

Local Market Update – March 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Single Family	March			Year to Date		
	2019	2020	% Change	Thru 1 2019	Thru 3 2020	% Change
Key Metrics						
New Listings	165	137	-17.0%	419	405	-3.3%
		145				
Days on Market	98	103	+5.1%	102	102	--
Median Sales Price*		\$118,000				
Average Sales Price*	\$118,005	\$128,779	+9.1%	\$106,500	\$123,262	+15.7%
Percent of List Price Received*		97.3%				
Months Supply of Inventory	6	4	-33.3%	--	--	--
	\$12,272,525	\$18,672,985	+52.2%			

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 1 2019	Thru 3 2020	% Change
Key Metrics						
New Listings	0	4	--	5	10	+100%
				8	6	-25.0%
Days on Market	0	274	--	82	130	+58.8%
Median Sales Price*				\$110,950	\$116,000	+4.6%
Average Sales Price*	0	\$97,000	--	\$118,738	\$118,550	+0.2%
Percent of List Price Received*				96.1%	96.2%	+0.1%
Months Supply of Inventory	0	10	--	--	--	--
				\$949,900	\$711,300	-25.1%

*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.

March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

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Defiance County

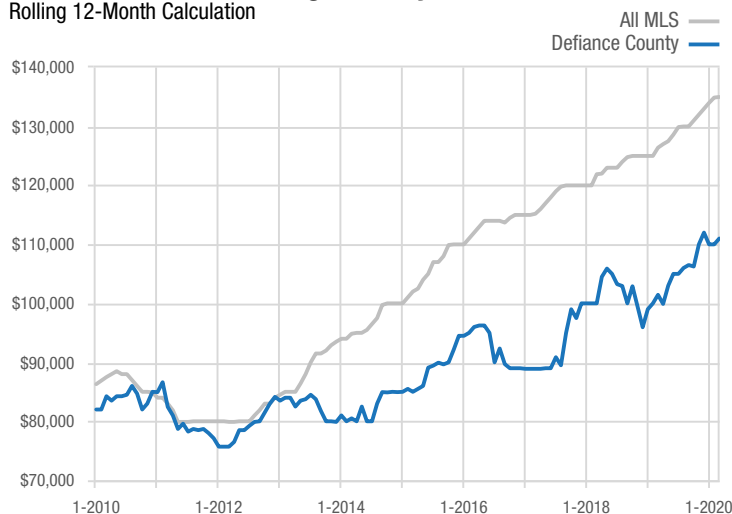
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	42	32	- 23.8%	92	99	+ 7.6%
Pending Sales	31	47	+ 51.6%	85	88	+ 3.5%
Closed Sales	24	42	+ 75.0%	77	79	+ 2.6%
Days on Market Until Sale	104	95	- 8.7%	99	95	- 4.0%
Median Sales Price*	\$107,200	\$117,750	+ 9.8%	\$112,000	\$99,450	- 11.2%
Average Sales Price*	\$131,479	\$117,136	- 10.9%	\$128,804	\$114,271	- 11.3%
Percent of List Price Received*	96.2%	96.5%	+ 0.3%	97.0%	96.0%	- 1.0%
Inventory of Homes for Sale	95	92	- 3.2%	—	—	—
Months Supply of Inventory	2.9	2.8	- 3.4%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	0	2	—	3	6	+ 100.0%
Pending Sales	0	0	—	4	4	0.0%
Closed Sales	0	0	—	5	4	- 20.0%
Days on Market Until Sale	—	—	—	23	106	+ 360.9%
Median Sales Price*	—	—	—	\$139,900	\$122,200	- 12.7%
Average Sales Price*	—	—	—	\$128,180	\$119,825	- 6.5%
Percent of List Price Received*	—	—	—	98.1%	96.1%	- 2.0%
Inventory of Homes for Sale	3	6	+ 100.0%	—	—	—
Months Supply of Inventory	1.1	3.0	+ 172.7%	—	—	—

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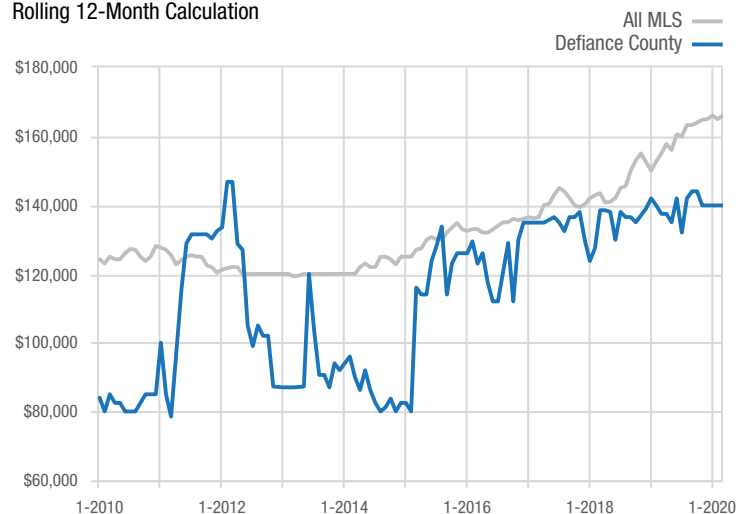
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

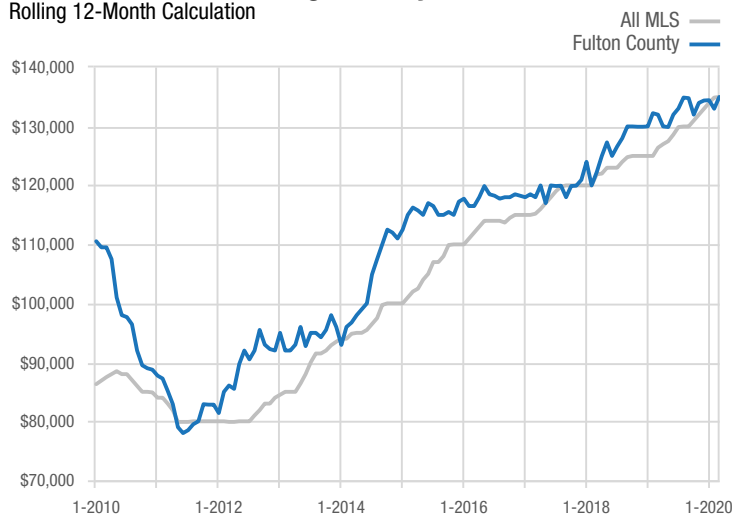
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	36	34	- 5.6%	86	98	+ 14.0%
Pending Sales	22	32	+ 45.5%	54	72	+ 33.3%
Closed Sales	25	29	+ 16.0%	58	65	+ 12.1%
Days on Market Until Sale	104	93	- 10.6%	110	89	- 19.1%
Median Sales Price*	\$127,000	\$144,000	+ 13.4%	\$128,500	\$134,310	+ 4.5%
Average Sales Price*	\$154,736	\$145,406	- 6.0%	\$141,328	\$141,847	+ 0.4%
Percent of List Price Received*	94.8%	99.3%	+ 4.7%	95.6%	99.7%	+ 4.3%
Inventory of Homes for Sale	104	101	- 2.9%	—	—	—
Months Supply of Inventory	3.7	3.4	- 8.1%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	1	1	0.0%	1	2	+ 100.0%
Pending Sales	0	1	—	2	1	- 50.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	274	—	135	274	+ 103.0%
Median Sales Price*	—	\$97,000	—	\$164,000	\$97,000	- 40.9%
Average Sales Price*	—	\$97,000	—	\$164,000	\$97,000	- 40.9%
Percent of List Price Received*	—	92.5%	—	96.5%	92.5%	- 4.1%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

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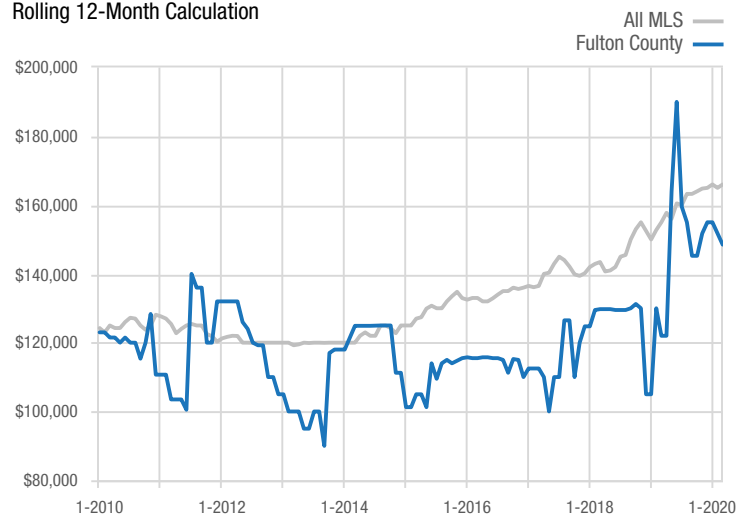
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Henry County

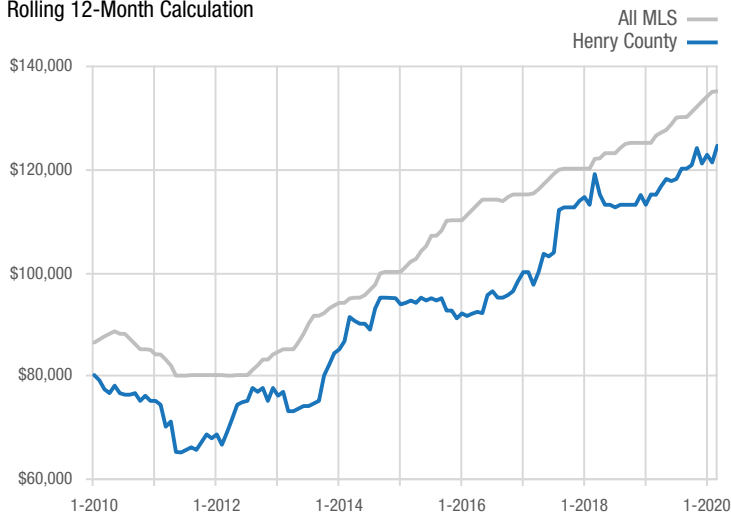
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	22	16	- 27.3%	53	55	+ 3.8%
Pending Sales	15	19	+ 26.7%	42	45	+ 7.1%
Closed Sales	9	19	+ 111.1%	37	44	+ 18.9%
Days on Market Until Sale	111	108	- 2.7%	112	97	- 13.4%
Median Sales Price*	\$106,500	\$114,900	+ 7.9%	\$110,000	\$121,950	+ 10.9%
Average Sales Price*	\$101,000	\$151,931	+ 50.4%	\$132,916	\$137,426	+ 3.4%
Percent of List Price Received*	96.4%	95.6%	- 0.8%	94.8%	94.9%	+ 0.1%
Inventory of Homes for Sale	63	63	0.0%	—	—	—
Months Supply of Inventory	3.4	3.6	+ 5.9%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	1	—	0	2	—
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	1	1	0.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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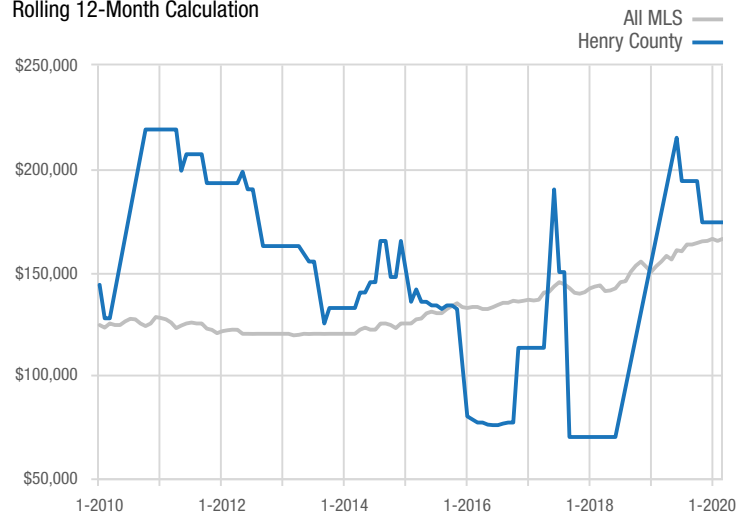
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Paulding County

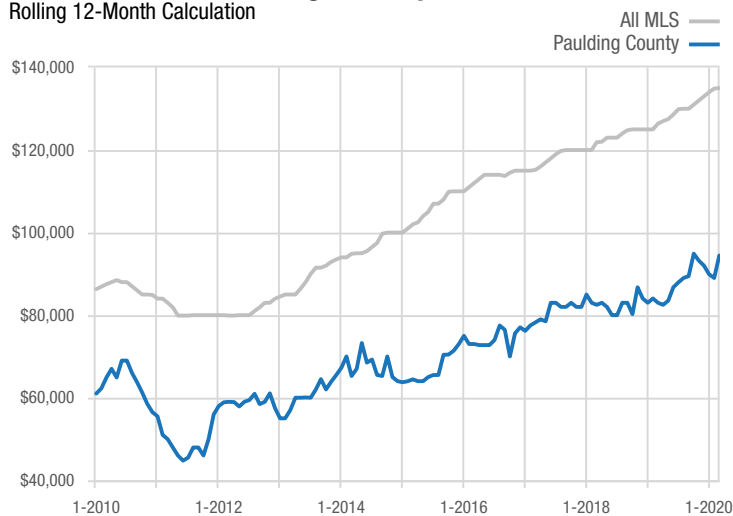
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	18	17	- 5.6%	48	31	- 35.4%
Pending Sales	11	9	- 18.2%	29	27	- 6.9%
Closed Sales	6	9	+ 50.0%	25	30	+ 20.0%
Days on Market Until Sale	63	84	+ 33.3%	93	94	+ 1.1%
Median Sales Price*	\$74,500	\$116,500	+ 56.4%	\$78,000	\$76,500	- 1.9%
Average Sales Price*	\$79,583	\$131,222	+ 64.9%	\$89,043	\$98,942	+ 11.1%
Percent of List Price Received*	96.3%	97.7%	+ 1.5%	95.2%	93.8%	- 1.5%
Inventory of Homes for Sale	43	33	- 23.3%	—	—	—
Months Supply of Inventory	3.7	3.0	- 18.9%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
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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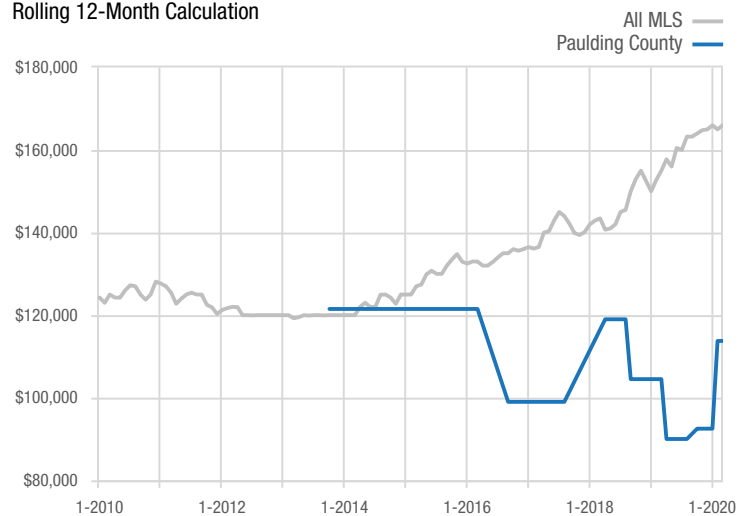
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Putnam County

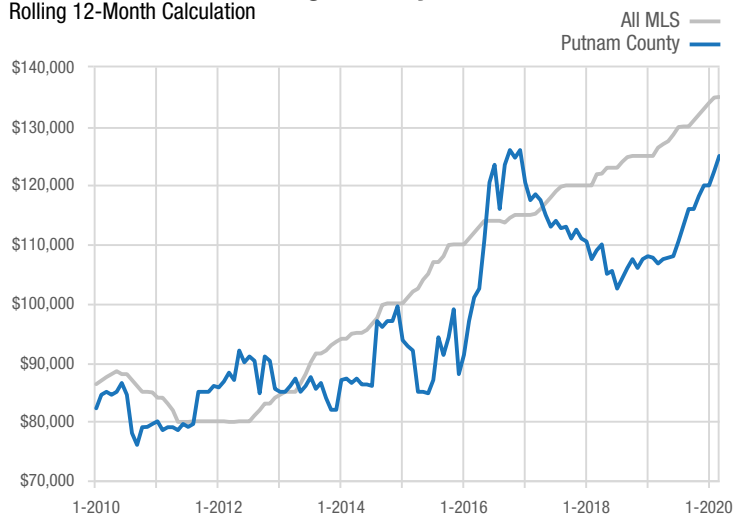
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	6	2	- 66.7%	31	26	- 16.1%
Pending Sales	13	7	- 46.2%	23	24	+ 4.3%
Closed Sales	10	10	0.0%	21	22	+ 4.8%
Days on Market Until Sale	114	114	0.0%	116	159	+ 37.1%
Median Sales Price*	\$105,000	\$121,500	+ 15.7%	\$105,000	\$125,000	+ 19.0%
Average Sales Price*	\$127,800	\$128,390	+ 0.5%	\$115,836	\$145,276	+ 25.4%
Percent of List Price Received*	96.1%	91.8%	- 4.5%	96.9%	93.7%	- 3.3%
Inventory of Homes for Sale	37	33	- 10.8%	—	—	—
Months Supply of Inventory	3.7	3.7	0.0%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% 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	—	—	—	—	—	—

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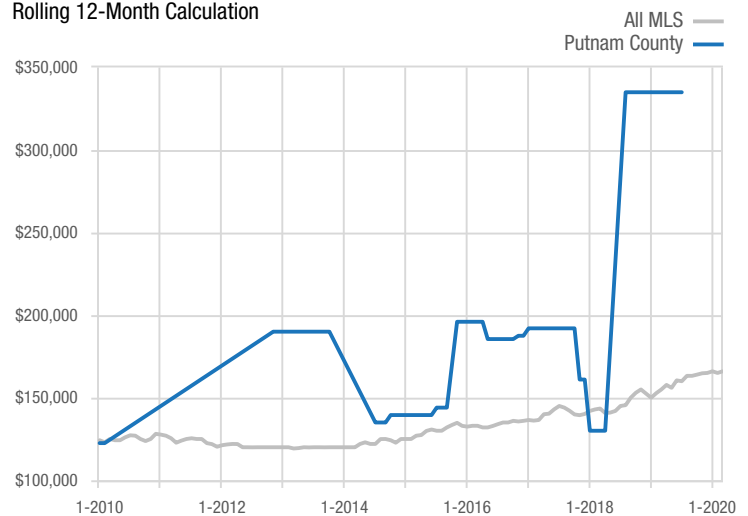
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

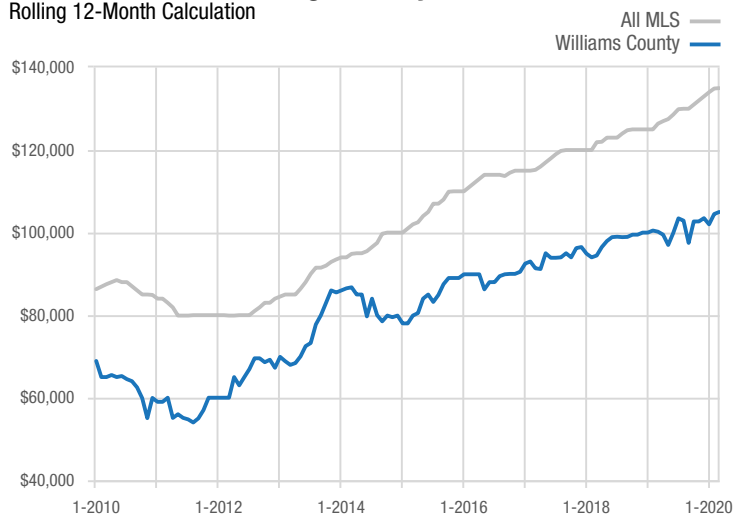
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	41	34	- 17.1%	109	94	- 13.8%
Pending Sales	36	33	- 8.3%	76	88	+ 15.8%
Closed Sales	30	36	+ 20.0%	71	91	+ 28.2%
Days on Market Until Sale	86	121	+ 40.7%	93	110	+ 18.3%
Median Sales Price*	\$80,000	\$95,000	+ 18.8%	\$87,000	\$99,500	+ 14.4%
Average Sales Price*	\$87,728	\$116,121	+ 32.4%	\$99,035	\$114,368	+ 15.5%
Percent of List Price Received*	95.8%	94.5%	- 1.4%	96.9%	95.4%	- 1.5%
Inventory of Homes for Sale	130	102	- 21.5%	—	—	—
Months Supply of Inventory	3.7	2.8	- 24.3%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	2	0	- 100.0%
Days on Market Until Sale	—	—	—	204	—	—
Median Sales Price*	—	—	—	\$72,500	—	—
Average Sales Price*	—	—	—	\$72,500	—	—
Percent of List Price Received*	—	—	—	90.7%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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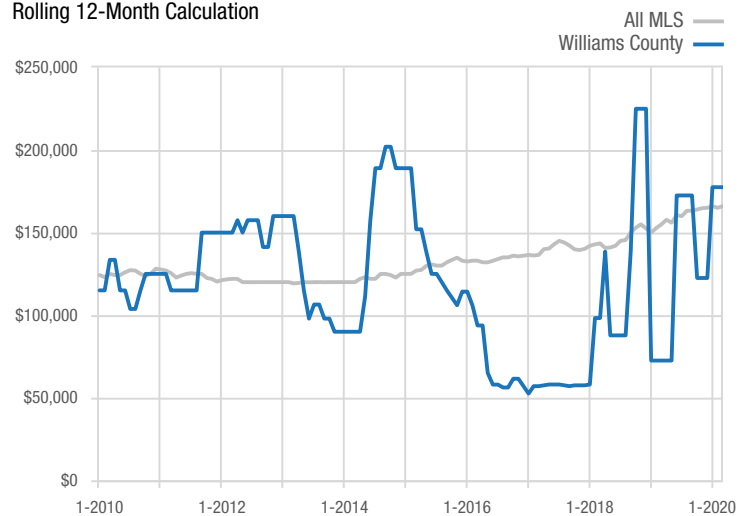
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	9	4	- 55.6%	19	14	- 26.3%
Pending Sales	2	5	+ 150.0%	7	10	+ 42.9%
Closed Sales	3	4	+ 33.3%	8	10	+ 25.0%
Days on Market Until Sale	137	118	- 13.9%	112	110	- 1.8%
Median Sales Price*	\$130,000	\$135,000	+ 3.8%	\$139,000	\$152,000	+ 9.4%
Average Sales Price*	\$127,500	\$133,612	+ 4.8%	\$138,063	\$180,845	+ 31.0%
Percent of List Price Received*	95.0%	99.6%	+ 4.8%	95.0%	98.6%	+ 3.8%
Inventory of Homes for Sale	25	23	- 8.0%	—	—	—
Months Supply of Inventory	6.0	5.2	- 13.3%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	1	0	- 100.0%	1	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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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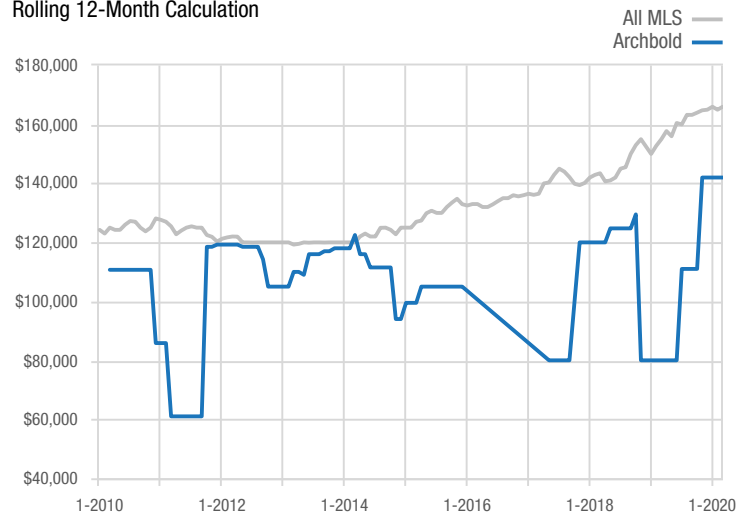
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

MLS Area 87: 43506

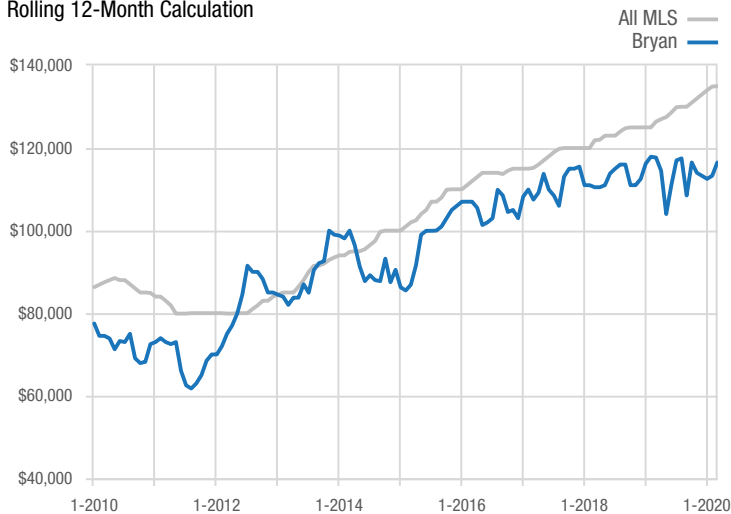
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	19	15	- 21.1%	49	35	- 28.6%
Pending Sales	15	17	+ 13.3%	40	39	- 2.5%
Closed Sales	12	15	+ 25.0%	37	42	+ 13.5%
Days on Market Until Sale	78	102	+ 30.8%	90	106	+ 17.8%
Median Sales Price*	\$79,900	\$99,500	+ 24.5%	\$90,750	\$116,000	+ 27.8%
Average Sales Price*	\$84,925	\$138,360	+ 62.9%	\$106,834	\$130,042	+ 21.7%
Percent of List Price Received*	96.4%	94.8%	- 1.7%	96.1%	95.6%	- 0.5%
Inventory of Homes for Sale	56	35	- 37.5%	—	—	—
Months Supply of Inventory	3.3	2.1	- 36.4%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	0	—	1	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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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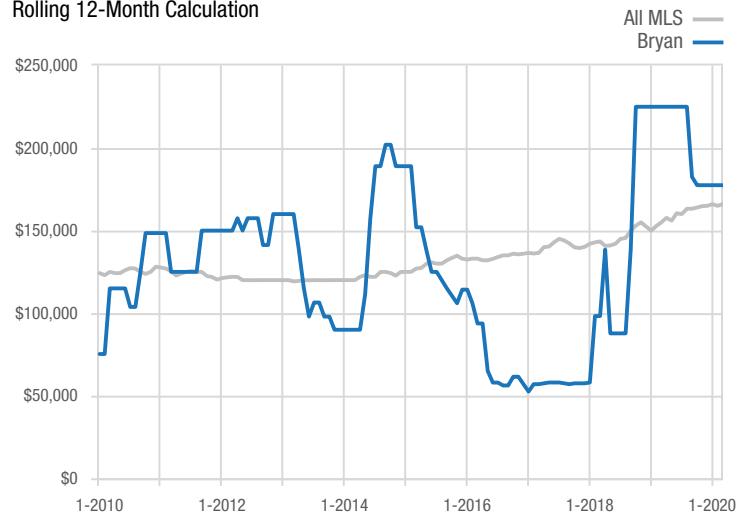
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance

MLS Area 61: 43512

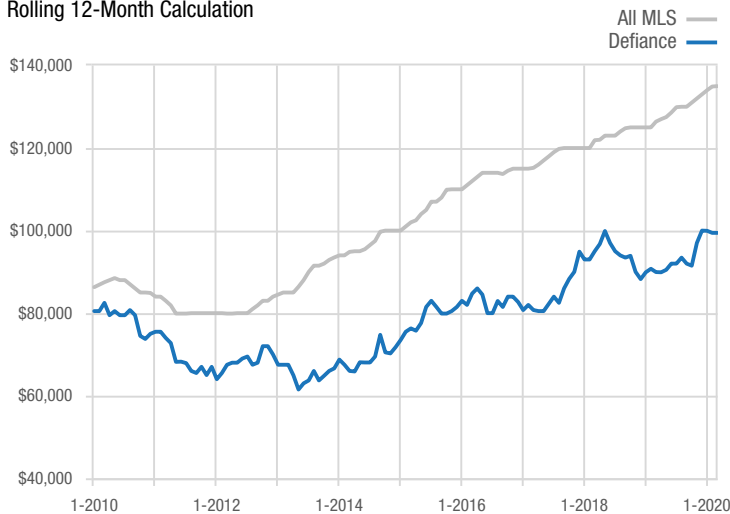
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	22	16	- 27.3%	51	57	+ 11.8%
Pending Sales	19	24	+ 26.3%	42	49	+ 16.7%
Closed Sales	16	22	+ 37.5%	36	44	+ 22.2%
Days on Market Until Sale	114	104	- 8.8%	106	93	- 12.3%
Median Sales Price*	\$87,950	\$91,500	+ 4.0%	\$94,900	\$91,500	- 3.6%
Average Sales Price*	\$118,794	\$97,432	- 18.0%	\$120,063	\$96,233	- 19.8%
Percent of List Price Received*	96.1%	96.0%	- 0.1%	97.4%	95.8%	- 1.6%
Inventory of Homes for Sale	52	48	- 7.7%	—	—	—
Months Supply of Inventory	3.0	2.7	- 10.0%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	2	—	0	3	—
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	30	51	+ 70.0%
Median Sales Price*	—	—	—	\$141,950	\$117,450	- 17.3%
Average Sales Price*	—	—	—	\$141,950	\$117,450	- 17.3%
Percent of List Price Received*	—	—	—	99.7%	94.8%	- 4.9%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.6	2.3	+ 283.3%	—	—	—

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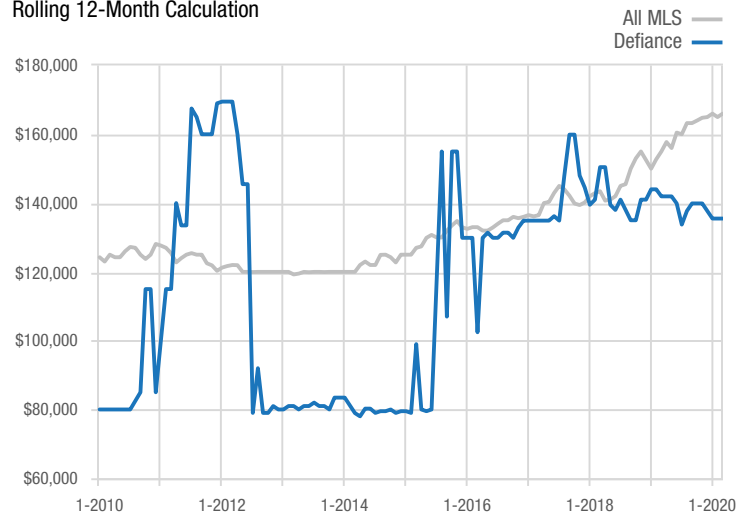
Median Sales Price - Single Family

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.

Local Market Update – March 2020

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Napoleon

MLS Area 76: 43545

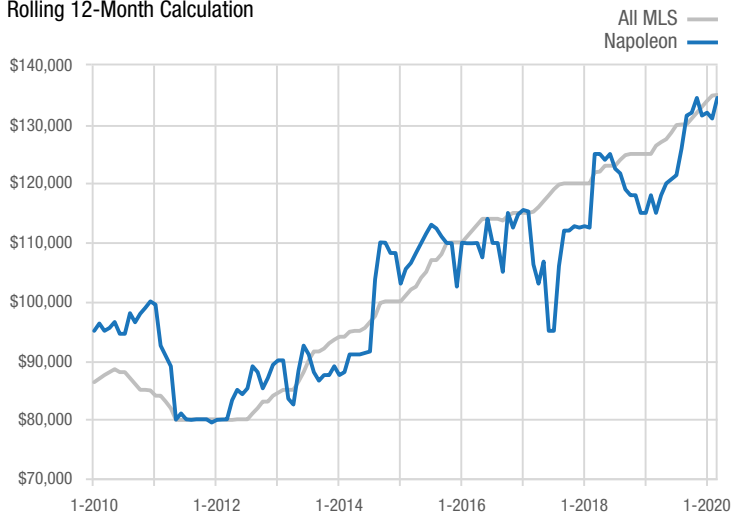
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	9	11	+ 22.2%	21	30	+ 42.9%
Pending Sales	5	11	+ 120.0%	20	24	+ 20.0%
Closed Sales	5	11	+ 120.0%	18	23	+ 27.8%
Days on Market Until Sale	96	104	+ 8.3%	103	89	- 13.6%
Median Sales Price*	\$106,500	\$139,900	+ 31.4%	\$121,750	\$139,500	+ 14.6%
Average Sales Price*	\$109,100	\$173,159	+ 58.7%	\$142,417	\$153,735	+ 7.9%
Percent of List Price Received*	97.2%	96.9%	- 0.3%	96.6%	96.9%	+ 0.3%
Inventory of Homes for Sale	23	36	+ 56.5%	—	—	—
Months Supply of Inventory	2.6	4.0	+ 53.8%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	1	—	0	2	—
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	1	1	0.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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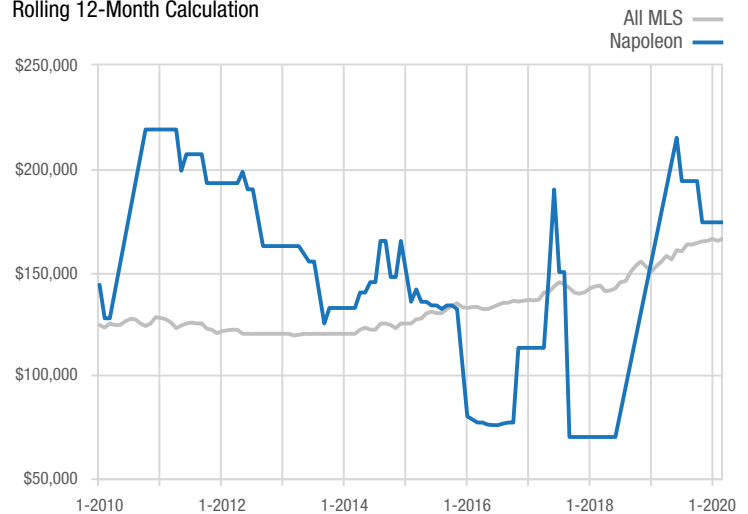
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2020

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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

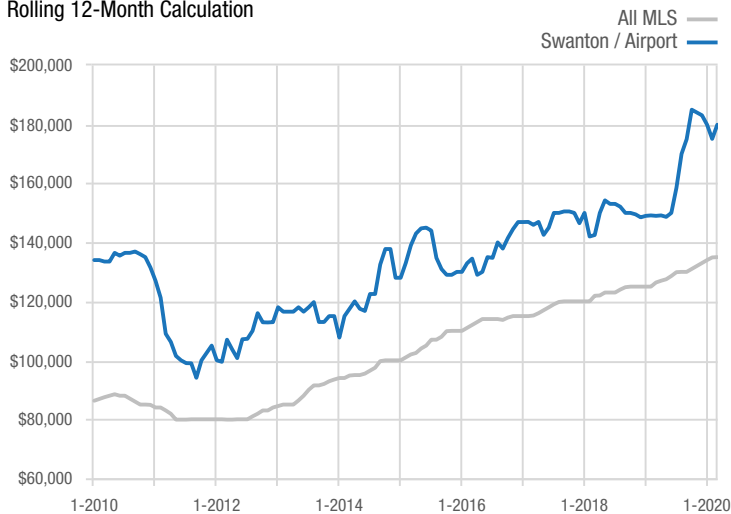
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	9	10	+ 11.1%	24	31	+ 29.2%
Pending Sales	10	10	0.0%	15	27	+ 80.0%
Closed Sales	11	10	- 9.1%	16	24	+ 50.0%
Days on Market Until Sale	83	73	- 12.0%	93	92	- 1.1%
Median Sales Price*	\$163,005	\$182,500	+ 12.0%	\$171,503	\$149,750	- 12.7%
Average Sales Price*	\$187,864	\$186,295	- 0.8%	\$184,950	\$171,480	- 7.3%
Percent of List Price Received*	95.4%	98.4%	+ 3.1%	96.4%	95.9%	- 0.5%
Inventory of Homes for Sale	32	28	- 12.5%	—	—	—
Months Supply of Inventory	3.4	2.9	- 14.7%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	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	4	0	- 100.0%	—	—	—
Months Supply of Inventory	3.0	—	—	—	—	—

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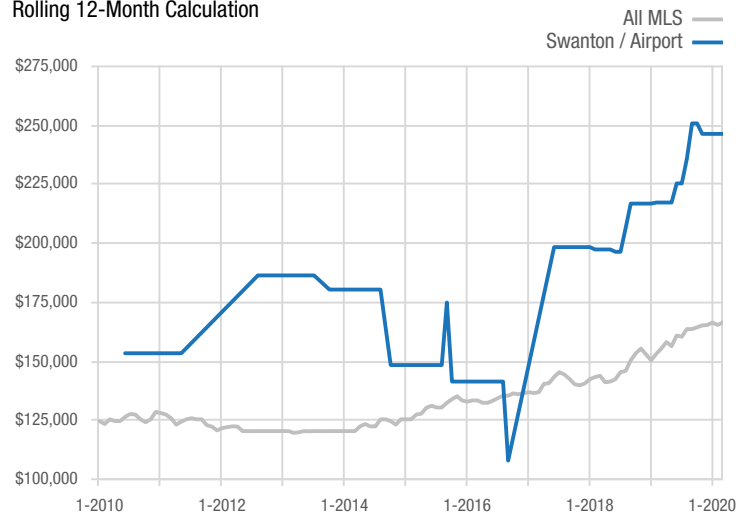
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2020

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Wauseon

MLS Area 96: 43567

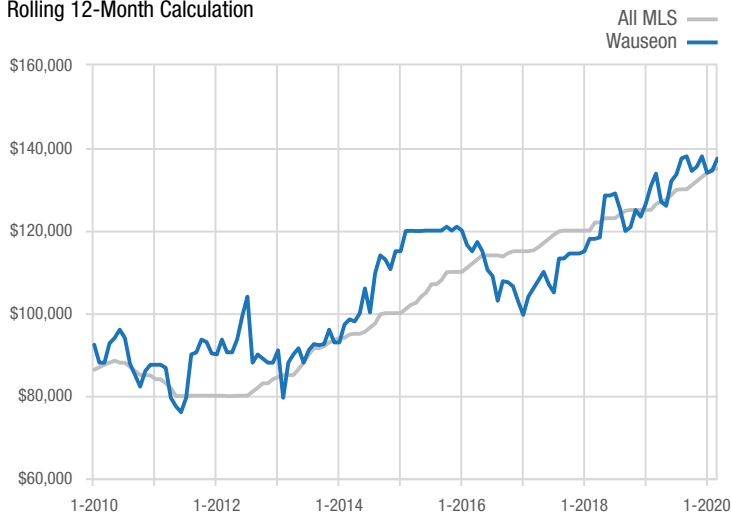
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	8	11	+ 37.5%	20	31	+ 55.0%
Pending Sales	5	9	+ 80.0%	12	20	+ 66.7%
Closed Sales	6	10	+ 66.7%	15	18	+ 20.0%
Days on Market Until Sale	161	115	- 28.6%	143	94	- 34.3%
Median Sales Price*	\$132,000	\$144,000	+ 9.1%	\$132,000	\$132,500	+ 0.4%
Average Sales Price*	\$164,750	\$143,820	- 12.7%	\$147,214	\$129,750	- 11.9%
Percent of List Price Received*	94.3%	102.7%	+ 8.9%	96.1%	102.9%	+ 7.1%
Inventory of Homes for Sale	31	29	- 6.5%	—	—	—
Months Supply of Inventory	4.0	3.7	- 7.5%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
Key Metrics						
New Listings	0	1	—	0	2	—
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	274	—	135	274	+ 103.0%
Median Sales Price*	—	\$97,000	—	\$164,000	\$97,000	- 40.9%
Average Sales Price*	—	\$97,000	—	\$164,000	\$97,000	- 40.9%
Percent of List Price Received*	—	92.5%	—	96.5%	92.5%	- 4.1%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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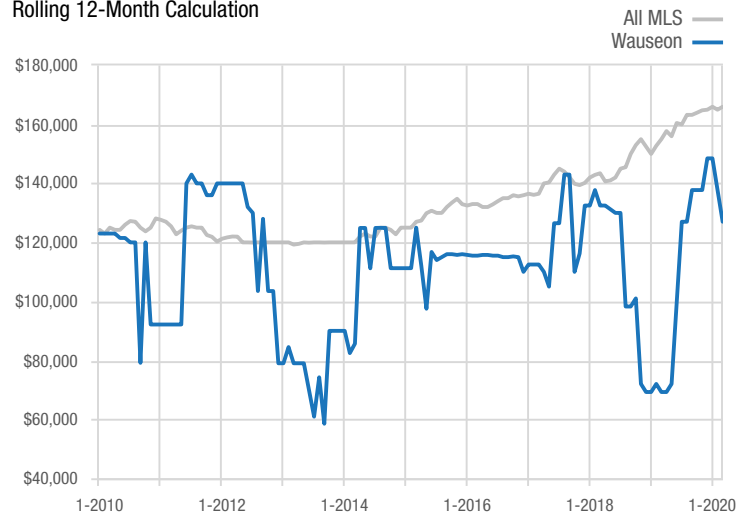
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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