

Local Market Update – September 2025

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Western Counties - Defiance, Fulton, Henry, Paulding, Putnam and Williams

The Western Ohio single-family market experienced a pronounced slowdown in September. Higher inventory and fewer closings point to an adjustment period. However, the stability in listing prices and full-price offers suggest the market remains fundamentally sound, just shifting toward more balanced conditions.

The Condo/Villa sector is small but resilient. While prices declined, demand held steady, and total volume increased. This likely reflects buyer preference for more affordable or downsized options as affordability pressures rise.

Despite September's weaker month, the 2025 year-to-date trend remains positive. Prices and total volume are both up significantly compared to last year. This suggests that strong activity earlier in the year helped offset recent softening. The market is transitioning from "red-hot" to steady and sustainable growth.

Year-to-date, the condo market has expanded dramatically. A 42% jump in sales and nearly 50% increase in volume show renewed interest in this segment. While September's price decline stands out, the annual trend is one of strong growth and healthy demand.

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	90	90	0.0%	740	783	5.8%
Closed Sales	72	56	-22.2%	595	624	4.9%
Days on Market	54	69	27.8%	69	78	13.0%
SP\$/SqFt	\$148.21	\$141.28	-4.7%	\$139.30	\$147.54	5.9%
Median Sales Price*	\$220,000	\$215,000	-2.3%	\$215,000	\$236,700	10.1%
Average Sales Price*	\$261,300	\$244,827	-6.3%	\$254,219	\$273,530	7.6%
Percent of List Price Received*	99%	99%	0.0%	99%	98%	-1.0%
Months Supply of Inventory	14	19	35.7%	---	---	---
Total Volume	\$18,813,600	\$13,710,318	-27.1%	\$151,260,598	\$170,682,583	12.8%

Condo/Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	9	6	-33.3%	58	67	15.5%
Closed Sales	3	4	33.3%	36	51	41.7%
Days on Market	45	49	8.9%	54	79	46.3%
SP\$/SqFt	\$157.46	\$176.03	11.8%	\$148.49	\$152.18	2.5%
Median Sales Price*	\$285,000	\$238,000	-16.5%	\$237,500	\$249,500	5.1%
Average Sales Price*	\$282,787	\$234,225	-17.2%	\$235,206	\$244,839	4.1%
Percent of List Price Received*	98%	98%	0.0%	99%	98%	-1.0%
Months Supply of Inventory	17	14	-17.6%	---	---	---
Total Volume (in 1000's)	\$848,360	\$936,900	10.4%	\$8,467,410	\$12,486,803	-1.0%

*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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,044	1,166	+ 11.7%	8,748	9,516	+ 8.8%
Pending Sales		814	913	+ 12.2%	6,956	7,347	+ 5.6%
Closed Sales		819	899	+ 9.8%	6,911	7,224	+ 4.5%
Days on Market Until Sale		56	65	+ 16.1%	60	66	+ 10.0%
Median Sales Price		\$197,295	\$213,200	+ 8.1%	\$189,000	\$206,500	+ 9.3%
Average Sales Price		\$237,570	\$242,947	+ 2.3%	\$222,308	\$239,409	+ 7.7%
Percent of List Price Received		99.9%	99.7%	- 0.2%	100.1%	99.7%	- 0.4%
Housing Affordability Index		161	146	- 9.3%	168	151	- 10.1%
Inventory of Homes for Sale		2,160	2,438	+ 12.9%	—	—	—
Months Supply of Inventory		2.8	3.0	+ 7.1%	—	—	—

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Defiance

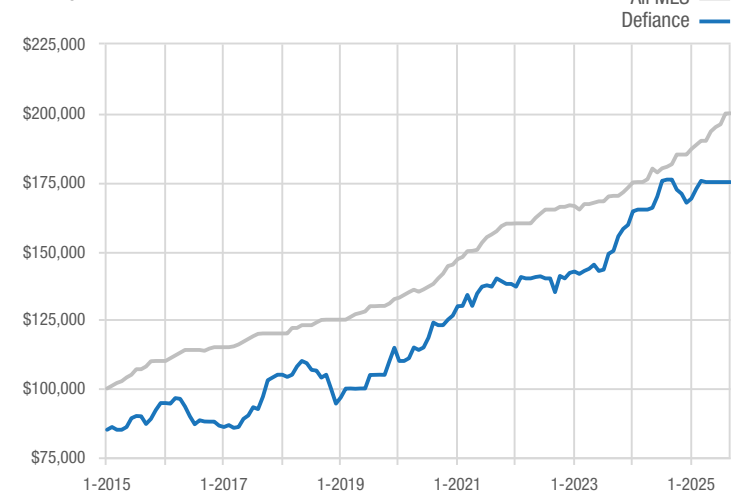
Zip Code 43512

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	38	30	- 21.1%	219	251	+ 14.6%
Pending Sales	25	29	+ 16.0%	168	197	+ 17.3%
Closed Sales	24	26	+ 8.3%	164	193	+ 17.7%
Days on Market Until Sale	41	70	+ 70.7%	60	64	+ 6.7%
Median Sales Price*	\$191,250	\$177,500	- 7.2%	\$169,250	\$177,000	+ 4.6%
Average Sales Price*	\$221,554	\$225,262	+ 1.7%	\$193,360	\$200,225	+ 3.6%
Percent of List Price Received*	99.8%	97.8%	- 2.0%	99.9%	98.7%	- 1.2%
Inventory of Homes for Sale	60	66	+ 10.0%	—	—	—
Months Supply of Inventory	3.0	3.1	+ 3.3%	—	—	—

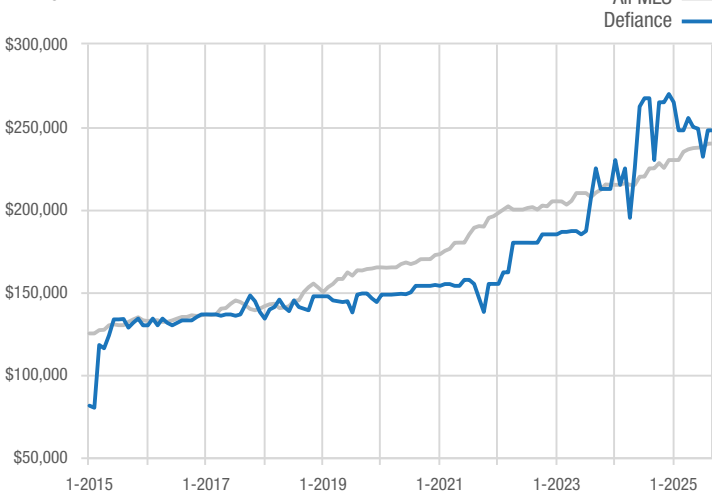
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	1	2	+ 100.0%	12	18	+ 50.0%
Pending Sales	0	1	—	11	14	+ 27.3%
Closed Sales	1	3	+ 200.0%	13	14	+ 7.7%
Days on Market Until Sale	50	63	+ 26.0%	80	97	+ 21.3%
Median Sales Price*	\$106,500	\$171,000	+ 60.6%	\$265,000	\$246,000	- 7.2%
Average Sales Price*	\$106,500	\$185,000	+ 73.7%	\$223,861	\$226,021	+ 1.0%
Percent of List Price Received*	101.5%	101.1%	- 0.4%	100.3%	100.2%	- 0.1%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	2.1	3.6	+ 71.4%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Napoleon

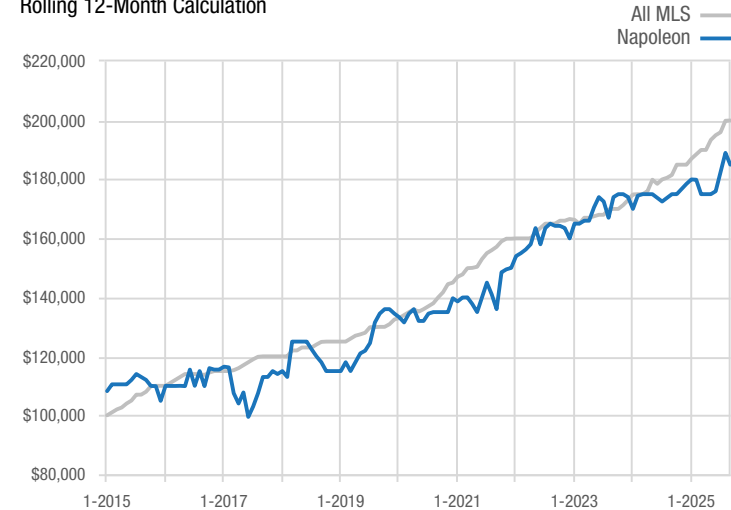
Zip Code 43545

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	18	17	- 5.6%	89	118	+ 32.6%
Pending Sales	11	14	+ 27.3%	70	79	+ 12.9%
Closed Sales	9	12	+ 33.3%	69	78	+ 13.0%
Days on Market Until Sale	45	56	+ 24.4%	66	69	+ 4.5%
Median Sales Price*	\$216,000	\$177,750	- 17.7%	\$179,200	\$186,500	+ 4.1%
Average Sales Price*	\$228,722	\$207,808	- 9.1%	\$179,901	\$205,515	+ 14.2%
Percent of List Price Received*	100.0%	98.3%	- 1.7%	99.8%	99.4%	- 0.4%
Inventory of Homes for Sale	30	38	+ 26.7%	—	—	—
Months Supply of Inventory	4.0	4.0	0.0%	—	—	—

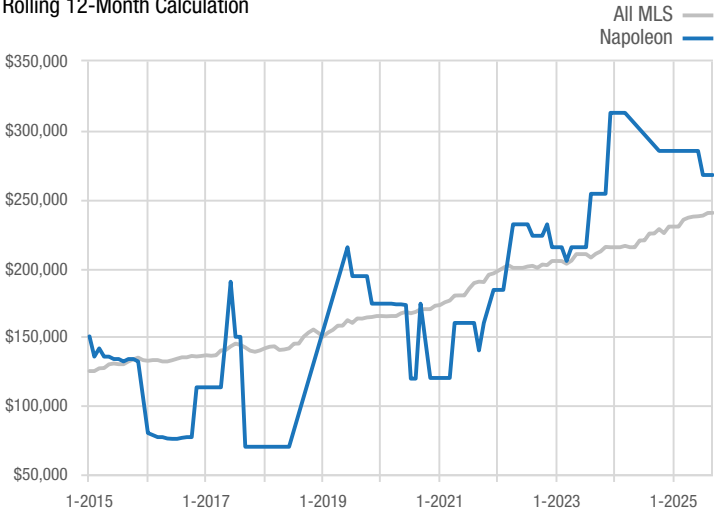
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	1	0	- 100.0%	3	2	- 33.3%
Pending Sales	0	0	—	0	3	—
Closed Sales	0	0	—	0	3	—
Days on Market Until Sale	—	—	—	—	156	—
Median Sales Price*	—	—	—	—	\$250,000	—
Average Sales Price*	—	—	—	—	\$284,667	—
Percent of List Price Received*	—	—	—	—	95.5%	—
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
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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Bryan

Zip Code 43506

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	19	29	+ 52.6%	173	170	- 1.7%
Pending Sales	24	20	- 16.7%	138	146	+ 5.8%
Closed Sales	23	16	- 30.4%	139	143	+ 2.9%
Days on Market Until Sale	67	73	+ 9.0%	65	77	+ 18.5%
Median Sales Price*	\$181,900	\$163,200	- 10.3%	\$150,000	\$180,000	+ 20.0%
Average Sales Price*	\$209,593	\$195,169	- 6.9%	\$175,768	\$192,873	+ 9.7%
Percent of List Price Received*	100.5%	96.8%	- 3.7%	99.6%	98.1%	- 1.5%
Inventory of Homes for Sale	47	49	+ 4.3%	—	—	—
Months Supply of Inventory	3.0	3.0	0.0%	—	—	—

Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	0	—	1	4	+ 300.0%
Pending Sales	0	2	—	2	4	+ 100.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	62	87	+ 40.3%
Median Sales Price*	—	—	—	\$265,000	\$258,750	- 2.4%
Average Sales Price*	—	—	—	\$265,000	\$258,750	- 2.4%
Percent of List Price Received*	—	—	—	93.0%	97.0%	+ 4.3%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Wauseon

Zip Code 43567

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	16	17	+ 6.3%	84	108	+ 28.6%
Pending Sales	6	9	+ 50.0%	57	68	+ 19.3%
Closed Sales	8	10	+ 25.0%	56	68	+ 21.4%
Days on Market Until Sale	67	69	+ 3.0%	70	61	- 12.9%
Median Sales Price*	\$193,500	\$258,000	+ 33.3%	\$212,000	\$237,500	+ 12.0%
Average Sales Price*	\$229,563	\$242,415	+ 5.6%	\$238,053	\$273,583	+ 14.9%
Percent of List Price Received*	100.5%	100.5%	0.0%	100.1%	99.2%	- 0.9%
Inventory of Homes for Sale	29	41	+ 41.4%	—	—	—
Months Supply of Inventory	4.2	4.9	+ 16.7%	—	—	—

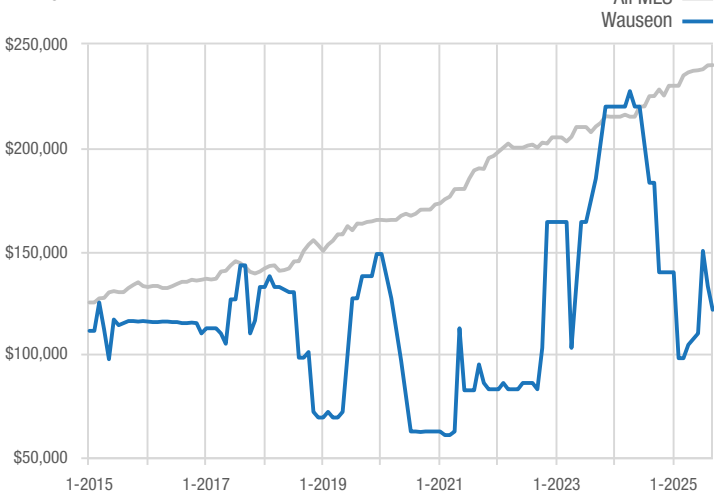
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	1	—	4	11	+ 175.0%
Pending Sales	1	2	+ 100.0%	3	11	+ 266.7%
Closed Sales	1	2	+ 100.0%	3	11	+ 266.7%
Days on Market Until Sale	25	29	+ 16.0%	39	37	- 5.1%
Median Sales Price*	\$204,500	\$154,250	- 24.6%	\$183,000	\$132,900	- 27.4%
Average Sales Price*	\$204,500	\$154,250	- 24.6%	\$154,500	\$159,264	+ 3.1%
Percent of List Price Received*	107.6%	95.9%	- 10.9%	100.9%	98.9%	- 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



Median Sales Price - Condo-Villa



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Archbold

Zip Code 43502

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	5	8	+ 60.0%	44	56	+ 27.3%
Pending Sales	4	5	+ 25.0%	44	40	- 9.1%
Closed Sales	4	5	+ 25.0%	45	38	- 15.6%
Days on Market Until Sale	125	56	- 55.2%	71	70	- 1.4%
Median Sales Price*	\$186,750	\$128,500	- 31.2%	\$207,000	\$230,000	+ 11.1%
Average Sales Price*	\$185,850	\$141,500	- 23.9%	\$210,588	\$243,532	+ 15.6%
Percent of List Price Received*	96.7%	86.3%	- 10.8%	99.1%	97.8%	- 1.3%
Inventory of Homes for Sale	12	15	+ 25.0%	—	—	—
Months Supply of Inventory	2.7	3.8	+ 40.7%	—	—	—

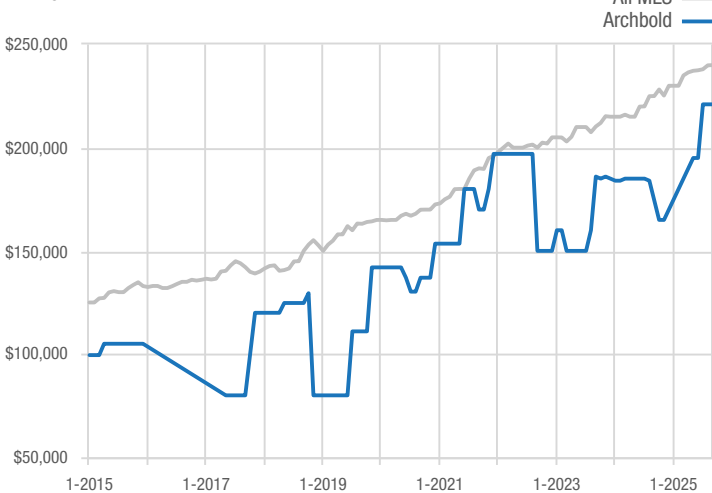
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	0	—	0	2	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	81	—
Median Sales Price*	—	—	—	—	\$221,000	—
Average Sales Price*	—	—	—	—	\$221,000	—
Percent of List Price Received*	—	—	—	—	100.2%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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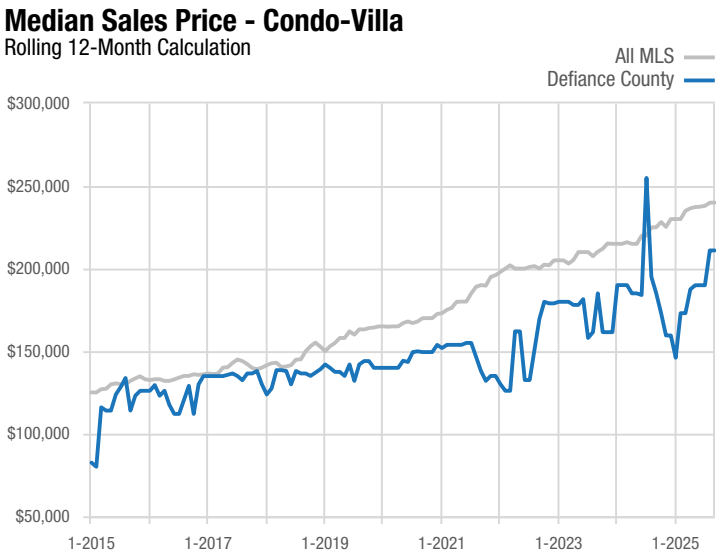
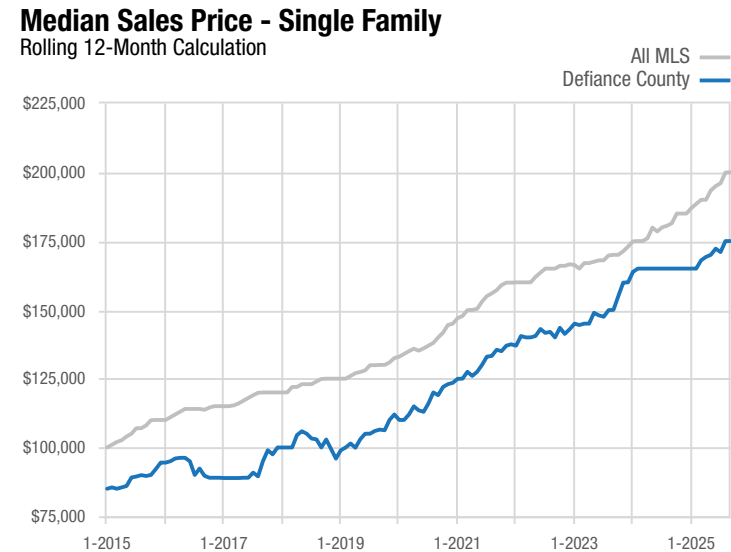


Defiance County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	44	35	- 20.5%	286	337	+ 17.8%
Pending Sales	30	42	+ 40.0%	231	268	+ 16.0%
Closed Sales	27	37	+ 37.0%	226	262	+ 15.9%
Days on Market Until Sale	44	76	+ 72.7%	63	69	+ 9.5%
Median Sales Price*	\$187,500	\$185,000	- 1.3%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$236,167	\$215,153	- 8.9%	\$188,205	\$198,999	+ 5.7%
Percent of List Price Received*	99.2%	98.7%	- 0.5%	98.8%	98.5%	- 0.3%
Inventory of Homes for Sale	80	85	+ 6.3%	—	—	—
Months Supply of Inventory	2.9	2.9	0.0%	—	—	—

Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	1	2	+ 100.0%	16	21	+ 31.3%
Pending Sales	0	1	—	14	16	+ 14.3%
Closed Sales	1	3	+ 200.0%	16	16	0.0%
Days on Market Until Sale	50	63	+ 26.0%	74	88	+ 18.9%
Median Sales Price*	\$106,500	\$171,000	+ 60.6%	\$179,000	\$238,000	+ 33.0%
Average Sales Price*	\$106,500	\$185,000	+ 73.7%	\$207,012	\$216,638	+ 4.6%
Percent of List Price Received*	101.5%	101.1%	- 0.4%	99.8%	100.1%	+ 0.3%
Inventory of Homes for Sale	5	7	+ 40.0%	—	—	—
Months Supply of Inventory	2.2	3.9	+ 77.3%	—	—	—

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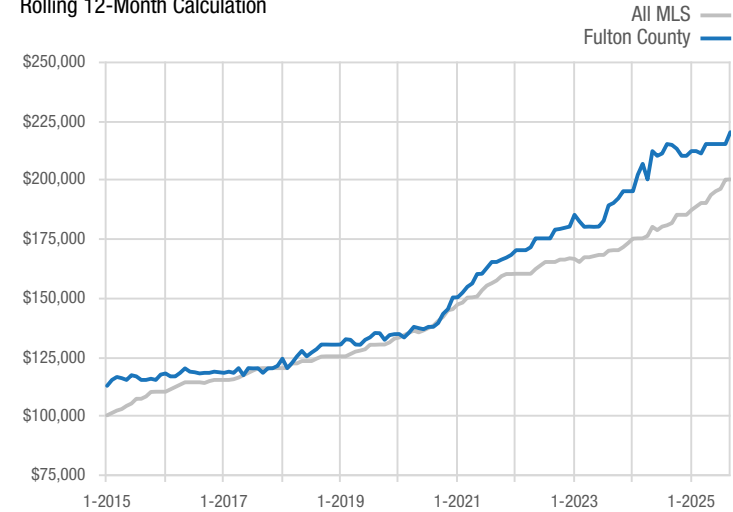
Fulton County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	38	46	+ 21.1%	299	329	+ 10.0%
Pending Sales	28	29	+ 3.6%	249	230	- 7.6%
Closed Sales	26	27	+ 3.8%	246	228	- 7.3%
Days on Market Until Sale	69	56	- 18.8%	61	61	0.0%
Median Sales Price*	\$190,000	\$225,000	+ 18.4%	\$212,000	\$225,000	+ 6.1%
Average Sales Price*	\$224,043	\$234,222	+ 4.5%	\$237,843	\$249,637	+ 5.0%
Percent of List Price Received*	98.6%	98.3%	- 0.3%	99.5%	99.6%	+ 0.1%
Inventory of Homes for Sale	68	95	+ 39.7%	—	—	—
Months Supply of Inventory	2.5	3.6	+ 44.0%	—	—	—

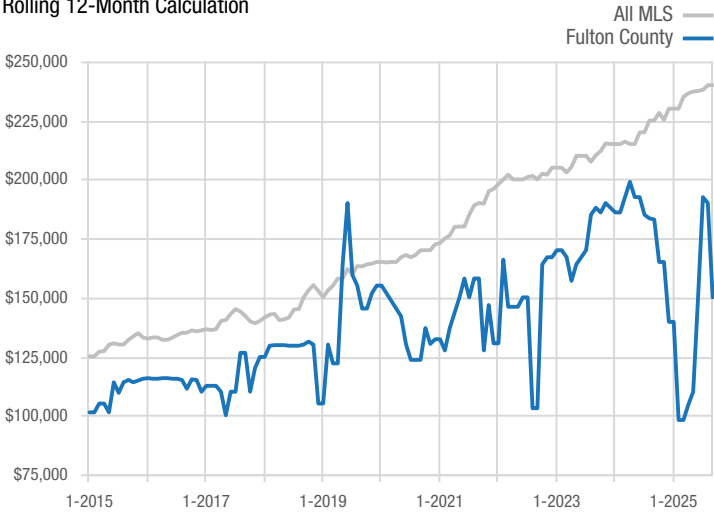
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	1	—	4	14	+ 250.0%
Pending Sales	1	3	+ 200.0%	3	14	+ 366.7%
Closed Sales	1	3	+ 200.0%	3	14	+ 366.7%
Days on Market Until Sale	25	48	+ 92.0%	39	47	+ 20.5%
Median Sales Price*	\$204,500	\$150,000	- 26.7%	\$183,000	\$170,000	- 7.1%
Average Sales Price*	\$204,500	\$152,833	- 25.3%	\$154,500	\$167,421	+ 8.4%
Percent of List Price Received*	107.6%	87.2%	- 19.0%	100.9%	97.0%	- 3.9%
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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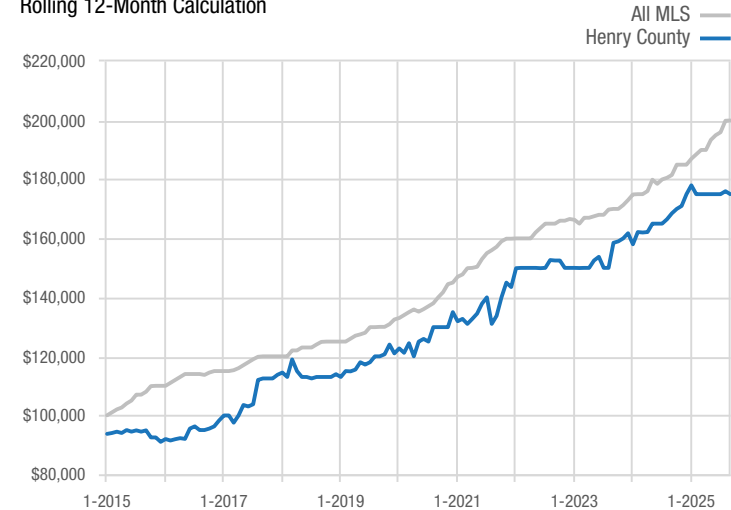
Henry County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	35	32	- 8.6%	180	238	+ 32.2%
Pending Sales	17	31	+ 82.4%	143	165	+ 15.4%
Closed Sales	17	28	+ 64.7%	142	159	+ 12.0%
Days on Market Until Sale	44	73	+ 65.9%	61	69	+ 13.1%
Median Sales Price*	\$204,900	\$153,500	- 25.1%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$212,253	\$191,973	- 9.6%	\$180,340	\$196,698	+ 9.1%
Percent of List Price Received*	99.5%	98.1%	- 1.4%	99.6%	98.9%	- 0.7%
Inventory of Homes for Sale	51	74	+ 45.1%	—	—	—
Months Supply of Inventory	3.2	4.0	+ 25.0%	—	—	—

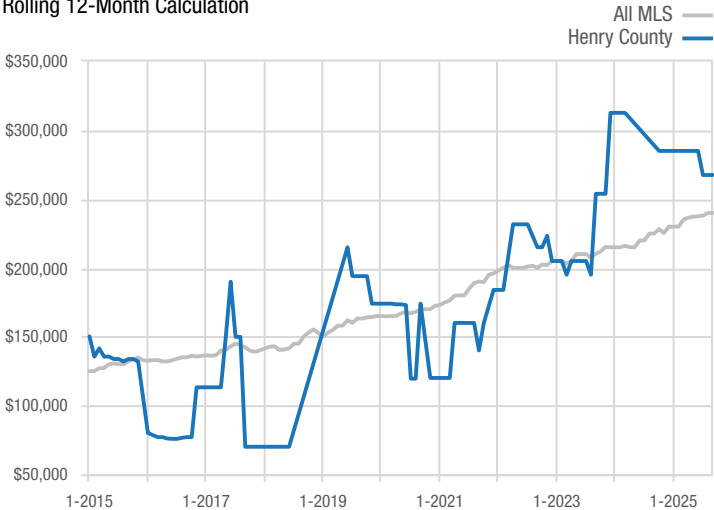
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	1	0	- 100.0%	3	2	- 33.3%
Pending Sales	0	0	—	0	3	—
Closed Sales	0	0	—	0	3	—
Days on Market Until Sale	—	—	—	—	156	—
Median Sales Price*	—	—	—	—	\$250,000	—
Average Sales Price*	—	—	—	—	\$284,667	—
Percent of List Price Received*	—	—	—	—	95.5%	—
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
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 – September 2025

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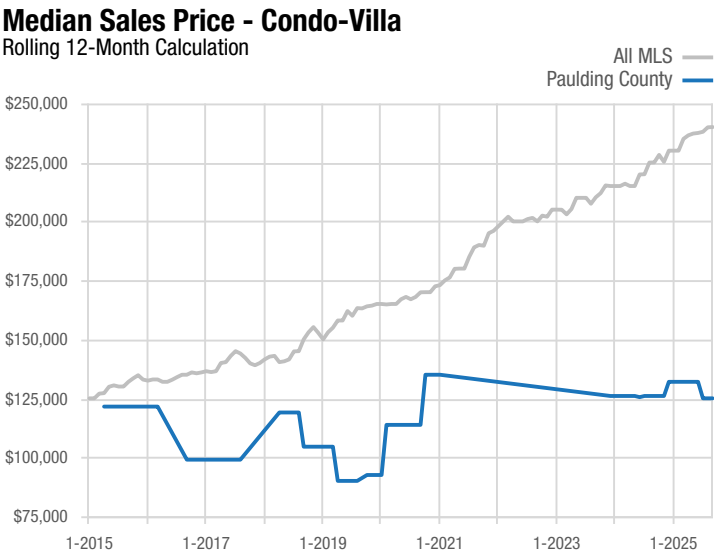
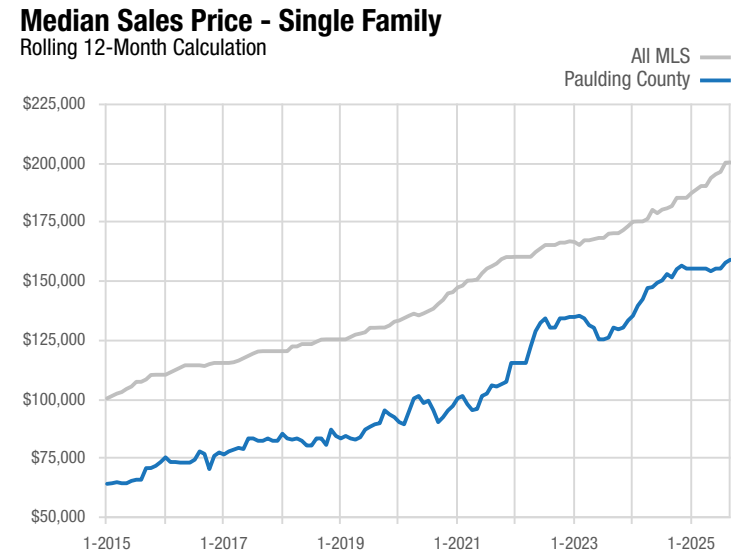


Paulding County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	13	19	+ 46.2%	105	149	+ 41.9%
Pending Sales	7	13	+ 85.7%	80	119	+ 48.8%
Closed Sales	8	14	+ 75.0%	77	118	+ 53.2%
Days on Market Until Sale	52	83	+ 59.6%	77	83	+ 7.8%
Median Sales Price*	\$138,000	\$202,000	+ 46.4%	\$154,500	\$160,000	+ 3.6%
Average Sales Price*	\$150,875	\$205,931	+ 36.5%	\$167,589	\$182,824	+ 9.1%
Percent of List Price Received*	101.0%	96.4%	- 4.6%	99.3%	98.2%	- 1.1%
Inventory of Homes for Sale	37	39	+ 5.4%	—	—	—
Months Supply of Inventory	4.3	3.0	- 30.2%	—	—	—

Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	1	—	2	4	+ 100.0%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	54	75	+ 38.9%
Median Sales Price*	—	—	—	\$132,000	\$125,000	- 5.3%
Average Sales Price*	—	—	—	\$132,000	\$125,000	- 5.3%
Percent of List Price Received*	—	—	—	96.3%	100.0%	+ 3.8%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	3.0	—	—	—	—

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Putnam County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	9	13	+ 44.4%	86	113	+ 31.4%
Pending Sales	11	12	+ 9.1%	70	81	+ 15.7%
Closed Sales	11	14	+ 27.3%	70	79	+ 12.9%
Days on Market Until Sale	97	68	- 29.9%	76	76	0.0%
Median Sales Price*	\$169,000	\$238,000	+ 40.8%	\$169,000	\$195,500	+ 15.7%
Average Sales Price*	\$187,809	\$252,873	+ 34.6%	\$189,325	\$218,693	+ 15.5%
Percent of List Price Received*	101.3%	97.3%	- 3.9%	98.2%	98.0%	- 0.2%
Inventory of Homes for Sale	23	32	+ 39.1%	—	—	—
Months Supply of Inventory	2.8	3.6	+ 28.6%	—	—	—

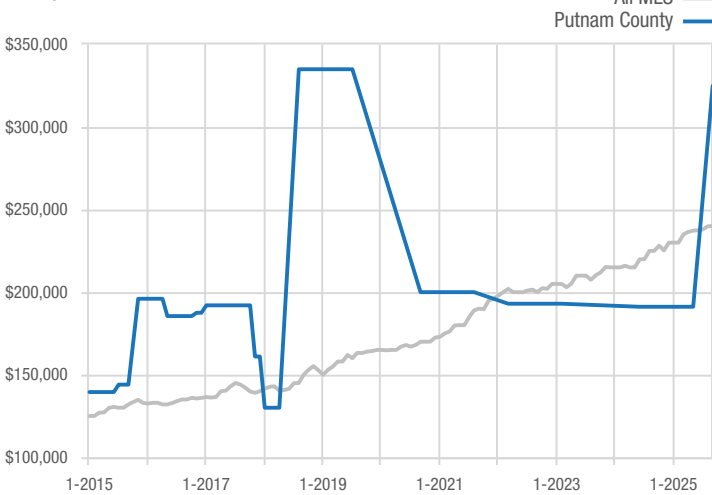
Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	1	—	2	3	+ 50.0%
Pending Sales	0	2	—	1	2	+ 100.0%
Closed Sales	0	2	—	1	2	+ 100.0%
Days on Market Until Sale	—	149	—	46	149	+ 223.9%
Median Sales Price*	—	\$324,950	—	\$191,150	\$324,950	+ 70.0%
Average Sales Price*	—	\$324,950	—	\$191,150	\$324,950	+ 70.0%
Percent of List Price Received*	—	99.3%	—	106.3%	99.3%	- 6.6%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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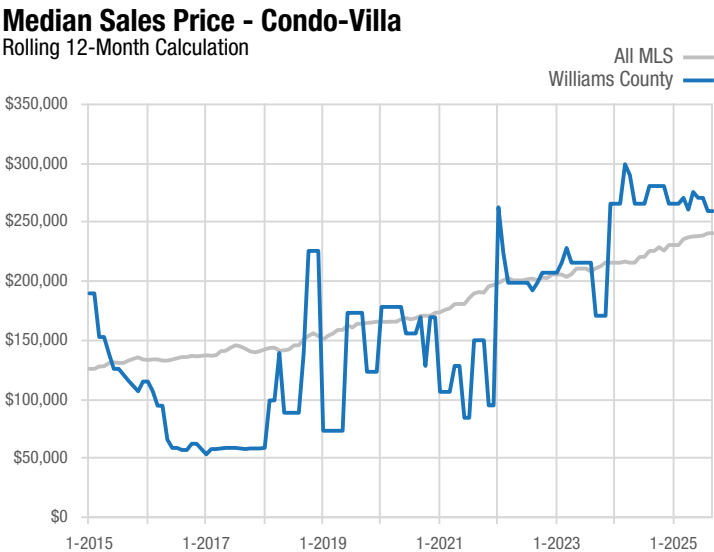
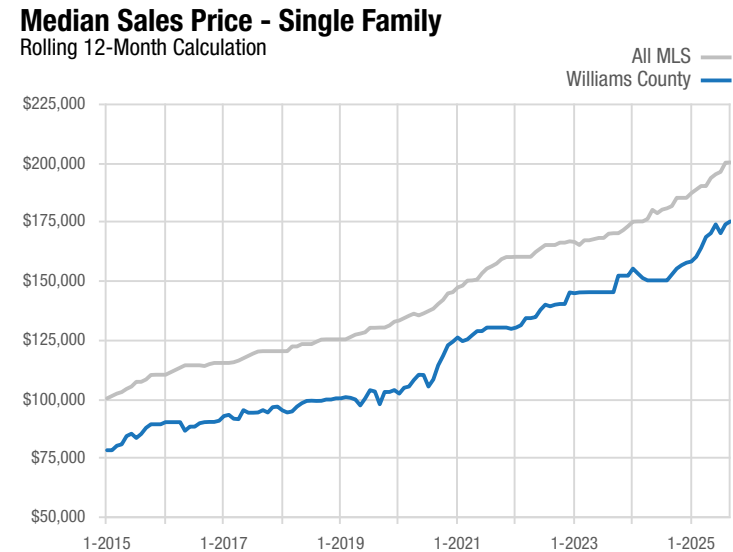


Williams County

Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	39	41	+ 5.1%	366	353	- 3.6%
Pending Sales	45	40	- 11.1%	284	311	+ 9.5%
Closed Sales	44	31	- 29.5%	283	305	+ 7.8%
Days on Market Until Sale	66	74	+ 12.1%	67	79	+ 17.9%
Median Sales Price*	\$160,000	\$185,000	+ 15.6%	\$150,000	\$175,000	+ 16.7%
Average Sales Price*	\$167,602	\$205,177	+ 22.4%	\$172,266	\$187,761	+ 9.0%
Percent of List Price Received*	99.0%	96.9%	- 2.1%	98.9%	97.7%	- 1.2%
Inventory of Homes for Sale	94	84	- 10.6%	—	—	—
Months Supply of Inventory	2.9	2.5	- 13.8%	—	—	—

Condo-Villa	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	0	0	—	4	4	0.0%
Pending Sales	0	2	—	4	4	0.0%
Closed Sales	0	0	—	4	2	- 50.0%
Days on Market Until Sale	—	—	—	48	87	+ 81.3%
Median Sales Price*	—	—	—	\$265,000	\$258,750	- 2.4%
Average Sales Price*	—	—	—	\$239,975	\$258,750	+ 7.8%
Percent of List Price Received*	—	—	—	95.9%	97.0%	+ 1.1%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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