

Local Market Update – December 2020

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge

Single Family Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12 2019	Thru 12 2020	% Change
New Listings	99	93	-6.1%	2,017	1,806	-10.5%
Closed Sales	121	133	+10.0%	1,600	1,704	+6.5%
Days on Market	96	74	-23.0%	90	90	---
Median Sales Price*	\$115,000	\$138,500	+20.4%	\$115,000	\$129,900	+13.0%
Average Sales Price*	\$123,043	\$157,980	+28.4%	\$141,543	\$155,432	+9.8%
Percent of List Price Received*	98.4%	99.7%	+1.3%	97.9%	98.7%	+0.8%
Months Supply of Inventory	5	3	-40.0%	---	---	---
Total Volume (in 1'000s)	\$14,888	\$21,011	+41.1%	\$204,655	\$243,534	+19.0%

Condo-Villa Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12 2019	Thru 12 2020	% Change
New Listings	2	1	-50.0%	39	50	+28.2%
Closed Sales	3	6	+100.0%	39	42	+7.7%
Days on Market	71	84	+1.7%	106	86	-18.9%
Median Sales Price*	\$135,500	\$148,750	+9.8%	\$148,500	\$148,450	+2.0%
Average Sales Price*	\$138,133	\$140,900	+2.0%	\$146,726	\$138,114	-5.9%
Percent of List Price Received*	100.0%	100.0%	---	99.4%	99.1%	-0.3%
Months Supply of Inventory	3	1	-66.7%	---	---	---
Total Volume	\$414,400	\$845,400	+104.0%	\$5,772,300	\$5,800,796	+0.5%

*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.

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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		612	549	- 10.3%	13,656	12,392	- 9.3%
Pending Sales		800	822	+ 2.8%	10,861	11,137	+ 2.5%
Closed Sales		858	931	+ 8.5%	10,863	11,131	+ 2.5%
Days on Market Until Sale		83	74	- 10.8%	83	79	- 4.8%
Median Sales Price		\$136,400	\$156,900	+ 15.0%	\$135,000	\$148,913	+ 10.3%
Average Sales Price		\$162,500	\$187,300	+ 15.3%	\$160,335	\$173,880	+ 8.4%
Percent of List Price Received		96.6%	98.1%	+ 1.6%	96.8%	98.1%	+ 1.3%
Housing Affordability Index		234	223	- 4.7%	237	235	- 0.8%
Inventory of Homes for Sale		2,615	1,744	- 33.3%	—	—	—
Months Supply of Inventory		2.9	1.9	- 34.5%	—	—	—

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Defiance

MLS Area 61: 43512

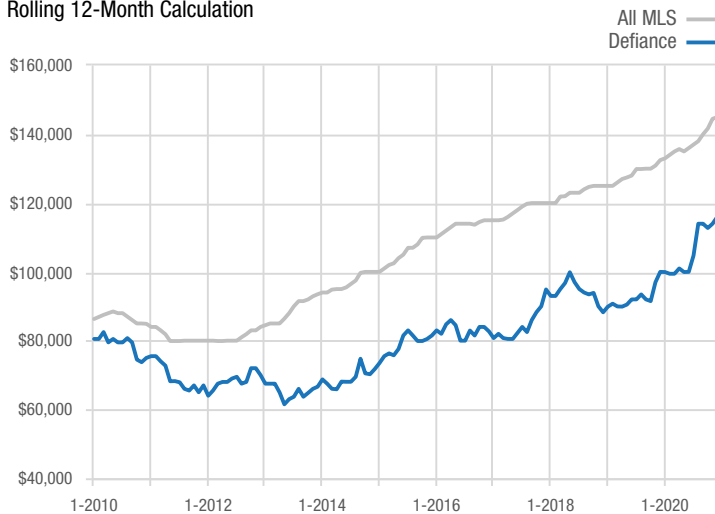
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	12	6	- 50.0%	262	222	- 15.3%
Pending Sales	15	14	- 6.7%	206	213	+ 3.4%
Closed Sales	19	16	- 15.8%	205	214	+ 4.4%
Days on Market Until Sale	76	63	- 17.1%	78	80	+ 2.6%
Median Sales Price*	\$107,000	\$107,750	+ 0.7%	\$100,000	\$116,000	+ 16.0%
Average Sales Price*	\$104,894	\$136,446	+ 30.1%	\$111,367	\$121,977	+ 9.5%
Percent of List Price Received*	97.3%	95.5%	- 1.8%	97.0%	97.0%	0.0%
Inventory of Homes for Sale	46	32	- 30.4%	—	—	—
Months Supply of Inventory	2.7	1.8	- 33.3%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	0	- 100.0%	9	17	+ 88.9%
Pending Sales	0	1	—	9	13	+ 44.4%
Closed Sales	1	2	+ 100.0%	10	13	+ 30.0%
Days on Market Until Sale	31	115	+ 271.0%	108	97	- 10.2%
Median Sales Price*	\$135,500	\$145,000	+ 7.0%	\$137,700	\$153,821	+ 11.7%
Average Sales Price*	\$135,500	\$145,000	+ 7.0%	\$122,020	\$139,592	+ 14.4%
Percent of List Price Received*	104.6%	96.4%	- 7.8%	100.1%	96.8%	- 3.3%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.3	0.6	- 53.8%	—	—	—

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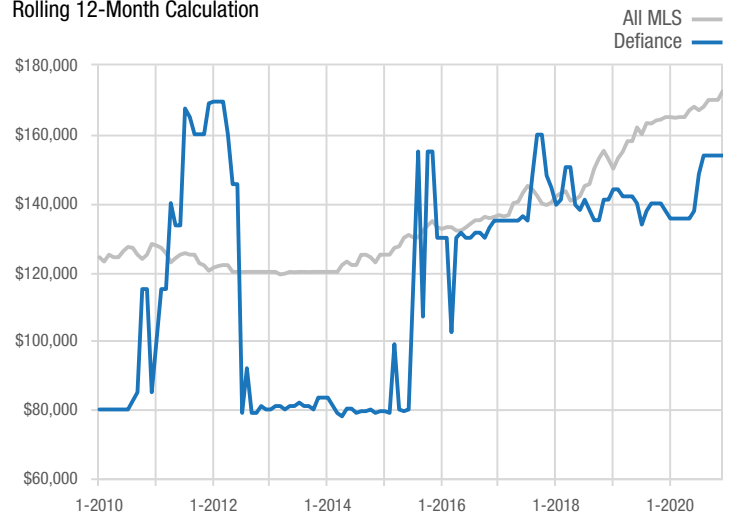
Median Sales Price - Single Family

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

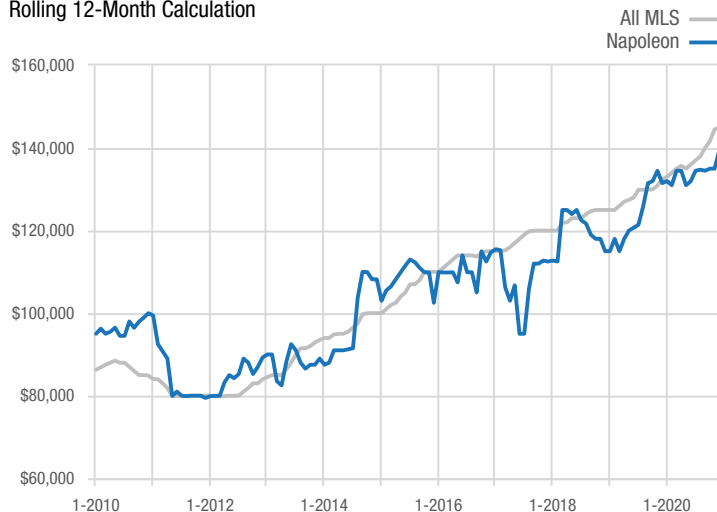
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	12	7	- 41.7%	149	114	- 23.5%
Pending Sales	5	6	+ 20.0%	105	115	+ 9.5%
Closed Sales	10	12	+ 20.0%	105	115	+ 9.5%
Days on Market Until Sale	80	84	+ 5.0%	81	88	+ 8.6%
Median Sales Price*	\$103,750	\$150,675	+ 45.2%	\$131,500	\$139,500	+ 6.1%
Average Sales Price*	\$113,685	\$238,154	+ 109.5%	\$141,466	\$160,898	+ 13.7%
Percent of List Price Received*	103.6%	97.7%	- 5.7%	97.9%	97.9%	0.0%
Inventory of Homes for Sale	39	17	- 56.4%	—	—	—
Months Supply of Inventory	4.5	1.8	- 60.0%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	192	79	- 58.9%
Median Sales Price*	—	—	—	\$174,000	\$120,000	- 31.0%
Average Sales Price*	—	—	—	\$187,333	\$128,333	- 31.5%
Percent of List Price Received*	—	—	—	94.2%	96.6%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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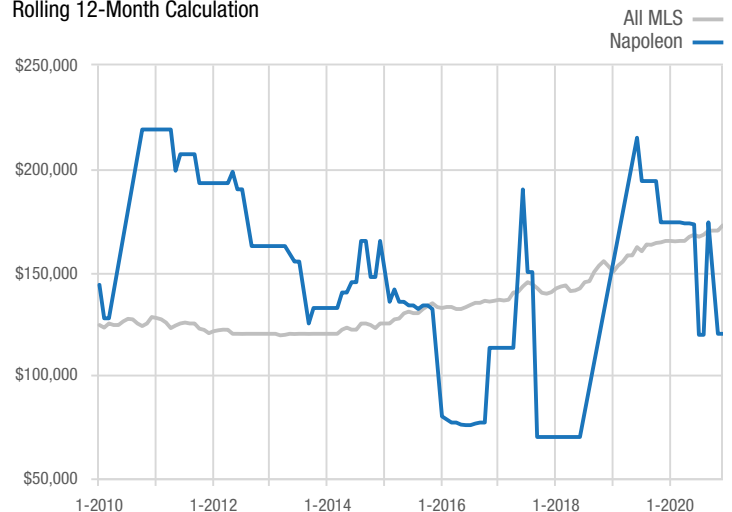
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

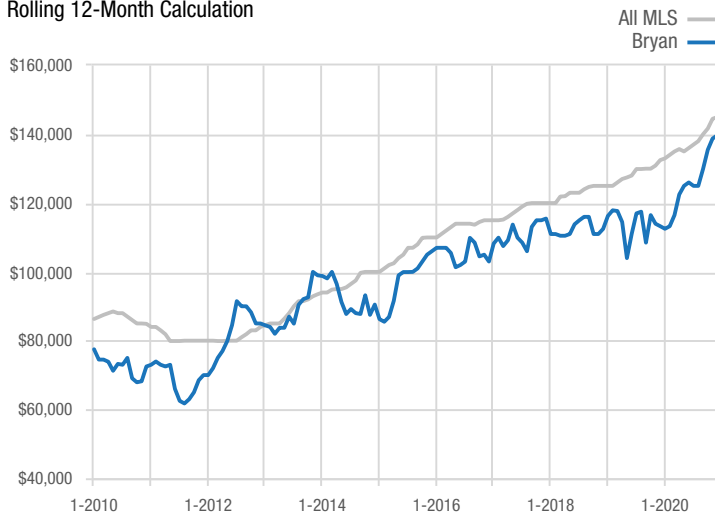
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	9	16	+ 77.8%	228	203	- 11.0%
Pending Sales	16	12	- 25.0%	200	189	- 5.5%
Closed Sales	15	12	- 20.0%	197	187	- 5.1%
Days on Market Until Sale	73	76	+ 4.1%	81	87	+ 7.4%
Median Sales Price*	\$120,750	\$139,200	+ 15.3%	\$113,275	\$139,700	+ 23.3%
Average Sales Price*	\$127,064	\$137,483	+ 8.2%	\$124,075	\$151,080	+ 21.8%
Percent of List Price Received*	99.2%	99.1%	- 0.1%	97.2%	97.6%	+ 0.4%
Inventory of Homes for Sale	48	37	- 22.9%	—	—	—
Months Supply of Inventory	2.9	2.3	- 20.7%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	4	7	+ 75.0%
Pending Sales	0	1	—	4	5	+ 25.0%
Closed Sales	0	0	—	4	4	0.0%
Days on Market Until Sale	—	—	—	77	77	0.0%
Median Sales Price*	—	—	—	\$177,500	\$168,750	- 4.9%
Average Sales Price*	—	—	—	\$168,000	\$156,625	- 6.8%
Percent of List Price Received*	—	—	—	97.6%	95.1%	- 2.6%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	1.6	—	—	—	—

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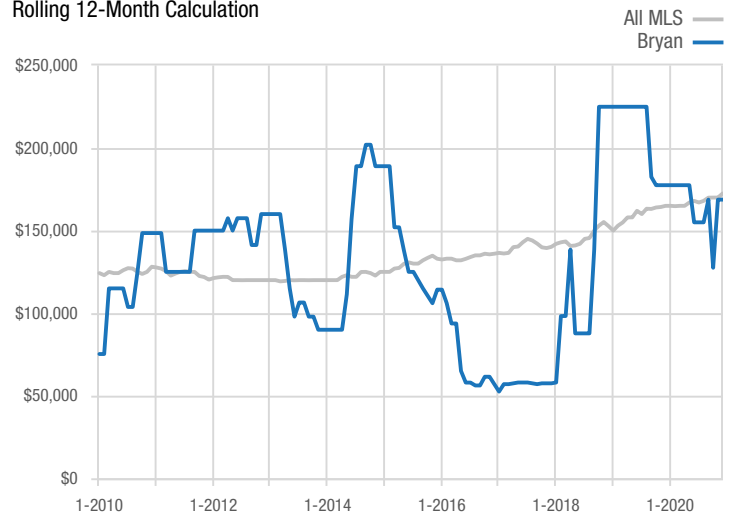
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

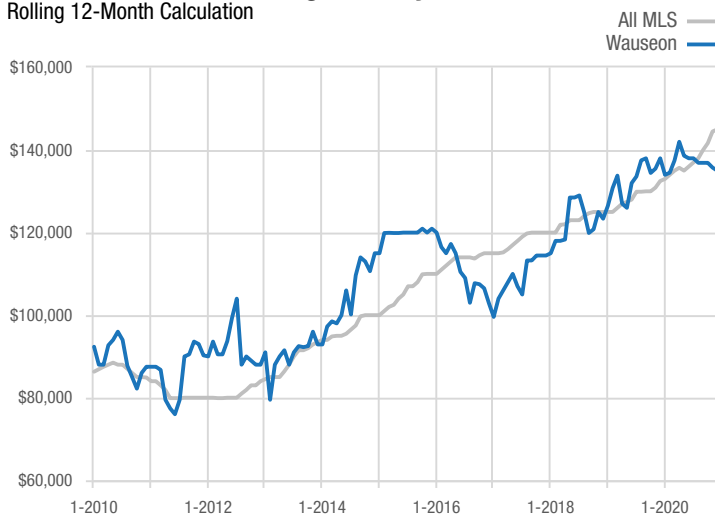
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	3	5	+ 66.7%	100	132	+ 32.0%
Pending Sales	3	9	+ 200.0%	86	127	+ 47.7%
Closed Sales	5	14	+ 180.0%	90	127	+ 41.1%
Days on Market Until Sale	94	61	- 35.1%	96	76	- 20.8%
Median Sales Price*	\$253,500	\$132,000	- 47.9%	\$138,000	\$135,000	- 2.2%
Average Sales Price*	\$191,100	\$138,800	- 27.4%	\$155,551	\$141,008	- 9.3%
Percent of List Price Received*	92.1%	95.2%	+ 3.4%	96.5%	97.7%	+ 1.2%
Inventory of Homes for Sale	25	15	- 40.0%	—	—	—
Months Supply of Inventory	3.5	1.4	- 60.0%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	1	—	6	3	- 50.0%
Pending Sales	0	0	—	5	3	- 40.0%
Closed Sales	0	0	—	5	3	- 40.0%
Days on Market Until Sale	—	—	—	94	127	+ 35.1%
Median Sales Price*	—	—	—	\$148,500	\$62,500	- 57.9%
Average Sales Price*	—	—	—	\$131,300	\$69,800	- 46.8%
Percent of List Price Received*	—	—	—	95.2%	93.3%	- 2.0%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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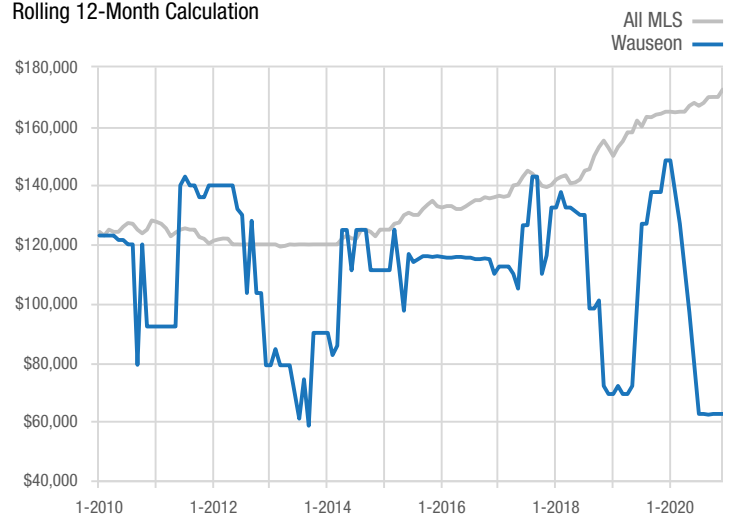
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

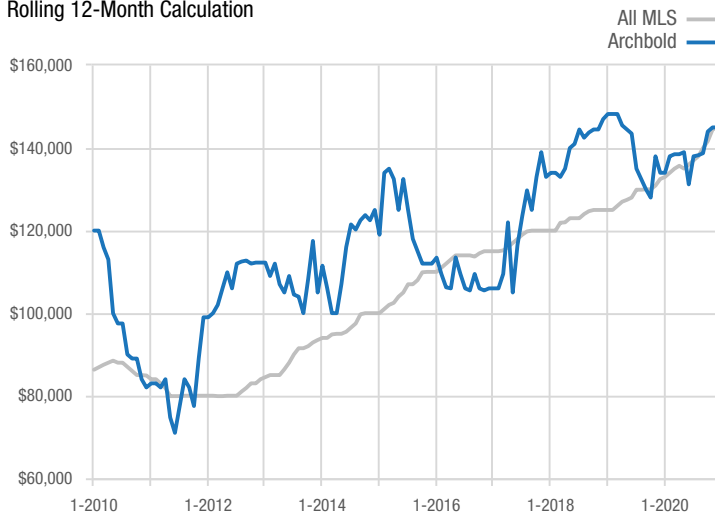
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	5	6	+ 20.0%	70	70	0.0%
Pending Sales	2	2	0.0%	50	71	+ 42.0%
Closed Sales	3	3	0.0%	50	72	+ 44.0%
Days on Market Until Sale	136	103	- 24.3%	101	100	- 1.0%
Median Sales Price*	\$119,900	\$114,900	- 4.2%	\$134,000	\$145,000	+ 8.2%
Average Sales Price*	\$137,600	\$159,433	+ 15.9%	\$150,728	\$179,237	+ 18.9%
Percent of List Price Received*	97.9%	97.7%	- 0.2%	96.3%	98.0%	+ 1.8%
Inventory of Homes for Sale	20	11	- 45.0%	—	—	—
Months Supply of Inventory	4.8	1.9	- 60.4%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	2	7	+ 250.0%
Pending Sales	0	2	—	1	6	+ 500.0%
Closed Sales	0	3	—	1	6	+ 500.0%
Days on Market Until Sale	—	39	—	101	35	- 65.3%
Median Sales Price*	—	\$170,000	—	\$142,000	\$153,500	+ 8.1%
Average Sales Price*	—	\$162,500	—	\$142,000	\$160,517	+ 13.0%
Percent of List Price Received*	—	99.2%	—	101.5%	100.1%	- 1.4%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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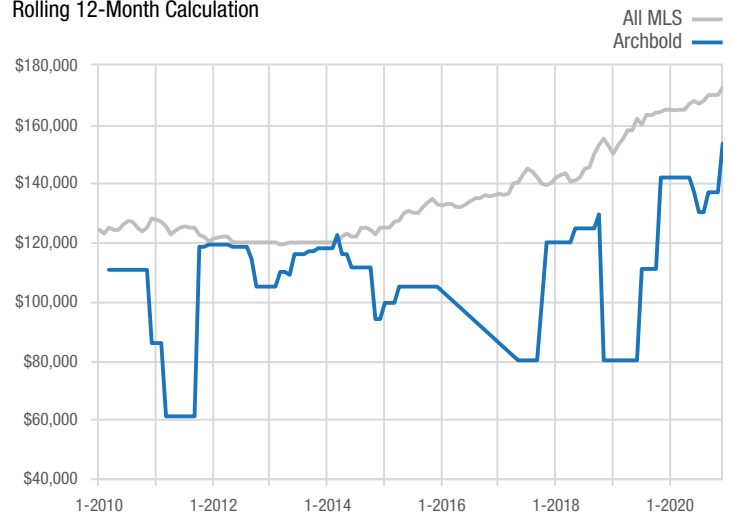
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

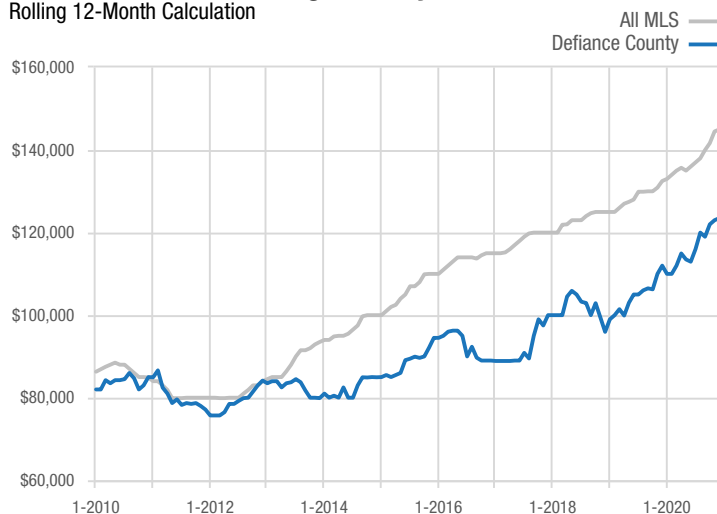
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	25	17	- 32.0%	494	422	- 14.6%
Pending Sales	30	36	+ 20.0%	395	402	+ 1.8%
Closed Sales	32	37	+ 15.6%	395	399	+ 1.0%
Days on Market Until Sale	89	65	- 27.0%	79	85	+ 7.6%
Median Sales Price*	\$112,000	\$105,500	- 5.8%	\$112,000	\$123,500	+ 10.3%
Average Sales Price*	\$113,784	\$146,439	+ 28.7%	\$124,169	\$133,931	+ 7.9%
Percent of List Price Received*	95.9%	96.9%	+ 1.0%	96.8%	97.1%	+ 0.3%
Inventory of Homes for Sale	102	62	- 39.2%	—	—	—
Months Supply of Inventory	3.1	1.9	- 38.7%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	0	- 100.0%	21	24	+ 14.3%
Pending Sales	2	1	- 50.0%	18	21	+ 16.7%
Closed Sales	3	2	- 33.3%	20	21	+ 5.0%
Days on Market Until Sale	71	175	+ 146.5%	90	102	+ 13.3%
Median Sales Price*	\$135,500	\$128,950	- 4.8%	\$139,900	\$153,821	+ 10.0%
Average Sales Price*	\$138,133	\$128,950	- 6.6%	\$135,325	\$134,038	- 1.0%
Percent of List Price Received*	101.3%	96.4%	- 4.8%	99.1%	97.7%	- 1.4%
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	2.2	0.9	- 59.1%	—	—	—

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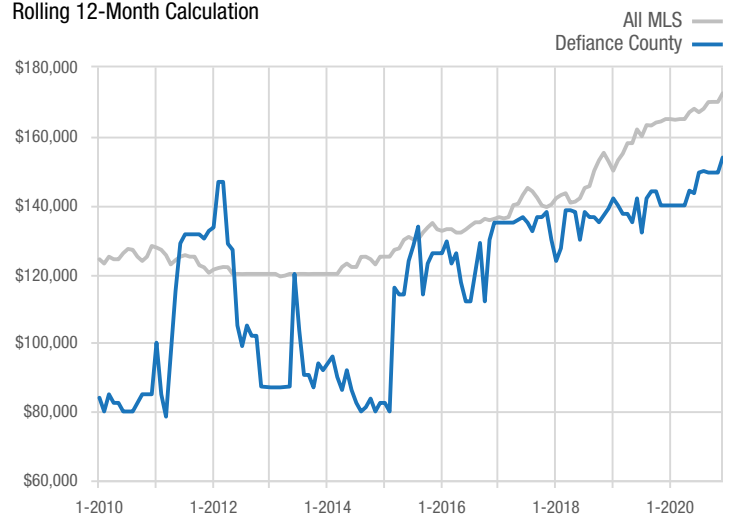
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Fulton County

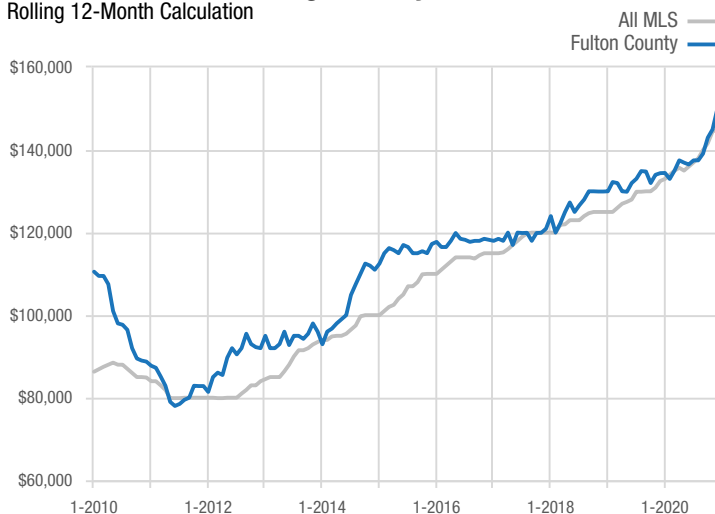
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	17	21	+ 23.5%	423	461	+ 9.0%
Pending Sales	15	32	+ 113.3%	334	436	+ 30.5%
Closed Sales	21	43	+ 104.8%	339	432	+ 27.4%
Days on Market Until Sale	112	63	- 43.8%	90	81	- 10.0%
Median Sales Price*	\$119,900	\$149,200	+ 24.4%	\$134,400	\$149,950	+ 11.6%
Average Sales Price*	\$152,557	\$158,105	+ 3.6%	\$154,284	\$164,233	+ 6.4%
Percent of List Price Received*	96.8%	98.2%	+ 1.4%	97.0%	98.6%	+ 1.6%
Inventory of Homes for Sale	97	60	- 38.1%	—	—	—
Months Supply of Inventory	3.5	1.7	- 51.4%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	1	—	9	13	+ 44.4%
Pending Sales	0	2	—	9	12	+ 33.3%
Closed Sales	0	4	—	9	12	+ 33.3%
Days on Market Until Sale	—	39	—	110	61	- 44.5%
Median Sales Price*	—	\$148,750	—	\$155,000	\$132,250	- 14.7%
Average Sales Price*	—	\$146,875	—	\$171,589	\$136,625	- 20.4%
Percent of List Price Received*	—	99.4%	—	97.5%	98.1%	+ 0.6%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.7	1.5	+ 114.3%	—	—	—

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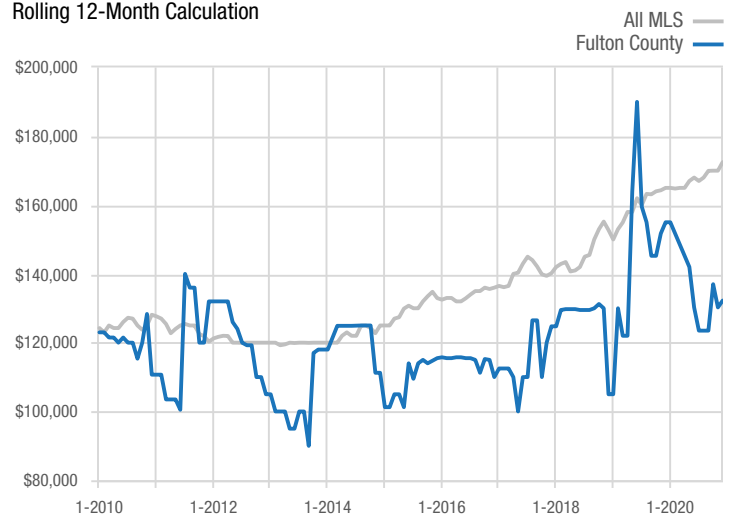
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Henry County

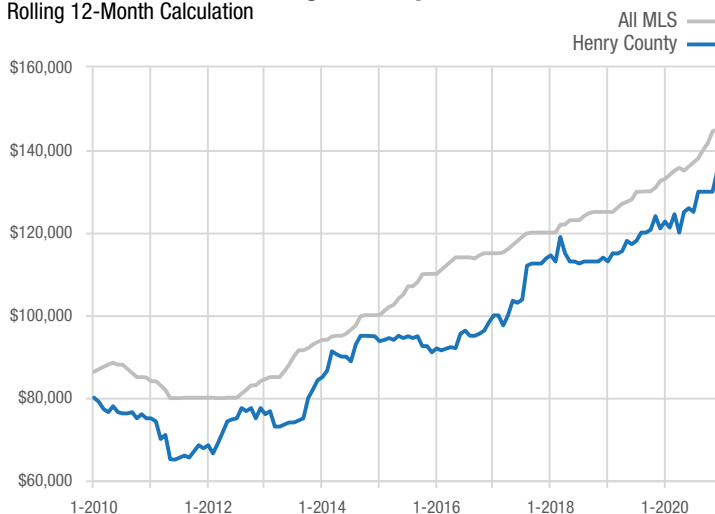
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	16	16	0.0%	273	241	- 11.7%
Pending Sales	12	13	+ 8.3%	204	223	+ 9.3%
Closed Sales	18	19	+ 5.6%	205	222	+ 8.3%
Days on Market Until Sale	82	86	+ 4.9%	88	87	- 1.1%
Median Sales Price*	\$113,450	\$151,500	+ 33.5%	\$121,000	\$135,000	+ 11.6%
Average Sales Price*	\$118,692	\$210,542	+ 77.4%	\$133,604	\$152,150	+ 13.9%
Percent of List Price Received*	101.3%	98.5%	- 2.8%	97.0%	97.8%	+ 0.8%
Inventory of Homes for Sale	68	39	- 42.6%	—	—	—
Months Supply of Inventory	4.0	2.1	- 47.5%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	192	79	- 58.9%
Median Sales Price*	—	—	—	\$174,000	\$120,000	- 31.0%
Average Sales Price*	—	—	—	\$187,333	\$128,333	- 31.5%
Percent of List Price Received*	—	—	—	94.2%	96.6%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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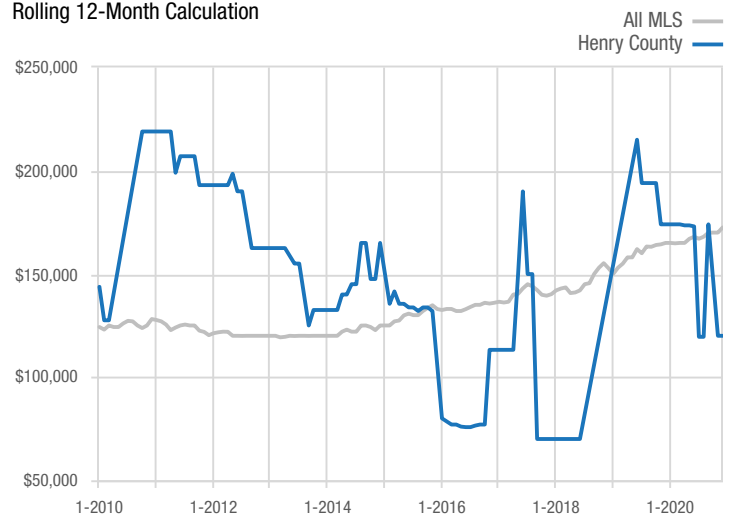
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – December 2020

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Paulding County

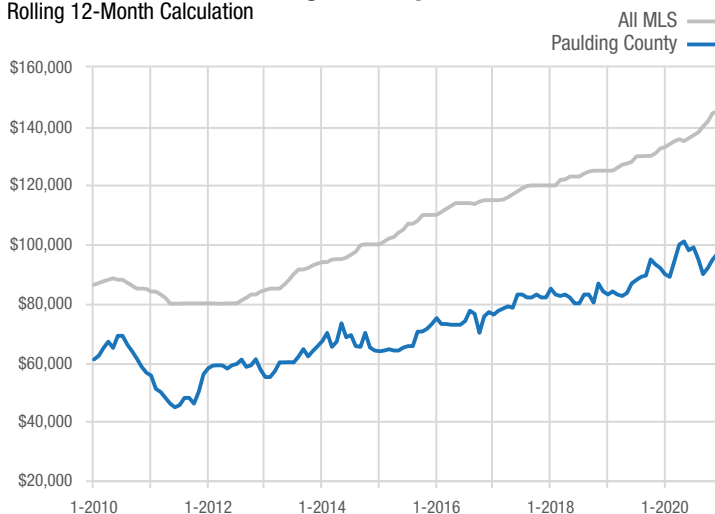
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	12	4	- 66.7%	187	123	- 34.2%
Pending Sales	14	4	- 71.4%	134	125	- 6.7%
Closed Sales	10	6	- 40.0%	131	130	- 0.8%
Days on Market Until Sale	129	69	- 46.5%	91	96	+ 5.5%
Median Sales Price*	\$62,250	\$92,500	+ 48.6%	\$92,000	\$96,750	+ 5.2%
Average Sales Price*	\$92,590	\$123,133	+ 33.0%	\$105,905	\$114,431	+ 8.1%
Percent of List Price Received*	89.5%	93.1%	+ 4.0%	94.9%	95.3%	+ 0.4%
Inventory of Homes for Sale	43	16	- 62.8%	—	—	—
Months Supply of Inventory	3.9	1.5	- 61.5%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	63	82	+ 30.2%
Median Sales Price*	—	—	—	\$92,500	\$135,000	+ 45.9%
Average Sales Price*	—	—	—	\$92,500	\$135,000	+ 45.9%
Percent of List Price Received*	—	—	—	94.9%	97.9%	+ 3.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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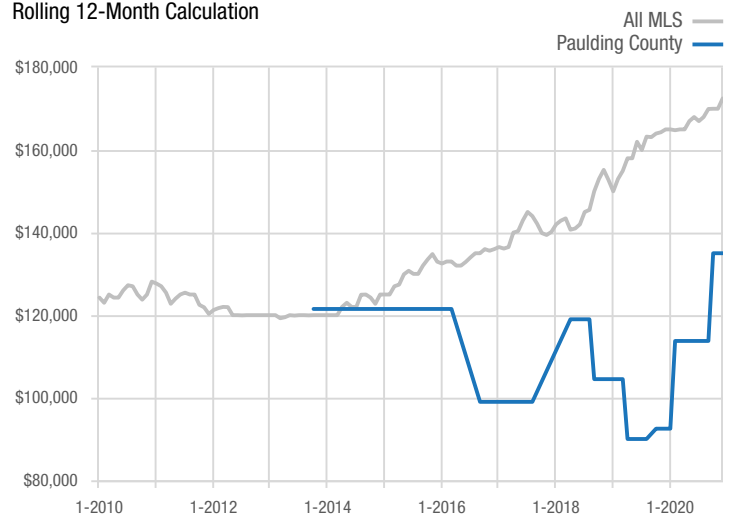
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

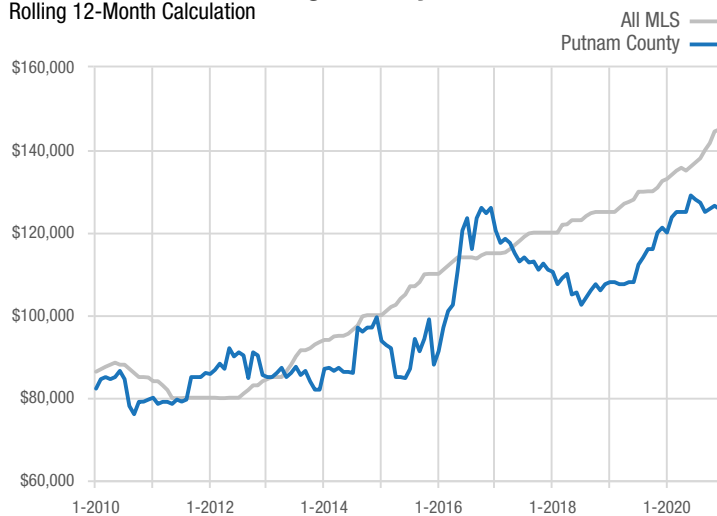
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	3	5	+ 66.7%	122	106	- 13.1%
Pending Sales	9	5	- 44.4%	105	106	+ 1.0%
Closed Sales	8	5	- 37.5%	108	105	- 2.8%
Days on Market Until Sale	148	121	- 18.2%	114	117	+ 2.6%
Median Sales Price*	\$148,450	\$175,000	+ 17.9%	\$121,200	\$125,750	+ 3.8%
Average Sales Price*	\$150,113	\$168,900	+ 12.5%	\$132,204	\$147,646	+ 11.7%
Percent of List Price Received*	96.0%	97.6%	+ 1.7%	96.3%	95.9%	- 0.4%
Inventory of Homes for Sale	38	20	- 47.4%	—	—	—
Months Supply of Inventory	4.3	2.3	- 46.5%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	120	—
Median Sales Price*	—	—	—	—	\$200,000	—
Average Sales Price*	—	—	—	—	\$200,000	—
Percent of List Price Received*	—	—	—	—	93.1%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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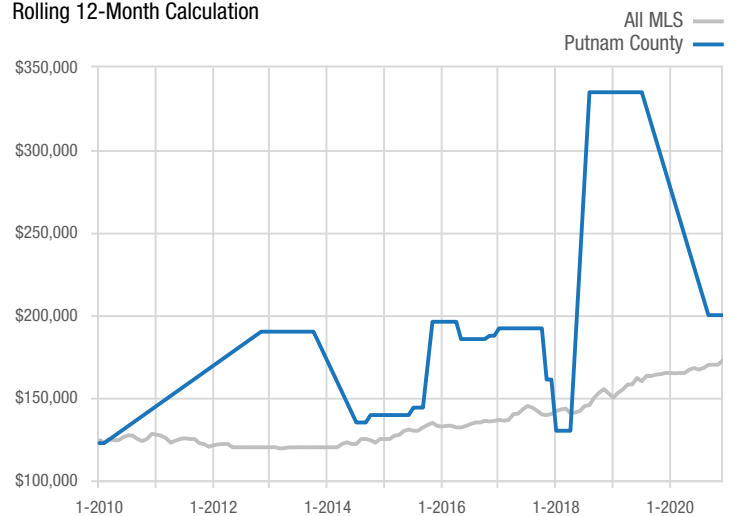
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

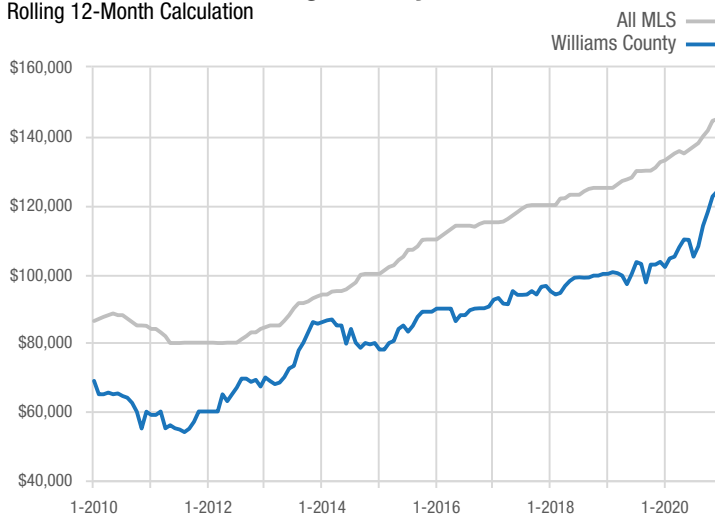
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	26	28	+ 7.7%	519	452	- 12.9%
Pending Sales	29	23	- 20.7%	426	417	- 2.1%
Closed Sales	32	23	- 28.1%	422	416	- 1.4%
Days on Market Until Sale	78	89	+ 14.1%	87	95	+ 9.2%
Median Sales Price*	\$110,000	\$131,000	+ 19.1%	\$103,500	\$124,000	+ 19.8%
Average Sales Price*	\$122,323	\$134,941	+ 10.3%	\$114,702	\$133,221	+ 16.1%
Percent of List Price Received*	97.5%	99.6%	+ 2.2%	96.9%	97.2%	+ 0.3%
Inventory of Homes for Sale	119	82	- 31.1%	—	—	—
Months Supply of Inventory	3.4	2.4	- 29.4%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	4	7	+ 75.0%
Pending Sales	0	1	—	4	5	+ 25.0%
Closed Sales	0	0	—	6	4	- 33.3%
Days on Market Until Sale	—	—	—	119	77	- 35.3%
Median Sales Price*	—	—	—	\$122,500	\$168,750	+ 37.8%
Average Sales Price*	—	—	—	\$136,167	\$156,625	+ 15.0%
Percent of List Price Received*	—	—	—	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	1.6	—	—	—	—

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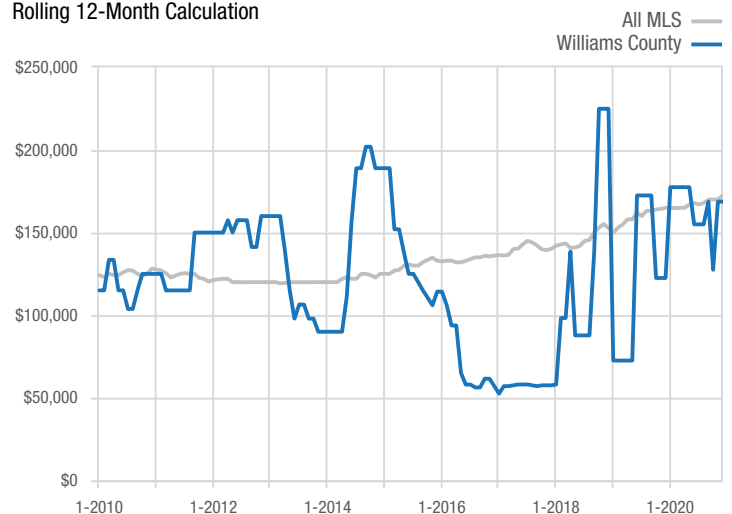
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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