

## Local Market Update – March 2023

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## Western Counties

### Defiance, Fulton, Henry, Paulding, Putnam and Williams

Nationally, existing home sales jumped 14.5% month-over-month as of last measure, the first monthly gain in 12 months, and representing the largest monthly increase since July 2020, according to the National Association of REALTORS® (NAR). The sudden uptick in sales activity stems from contracts signed toward the beginning of the year, when mortgage rates dipped to the low 6% range, causing a surge in homebuyer activity. Pending sales have continued to improve heading into spring, increasing for the third consecutive month, according to NAR.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.

Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3 2022	Thru 3 2023	% Change
New Listings	167	<b>147</b>	-12.0%	382	<b>375</b>	-1.8%
Closed Sales	140	<b>121</b>	-13.6%	363	<b>320</b>	-11.8%
Days on Market	71	<b>83</b>	16.9%	77	<b>77</b>	0.0%
SP\$/SqFt	\$100.24	<b>\$106.00</b>	5.7%	\$99.11	<b>\$100.16</b>	1.1%
Median Sales Price*	\$142,750	<b>\$160,000</b>	12.1%	\$145,000	<b>\$155,000</b>	6.9%
Average Sales Price*	\$169,593	<b>\$168,537</b>	-0.6%	\$165,641	<b>\$165,687</b>	0.0%
Percent of List Price Received*	99%	<b>96%</b>	-3.0%	98%	<b>97%</b>	-1.0%
Months Supply of Inventory	3	<b>3</b>	0.0%	---	---	---
Total Volume	\$23,743,023	<b>\$20,393,020</b>	-14.1%	\$60,127,705	<b>\$53,019,758</b>	-11.8%

Condo/Villa	March			Year to Date		
	2022	2023	% Change	Thru 3 2022	Thru 3 2023	% Change
New Listings	2	<b>3</b>	500.0%	9	<b>12</b>	33.3%
Closed Sales	3	<b>5</b>	66.7%	6	<b>9</b>	50.0%
Days on Market	39	<b>74</b>	89.7%	37	<b>55</b>	48.6%
SP\$/SqFt	\$150.33	<b>\$122.28</b>	-18.7%	\$128.70	<b>\$139.42</b>	8.3%
Median Sales Price*	\$198,000	<b>\$126,600</b>	-36.1%	\$189,000	<b>\$138,000</b>	-27.0%
Average Sales Price*	\$210,167	<b>\$163,920</b>	-22.0%	\$169,250	<b>\$167,511</b>	-1.0%
Percent of List Price Received*	103%	<b>98%</b>	-4.9%	101%	<b>98%</b>	-3.0%
Months Supply of Inventory	2	<b>2</b>	0.0%	---	---	---
Total Volume (in 1000's)	\$630,500	<b>\$819,600</b>	30.0%	\$1,015,500	<b>\$1,507,600</b>	48.5%

| 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.



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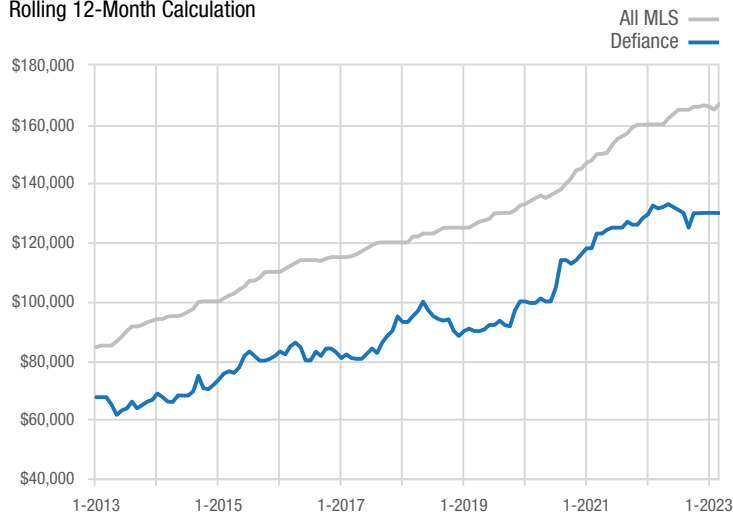
## Defiance

MLS Area 61: 43512

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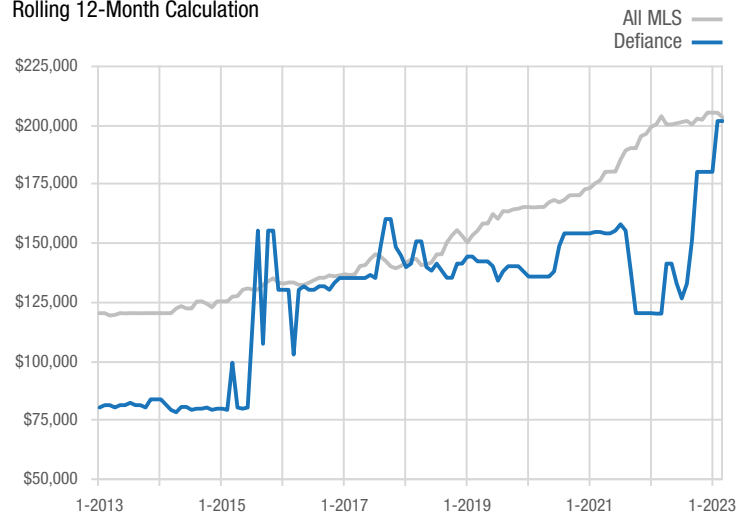
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Napoleon

MLS Area 76: 43545

Single Family	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	18	6	- 66.7%	36	14	- 61.1%
Pending Sales	12	7	- 41.7%	25	22	- 12.0%
Closed Sales	9	8	- 11.1%	24	21	- 12.5%
Days on Market Until Sale	60	203	+ 238.3%	64	119	+ 85.9%
Median Sales Price*	\$165,000	<b>\$217,000</b>	+ 31.5%	\$159,000	<b>\$175,000</b>	+ 10.1%
Average Sales Price*	\$156,289	<b>\$192,375</b>	+ 23.1%	\$155,458	<b>\$184,071</b>	+ 18.4%
Percent of List Price Received*	96.2%	<b>94.7%</b>	- 1.6%	96.9%	<b>94.3%</b>	- 2.7%
Inventory of Homes for Sale	28	12	- 57.1%	—	—	—
Months Supply of Inventory	2.8	1.1	- 60.7%	—	—	—

Condo-Villa	March			Year to Date		
New Listings	0	0	—	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$239,500	—	—	\$239,500	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Months Supply of Inventory	—	—	—	—	—	—

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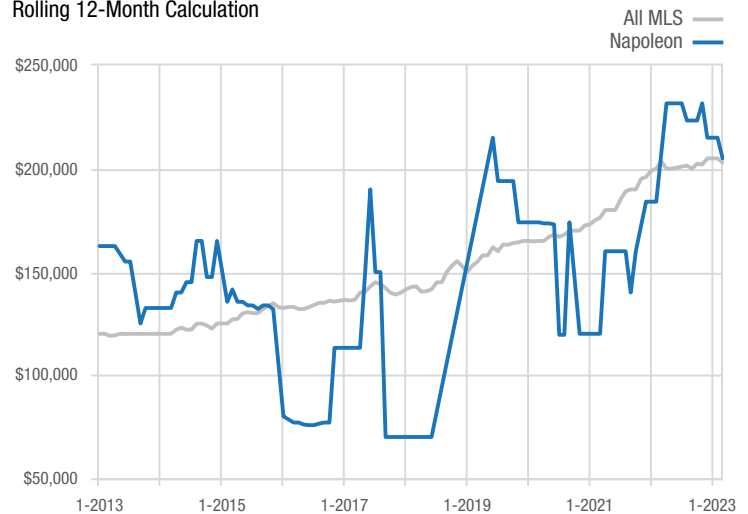
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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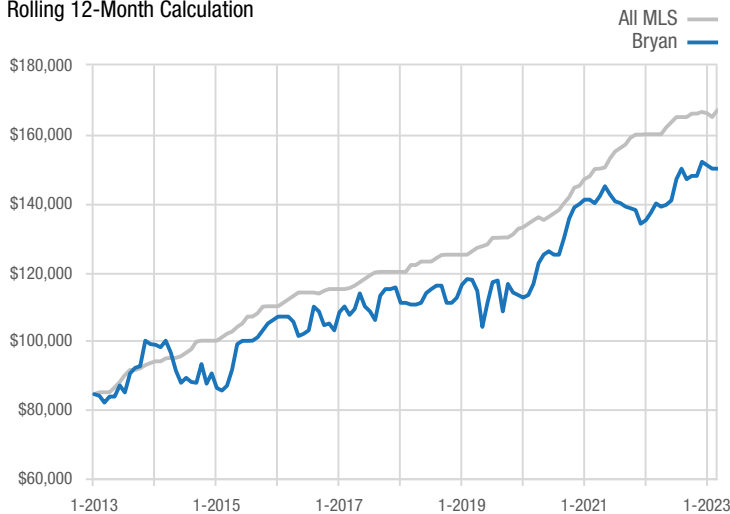
## Bryan

MLS Area 87: 43506

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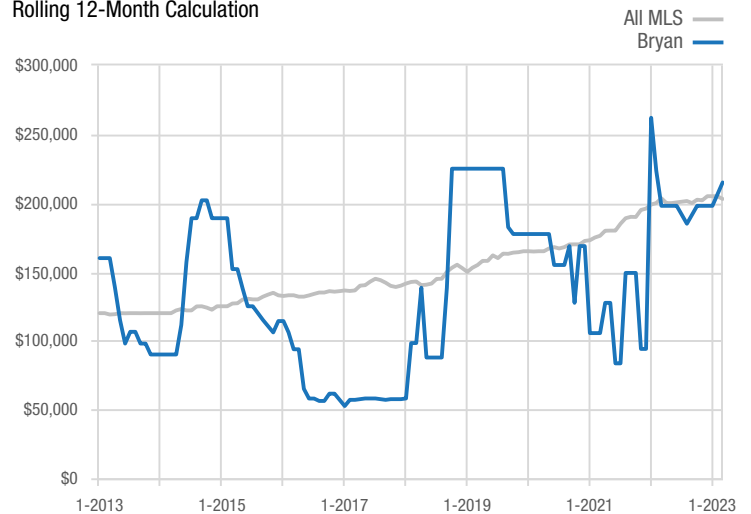
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### Median Sales Price - Condo-Villa

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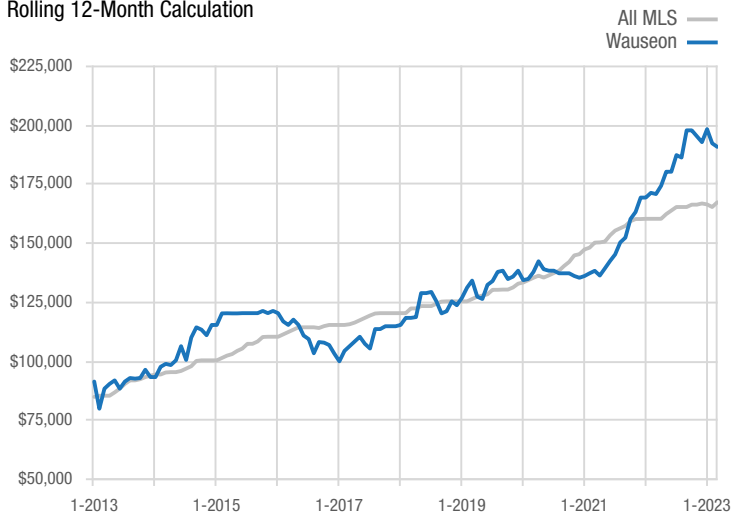
## Wauseon

MLS Area 96: 43567

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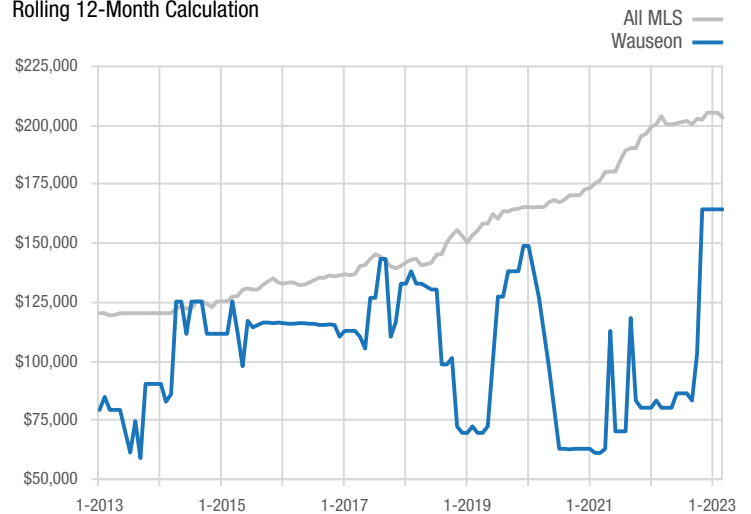
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## Archbold

MLS Area 98: 43502

Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	3	4	+ 33.3%	13	17	+ 30.8%
Pending Sales	2	10	+ 400.0%	9	17	+ 88.9%
Closed Sales	3	7	+ 133.3%	8	16	+ 100.0%
Days on Market Until Sale	88	73	- 17.0%	93	60	- 35.5%
Median Sales Price*	\$257,000	<b>\$180,000</b>	- 30.0%	\$189,000	<b>\$180,000</b>	- 4.8%
Average Sales Price*	\$257,000	<b>\$197,343</b>	- 23.2%	\$188,286	<b>\$205,560</b>	+ 9.2%
Percent of List Price Received*	98.9%	<b>98.9%</b>	0.0%	94.7%	<b>98.3%</b>	+ 3.8%
Inventory of Homes for Sale	10	8	- 20.0%	—	—	—
Months Supply of Inventory	2.2	1.5	- 31.8%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	1	—	0	2	—
Closed Sales	0	1	—	0	2	—
Days on Market Until Sale	—	179	—	—	106	—
Median Sales Price*	—	<b>\$118,000</b>	—	—	<b>\$154,000</b>	—
Average Sales Price*	—	<b>\$118,000</b>	—	—	<b>\$154,000</b>	—
Percent of List Price Received*	—	<b>98.7%</b>	—	—	<b>99.4%</b>	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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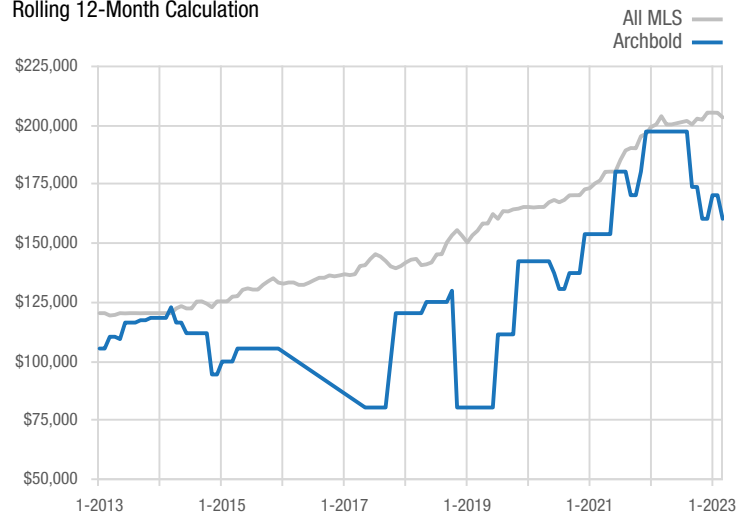
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Defiance County

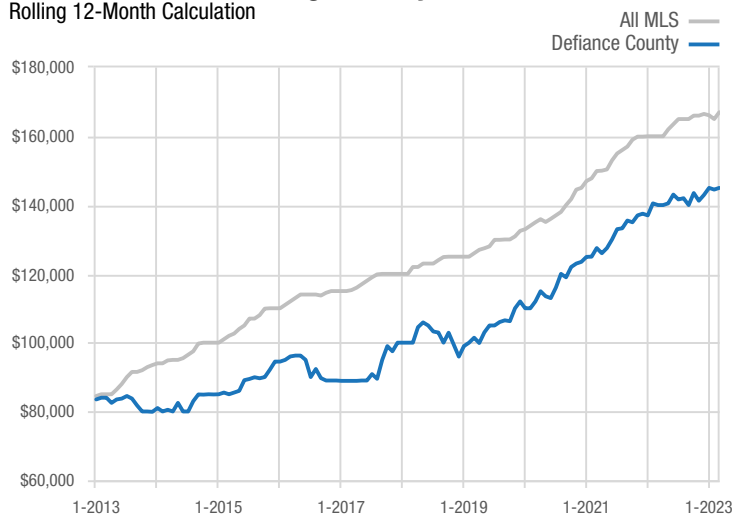
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	40	31	- 22.5%	86	77	- 10.5%
Pending Sales	30	21	- 30.0%	85	77	- 9.4%
Closed Sales	35	25	- 28.6%	84	78	- 7.1%
Days on Market Until Sale	63	65	+ 3.2%	74	78	+ 5.4%
Median Sales Price*	\$133,000	<b>\$142,500</b>	+ 7.1%	\$133,500	<b>\$144,250</b>	+ 8.1%
Average Sales Price*	\$141,348	<b>\$150,214</b>	+ 6.3%	\$147,491	<b>\$151,432</b>	+ 2.7%
Percent of List Price Received*	97.6%	<b>94.9%</b>	- 2.8%	98.0%	<b>95.9%</b>	- 2.1%
Inventory of Homes for Sale	65	57	- 12.3%	—	—	—
Months Supply of Inventory	1.8	1.8	0.0%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	2	1	- 50.0%	4	8	+ 100.0%
Pending Sales	1	1	0.0%	2	5	+ 150.0%
Closed Sales	0	2	—	2	5	+ 150.0%
Days on Market Until Sale	—	34	—	38	32	- 15.8%
Median Sales Price*	—	<b>\$180,800</b>	—	\$100,000	<b>\$138,000</b>	+ 38.0%
Average Sales Price*	—	<b>\$180,800</b>	—	\$100,000	<b>\$171,920</b>	+ 71.9%
Percent of List Price Received*	—	<b>99.7%</b>	—	98.0%	<b>99.0%</b>	+ 1.0%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.4	2.1	+ 50.0%	—	—	—

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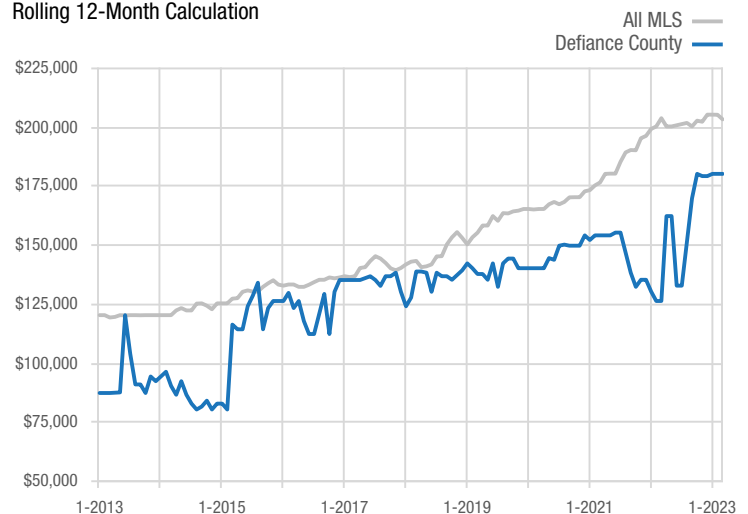
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Fulton County

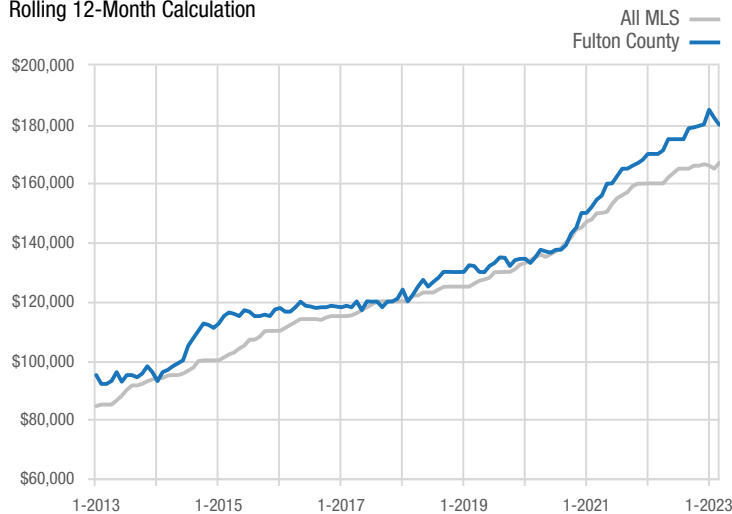
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	29	29	0.0%	83	87	+ 4.8%
Pending Sales	22	35	+ 59.1%	66	78	+ 18.2%
Closed Sales	23	33	+ 43.5%	71	72	+ 1.4%
Days on Market Until Sale	70	67	- 4.3%	67	69	+ 3.0%
Median Sales Price*	\$220,200	\$180,000	- 18.3%	\$180,000	\$174,000	- 3.3%
Average Sales Price*	\$234,133	\$201,067	- 14.1%	\$193,368	\$194,780	+ 0.7%
Percent of List Price Received*	101.0%	99.8%	- 1.2%	99.0%	97.9%	- 1.1%
Inventory of Homes for Sale	59	55	- 6.8%	—	—	—
Months Supply of Inventory	1.6	1.7	+ 6.3%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	1	—	0	1	—
Pending Sales	0	2	—	0	3	—
Closed Sales	0	1	—	0	2	—
Days on Market Until Sale	—	179	—	—	106	—
Median Sales Price*	—	\$118,000	—	—	\$154,000	—
Average Sales Price*	—	\$118,000	—	—	\$154,000	—
Percent of List Price Received*	—	98.7%	—	—	99.4%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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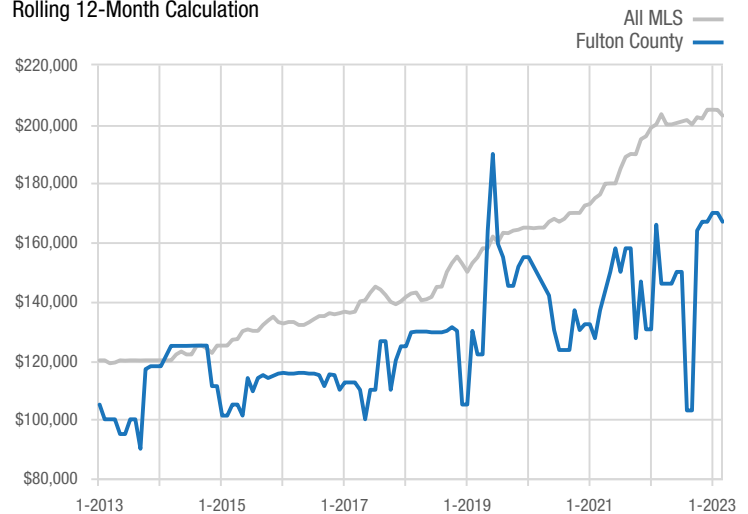
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Rolling 12-Month Calculation



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## Henry County

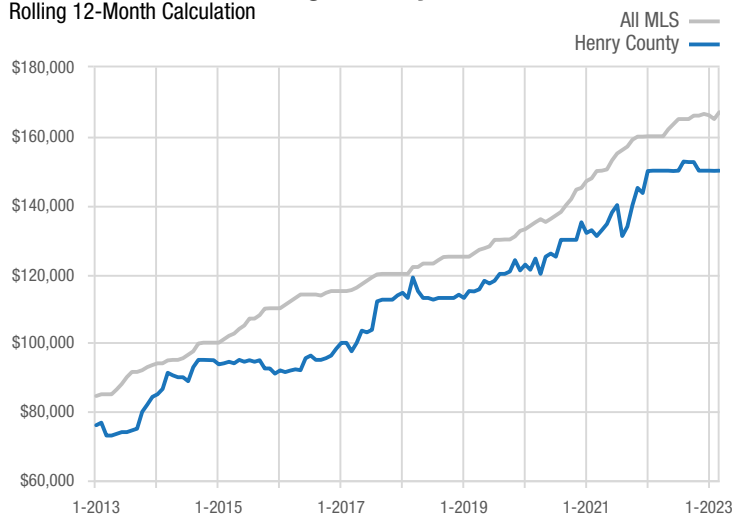
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	29	16	- 44.8%	66	37	- 43.9%
Pending Sales	24	11	- 54.2%	54	35	- 35.2%
Closed Sales	21	9	- 57.1%	53	33	- 37.7%
Days on Market Until Sale	52	188	+ 261.5%	68	102	+ 50.0%
Median Sales Price*	\$130,000	\$195,000	+ 50.0%	\$160,000	\$172,500	+ 7.8%
Average Sales Price*	\$163,024	\$192,667	+ 18.2%	\$182,231	\$182,419	+ 0.1%
Percent of List Price Received*	98.9%	95.1%	- 3.8%	98.5%	95.2%	- 3.4%
Inventory of Homes for Sale	47	32	- 31.9%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	15	—	—	15	—	—
Median Sales Price*	\$239,500	—	—	\$239,500	—	—
Average Sales Price*	\$239,500	—	—	\$239,500	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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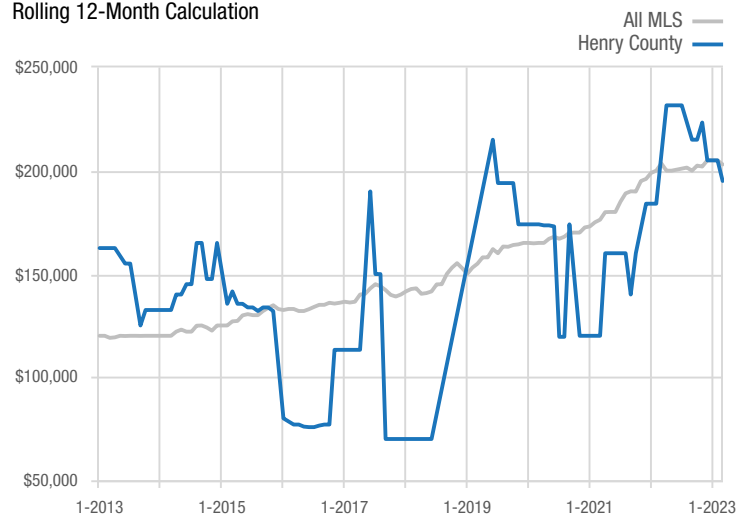
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## Paulding County

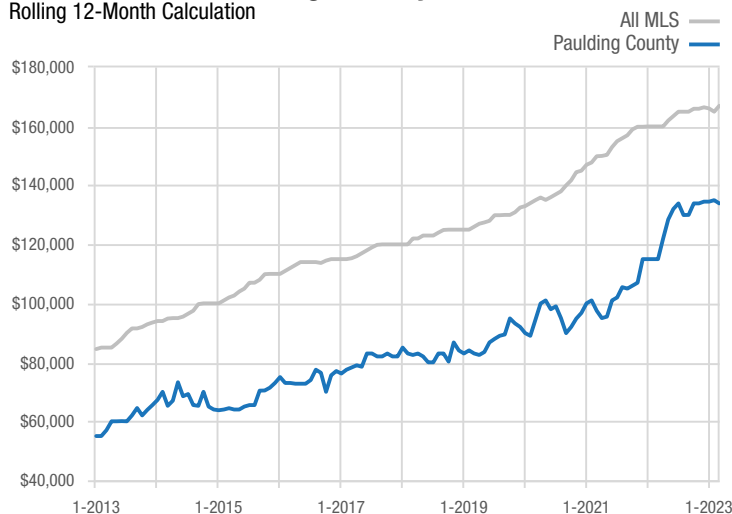
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	16	17	+ 6.3%	43	49	+ 14.0%
Pending Sales	15	12	- 20.0%	32	25	- 21.9%
Closed Sales	14	15	+ 7.1%	34	27	- 20.6%
Days on Market Until Sale	61	73	+ 19.7%	83	77	- 7.2%
Median Sales Price*	\$113,800	<b>\$95,000</b>	- 16.5%	\$107,450	<b>\$105,000</b>	- 2.3%
Average Sales Price*	\$130,557	<b>\$113,585</b>	- 13.0%	\$122,346	<b>\$118,686</b>	- 3.0%
Percent of List Price Received*	100.2%	<b>95.3%</b>	- 4.9%	97.3%	<b>97.4%</b>	+ 0.1%
Inventory of Homes for Sale	32	40	+ 25.0%	—	—	—
Months Supply of Inventory	2.7	3.2	+ 18.5%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% 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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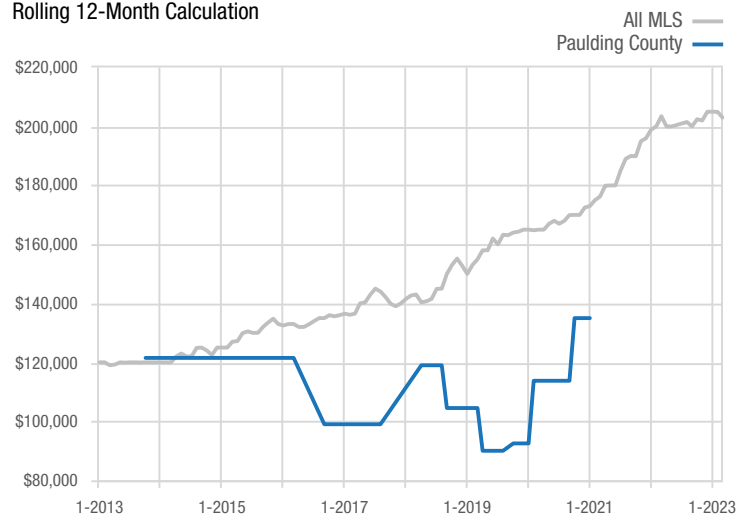
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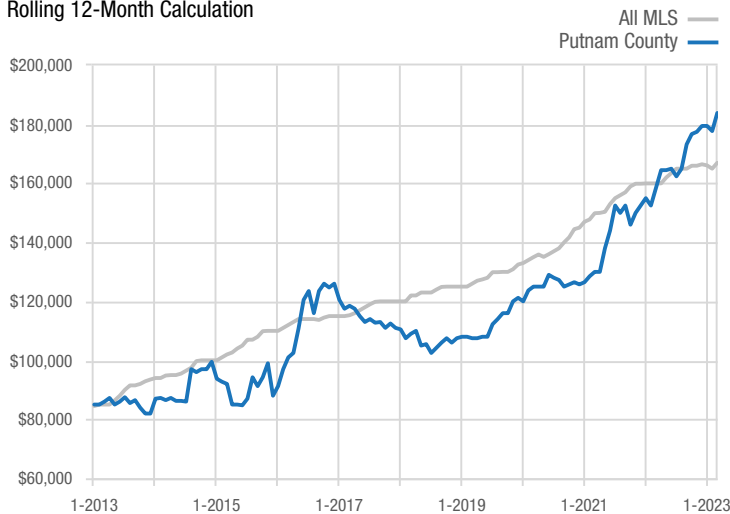
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	10	11	+ 10.0%	22	25	+ 13.6%
Pending Sales	7	12	+ 71.4%	19	22	+ 15.8%
Closed Sales	12	7	- 41.7%	21	17	- 19.0%
Days on Market Until Sale	119	67	- 43.7%	102	78	- 23.5%
Median Sales Price*	\$154,500	<b>\$175,000</b>	+ 13.3%	\$166,000	<b>\$155,000</b>	- 6.6%
Average Sales Price*	\$158,658	<b>\$181,000</b>	+ 14.1%	\$167,771	<b>\$155,141</b>	- 7.5%
Percent of List Price Received*	94.8%	<b>92.8%</b>	- 2.1%	96.3%	<b>95.3%</b>	- 1.0%
Inventory of Homes for Sale	19	17	- 10.5%	—	—	—
Months Supply of Inventory	1.9	1.9	0.0%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	57	—	—	57	—	—
Median Sales Price*	\$193,000	—	—	\$193,000	—	—
Average Sales Price*	\$193,000	—	—	\$193,000	—	—
Percent of List Price Received*	99.0%	—	—	99.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
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.

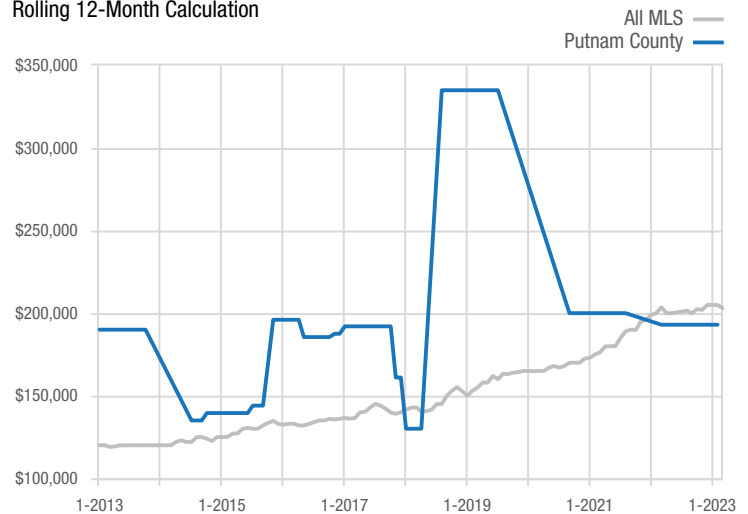
### Median Sales Price - Single Family

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 – March 2023

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

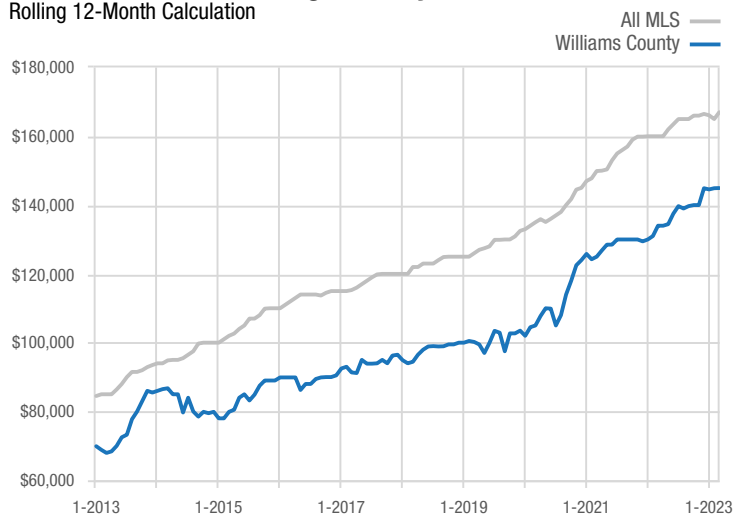
Single Family Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	43	36	- 16.3%	82	93	+ 13.4%
Pending Sales	31	29	- 6.5%	93	96	+ 3.2%
Closed Sales	35	32	- 8.6%	100	93	- 7.0%
Days on Market Until Sale	78	94	+ 20.5%	83	74	- 10.8%
Median Sales Price*	\$135,000	<b>\$146,000</b>	+ 8.1%	\$142,500	<b>\$145,000</b>	+ 1.8%
Average Sales Price*	\$182,357	<b>\$165,553</b>	- 9.2%	\$170,847	<b>\$166,940</b>	- 2.3%
Percent of List Price Received*	99.8%	<b>95.6%</b>	- 4.2%	98.3%	<b>97.0%</b>	- 1.3%
Inventory of Homes for Sale	69	65	- 5.8%	—	—	—
Months Supply of Inventory	1.7	1.9	+ 11.8%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	1	—	3	3	0.0%
Pending Sales	1	2	+ 100.0%	3	2	- 33.3%
Closed Sales	1	2	+ 100.0%	2	2	0.0%
Days on Market Until Sale	44	62	+ 40.9%	36	62	+ 72.2%
Median Sales Price*	\$198,000	<b>\$170,000</b>	- 14.1%	\$191,500	<b>\$170,000</b>	- 11.2%
Average Sales Price*	\$198,000	<b>\$170,000</b>	- 14.1%	\$191,500	<b>\$170,000</b>	- 11.2%
Percent of List Price Received*	108.6%	<b>96.4%</b>	- 11.2%	106.0%	<b>96.4%</b>	- 9.1%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.8	1.6	- 11.1%	—	—	—

\* 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.

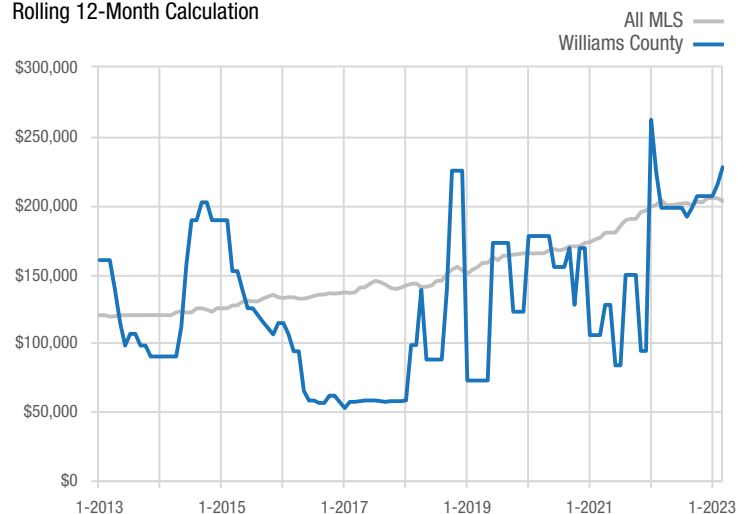
### Median Sales Price - Single Family

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.