

Local Market Update – January 2021

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1 2020	Thru 1 2021	% Change
New Listings	135	123	-8.9%	135	123	-8.9%
Closed Sales	95	102	+7.4%	95	102	+7.4%
Days on Market	108	78	-27.8%	108	78	-27.8%
SP\$/SqFt	\$68	\$86	+26.5%	\$68	\$86	+26.5%
Median Sales Price*	\$99,000	\$130,000	+31.3%	\$99,000	\$130,000	+31.3%
Average Sales Price*	\$112,661	\$141,906	+26.0%	\$112,661	\$141,906	+26.0%
Percent of List Price Received*	97.3%	100.0%	+2.8%	97.3%	100.0%	+2.8%
Months Supply of Inventory	6	4	-33.3%	6	4	-33.3%
Total Volume	\$10,702,803	\$14,474,365	+35.2%	\$10,702,803	\$14,474,365	+35.2%

Condo Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1 2020	Thru 1 2021	% Change
New Listings	3	1	-66.7%	3	1	-66.7%
Closed Sales	1	2	+100.0%	1	2	+100.0%
Days on Market	52	60	15.4%	52	60	15.4%
SP\$/SqFt	\$106	\$64	-40.0%	\$106	\$64	-40.0%
Median Sales Price*	\$169,900	\$72,850	-57.1%	\$169,900	\$72,850	-57.1%
Average Sales Price*	\$169,900	\$72,850	-57.1%	\$169,900	\$72,850	-57.1%
Percent of List Price Received*	100.0%	95.2%	-4.8%	100.0%	95.2%	-4.8%
Months Supply of Inventory	10	3	-70.0%	10	3	-70.0%
Total Volume	\$169,900	\$145,700	-14.2%	\$169,900	\$145,700	-14.2%

*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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		893	785	- 12.1%	893	785	- 12.1%
Pending Sales		651	715	+ 9.8%	651	715	+ 9.8%
Closed Sales		622	660	+ 6.1%	622	660	+ 6.1%
Days on Market Until Sale		94	76	- 19.1%	94	76	- 19.1%
Median Sales Price		\$124,500	\$145,900	+ 17.2%	\$124,500	\$145,900	+ 17.2%
Average Sales Price		\$144,735	\$172,531	+ 19.2%	\$144,735	\$172,531	+ 19.2%
Percent of List Price Received		96.1%	97.8%	+ 1.8%	96.1%	97.8%	+ 1.8%
Housing Affordability Index		259	242	- 6.6%	259	242	- 6.6%
Inventory of Homes for Sale		2,582	1,738	- 32.7%	—	—	—
Months Supply of Inventory		2.8	1.9	- 32.1%	—	—	—

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Defiance

MLS Area 61: 43512

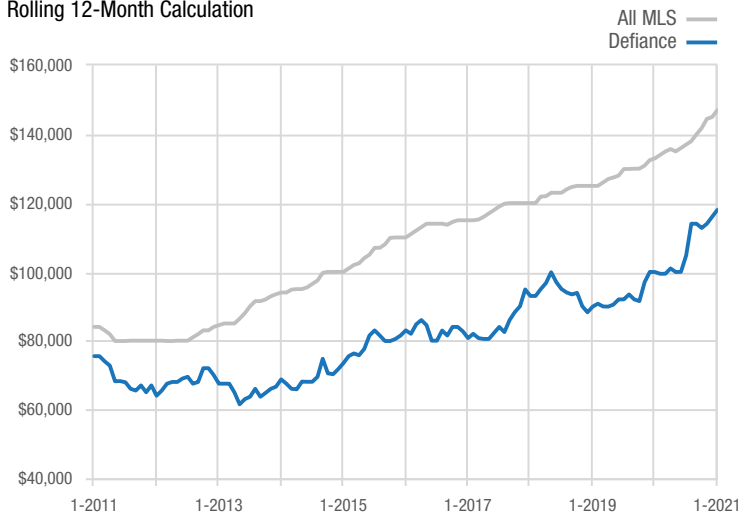
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	24	14	- 41.7%	24	14	- 41.7%
Pending Sales	9	10	+ 11.1%	9	10	+ 11.1%
Closed Sales	9	7	- 22.2%	9	7	- 22.2%
Days on Market Until Sale	98	108	+ 10.2%	98	108	+ 10.2%
Median Sales Price*	\$95,000	\$145,000	+ 52.6%	\$95,000	\$145,000	+ 52.6%
Average Sales Price*	\$116,644	\$145,629	+ 24.8%	\$116,644	\$145,629	+ 24.8%
Percent of List Price Received*	96.9%	96.8%	- 0.1%	96.9%	96.8%	- 0.1%
Inventory of Homes for Sale	60	34	- 43.3%	—	—	—
Months Supply of Inventory	3.5	1.9	- 45.7%	—	—	—

Condo-Villa	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
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	52	—	—	52	—	—
Median Sales Price*	\$169,900	—	—	\$169,900	—	—
Average Sales Price*	\$169,900	—	—	\$169,900	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.6	- 60.0%	—	—	—

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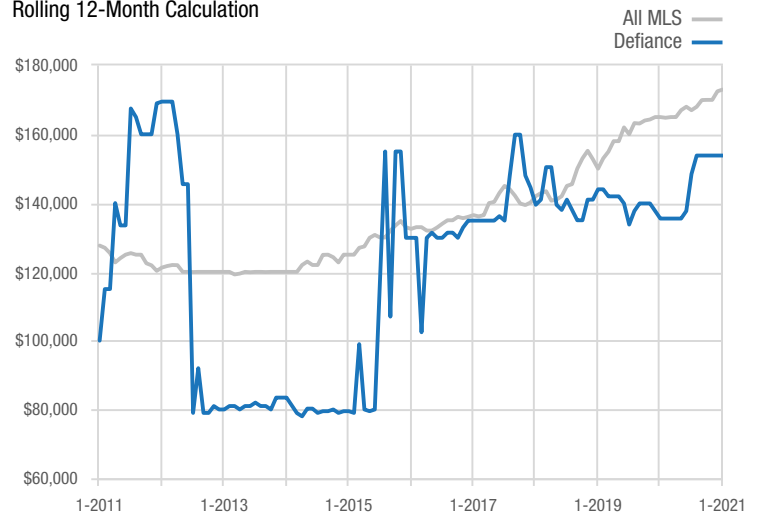
Median Sales Price - Single Family

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

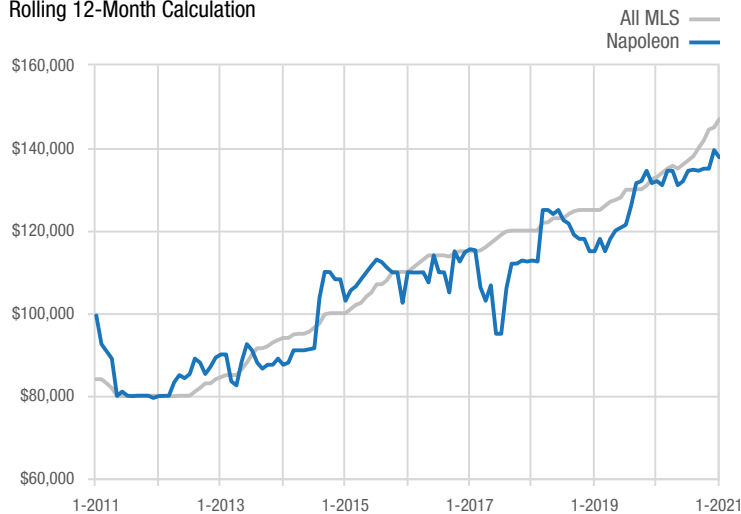
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	8	4	- 50.0%	8	4	- 50.0%
Pending Sales	5	5	0.0%	5	5	0.0%
Closed Sales	5	5	0.0%	5	5	0.0%
Days on Market Until Sale	80	54	- 32.5%	80	54	- 32.5%
Median Sales Price*	\$175,000	\$130,000	- 25.7%	\$175,000	\$130,000	- 25.7%
Average Sales Price*	\$163,050	\$137,000	- 16.0%	\$163,050	\$137,000	- 16.0%
Percent of List Price Received*	95.5%	102.2%	+ 7.0%	95.5%	102.2%	+ 7.0%
Inventory of Homes for Sale	37	17	- 54.1%	—	—	—
Months Supply of Inventory	4.2	1.8	- 57.1%	—	—	—

Condo-Villa	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	1	0	- 100.0%
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	0.7	- 30.0%	—	—	—

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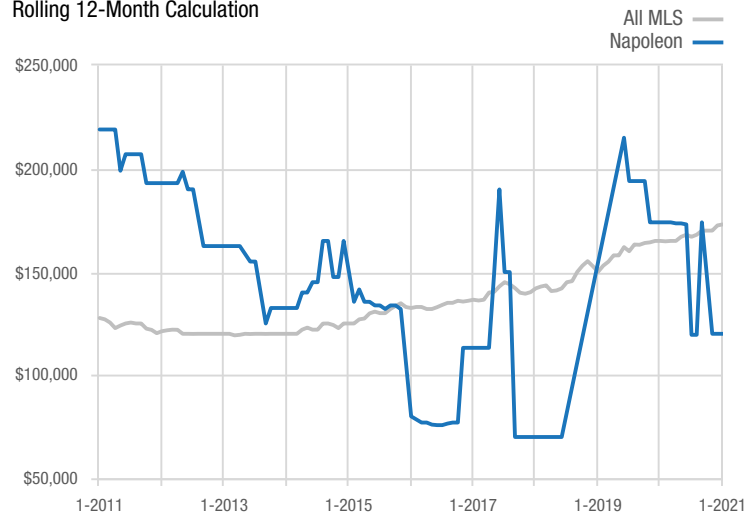
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

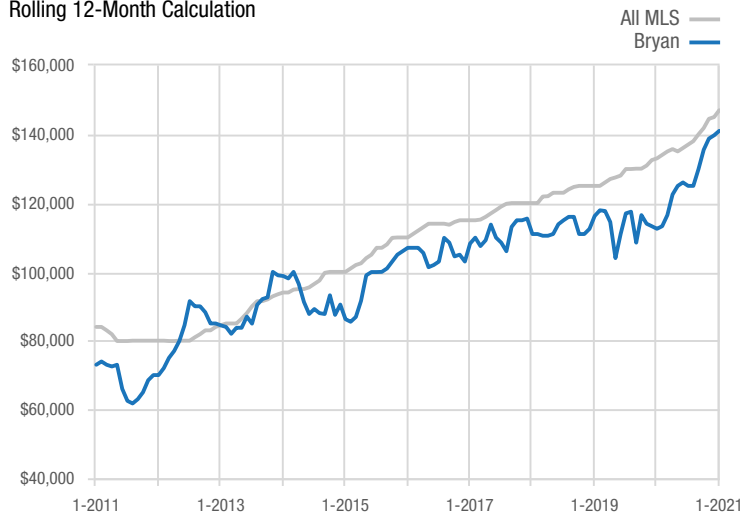
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	7	20	+ 185.7%	7	20	+ 185.7%
Pending Sales	12	22	+ 83.3%	12	22	+ 83.3%
Closed Sales	13	19	+ 46.2%	13	19	+ 46.2%
Days on Market Until Sale	108	82	- 24.1%	108	82	- 24.1%
Median Sales Price*	\$112,000	\$157,900	+ 41.0%	\$112,000	\$157,900	+ 41.0%
Average Sales Price*	\$121,154	\$146,642	+ 21.0%	\$121,154	\$146,642	+ 21.0%
Percent of List Price Received*	98.8%	98.2%	- 0.6%	98.8%	98.2%	- 0.6%
Inventory of Homes for Sale	40	33	- 17.5%	—	—	—
Months Supply of Inventory	2.4	2.0	- 16.7%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	60	—	—	60	—
Median Sales Price*	—	\$72,850	—	—	\$72,850	—
Average Sales Price*	—	\$72,850	—	—	\$72,850	—
Percent of List Price Received*	—	95.2%	—	—	95.2%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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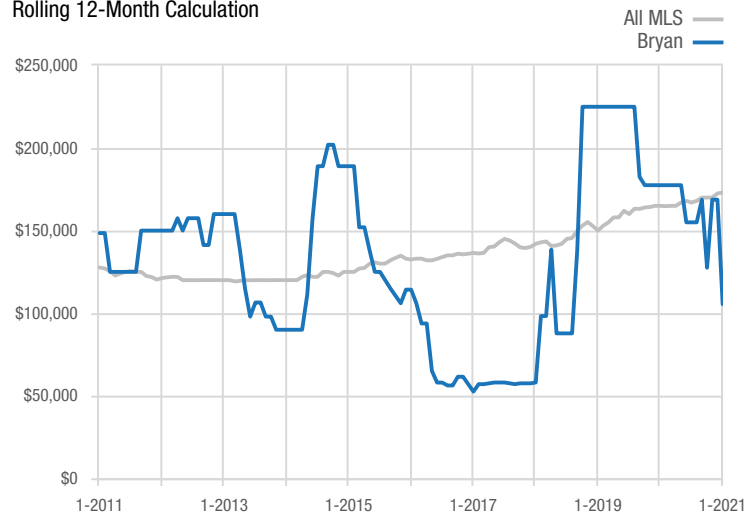
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	9	5	- 44.4%	9	5	- 44.4%
Pending Sales	5	4	- 20.0%	5	4	- 20.0%
Closed Sales	4	4	0.0%	4	4	0.0%
Days on Market Until Sale	57	60	+ 5.3%	57	60	+ 5.3%
Median Sales Price*	\$123,900	\$140,000	+ 13.0%	\$123,900	\$140,000	+ 13.0%
Average Sales Price*	\$103,950	\$132,554	+ 27.5%	\$103,950	\$132,554	+ 27.5%
Percent of List Price Received*	99.2%	98.7%	- 0.5%	99.2%	98.7%	- 0.5%
Inventory of Homes for Sale	27	16	- 40.7%	—	—	—
Months Supply of Inventory	3.7	1.5	- 59.5%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% 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	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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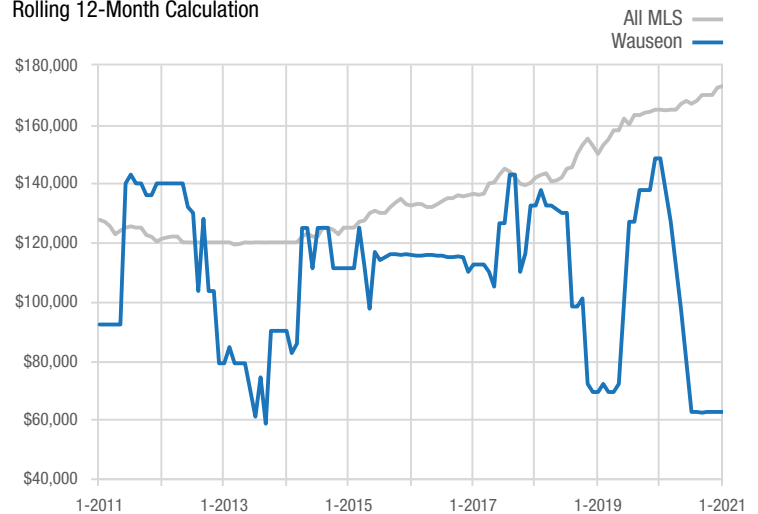
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Archbold

MLS Area 98: 43502

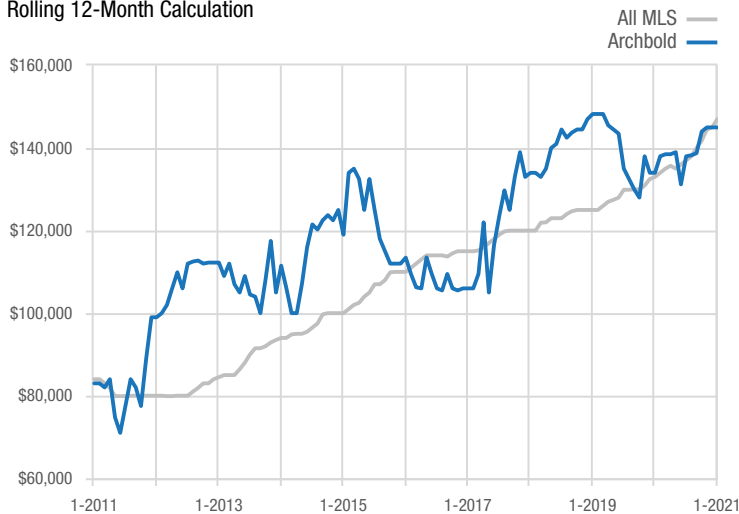
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	3	4	+ 33.3%	3	4	+ 33.3%
Pending Sales	4	5	+ 25.0%	4	5	+ 25.0%
Closed Sales	5	5	0.0%	5	5	0.0%
Days on Market Until Sale	109	90	- 17.4%	109	90	- 17.4%
Median Sales Price*	\$154,000	\$145,900	- 5.3%	\$154,000	\$145,900	- 5.3%
Average Sales Price*	\$178,800	\$132,120	- 26.1%	\$178,800	\$132,120	- 26.1%
Percent of List Price Received*	98.5%	98.0%	- 0.5%	98.5%	98.0%	- 0.5%
Inventory of Homes for Sale	18	9	- 50.0%	—	—	—
Months Supply of Inventory	4.2	1.5	- 64.3%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% 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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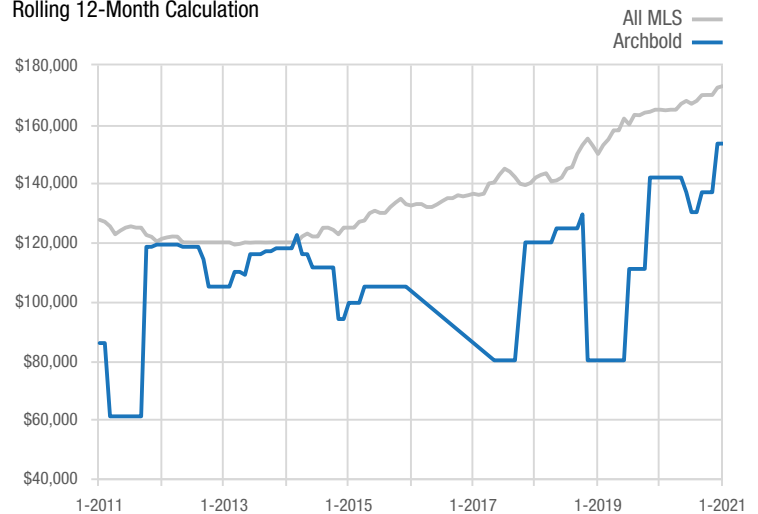
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

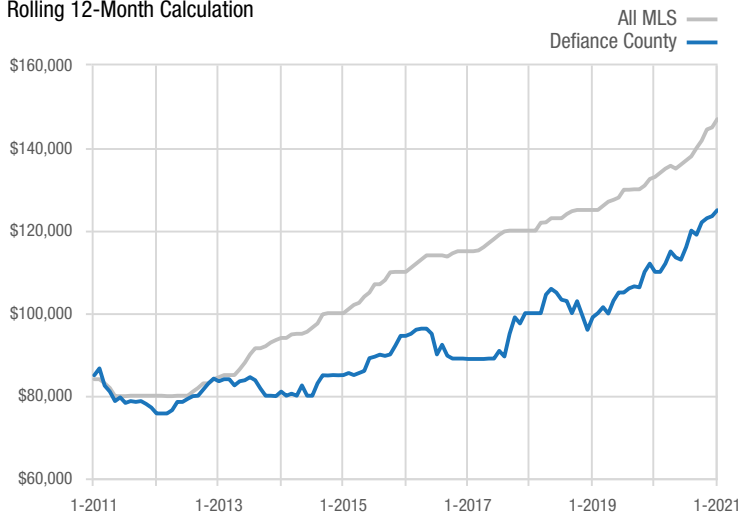
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	32	26	- 18.8%	32	26	- 18.8%
Pending Sales	16	15	- 6.3%	16	15	- 6.3%
Closed Sales	18	15	- 16.7%	18	15	- 16.7%
Days on Market Until Sale	101	89	- 11.9%	101	89	- 11.9%
Median Sales Price*	\$93,000	\$123,000	+ 32.3%	\$93,000	\$123,000	+ 32.3%
Average Sales Price*	\$109,594	\$169,137	+ 54.3%	\$109,594	\$169,137	+ 54.3%
Percent of List Price Received*	95.1%	97.7%	+ 2.7%	95.1%	97.7%	+ 2.7%
Inventory of Homes for Sale	110	71	- 35.5%	—	—	—
Months Supply of Inventory	3.5	2.1	- 40.0%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	2	1	- 50.0%	2	1	- 50.0%
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	52	—	—	52	—	—
Median Sales Price*	\$169,900	—	—	\$169,900	—	—
Average Sales Price*	\$169,900	—	—	\$169,900	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	2.7	1.2	- 55.6%	—	—	—

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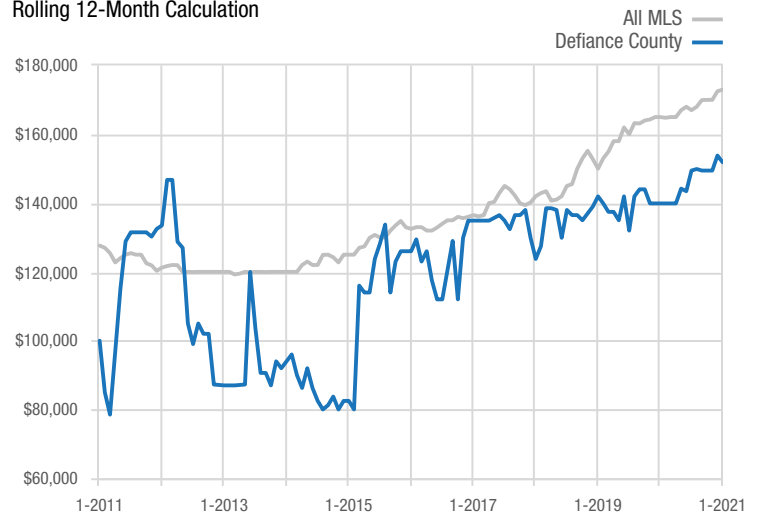
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

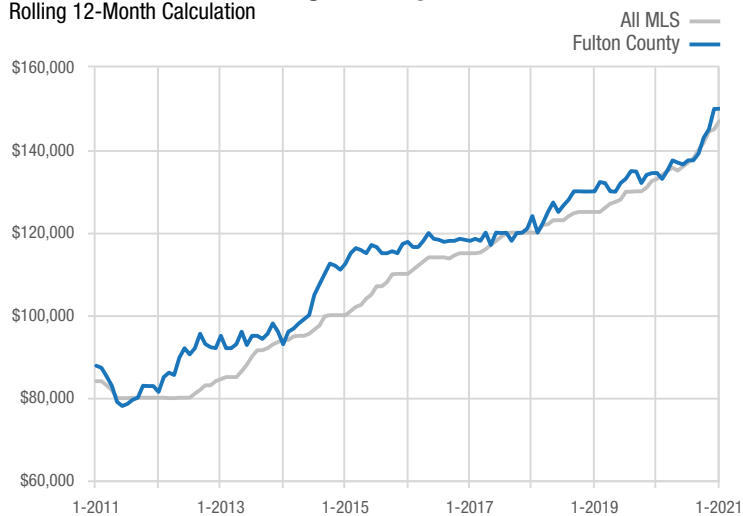
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	31	15	- 51.6%	31	15	- 51.6%
Pending Sales	20	25	+ 25.0%	20	25	+ 25.0%
Closed Sales	21	29	+ 38.1%	21	29	+ 38.1%
Days on Market Until Sale	81	74	- 8.6%	81	74	- 8.6%
Median Sales Price*	\$127,450	\$145,900	+ 14.5%	\$127,450	\$145,900	+ 14.5%
Average Sales Price*	\$139,635	\$161,107	+ 15.4%	\$139,635	\$161,107	+ 15.4%
Percent of List Price Received*	98.5%	100.9%	+ 2.4%	98.5%	100.9%	+ 2.4%
Inventory of Homes for Sale	101	49	- 51.5%	—	—	—
Months Supply of Inventory	3.6	1.3	- 63.9%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% 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	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	0.8	+ 14.3%	—	—	—

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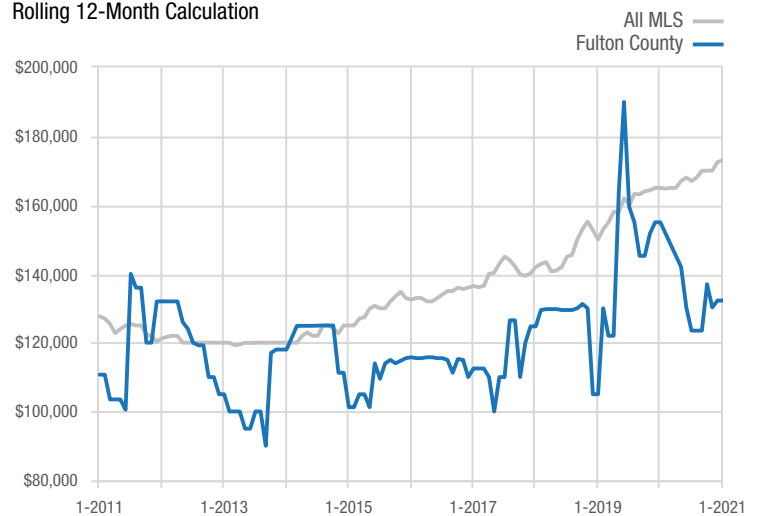
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

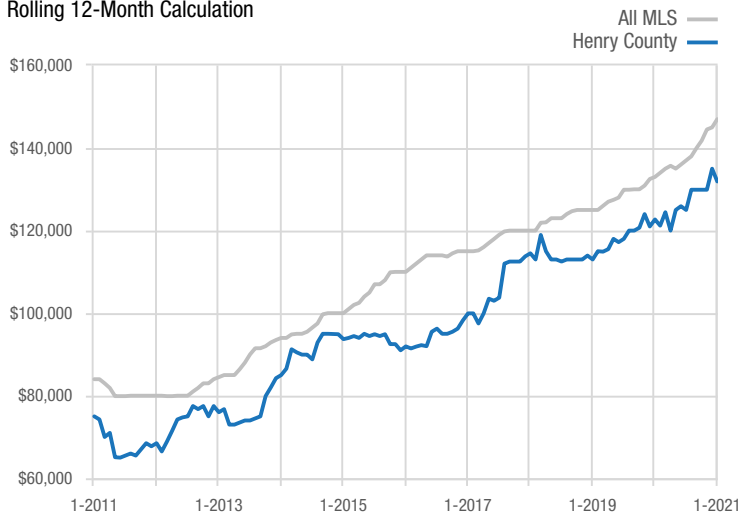
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	21	10	- 52.4%	21	10	- 52.4%
Pending Sales	10	16	+ 60.0%	10	16	+ 60.0%
Closed Sales	10	16	+ 60.0%	10	16	+ 60.0%
Days on Market Until Sale	118	69	- 41.5%	118	69	- 41.5%
Median Sales Price*	\$119,450	\$112,500	- 5.8%	\$119,450	\$112,500	- 5.8%
Average Sales Price*	\$128,975	\$113,863	- 11.7%	\$128,975	\$113,863	- 11.7%
Percent of List Price Received*	95.1%	96.7%	+ 1.7%	95.1%	96.7%	+ 1.7%
Inventory of Homes for Sale	72	35	- 51.4%	—	—	—
Months Supply of Inventory	4.3	1.8	- 58.1%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
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	0.7	- 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.

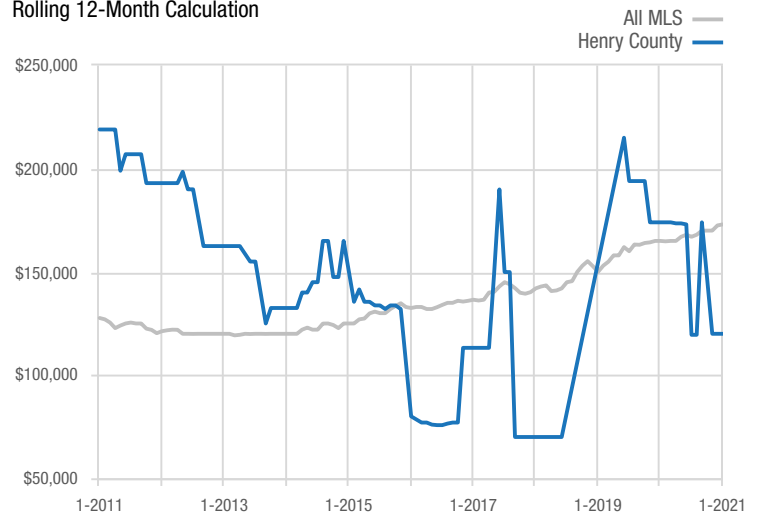
Median Sales Price - Single Family

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 – January 2021

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Paulding County

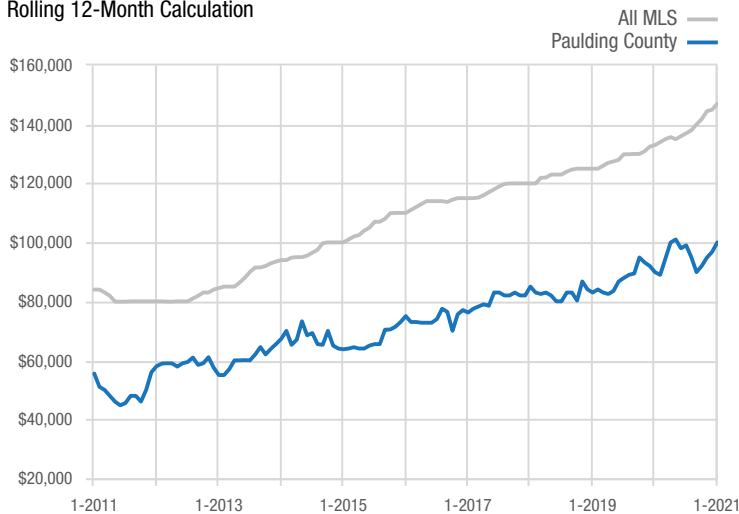
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	7	16	+ 128.6%	7	16	+ 128.6%
Pending Sales	7	9	+ 28.6%	7	9	+ 28.6%
Closed Sales	11	6	- 45.5%	11	6	- 45.5%
Days on Market Until Sale	103	82	- 20.4%	103	82	- 20.4%
Median Sales Price*	\$65,000	\$115,950	+ 78.4%	\$65,000	\$115,950	+ 78.4%
Average Sales Price*	\$76,409	\$107,650	+ 40.9%	\$76,409	\$107,650	+ 40.9%
Percent of List Price Received*	90.7%	99.9%	+ 10.1%	90.7%	99.9%	+ 10.1%
Inventory of Homes for Sale	38	23	- 39.5%	—	—	—
Months Supply of Inventory	3.4	2.2	- 35.3%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% 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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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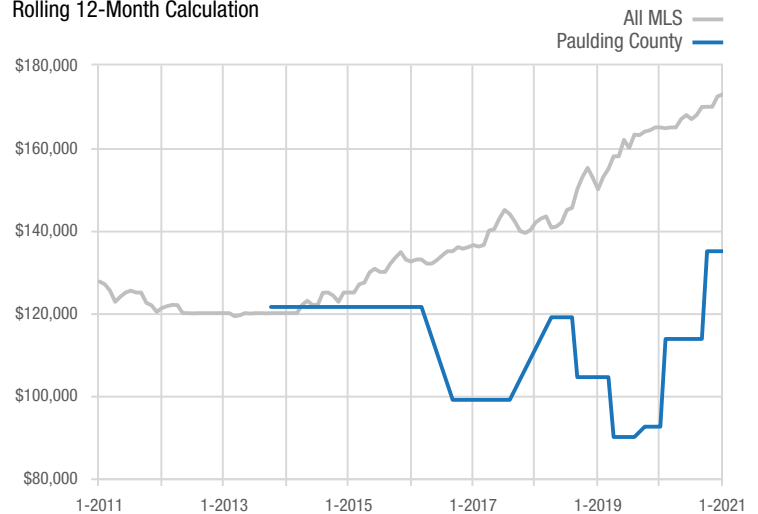
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

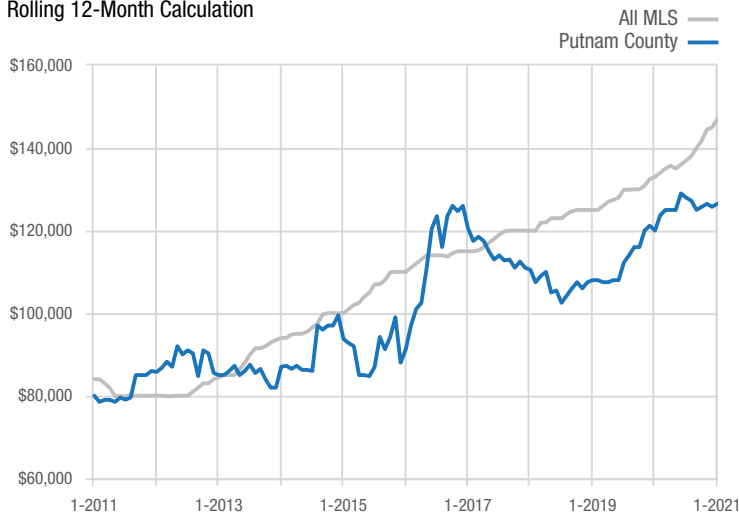
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	13	12	- 7.7%	13	12	- 7.7%
Pending Sales	5	3	- 40.0%	5	3	- 40.0%
Closed Sales	6	2	- 66.7%	6	2	- 66.7%
Days on Market Until Sale	193	109	- 43.5%	193	109	- 43.5%
Median Sales Price*	\$112,000	\$129,500	+ 15.6%	\$112,000	\$129,500	+ 15.6%
Average Sales Price*	\$120,000	\$129,500	+ 7.9%	\$120,000	\$129,500	+ 7.9%
Percent of List Price Received*	92.4%	98.3%	+ 6.4%	92.4%	98.3%	+ 6.4%
Inventory of Homes for Sale	43	28	- 34.9%	—	—	—
Months Supply of Inventory	4.9	3.2	- 34.7%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% 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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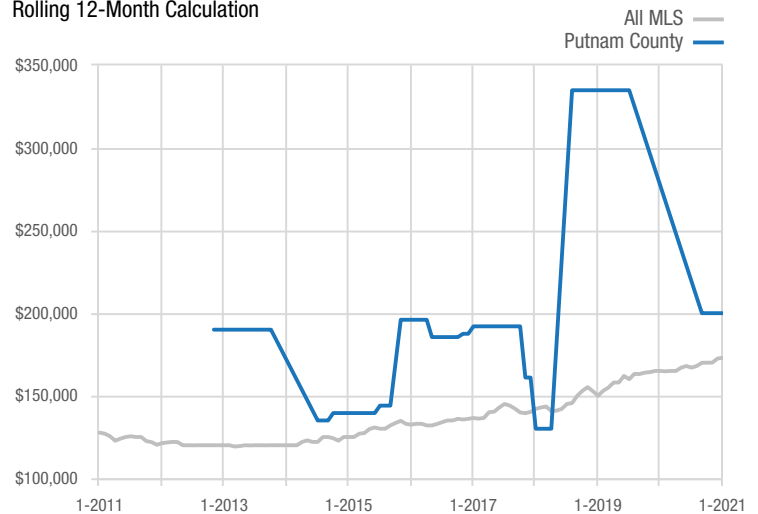
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

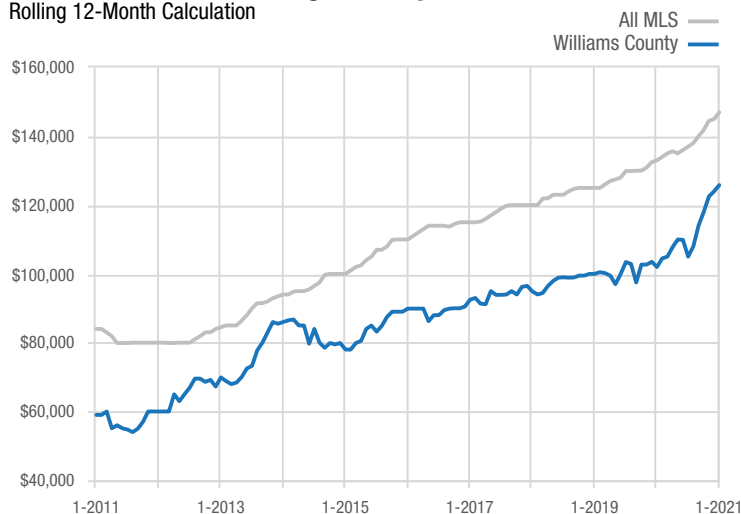
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	31	43	+ 38.7%	31	43	+ 38.7%
Pending Sales	29	40	+ 37.9%	29	40	+ 37.9%
Closed Sales	29	34	+ 17.2%	29	34	+ 17.2%
Days on Market Until Sale	113	79	- 30.1%	113	79	- 30.1%
Median Sales Price*	\$92,000	\$130,000	+ 41.3%	\$92,000	\$130,000	+ 41.3%
Average Sales Price*	\$99,902	\$136,364	+ 36.5%	\$99,902	\$136,364	+ 36.5%
Percent of List Price Received*	96.4%	97.0%	+ 0.6%	96.4%	97.0%	+ 0.6%
Inventory of Homes for Sale	113	79	- 30.1%	—	—	—
Months Supply of Inventory	3.1	2.2	- 29.0%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	2	—	0	2	—
Days on Market Until Sale	—	60	—	—	60	—
Median Sales Price*	—	\$72,850	—	—	\$72,850	—
Average Sales Price*	—	\$72,850	—	—	\$72,850	—
Percent of List Price Received*	—	95.2%	—	—	95.2%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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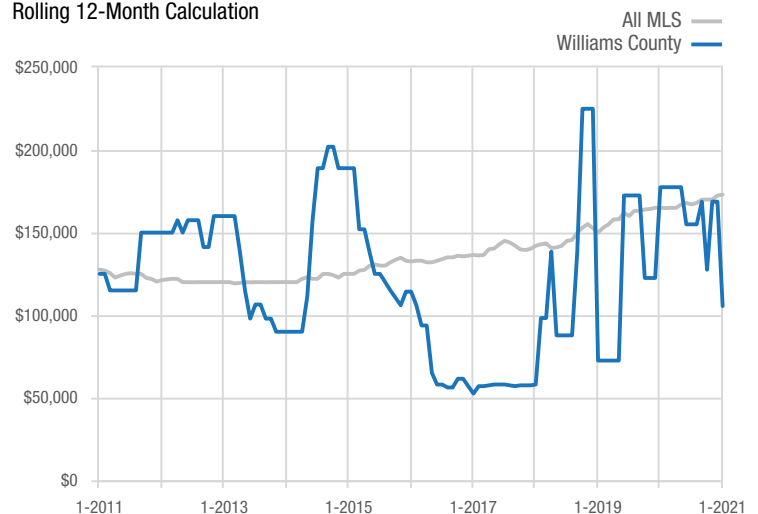
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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