Days on Market Until Sale	65	48	- 26.2%	70	66	- 5.7%		
Median Sales Price*	\$135,750	\$165,000	+ 21.5%	\$99,450	\$144,000	+ 44.8%		
Average Sales Price*	\$126,629	\$193,532	+ 52.8%	\$111,735	\$160,787	+ 43.9%		
Percent of List Price Received*	99.6%	100.4%	+ 0.8%	98.6%	98.4%	- 0.2%		
Inventory of Homes for Sale	19	32	+ 68.4%					
Months Supply of Inventory	1.8	2.5	+ 38.9%					

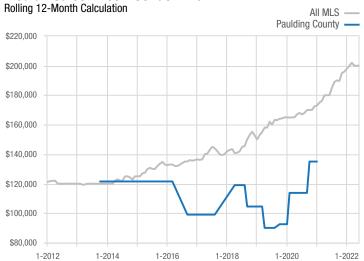
Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	0	0	—	0	0	
Pending Sales	0	0	—	0	0	
Closed Sales	0	0	—	0	0	
Days on Market Until Sale			—			
Median Sales Price*			—			
Average Sales Price*			—			
Percent of List Price Received*			—			
Inventory of Homes for Sale	0	0	—			_
Months Supply of Inventory			_			

\* 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



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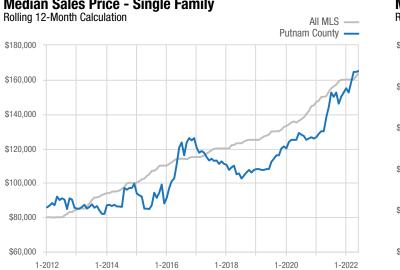


## Putnam County

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	20	8	- 60.0%	69	52	- 24.6%		
Pending Sales	13	5	- 61.5%	51	45	- 11.8%		
Closed Sales	10	8	- 20.0%	48	46	- 4.2%		
Days on Market Until Sale	79	64	- 19.0%	88	83	- 5.7%		
Median Sales Price*	\$155,000	\$140,500	- 9.4%	\$150,000	\$176,750	+ 17.8%		
Average Sales Price*	\$175,578	\$146,250	- 16.7%	\$172,723	\$195,023	+ 12.9%		
Percent of List Price Received*	102.4%	91.6%	- 10.5%	99.1%	97.1%	- 2.0%		
Inventory of Homes for Sale	30	22	- 26.7%			_		
Months Supply of Inventory	3.5	2.3	- 34.3%					

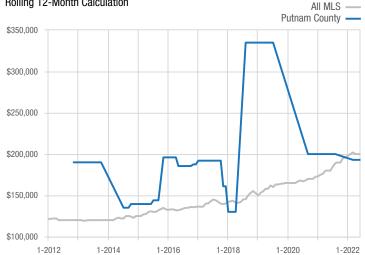
Condo-Villa		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	0	0	—	0	1	—		
Pending Sales	0	0	—	0	1	—		
Closed Sales	0	0	—	0	1	—		
Days on Market Until Sale			—		57	—		
Median Sales Price*			—		\$193,000	—		
Average Sales Price*			—		\$193,000	—		
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





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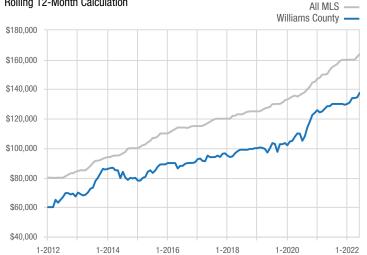
## **Williams County**

Single Family		June			Year to Date			
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change		
New Listings	42	49	+ 16.7%	244	233	- 4.5%		
Pending Sales	39	49	+ 25.6%	229	210	- 8.3%		
Closed Sales	43	48	+ 11.6%	229	209	- 8.7%		
Days on Market Until Sale	72	62	- 13.9%	71	74	+ 4.2%		
Median Sales Price*	\$120,000	\$145,000	+ 20.8%	\$125,000	\$140,000	+ 12.0%		
Average Sales Price*	\$136,667	\$170,723	+ 24.9%	\$135,531	\$161,816	+ 19.4%		
Percent of List Price Received*	99.1%	98.7%	- 0.4%	98.5%	98.2%	- 0.3%		
Inventory of Homes for Sale	72	93	+ 29.2%					
Months Supply of Inventory	1.9	2.4	+ 26.3%					

Condo-Villa		June			Year to Date	
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	1	0	- 100.0%	1	4	+ 300.0%
Pending Sales	0	1	—	2	4	+ 100.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale			—	120	40	- 66.7%
Median Sales Price*			—	\$83,500	\$198,000	+ 137.1%
Average Sales Price*		_	—	\$143,567	\$207,667	+ 44.6%
Percent of List Price Received*			—	94.7%	106.2%	+ 12.1%
Inventory of Homes for Sale	1	2	+ 100.0%			—
Months Supply of Inventory	0.8	1.8	+ 125.0%			

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#### Median Sales Price - Single Family Rolling 12-Month Calculation



#### Median Sales Price - Condo-Villa Rolling 12-Month Calculation

