

Local Market Update – June 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales declined for the third consecutive month, as higher mortgage rates and rising sales prices hindered market activity during what has traditionally been one of the busiest months of the year. According to the National Association of REALTORS® (NAR), sales of previously owned homes dipped 0.7% month-over-month and 2.8% year over-year, to a seasonally adjusted annual rate of 4.11 million units.

Nationally, total housing inventory grew 6.7% month-over-month to 1.28 million units heading into June, for a 3.7 months' supply at the current sales pace, according to NAR. However, the increase in supply has yet to temper home prices, which have continued to rise nationwide. At last measure, the median existing-home price climbed to \$419,300, a 5.8% increase from the same period last year and a record high for the month.

Single Family		June			Year to Date		
Key Metrics		2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings		166	168	1.2%	822	801	-2.6%
Closed Sales		148	123	-16.9%	702	624	-11.1%
Days on Market		64	58	-9.4%	69	68	-1.4%
SP\$/SqFt		\$111.18	\$122.02	9.7%	\$107.61	\$117.62	9.3%
Median Sales Price*		\$165,000	\$170,000	3.0%	\$158,000	\$165,000	4.4%
Average Sales Price*		\$191,189	\$187,244	-2.1%	\$173,972	\$186,709	7.3%
Percent of List Price Received*		100%	99%	-1.0%	98%	99%	1.0%
Months Supply of Inventory		3	3	0.0%	---	---	---
Total Volume		\$28,295,941	\$23,031,056	-18.6%	\$122,128,363	\$116,506,117	-4.6%

Condo/Villa		June			Year to Date		
Key Metrics		2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings		4	4	0.0%	23	20	-13.0%
Closed Sales		3	4	33.3%	16	16	0.0%
Days on Market		71	60	-15.5%	51	57	11.8%
SP\$/SqFt		\$134.62	\$124.43	-7.6%	\$137.12	\$145.09	5.8%
Median Sales Price*		\$135,000	\$131,000	-3.0%	\$136,500	\$178,000	30.4%
Average Sales Price*		\$143,133	\$144,538	1.0%	\$168,105	\$201,559	19.9%
Percent of List Price Received*		99%	99%	0.0%	99%	98%	-1.0%
Months Supply of Inventory		4	3	-25.0%	---	---	---
Total Volume (in 1000's)		\$429,400	\$578,150	34.6%	\$2,689,683	\$3,224,946	-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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		1,071	942	- 12.0%	5,574	5,318	- 4.6%
Pending Sales		976	835	- 14.4%	4,644	4,379	- 5.7%
Closed Sales		974	776	- 20.3%	4,467	4,258	- 4.7%
Days on Market Until Sale		55	54	- 1.8%	62	63	+ 1.6%
Median Sales Price		\$190,000	\$193,000	+ 1.6%	\$170,000	\$180,000	+ 5.9%
Average Sales Price		\$230,013	\$229,768	- 0.1%	\$203,146	\$213,723	+ 5.2%
Percent of List Price Received		100.5%	101.3%	+ 0.8%	99.4%	99.8%	+ 0.4%
Housing Affordability Index		159	154	- 3.1%	178	165	- 7.3%
Inventory of Homes for Sale		1,815	1,774	- 2.3%	—	—	—
Months Supply of Inventory		2.1	2.3	+ 9.5%	—	—	—

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Defiance

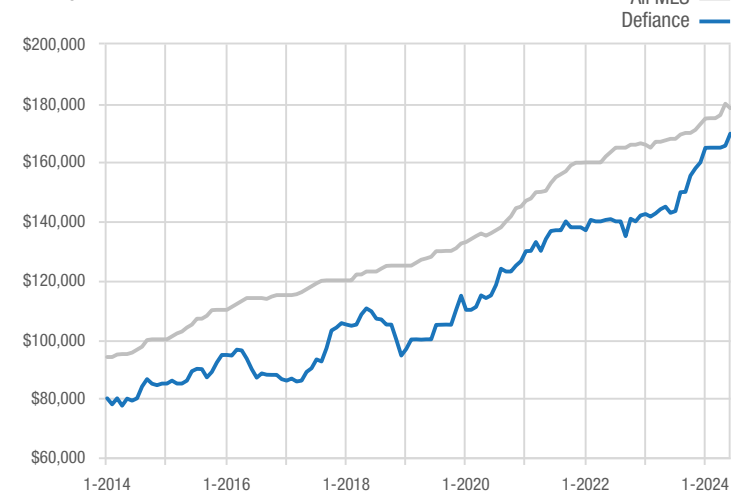
Zip Code 43512

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	32	23	- 28.1%	147	114	- 22.4%
Pending Sales	31	15	- 51.6%	136	92	- 32.4%
Closed Sales	29	19	- 34.5%	132	90	- 31.8%
Days on Market Until Sale	61	61	0.0%	67	69	+ 3.0%
Median Sales Price*	\$155,000	\$195,000	+ 25.8%	\$143,500	\$165,000	+ 15.0%
Average Sales Price*	\$185,459	\$208,611	+ 12.5%	\$159,367	\$181,164	+ 13.7%
Percent of List Price Received*	99.1%	101.6%	+ 2.5%	97.0%	99.4%	+ 2.5%
Inventory of Homes for Sale	47	37	- 21.3%	—	—	—
Months Supply of Inventory	1.9	1.9	0.0%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	2	3	+ 50.0%	9	8	- 11.1%
Pending Sales	2	1	- 50.0%	6	6	0.0%
Closed Sales	2	0	- 100.0%	5	7	+ 40.0%
Days on Market Until Sale	65	—	—	45	65	+ 44.4%
Median Sales Price*	\$147,200	—	—	\$185,000	\$299,900	+ 62.1%
Average Sales Price*	\$147,200	—	—	\$177,200	\$234,842	+ 32.5%
Percent of List Price Received*	101.4%	—	—	100.4%	99.5%	- 0.9%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	2.2	2.9	+ 31.8%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Napoleon

Zip Code 43545

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	10	6	- 40.0%	38	52	+ 36.8%
Pending Sales	5	11	+ 120.0%	43	50	+ 16.3%
Closed Sales	7	9	+ 28.6%	44	47	+ 6.8%
Days on Market Until Sale	42	68	+ 61.9%	91	72	- 20.9%
Median Sales Price*	\$200,000	\$185,000	- 7.5%	\$189,500	\$179,950	- 5.0%
Average Sales Price*	\$201,057	\$166,981	- 16.9%	\$201,750	\$172,905	- 14.3%
Percent of List Price Received*	103.2%	101.1%	- 2.0%	98.4%	99.8%	+ 1.4%
Inventory of Homes for Sale	16	16	0.0%	—	—	—
Months Supply of Inventory	1.5	1.9	+ 26.7%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	8	—	—
Median Sales Price*	—	—	—	\$312,683	—	—
Average Sales Price*	—	—	—	\$312,683	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Bryan

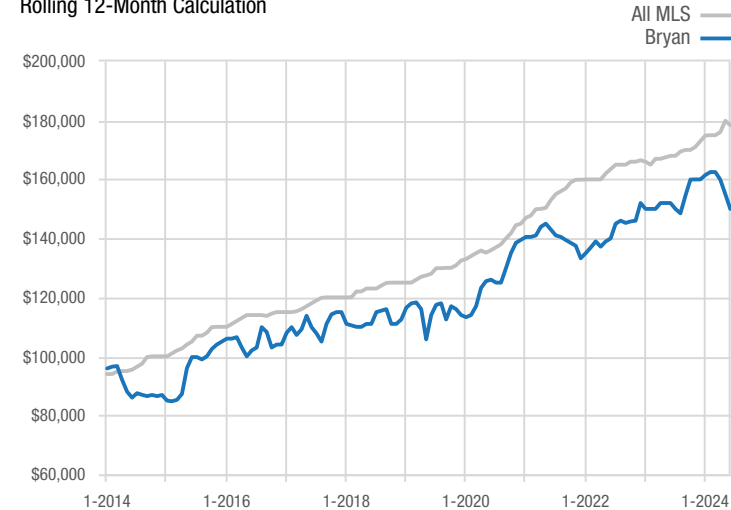
Zip Code 43506

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	17	23	+ 35.3%	81	105	+ 29.6%
Pending Sales	12	15	+ 25.0%	83	88	+ 6.0%
Closed Sales	19	16	- 15.8%	84	87	+ 3.6%
Days on Market Until Sale	68	52	- 23.5%	78	69	- 11.5%
Median Sales Price*	\$153,000	\$131,500	- 14.1%	\$157,250	\$143,875	- 8.5%
Average Sales Price*	\$177,328	\$163,869	- 7.6%	\$157,779	\$165,815	+ 5.1%
Percent of List Price Received*	98.2%	100.4%	+ 2.2%	97.2%	99.7%	+ 2.6%
Inventory of Homes for Sale	27	35	+ 29.6%	—	—	—
Months Supply of Inventory	1.9	2.4	+ 26.3%	—	—	—

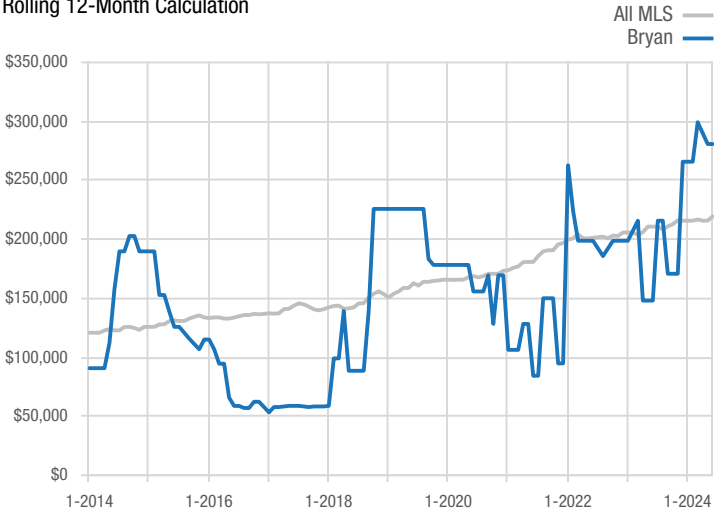
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	62	62	0.0%
Median Sales Price*	—	—	—	\$170,000	\$265,000	+ 55.9%
Average Sales Price*	—	—	—	\$170,000	\$265,000	+ 55.9%
Percent of List Price Received*	—	—	—	96.4%	93.0%	- 3.5%
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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Wauseon

Zip Code 43567

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	13	11	- 15.4%	56	49	- 12.5%
Pending Sales	10	14	+ 40.0%	42	37	- 11.9%
Closed Sales	10	12	+ 20.0%	40	35	- 12.5%
Days on Market Until Sale	74	71	- 4.1%	83	75	- 9.6%
Median Sales Price*	\$203,350	\$155,000	- 23.8%	\$177,500	\$197,000	+ 11.0%
Average Sales Price*	\$246,770	\$217,136	- 12.0%	\$203,818	\$224,453	+ 10.1%
Percent of List Price Received*	102.0%	99.4%	- 2.5%	97.6%	99.6%	+ 2.0%
Inventory of Homes for Sale	24	17	- 29.2%	—	—	—
Months Supply of Inventory	2.7	2.1	- 22.2%	—	—	—

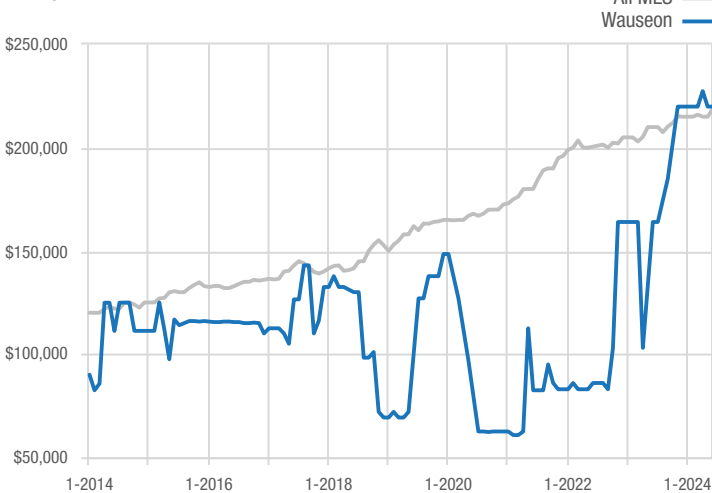
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	1	0	- 100.0%	4	2	- 50.0%
Pending Sales	0	0	—	3	1	- 66.7%
Closed Sales	0	0	—	3	1	- 66.7%
Days on Market Until Sale	—	—	—	33	33	0.0%
Median Sales Price*	—	—	—	\$90,000	\$183,000	+ 103.3%
Average Sales Price*	—	—	—	\$146,667	\$183,000	+ 24.8%
Percent of List Price Received*	—	—	—	98.4%	100.0%	+ 1.6%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

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Median Sales Price - Single Family



Median Sales Price - Condo-Villa



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Archbold

Zip Code 43502

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	4	7	+ 75.0%	30	29	- 3.3%
Pending Sales	1	6	+ 500.0%	28	33	+ 17.9%
Closed Sales	4	7	+ 75.0%	31	33	+ 6.5%
Days on Market Until Sale	32	73	+ 128.1%	58	69	+ 19.0%
Median Sales Price*	\$120,445	\$202,500	+ 68.1%	\$173,000	\$195,000	+ 12.7%
Average Sales Price*	\$150,223	\$224,000	+ 49.1%	\$187,527	\$205,345	+ 9.5%
Percent of List Price Received*	103.9%	96.2%	- 7.4%	99.5%	99.2%	- 0.3%
Inventory of Homes for Sale	9	12	+ 33.3%	—	—	—
Months Supply of Inventory	1.8	2.4	+ 33.3%	—	—	—

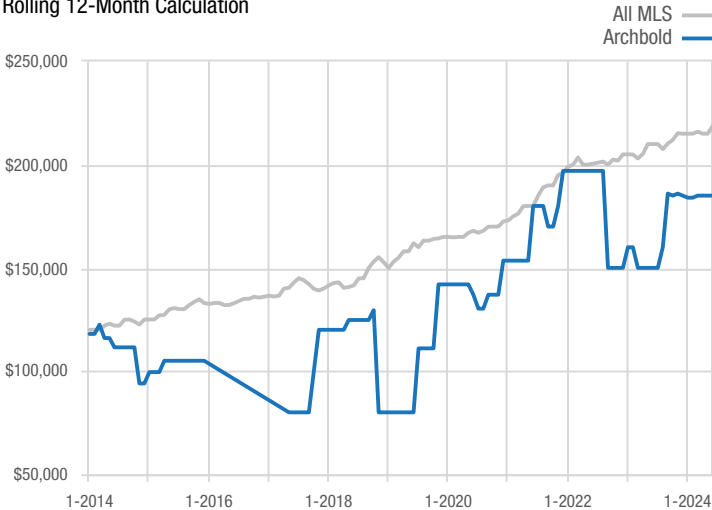
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	0	0	—	2	0	- 100.0%
Days on Market Until Sale	—	—	—	106	—	—
Median Sales Price*	—	—	—	\$154,000	—	—
Average Sales Price*	—	—	—	\$154,000	—	—
Percent of List Price Received*	—	—	—	99.4%	—	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.6	—	—	—	—	—

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Median Sales Price - Single Family
Rolling 12-Month Calculation



Median Sales Price - Condo-Villa
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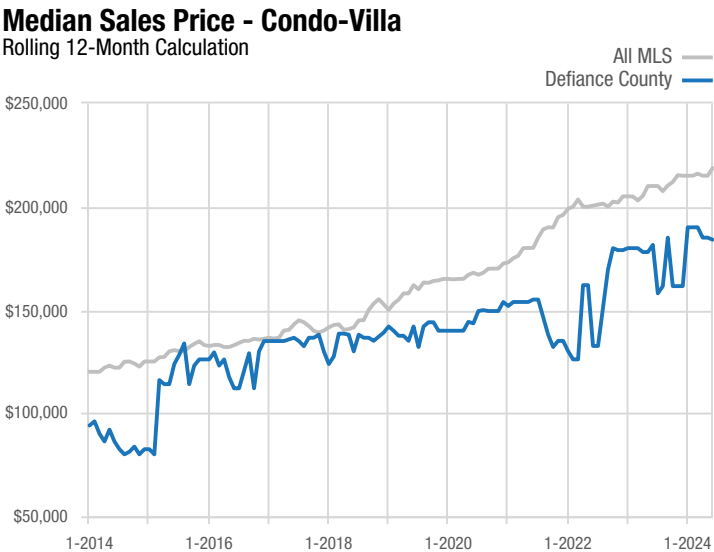
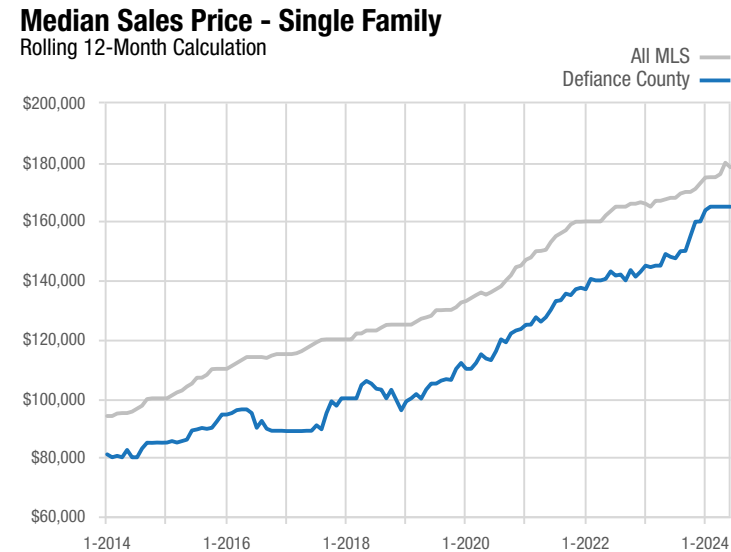


Defiance County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	43	32	- 25.6%	196	157	- 19.9%
Pending Sales	41	26	- 36.6%	169	141	- 16.6%
Closed Sales	38	25	- 34.2%	163	136	- 16.6%
Days on Market Until Sale	69	62	- 10.1%	69	70	+ 1.4%
Median Sales Price*	\$158,950	\$165,000	+ 3.8%	\$151,250	\$160,000	+ 5.8%
Average Sales Price*	\$190,582	\$181,100	- 5.0%	\$164,587	\$178,864	+ 8.7%
Percent of List Price Received*	99.0%	100.5%	+ 1.5%	97.4%	98.2%	+ 0.8%
Inventory of Homes for Sale	77	48	- 37.7%	—	—	—
Months Supply of Inventory	2.4	1.7	- 29.2%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	2	4	+ 100.0%	12	12	0.0%
Pending Sales	3	3	0.0%	9	9	0.0%
Closed Sales	3	2	- 33.3%	8	10	+ 25.0%
Days on Market Until Sale	71	52	- 26.8%	47	60	+ 27.7%
Median Sales Price*	\$135,000	\$131,000	- 3.0%	\$136,500	\$159,500	+ 16.8%
Average Sales Price*	\$143,133	\$131,000	- 8.5%	\$161,125	\$204,590	+ 27.0%
Percent of List Price Received*	99.2%	98.1%	- 1.1%	99.1%	99.0%	- 0.1%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	2.5	2.8	+ 12.0%	—	—	—

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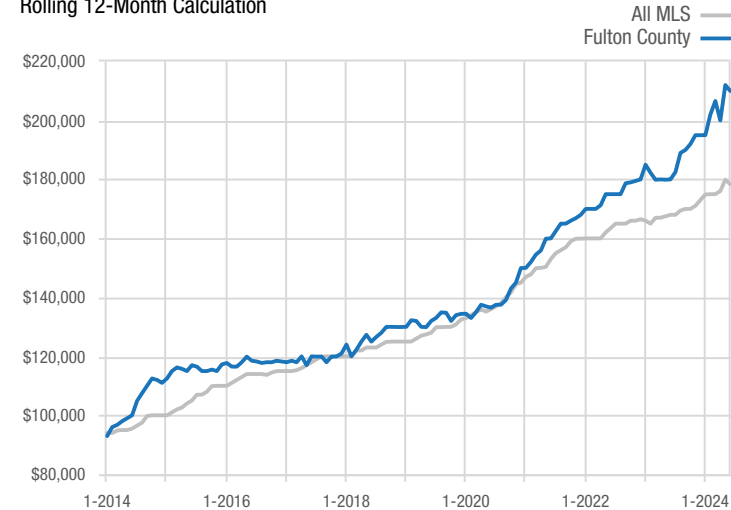
Fulton County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	30	40	+ 33.3%	190	194	+ 2.1%
Pending Sales	29	37	+ 27.6%	161	157	- 2.5%
Closed Sales	36	32	- 11.1%	166	150	- 9.6%
Days on Market Until Sale	47	59	+ 25.5%	60	61	+ 1.7%
Median Sales Price*	\$193,500	\$198,000	+ 2.3%	\$180,000	\$200,000	+ 11.1%
Average Sales Price*	\$240,123	\$220,656	- 8.1%	\$207,333	\$226,920	+ 9.4%
Percent of List Price Received*	102.8%	97.8%	- 4.9%	99.9%	99.6%	- 0.3%
Inventory of Homes for Sale	60	70	+ 16.7%	—	—	—
Months Supply of Inventory	2.0	2.6	+ 30.0%	—	—	—

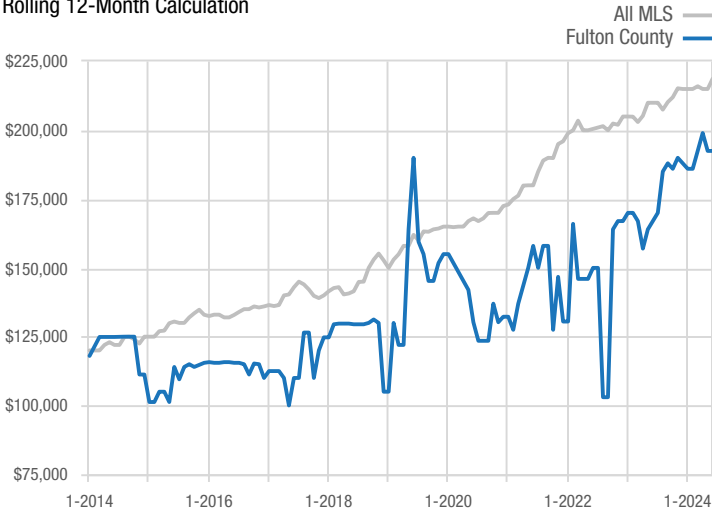
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	2	0	- 100.0%	6	2	- 66.7%
Pending Sales	0	0	—	5	1	- 80.0%
Closed Sales	0	0	—	5	1	- 80.0%
Days on Market Until Sale	—	—	—	62	33	- 46.8%
Median Sales Price*	—	—	—	\$118,000	\$183,000	+ 55.1%
Average Sales Price*	—	—	—	\$149,600	\$183,000	+ 22.3%
Percent of List Price Received*	—	—	—	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	2.1	0.6	- 71.4%	—	—	—

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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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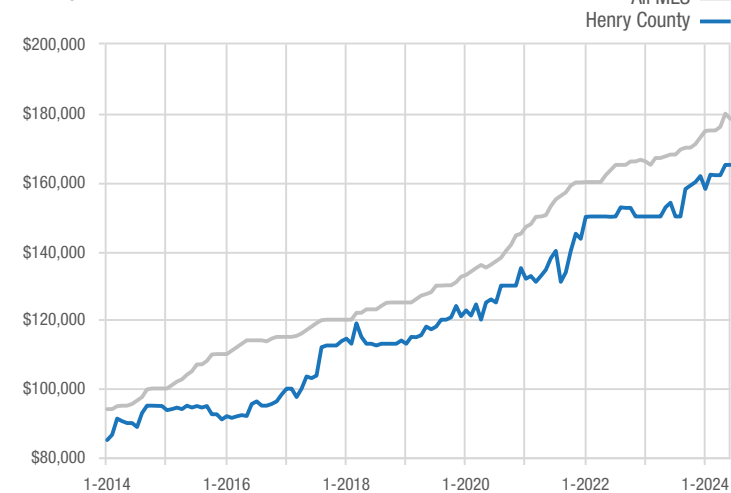
Henry County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	21	18	- 14.3%	86	112	+ 30.2%
Pending Sales	13	21	+ 61.5%	77	94	+ 22.1%
Closed Sales	17	17	0.0%	77	88	+ 14.3%
Days on Market Until Sale	52	62	+ 19.2%	77	64	- 16.9%
Median Sales Price*	\$189,000	\$185,000	- 2.1%	\$166,000	\$167,000	+ 0.6%
Average Sales Price*	\$182,018	\$177,787	- 2.3%	\$181,106	\$173,970	- 3.9%
Percent of List Price Received*	100.1%	100.4%	+ 0.3%	97.5%	99.8%	+ 2.4%
Inventory of Homes for Sale	37	40	+ 8.1%	—	—	—
Months Supply of Inventory	2.2	2.4	+ 9.1%	—	—	—

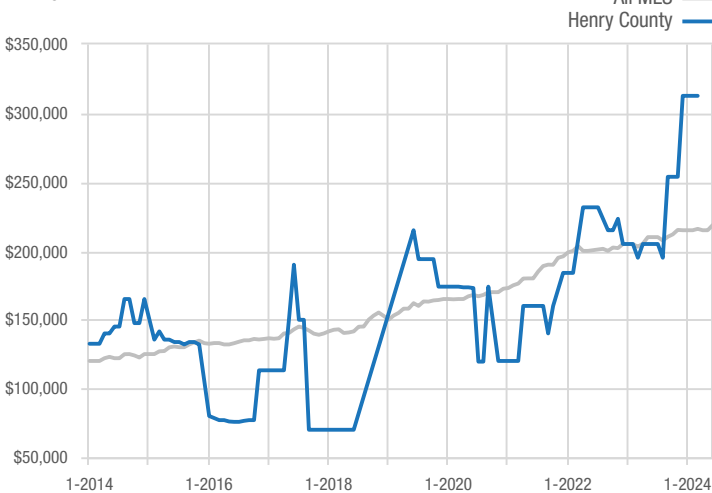
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	8	—	—
Median Sales Price*	—	—	—	\$312,683	—	—
Average Sales Price*	—	—	—	\$312,683	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
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



Median Sales Price - Condo-Villa



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Local Market Update – June 2024

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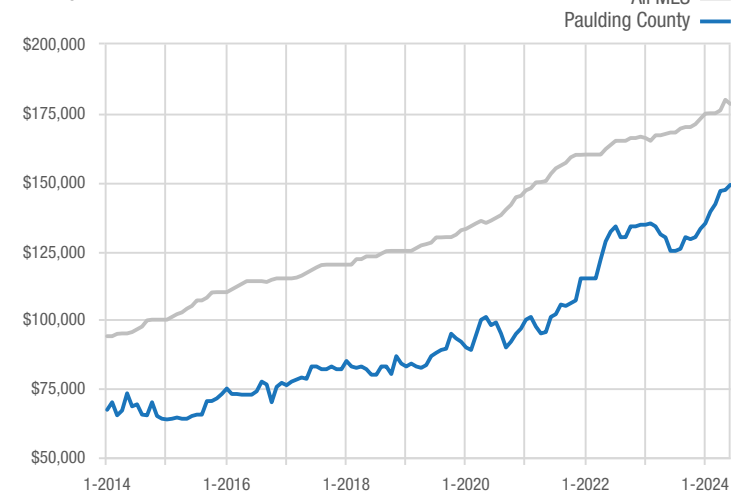
Paulding County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	17	14	- 17.6%	89	64	- 28.1%
Pending Sales	8	12	+ 50.0%	68	54	- 20.6%
Closed Sales	8	11	+ 37.5%	69	51	- 26.1%
Days on Market Until Sale	62	62	0.0%	74	82	+ 10.8%
Median Sales Price*	\$144,950	\$150,000	+ 3.5%	\$125,000	\$154,500	+ 23.6%
Average Sales Price*	\$166,550	\$164,573	- 1.2%	\$142,322	\$165,470	+ 16.3%
Percent of List Price Received*	99.9%	98.3%	- 1.6%	96.3%	99.2%	+ 3.0%
Inventory of Homes for Sale	32	28	- 12.5%	—	—	—
Months Supply of Inventory	2.6	3.1	+ 19.2%	—	—	—

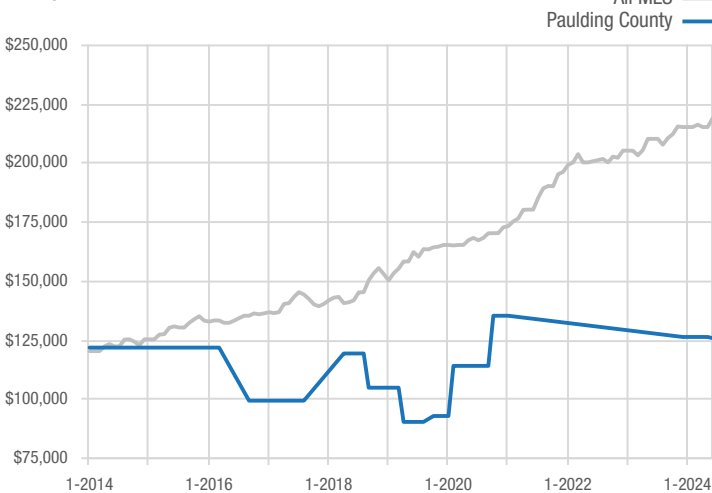
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	89	—	—	89	—
Median Sales Price*	—	\$125,000	—	—	\$125,000	—
Average Sales Price*	—	\$125,000	—	—	\$125,000	—
Percent of List Price Received*	—	92.7%	—	—	92.7%	—
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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Putnam County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	7	9	+ 28.6%	40	49	+ 22.5%
Pending Sales	3	8	+ 166.7%	39	38	- 2.6%
Closed Sales	4	8	+ 100.0%	39	37	- 5.1%
Days on Market Until Sale	48	58	+ 20.8%	67	69	+ 3.0%
Median Sales Price*	\$185,000	\$170,000	- 8.1%	\$181,500	\$170,000	- 6.3%
Average Sales Price*	\$181,150	\$181,114	- 0.0%	\$181,612	\$191,826	+ 5.6%
Percent of List Price Received*	105.8%	98.7%	- 6.7%	99.1%	97.6%	- 1.5%
Inventory of Homes for Sale	12	24	+ 100.0%	—	—	—
Months Supply of Inventory	1.5	3.4	+ 126.7%	—	—	—

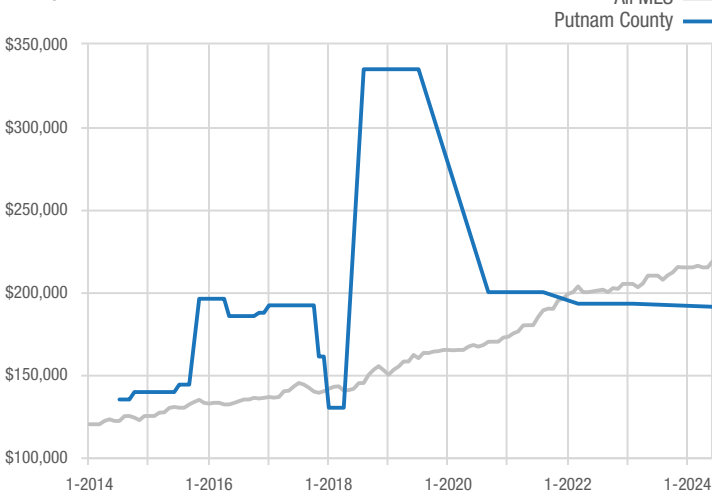
Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	46	—	—	46	—
Median Sales Price*	—	\$191,150	—	—	\$191,150	—
Average Sales Price*	—	\$191,150	—	—	\$191,150	—
Percent of List Price Received*	—	106.3%	—	—	106.3%	—
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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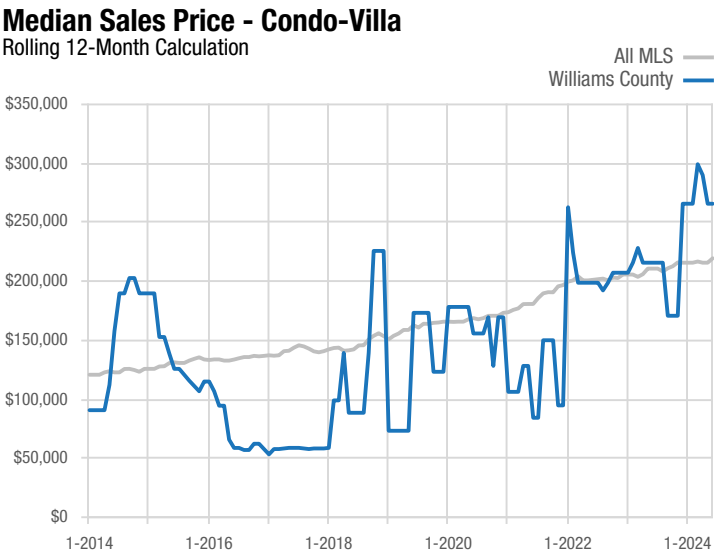
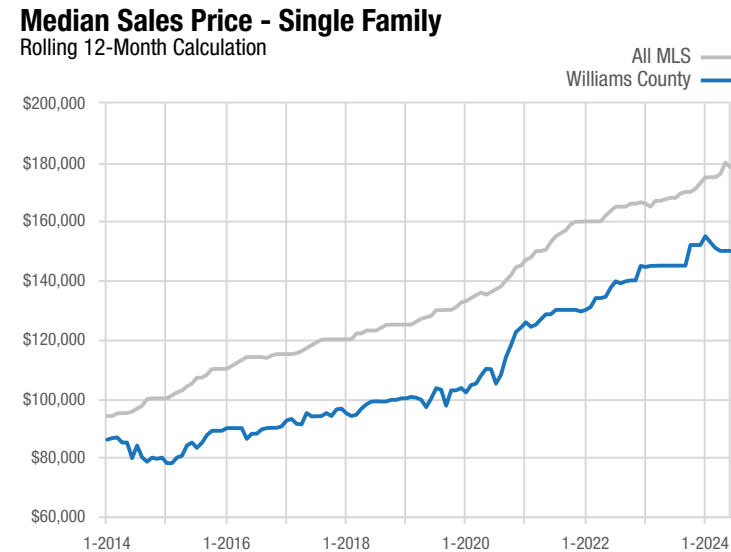


Williams County

Single Family	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	48	46	- 4.2%	221	219	- 0.9%
Pending Sales	35	32	- 8.6%	191	172	- 9.9%
Closed Sales	45	30	- 33.3%	188	165	- 12.2%
Days on Market Until Sale	80	51	- 36.3%	74	70	- 5.4%
Median Sales Price*	\$134,000	\$146,000	+ 9.0%	\$141,000	\$145,450	+ 3.2%
Average Sales Price*	\$158,252	\$170,500	+ 7.7%	\$163,108	\$169,934	+ 4.2%
Percent of List Price Received*	99.4%	99.9%	+ 0.5%	98.0%	98.8%	+ 0.8%
Inventory of Homes for Sale	84	79	- 6.0%	—	—	—
Months Supply of Inventory	2.5	2.4	- 4.0%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2023	2024	% Change	Thru 6-2023	Thru 6-2024	% Change
New Listings	0	0	—	4	3	- 25.0%
Pending Sales	0	0	—	2	3	+ 50.0%
Closed Sales	0	0	—	2	3	+ 50.0%
Days on Market Until Sale	—	—	—	62	51	- 17.7%
Median Sales Price*	—	—	—	\$170,000	\$250,000	+ 47.1%
Average Sales Price*	—	—	—	\$170,000	\$226,633	+ 33.3%
Percent of List Price Received*	—	—	—	96.4%	95.3%	- 1.1%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.8	- 46.7%	—	—	—

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