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#### **Western Counties**

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

The Western Counties of Northwest Ohio experienced continued strength in the residential real estate market in April 2025, with Single Family homes showing steady gains in both supply and demand. New listings increased by 9.1%, and closed sales rose 3.4% compared to April 2024, while average sales prices climbed 11.3% to \$199,165. The market held steady in terms of time on market, with days on market rising slightly from 81 to 82 days. Price per square foot improved by 1.7%, and year-to-date, both new listings (+16.6%) and closed sales (+12.4%) were up. Overall, total sales volume rose 15.1% in April and 21.6% year-to-date, indicating healthy buyer activity and increased property values, despite a potential data error in the reported April 2025 median price.

The Condo/Villa segment saw a dramatic surge in performance, particularly in closed sales, which tripled from 3 to 9 units in April and more than doubled year-to-date (+116.7%). While average and median prices rose—average sales price reached \$227,878 and median rose to \$250,000—the price per square foot declined 13.1% year-to-date, potentially reflecting broader unit sizes or value shifts. Properties also sold more quickly, with days on market dropping from 81 to 60 days. Inventory tightened significantly, falling from 4 to 2 months. These dynamics pushed total April volume up over 220% and year-to-date volume more than doubled, illustrating increased demand and competitiveness in the attached home segment.

Single Family		April		Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	154	168	9.1%	475	554	16.6%	
Closed Sales	149	154	3.4%	380	427	12.4%	
Days on Market	81	82	1.2%	76	76	0.0%	
SP\$/SqFt	\$120.98	\$122.99	1.7%	\$116.98	\$124.86	6.7%	
Median Sales Price*	\$159,000	\$17,000	-89.3%	\$165,000	\$175,000	6.1%	
Average Sales Price*	\$178,887	\$199,165	11.3%	\$184,429	\$199,636	8.2%	
Percent of List Price Received*	99%		#VALUE!	98%			
Months Supply of Inventory	3	3	0.0%				
Total Volume	\$26,654,116	\$30,671,371	15.1%	\$70,082,967	\$85,244,534	21.6%	

Condo/Villa		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	7	7		12	21	75.0%		
Closed Sales	3	9		6	13	116.7%		
Days on Market	81	60		68	70	2.9%		
SP\$/SqFt	\$155.72	\$144.98		\$158.56	\$137.80	-13.1%		
Median Sales Price*	183000	\$250,000		\$231,500	\$248,000	7.1%		
Average Sales Price*	\$212,000.00	\$227,878		\$226,249	\$219,754	-2.9%		
Percent of List Price Received*	97	100%		98%	100%	2.0%		
Months Supply of Inventory	4	2						
Total Volume (in 1000's)	636000	\$2,050,900		\$1,357,496	\$2,856,800	110.4%		

<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.

# **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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	4-2023 10-2023 4-2024 10-2024 4-2025	1,036	1,067	+ 3.0%	3,318	3,551	+ 7.0%
Pending Sales	4-2023 10-2023 4-2024 10-2024 4-2025	788	854	+ 8.4%	2,687	2,736	+ 1.8%
Closed Sales	4-2023 10-2023 4-2024 10-2024 4-2025	783	843	+ 7.7%	2,589	2,625	+ 1.4%
Days on Market Until Sale	4-2023 10-2023 4-2024 10-2024 4-2025	68	68	0.0%	69	71	+ 2.9%
Median Sales Price	4-2023 10-2023 4-2024 10-2024 4-2025	\$180,000	\$195,000	+ 8.3%	\$173,125	\$190,000	+ 9.7%
Average Sales Price	4-2023 10-2023 4-2024 10-2024 4-2025	\$213,810	\$224,359	+ 4.9%	\$200,845	\$223,599	+ 11.3%
Percent of List Price Received	4-2023 10-2023 4-2024 10-2024 4-2025	100.4%	99.7%	- 0.7%	99.0%	99.2%	+ 0.2%
Housing Affordability Index	4-2023 10-2023 4-2024 10-2024 4-2025	161	153	- 5.0%	167	157	- 6.0%
Inventory of Homes for Sale	4-2023 10-2023 4-2024 10-2024 4-2025	1,740	1,975	+ 13.5%	_		_
Months Supply of Inventory	4-2023 10-2023 4-2024 10-2024 4-2025	2.2	2.6	+ 18.2%	_	_	_

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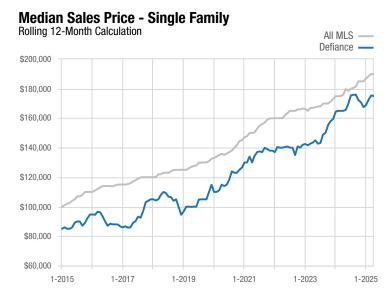
## **Defiance**

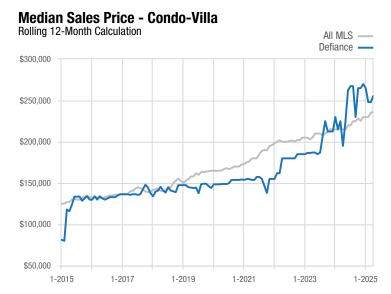
**Zip Code 43512** 

Single Family		April			<b>Year to Date</b>	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	15	24	+ 60.0%	71	99	+ 39.4%
Pending Sales	21	30	+ 42.9%	60	86	+ 43.3%
Closed Sales	21	32	+ 52.4%	54	85	+ 57.4%
Days on Market Until Sale	91	74	- 18.7%	75	64	- 14.7%
Median Sales Price*	\$155,000	\$158,750	+ 2.4%	\$157,500	\$172,000	+ 9.2%
Average Sales Price*	\$172,845	\$158,420	- 8.3%	\$169,142	\$181,971	+ 7.6%
Percent of List Price Received*	99.9%	97.4%	- 2.5%	98.3%	98.3%	0.0%
Inventory of Homes for Sale	32	38	+ 18.8%		_	_
Months Supply of Inventory	1.5	1.8	+ 20.0%		_	_

Condo-Villa		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	2	4	+ 100.0%	4	8	+ 100.0%		
Pending Sales	3	2	- 33.3%	4	6	+ 50.0%		
Closed Sales	1	3	+ 200.0%	4	5	+ 25.0%		
Days on Market Until Sale	116	42	- 63.8%	70	81	+ 15.7%		
Median Sales Price*	\$173,000	\$255,500	+ 47.7%	\$238,298	\$248,000	+ 4.1%		
Average Sales Price*	\$173,000	\$240,833	+ 39.2%	\$223,624	\$232,080	+ 3.8%		
Percent of List Price Received*	96.2%	104.2%	+ 8.3%	99.2%	102.3%	+ 3.1%		
Inventory of Homes for Sale	3	5	+ 66.7%	_	_	_		
Months Supply of Inventory	1.5	2.9	+ 93.3%		_			

<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.





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Local Market Update — April 2025

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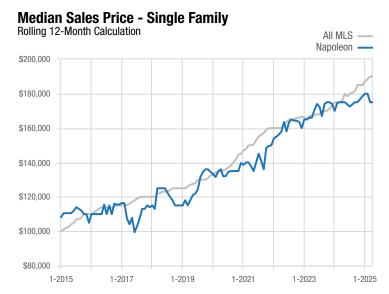


## Napoleon

Single Family		April			<b>Year to Date</b>	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	12	10	- 16.7%	39	34	- 12.8%
Pending Sales	10	7	- 30.0%	31	21	- 32.3%
Closed Sales	11	9	- 18.2%	32	23	- 28.1%
Days on Market Until Sale	82	56	- 31.7%	77	63	- 18.2%
Median Sales Price*	\$156,500	\$158,000	+ 1.0%	\$179,200	\$171,000	- 4.6%
Average Sales Price*	\$144,000	\$191,048	+ 32.7%	\$182,559	\$191,065	+ 4.7%
Percent of List Price Received*	101.6%	100.9%	- 0.7%	99.3%	99.4%	+ 0.1%
Inventory of Homes for Sale	24	26	+ 8.3%		_	_
Months Supply of Inventory	3.2	3.3	+ 3.1%		_	_

Condo-Villa		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	1	0	- 100.0%	1	1	0.0%		
Pending Sales	0	0	_	0	2	_		
Closed Sales	0	2	_	0	2	_		
Days on Market Until Sale	_	101	_		101	_		
Median Sales Price*	_	\$302,000	_		\$302,000	_		
Average Sales Price*	_	\$302,000	_		\$302,000	_		
Percent of List Price Received*	_	95.2%			95.2%	_		
Inventory of Homes for Sale	1	1	0.0%		_	_		
Months Supply of Inventory	_	0.7			_	_		

<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.





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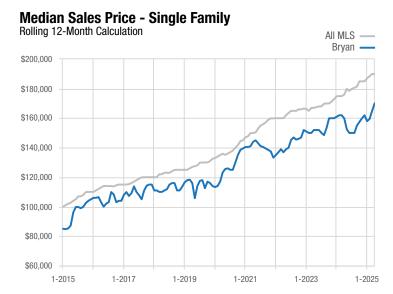


## **Bryan**

Single Family		April			<b>Year to Date</b>	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	21	23	+ 9.5%	59	62	+ 5.1%
Pending Sales	22	16	- 27.3%	58	55	- 5.2%
Closed Sales	19	17	- 10.5%	54	57	+ 5.6%
Days on Market Until Sale	70	76	+ 8.6%	75	85	+ 13.3%
Median Sales Price*	\$146,000	\$216,000	+ 47.9%	\$145,500	\$185,000	+ 27.1%
Average Sales Price*	\$144,089	\$226,929	+ 57.5%	\$169,781	\$193,302	+ 13.9%
Percent of List Price Received*	97.6%	97.2%	- 0.4%	97.8%	99.0%	+ 1.2%
Inventory of Homes for Sale	25	45	+ 80.0%		_	_
Months Supply of Inventory	1.7	2.9	+ 70.6%		_	

Condo-Villa		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	1	0	- 100.0%	1	2	+ 100.0%		
Pending Sales	2	1	- 50.0%	2	2	0.0%		
Closed Sales	1	0	- 100.0%	1	1	0.0%		
Days on Market Until Sale	95			95	65	- 31.6%		
Median Sales Price*	\$280,000			\$280,000	\$270,000	- 3.6%		
Average Sales Price*	\$280,000	_		\$280,000	\$270,000	- 3.6%		
Percent of List Price Received*	93.4%			93.4%	96.9%	+ 3.7%		
Inventory of Homes for Sale	0	0	_		_	_		
Months Supply of Inventory	_				<u> </u>			

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## Wauseon

Single Family		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	9	10	+ 11.1%	27	35	+ 29.6%		
Pending Sales	7	13	+ 85.7%	16	25	+ 56.3%		
Closed Sales	5	12	+ 140.0%	13	25	+ 92.3%		
Days on Market Until Sale	144	75	- 47.9%	95	71	- 25.3%		
Median Sales Price*	\$187,500	\$245,000	+ 30.7%	\$245,000	\$240,000	- 2.0%		
Average Sales Price*	\$261,480	\$310,026	+ 18.6%	\$246,877	\$290,339	+ 17.6%		
Percent of List Price Received*	98.7%	98.3%	- 0.4%	99.0%	98.7%	- 0.3%		
Inventory of Homes for Sale	18	17	- 5.6%		_	_		
Months Supply of Inventory	2.4	2.1	- 12.5%		_	_		

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	0	0		1	4	+ 300.0%	
Pending Sales	1	3	+ 200.0%	1	4	+ 300.0%	
Closed Sales	1	3	+ 200.0%	1	4	+ 300.0%	
Days on Market Until Sale	33	65	+ 97.0%	33	54	+ 63.6%	
Median Sales Price*	\$183,000	\$190,000	+ 3.8%	\$183,000	\$147,250	- 19.5%	
Average Sales Price*	\$183,000	\$188,167	+ 2.8%	\$183,000	\$165,625	- 9.5%	
Percent of List Price Received*	100.0%	100.1%	+ 0.1%	100.0%	100.5%	+ 0.5%	
Inventory of Homes for Sale	0	0	_	_	_	_	
Months Supply of Inventory					_	_	

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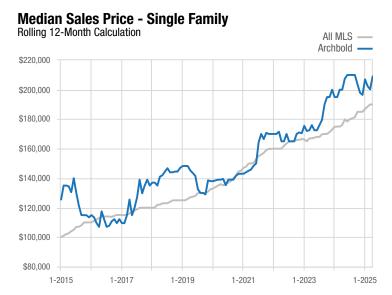


### **Archbold**

Single Family		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	5	5	0.0%	14	17	+ 21.4%		
Pending Sales	7	2	- 71.4%	21	13	- 38.1%		
Closed Sales	5	2	- 60.0%	20	13	- 35.0%		
Days on Market Until Sale	55	101	+ 83.6%	74	86	+ 16.2%		
Median Sales Price*	\$190,000	\$302,372	+ 59.1%	\$195,000	\$230,000	+ 17.9%		
Average Sales Price*	\$190,750	\$302,372	+ 58.5%	\$205,153	\$220,388	+ 7.4%		
Percent of List Price Received*	107.6%	96.4%	- 10.4%	100.4%	99.9%	- 0.5%		
Inventory of Homes for Sale	11	13	+ 18.2%		_	_		
Months Supply of Inventory	2.4	3.5	+ 45.8%		_	_		

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% 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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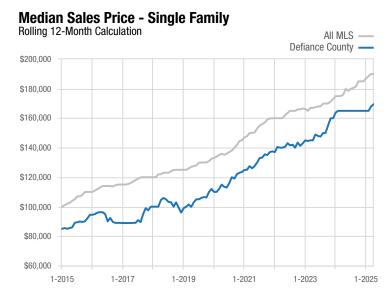


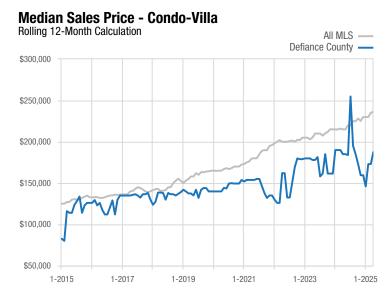
## **Defiance County**

Single Family		April			Year to Date	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	23	33	+ 43.5%	98	132	+ 34.7%
Pending Sales	32	39	+ 21.9%	90	113	+ 25.6%
Closed Sales	32	42	+ 31.3%	83	112	+ 34.9%
Days on Market Until Sale	91	76	- 16.5%	74	68	- 8.1%
Median Sales Price*	\$147,500	\$158,750	+ 7.6%	\$150,000	\$171,000	+ 14.0%
Average Sales Price*	\$180,508	\$173,866	- 3.7%	\$176,553	\$188,404	+ 6.7%
Percent of List Price Received*	98.5%	97.2%	- 1.3%	97.6%	98.0%	+ 0.4%
Inventory of Homes for Sale	46	57	+ 23.9%		_	_
Months Supply of Inventory	1.6	2.1	+ 31.3%		_	

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	4	4	0.0%	6	9	+ 50.0%	
Pending Sales	4	2	- 50.0%	5	7	+ 40.0%	
Closed Sales	1	4	+ 300.0%	4	6	+ 50.0%	
Days on Market Until Sale	116	36	- 69.0%	70	71	+ 1.4%	
Median Sales Price*	\$173,000	\$222,750	+ 28.8%	\$238,298	\$219,000	- 8.1%	
Average Sales Price*	\$173,000	\$220,600	+ 27.5%	\$223,624	\$220,050	- 1.6%	
Percent of List Price Received*	96.2%	103.1%	+ 7.2%	99.2%	102.0%	+ 2.8%	
Inventory of Homes for Sale	4	5	+ 25.0%	_	_	_	
Months Supply of Inventory	1.8	2.5	+ 38.9%		_	_	

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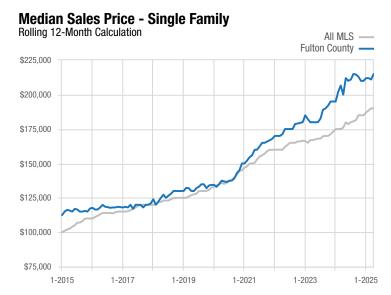


# **Fulton County**

Single Family		April			Year to Date	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	39	30	- 23.1%	112	108	- 3.6%
Pending Sales	36	24	- 33.3%	90	78	- 13.3%
Closed Sales	32	24	- 25.0%	86	79	- 8.1%
Days on Market Until Sale	74	66	- 10.8%	69	67	- 2.9%
Median Sales Price*	\$192,500	\$242,000	+ 25.7%	\$197,000	\$215,000	+ 9.1%
Average Sales Price*	\$212,580	\$268,523	+ 26.3%	\$220,997	\$236,861	+ 7.2%
Percent of List Price Received*	99.0%	99.1%	+ 0.1%	99.6%	99.0%	- 0.6%
Inventory of Homes for Sale	63	62	- 1.6%		_	_
Months Supply of Inventory	2.4	2.3	- 4.2%		_	_

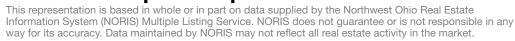
Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	0	0		1	5	+ 400.0%	
Pending Sales	1	3	+ 200.0%	1	4	+ 300.0%	
Closed Sales	1	3	+ 200.0%	1	4	+ 300.0%	
Days on Market Until Sale	33	65	+ 97.0%	33	54	+ 63.6%	
Median Sales Price*	\$183,000	\$190,000	+ 3.8%	\$183,000	\$147,250	- 19.5%	
Average Sales Price*	\$183,000	\$188,167	+ 2.8%	\$183,000	\$165,625	- 9.5%	
Percent of List Price Received*	100.0%	100.1%	+ 0.1%	100.0%	100.5%	+ 0.5%	
Inventory of Homes for Sale	0	1	_	_	_	_	
Months Supply of Inventory		0.7			_	_	

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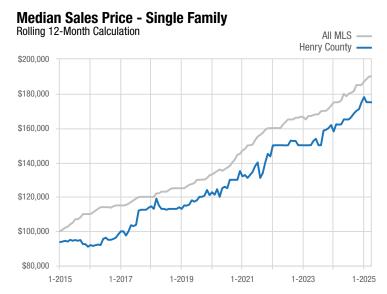


## **Henry County**

Single Family		April			Year to Date	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	24	17	- 29.2%	72	72	0.0%
Pending Sales	23	16	- 30.4%	56	57	+ 1.8%
Closed Sales	23	19	- 17.4%	56	57	+ 1.8%
Days on Market Until Sale	75	76	+ 1.3%	72	71	- 1.4%
Median Sales Price*	\$160,000	\$194,250	+ 21.4%	\$167,000	\$175,000	+ 4.8%
Average Sales Price*	\$158,600	\$225,874	+ 42.4%	\$173,311	\$205,959	+ 18.8%
Percent of List Price Received*	101.4%	100.0%	- 1.4%	98.4%	99.4%	+ 1.0%
Inventory of Homes for Sale	42	49	+ 16.7%		_	_
Months Supply of Inventory	2.7	2.9	+ 7.4%		_	_

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	1	0	- 100.0%	1	1	0.0%	
Pending Sales	0	0		0	2	_	
Closed Sales	0	2		0	2	_	
Days on Market Until Sale	_	101			101	_	
Median Sales Price*	_	\$302,000			\$302,000	_	
Average Sales Price*	_	\$302,000			\$302,000	_	
Percent of List Price Received*	_	95.2%			95.2%	_	
Inventory of Homes for Sale	1	1	0.0%	_	_	_	
Months Supply of Inventory	_	0.7			_		

<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.





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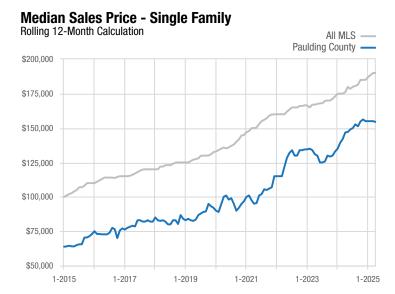


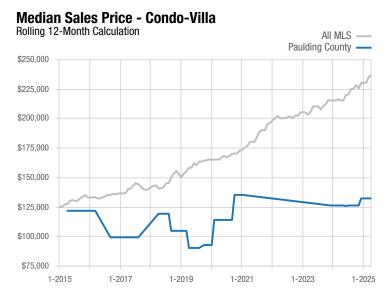
## **Paulding County**

Single Family		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	10	17	+ 70.0%	36	61	+ 69.4%		
Pending Sales	12	23	+ 91.7%	36	45	+ 25.0%		
Closed Sales	13	19	+ 46.2%	35	41	+ 17.1%		
Days on Market Until Sale	104	106	+ 1.9%	94	96	+ 2.1%		
Median Sales Price*	\$158,000	\$150,000	- 5.1%	\$154,500	\$149,500	- 3.2%		
Average Sales Price*	\$171,808	\$157,626	- 8.3%	\$160,448	\$158,246	- 1.4%		
Percent of List Price Received*	99.4%	97.8%	- 1.6%	99.6%	98.7%	- 0.9%		
Inventory of Homes for Sale	24	41	+ 70.8%		_	_		
Months Supply of Inventory	2.5	4.0	+ 60.0%		_	_		

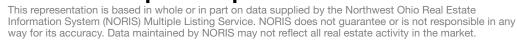
Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	0	3		1	3	+ 200.0%	
Pending Sales	0	0		0	0	_	
Closed Sales	0	0		0	0	_	
Days on Market Until Sale	_	_			_	_	
Median Sales Price*	_				_	_	
Average Sales Price*	_	_			_	_	
Percent of List Price Received*	_				_	_	
Inventory of Homes for Sale	1	3	+ 200.0%	_	_	_	
Months Supply of Inventory	1.0	3.0	+ 200.0%		_		

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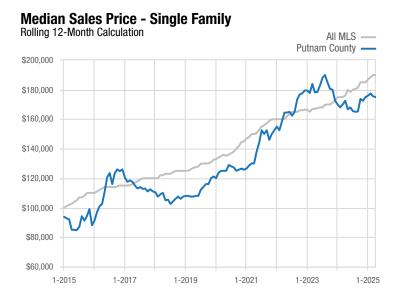


## **Putnam County**

Single Family		April			Year to Date			
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change		
New Listings	14	13	- 7.1%	31	39	+ 25.8%		
Pending Sales	9	9	0.0%	19	22	+ 15.8%		
Closed Sales	9	9	0.0%	19	21	+ 10.5%		
Days on Market Until Sale	96	77	- 19.8%	87	74	- 14.9%		
Median Sales Price*	\$185,000	\$163,500	- 11.6%	\$172,500	\$163,500	- 5.2%		
Average Sales Price*	\$192,933	\$175,977	- 8.8%	\$196,563	\$215,397	+ 9.6%		
Percent of List Price Received*	97.7%	99.4%	+ 1.7%	97.4%	98.1%	+ 0.7%		
Inventory of Homes for Sale	27	28	+ 3.7%		_	_		
Months Supply of Inventory	4.5	3.4	- 24.4%		_	_		

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	1	0	- 100.0%	1	1	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	1	2	+ 100.0%		_	_	
Months Supply of Inventory	_	2.0			_	_	

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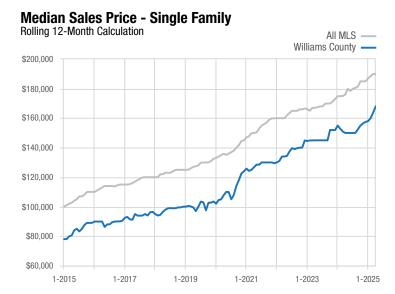


# **Williams County**

Single Family		April			Year to Date	
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change
New Listings	44	48	+ 9.1%	126	131	+ 4.0%
Pending Sales	43	36	- 16.3%	110	110	0.0%
Closed Sales	40	37	- 7.5%	101	113	+ 11.9%
Days on Market Until Sale	70	86	+ 22.9%	78	86	+ 10.3%
Median Sales Price*	\$145,500	\$166,500	+ 14.4%	\$145,000	\$180,000	+ 24.1%
Average Sales Price*	\$161,440	\$189,650	+ 17.5%	\$172,286	\$190,051	+ 10.3%
Percent of List Price Received*	97.6%	97.4%	- 0.2%	97.6%	98.3%	+ 0.7%
Inventory of Homes for Sale	60	100	+ 66.7%		_	_
Months Supply of Inventory	1.8	3.1	+ 72.2%		_	_

Condo-Villa		April			Year to Date		
Key Metrics	2024	2025	% Change	Thru 4-2024	Thru 4-2025	% Change	
New Listings	1	0	- 100.0%	2	2	0.0%	
Pending Sales	2	1	- 50.0%	2	2	0.0%	
Closed Sales	1	0	- 100.0%	1	1	0.0%	
Days on Market Until Sale	95	_		95	65	- 31.6%	
Median Sales Price*	\$280,000			\$280,000	\$270,000	- 3.6%	
Average Sales Price*	\$280,000	_	_	\$280,000	\$270,000	- 3.6%	
Percent of List Price Received*	93.4%			93.4%	96.9%	+ 3.7%	
Inventory of Homes for Sale	1	0	- 100.0%		_	_	
Months Supply of Inventory	0.7	_			_	_	

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