This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.





#### **Western Counties**

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

Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at the same time last year, and sales prices are surging as a result. While the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time in most market segments. For the 12-month period spanning June 2020 through May 2021, Pending Sales in Northwest Ohio were up 14.5 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 30.2 percent.

The overall Median Sales Price was up 11.5 percent to \$153,821. The property type with the largest price gain was the Single Family Homes segment, where prices increased 11.3 percent to \$150,225. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 65 days; the price range that tended to sell the slowest was the \$100,001 to \$150,000 range at 77 days.

Market-wide, inventory levels were down 24.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 21.8 percent. That amounts to 2.0 months supply for Single-Family homes and 2.4 months supply for Condos.

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5 2020	Thru 5 2021	% Change
New Listings	142	171	+20.4%	684	722	+5.6%
Closed Sales	128	144	+12.5%	588	616	+4.8%
Days on Market	94	73	-22.3%	101	76	-24.8%
SP\$/SqFt	\$78.09	\$95.11	+21.8%	\$76.13	\$89.69	+17.8%
Median Sales Price*	\$118,438	\$142,500	+20.3%	\$118,000	\$132,000	+11.9%
Average Sales Price*	\$128,241	\$156,090	+21.7%	\$127,673	\$152,600	+19.5%
Percent of List Price Received*	95.1%	100.0%	+5.2%	95.7%	100.0%	+4.5%
Months Supply of Inventory	4	3	-25.0%			
Total Volume	\$16,414,850	\$22,476,942	+36.9%	\$75,071,608	\$94,001,862	+25.2%

Condo		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5 2020	Thru 5 2021	% Change
New Listings	6			20	12	-40.0%
Closed Sales	1			11	9	-18.2%
Days on Market	48			98	92	-6.1%
SP\$/SqFt	\$59.19			\$81.63	\$100.18	+22.7%
Median Sales Price*	\$62,500			\$94,500	\$138,000	+46.0%
Average Sales Price*	\$62,500			\$102,691	\$137,411	+33.8%
Percent of List Price Received*	100.0%			94.5%	98.4%	+4.1%
Months Supply of Inventory	14					
Total Volume	\$62,500			\$1,129,600	\$1,236,700	+9.5%

# **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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings	5-2019 11-2019 5-2020 11-2020 5-2021	1,113	1,155	+ 3.8%	4,781	5,108	+ 6.8%
Pending Sales	5-2019 11-2019 5-2020 11-2020 5-2021	825	1,072	+ 29.9%	3,770	4,449	+ 18.0%
Closed Sales	5-2019 11-2019 5-2020 11-2020 5-2021	780	1,075	+ 37.8%	3,639	4,222	+ 16.0%
Days on Market Until Sale	5-2019 11-2019 5-2020 11-2020 5-2021	86	62	- 27.9%	89	69	- 22.5%
Median Sales Price	5-2019 11-2019 5-2020 11-2020 5-2021	\$141,000	\$157,750	+ 11.9%	\$135,600	\$153,000	+ 12.8%
Average Sales Price	5-2019 11-2019 5-2020 11-2020 5-2021	\$162,212	\$189,169	+ 16.6%	\$159,007	\$183,346	+ 15.3%
Percent of List Price Received	5-2019 11-2019 5-2020 11-2020 5-2021	97.5%	100.7%	+ 3.3%	97.1%	99.3%	+ 2.3%
Housing Affordability Index	5-2019 11-2019 5-2020 11-2020 5-2021	238	216	- 9.2%	247	223	- 9.7%
Inventory of Homes for Sale	5-2019 11-2019 5-2020 11-2020 5-2021	2,615	1,970	- 24.7%	_	_	_
Months Supply of Inventory	5-2019 11-2019 5-2020 11-2020 5-2021	3.0	2.0	- 33.3%	_	-	_





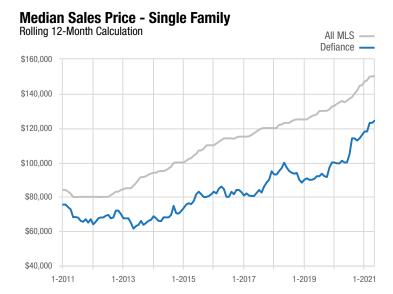
### **Defiance**

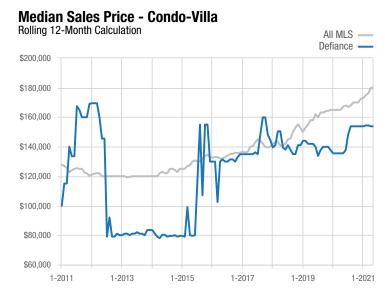
MLS Area 61: 43512

Single Family		May			<b>Year to Date</b>	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	11	24	+ 118.2%	90	103	+ 14.4%
Pending Sales	20	21	+ 5.0%	85	84	- 1.2%
Closed Sales	17	20	+ 17.6%	78	75	- 3.8%
Days on Market Until Sale	98	68	- 30.6%	88	69	- 21.6%
Median Sales Price*	\$116,000	\$125,500	+ 8.2%	\$99,450	\$123,000	+ 23.7%
Average Sales Price*	\$111,116	\$140,044	+ 26.0%	\$106,539	\$133,188	+ 25.0%
Percent of List Price Received*	96.2%	100.5%	+ 4.5%	96.2%	99.4%	+ 3.3%
Inventory of Homes for Sale	41	42	+ 2.4%		_	_
Months Supply of Inventory	2.3	2.4	+ 4.3%			

Condo-Villa		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	3	2	- 33.3%	7	3	- 57.1%		
Pending Sales	1	1	0.0%	4	3	- 25.0%		
Closed Sales	0	0	_	2	2	0.0%		
Days on Market Until Sale	_		_	51	47	- 7.8%		
Median Sales Price*			_	\$117,450	\$146,500	+ 24.7%		
Average Sales Price*			_	\$117,450	\$146,500	+ 24.7%		
Percent of List Price Received*			_	94.8%	97.8%	+ 3.2%		
Inventory of Homes for Sale	4	1	- 75.0%		_	_		
Months Supply of Inventory	3.2	0.6	- 81.3%		_			

<sup>\*</sup> 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.





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.





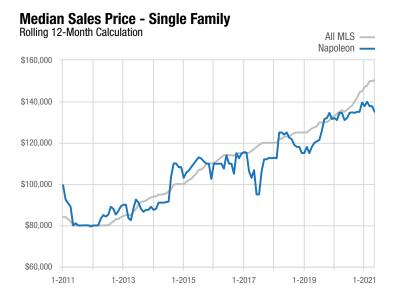
# **Napoleon**

MLS Area 76: 43545

Single Family		May			<b>Year to Date</b>	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	4	9	+ 125.0%	39	41	+ 5.1%
Pending Sales	11	13	+ 18.2%	44	37	- 15.9%
Closed Sales	11	11	0.0%	43	36	- 16.3%
Days on Market Until Sale	89	72	- 19.1%	95	92	- 3.2%
Median Sales Price*	\$152,500	\$128,500	- 15.7%	\$139,900	\$129,900	- 7.1%
Average Sales Price*	\$165,718	\$166,036	+ 0.2%	\$152,735	\$165,014	+ 8.0%
Percent of List Price Received*	96.2%	97.6%	+ 1.5%	96.6%	99.8%	+ 3.3%
Inventory of Homes for Sale	23	19	- 17.4%		_	_
Months Supply of Inventory	2.6	2.1	- 19.2%			_

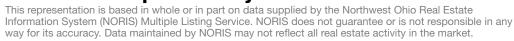
Condo-Villa		May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change	
New Listings	0	0	_	2	0	- 100.0%	
Pending Sales	0	0	_	1	1	0.0%	
Closed Sales	0	0	_	1	1	0.0%	
Days on Market Until Sale			_	72	281	+ 290.3%	
Median Sales Price*			_	\$65,000	\$160,000	+ 146.2%	
Average Sales Price*			_	\$65,000	\$160,000	+ 146.2%	
Percent of List Price Received*			_	86.8%	97.0%	+ 11.8%	
Inventory of Homes for Sale	1	0	- 100.0%		_	_	
Months Supply of Inventory	1.0		_		_		

<sup>\*</sup> 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.





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.





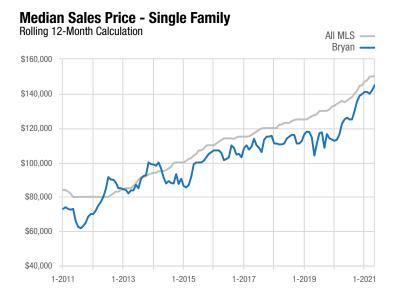
# **Bryan**

MLS Area 87: 43506

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	17	12	- 29.4%	64	90	+ 40.6%
Pending Sales	14	21	+ 50.0%	69	94	+ 36.2%
Closed Sales	18	24	+ 33.3%	71	94	+ 32.4%
Days on Market Until Sale	76	68	- 10.5%	102	70	- 31.4%
Median Sales Price*	\$136,950	\$152,600	+ 11.4%	\$125,000	\$137,225	+ 9.8%
Average Sales Price*	\$136,772	\$151,138	+ 10.5%	\$130,643	\$148,964	+ 14.0%
Percent of List Price Received*	94.9%	100.0%	+ 5.4%	95.3%	99.1%	+ 4.0%
Inventory of Homes for Sale	34	26	- 23.5%		_	_
Months Supply of Inventory	2.2	1.5	- 31.8%		_	

Condo-Villa		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	0	0	_	2	0	- 100.0%		
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%		
Closed Sales	0	0	_	0	3	_		
Days on Market Until Sale	_		_		120	_		
Median Sales Price*			_		\$83,500	_		
Average Sales Price*	_		_		\$143,567	_		
Percent of List Price Received*	_		_		94.7%	_		
Inventory of Homes for Sale	1	0	- 100.0%		_	_		
Months Supply of Inventory	0.8		_		_	_		

<sup>\*</sup> 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.





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.





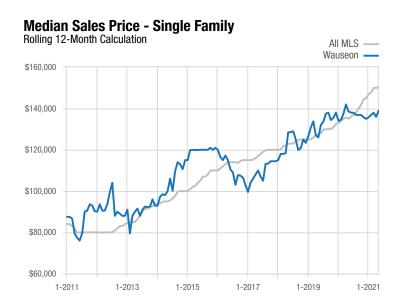
## Wauseon

MLS Area 96: 43567

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	11	13	+ 18.2%	50	45	- 10.0%
Pending Sales	8	8	0.0%	38	35	- 7.9%
Closed Sales	8	7	- 12.5%	35	32	- 8.6%
Days on Market Until Sale	67	86	+ 28.4%	78	75	- 3.8%
Median Sales Price*	\$83,200	\$162,000	+ 94.7%	\$135,000	\$150,000	+ 11.1%
Average Sales Price*	\$108,044	\$152,800	+ 41.4%	\$131,659	\$161,344	+ 22.5%
Percent of List Price Received*	94.9%	100.8%	+ 6.2%	100.4%	99.4%	- 1.0%
Inventory of Homes for Sale	29	23	- 20.7%		_	_
Months Supply of Inventory	3.8	2.2	- 42.1%			_

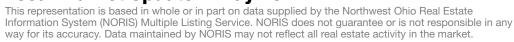
Condo-Villa		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	0	0	_	2	1	- 50.0%		
Pending Sales	1	0	- 100.0%	3	2	- 33.3%		
Closed Sales	1	0	- 100.0%	3	2	- 33.3%		
Days on Market Until Sale	48	_	_	127	30	- 76.4%		
Median Sales Price*	\$62,500		_	\$62,500	\$112,500	+ 80.0%		
Average Sales Price*	\$62,500	_	_	\$69,800	\$112,500	+ 61.2%		
Percent of List Price Received*	100.0%		_	93.3%	99.9%	+ 7.1%		
Inventory of Homes for Sale	0	0	_		_	_		
Months Supply of Inventory	_	_	_		_	_		

<sup>\*</sup> 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.





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.





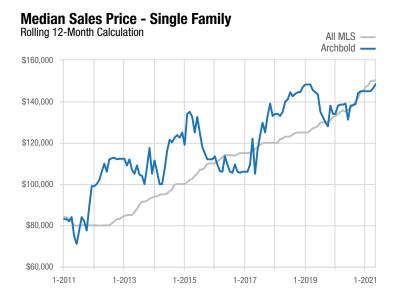
## **Archbold**

MLS Area 98: 43502

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	9	7	- 22.2%	28	20	- 28.6%
Pending Sales	5	7	+ 40.0%	19	21	+ 10.5%
Closed Sales	4	8	+ 100.0%	17	20	+ 17.6%
Days on Market Until Sale	89	45	- 49.4%	100	65	- 35.0%
Median Sales Price*	\$136,250	\$164,450	+ 20.7%	\$140,000	\$161,350	+ 15.3%
Average Sales Price*	\$143,875	\$191,814	+ 33.3%	\$163,585	\$232,626	+ 42.2%
Percent of List Price Received*	100.1%	101.6%	+ 1.5%	98.1%	99.3%	+ 1.2%
Inventory of Homes for Sale	24	7	- 70.8%		_	
Months Supply of Inventory	5.6	1.2	- 78.6%			_

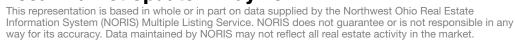
Condo-Villa		May		Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	2	_	1	3	+ 200.0%
Pending Sales	0	0	_	0	0	_
Closed Sales	0	0	_	0	0	_
Days on Market Until Sale			_		_	_
Median Sales Price*			_			_
Average Sales Price*			_		_	_
Percent of List Price Received*			_			_
Inventory of Homes for Sale	1	2	+ 100.0%	_	_	_
Months Supply of Inventory	1.0	1.3	+ 30.0%			_

<sup>\*</sup> 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.





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.



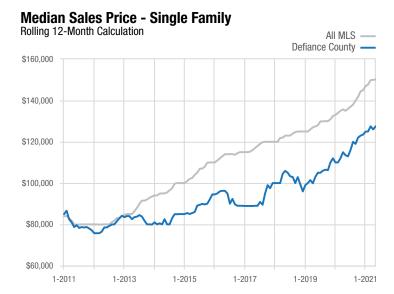


# **Defiance County**

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	23	43	+ 87.0%	158	169	+ 7.0%
Pending Sales	29	27	- 6.9%	148	140	- 5.4%
Closed Sales	27	27	0.0%	141	135	- 4.3%
Days on Market Until Sale	91	74	- 18.7%	93	78	- 16.1%
Median Sales Price*	\$109,000	\$137,000	+ 25.7%	\$116,750	\$126,500	+ 8.4%
Average Sales Price*	\$108,883	\$153,340	+ 40.8%	\$121,250	\$155,431	+ 28.2%
Percent of List Price Received*	96.4%	100.7%	+ 4.5%	96.6%	99.3%	+ 2.8%
Inventory of Homes for Sale	83	77	- 7.2%		_	_
Months Supply of Inventory	2.5	2.3	- 8.0%		_	

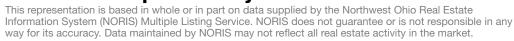
Condo-Villa		May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change	
New Listings	4	3	- 25.0%	11	6	- 45.5%	
Pending Sales	2	1	- 50.0%	9	5	- 44.4%	
Closed Sales	0	0	_	6	3	- 50.0%	
Days on Market Until Sale		_	_	91	43	- 52.7%	
Median Sales Price*			_	\$122,200	\$138,000	+ 12.9%	
Average Sales Price*	_	_	_	\$120,033	\$140,333	+ 16.9%	
Percent of List Price Received*			_	97.2%	98.0%	+ 0.8%	
Inventory of Homes for Sale	5	2	- 60.0%	_	_	_	
Months Supply of Inventory	2.3	0.9	- 60.9%			_	

<sup>\*</sup> 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.





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.



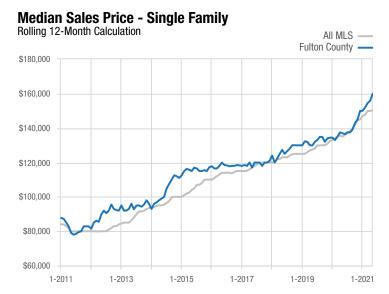


# **Fulton County**

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	49	48	- 2.0%	174	159	- 8.6%
Pending Sales	27	36	+ 33.3%	126	134	+ 6.3%
Closed Sales	24	34	+ 41.7%	118	131	+ 11.0%
Days on Market Until Sale	87	76	- 12.6%	88	72	- 18.2%
Median Sales Price*	\$122,450	\$151,100	+ 23.4%	\$133,405	\$159,900	+ 19.9%
Average Sales Price*	\$122,360	\$161,739	+ 32.2%	\$139,825	\$186,448	+ 33.3%
Percent of List Price Received*	99.0%	100.2%	+ 1.2%	99.1%	99.9%	+ 0.8%
Inventory of Homes for Sale	110	76	- 30.9%		_	
Months Supply of Inventory	3.9	2.0	- 48.7%			

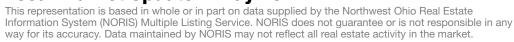
Condo-Villa		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	1	4	+ 300.0%	4	6	+ 50.0%		
Pending Sales	1	1	0.0%	3	3	0.0%		
Closed Sales	1	0	- 100.0%	3	2	- 33.3%		
Days on Market Until Sale	48	_	_	127	30	- 76.4%		
Median Sales Price*	\$62,500	_	_	\$62,500	\$112,500	+ 80.0%		
Average Sales Price*	\$62,500	_	_	\$69,800	\$112,500	+ 61.2%		
Percent of List Price Received*	100.0%	_	_	93.3%	99.9%	+ 7.1%		
Inventory of Homes for Sale	2	3	+ 50.0%		_	_		
Months Supply of Inventory	1.6	2.3	+ 43.8%		_			

<sup>\*</sup> 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.





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.



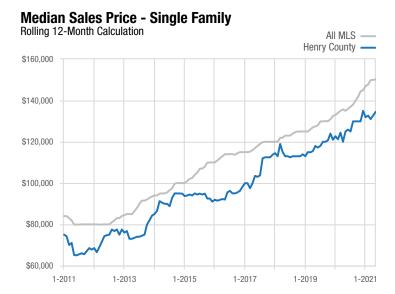


# **Henry County**

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	13	18	+ 38.5%	80	82	+ 2.5%
Pending Sales	20	24	+ 20.0%	84	80	- 4.8%
Closed Sales	21	20	- 4.8%	85	78	- 8.2%
Days on Market Until Sale	82	73	- 11.0%	98	83	- 15.3%
Median Sales Price*	\$140,000	\$150,000	+ 7.1%	\$129,900	\$129,900	0.0%
Average Sales Price*	\$156,629	\$169,640	+ 8.3%	\$143,697	\$152,584	+ 6.2%
Percent of List Price Received*	95.6%	97.7%	+ 2.2%	95.9%	97.5%	+ 1.7%
Inventory of Homes for Sale	41	37	- 9.8%		_	
Months Supply of Inventory	2.5	2.0	- 20.0%			_

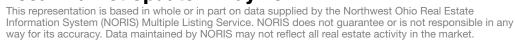
Condo-Villa		May		Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	_	2	0	- 100.0%
Pending Sales	0	0	_	1	1	0.0%
Closed Sales	0	0	_	1	1	0.0%
Days on Market Until Sale			_	72	281	+ 290.3%
Median Sales Price*			_	\$65,000	\$160,000	+ 146.2%
Average Sales Price*			_	\$65,000	\$160,000	+ 146.2%
Percent of List Price Received*			_	86.8%	97.0%	+ 11.8%
Inventory of Homes for Sale	1	0	- 100.0%		_	_
Months Supply of Inventory	1.0		_		_	

<sup>\*</sup> 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.





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.



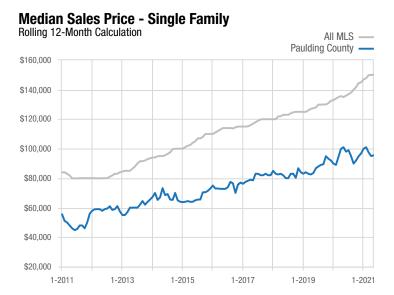


# **Paulding County**

Single Family		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	9	11	+ 22.2%	56	61	+ 8.9%		
Pending Sales	9	13	+ 44.4%	50	52	+ 4.0%		
Closed Sales	13	11	- 15.4%	54	48	- 11.1%		
Days on Market Until Sale	122	62	- 49.2%	104	72	- 30.8%		
Median Sales Price*	\$100,000	\$123,700	+ 23.7%	\$99,000	\$93,000	- 6.1%		
Average Sales Price*	\$106,404	\$132,827	+ 24.8%	\$102,618	\$107,391	+ 4.7%		
Percent of List Price Received*	94.5%	101.1%	+ 7.0%	94.6%	98.3%	+ 3.9%		
Inventory of Homes for Sale	34	22	- 35.3%	_	_	_		
Months Supply of Inventory	3.1	2.1	- 32.3%		_			

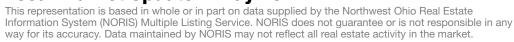
Condo-Villa		May		Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	_	0	0	_
Pending Sales	0	0	_	1	0	- 100.0%
Closed Sales	0	0	_	1	0	- 100.0%
Days on Market Until Sale			_	82	_	_
Median Sales Price*			_	\$135,000		_
Average Sales Price*		_	_	\$135,000	_	_
Percent of List Price Received*			_	97.9%		_
Inventory of Homes for Sale	0	0	_	_	_	_
Months Supply of Inventory	_	_	_			_

<sup>\*</sup> 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.





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.





# **Putnam County**

Single Family		May			Year to Date			
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change		
New Listings	10	11	+ 10.0%	50	48	- 4.0%		
Pending Sales	8	12	+ 50.0%	39	38	- 2.6%		
Closed Sales	9	11	+ 22.2%	38	38	0.0%		
Days on Market Until Sale	100	89	- 11.0%	143	90	- 37.1%		
Median Sales Price*	\$106,000	\$190,000	+ 79.2%	\$119,900	\$145,950	+ 21.7%		
Average Sales Price*	\$142,956	\$195,136	+ 36.5%	\$143,359	\$172,047	+ 20.0%		
Percent of List Price Received*	93.8%	103.9%	+ 10.8%	94.4%	98.3%	+ 4.1%		
Inventory of Homes for Sale	37	27	- 27.0%		_	_		
Months Supply of Inventory	4.6	3.1	- 32.6%			_		

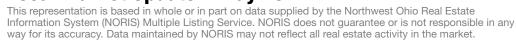
Condo-Villa		May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change	
New Listings	1	0	- 100.0%	1	0	- 100.0%	
Pending Sales	0	0	_	0	0	_	
Closed Sales	0	0	_	0	0	_	
Days on Market Until Sale	_	_	_		_	_	
Median Sales Price*			_			_	
Average Sales Price*		_	_		_	_	
Percent of List Price Received*			_			_	
Inventory of Homes for Sale	1	0	- 100.0%		_	_	
Months Supply of Inventory		_	_		_	_	

<sup>\*</sup> 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.





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.



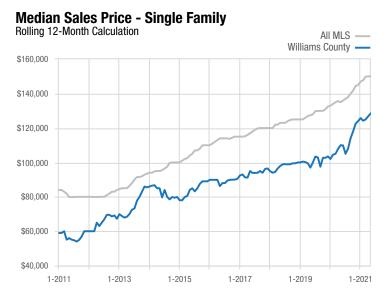


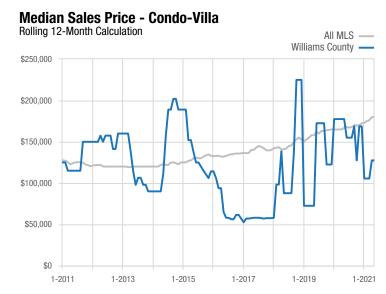
# **Williams County**

Single Family		May			Year to Date	
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	38	36	- 5.3%	166	199	+ 19.9%
Pending Sales	33	41	+ 24.2%	154	190	+ 23.4%
Closed Sales	34	41	+ 20.6%	152	186	+ 22.4%
Days on Market Until Sale	95	68	- 28.4%	107	71	- 33.6%
Median Sales Price*	\$117,000	\$131,000	+ 12.0%	\$105,000	\$126,000	+ 20.0%
Average Sales Price*	\$134,685	\$142,372	+ 5.7%	\$120,743	\$135,265	+ 12.0%
Percent of List Price Received*	96.1%	99.0%	+ 3.0%	95.8%	98.3%	+ 2.6%
Inventory of Homes for Sale	101	68	- 32.7%		_	_
Months Supply of Inventory	2.9	1.8	- 37.9%		_	_

Condo-Villa		May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change	
New Listings	0	0	_	2	0	- 100.0%	
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%	
Closed Sales	0	0	_	0	3	_	
Days on Market Until Sale			_		120	_	
Median Sales Price*			_		\$83,500	_	
Average Sales Price*	_		_		\$143,567	_	
Percent of List Price Received*			_		94.7%	_	
Inventory of Homes for Sale	1	0	- 100.0%		_	_	
Months Supply of Inventory	0.8		_		_		

<sup>\*</sup> 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.





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.