

Local Market Update – November 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Single Family Key Metrics	November			Year to Date		
	2019	2020	% Change	Thru 11 2019	Thru 11 2020	% Change
New Listings	130	122	-6.2%	1,918	1,712	-10.7%
Closed Sales	138	152	+10.1%	1,479	1,571	+6.2%
Days on Market	107	75	-29.9%	89	91	+2.2%
Median Sales Price*	\$114,000	\$142,850	+25.3%	\$115,000	\$129,900	+13.0%
Average Sales Price*	\$125,419	\$158,778	+26.6%	\$128,307	\$141,644	+10.4%
Percent of List Price Received*	97.7%	100.0%	+2.4%	97.9%	98.9%	+1.0%
Months Supply of Inventory	5	3	-40.0%	---	---	---
Total Volume (in 1'000s)	\$17,308	\$23,134	+33.7%	\$189,766	\$222,522	+17.3%

Condo-Villa Key Metrics	November			Year to Date		
	2019	2020	% Change	Thru 11 2019	Thru 11 2020	% Change
New Listings	3	7	+133.0%	37	49	+32.4%
Closed Sales	2	3	+50.0%	36	36	---
Days on Market	212	89	-58.0%	109	87	-20.2%
Median Sales Price*	\$209,450	\$160,371	-23.4%	\$148,500	\$148,450	---
Average Sales Price*	\$209,450	\$145,790	-30.4%	\$147,442	\$150,571	+2.1%
Percent of List Price Received*	95.8%	100.0%	+4.4%	99.0%	99.0%	---
Months Supply of Inventory	4	5	+25.0%	---	---	---
Total Volume	\$418,900	\$437,371	+4.4%	\$5,307,900	\$4,955,396	-6.6%

*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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		842	797	- 5.3%	13,043	11,797	- 9.6%
Pending Sales		759	962	+ 26.7%	10,061	10,323	+ 2.6%
Closed Sales		819	945	+ 15.4%	10,005	10,178	+ 1.7%
Days on Market Until Sale		82	68	- 17.1%	82	79	- 3.7%
Median Sales Price		\$130,000	\$155,000	+ 19.2%	\$134,900	\$147,000	+ 9.0%
Average Sales Price		\$154,430	\$182,341	+ 18.1%	\$160,150	\$172,625	+ 7.8%
Percent of List Price Received		97.0%	99.2%	+ 2.3%	96.8%	98.1%	+ 1.3%
Housing Affordability Index		245	218	- 11.0%	236	229	- 3.0%
Inventory of Homes for Sale		3,105	2,118	- 31.8%	—	—	—
Months Supply of Inventory		3.5	2.3	- 34.3%	—	—	—

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Defiance

MLS Area 61: 43512

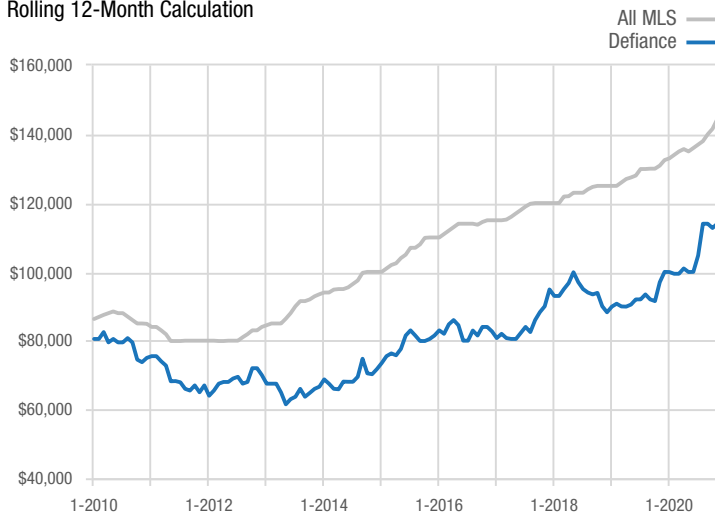
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	13	23	+ 76.9%	250	216	- 13.6%
Pending Sales	21	16	- 23.8%	191	199	+ 4.2%
Closed Sales	21	20	- 4.8%	186	198	+ 6.5%
Days on Market Until Sale	67	65	- 3.0%	78	82	+ 5.1%
Median Sales Price*	\$98,000	\$116,125	+ 18.5%	\$100,000	\$116,125	+ 16.1%
Average Sales Price*	\$103,788	\$131,701	+ 26.9%	\$112,003	\$120,949	+ 8.0%
Percent of List Price Received*	99.0%	98.1%	- 0.9%	97.0%	97.1%	+ 0.1%
Inventory of Homes for Sale	61	43	- 29.5%	—	—	—
Months Supply of Inventory	3.7	2.4	- 35.1%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	1	2	+ 100.0%	8	17	+ 112.5%
Pending Sales	1	2	+ 100.0%	9	12	+ 33.3%
Closed Sales	0	2	—	9	11	+ 22.2%
Days on Market Until Sale	—	107	—	116	94	- 19.0%
Median Sales Price*	—	\$111,186	—	\$139,900	\$153,821	+ 10.0%
Average Sales Price*	—	\$111,186	—	\$120,522	\$138,609	+ 15.0%
Percent of List Price Received*	—	93.2%	—	99.6%	96.9%	- 2.7%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	1.2	+ 71.4%	—	—	—

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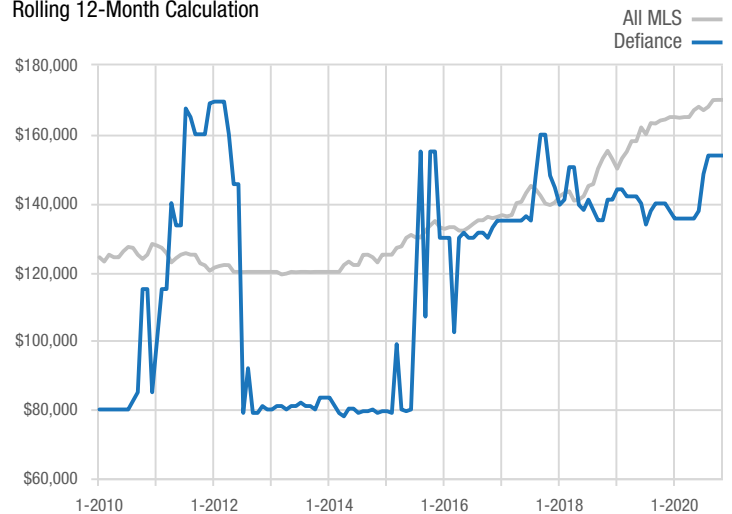
Median Sales Price - Single Family

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.

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Napoleon

MLS Area 76: 43545

Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	14	7	- 50.0%	137	107	- 21.9%
Pending Sales	7	18	+ 157.1%	100	109	+ 9.0%
Closed Sales	5	16	+ 220.0%	95	103	+ 8.4%
Days on Market Until Sale	83	76	- 8.4%	81	88	+ 8.6%
Median Sales Price*	\$154,450	\$129,500	- 16.2%	\$136,000	\$137,750	+ 1.3%
Average Sales Price*	\$162,475	\$145,694	- 10.3%	\$144,421	\$151,898	+ 5.2%
Percent of List Price Received*	97.2%	99.1%	+ 2.0%	97.3%	97.9%	+ 0.6%
Inventory of Homes for Sale	34	18	- 47.1%	—	—	—
Months Supply of Inventory	3.9	1.9	- 51.3%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	1	0	- 100.0%	3	3	0.0%
Days on Market Until Sale	421	—	—	192	79	- 58.9%
Median Sales Price*	\$174,000	—	—	\$174,000	\$120,000	- 31.0%
Average Sales Price*	\$174,000	—	—	\$187,333	\$128,333	- 31.5%
Percent of List Price Received*	91.6%	—	—	94.2%	96.6%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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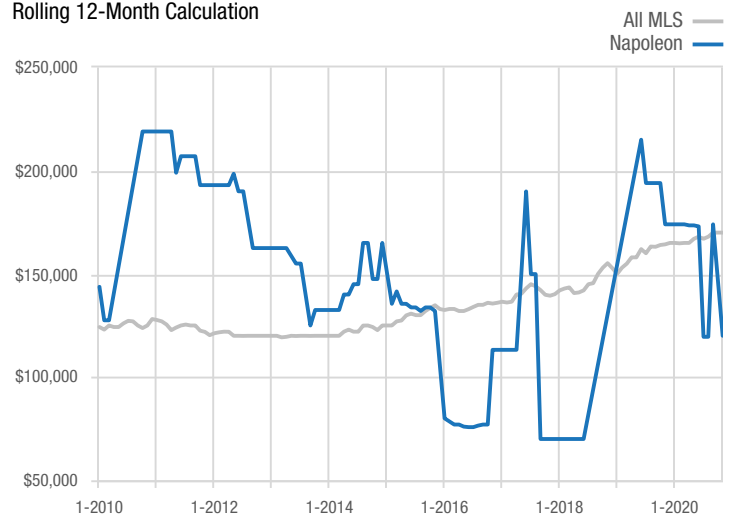
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

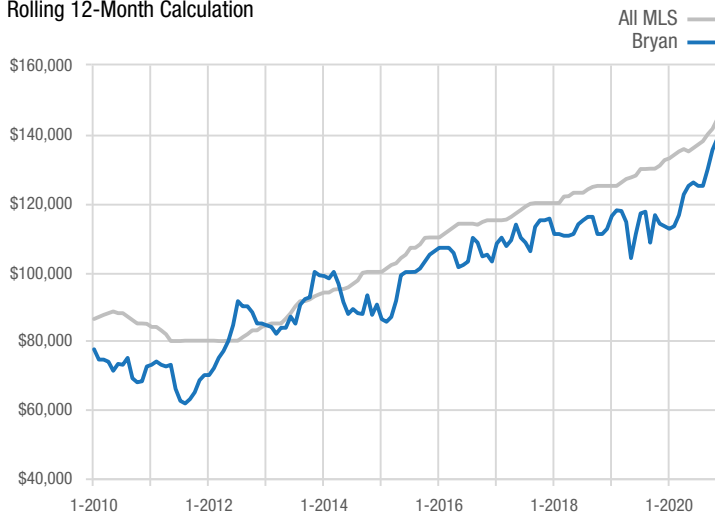
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	20	14	- 30.0%	219	187	- 14.6%
Pending Sales	13	15	+ 15.4%	184	177	- 3.8%
Closed Sales	14	13	- 7.1%	182	175	- 3.8%
Days on Market Until Sale	120	53	- 55.8%	82	88	+ 7.3%
Median Sales Price*	\$97,000	\$165,000	+ 70.1%	\$113,275	\$139,700	+ 23.3%
Average Sales Price*	\$113,254	\$185,584	+ 63.9%	\$123,843	\$152,018	+ 22.8%
Percent of List Price Received*	94.4%	98.2%	+ 4.0%	97.0%	97.5%	+ 0.5%
Inventory of Homes for Sale	57	35	- 38.6%	—	—	—
Months Supply of Inventory	3.5	2.2	- 37.1%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	2	—	4	7	+ 75.0%
Pending Sales	0	0	—	4	4	0.0%
Closed Sales	0	1	—	4	4	0.0%
Days on Market Until Sale	—	55	—	77	77	0.0%
Median Sales Price*	—	\$215,000	—	\$177,500	\$168,750	- 4.9%
Average Sales Price*	—	\$215,000	—	\$168,000	\$156,625	- 6.8%
Percent of List Price Received*	—	100.0%	—	97.6%	95.1%	- 2.6%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	2.3	—	—	—	—

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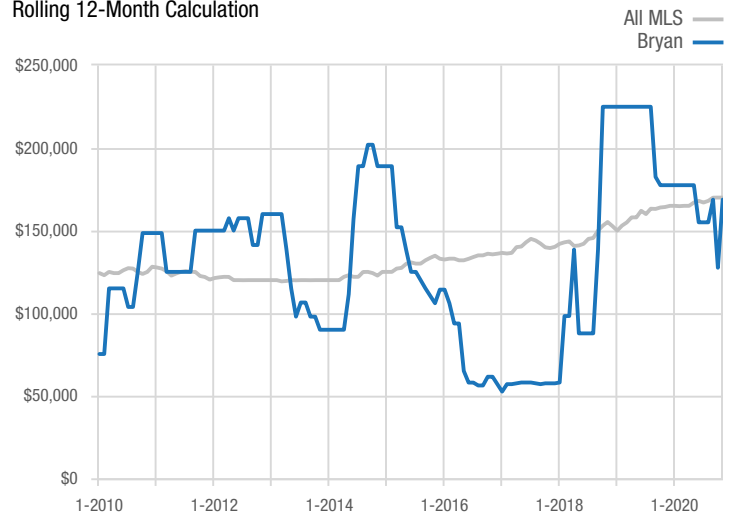
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

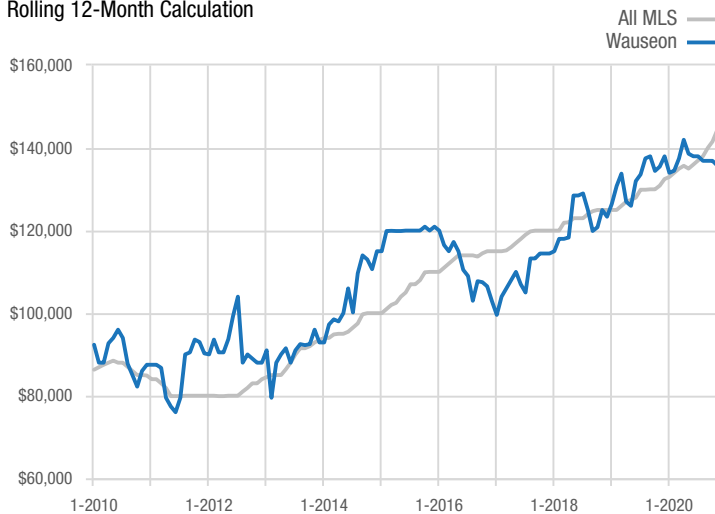
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	8	8	0.0%	97	127	+ 30.9%
Pending Sales	7	18	+ 157.1%	83	118	+ 42.2%
Closed Sales	6	14	+ 133.3%	85	113	+ 32.9%
Days on Market Until Sale	48	65	+ 35.4%	96	77	- 19.8%
Median Sales Price*	\$150,450	\$133,750	- 11.1%	\$138,000	\$135,000	- 2.2%
Average Sales Price*	\$158,192	\$150,800	- 4.7%	\$153,357	\$141,267	- 7.9%
Percent of List Price Received*	97.7%	99.6%	+ 1.9%	96.8%	98.0%	+ 1.2%
Inventory of Homes for Sale	25	19	- 24.0%	—	—	—
Months Supply of Inventory	3.3	1.9	- 42.4%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	0	0	—	6	2	- 66.7%
Pending Sales	0	0	—	5	3	- 40.0%
Closed Sales	0	0	—	5	3	- 40.0%
Days on Market Until Sale	—	—	—	94	127	+ 35.1%
Median Sales Price*	—	—	—	\$148,500	\$62,500	- 57.9%
Average Sales Price*	—	—	—	\$131,300	\$69,800	- 46.8%
Percent of List Price Received*	—	—	—	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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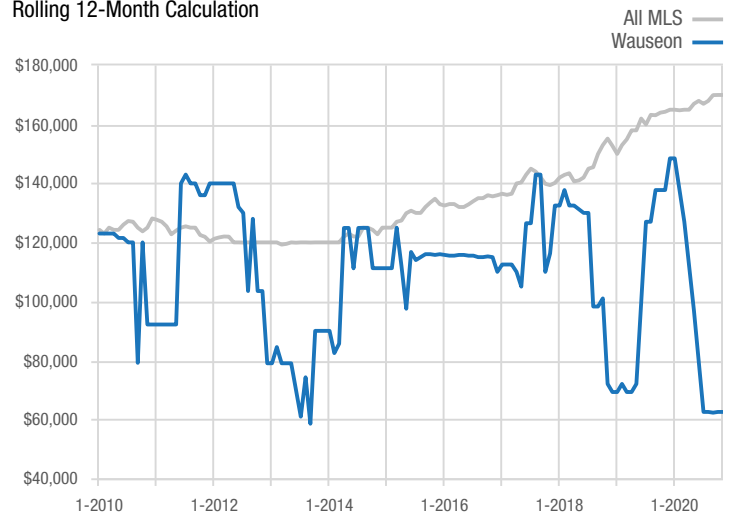
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

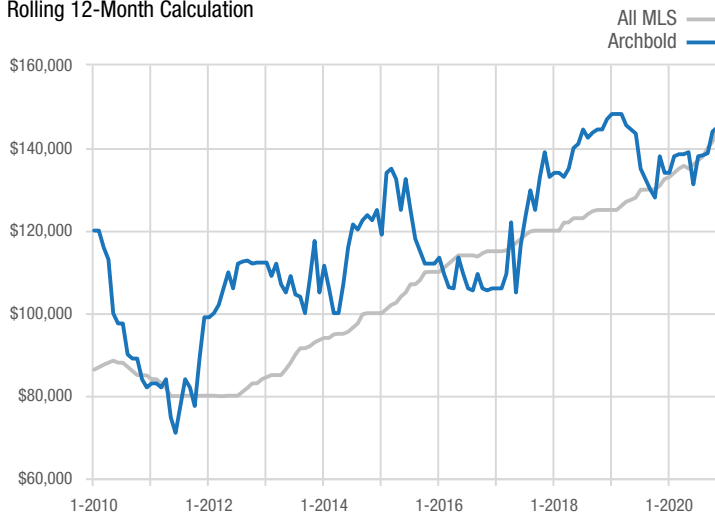
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	5	1	- 80.0%	65	64	- 1.5%
Pending Sales	4	10	+ 150.0%	48	69	+ 43.8%
Closed Sales	2	11	+ 450.0%	47	69	+ 46.8%
Days on Market Until Sale	110	82	- 25.5%	99	100	+ 1.0%
Median Sales Price*	\$262,500	\$171,777	- 34.6%	\$138,000	\$145,000	+ 5.1%
Average Sales Price*	\$262,500	\$209,616	- 20.1%	\$151,566	\$180,111	+ 18.8%
Percent of List Price Received*	100.0%	98.4%	- 1.6%	96.2%	98.1%	+ 2.0%
Inventory of Homes for Sale	20	7	- 65.0%	—	—	—
Months Supply of Inventory	4.8	1.2	- 75.0%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	3	—	2	7	+ 250.0%
Pending Sales	0	2	—	1	5	+ 400.0%
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	2	—	—	—	—
Months Supply of Inventory	—	1.2	—	—	—	—

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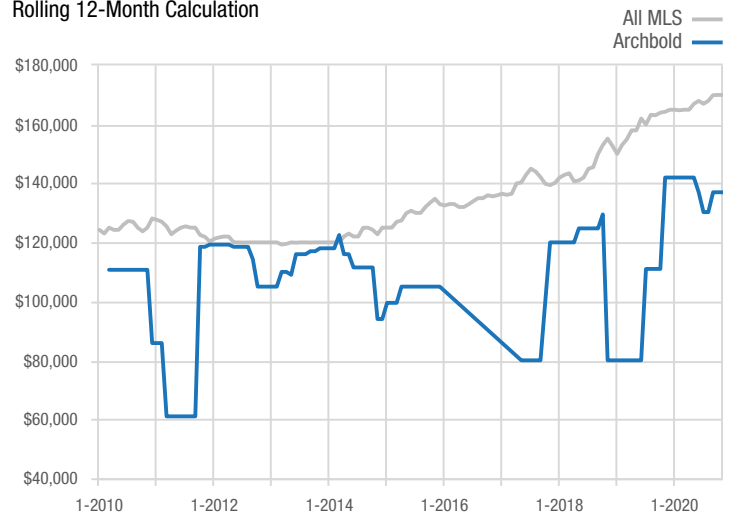
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

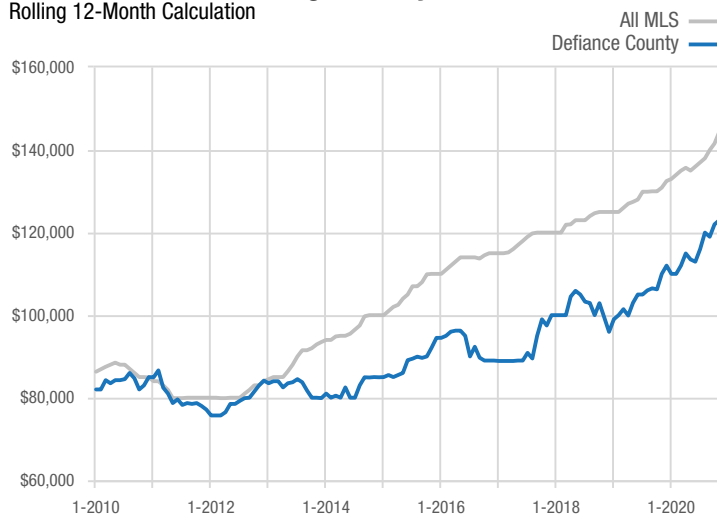
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	28	39	+ 39.3%	469	405	- 13.6%
Pending Sales	34	35	+ 2.9%	365	366	+ 0.3%
Closed Sales	40	37	- 7.5%	363	362	- 0.3%
Days on Market Until Sale	80	72	- 10.0%	78	87	+ 11.5%
Median Sales Price*	\$107,000	\$123,350	+ 15.3%	\$112,000	\$124,500	+ 11.2%
Average Sales Price*	\$107,617	\$141,154	+ 31.2%	\$125,070	\$132,712	+ 6.1%
Percent of List Price Received*	95.3%	97.9%	+ 2.7%	96.8%	97.1%	+ 0.3%
Inventory of Homes for Sale	126	86	- 31.7%	—	—	—
Months Supply of Inventory	3.9	2.6	- 33.3%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	2	1	- 50.0%	20	24	+ 20.0%
Pending Sales	1	2	+ 100.0%	16	20	+ 25.0%
Closed Sales	0	2	—	17	19	+ 11.8%
Days on Market Until Sale	—	107	—	93	95	+ 2.2%
Median Sales Price*	—	\$111,186	—	\$139,900	\$153,821	+ 10.0%
Average Sales Price*	—	\$111,186	—	\$134,829	\$134,573	- 0.2%
Percent of List Price Received*	—	93.2%	—	98.7%	97.8%	- 0.9%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	2.8	1.2	- 57.1%	—	—	—

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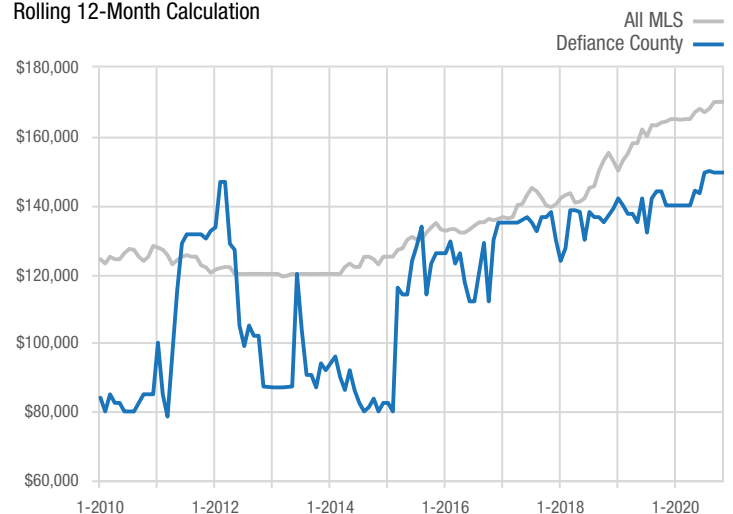
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Fulton County

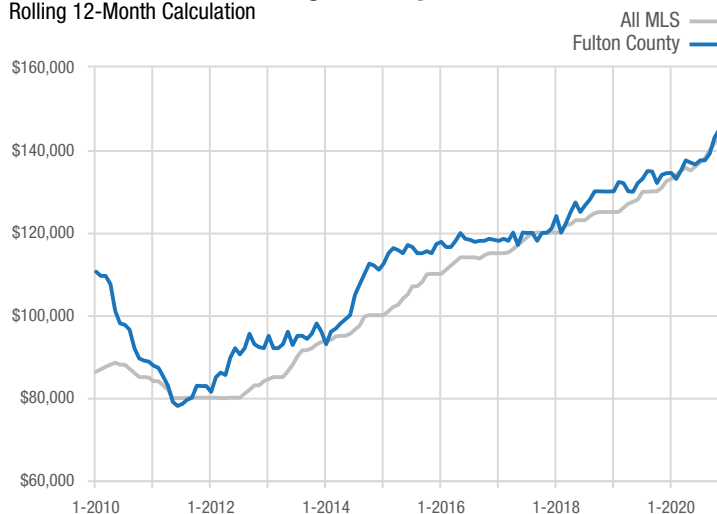
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	31	28	- 9.7%	406	440	+ 8.4%
Pending Sales	33	50	+ 51.5%	319	404	+ 26.6%
Closed Sales	34	39	+ 14.7%	318	389	+ 22.3%
Days on Market Until Sale	84	73	- 13.1%	89	83	- 6.7%
Median Sales Price*	\$127,400	\$165,000	+ 29.5%	\$135,000	\$149,950	+ 11.1%
Average Sales Price*	\$151,383	\$185,202	+ 22.3%	\$154,401	\$164,879	+ 6.8%
Percent of List Price Received*	97.4%	99.7%	+ 2.4%	97.0%	98.6%	+ 1.6%
Inventory of Homes for Sale	106	74	- 30.2%	—	—	—
Months Supply of Inventory	3.8	2.1	- 44.7%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	1	4	+ 300.0%	9	12	+ 33.3%
Pending Sales	1	3	+ 200.0%	9	11	+ 22.2%
Closed Sales	1	0	- 100.0%	9	8	- 11.1%
Days on Market Until Sale	3	—	—	110	72	- 34.5%
Median Sales Price*	\$244,900	—	—	\$155,000	\$130,250	- 16.0%
Average Sales Price*	\$244,900	—	—	\$171,589	\$131,500	- 23.4%
Percent of List Price Received*	100.0%	—	—	97.5%	97.4%	- 0.1%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	1.5	+ 114.3%	—	—	—

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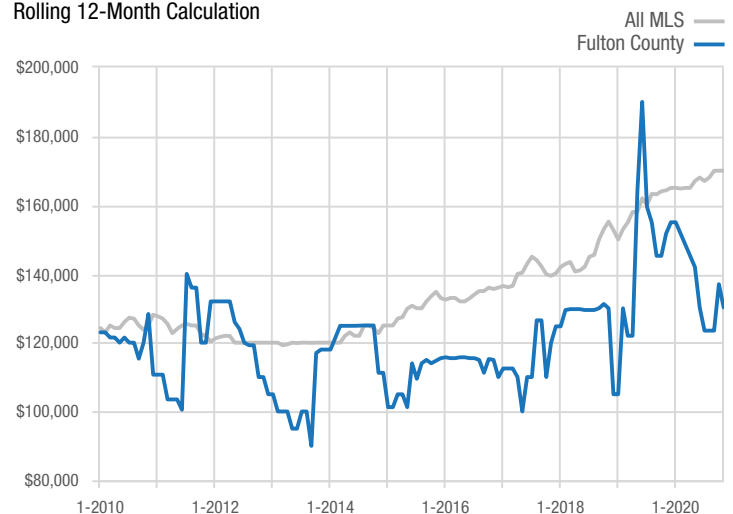
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

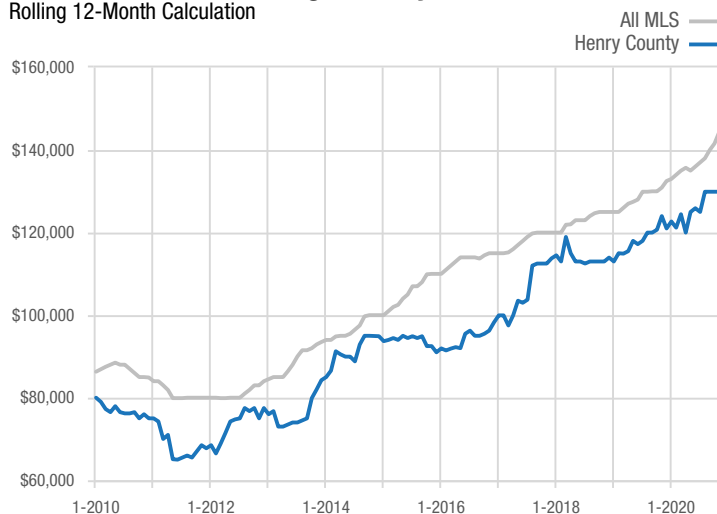
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	21	16	- 23.8%	257	224	- 12.8%
Pending Sales	12	31	+ 158.3%	192	210	+ 9.4%
Closed Sales	12	29	+ 141.7%	187	203	+ 8.6%
Days on Market Until Sale	83	85	+ 2.4%	88	87	- 1.1%
Median Sales Price*	\$124,000	\$131,500	+ 6.0%	\$121,400	\$131,900	+ 8.6%
Average Sales Price*	\$148,882	\$143,600	- 3.5%	\$135,055	\$146,921	+ 8.8%
Percent of List Price Received*	96.7%	99.2%	+ 2.6%	96.5%	97.7%	+ 1.2%
Inventory of Homes for Sale	68	39	- 42.6%	—	—	—
Months Supply of Inventory	4.0	2.1	- 47.5%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	1	0	- 100.0%	3	3	0.0%
Days on Market Until Sale	421	—	—	192	79	- 58.9%
Median Sales Price*	\$174,000	—	—	\$174,000	\$120,000	- 31.0%
Average Sales Price*	\$174,000	—	—	\$187,333	\$128,333	- 31.5%
Percent of List Price Received*	91.6%	—	—	94.2%	96.6%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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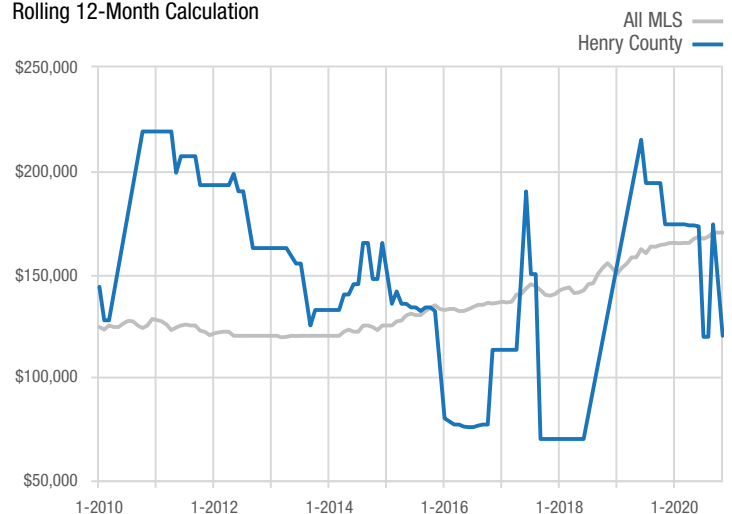
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – November 2020

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Paulding County

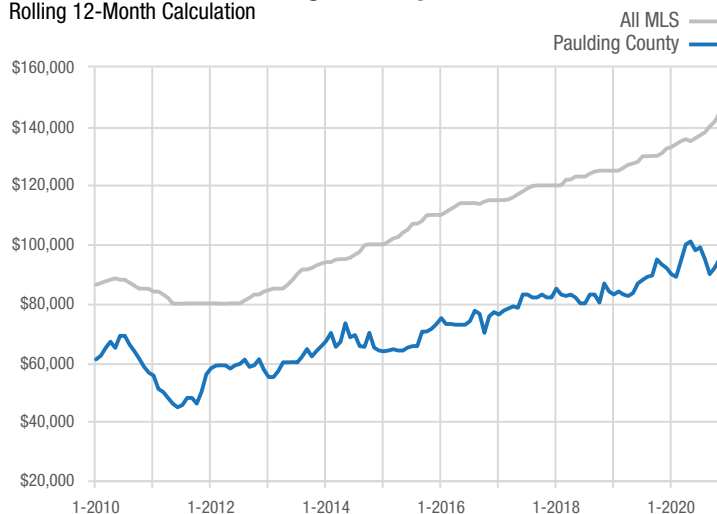
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	7	7	0.0%	175	119	- 32.0%
Pending Sales	4	12	+ 200.0%	120	121	+ 0.8%
Closed Sales	4	9	+ 125.0%	121	124	+ 2.5%
Days on Market Until Sale	66	71	+ 7.6%	87	97	+ 11.5%
Median Sales Price*	\$92,500	\$164,000	+ 77.3%	\$94,900	\$96,750	+ 1.9%
Average Sales Price*	\$92,975	\$231,522	+ 149.0%	\$107,005	\$114,010	+ 6.5%
Percent of List Price Received*	94.3%	97.3%	+ 3.2%	95.3%	95.4%	+ 0.1%
Inventory of Homes for Sale	51	18	- 64.7%	—	—	—
Months Supply of Inventory	4.6	1.6	- 65.2%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	63	82	+ 30.2%
Median Sales Price*	—	—	—	\$92,500	\$135,000	+ 45.9%
Average Sales Price*	—	—	—	\$92,500	\$135,000	+ 45.9%
Percent of List Price Received*	—	—	—	94.9%	97.9%	+ 3.2%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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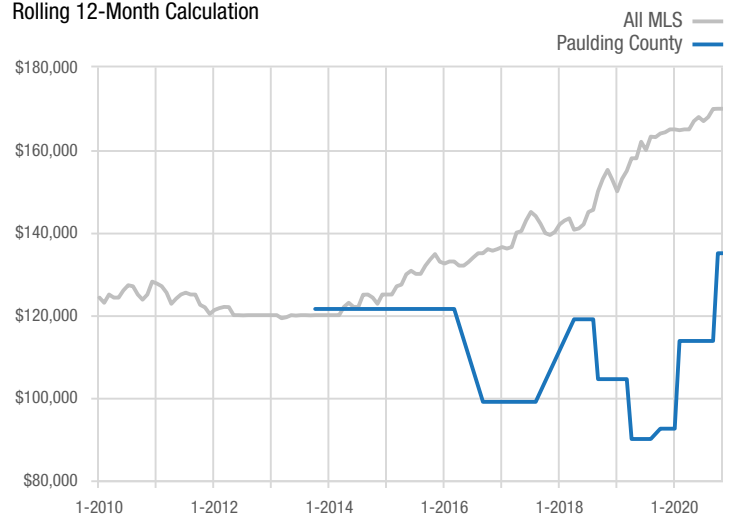
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

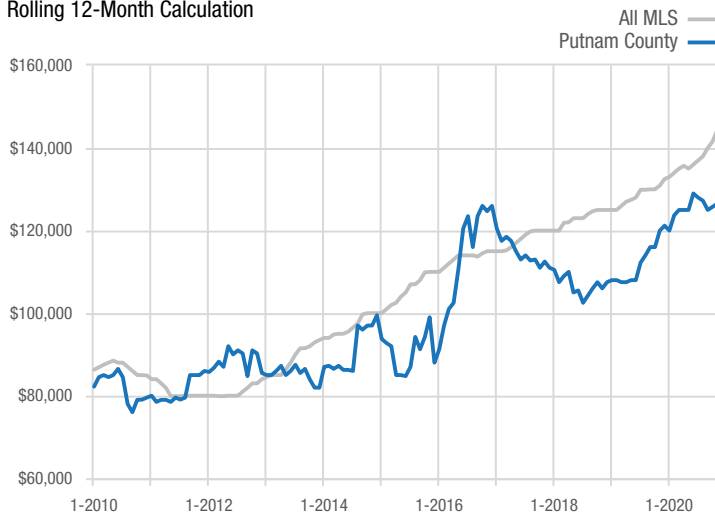
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	4	+ 33.3%	119	100	- 16.0%
Pending Sales	2	6	+ 200.0%	96	101	+ 5.2%
Closed Sales	2	7	+ 250.0%	100	100	0.0%
Days on Market Until Sale	93	121	+ 30.1%	111	117	+ 5.4%
Median Sales Price*	\$160,500	\$138,000	- 14.0%	\$119,100	\$125,000	+ 5.0%
Average Sales Price*	\$160,500	\$143,500	- 10.6%	\$130,646	\$146,573	+ 12.2%
Percent of List Price Received*	95.6%	99.1%	+ 3.7%	96.3%	95.8%	- 0.5%
Inventory of Homes for Sale	44	20	- 54.5%	—	—	—
Months Supply of Inventory	5.1	2.2	- 56.9%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
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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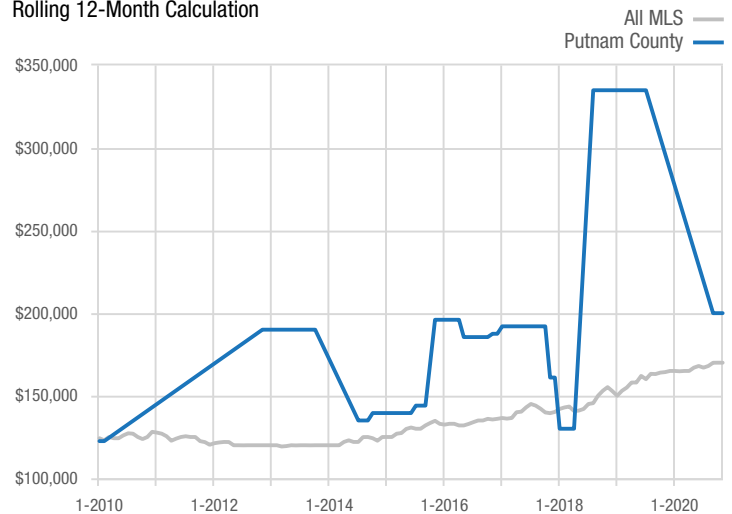
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

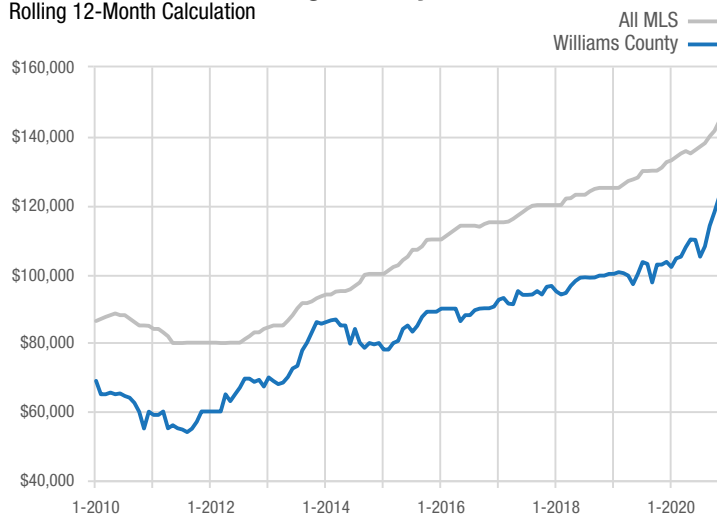
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	40	27	- 32.5%	493	424	- 14.0%
Pending Sales	40	29	- 27.5%	397	394	- 0.8%
Closed Sales	46	31	- 32.6%	390	393	+ 0.8%
Days on Market Until Sale	96	62	- 35.4%	88	96	+ 9.1%
Median Sales Price*	\$114,500	\$150,000	+ 31.0%	\$102,250	\$123,000	+ 20.3%
Average Sales Price*	\$124,260	\$146,235	+ 17.7%	\$114,107	\$133,124	+ 16.7%
Percent of List Price Received*	96.4%	98.1%	+ 1.8%	96.8%	97.1%	+ 0.3%
Inventory of Homes for Sale	129	83	- 35.7%	—	—	—
Months Supply of Inventory	3.6	2.4	- 33.3%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	2	—	4	7	+ 75.0%
Pending Sales	0	0	—	4	4	0.0%
Closed Sales	0	1	—	6	4	- 33.3%
Days on Market Until Sale	—	55	—	119	77	- 35.3%
Median Sales Price*	—	\$215,000	—	\$122,500	\$168,750	+ 37.8%
Average Sales Price*	—	\$215,000	—	\$136,167	\$156,625	+ 15.0%
Percent of List Price Received*	—	100.0%	—	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	2.3	—	—	—	—

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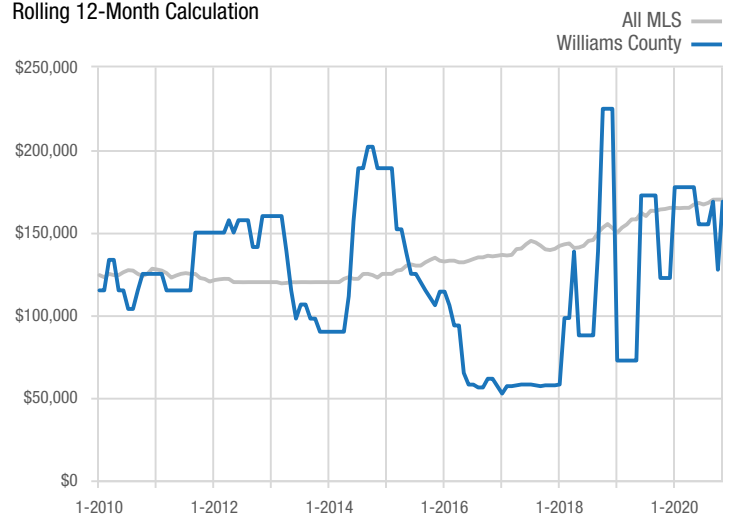
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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