

Local Market Update – October 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10 2019	Thru 10 2020	% Change
New Listings	186	189	+1.6%	1,788	1,583	-11.5%
Closed Sales	138	182	31.9%	1,341	1,418	+5.7%
Days on Market	78	77	-1.3%	87	93	+6.9%
Median Sales Price*	\$117,000	\$136,050	+16.3%	\$115,000	\$127,900	+11.2%
Average Sales Price*	\$133,629	\$159,064	94.3%	\$128,604	\$139,716	+8.6%
Percent of List Price Received*	98.3%	99.9%	+1.6%	97.9%	98.9%	+1.0%
Months Supply of Inventory	5	3	-40.0%	---	---	---
Total Volume (in 1'000s)	\$18,441	\$28,950	+57.0%	\$172,459	\$198,118	+14.9%

Condo-Villa Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10 2019	Thru 10 2020	% Change
New Listings	1	3	+200%	34	42	+23.5%
Closed Sales	4	3	-25.0%	34	33	-2.9%
Days on Market	279	110	-60.6%	103	86	-16.5%
Median Sales Price*	\$116,200	\$120,000	+3.3%	\$146,250	\$147,000	+2.6%
Average Sales Price*	\$127,350	\$114,667	-10.0%	\$143,794	\$136,910	-4.8%
Percent of List Price Received*	96.7%	97.6%	+0.9%	99.0%	99.0%	---
Months Supply of Inventory	2	3	+50.0%	---	---	---
Total Volume	\$509,400	\$344,000	-32.5%	\$4,889,000	\$4,518,028	-7.6%

*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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		1,218	1,105	- 9.3%	12,201	10,899	- 10.7%
Pending Sales		924	1,047	+ 13.3%	9,302	9,343	+ 0.4%
Closed Sales		917	1,060	+ 15.6%	9,186	9,195	+ 0.1%
Days on Market Until Sale		77	69	- 10.4%	83	81	- 2.4%
Median Sales Price		\$135,000	\$152,000	+ 12.6%	\$135,000	\$145,000	+ 7.4%
Average Sales Price		\$157,855	\$178,739	+ 13.2%	\$160,657	\$171,676	+ 6.9%
Percent of List Price Received		96.3%	98.5%	+ 2.3%	96.8%	98.0%	+ 1.2%
Housing Affordability Index		242	222	- 8.3%	242	233	- 3.7%
Inventory of Homes for Sale		3,302	2,350	- 28.8%	—	—	—
Months Supply of Inventory		3.7	2.6	- 29.7%	—	—	—

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Defiance

MLS Area 61: 43512

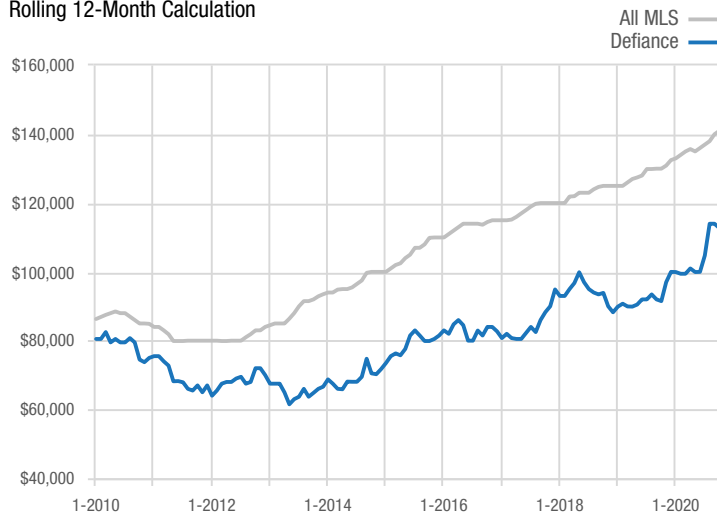
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	25	22	- 12.0%	237	189	- 20.3%
Pending Sales	21	19	- 9.5%	170	183	+ 7.6%
Closed Sales	18	15	- 16.7%	165	178	+ 7.9%
Days on Market Until Sale	79	63	- 20.3%	79	84	+ 6.3%
Median Sales Price*	\$129,900	\$113,500	- 12.6%	\$100,000	\$117,000	+ 17.0%
Average Sales Price*	\$130,307	\$121,258	- 6.9%	\$113,012	\$119,801	+ 6.0%
Percent of List Price Received*	96.4%	98.2%	+ 1.9%	96.8%	97.0%	+ 0.2%
Inventory of Homes for Sale	74	36	- 51.4%	—	—	—
Months Supply of Inventory	4.4	2.0	- 54.5%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	—	7	15	+ 114.3%
Pending Sales	0	0	—	8	10	+ 25.0%
Closed Sales	1	0	- 100.0%	9	9	0.0%
Days on Market Until Sale	673	—	—	116	91	- 21.6%
Median Sales Price*	\$139,900	—	—	\$139,900	\$153,821	+ 10.0%
Average Sales Price*	\$139,900	—	—	\$120,522	\$144,703	+ 20.1%
Percent of List Price Received*	100.0%	—	—	99.6%	97.7%	- 1.9%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.7	1.9	+ 171.4%	—	—	—

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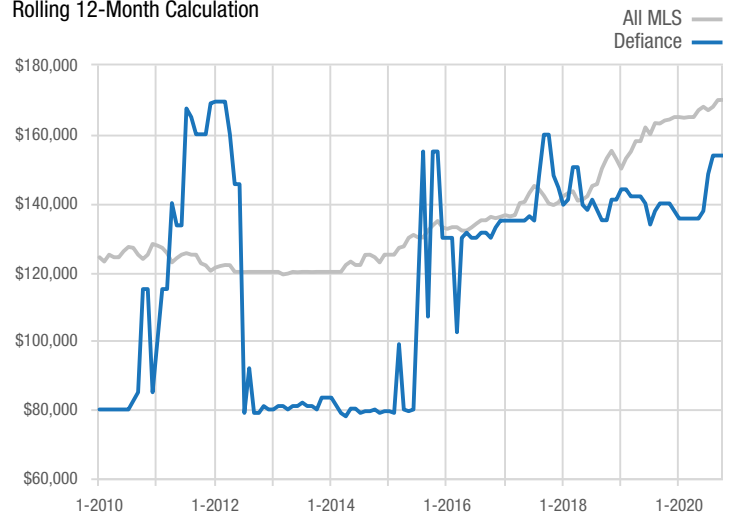
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	13	13	0.0%	123	99	- 19.5%
Pending Sales	14	8	- 42.9%	93	90	- 3.2%
Closed Sales	12	4	- 66.7%	90	87	- 3.3%
Days on Market Until Sale	80	44	- 45.0%	81	91	+ 12.3%
Median Sales Price*	\$85,200	\$127,450	+ 49.6%	\$136,000	\$139,500	+ 2.6%
Average Sales Price*	\$103,325	\$127,625	+ 23.5%	\$143,619	\$153,038	+ 6.6%
Percent of List Price Received*	96.4%	98.9%	+ 2.6%	97.3%	97.7%	+ 0.4%
Inventory of Homes for Sale	33	29	- 12.1%	—	—	—
Months Supply of Inventory	3.8	3.4	- 10.5%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	1	0	- 100.0%	3	3	0.0%
Closed Sales	0	1	—	2	3	+ 50.0%
Days on Market Until Sale	—	123	—	77	79	+ 2.6%
Median Sales Price*	—	\$120,000	—	\$194,000	\$120,000	- 38.1%
Average Sales Price*	—	\$120,000	—	\$194,000	\$128,333	- 33.8%
Percent of List Price Received*	—	97.6%	—	95.6%	96.6%	+ 1.0%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

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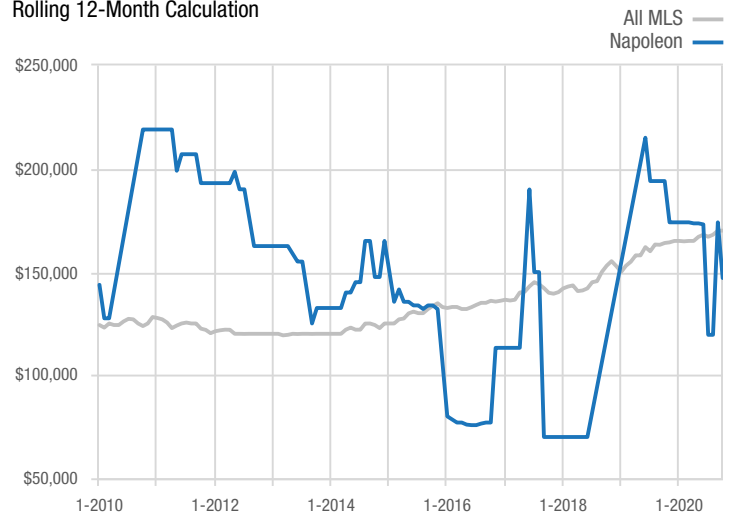
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

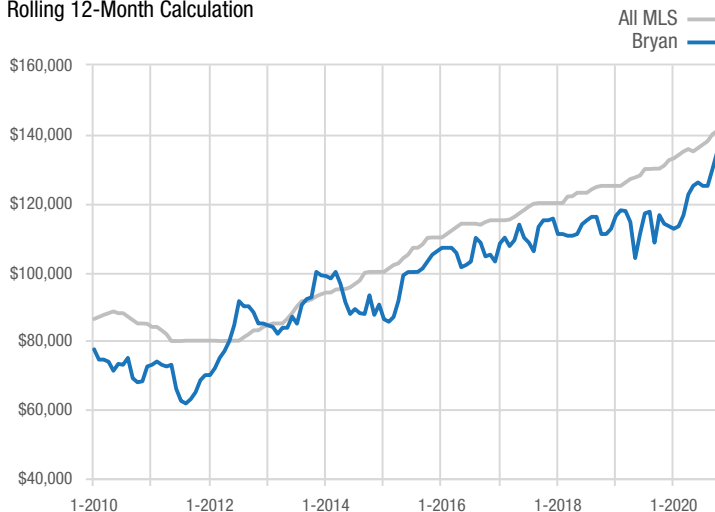
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	17	15	- 11.8%	199	171	- 14.1%
Pending Sales	17	19	+ 11.8%	171	161	- 5.8%
Closed Sales	21	23	+ 9.5%	168	161	- 4.2%
Days on Market Until Sale	65	64	- 1.5%	79	91	+ 15.2%
Median Sales Price*	\$114,000	\$141,000	+ 23.7%	\$114,000	\$137,750	+ 20.8%
Average Sales Price*	\$145,360	\$177,363	+ 22.0%	\$124,667	\$149,210	+ 19.7%
Percent of List Price Received*	98.2%	99.0%	+ 0.8%	97.2%	97.4%	+ 0.2%
Inventory of Homes for Sale	53	37	- 30.2%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	0	1	—	4	5	+ 25.0%
Pending Sales	0	2	—	4	4	0.0%
Closed Sales	0	1	—	4	3	- 25.0%
Days on Market Until Sale	—	144	—	77	84	+ 9.1%
Median Sales Price*	—	\$74,000	—	\$177,500	\$127,500	- 28.2%
Average Sales Price*	—	\$74,000	—	\$168,000	\$137,167	- 18.4%
Percent of List Price Received*	—	95.5%	—	97.6%	93.5%	- 4.2%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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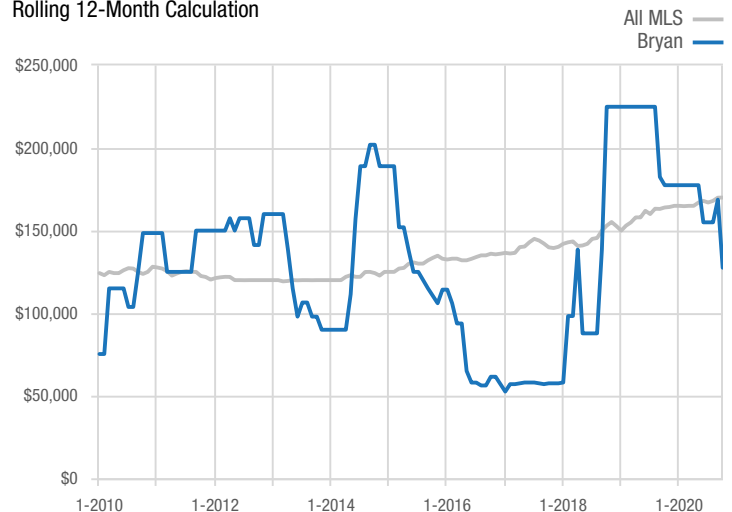
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

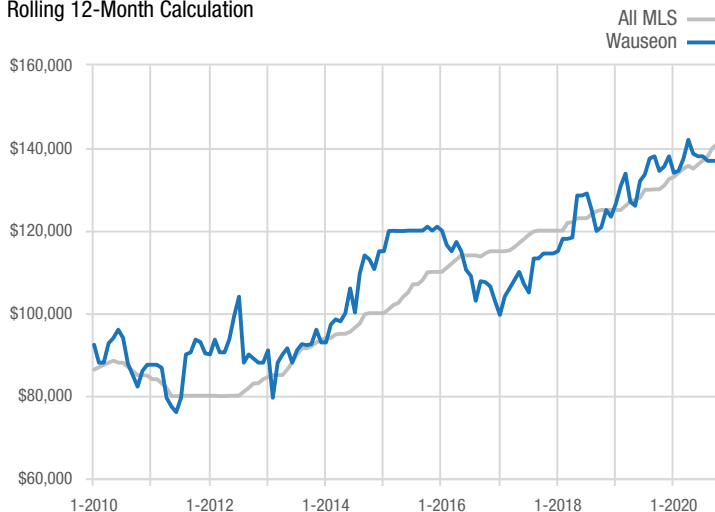
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	8	12	+ 50.0%	89	118	+ 32.6%
Pending Sales	4	9	+ 125.0%	76	100	+ 31.6%
Closed Sales	5	11	+ 120.0%	79	99	+ 25.3%
Days on Market Until Sale	61	75	+ 23.0%	100	79	- 21.0%
Median Sales Price*	\$124,900	\$124,900	0.0%	\$137,000	\$136,500	- 0.4%
Average Sales Price*	\$115,380	\$129,405	+ 12.2%	\$152,970	\$139,891	- 8.6%
Percent of List Price Received*	99.6%	91.4%	- 8.2%	96.8%	97.8%	+ 1.0%
Inventory of Homes for Sale	27	28	+ 3.7%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	—	6	2	- 66.7%
Pending Sales	1	0	- 100.0%	5	3	- 40.0%
Closed Sales	1	0	- 100.0%	5	3	- 40.0%
Days on Market Until Sale	95	—	—	94	127	+ 35.1%
Median Sales Price*	\$62,000	—	—	\$148,500	\$62,500	- 57.9%
Average Sales Price*	\$62,000	—	—	\$131,300	\$69,800	- 46.8%
Percent of List Price Received*	91.9%	—	—	95.2%	93.3%	- 2.0%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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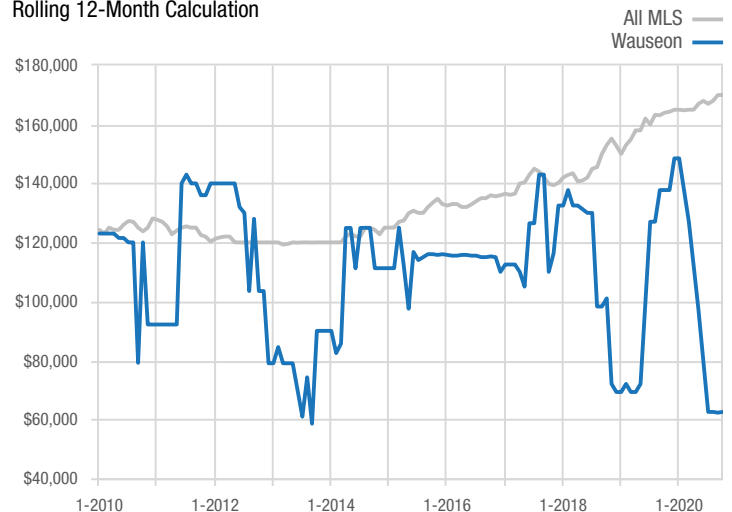
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	8	6	- 25.0%	60	62	+ 3.3%
Pending Sales	3	5	+ 66.7%	44	59	+ 34.1%
Closed Sales	4	9	+ 125.0%	45	58	+ 28.9%
Days on Market Until Sale	130	88	- 32.3%	99	103	+ 4.0%
Median Sales Price*	\$105,200	\$146,500	+ 39.3%	\$130,000	\$143,000	+ 10.0%
Average Sales Price*	\$100,975	\$211,263	+ 109.2%	\$146,636	\$174,417	+ 18.9%
Percent of List Price Received*	94.3%	98.3%	+ 4.2%	96.0%	98.0%	+ 2.1%
Inventory of Homes for Sale	21	16	- 23.8%	—	—	—
Months Supply of Inventory	4.8	3.0	- 37.5%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	1	—	2	4	+ 100.0%
Pending Sales	0	0	—	1	3	+ 200.0%
Closed Sales	0	0	—	1	3	+ 200.0%
Days on Market Until Sale	—	—	—	101	31	- 69.3%
Median Sales Price*	—	—	—	\$142,000	\$137,000	- 3.5%
Average Sales Price*	—	—	—	\$142,000	\$158,533	+ 11.6%
Percent of List Price Received*	—	—	—	101.5%	101.0%	- 0.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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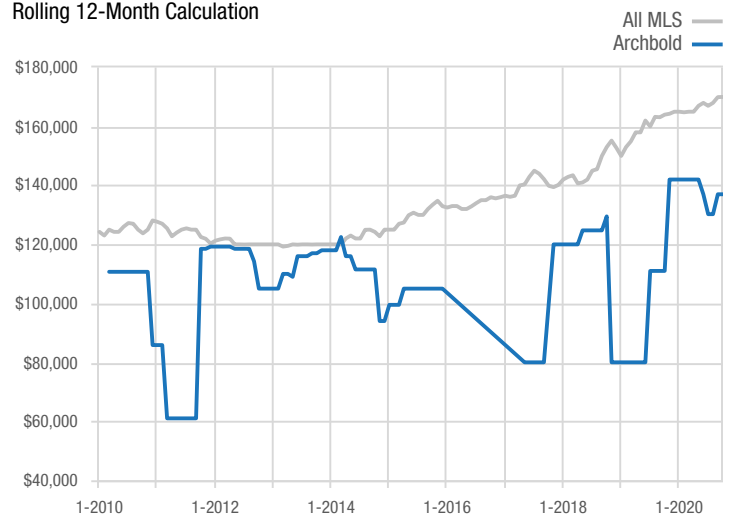
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

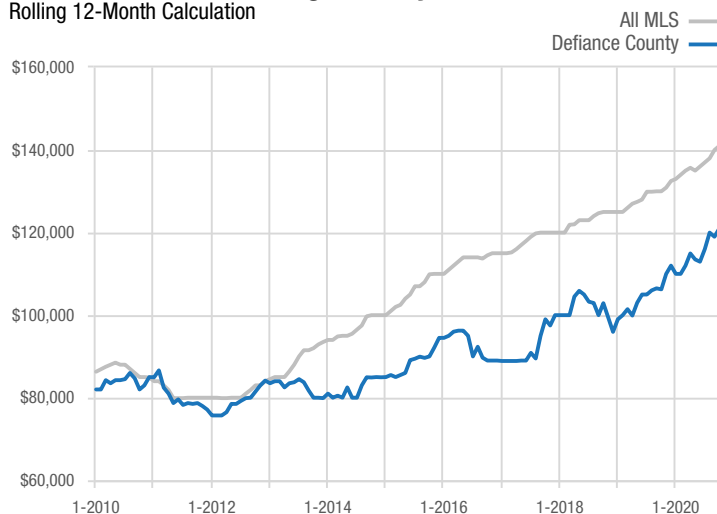
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	44	45	+ 2.3%	441	362	- 17.9%
Pending Sales	36	41	+ 13.9%	331	330	- 0.3%
Closed Sales	32	38	+ 18.8%	323	324	+ 0.3%
Days on Market Until Sale	73	73	0.0%	78	89	+ 14.1%
Median Sales Price*	\$123,950	\$126,750	+ 2.3%	\$114,250	\$124,700	+ 9.1%
Average Sales Price*	\$127,372	\$143,710	+ 12.8%	\$127,211	\$131,702	+ 3.5%
Percent of List Price Received*	95.6%	97.0%	+ 1.5%	97.0%	97.0%	0.0%
Inventory of Homes for Sale	138	85	- 38.4%	—	—	—
Months Supply of Inventory	4.2	2.6	- 38.1%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	1	0.0%	18	23	+ 27.8%
Pending Sales	0	0	—	15	18	+ 20.0%
Closed Sales	2	0	- 100.0%	17	17	0.0%
Days on Market Until Sale	478	—	—	93	93	0.0%
Median Sales Price*	\$177,450	—	—	\$139,900	\$153,821	+ 10.0%
Average Sales Price*	\$177,450	—	—	\$134,829	\$137,325	+ 1.9%
Percent of List Price Received*	99.3%	—	—	98.7%	98.3%	- 0.4%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	2.4	2.1	- 12.5%	—	—	—

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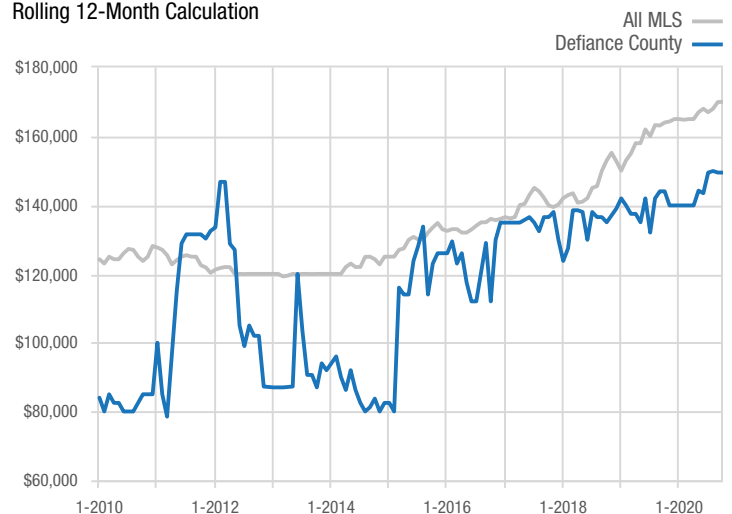
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

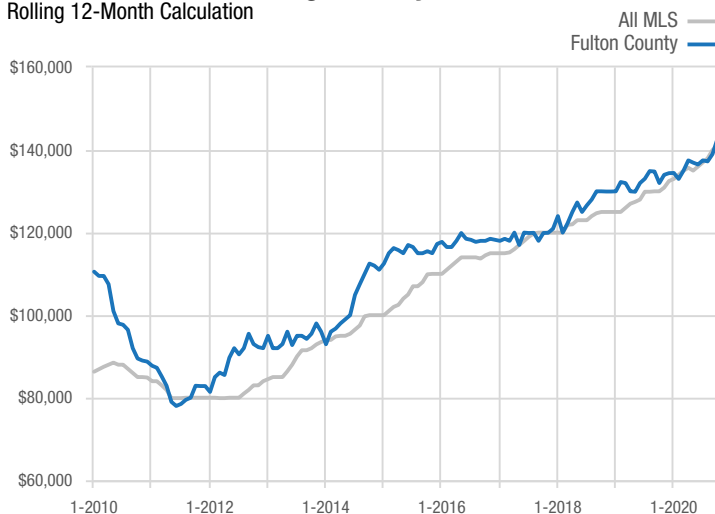
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	43	48	+ 11.6%	375	406	+ 8.3%
Pending Sales	25	46	+ 84.0%	286	351	+ 22.7%
Closed Sales	21	53	+ 152.4%	284	348	+ 22.5%
Days on Market Until Sale	76	73	- 3.9%	89	84	- 5.6%
Median Sales Price*	\$124,900	\$166,500	+ 33.3%	\$135,800	\$145,000	+ 6.8%
Average Sales Price*	\$153,731	\$183,660	+ 19.5%	\$154,771	\$162,074	+ 4.7%
Percent of List Price Received*	97.8%	97.9%	+ 0.1%	96.9%	98.5%	+ 1.7%
Inventory of Homes for Sale	119	96	- 19.3%	—	—	—
Months Supply of Inventory	4.2	2.9	- 31.0%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	1	—	8	8	0.0%
Pending Sales	1	1	0.0%	8	8	0.0%
Closed Sales	1	1	0.0%	8	8	0.0%
Days on Market Until Sale	95	63	- 33.7%	124	72	- 41.9%
Median Sales Price*	\$62,000	\$150,000	+ 141.9%	\$151,750	\$130,250	- 14.2%
Average Sales Price*	\$62,000	\$150,000	+ 141.9%	\$162,425	\$131,500	- 19.0%
Percent of List Price Received*	91.9%	100.1%	+ 8.9%	97.2%	97.4%	+ 0.2%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	0.9	+ 28.6%	—	—	—

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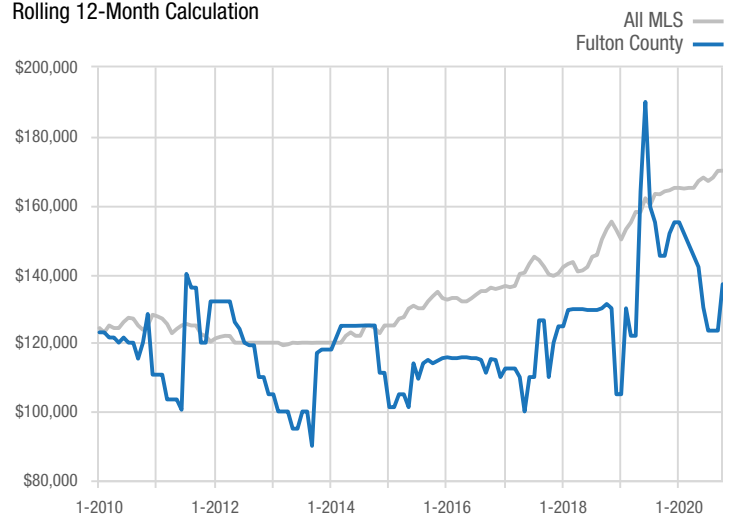
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Paulding County

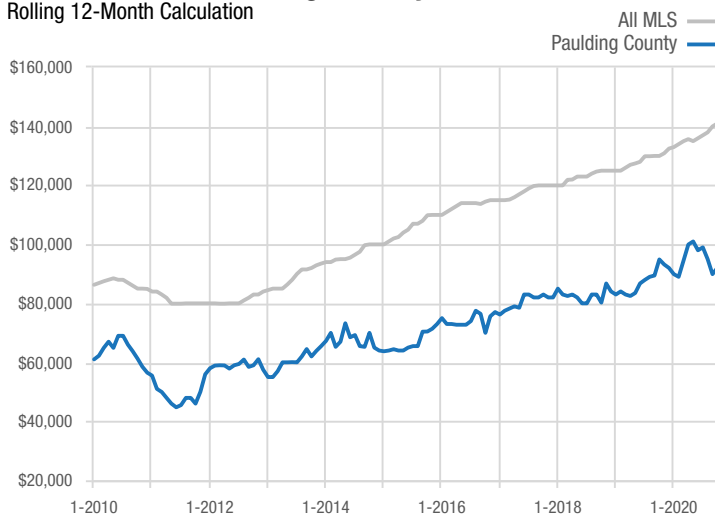
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	20	11	- 45.0%	168	111	- 33.9%
Pending Sales	13	9	- 30.8%	116	110	- 5.2%
Closed Sales	14	12	- 14.3%	117	115	- 1.7%
Days on Market Until Sale	99	110	+ 11.1%	88	99	+ 12.5%
Median Sales Price*	\$120,000	\$99,835	- 16.8%	\$94,900	\$95,000	+ 0.1%
Average Sales Price*	\$137,593	\$108,585	- 21.1%	\$107,485	\$104,813	- 2.5%
Percent of List Price Received*	96.3%	96.6%	+ 0.3%	95.3%	95.3%	0.0%
Inventory of Homes for Sale	53	24	- 54.7%	—	—	—
Months Supply of Inventory	4.4	2.3	- 47.7%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	1	0.0%
Days on Market Until Sale	63	—	—	63	82	+ 30.2%
Median Sales Price*	\$92,500	—	—	\$92,500	\$135,000	+ 45.9%
Average Sales Price*	\$92,500	—	—	\$92,500	\$135,000	+ 45.9%
Percent of List Price Received*	94.9%	—	—	94.9%	97.9%	+ 3.2%
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.

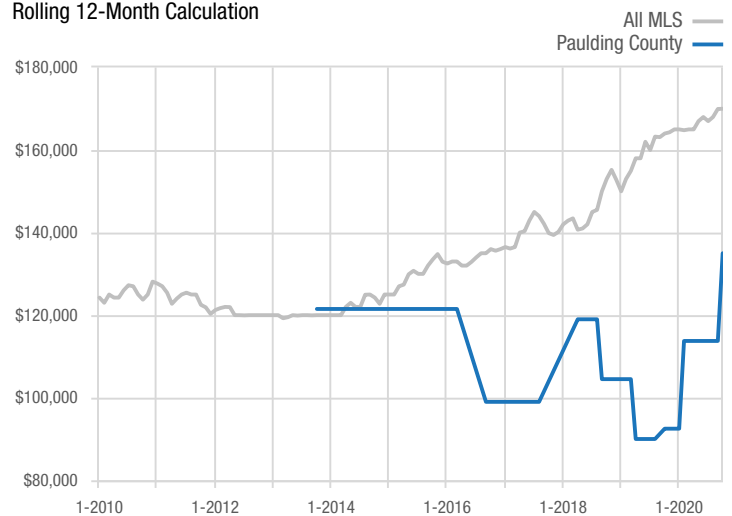
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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 – October 2020

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Putnam County

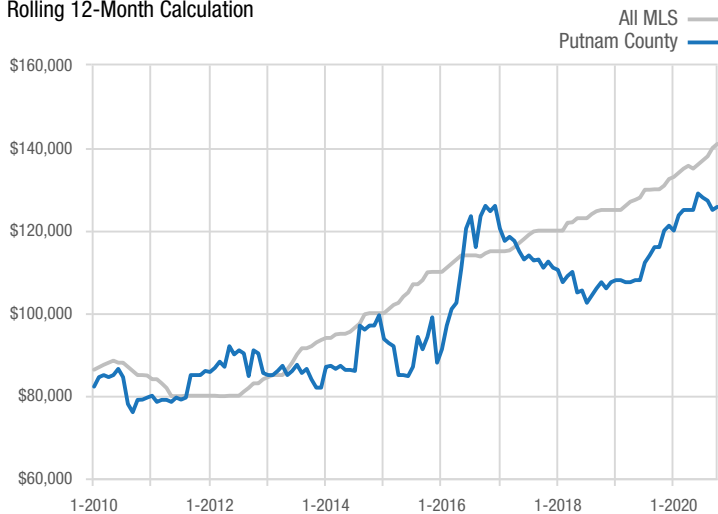
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	12	8	- 33.3%	116	96	- 17.2%
Pending Sales	7	11	+ 57.1%	94	95	+ 1.1%
Closed Sales	10	10	0.0%	98	93	- 5.1%
Days on Market Until Sale	87	124	+ 42.5%	112	116	+ 3.6%
Median Sales Price*	\$125,000	\$185,950	+ 48.8%	\$119,100	\$123,500	+ 3.7%
Average Sales Price*	\$159,457	\$192,060	+ 20.4%	\$129,983	\$146,807	+ 12.9%
Percent of List Price Received*	96.6%	95.0%	- 1.7%	96.3%	95.6%	- 0.7%
Inventory of Homes for Sale	46	23	- 50.0%	—	—	—
Months Supply of Inventory	4.9	2.6	- 46.9%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	120	—
Median Sales Price*	—	—	—	—	\$200,000	—
Average Sales Price*	—	—	—	—	\$200,000	—
Percent of List Price Received*	—	—	—	—	93.1%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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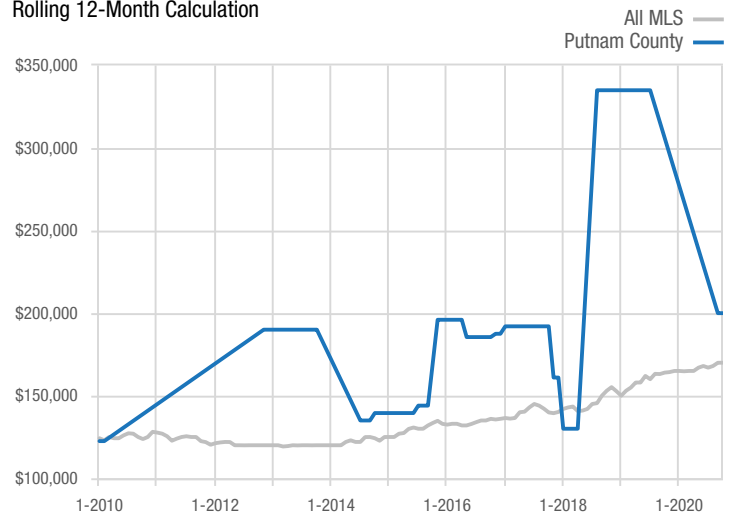
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

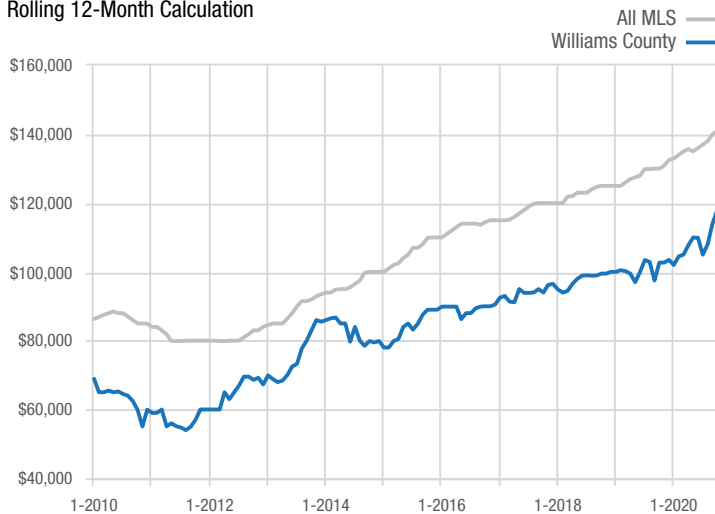
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	44	43	- 2.3%	453	394	- 13.0%
Pending Sales	41	42	+ 2.4%	357	364	+ 2.0%
Closed Sales	38	47	+ 23.7%	344	361	+ 4.9%
Days on Market Until Sale	74	78	+ 5.4%	87	99	+ 13.8%
Median Sales Price*	\$111,250	\$144,900	+ 30.2%	\$100,000	\$118,500	+ 18.5%
Average Sales Price*	\$131,414	\$161,099	+ 22.6%	\$112,826	\$131,896	+ 16.9%
Percent of List Price Received*	97.7%	97.6%	- 0.1%	96.9%	97.0%	+ 0.1%
Inventory of Homes for Sale	135	90	- 33.3%	—	—	—
Months Supply of Inventory	3.8	2.5	- 34.2%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	1	—	4	5	+ 25.0%
Pending Sales	0	2	—	4	4	0.0%
Closed Sales	0	1	—	6	3	- 50.0%
Days on Market Until Sale	—	144	—	119	84	- 29.4%
Median Sales Price*	—	\$74,000	—	\$122,500	\$127,500	+ 4.1%
Average Sales Price*	—	\$74,000	—	\$136,167	\$137,167	+ 0.7%
Percent of List Price Received*	—	95.5%	—	95.3%	93.5%	- 1.9%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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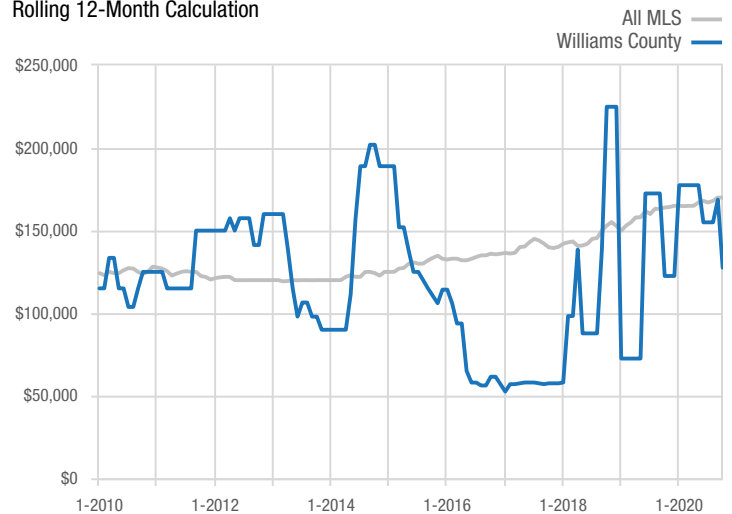
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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