

Local Market Update – 3rd Quarter

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Single Family Homes

Lucas & Upper Wood County	3 rd Quarter		
	2020	2021	% Change
Key Metrics			
New Listings	2,136	2,340	+9.6%
	1,986	1,933	-2.7%
Days on Market	68	56	-17.7%
Median Sales Price*	\$151,000	\$163,500	+8.3%
Average Sales Price*	\$180,087	\$197,424	+9.6%
Percent of List Price Received*	100%	101%	+1.0%
Total Volume	\$357,580,980	\$381,479,975	+6.7%

Hancock & Wyandot Counties	3 rd Quarter		
	2020	2021	% Change
Key Metrics			
New Listings	363	420	+15.7%
Closed Sales	304	321	+5.6%
Days on Market	70	57	-18.6%
Median Sales Price*	\$184,450	\$195,400	+5.9%
Average Sales Price*	\$215,671	\$235,416	+9.2%
Percent of List Price Received*	98%	99%	+1.0%
Total Volume	\$65,563,921	\$75,568,493	+15.3%

Western Counties	3 rd Quarter		
	2020	2021	% Change
Key Metrics			
New Listings	523	633	+21.0%
Closed Sales	478	496	+3.8%
Days on Market	90	62	-31.1%
Median Sales Price*	\$135,000	\$150,000	+11.1%
Average Sales Price*	\$149,281	\$166,502	+11.5%
Percent of List Price Received*	99%	99%	---
Total Volume	\$71,356,527	\$82,584,889	+15.7%

*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.

Marketwatch Report

Q3-2021



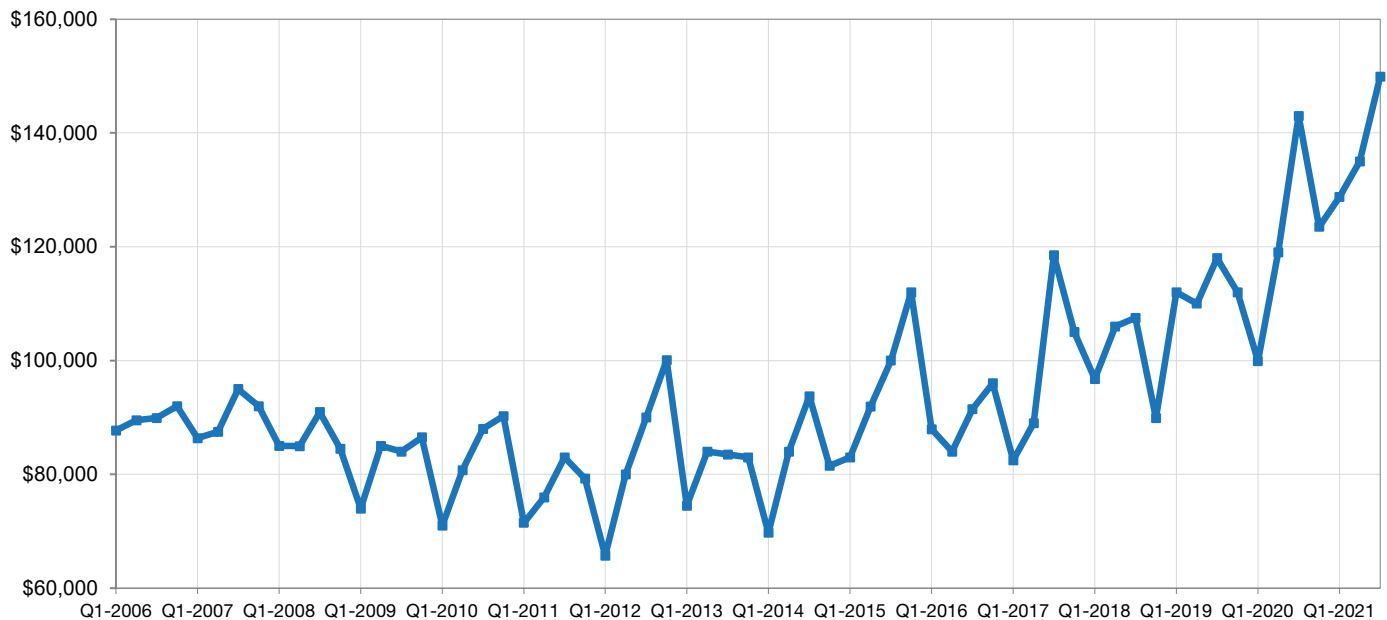
Defiance County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$149,900	+ 4.8%
Average Sales Price	\$170,840	+ 17.8%
Pct. of Orig. Price Rec'd.	99.5%	+ 3.5%
Homes for Sale	93	+ 3.3%
Closed Sales	139	+ 31.1%
Months Supply	2.5	- 6.3%
Days on Market	57	- 34.1%

Market Activity



Historical Median Sales Price for Defiance County



Defiance County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43506	\$139,400	- 7.1%	97.3%	+ 0.9%	62	- 32.3%	58	+ 13.7%
43512	\$150,000	+ 5.1%	99.9%	+ 3.1%	56	- 33.2%	103	+ 8.4%
43517	\$198,750	+ 37.8%	100.5%	+ 8.1%	62	- 35.9%	4	- 66.7%
43526	\$134,550	+ 13.3%	96.1%	+ 9.1%	70	- 51.3%	18	+ 125.0%
43527	\$140,000	+ 32.7%	112.0%	+ 14.5%	46	- 15.8%	1	- 80.0%
43536	\$0	--	0.0%	--	0	--	0	--
43548	\$130,000	- 37.3%	100.0%	+ 3.9%	150	+ 15.4%	1	- 50.0%
43549	\$168,000	--	97.3%	--	51	--	4	--
43556	\$142,450	+ 9.2%	103.1%	+ 0.6%	46	- 54.0%	8	+ 300.0%
45821	\$166,000	+ 43.7%	100.9%	+ 10.9%	60	+ 7.1%	2	- 33.3%

Marketwatch Report

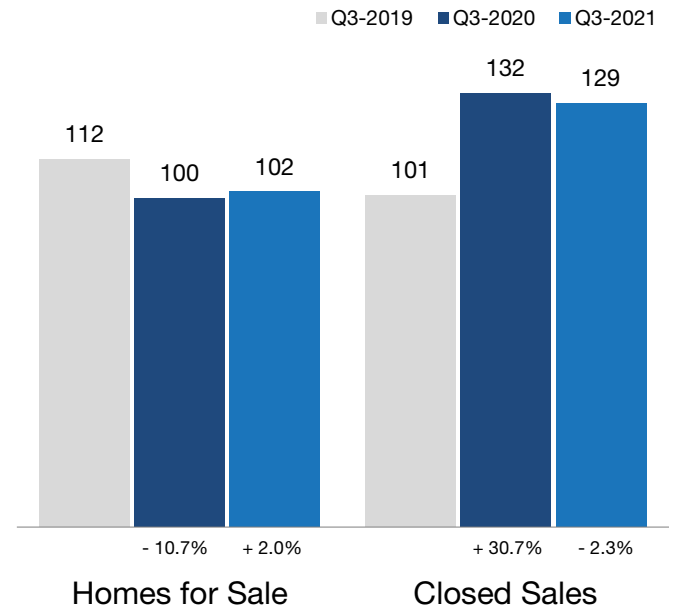
Q3-2021



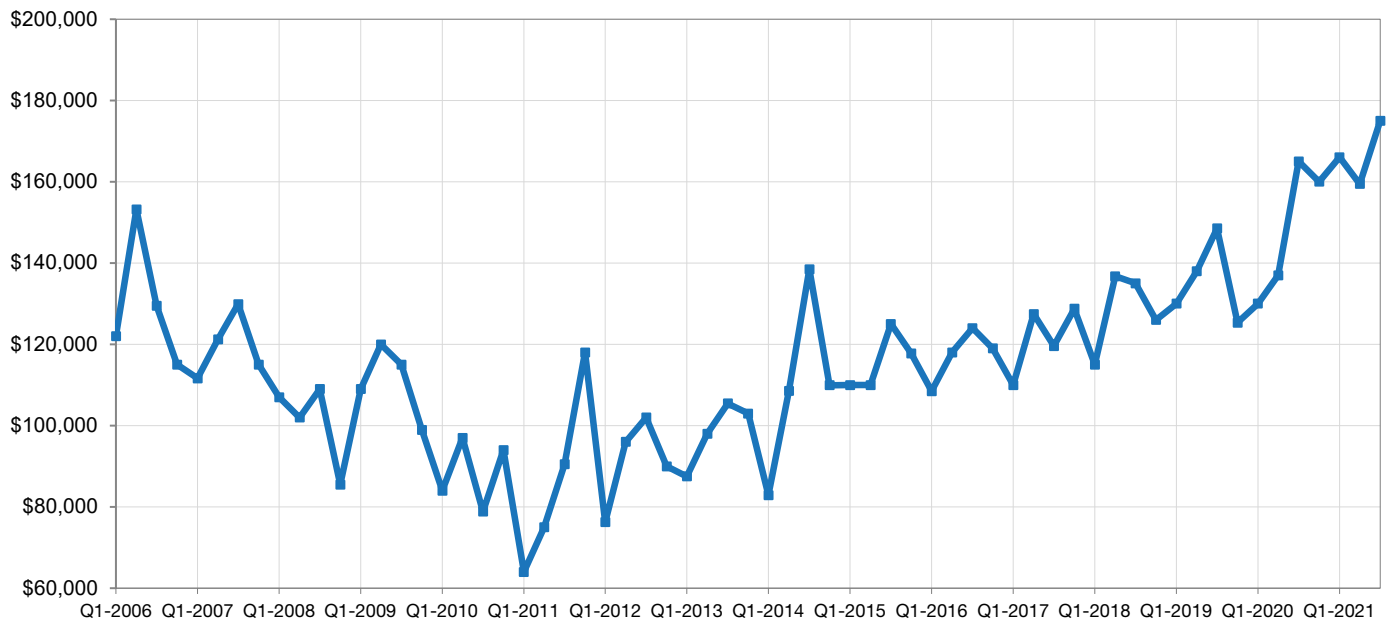
Fulton County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$175,000	+ 6.1%
Average Sales Price	\$197,704	+ 10.7%
Pct. of Orig. Price Rec'd.	98.7%	+ 2.3%
Homes for Sale	102	+ 2.0%
Closed Sales	129	- 2.3%
Months Supply	2.7	- 12.2%
Days on Market	57	- 31.9%

Market Activity



Historical Median Sales Price for Fulton County



Marketwatch Report

Q3-2021



Fulton County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43502	\$175,000	+ 10.1%	96.6%	+ 0.2%	69	- 33.2%	18	- 21.7%
43504	\$292,500	+ 22.9%	99.4%	+ 2.0%	49	- 44.4%	4	+ 100.0%
43515	\$212,200	+ 41.5%	100.1%	+ 3.4%	57	- 20.1%	24	- 4.0%
43521	\$86,750	--	96.2%	--	72	--	7	--
43532	\$150,000	- 15.5%	103.3%	+ 8.6%	44	- 45.5%	3	- 50.0%
43533	\$192,500	+ 60.4%	89.5%	- 1.0%	77	- 6.8%	4	+ 33.3%
43540	\$131,775	- 53.2%	96.0%	- 3.7%	76	+ 60.1%	3	- 25.0%
43557	\$133,250	+ 5.8%	99.3%	+ 7.2%	46	- 72.9%	12	+ 100.0%
43558	\$219,000	+ 5.0%	101.9%	+ 4.4%	47	- 43.3%	42	+ 7.7%
43567	\$164,639	+ 15.9%	98.8%	+ 3.5%	54	- 35.4%	36	- 23.4%
43570	\$175,000	+ 35.8%	99.0%	+ 1.9%	54	- 26.1%	5	- 54.5%

Marketwatch Report

Q3-2021



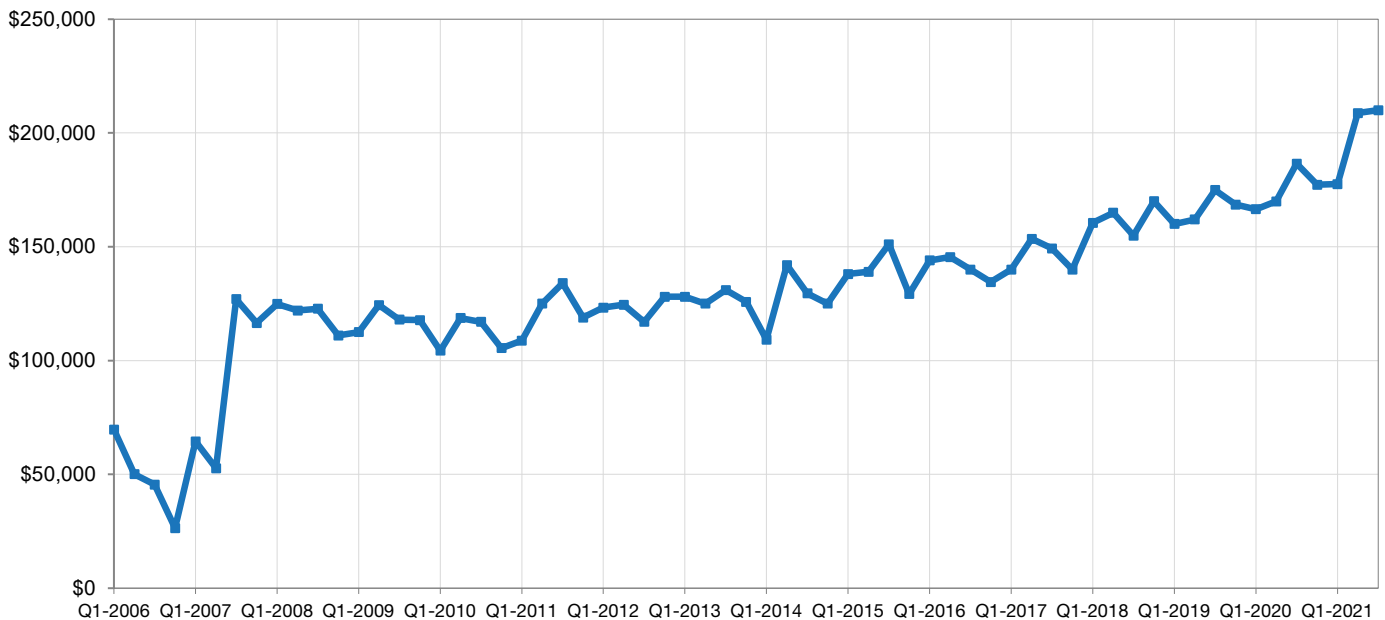
Hancock County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$210,000	+ 12.6%
Average Sales Price	\$242,653	+ 9.8%
Pct. of Orig. Price Rec'd.	97.9%	+ 0.9%
Homes for Sale	263	+ 4.4%
Closed Sales	315	+ 6.4%
Months Supply	2.8	- 8.8%
Days on Market	56	- 13.8%

Market Activity



Historical Median Sales Price for Hancock County



Marketwatch Report

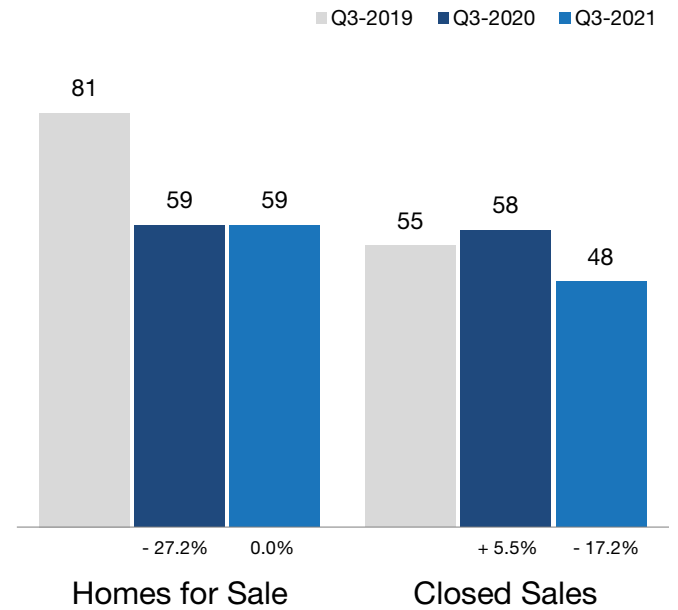
Q3-2021



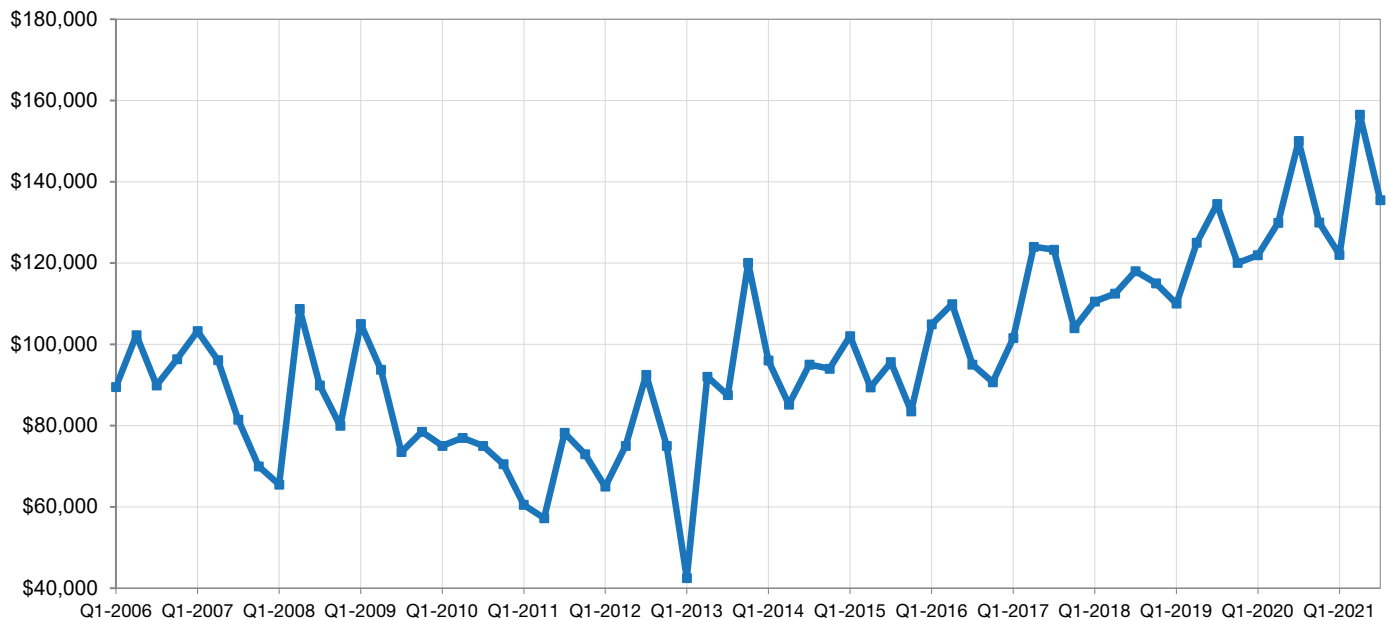
Henry County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$135,500	- 9.7%
Average Sales Price	\$150,189	- 5.8%
Pct. of Orig. Price Rec'd.	99.7%	+ 0.8%
Homes for Sale	59	0.0%
Closed Sales	48	- 17.2%
Months Supply	3.3	0.0%
Days on Market	55	- 27.5%

Market Activity



Historical Median Sales Price for Henry County



Marketwatch Report

Q3-2021



Henry County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43502	\$175,000	+ 10.1%	96.6%	+ 0.2%	69	- 33.2%	18	- 21.7%
43511	\$140,000	+ 75.0%	105.3%	+ 4.5%	56	- 63.2%	3	- 25.0%
43516	\$135,000	- 8.0%	97.4%	- 7.7%	66	+ 44.3%	5	+ 25.0%
43522	\$240,000	+ 24.7%	104.8%	- 0.2%	46	- 28.6%	15	+ 87.5%
43524	\$180,000	- 8.2%	100.0%	- 0.2%	55	- 8.9%	3	+ 50.0%
43527	\$140,000	+ 32.7%	112.0%	+ 14.5%	46	- 15.8%	1	- 80.0%
43532	\$150,000	- 15.5%	103.3%	+ 8.6%	44	- 45.5%	3	- 50.0%
43534	\$115,000	- 4.2%	100.1%	+ 4.3%	37	- 24.5%	1	0.0%
43545	\$136,000	- 7.8%	99.4%	+ 0.4%	53	- 36.0%	31	- 13.9%
43545	\$136,000	- 7.8%	99.4%	+ 0.4%	53	- 36.0%	31	- 13.9%
43548	\$130,000	- 37.3%	100.0%	+ 3.9%	150	+ 15.4%	1	- 50.0%
43557	\$133,250	+ 5.8%	99.3%	+ 7.2%	46	- 72.9%	12	+ 100.0%
45856	\$140,000	+ 21.8%	97.0%	+ 3.1%	110	- 17.2%	7	- 12.5%

Marketwatch Report

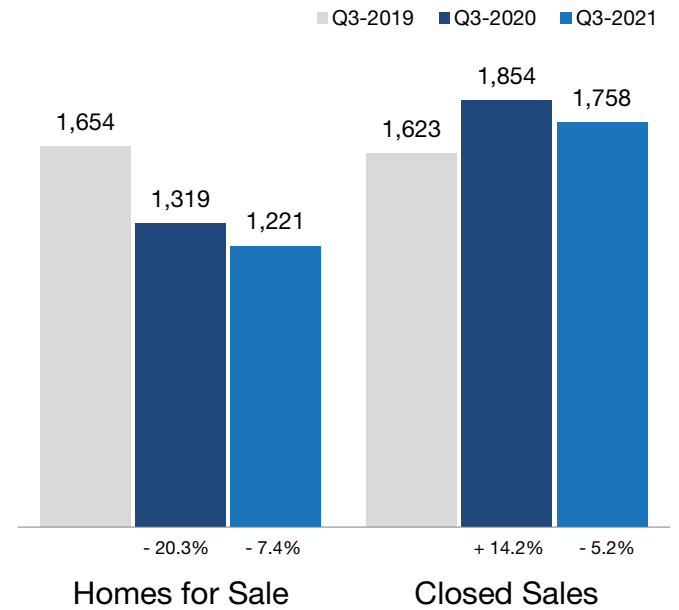
Q3-2021



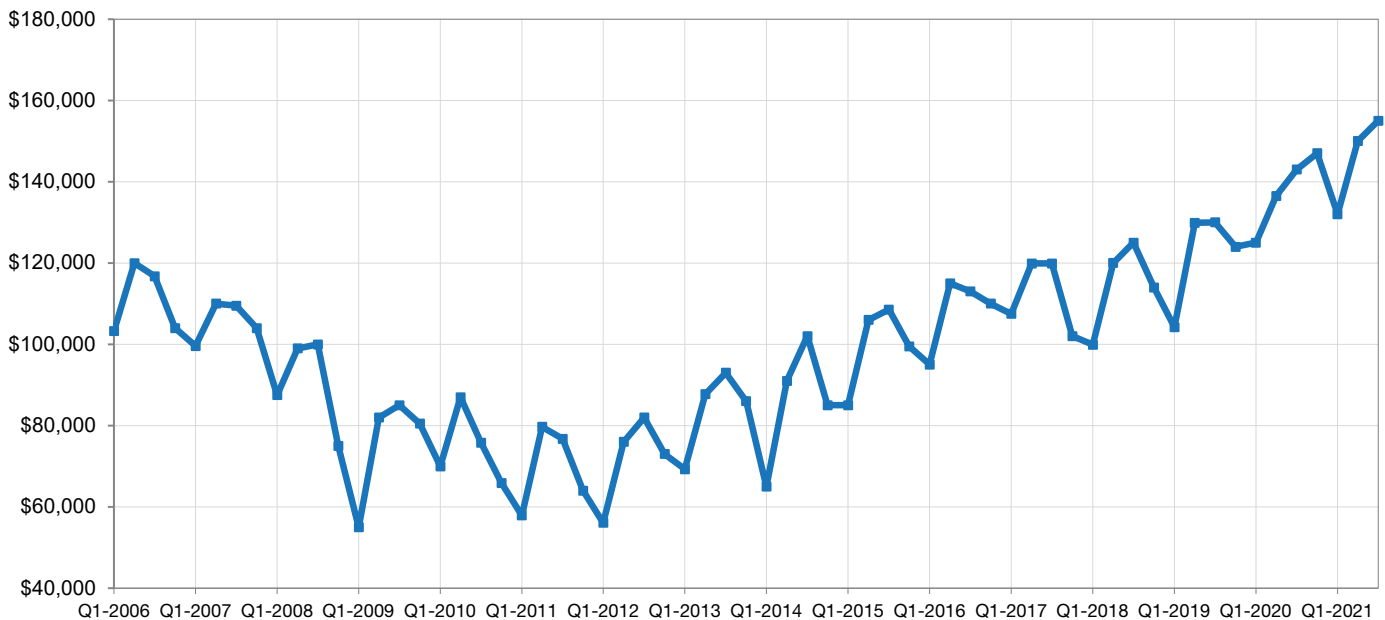
Lucas County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$155,000	+ 8.4%
Average Sales Price	\$185,615	+ 8.7%
Pct. of Orig. Price Rec'd.	99.8%	+ 2.0%
Homes for Sale	1,221	- 7.4%
Closed Sales	1,758	- 5.2%
Months Supply	2.3	- 16.0%
Days on Market	56	- 17.6%

Market Activity



Historical Median Sales Price for Lucas County



Lucas County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43412	\$124,000	- 18.4%	104.0%	+ 8.4%	60	- 43.2%	9	0.0%
43445	\$273,250	+ 116.4%	98.8%	+ 5.0%	79	+ 134.3%	2	0.0%
43504	\$292,500	+ 22.9%	99.4%	+ 2.0%	49	- 44.4%	4	+ 100.0%
43522	\$240,000	+ 24.7%	104.8%	- 0.2%	46	- 28.6%	15	+ 87.5%
43528	\$294,000	+ 22.0%	100.9%	+ 3.2%	57	- 22.1%	73	- 7.6%
43532	\$150,000	- 15.5%	103.3%	+ 8.6%	44	- 45.5%	3	- 50.0%
43537	\$226,000	+ 3.7%	101.1%	+ 3.4%	49	- 25.7%	155	+ 14.8%
43542	\$427,500	+ 12.3%	100.5%	+ 2.9%	66	- 13.9%	22	+ 69.2%
43558	\$219,000	+ 5.0%	101.9%	+ 4.4%	47	- 43.3%	42	+ 7.7%
43560	\$280,000	+ 17.9%	101.7%	+ 3.4%	67	- 12.3%	176	- 25.4%
43566	\$278,500	+ 7.1%	100.6%	+ 0.8%	86	+ 17.9%	49	+ 2.1%
43571	\$330,000	+ 13.8%	99.0%	+ 1.3%	68	- 2.8%	31	- 22.5%
43601	\$0	--	0.0%	--	0	--	0	--
43604	\$243,500	+ 143.5%	93.3%	- 8.7%	36	- 18.8%	6	- 14.3%
43605	\$42,500	+ 46.6%	91.2%	+ 1.2%	69	- 17.3%	54	+ 12.5%
43606	\$176,450	+ 6.9%	100.9%	+ 2.3%	49	- 26.0%	116	+ 16.0%
43607	\$74,900	+ 50.1%	98.3%	+ 3.5%	56	- 9.0%	60	+ 46.3%
43608	\$31,000	+ 19.2%	89.6%	+ 5.1%	49	- 39.4%	37	+ 32.1%
43609	\$61,000	+ 25.8%	93.5%	- 4.0%	60	- 3.2%	69	+ 11.3%
43610	\$30,700	+ 53.5%	90.8%	+ 1.3%	76	+ 28.5%	17	+ 240.0%
43611	\$114,000	+ 6.5%	99.6%	+ 1.1%	51	- 26.1%	79	- 16.8%
43612	\$93,900	+ 24.4%	101.5%	+ 3.2%	53	- 26.9%	129	+ 4.9%
43613	\$128,125	+ 10.5%	102.1%	+ 3.1%	46	- 14.4%	165	- 12.2%
43614	\$155,000	+ 13.6%	100.5%	+ 1.8%	52	- 11.0%	140	- 17.6%
43615	\$155,750	+ 11.3%	99.6%	+ 2.7%	51	- 30.7%	148	- 17.3%
43616	\$166,200	+ 21.3%	99.8%	+ 2.4%	57	- 25.8%	76	0.0%
43617	\$231,500	- 5.1%	99.5%	+ 2.6%	71	- 3.2%	39	- 29.1%
43620	\$80,000	+ 13.5%	95.1%	+ 1.3%	52	- 57.3%	8	- 11.1%
43623	\$169,000	+ 9.0%	99.5%	+ 0.2%	61	+ 16.6%	83	- 13.5%

Marketwatch Report

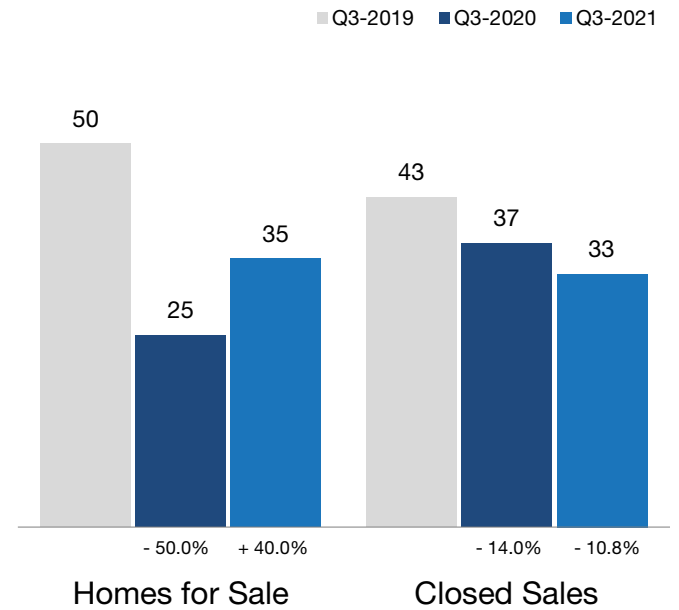
Q3-2021



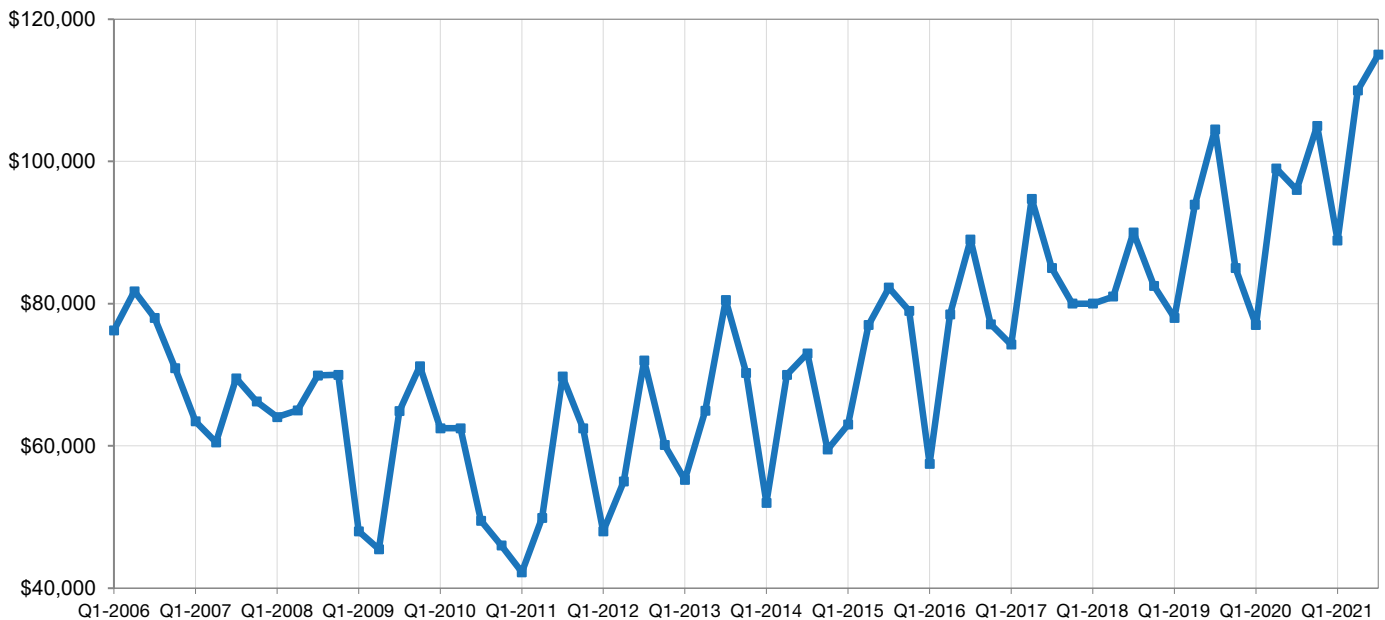
Paulding County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$115,000	+ 19.8%
Average Sales Price	\$124,221	+ 9.9%
Pct. of Orig. Price Rec'd.	98.4%	+ 4.7%
Homes for Sale	35	+ 40.0%
Closed Sales	33	- 10.8%
Months Supply	3.5	+ 53.9%
Days on Market	70	- 30.0%

Market Activity



Historical Median Sales Price for Paulding County



Marketwatch Report

Q3-2021



Paulding County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43512	\$150,000	+ 5.1%	99.9%	+ 3.1%	56	- 33.2%	103	+ 8.4%
43526	\$134,550	+ 13.3%	96.1%	+ 9.1%	70	- 51.3%	18	+ 125.0%
45813	\$94,800	- 18.4%	94.4%	+ 3.3%	54	- 54.1%	6	0.0%
45821	\$166,000	+ 43.7%	100.9%	+ 10.9%	60	+ 7.1%	2	- 33.3%
45827	\$184,000	+ 52.1%	104.5%	+ 29.5%	57	- 36.0%	1	0.0%
45849	\$0	--	0.0%	--	0	--	0	--
45851	\$0	--	0.0%	--	0	--	0	--
45873	\$108,000	- 40.1%	103.1%	+ 2.2%	43	- 44.5%	4	0.0%
45879	\$136,150	+ 81.8%	98.6%	+ 7.0%	86	- 31.6%	14	- 6.7%
45880	\$100,750	+ 5.8%	94.2%	- 2.3%	67	+ 25.9%	8	+ 33.3%
45886	\$0	--	0.0%	--	0	--	0	--

Marketwatch Report

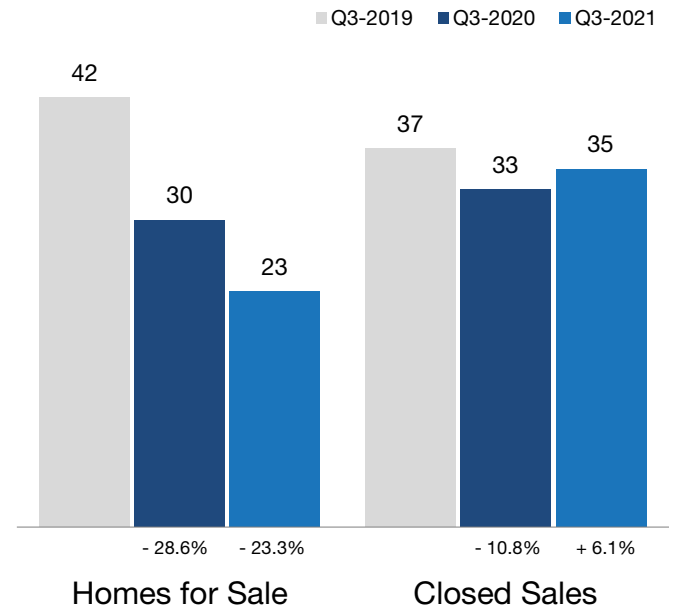
Q3-2021



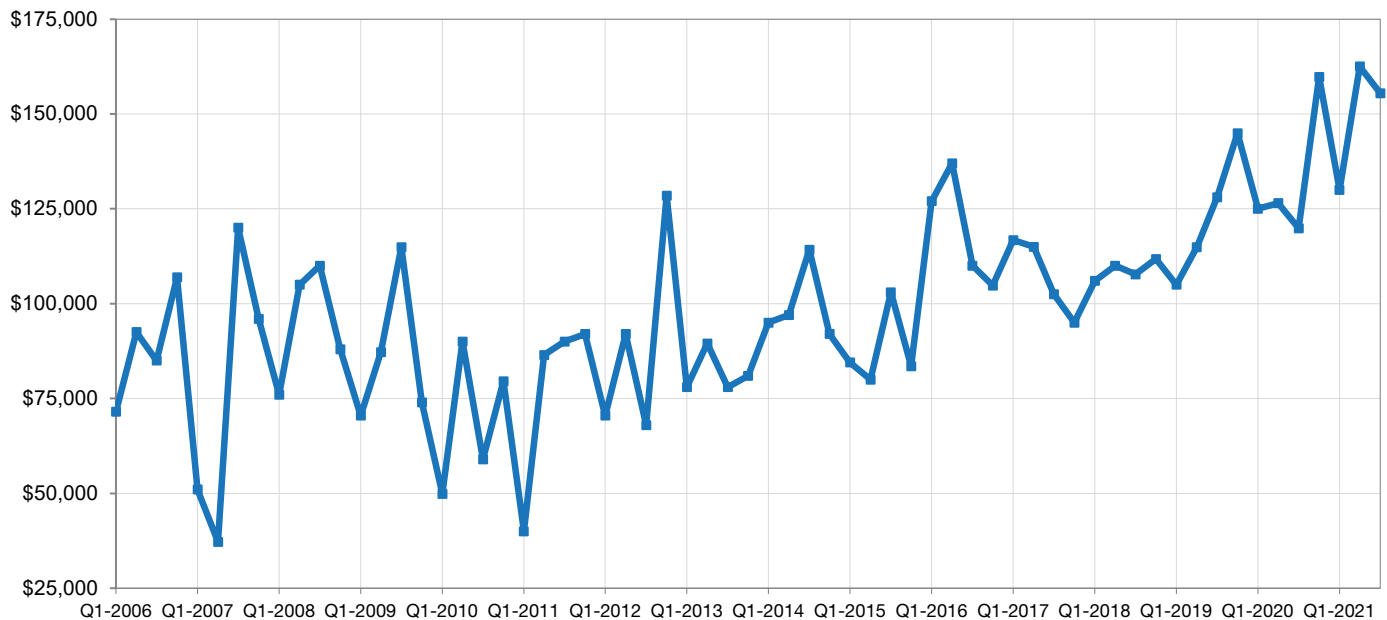
Putnam County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$155,475	+ 29.7%
Average Sales Price	\$154,093	+ 12.4%
Pct. of Orig. Price Rec'd.	98.5%	+ 3.9%
Homes for Sale	23	- 23.3%
Closed Sales	35	+ 6.1%
Months Supply	2.6	- 28.3%
Days on Market	76	- 17.3%

Market Activity



Historical Median Sales Price for Putnam County



Marketwatch Report

Q3-2021



Putnam County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43516	\$135,000	- 8.0%	97.4%	- 7.7%	66	+ 44.3%	5	+ 25.0%
43548	\$130,000	- 37.3%	100.0%	+ 3.9%	150	+ 15.4%	1	- 50.0%
45827	\$184,000	+ 52.1%	104.5%	+ 29.5%	57	- 36.0%	1	0.0%
45830	\$149,500	+ 31.7%	104.1%	+ 9.9%	60	- 8.0%	2	- 33.3%
45831	\$80,500	- 60.3%	88.4%	- 10.6%	98	+ 89.9%	8	+ 100.0%
45833	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
45844	\$0	--	0.0%	--	0	--	0	--
45849	\$0	--	0.0%	--	0	--	0	--
45856	\$140,000	+ 21.8%	97.0%	+ 3.1%	110	- 17.2%	7	- 12.5%
45858	\$154,450	- 17.0%	97.8%	- 0.0%	46	- 42.2%	8	- 33.3%
45868	\$420,000	--	93.5%	--	135	--	1	--
45875	\$188,500	+ 54.5%	102.3%	+ 7.7%	57	- 39.4%	18	+ 20.0%
45877	\$91,500	--	99.0%	--	52	--	2	--

Marketwatch Report

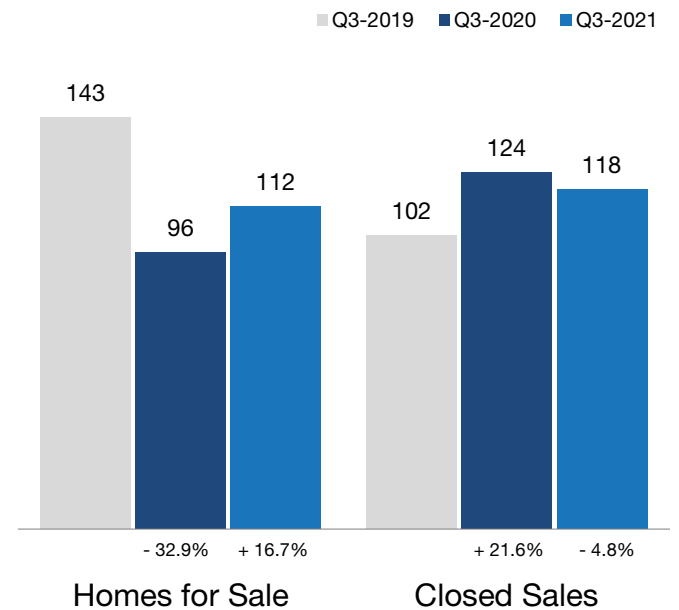
Q3-2021



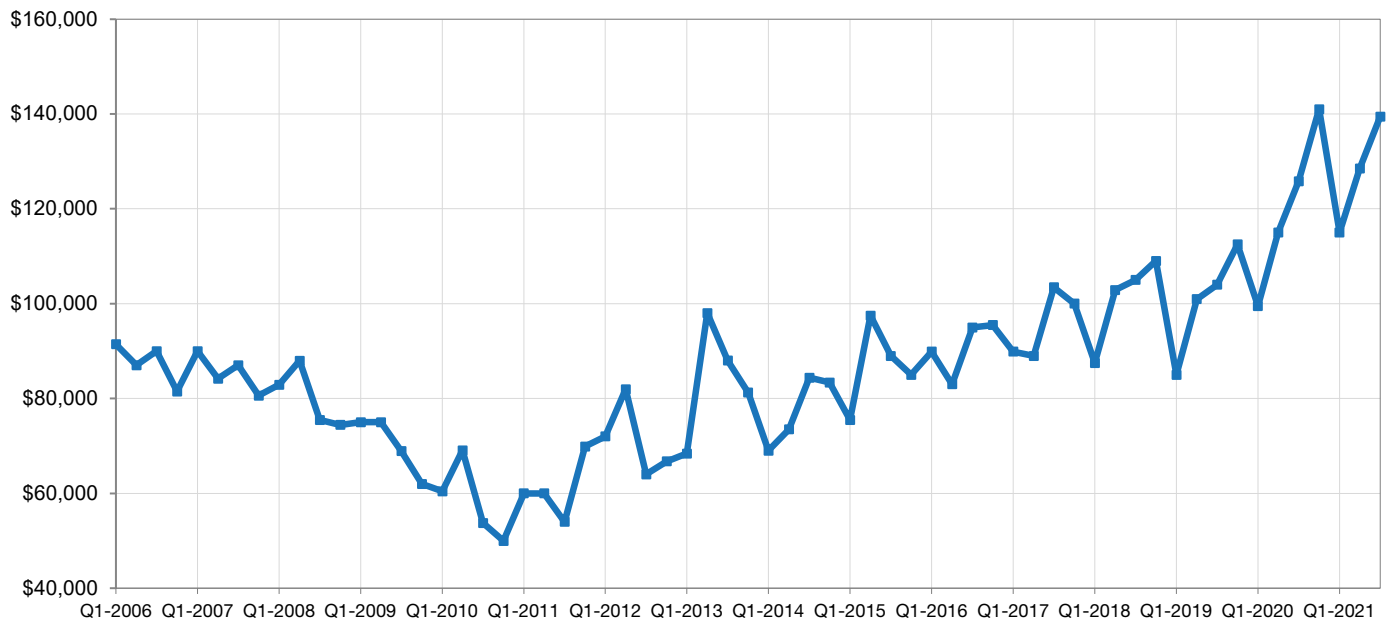
Williams County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$139,450	+ 10.9%
Average Sales Price	\$153,117	+ 12.3%
Pct. of Orig. Price Rec'd.	96.9%	+ 2.1%
Homes for Sale	112	+ 16.7%
Closed Sales	118	- 4.8%
Months Supply	3.0	+ 11.5%
Days on Market	60	- 41.7%

Market Activity



Historical Median Sales Price for Williams County



Marketwatch Report

Q3-2021



Williams County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43501	\$160,900	--	94.7%	--	52	--	1	--
43506	\$139,400	- 7.1%	97.3%	+ 0.9%	62	- 32.3%	58	+ 13.7%
43517	\$198,750	+ 37.8%	100.5%	+ 8.1%	62	- 35.9%	4	- 66.7%
43518	\$237,300	+ 273.1%	93.0%	- 6.9%	110	- 28.9%	5	+ 66.7%
43521	\$86,750	--	96.2%	--	72	--	7	--
43543	\$129,000	+ 44.9%	93.8%	+ 1.4%	56	- 46.0%	29	- 21.6%
43554	\$142,000	- 9.0%	101.7%	+ 6.5%	47	- 63.4%	9	+ 28.6%
43557	\$133,250	+ 5.8%	99.3%	+ 7.2%	46	- 72.9%	12	+ 100.0%
43570	\$175,000	+ 35.8%	99.0%	+ 1.9%	54	- 26.1%	5	- 54.5%

Marketwatch Report

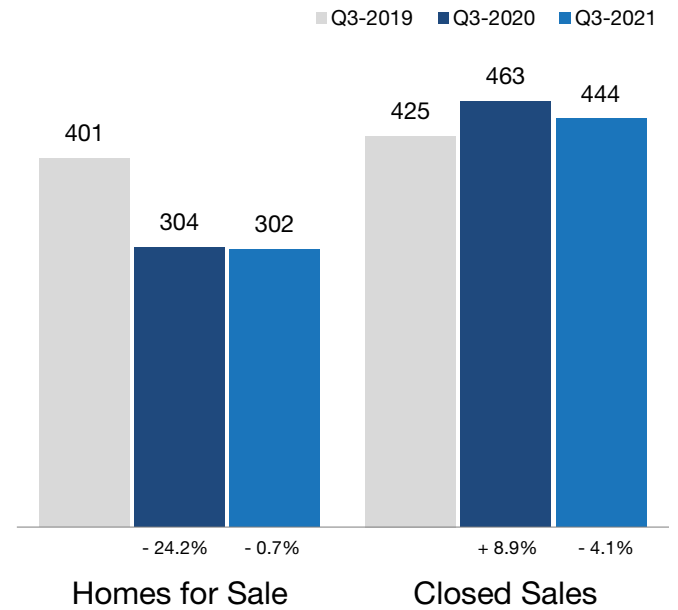
Q3-2021



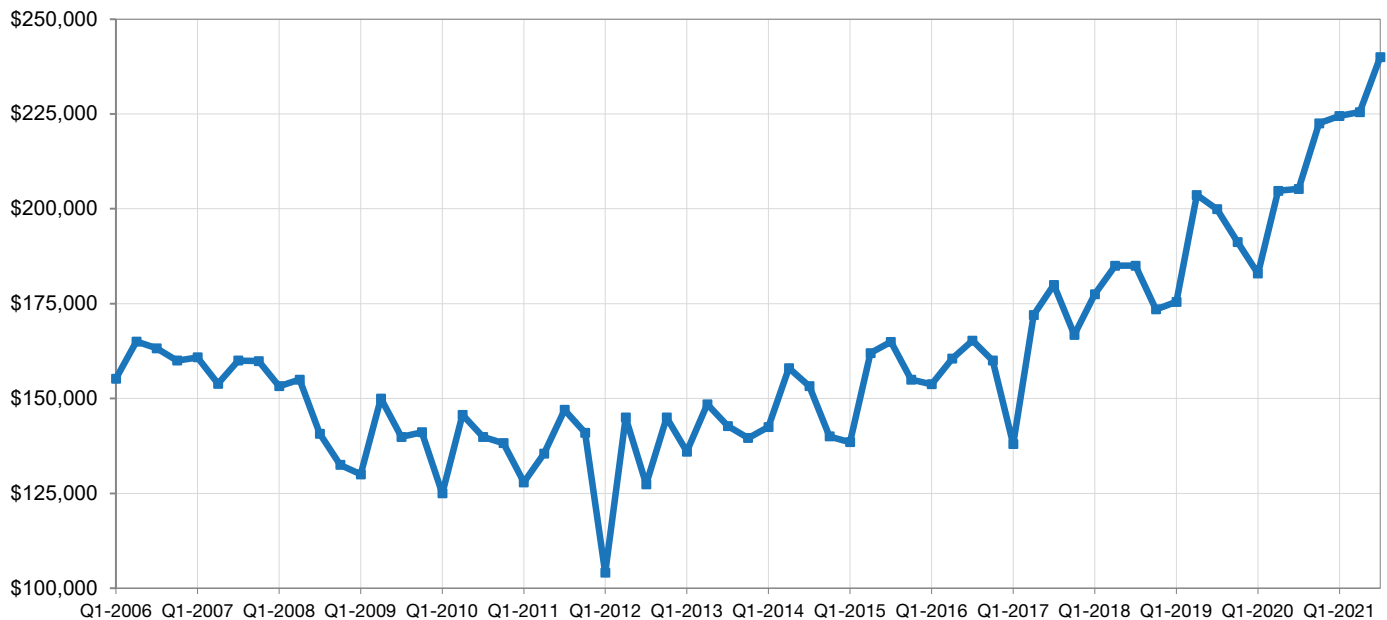
Wood County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$240,000	+ 16.9%
Average Sales Price	\$263,464	+ 11.9%
Pct. of Orig. Price Rec'd.	101.3%	+ 2.5%
Homes for Sale	302	- 0.7%
Closed Sales	444	- 4.1%
Months Supply	2.3	- 8.0%
Days on Market	56	- 22.2%

Market Activity



Historical Median Sales Price for Wood County



Marketwatch Report

Q3-2021



Wood County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43402	\$237,800	+ 15.2%	100.4%	+ 0.1%	49	- 8.7%	88	- 9.3%
43406	\$129,900	- 6.5%	102.4%	- 4.0%	53	- 24.2%	3	+ 50.0%
43413	\$325,000	+ 392.8%	104.8%	+ 2.4%	75	+ 52.0%	4	+ 100.0%
43430	\$157,650	+ 11.8%	97.1%	- 0.8%	59	- 35.1%	18	+ 50.0%
43443	\$202,500	+ 19.1%	103.5%	+ 9.4%	58	- 24.6%	6	+ 50.0%
43447	\$170,000	- 2.9%	98.2%	+ 0.3%	61	- 34.5%	12	+ 33.3%
43450	\$340,000	+ 54.5%	104.0%	+ 8.7%	68	- 53.6%	1	- 80.0%
43451	\$266,500	+ 30.6%	103.0%	+ 11.0%	37	- 56.2%	5	+ 400.0%
43457	\$283,250	+ 114.6%	107.8%	+ 9.3%	54	- 47.5%	3	+ 50.0%
43460	\$171,500	+ 14.3%	102.0%	+ 4.2%	60	+ 1.2%	37	+ 37.0%
43462	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43465	\$156,000	+ 12.2%	107.1%	+ 5.7%	59	+ 1.9%	20	+ 5.3%
43466	\$170,500	+ 28.7%	104.8%	+ 1.9%	53	+ 18.4%	6	+ 100.0%
43551	\$296,900	+ 11.2%	100.8%	+ 2.7%	58	- 27.5%	194	- 4.9%

Marketwatch Report

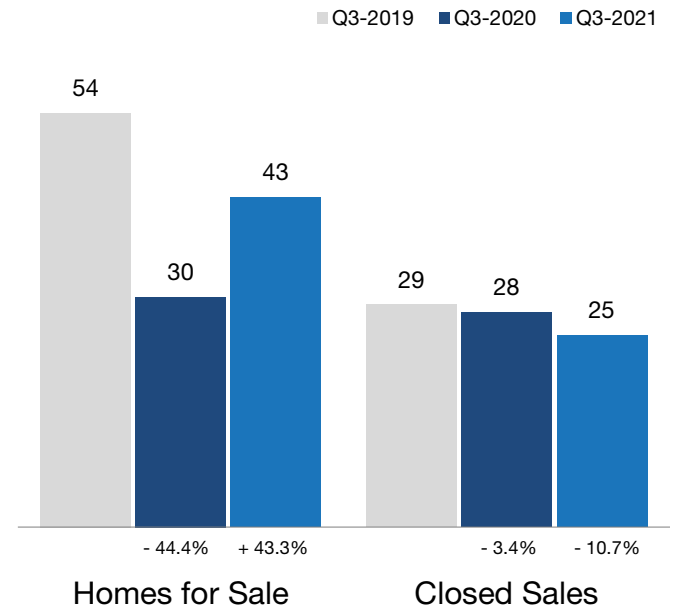
Q3-2021



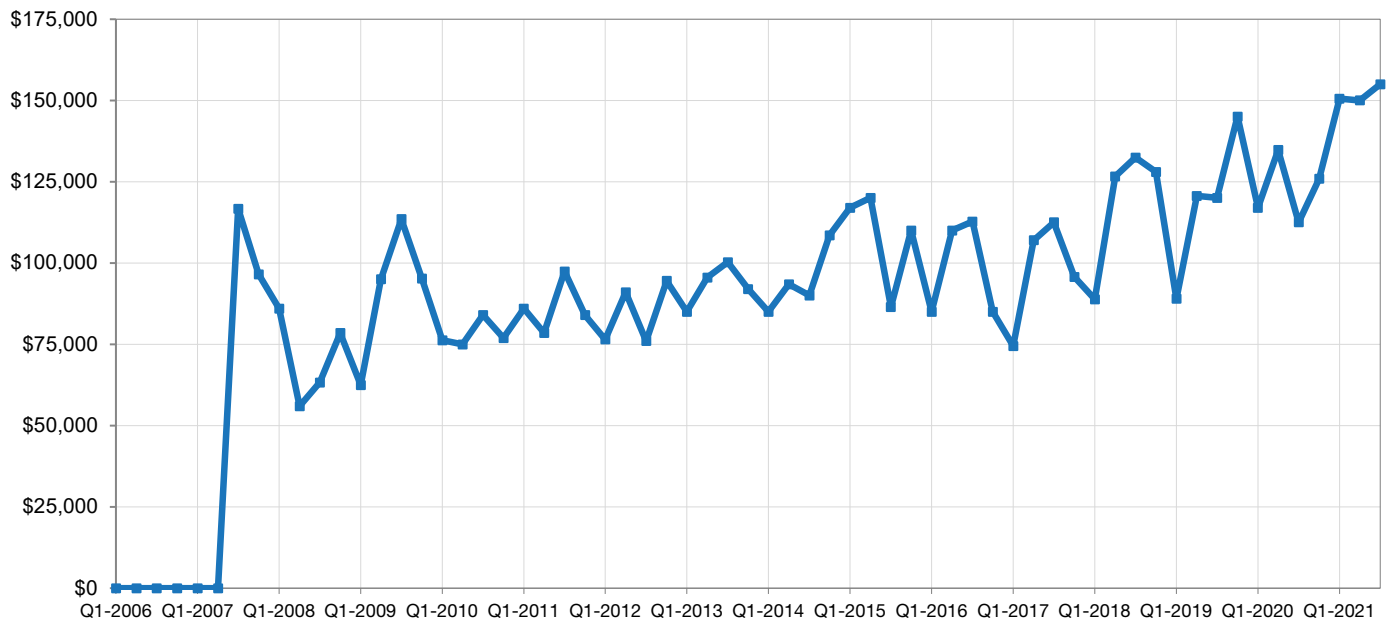
Wyandot County

Key Metrics	Q3-2021	1-Year Change
Median Sales Price	\$154,950	+ 37.7%
Average Sales Price	\$150,467	+ 16.8%
Pct. of Orig. Price Rec'd.	93.3%	- 1.7%
Homes for Sale	43	+ 43.3%
Closed Sales	25	- 10.7%
Months Supply	5.5	+ 58.6%
Days on Market	82	- 1.8%

Market Activity



Historical Median Sales Price for Wyandot County



Marketwatch Report

Q3-2021



Wyandot County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change	Q3-2021	1-Year Change
43316	\$150,000	+ 55.4%	84.6%	- 12.6%	101	+ 112.7%	5	- 28.6%
43323	\$183,900	+ 59.9%	100.0%	+ 3.5%	50	+ 38.9%	1	0.0%
43326	\$140,000	+ 344.4%	100.3%	+ 43.3%	69	- 53.2%	3	+ 200.0%
43332	\$0	--	0.0%	--	0	--	0	--
43337	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43351	\$130,250	+ 2.2%	95.6%	- 0.3%	82	- 18.3%	12	- 20.0%
43359	\$104,000	+ 11.8%	104.1%	+ 0.6%	57	+ 37.8%	2	+ 100.0%
44802	\$152,000	- 32.4%	96.8%	+ 7.5%	66	- 29.0%	2	+ 100.0%
44844	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
44849	\$228,950	+ 118.0%	89.6%	+ 2.4%	116	- 60.4%	2	+ 100.0%
44882	\$159,900	+ 63.2%	96.0%	+ 4.8%	52	- 1.3%	3	+ 200.0%
45843	\$72,750	- 36.7%	99.5%	- 3.1%	65	- 37.9%	2	- 60.0%
45867	\$140,000	- 50.2%	116.7%	+ 14.5%	57	- 5.5%	1	- 66.7%