

Local Market Update – January 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales slipped 1.0% month-over-month and were down 6.2% year-over-year as of last measure, while pending sales jumped 8.3% from the previous month, marking the largest gain since June 2020, according to the National Association of REALTORS® (NAR). Mortgage rates have dropped significantly from their peak last fall, and homebuyers are beginning to come out of the woodwork, with NAR forecasting a 13% increase in existing-home sales this year compared to 2023.

Despite tepid sales activity, the persistent shortage of housing supply has helped prop up home values nationwide, with the median existing-home price rising 4.4% year-over-year to \$382,600, according to NAR. Total unsold inventory was at 1 million units heading into January, an 11.5% decline from the previous month, for a 3.2 months' supply at the current sales pace. Nationally, listing activity has started to pick up, and with mortgage rates stabilizing and housing completions on the rise, inventory is expected to improve in the coming months.

Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 11-2024	% Change
New Listings	117	85	-27.4%	117	85	-27.4%
Closed Sales	94	77	-18.1%	94	77	-18.1%
Days on Market	1	69	6800.0%	1	69	6800.0%
SP\$/SqFt	\$106.26	\$118.37	11.4%	\$106.26	\$118.37	11.4%
Median Sales Price*	\$154,800	\$165,000	6.6%	\$154,800	\$165,000	6.6%
Average Sales Price*	\$170,069	\$199,109	17.1%	\$170,069	\$199,109	17.1%
Percent of List Price Received*	97%	98%	1.0%	97%	98%	1.0%
Months Supply of Inventory	4	4	0.0%	4	4	---
Total Volume	\$15,986,450	\$15,331,420	-4.1%	\$15,986,450	\$15,331,420	-4.1%

Condo/Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	5	1	-80.0%	5	1	-80.0%
Closed Sales	2	3	50.0%	2	3	50.0%
Days on Market	38	55	44.7%	38	55	44.7%
SP\$/SqFt	\$115.61	\$161.40	39.6%	\$115.61	\$161.40	39.6%
Median Sales Price*	\$160,000	\$303,596	89.7%	\$160,000	\$303,596	89.7%
Average Sales Price*	\$160,000	\$240,499	50.3%	\$160,000	\$240,499	50.3%
Percent of List Price Received*	98%	100%	2.0%	98%	100%	2.0%
Months Supply of Inventory	5	2	-60.0%	---	---	---
Total Volume (in 1000's)	\$320,000	\$721,496	125.5%	\$320,000	\$721,496	2.0%

| 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	1-2023	1-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		709	663	- 6.5%	709	663	- 6.5%
Pending Sales		588	572	- 2.7%	588	572	- 2.7%
Closed Sales		553	538	- 2.7%	553	538	- 2.7%
Days on Market Until Sale		71	69	- 2.8%	71	69	- 2.8%
Median Sales Price		\$155,000	\$165,000	+ 6.5%	\$155,000	\$165,000	+ 6.5%
Average Sales Price		\$184,166	\$188,157	+ 2.2%	\$184,166	\$188,157	+ 2.2%
Percent of List Price Received		97.4%	98.0%	+ 0.6%	97.4%	98.0%	+ 0.6%
Housing Affordability Index		187	169	- 9.6%	187	169	- 9.6%
Inventory of Homes for Sale		1,588	1,495	- 5.9%	—	—	—
Months Supply of Inventory		1.8	1.9	+ 5.6%	—	—	—

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Defiance

MLS Area 61: 43512

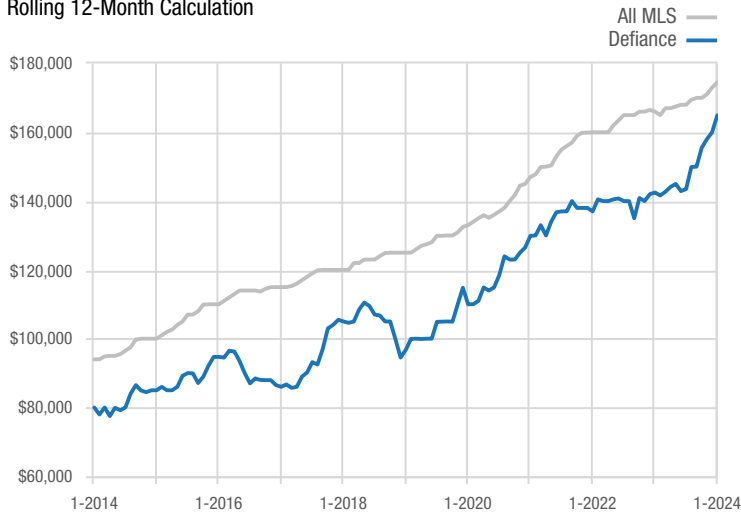
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	25	7	- 72.0%	25	7	- 72.0%
Pending Sales	21	8	- 61.9%	21	8	- 61.9%
Closed Sales	20	8	- 60.0%	20	8	- 60.0%
Days on Market Until Sale	86	66	- 23.3%	86	66	- 23.3%
Median Sales Price*	\$144,950	\$167,250	+ 15.4%	\$144,950	\$167,250	+ 15.4%
Average Sales Price*	\$163,895	\$200,438	+ 22.3%	\$163,895	\$200,438	+ 22.3%
Percent of List Price Received*	96.4%	98.9%	+ 2.6%	96.4%	98.9%	+ 2.6%
Inventory of Homes for Sale	52	22	- 57.7%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	2	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	1	—	0	1	—
Closed Sales	0	3	—	0	3	—
Days on Market Until Sale	—	55	—	—	55	—
Median Sales Price*	—	\$303,596	—	—	\$303,596	—
Average Sales Price*	—	\$240,499	—	—	\$240,499	—
Percent of List Price Received*	—	100.2%	—	—	100.2%	—
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.6	1.6	0.0%	—	—	—

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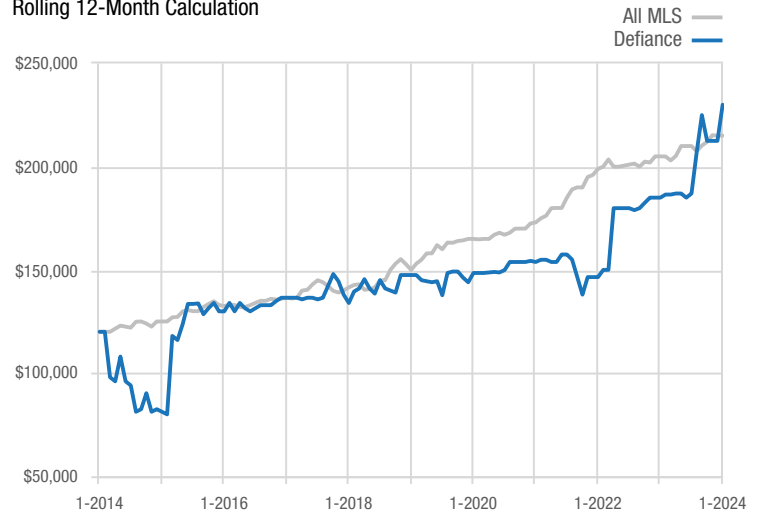
Median Sales Price - Single Family

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

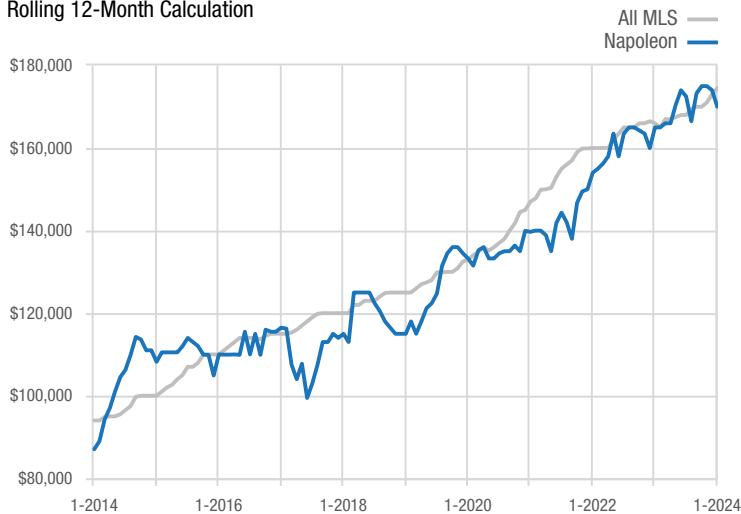
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	7	11	+ 57.1%	7	11	+ 57.1%
Pending Sales	8	5	- 37.5%	8	5	- 37.5%
Closed Sales	7	6	- 14.3%	7	6	- 14.3%
Days on Market Until Sale	76	44	- 42.1%	76	44	- 42.1%
Median Sales Price*	\$205,000	\$138,000	- 32.7%	\$205,000	\$138,000	- 32.7%
Average Sales Price*	\$242,643	\$164,167	- 32.3%	\$242,643	\$164,167	- 32.3%
Percent of List Price Received*	99.1%	95.4%	- 3.7%	99.1%	95.4%	- 3.7%
Inventory of Homes for Sale	22	25	+ 13.6%	—	—	—
Months Supply of Inventory	1.7	3.4	+ 100.0%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	0	0	—	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	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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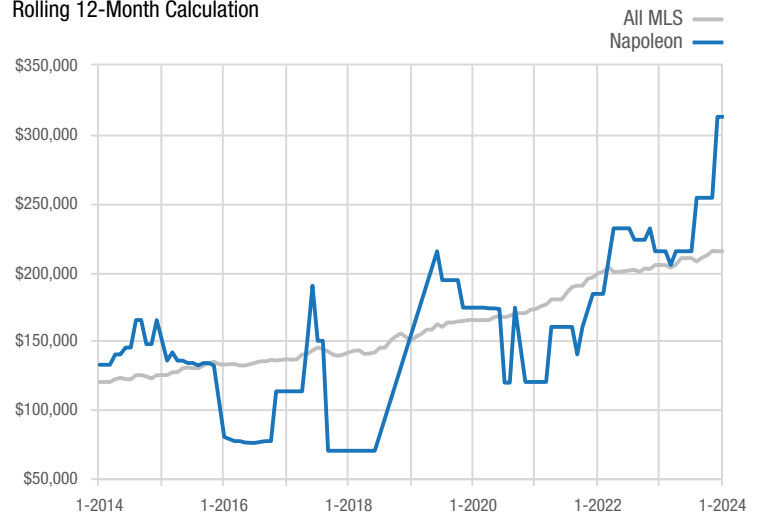
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

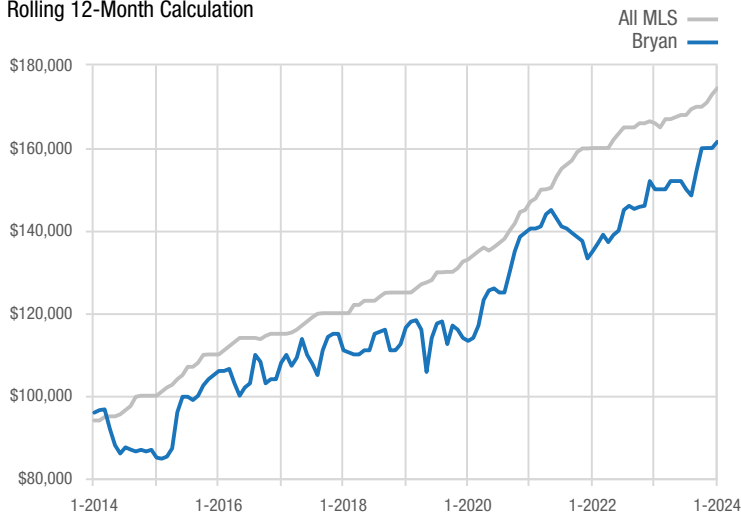
Single Family	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	11	13	+ 18.2%	11	13	+ 18.2%
Pending Sales	13	12	- 7.7%	13	12	- 7.7%
Closed Sales	9	12	+ 33.3%	9	12	+ 33.3%
Days on Market Until Sale	53	66	+ 24.5%	53	66	+ 24.5%
Median Sales Price*	\$154,500	\$184,950	+ 19.7%	\$154,500	\$184,950	+ 19.7%
Average Sales Price*	\$137,044	\$206,775	+ 50.9%	\$137,044	\$206,775	+ 50.9%
Percent of List Price Received*	98.9%	96.5%	- 2.4%	98.9%	96.5%	- 2.4%
Inventory of Homes for Sale	33	31	- 6.1%	—	—	—
Months Supply of Inventory	2.1	2.2	+ 4.8%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	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	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	0.7	- 65.0%	—	—	—

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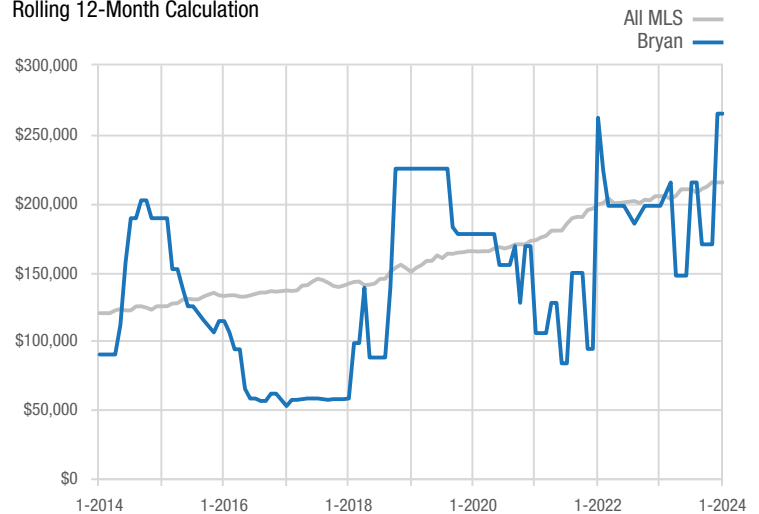
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

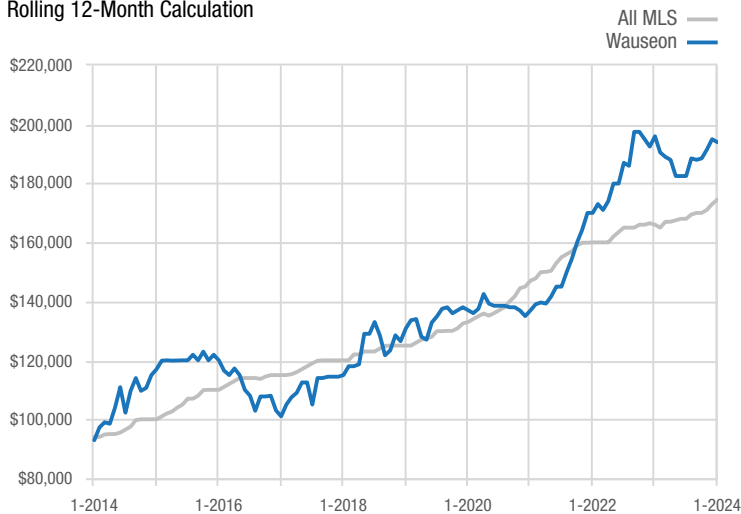
Single Family	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	7	4	- 42.9%	7	4	- 42.9%
Pending Sales	6	1	- 83.3%	6	1	- 83.3%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Days on Market Until Sale	104	126	+ 21.2%	104	126	+ 21.2%
Median Sales Price*	\$255,000	\$244,500	- 4.1%	\$255,000	\$244,500	- 4.1%
Average Sales Price*	\$285,000	\$244,500	- 14.2%	\$285,000	\$244,500	- 14.2%
Percent of List Price Received*	92.0%	96.0%	+ 4.3%	92.0%	96.0%	+ 4.3%
Inventory of Homes for Sale	25	11	- 56.0%	—	—	—
Months Supply of Inventory	2.7	1.4	- 48.1%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	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	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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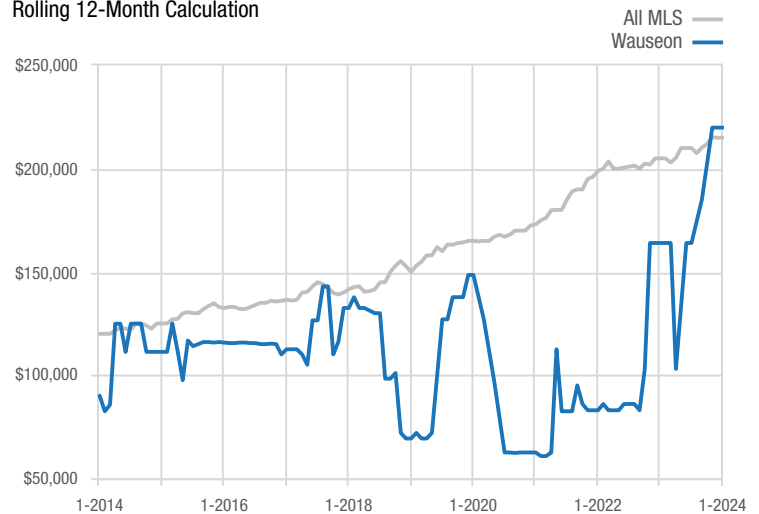
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	5	0	- 100.0%	5	0	- 100.0%
Pending Sales	2	9	+ 350.0%	2	9	+ 350.0%
Closed Sales	5	9	+ 80.0%	5	9	+ 80.0%
Days on Market Until Sale	51	66	+ 29.4%	51	66	+ 29.4%
Median Sales Price*	\$209,000	\$195,000	- 6.7%	\$209,000	\$195,000	- 6.7%
Average Sales Price*	\$219,500	\$213,100	- 2.9%	\$219,500	\$213,100	- 2.9%
Percent of List Price Received*	99.3%	95.3%	- 4.0%	99.3%	95.3%	- 4.0%
Inventory of Homes for Sale	13	9	- 30.8%	—	—	—
Months Supply of Inventory	2.8	1.7	- 39.3%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	32	—	—	32	—	—
Median Sales Price*	\$190,000	—	—	\$190,000	—	—
Average Sales Price*	\$190,000	—	—	\$190,000	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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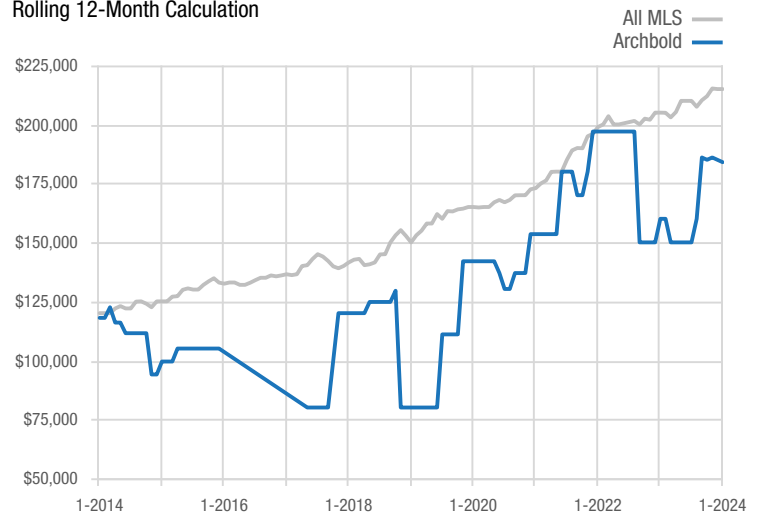
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

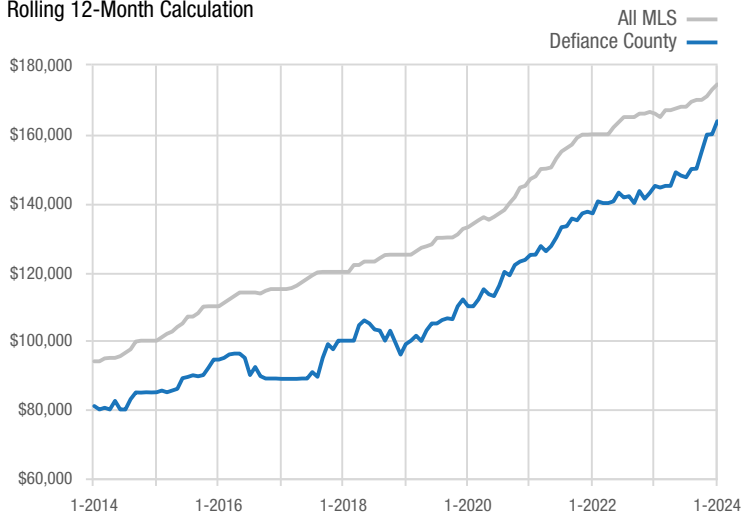
Single Family Key Metrics	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	26	11	- 57.7%	26	11	- 57.7%
Pending Sales	29	15	- 48.3%	29	15	- 48.3%
Closed Sales	26	14	- 46.2%	26	14	- 46.2%
Days on Market Until Sale	84	65	- 22.6%	84	65	- 22.6%
Median Sales Price*	\$152,300	\$167,250	+ 9.8%	\$152,300	\$167,250	+ 9.8%
Average Sales Price*	\$166,612	\$217,804	+ 30.7%	\$166,612	\$217,804	+ 30.7%
Percent of List Price Received*	97.1%	98.8%	+ 1.8%	97.1%	98.8%	+ 1.8%
Inventory of Homes for Sale	61	38	- 37.7%	—	—	—
Months Supply of Inventory	1.9	1.3	- 31.6%	—	—	—

Condo-Villa Key Metrics	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	4	0	- 100.0%	4	0	- 100.0%
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Days on Market Until Sale	44	55	+ 25.0%	44	55	+ 25.0%
Median Sales Price*	\$130,000	\$303,596	+ 133.5%	\$130,000	\$303,596	+ 133.5%
Average Sales Price*	\$130,000	\$240,499	+ 85.0%	\$130,000	\$240,499	+ 85.0%
Percent of List Price Received*	95.6%	100.2%	+ 4.8%	95.6%	100.2%	+ 4.8%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	2.3	1.6	- 30.4%	—	—	—

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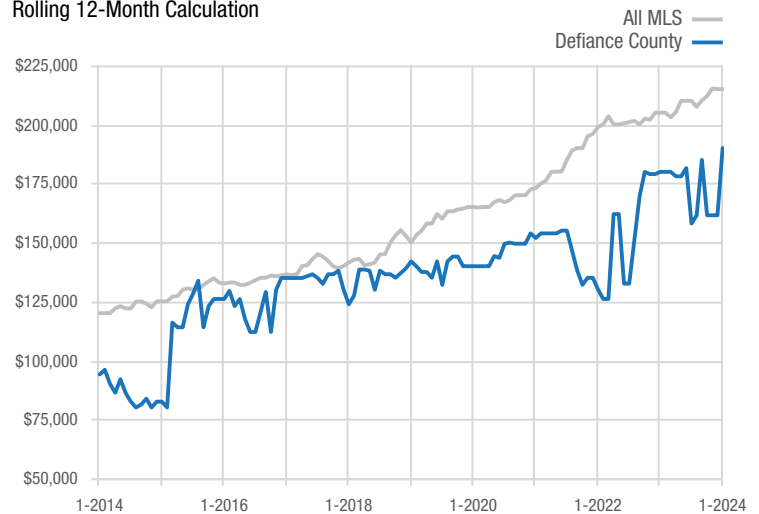
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

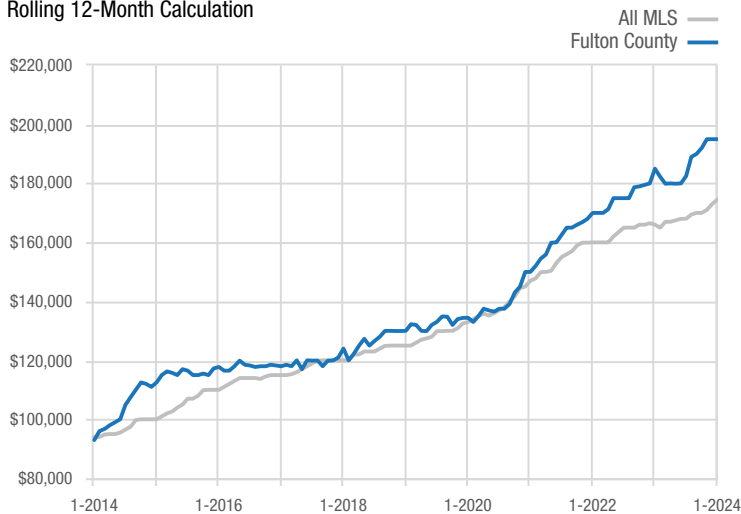
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	27	20	- 25.9%	27	20	- 25.9%
Pending Sales	15	19	+ 26.7%	15	19	+ 26.7%
Closed Sales	18	20	+ 11.1%	18	20	+ 11.1%
Days on Market Until Sale	69	78	+ 13.0%	69	78	+ 13.0%
Median Sales Price*	\$186,000	\$195,000	+ 4.8%	\$186,000	\$195,000	+ 4.8%
Average Sales Price*	\$205,494	\$238,989	+ 16.3%	\$205,494	\$238,989	+ 16.3%
Percent of List Price Received*	97.5%	98.5%	+ 1.0%	97.5%	98.5%	+ 1.0%
Inventory of Homes for Sale	66	46	- 30.3%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	0	0	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	32	—	—	32	—	—
Median Sales Price*	\$190,000	—	—	\$190,000	—	—
Average Sales Price*	\$190,000	—	—	\$190,000	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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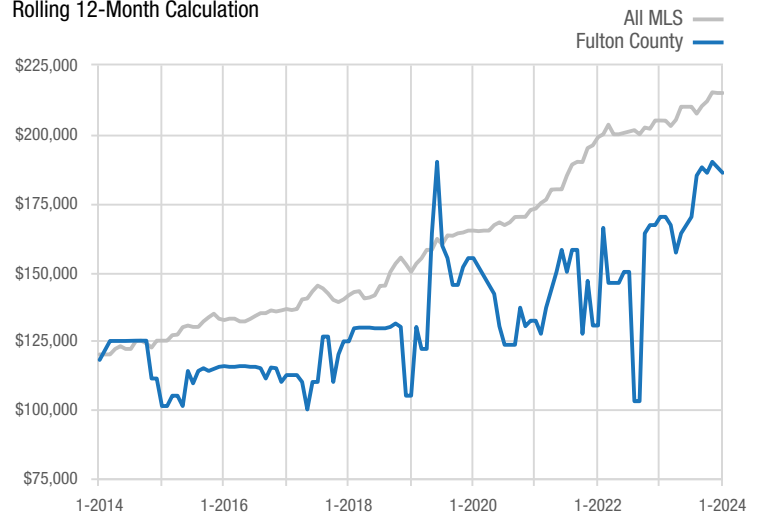
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

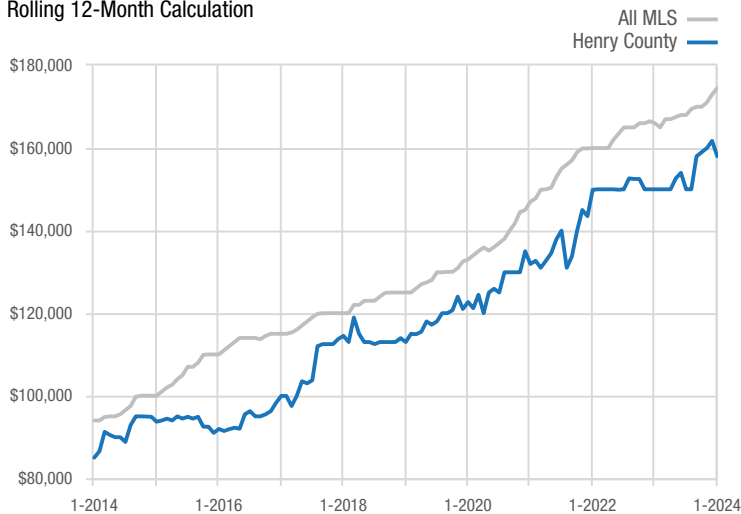
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	13	15	+ 15.4%	13	15	+ 15.4%
Pending Sales	14	14	0.0%	14	14	0.0%
Closed Sales	12	14	+ 16.7%	12	14	+ 16.7%
Days on Market Until Sale	73	46	- 37.0%	73	46	- 37.0%
Median Sales Price*	\$205,000	\$149,000	- 27.3%	\$205,000	\$149,000	- 27.3%
Average Sales Price*	\$218,864	\$160,350	- 26.7%	\$218,864	\$160,350	- 26.7%
Percent of List Price Received*	96.2%	93.9%	- 2.4%	96.2%	93.9%	- 2.4%
Inventory of Homes for Sale	33	33	0.0%	—	—	—
Months Supply of Inventory	1.6	2.2	+ 37.5%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	0	0	—	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	0	1	—	—	—	—
Months Supply of Inventory	—	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.

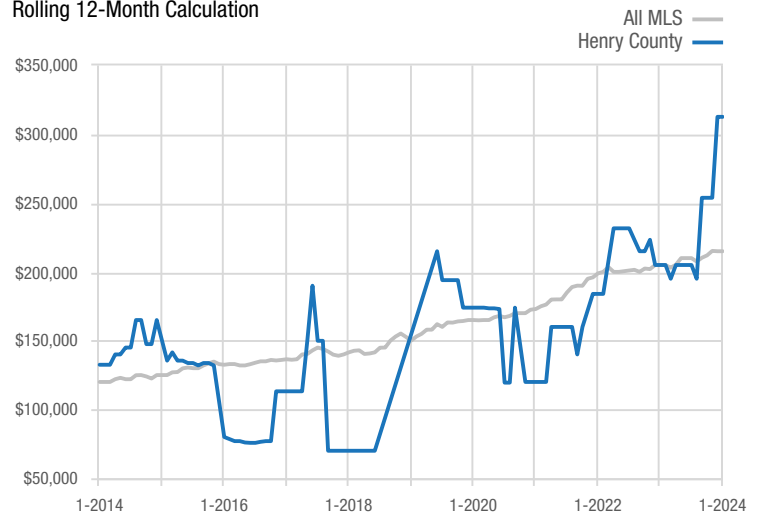
Median Sales Price - Single Family

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 – January 2024

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Paulding County

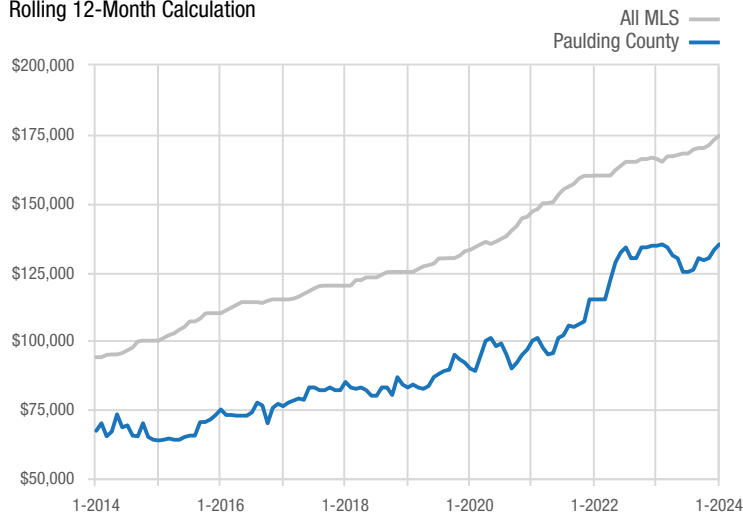
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	17	11	- 35.3%	17	11	- 35.3%
Pending Sales	4	5	+ 25.0%	4	5	+ 25.0%
Closed Sales	7	4	- 42.9%	7	4	- 42.9%
Days on Market Until Sale	70	88	+ 25.7%	70	88	+ 25.7%
Median Sales Price*	\$120,000	\$104,635	- 12.8%	\$120,000	\$104,635	- 12.8%
Average Sales Price*	\$119,107	\$109,318	- 8.2%	\$119,107	\$109,318	- 8.2%
Percent of List Price Received*	100.5%	113.9%	+ 13.3%	100.5%	113.9%	+ 13.3%
Inventory of Homes for Sale	37	33	- 10.8%	—	—	—
Months Supply of Inventory	2.9	3.1	+ 6.9%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	0	0	—	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	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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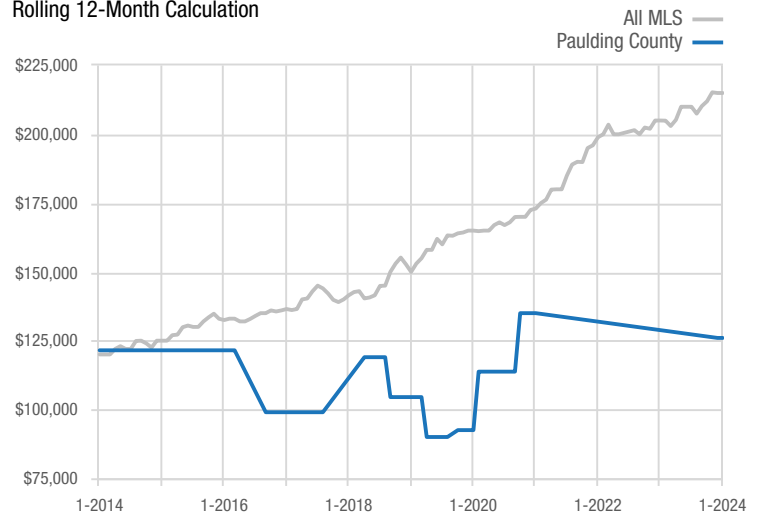
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

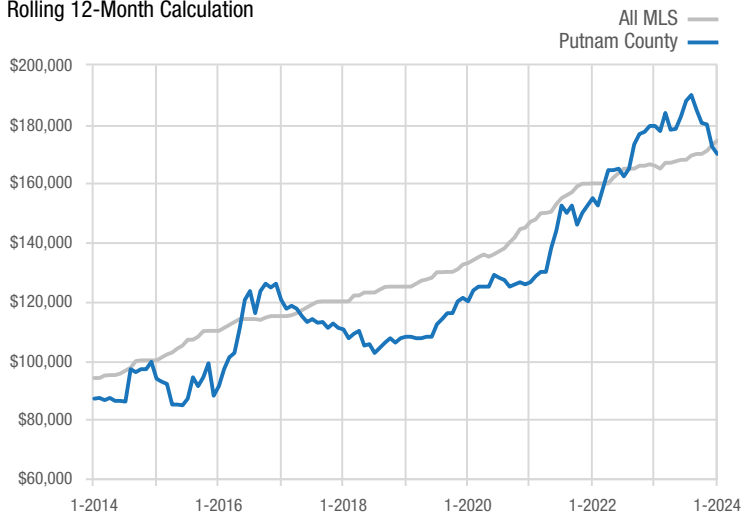
Single Family	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	6	2	- 66.7%	6	2	- 66.7%
Pending Sales	4	2	- 50.0%	4	2	- 50.0%
Closed Sales	2	3	+ 50.0%	2	3	+ 50.0%
Days on Market Until Sale	59	52	- 11.9%	59	52	- 11.9%
Median Sales Price*	\$88,950	\$118,500	+ 33.2%	\$88,950	\$118,500	+ 33.2%
Average Sales Price*	\$88,950	\$131,500	+ 47.8%	\$88,950	\$131,500	+ 47.8%
Percent of List Price Received*	100.0%	99.8%	- 0.2%	100.0%	99.8%	- 0.2%
Inventory of Homes for Sale	19	17	- 10.5%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	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	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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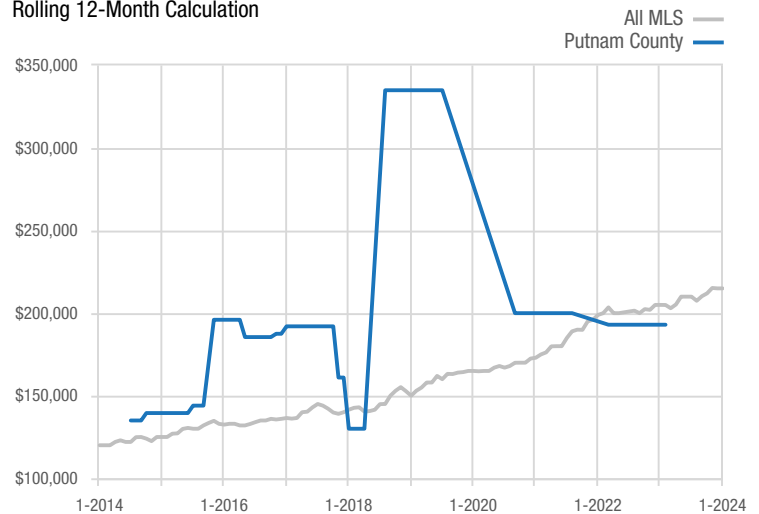
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

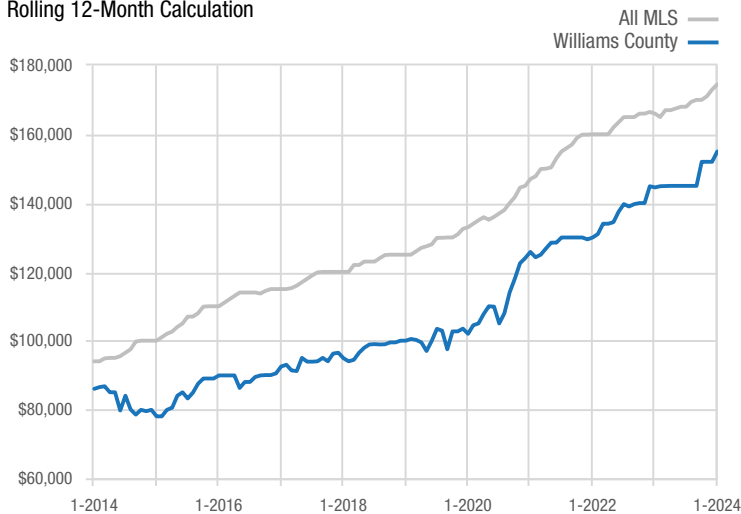
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	28	21	- 25.0%	28	21	- 25.0%
Pending Sales	33	20	- 39.4%	33	20	- 39.4%
Closed Sales	29	22	- 24.1%	29	22	- 24.1%
Days on Market Until Sale	60	76	+ 26.7%	60	76	+ 26.7%
Median Sales Price*	\$140,000	\$165,000	+ 17.9%	\$140,000	\$165,000	+ 17.9%
Average Sales Price*	\$157,017	\$196,577	+ 25.2%	\$157,017	\$196,577	+ 25.2%
Percent of List Price Received*	97.0%	98.2%	+ 1.2%	97.0%	98.2%	+ 1.2%
Inventory of Homes for Sale	73	59	- 19.2%	—	—	—
Months Supply of Inventory	2.1	1.8	- 14.3%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	1	1	0.0%	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	3	2	- 33.3%	—	—	—
Months Supply of Inventory	3.0	1.3	- 56.7%	—	—	—

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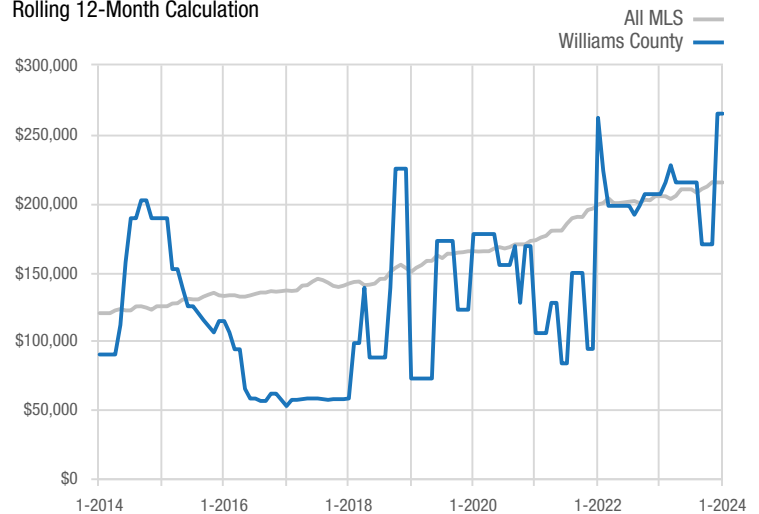
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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