



Northwest Ohio REALTORS®

Year in Review Housing Report 2022



Year In Review—2022

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.



Table of Contents

Message from Northwest Ohio Realtors® President3

Northwest Ohio Realtors® Single Family Homes4

Northwest Ohio Realtors® Condos & Villas5

Lucas County6

Defiance County7

Fulton County8

Hancock County9

Henry County10

Paulding County11

Putnam County12

Williams County13

Wood County14

Wyandot County15

Local Area Information16

School District Information17

Year In Review—2022

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.



Message from Tony Bassett, NOR President



2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

Locally, sales of Single Family Homes decreased 26.2 percent and decreased 30.5 percent for Condo-Villa Homes. New Listings decreased 11.8 percent for Single Family homes but increased 2.9 percent for Condo-Villa homes. Median Sales Price decreased 0.7 percent to \$149,000 for Single Family homes but increased 17.6 percent to \$227,000 for Condo-Villa homes. Days on Market remained flat for Single Family homes but increased 9.5 percent for Condo-Villa properties. Months Supply of Inventory were dead even with last year for both property types.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

If you have further questions about the housing market, I encourage you to contact your local REALTOR®.

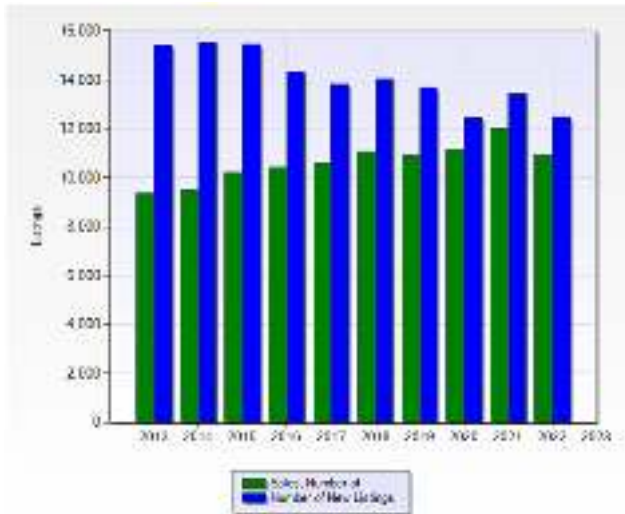
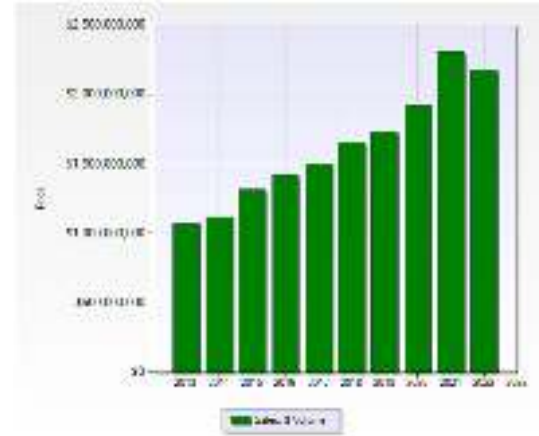
Year In Review—2022

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.



Northwest Ohio REALTORS* - Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	11,621	12,540	-7.3%
Sales	10,082	11,198	-10.0%
Median Sales Price	\$165,000	\$155,000	+6.5%
Average Sales Price	\$203,047	\$191,140	+6.2%
Average Price Per Square Foot	\$112.61	\$102.31	+10.1%
Average Days On Market	71	78	-9.0%
Volume (in 1000's)	\$2,015,069	\$2,137,338	-5.7%



	\$0 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$199,999	\$200,000 - \$299,999	\$300,000 - \$399,999	\$400,000 - \$499,999	\$500,000+
Sold	708	1,471	4,023	2,005	1,054	476	345
% change	-5.47%	-19.26%	-13.5%	-8.11%	+1.44%	+12.0%	+4.55%

*Northwest Ohio Realtors serves the counties of: Defiance, Fulton, Hancock, Henry, Lucas, Paulding, Putnam, Williams, Wood & Wyandot.

Year In Review—2022

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.



Northwest Ohio REALTORS* - Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	789	831	-5.1%
Sales	732	787	-7.0%
Median Sales Price	\$205,000	\$195,000	+5.1%
Average Sales Price	\$216,876	\$206,199	+5.2%
Average Price Per Square Foot	\$135.91	\$125.35	+8.4%
Average Days On Market	67	75	-10.7%
Volume (in 1000's)	\$158,753	\$162,279	-2.2%



	\$0 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$199,999	\$200,000 - \$299,999	\$300,000 - \$399,999	\$400,000 - \$499,999	\$500,000+
Sold	9	74	266	264	76	28	15
% change	—	-59.78%	-52.33%	-49.52%	-56.07%	-42.86%	-34.78%

*Northwest Ohio Realtors serves the counties of: Defiance, Fulton, Hancock, Henry, Lucas, Paulding, Putnam, Williams, Wood & Wyandot.

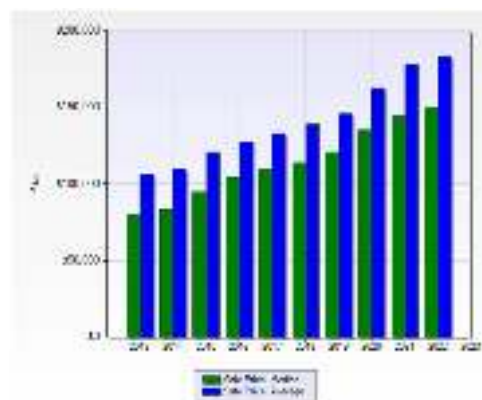
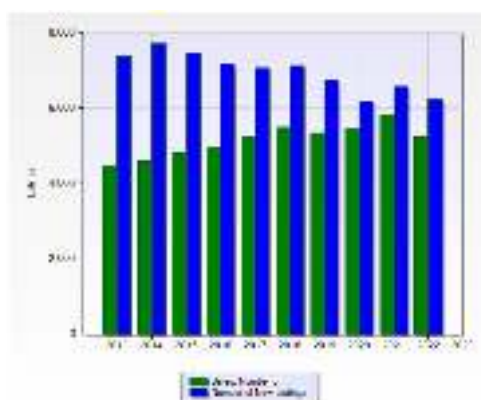
Year In Review—2022

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.



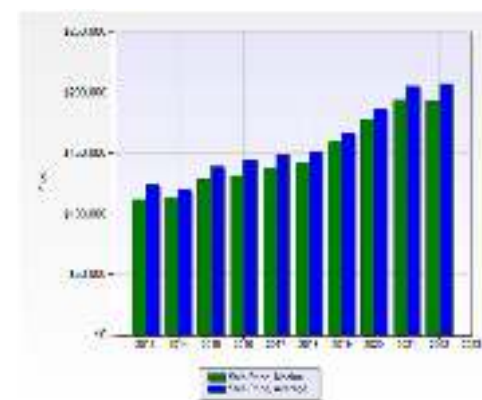
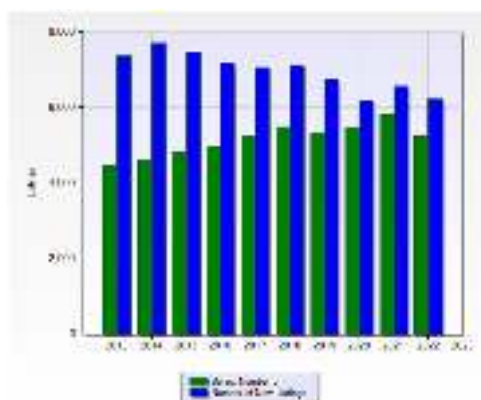
Lucas County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	6,207	6,569	-5.5%
Sales	5,242	5,826	-10.0%
Median Sales Price	\$151,000	\$145,000	+4.1%
Average Sales Price	\$184,270	\$178,828	+3.0%
Average Price Per Square Foot	\$100.26	\$99.93	+0.3%
Average Days On Market	55	60	-8.3%



Lucas County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	489	535	-8.6%
Sales	464	501	-7.4%
Median Sales Price	\$195,500	\$195,000	+0.3%
Average Sales Price	\$208,003	\$205,490	+1.2%
Average Price Per Square Foot	\$121.56	\$118.07	-32.9%
Average Days On Market	66	80	-17.5%



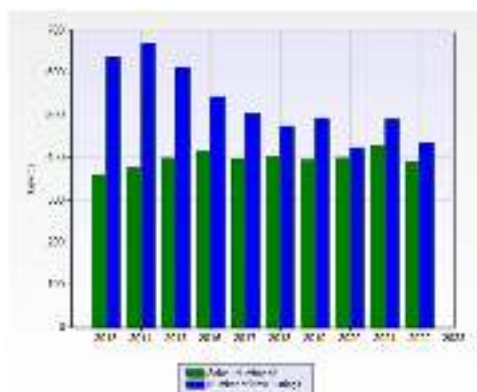
Year In Review—2022

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.



Defiance County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	435	491	-11.4%
Sales	389	428	-9.1%
Median Sales Price	\$142,950	\$137,500	+4.0%
Average Sales Price	\$158,453	\$160,789	-1.5%
Average Price Per Square Foot	\$99.52	\$94.66	+5.1%
Average Days On Market	69	66	+4.5%



Defiance County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	15	23	-34.8%
Sales	14	20	-30.0%
Median Sales Price	\$178,950	\$135,000	+32.6%
Average Sales Price	\$165,700	\$153,315	+8.1%
Average Price Per Square Foot	\$118.39	\$111.26	+6.4%
Average Days On Market	56	38	+47.4%

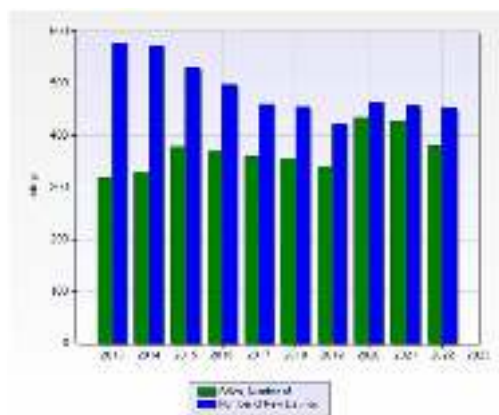
Year In Review—2022

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.



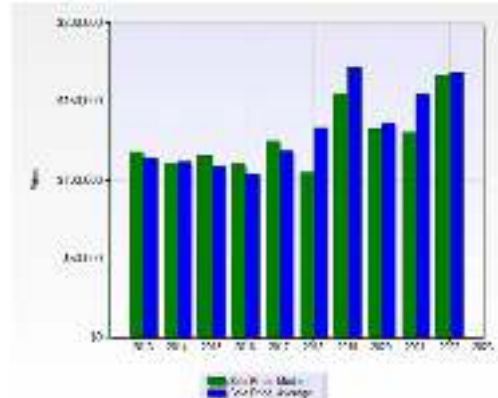
Fulton County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	452	457	-1.1%
Sales	380	426	-10.8%
Median Sales Price	\$180,000	\$168,000	+7.1%
Average Sales Price	\$205,071	\$193,082	+6.2%
Average Price Per Square Foot	\$120.51	\$112.16	+7.4%
Average Days On Market	60	64	-6.3%



Fulton County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	8	15	-46.7%
Sales	6	12	-50.0%
Median Sales Price	\$167,000	\$130,500	+28.0%
Average Sales Price	\$168,250	\$154,817	+8.7%
Average Price Per Square Foot	\$112.09	\$110.28	+1.6%
Average Days On Market	52	35	+48.6%



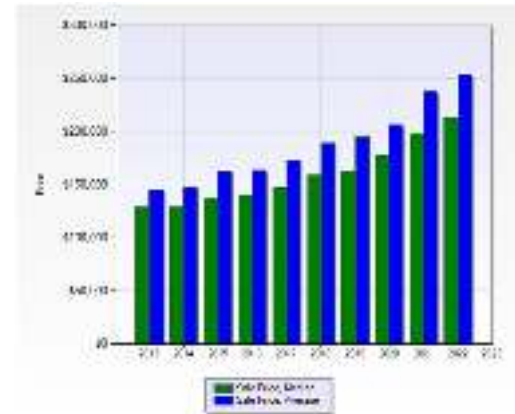
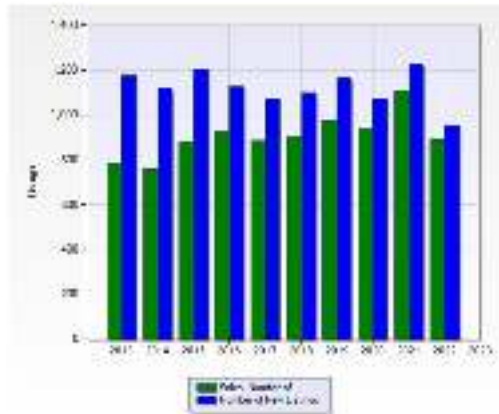
Year In Review—2022

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.



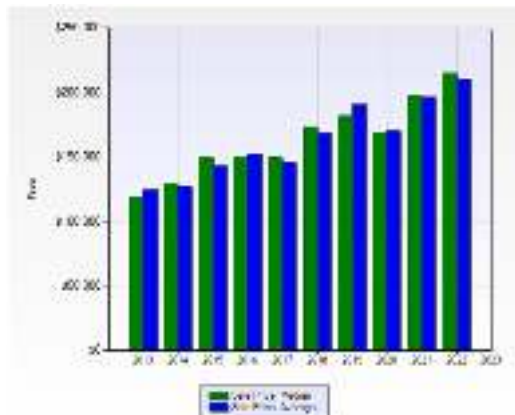
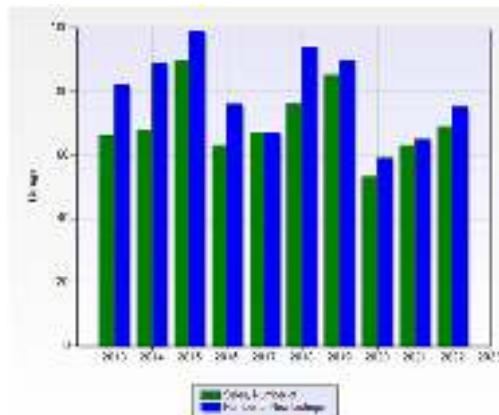
Hancock County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	950	1,227	-22.6%
Sales	889	1,123	-20.8%
Median Sales Price	\$213,600	\$198,250	+7.7%
Average Sales Price	\$253,671	\$237,301	+6.9%
Average Price Per Square Foot	\$132.48	\$124.93	+8.4%
Average Days On Market	61	64	-4.7%



Hancock County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	75	65	-15.4%
Sales	69	64	+7.8%
Median Sales Price	\$215,000	\$198,950	+8.1%
Average Sales Price	\$210,869	\$196,892	+7.1%
Average Price Per Square Foot	\$136.91	\$121.83	+12.4%
Average Days On Market	50	61	-18.0%



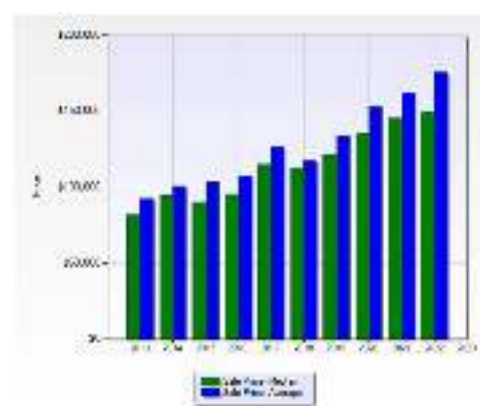
Year In Review—2022

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.



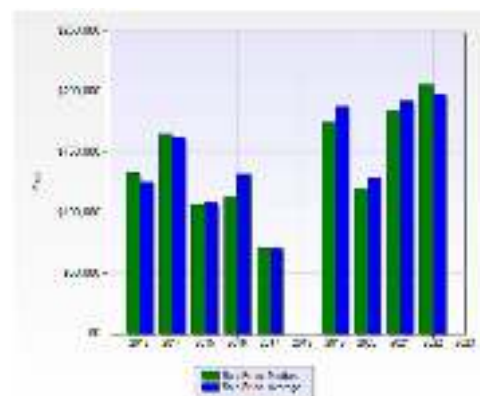
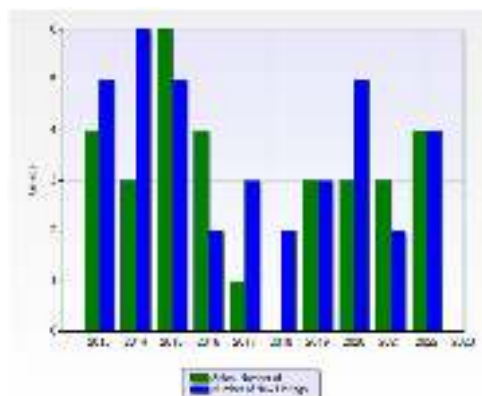
Henry County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	280	249	+12.4%
Sales	255	217	+17.5%
Median Sales Price	\$150,000	\$143,500	+4.5%
Average Sales Price	\$175,746	\$160,080	+9.8%
Average Price Per Square Foot	\$106.05	\$96.30	+10.1%
Average Days On Market	67	69	-2.9%



Henry County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	4	2	+100.0%
Sales	4	3	+33.3%
Median Sales Price	\$205,000	\$184,000	+11.4%
Average Sales Price	\$197,875	\$191,885	+3.1%
Average Price Per Square Foot	\$132.28	\$99.47	+33.0%
Average Days On Market	55	104	-47.1%



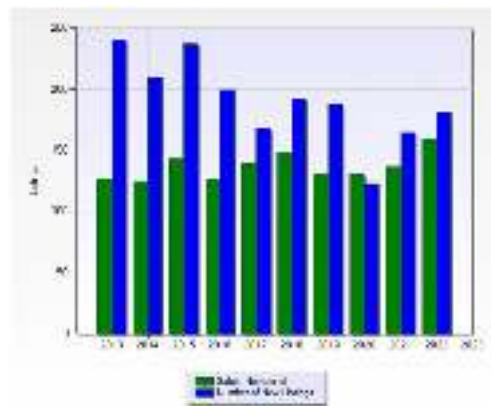
Year In Review—2022

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.



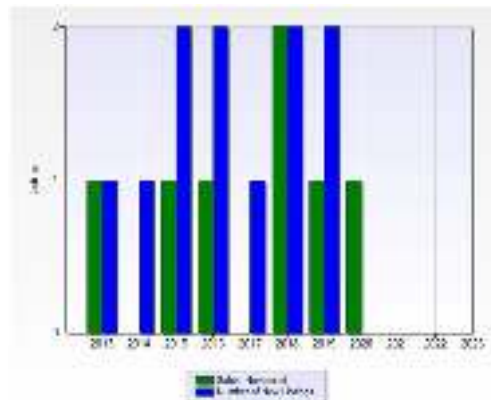
Paulding County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	181	164	+10.4%
Sales	158	136	+16.2%
Median Sales Price	\$134,000	\$115,000	+16.5%
Average Sales Price	\$151,865	\$121,787	+24.7%
Average Price Per Square Foot	\$93.55	\$83.41	+12.2%
Average Days On Market	74	68	+8.8%



Paulding County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	0	0	—
Sales	0	0	—
Median Sales Price	—	—	—
Average Sales Price	—	—	—
Average Price Per Square Foot	—	—	—
Average Days On Market	—	—	—



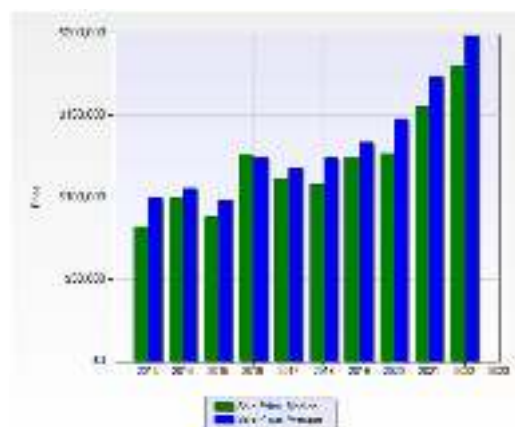
Year In Review—2022

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.



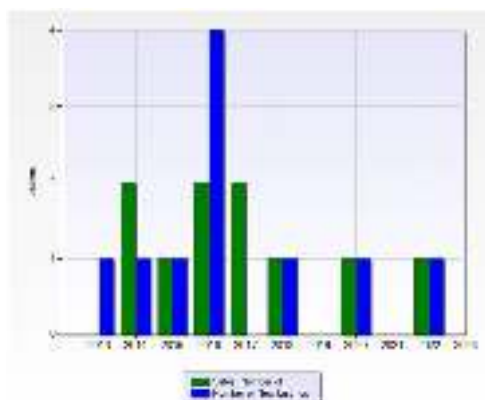
Putnam County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	113	133	-15.0%
Sales	105	121	-13.2%
Median Sales Price	\$179,500	\$152,500	+17.7%
Average Sales Price	\$196,975	\$172,595	+14.1%
Average Price Per Square Foot	\$108.53	\$94.34	+15.0%
Average Days On Market	74	78	-5.1%



Putnam County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	1	0	—
Sales	1	0	—
Median Sales Price	\$193,000	—	—
Average Sales Price	\$193,000	—	—
Average Price Per Square Foot	\$127.31	—	—
Average Days On Market	57	—	—



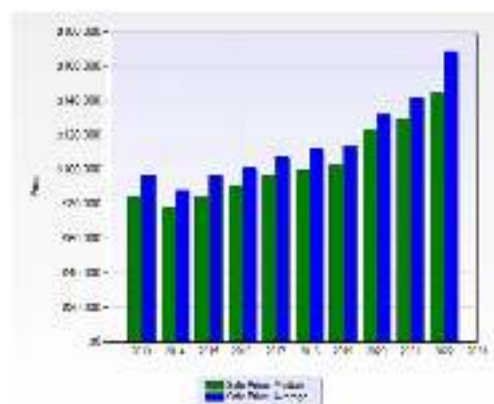
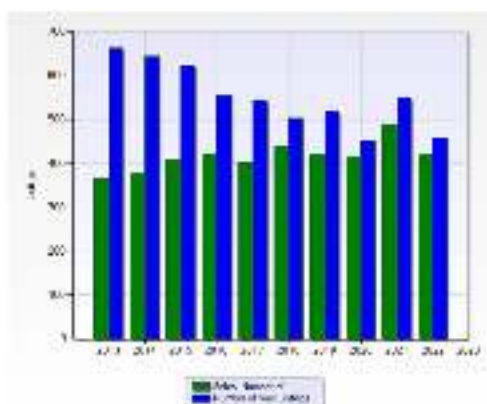
Year In Review—2022

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.



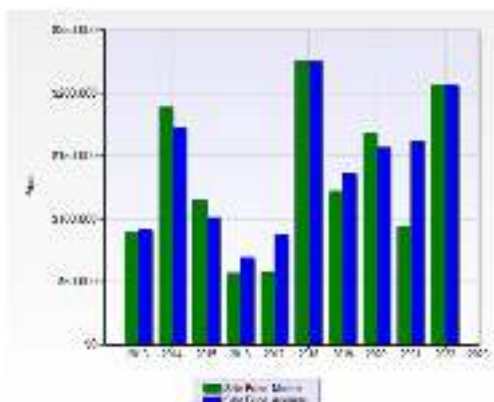
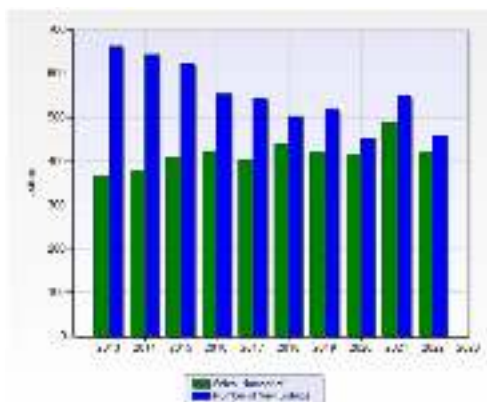
Williams County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	457	550	-16.9%
Sales	422	488	-13.5%
Median Sales Price	\$144,900	\$129,450	+11.9%
Average Sales Price	\$168,785	\$142,430	+18.5%
Average Price Per Square Foot	\$104.71	\$90.28	+16.0%
Average Days On Market	70	69	+1.4%



Williams County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	7	6	+16.7%
Sales	6	7	-14.3%
Median Sales Price	\$206,500	\$94,000	+119.7%
Average Sales Price	\$206,483	\$162,371	+27.2%
Average Price Per Square Foot	\$156.05	\$102.41	+52.4%
Average Days On Market	79	89	-11.2%



Year In Review—2022

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.



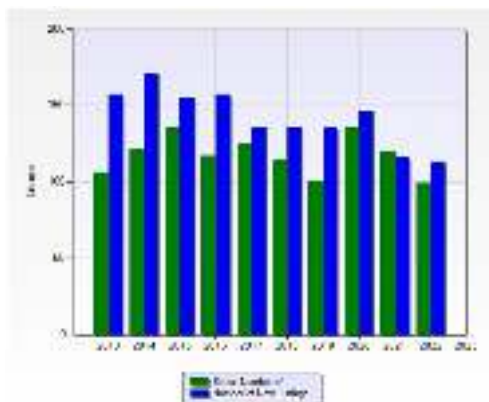
Wood County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	1,334	1,590	-16.1%
Sales	1,230	1,438	-14.5%
Median Sales Price	\$248,000	\$232,500	+6.7%
Average Sales Price	\$283,771	\$258,349	+9.8%
Average Price Per Square Foot	\$141.22	\$127.82	+10.5%
Average Days On Market	60	65	-7.7%



Wood County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	113	116	-2.6%
Sales	99	121	-18.2%
Median Sales Price	\$230,000	\$215,000	+7.0%
Average Sales Price	\$250,185	\$215,894	+15.9%
Average Price Per Square Foot	\$147.26	\$132.18	+11.4%
Average Days On Market	43	53	-18.9%



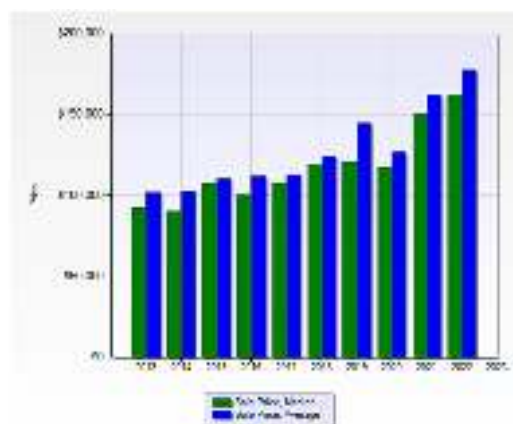
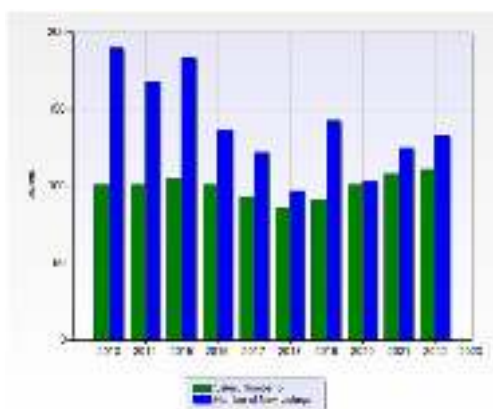
Year In Review—2022

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.



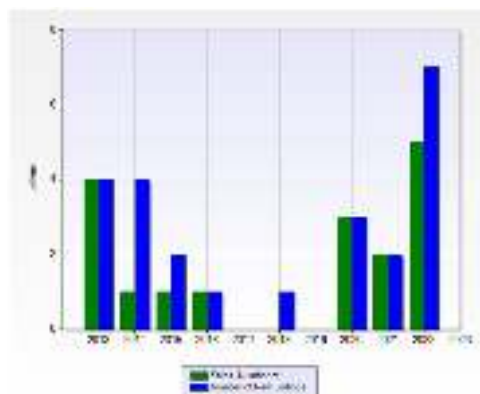
Wyandot County—Single Family Homes

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	133	125	+6.4%
Sales	111	108	+2.8%
Median Sales Price	\$162,000	\$150,000	+8.0%
Average Sales Price	\$174,990	\$161,141	+7.3%
Average Price Per Square Foot	\$104.53	\$97.04	+7.7%
Average Days On Market	83	84	-1.2%



Wyandot County—Condos & Villas

Key Metrics	Thru 12-2022	Thru 12-2021	% Change
New Listings	7	2	+250.0%
Sales	5	2	+150.0%
Median Sales Price	\$223,173	\$209,553	+6.5%
Average Sales Price	\$264,752	\$209,553	+26.3%
Average Price Per Square Foot	\$145.22	\$175.82	-17.4%
Average Days On Market	164	133	+23.3%



Year In Review—2022

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.



Local Information

Area	2022 New Listings	% Change (2021)	2022 Sold	% Change (2021)	2022 DOM	% Change (2021)	2022 Median Sale \$	% Change (2021)	2022 Average Sale \$	% Change (2021)
Sylvania	587	-12.8%	523	-15.9%	60	-9.1%	\$295,000	+5.6%	\$317,120	+7.2%
Spring Meadows	232	-15.3%	211	-14.9%	52	-18.8%	\$265,000	+0.7%	\$269,517	-3.5%
Monclova	59	-33.7%	48	-42.2%	54	-21.7%	\$434,950	-8.8%	\$470,171	+11.1%
Maumee	414	-14.1%	371	+17.0%	46	-13.2%	\$237,900	+10.7%	\$283,211	+10.8%
Whitehouse	97	-7.6%	93	-9.7%	55	-28.6%	\$352,500	+0.7%	\$349,851	-7.3%
Waterville	148	-3.9%	128	-7.2%	78	-9.3%	\$330,000	+3.1%	\$329,524	+5.9%
Franklin Park/ Trilby	292	-5.2%	260	-9.4%	49	-12.5%	\$169,950	+5.9%	\$205,675	+8.3%
Tremainsville	672	-9.4%	582	-13.1%	52	-3.7%	\$132,000	+9.1%	\$128,121	+7.1%
Five Points/North Towne	566	+6.8%	446	-2.2%	54	-8.5%	\$98,500	+15.9%	\$99,102	+10.2%
Point Place	320	+6.7%	273	-4.2%	55	-5.2%	\$137,000	+14.2%	\$142,896	+17.5%
Wildwood/ Reynolds Corn.	401	-6.3%	345	-14.2%	53	-14.5%	\$145,000	+11.1%	\$163,715	+10.9%
Ottawa Hills	91	-20.9%	75	-21.1%	56	-17.6%	\$333,000	-9.4%	\$433,121	-0.3%
Ottawa Park/Westgate	300	-4.8%	269	-1.8%	53	+3.9%	\$149,000	-0.7%	\$156,093	+2.1%
Old West End	86	-10.2%	75	-19.0%	69	-13.8%	\$58,000	-11.0%	\$82,987	-13.7%
Old North End	226	+4.1%	136	-24.9%	60	+7.1%	\$38,000	+21.3%	\$44,864	+25.0%
Scott Park	243	-0.4%	176	-9.7%	61	+1.7%	\$68,500	-2.1%	\$80,509	+10.1%
Old South End	329	+6.1%	261	+13.5%	62	+6.9%	\$52,500	-12.5%	\$57,194	-3.9%
Heatherdowns/River Road	435	-13.0%	398	-11.0%	50	-5.7%	\$175,000	+12.9%	\$182,905	+11.1%
East River	311	+17.4%	230	+11.1%	58	-10.8%	\$49,000	+21.0%	\$50,533	+9.3%
Oregon	264	-9.6%	243	-13.2%	60	-14.3%	\$186,000	+3.7%	\$207,273	+2.4%
Perrysburg & Twp.	532	-20.1%	495	-19.1%	70	-2.8%	\$350,000	+16.7%	\$380,240	+14.8%
Northwood, Rossford, Lake	257	-23.7%	244	-17.6%	52	-16.1%	\$179,500	+14.3%	\$201,369	+1.6%
Bowling Green	193	-19.2%	190	-15.6%	43	-17.3%	\$247,000	+12.3%	\$254,307	+7.6%
Archbold	63	+10.5%	51	-8.9%	64	+1.6%	\$171,000	+4.3%	\$202,410	+1.5%
Bryan	201	-16.6%	188	-16.1%	66	-1.5%	\$152,000	+13.4%	\$183,330	+21.8%
Defiance	228	-18.6%	215	-5.7%	71	+10.9%	\$130,000	+1.4%	\$144,612	-5.7%
Findlay	694	-23.3%	649	-24.0%	60	-6.3%	\$225,000	+13.1%	\$265,644	+10.7%
Napoleon	156	+14.7%	137	+24.5%	67	-1.5%	\$158,000	+5.9%	\$181,432	+7.0%
Wauseon	151	+17.1%	115	-5.0%	62	-3.1%	\$192,500	+13.9%	\$208,826	+6.9%

Year In Review—2022

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.



School Districts

School District	2022 New Listings	% Change (2021)	2022 Sold	% Change (2021)	2022 DOM	% Change (2021)	2022 Median Sale \$	% Change (2021)	2022 Average Sale \$	% Change (2021)
Anthony Wayne	453	-10.1%	396	-13.9%	61	-15.3%	\$372,500	+4.7%	\$383,630	+2.2%
Archbold	63	+10.5%	51	-8.9%	64	+1.6%	\$171,000	+4.3%	\$202,410	+1.5%
Bowling Green	236	-16.6%	230	-11.2%	45	-13.5%	\$238,500	+10.9%	\$247,256	+6.0%
Bryan	196	-16.2%	183	-16.1	66	-1.5%	\$151,000	+12.7%	\$182,970	+21.0%
Defiance	221	-18.1%	203	-10.2%	69	+7.8%	\$129,000	-0.8%	\$144,143	-4.2%
Findlay	604	-23.0%	568	-21.3%	58	-7.9%	\$200,000	+9.9%	\$244,094	+11.8%
Fostoria	157	-3.7%	126	-20.3%	66	-7.0%	\$120,000	+18.8%	\$123,461	+20.6%
Maumee	263	-17.3%	245	-18.1%	45	-16.7%	\$185,000	+9.8%	\$204,606	+7.5%
Napoleon	184	+18.7%	164	+32.3%	67	-1.5%	\$55,000	+3.9%	\$182,640	+6.8%
Northwood	70	-9.1%	63	-14.9%	50	-24.2%	\$164,950	+7.8%	\$175,839	+5.4%
Oregon	281	-8.2%	261	-8.7%	59	-14.5%	\$186,000	+3.4%	\$202,017	+3.1%
Ottawa Hills	690	-21.7%	74	-22.1%	57	-16.2%	\$322,000	-12.4%	\$434,090	—
Paulding	95	-1.0%	84	+9.1%	75	+8.7%	\$127,600	+16.0%	\$135,372	+14.2%
Perrysburg	455	-20.6%	435	-17.8%	73	—	\$355,000	+16.4%	\$384,929	+15.4%
Pike-Delta-York	90	+7.1%	75	-7.4%	57	-12.3%	\$189,000	+1.4%	\$202,784	+3.5%
Rosford	154	-27.0%	137	-20.8%	51	-17.7%	\$210,500	+12.0%	\$247,104	+16.3%
Springfield	310	-14.1%	272	-18.8%	51	-20.3%	\$271,500	+4.0%	\$274,497	+0.2%
Swanton	112	-15.2%	103	-14.9%	53	-13.1%	\$186,250	-1.5%	\$213,134	+3.6%
Sylvania	761	-13.0%	680	-15.0%	58	-9.4%	\$290,000	+9.4%	\$306,816	+7.7%
Toledo	3,261	-1.0%	2,644	-6.7%	55	-5.2%	\$100,000	+7.5%	\$109,282	+6.7%
Upper Sandusky	76	+4.1%	61	-3.2%	90	+8.4%	\$175,000	+16.7%	\$173,364	+5.4%
Washington Local	731	-1.5%	630	-6.0%	51	-3.8%	\$150,000	+8.7%	\$154,306	+9.1%
Wauseon	130	+16.1%	98	-7.5%	60	-3.2%	\$192,500	+17.1%	\$210,823	+14.2%