

## Local Market Update – April 2020

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.



## Western Counties

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

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4 2019	Thru 4 2020	% Change
<b>Key Metrics</b>						
New Listings	201	<b>131</b>	-34.8%	620	537	-13.4%
Closed Sales	152	<b>126</b>	-17.1%	441	458	+3.9%
Days on Market	97	<b>104</b>	7.2%	100	103	3.0%
Median Sales Price*	\$98,250	<b>\$127,950</b>	+30.2%	\$105,000	\$117,250	11.7%
Average Sales Price*	\$119,014	<b>\$137,680</b>	+15.7%	\$119,428	\$127,149	6.5%
Percent of List Price Received*	96.6%	<b>99.9%</b>	+3.4%	96.8%	98.0%	+1.2%
Months Supply of Inventory	4.0	<b>4.0</b>	---	---	---	---
Total Volume	\$18,090,122	<b>\$17,347,700</b>	-4.1%	\$52,667,724	<b>\$58,234,323</b>	+10.6%

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4 2019	Thru 4 2020	% Change
<b>Key Metrics</b>						
New Listings	---	<b>4</b>	---	11	14	+27.3%
Closed Sales	---	<b>4</b>	---	8	10	+25.0%
Days on Market	---	<b>63</b>	---	82	103	+25.6%
Median Sales Price*	---	<b>\$75,500</b>	---	\$110,950	\$95,750	-13.7%
Average Sales Price*	---	<b>\$88,950</b>	---	\$118,738	\$106,710	-10.1%
Percent of List Price Received*	---	<b>93.3%</b>	---	96.1%	96.2%	+0.1%
Months Supply of Inventory	---	<b>3.0</b>	---	---	---	---
Total Volume	---	<b>\$355,800</b>	---	\$949,900	<b>\$1,067,100</b>	+12.3%

\*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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,490	<b>760</b>	- 49.0%	4,480	<b>3,608</b>	- 19.5%
<b>Pending Sales</b>		1,093	<b>802</b>	- 26.6%	3,205	<b>2,950</b>	- 8.0%
<b>Closed Sales</b>		989	<b>770</b>	- 22.1%	2,984	<b>2,844</b>	- 4.7%
<b>Days on Market Until Sale</b>		89	<b>84</b>	- 5.6%	95	<b>91</b>	- 4.2%
<b>Median Sales Price</b>		\$128,250	<b>\$142,600</b>	+ 11.2%	\$124,000	<b>\$135,000</b>	+ 8.9%
<b>Average Sales Price</b>		\$157,218	<b>\$163,568</b>	+ 4.0%	\$147,947	<b>\$158,111</b>	+ 6.9%
<b>Percent of List Price Received</b>		96.8%	<b>97.7%</b>	+ 0.9%	96.1%	<b>97.0%</b>	+ 0.9%
<b>Housing Affordability Index</b>		238	<b>224</b>	- 5.9%	246	<b>236</b>	- 4.1%
<b>Inventory of Homes for Sale</b>		3,216	<b>2,437</b>	- 24.2%	—	—	—
<b>Months Supply of Inventory</b>		3.5	<b>2.7</b>	- 22.9%	—	—	—

# Local Market Update – April 2020

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.



## Defiance

MLS Area 61: 43512

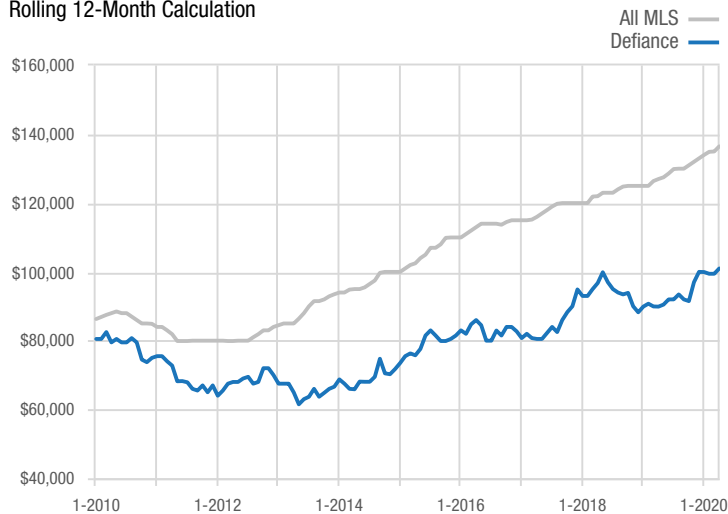
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	18	21	+ 16.7%	69	78	+ 13.0%
Pending Sales	15	17	+ 13.3%	57	66	+ 15.8%
Closed Sales	20	17	- 15.0%	56	61	+ 8.9%
Days on Market Until Sale	69	68	- 1.4%	93	86	- 7.5%
Median Sales Price*	\$86,750	<b>\$137,500</b>	+ 58.5%	\$89,900	<b>\$95,000</b>	+ 5.7%
Average Sales Price*	\$105,438	<b>\$128,635</b>	+ 22.0%	\$114,745	<b>\$105,263</b>	- 8.3%
Percent of List Price Received*	95.4%	<b>97.3%</b>	+ 2.0%	96.7%	<b>96.2%</b>	- 0.5%
Inventory of Homes for Sale	51	50	- 2.0%	—	—	—
Months Supply of Inventory	2.9	2.8	- 3.4%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	2	1	- 50.0%	2	4	+ 100.0%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	30	51	+ 70.0%
Median Sales Price*	—	—	—	\$141,950	<b>\$117,450</b>	- 17.3%
Average Sales Price*	—	—	—	\$141,950	<b>\$117,450</b>	- 17.3%
Percent of List Price Received*	—	—	—	99.7%	<b>94.8%</b>	- 4.9%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.9	2.4	+ 26.3%	—	—	—

\* 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.

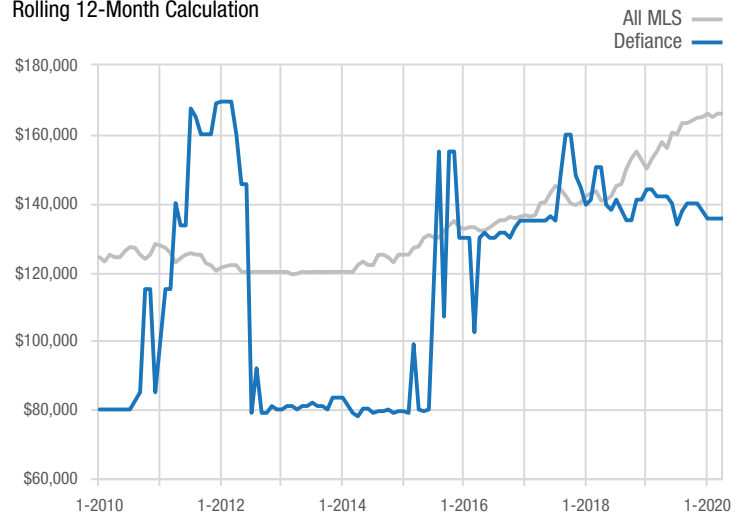
### Median Sales Price - Single Family

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 – April 2020

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.



## Napoleon

MLS Area 76: 43545

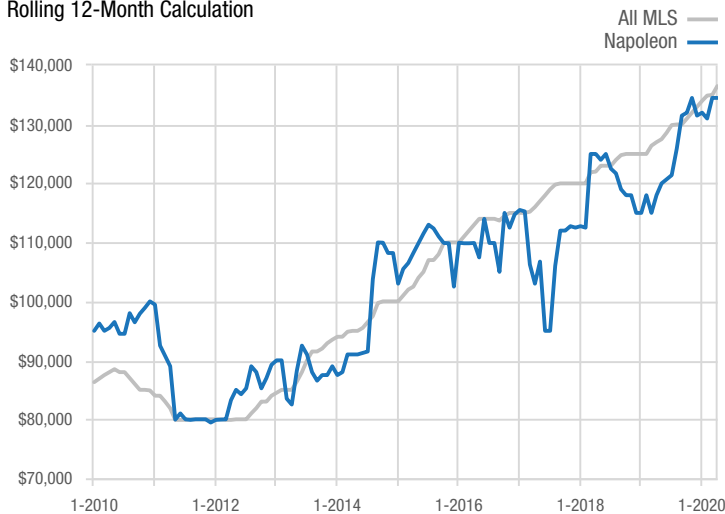
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	21	4	- 81.0%	42	35	- 16.7%
Pending Sales	10	9	- 10.0%	30	33	+ 10.0%
Closed Sales	11	9	- 18.2%	29	32	+ 10.3%
Days on Market Until Sale	77	116	+ 50.6%	93	96	+ 3.2%
Median Sales Price*	\$125,900	<b>\$115,000</b>	- 8.7%	\$125,900	<b>\$127,250</b>	+ 1.1%
Average Sales Price*	\$123,936	<b>\$134,311</b>	+ 8.4%	\$135,407	<b>\$148,272</b>	+ 9.5%
Percent of List Price Received*	94.7%	<b>96.5%</b>	+ 1.9%	95.9%	<b>96.8%</b>	+ 0.9%
Inventory of Homes for Sale	34	32	- 5.9%	—	—	—
Months Supply of Inventory	3.9	3.6	- 7.7%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	2	0	- 100.0%	2	2	0.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	72	—	—	72	—
Median Sales Price*	—	<b>\$65,000</b>	—	—	<b>\$65,000</b>	—
Average Sales Price*	—	<b>\$65,000</b>	—	—	<b>\$65,000</b>	—
Percent of List Price Received*	—	<b>86.8%</b>	—	—	<b>86.8%</b>	—
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
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.

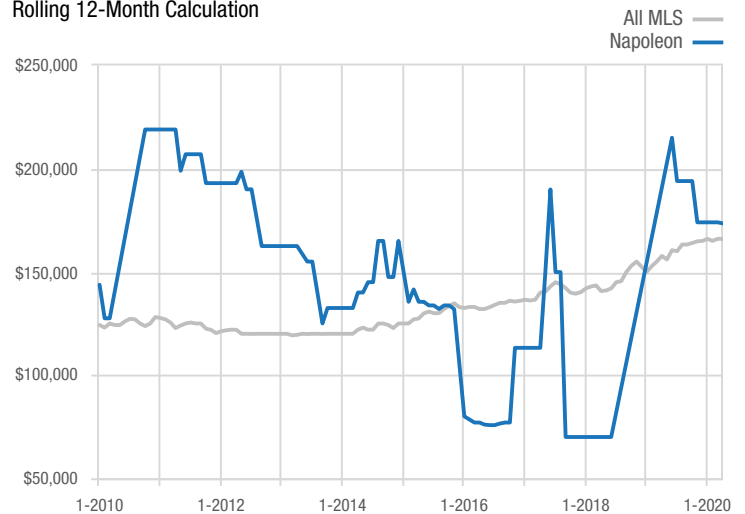
### Median Sales Price - Single Family

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 – April 2020

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.



## Bryan

MLS Area 87: 43506

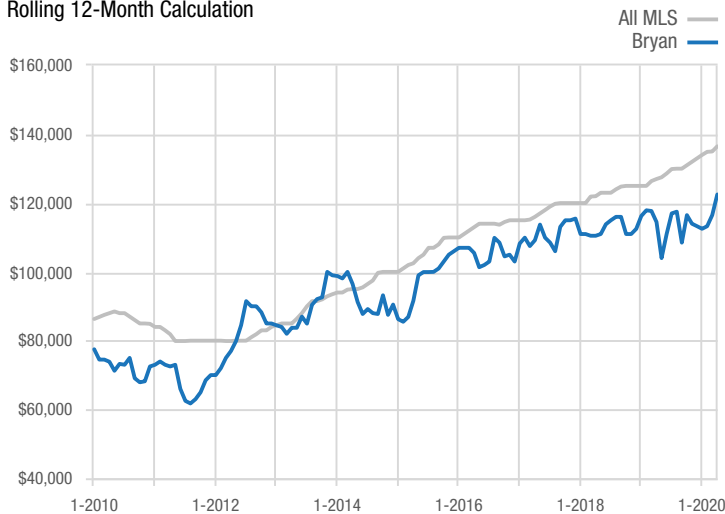
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	21	11	- 47.6%	70	47	- 32.9%
Pending Sales	25	16	- 36.0%	65	55	- 15.4%
Closed Sales	18	11	- 38.9%	55	53	- 3.6%
Days on Market Until Sale	110	128	+ 16.4%	97	111	+ 14.4%
Median Sales Price*	\$84,000	\$127,900	+ 52.3%	\$88,250	\$117,000	+ 32.6%
Average Sales Price*	\$89,944	\$122,905	+ 36.6%	\$101,204	\$128,561	+ 27.0%
Percent of List Price Received*	93.9%	95.2%	+ 1.4%	95.3%	95.5%	+ 0.2%
Inventory of Homes for Sale	50	31	- 38.0%	—	—	—
Months Supply of Inventory	2.9	2.0	- 31.0%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	1	2	+ 100.0%	2	2	0.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
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	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	1.0	1.3	+ 30.0%	—	—	—

\* 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.

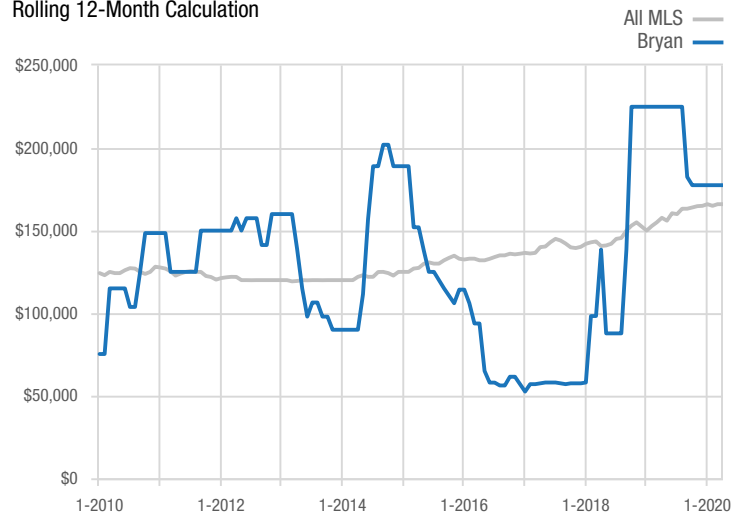
### Median Sales Price - Single Family

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 – April 2020

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.



## Wauseon

MLS Area 96: 43567

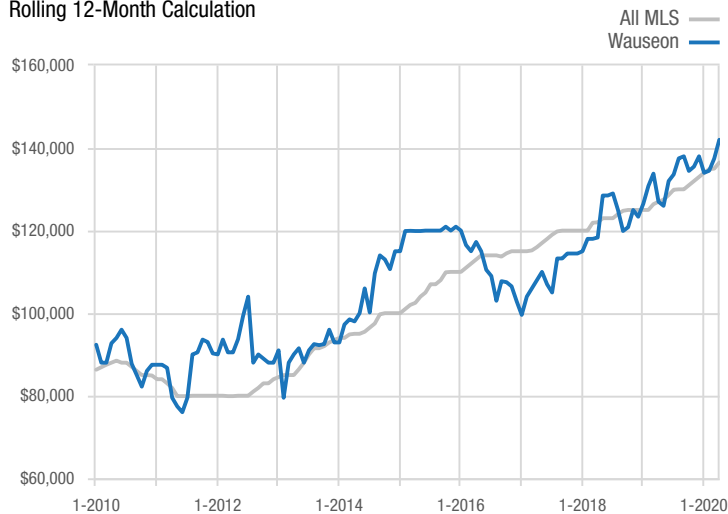
Single Family	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	8	6	- 25.0%	28	38	+ 35.7%
Pending Sales	16	9	- 43.8%	28	29	+ 3.6%
Closed Sales	16	9	- 43.8%	31	27	- 12.9%
Days on Market Until Sale	133	57	- 57.1%	138	82	- 40.6%
Median Sales Price*	\$121,750	<b>\$150,000</b>	+ 23.2%	\$128,500	<b>\$136,500</b>	+ 6.2%
Average Sales Price*	\$129,825	<b>\$156,467</b>	+ 20.5%	\$137,940	<b>\$138,656</b>	+ 0.5%
Percent of List Price Received*	96.3%	<b>100.1%</b>	+ 3.9%	96.2%	<b>102.0%</b>	+ 6.0%
Inventory of Homes for Sale	21	27	+ 28.6%	—	—	—
Months Supply of Inventory	2.5	3.7	+ 48.0%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	1	0	- 100.0%	1	2	+ 100.0%
Pending Sales	0	1	—	1	2	+ 100.0%
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	60	—	135	167	+ 23.7%
Median Sales Price*	—	<b>\$49,900</b>	—	\$164,000	<b>\$73,450</b>	- 55.2%
Average Sales Price*	—	<b>\$49,900</b>	—	\$164,000	<b>\$73,450</b>	- 55.2%
Percent of List Price Received*	—	<b>87.5%</b>	—	96.5%	<b>90.0%</b>	- 6.7%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

\* 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.

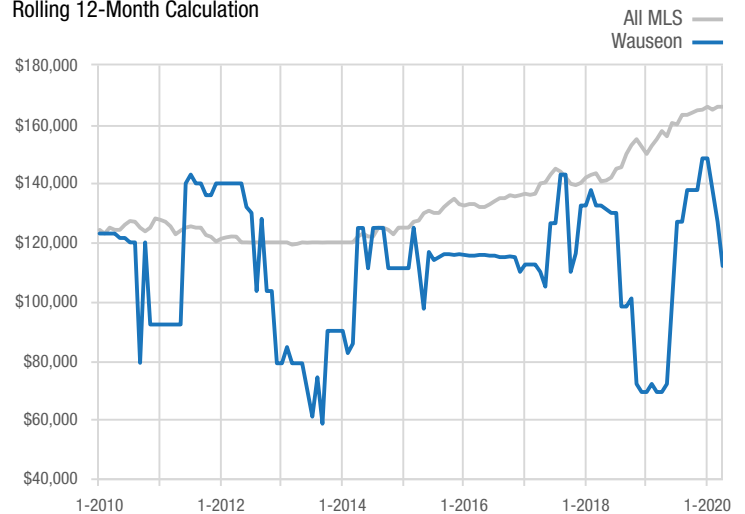
### Median Sales Price - Single Family

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 – April 2020

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.



## Archbold

MLS Area 98: 43502

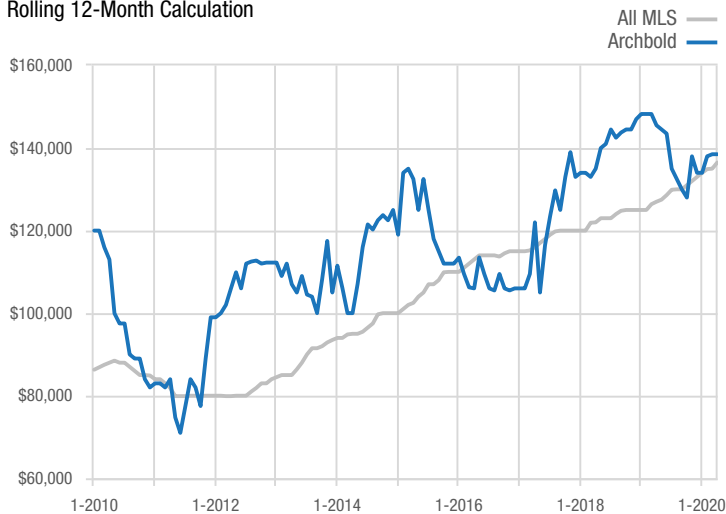
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	4	4	0.0%	23	18	- 21.7%
Pending Sales	4	4	0.0%	11	14	+ 27.3%
Closed Sales	3	3	0.0%	11	13	+ 18.2%
Days on Market Until Sale	141	81	- 42.6%	120	103	- 14.2%
Median Sales Price*	\$98,500	\$121,000	+ 22.8%	\$130,000	\$150,000	+ 15.4%
Average Sales Price*	\$140,500	\$132,333	- 5.8%	\$138,727	\$169,650	+ 22.3%
Percent of List Price Received*	93.7%	94.0%	+ 0.3%	94.6%	97.6%	+ 3.2%
Inventory of Homes for Sale	24	21	- 12.5%	—	—	—
Months Supply of Inventory	5.9	4.8	- 18.6%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	0	1	—	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	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

\* 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.

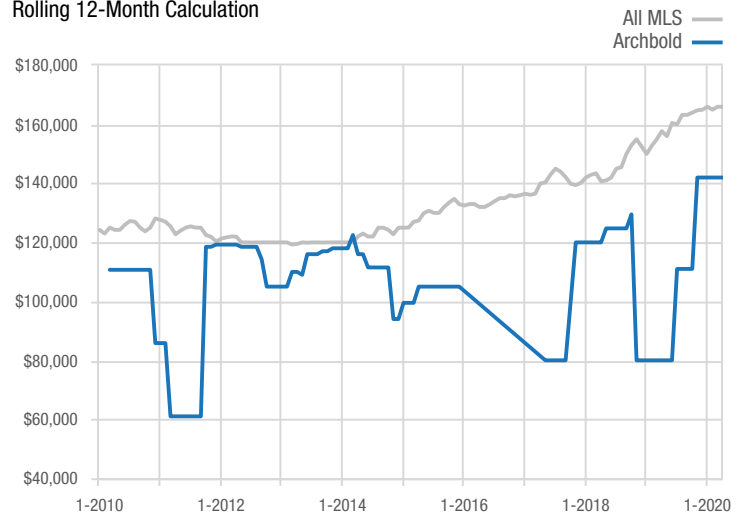
### Median Sales Price - Single Family

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 – April 2020

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.



## Defiance County

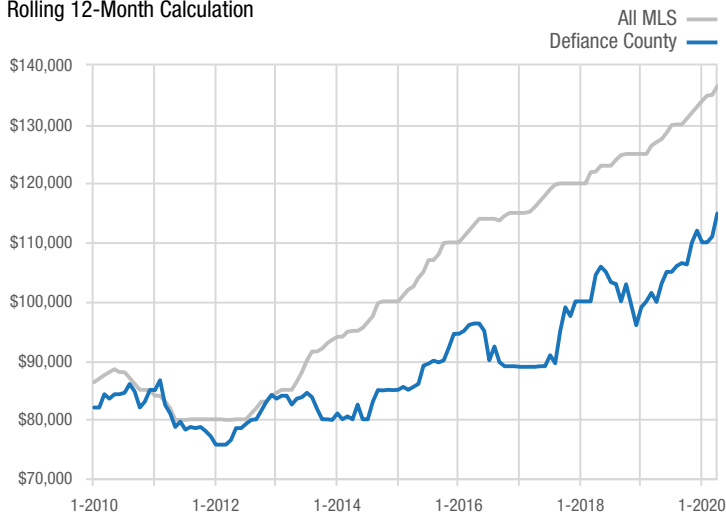
Single Family	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	48	33	- 31.3%	140	132	- 5.7%
Pending Sales	29	30	+ 3.4%	114	118	+ 3.5%
Closed Sales	37	33	- 10.8%	114	112	- 1.8%
Days on Market Until Sale	78	94	+ 20.5%	92	95	+ 3.3%
Median Sales Price*	\$99,900	\$137,500	+ 37.6%	\$106,500	\$117,500	+ 10.3%
Average Sales Price*	\$120,661	\$142,412	+ 18.0%	\$126,138	\$122,637	- 2.8%
Percent of List Price Received*	96.6%	97.9%	+ 1.3%	96.9%	96.6%	- 0.3%
Inventory of Homes for Sale	106	91	- 14.2%	—	—	—
Months Supply of Inventory	3.3	2.7	- 18.2%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	2	1	- 50.0%	5	7	+ 40.0%
Pending Sales	0	3	—	4	7	+ 75.0%
Closed Sales	0	2	—	5	6	+ 20.0%
Days on Market Until Sale	—	61	—	23	91	+ 295.7%
Median Sales Price*	—	\$120,450	—	\$139,900	\$122,200	- 12.7%
Average Sales Price*	—	\$120,450	—	\$128,180	\$120,033	- 6.4%
Percent of List Price Received*	—	99.5%	—	98.1%	97.2%	- 0.9%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	1.5	1.9	+ 26.7%	—	—	—

\* 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.

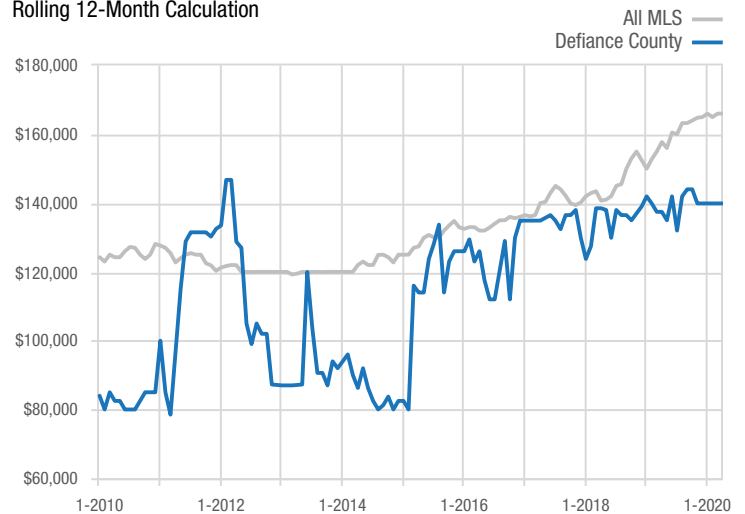
### Median Sales Price - Single Family

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 – April 2020

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.



## Fulton County

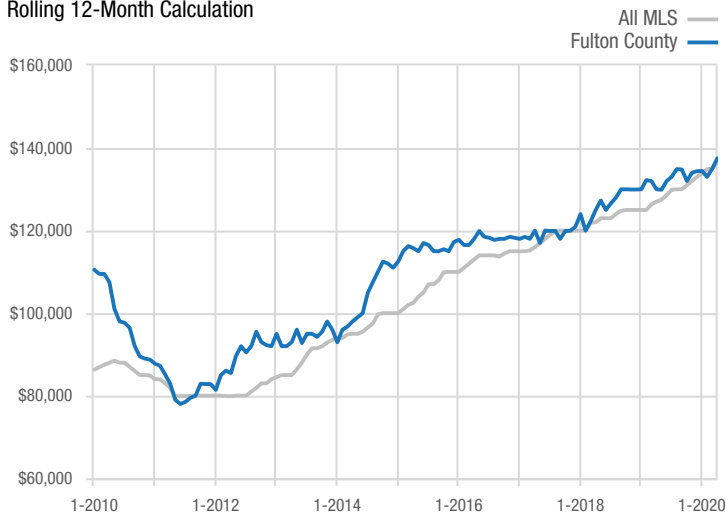
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	41	23	- 43.9%	127	122	- 3.9%
Pending Sales	42	26	- 38.1%	96	98	+ 2.1%
Closed Sales	35	28	- 20.0%	93	94	+ 1.1%
Days on Market Until Sale	127	85	- 33.1%	116	89	- 23.3%
Median Sales Price*	\$124,900	<b>\$140,500</b>	+ 12.5%	\$127,000	<b>\$135,750</b>	+ 6.9%
Average Sales Price*	\$134,458	<b>\$152,132</b>	+ 13.1%	\$138,685	<b>\$144,381</b>	+ 4.1%
Percent of List Price Received*	96.9%	<b>97.9%</b>	+ 1.0%	96.1%	<b>99.1%</b>	+ 3.1%
Inventory of Homes for Sale	95	94	- 1.1%	—	—	—
Months Supply of Inventory	3.2	3.4	+ 6.3%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	1	1	0.0%	2	3	+ 50.0%
Pending Sales	0	1	—	2	2	0.0%
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	60	—	135	167	+ 23.7%
Median Sales Price*	—	<b>\$49,900</b>	—	\$164,000	<b>\$73,450</b>	- 55.2%
Average Sales Price*	—	<b>\$49,900</b>	—	\$164,000	<b>\$73,450</b>	- 55.2%
Percent of List Price Received*	—	<b>87.5%</b>	—	96.5%	<b>90.0%</b>	- 6.7%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

\* 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.

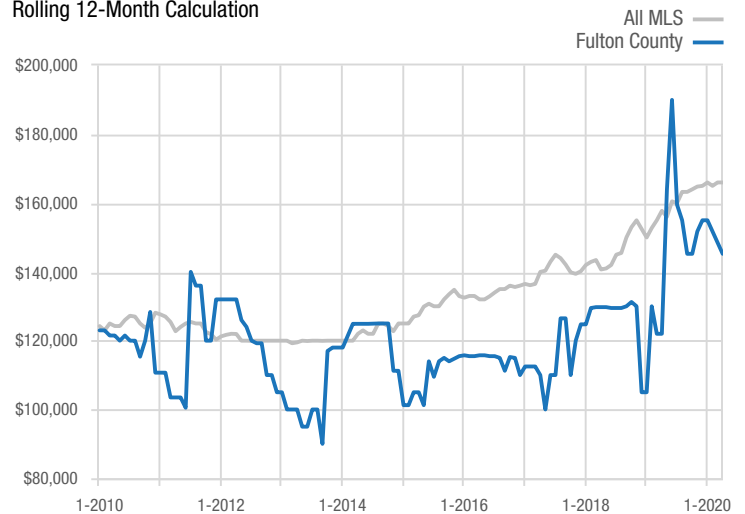
### Median Sales Price - Single Family

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 – April 2020

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.



## Henry County

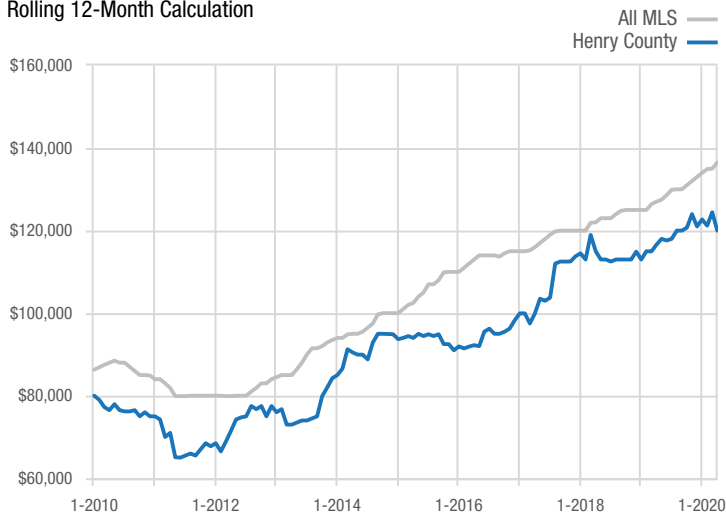
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	36	11	- 69.4%	89	67	- 24.7%
Pending Sales	23	19	- 17.4%	65	64	- 1.5%
Closed Sales	22	20	- 9.1%	59	64	+ 8.5%
Days on Market Until Sale	76	119	+ 56.6%	99	104	+ 5.1%
Median Sales Price*	\$126,950	<b>\$107,450</b>	- 15.4%	\$117,200	<b>\$114,450</b>	- 2.3%
Average Sales Price*	\$150,964	<b>\$143,915</b>	- 4.7%	\$139,646	<b>\$139,454</b>	- 0.1%
Percent of List Price Received*	96.1%	<b>98.4%</b>	+ 2.4%	95.3%	<b>96.0%</b>	+ 0.7%
Inventory of Homes for Sale	75	52	- 30.7%	—	—	—
Months Supply of Inventory	4.1	3.0	- 26.8%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	2	0	- 100.0%	2	2	0.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	72	—	—	72	—
Median Sales Price*	—	<b>\$65,000</b>	—	—	<b>\$65,000</b>	—
Average Sales Price*	—	<b>\$65,000</b>	—	—	<b>\$65,000</b>	—
Percent of List Price Received*	—	<b>86.8%</b>	—	—	<b>86.8%</b>	—
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
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.

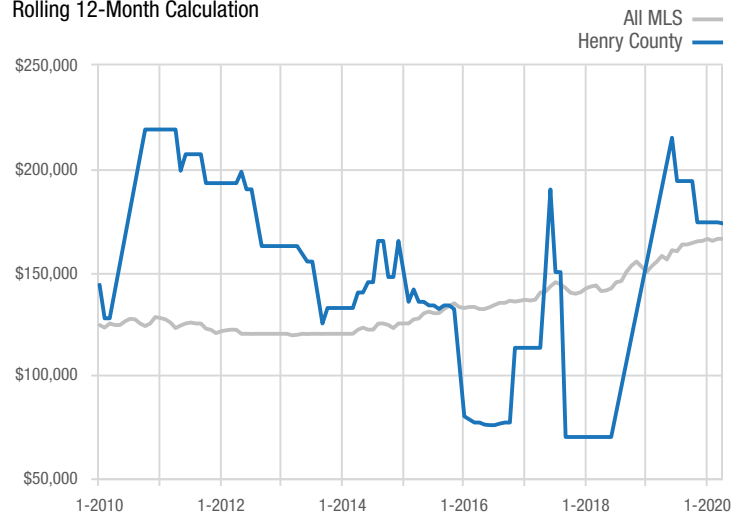
### Median Sales Price - Single Family

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 – April 2020

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.



## Paulding County

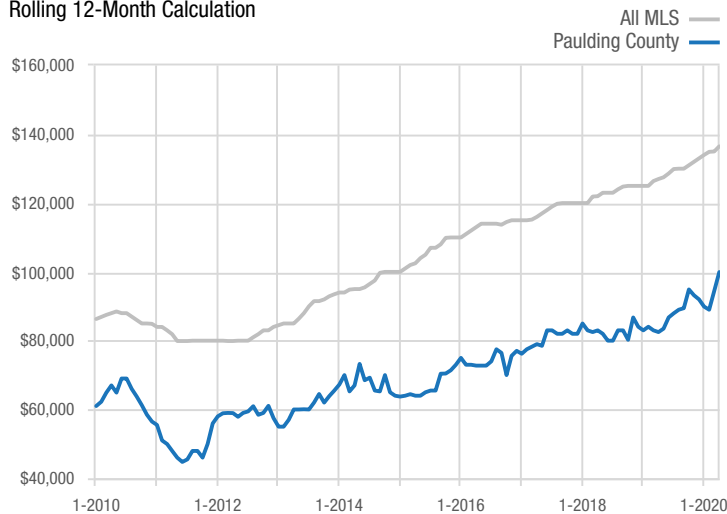
Single Family	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	14	16	+ 14.3%	62	47	- 24.2%
Pending Sales	9	14	+ 55.6%	38	41	+ 7.9%
Closed Sales	13	11	- 15.4%	38	41	+ 7.9%
Days on Market Until Sale	61	111	+ 82.0%	82	98	+ 19.5%
Median Sales Price*	\$73,000	\$107,600	+ 47.4%	\$78,000	\$89,900	+ 15.3%
Average Sales Price*	\$77,360	\$108,169	+ 39.8%	\$85,046	\$101,418	+ 19.3%
Percent of List Price Received*	94.9%	96.9%	+ 2.1%	95.1%	94.6%	- 0.5%
Inventory of Homes for Sale	47	34	- 27.7%	—	—	—
Months Supply of Inventory	4.1	3.0	- 26.8%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	82	—
Median Sales Price*	—	—	—	—	\$135,000	—
Average Sales Price*	—	—	—	—	\$135,000	—
Percent of List Price Received*	—	—	—	—	97.9%	—
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.

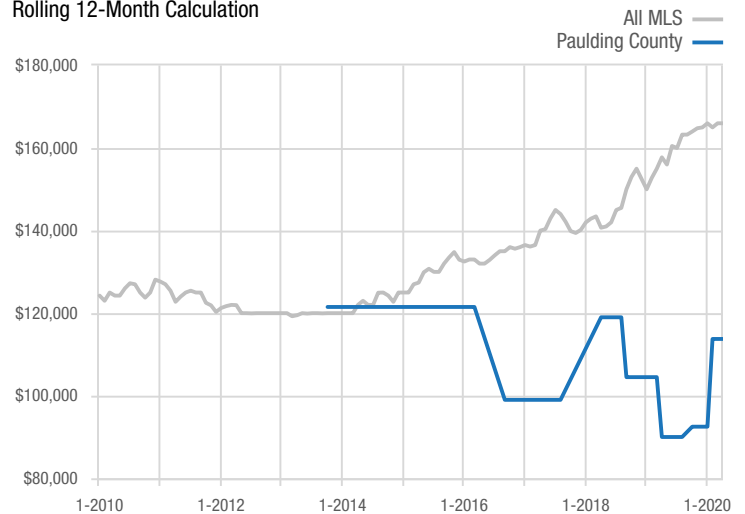
### Median Sales Price - Single Family

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 – April 2020

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.



## Putnam County

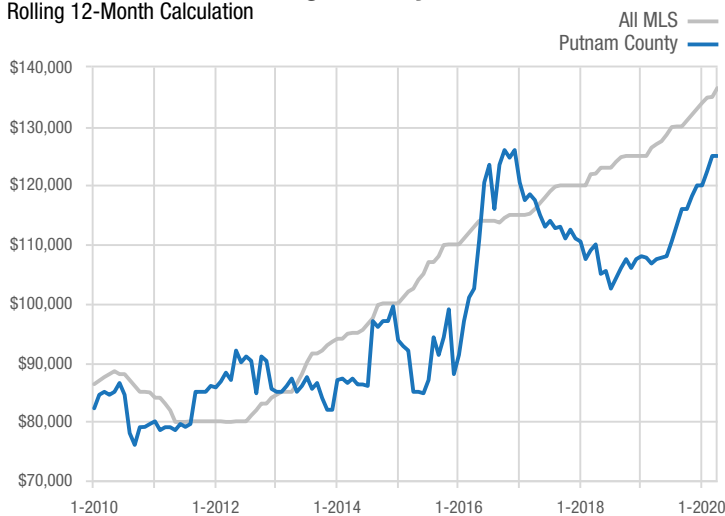
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
<b>Key Metrics</b>						
New Listings	16	14	- 12.5%	47	40	- 14.9%
Pending Sales	10	8	- 20.0%	33	33	0.0%
Closed Sales	9	7	- 22.2%	30	29	- 3.3%
Days on Market Until Sale	73	147	+ 101.4%	103	156	+ 51.5%
Median Sales Price*	\$117,100	<b>\$126,500</b>	+ 8.0%	\$108,500	<b>\$125,750</b>	+ 15.9%
Average Sales Price*	\$129,150	<b>\$138,129</b>	+ 7.0%	\$119,509	<b>\$143,489</b>	+ 20.1%
Percent of List Price Received*	94.7%	<b>97.3%</b>	+ 2.7%	96.3%	<b>94.6%</b>	- 1.8%
Inventory of Homes for Sale	42	34	- 19.0%	—	—	—
Months Supply of Inventory	4.1	3.8	- 7.3%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
<b>Key Metrics</b>						
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	—	—	—	—	—	—

\* 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.

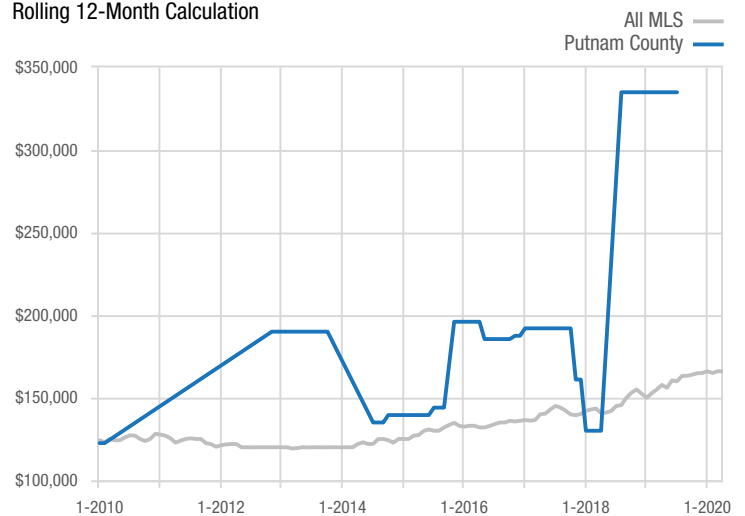
### Median Sales Price - Single Family

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 – April 2020

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

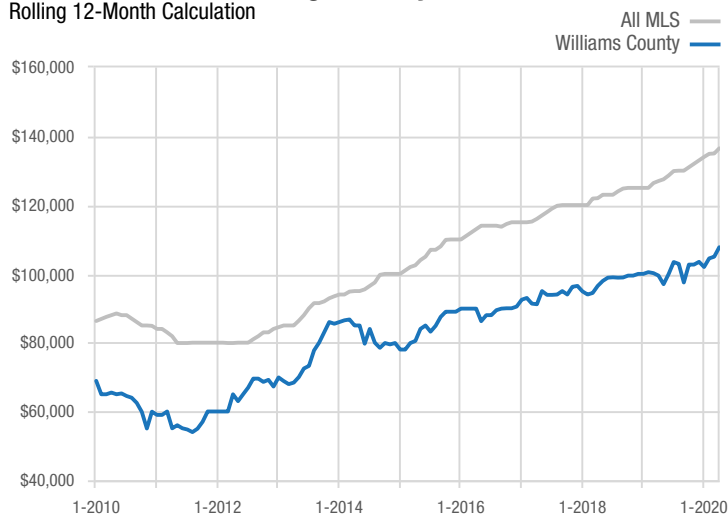
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	46	<b>32</b>	- 30.4%	155	<b>127</b>	- 18.1%
Pending Sales	49	<b>33</b>	- 32.7%	125	<b>122</b>	- 2.4%
Closed Sales	36	<b>27</b>	- 25.0%	107	<b>118</b>	+ 10.3%
Days on Market Until Sale	119	<b>111</b>	- 6.7%	102	<b>110</b>	+ 7.8%
Median Sales Price*	\$80,000	<b>\$101,000</b>	+ 26.3%	\$86,000	<b>\$99,700</b>	+ 15.9%
Average Sales Price*	\$97,902	<b>\$124,198</b>	+ 26.9%	\$98,654	<b>\$116,656</b>	+ 18.2%
Percent of List Price Received*	94.6%	<b>96.5%</b>	+ 2.0%	96.1%	<b>95.7%</b>	- 0.4%
Inventory of Homes for Sale	122	<b>101</b>	- 17.2%	—	—	—
Months Supply of Inventory	3.4	<b>2.9</b>	- 14.7%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	1	<b>2</b>	+ 100.0%	2	<b>2</b>	0.0%
Pending Sales	1	<b>0</b>	- 100.0%	1	<b>0</b>	- 100.0%
Closed Sales	0	<b>0</b>	—	2	<b>0</b>	- 100.0%
Days on Market Until Sale	—	—	—	204	—	—
Median Sales Price*	—	—	—	\$72,500	—	—
Average Sales Price*	—	—	—	\$72,500	—	—
Percent of List Price Received*	—	—	—	90.7%	—	—
Inventory of Homes for Sale	1	<b>2</b>	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	<b>1.3</b>	+ 62.5%	—	—	—

\* 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.

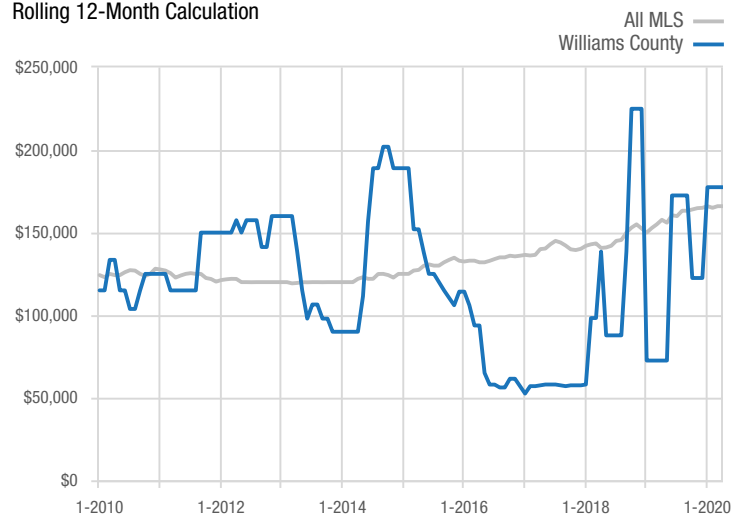
### Median Sales Price - Single Family

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.