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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

The National Association of REALTORS[®] reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Single Family		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7 2020	Thru 7 2021	% Change
New Listings	170	211	+24.1%	1,048	1,158	+10.5%
Closed Sales	154	172	+11.7%	913	971	+6.4%
Days on Market	92	63	-31.6%	97	71	-26.8%
SP\$/SqFt	\$85.06	\$101.04	+18.8%	\$78.85	\$93.91	+19.1%
Median Sales Price*	\$132,250	\$157,476	+19.1%	\$121,000	\$139,000	+14.9%
Average Sales Price*	\$145,484	\$170,865	+17.4%	\$131,967	\$158,222	+19.9%
Percent of List Price Received*	99.4%	100.0%	+0.6%	96.7%	100.0%	+3.4%
Months Supply of Inventory	4	3	-25.0%			
Total Volume	\$22,404,597	\$29,388,857	+31.2%	\$120,486,310	\$153,633,701	+27.5%

Condo		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7 2020	Thru 7 2021	% Change
New Listings	3	4	+33.3%	33	22	-33.3%
Closed Sales	4	1	75.0%	22	17	-22.7%
Days on Market	48	45	-6.3%	77	67	-13.0%
SP\$/SqFt	\$134.00	\$142.05	+6.0%	\$97.83	\$104.64	+7.0%
Median Sales Price*	\$178,450	\$300,000	+68.1%	\$154,900	\$138,000	-10.9%
Average Sales Price*	\$181,930	\$300,000	+64.9%	\$124,992	\$150,012	+20.0%
Percent of List Price Received*	98.8%	95.3%	-3.5%	97.6%	98.5%	+0.9%
Months Supply of Inventory	4	8	+100.0%			
Total Volume	\$727,721	\$300,000	-58.9%	\$2,749,821	\$2,550,200	-7.3%

*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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings	7-2019 1-2020 7-2020 1-2021 7-2021	1,248	1,328	+ 6.4%	7,375	7,925	+ 7.5%
Pending Sales	7-2019 1-2020 7-2020 1-2021 7-2021	1,194	1,096	- 8.2%	6,046	6,731	+ 11.3%
Closed Sales	7-2019 1-2020 7-2020 1-2021 7-2021	1,187	1,103	- 7.1%	5,924	6,539	+ 10.4%
Days on Market Until Sale	7-2019 1-2020 7-2020 1-2021 7-2021	77	57	- 26.0%	86	66	- 23.3%
Median Sales Price	7-2019 1-2020 7-2020 1-2021 7-2021	\$152,000	\$171,750	+ 13.0%	\$141,000	\$158,000	+ 12.1%
Average Sales Price	7-2019 1-2020 7-2020 1-2021 7-2021	\$178,019	\$202,423	+ 13.7%	\$165,995	\$190,324	+ 14.7%
Percent of List Price Received	7-2019 1-2020 7-2020 1-2021 7-2021	98.6%	100.7%	+ 2.1%	97.6%	99.9%	+ 2.4%
Housing Affordability Index	7-2019 1-2020 7-2020 1-2021 7-2021	225	200	- 11.1%	242	218	- 9.9%
Inventory of Homes for Sale	7-2019 1-2020 7-2020 1-2021 7-2021	2,599	2,280	- 12.3%	_	_	_
Months Supply of Inventory	7-2019 1-2020 7-2020 1-2021 7-2021	3.0	2.3	- 23.3%	_	-	_

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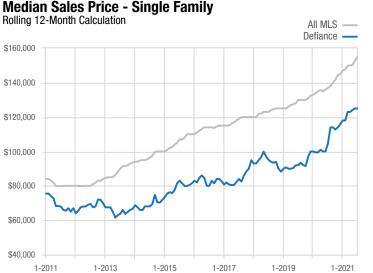
Defiance

MLS Area 61: 43512

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	19	24	+ 26.3%	138	165	+ 19.6%		
Pending Sales	21	27	+ 28.6%	131	135	+ 3.1%		
Closed Sales	15	21	+ 40.0%	124	126	+ 1.6%		
Days on Market Until Sale	61	57	- 6.6%	85	66	- 22.4%		
Median Sales Price*	\$138,000	\$143,900	+ 4.3%	\$111,500	\$125,250	+ 12.3%		
Average Sales Price*	\$129,793	\$158,876	+ 22.4%	\$116,570	\$153,339	+ 31.5%		
Percent of List Price Received*	98.5%	101.7%	+ 3.2%	96.9%	100.2%	+ 3.4%		
Inventory of Homes for Sale	41	50	+ 22.0%					
Months Supply of Inventory	2.2	2.8	+ 27.3%					

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	—	12	5	- 58.3%
Pending Sales	0	1	_	9	5	- 44.4%
Closed Sales	2	1	- 50.0%	6	5	- 16.7%
Days on Market Until Sale	35	45	+ 28.6%	49	39	- 20.4%
Median Sales Price*	\$169,361	\$300,000	+ 77.1%	\$150,411	\$155,000	+ 3.1%
Average Sales Price*	\$169,361	\$300,000	+ 77.1%	\$130,104	\$174,920	+ 34.4%
Percent of List Price Received*	99.7%	95.3%	- 4.4%	96.9%	98.4%	+ 1.5%
Inventory of Homes for Sale	3	1	- 66.7%			—
Months Supply of Inventory	1.9	0.9	- 52.6%			

* 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 - Condo-Villa



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.

Current as of August 6, 2021. All data from Northwest Ohio Real Estate Information System. Report © 2021 ShowingTime.

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Napoleon

MLS Area 76: 43545

Single Family		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	13	11	- 15.4%	64	64	0.0%
Pending Sales	12	8	- 33.3%	64	55	- 14.1%
Closed Sales	9	10	+ 11.1%	60	55	- 8.3%
Days on Market Until Sale	50	56	+ 12.0%	90	80	- 11.1%
Median Sales Price*	\$137,750	\$131,250	- 4.7%	\$138,625	\$140,500	+ 1.4%
Average Sales Price*	\$161,917	\$165,640	+ 2.3%	\$151,136	\$168,831	+ 11.7%
Percent of List Price Received*	98.7%	96.9%	- 1.8%	97.1%	98.9%	+ 1.9%
Inventory of Homes for Sale	25	22	- 12.0%			
Months Supply of Inventory	2.8	2.5	- 10.7%			

Condo-Villa	July Year to Date					
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	0	- 100.0%	5	0	- 100.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale		_	—	72	281	+ 290.3%
Median Sales Price*			—	\$65,000	\$160,000	+ 146.2%
Average Sales Price*			—	\$65,000	\$160,000	+ 146.2%
Percent of List Price Received*		_	—	86.8%	97.0%	+ 11.8%
Inventory of Homes for Sale	4	0	- 100.0%			—
Months Supply of Inventory	4.0	_	_			

* 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





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.

Current as of August 6, 2021. All data from Northwest Ohio Real Estate Information System. Report © 2021 ShowingTime.

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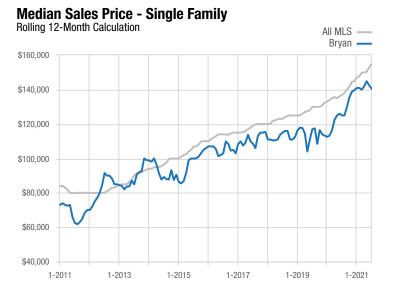


Bryan MLS Area 87: 43506

Single Family		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	19	24	+ 26.3%	103	135	+ 31.1%
Pending Sales	13	17	+ 30.8%	101	125	+ 23.8%
Closed Sales	16	17	+ 6.3%	104	127	+ 22.1%
Days on Market Until Sale	94	82	- 12.8%	96	70	- 27.1%
Median Sales Price*	\$150,000	\$117,500	- 21.7%	\$128,900	\$133,075	+ 3.2%
Average Sales Price*	\$151,344	\$160,838	+ 6.3%	\$138,173	\$149,894	+ 8.5%
Percent of List Price Received*	101.2%	98.0%	- 3.2%	96.6%	98.9%	+ 2.4%
Inventory of Homes for Sale	39	39	0.0%		-	
Months Supply of Inventory	2.5	2.2	- 12.0%			—

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	1	—	3	2	- 33.3%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	0	0	—	2	3	+ 50.0%
Days on Market Until Sale			—	55	120	+ 118.2%
Median Sales Price*			—	\$168,750	\$83,500	- 50.5%
Average Sales Price*		_	—	\$168,750	\$143,567	- 14.9%
Percent of List Price Received*			—	92.4%	94.7%	+ 2.5%
Inventory of Homes for Sale	1	1	0.0%			
Months Supply of Inventory	0.8	0.8	0.0%			

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Median Sales Price - Condo-Villa



Local Market Update – July 2021 This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate

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Wauseon

MLS Area 96: 43567

Single Family		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	14	7	- 50.0%	80	70	- 12.5%
Pending Sales	12	14	+ 16.7%	62	64	+ 3.2%
Closed Sales	14	12	- 14.3%	58	60	+ 3.4%
Days on Market Until Sale	107	54	- 49.5%	85	66	- 22.4%
Median Sales Price*	\$142,200	\$147,500	+ 3.7%	\$136,900	\$157,450	+ 15.0%
Average Sales Price*	\$152,762	\$186,492	+ 22.1%	\$139,468	\$180,502	+ 29.4%
Percent of List Price Received*	95.7%	98.5%	+ 2.9%	99.0%	100.0%	+ 1.0%
Inventory of Homes for Sale	30	19	- 36.7%			
Months Supply of Inventory	4.0	1.8	- 55.0%			

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	—	2	2	0.0%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—		—	127	25	- 80.3%
Median Sales Price*			—	\$62,500	\$69,900	+ 11.8%
Average Sales Price*			—	\$69,800	\$98,300	+ 40.8%
Percent of List Price Received*			—	93.3%	99.9%	+ 7.1%
Inventory of Homes for Sale	0	0	—			_
Months Supply of Inventory	_		_			

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Median Sales Price - Single Family





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Archbold

MLS Area 98: 43502

Single Family		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	10	6	- 40.0%	41	34	- 17.1%
Pending Sales	8	5	- 37.5%	38	31	- 18.4%
Closed Sales	10	6	- 40.0%	37	31	- 16.2%
Days on Market Until Sale	103	73	- 29.1%	106	62	- 41.5%
Median Sales Price*	\$154,750	\$223,000	+ 44.1%	\$137,500	\$175,000	+ 27.3%
Average Sales Price*	\$187,140	\$236,167	+ 26.2%	\$168,915	\$218,016	+ 29.1%
Percent of List Price Received*	98.1%	97.3%	- 0.8%	98.4%	98.7%	+ 0.3%
Inventory of Homes for Sale	17	12	- 29.4%			—
Months Supply of Inventory	3.5	2.3	- 34.3%			_

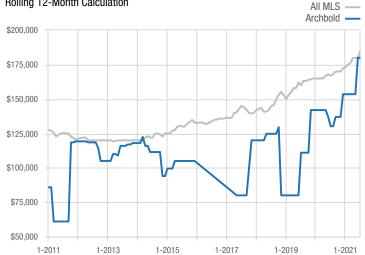
Condo-Villa		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	1	0	- 100.0%	3	3	0.0%		
Pending Sales	0	0		2	0	- 100.0%		
Closed Sales	0	0		2	0	- 100.0%		
Days on Market Until Sale				24				
Median Sales Price*				\$130,250				
Average Sales Price*			—	\$130,250		_		
Percent of List Price Received*			—	99.0%				
Inventory of Homes for Sale	1	1	0.0%			_		
Months Supply of Inventory	0.5	0.8	+ 60.0%		_			

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Median Sales Price - Single Family

Median Sales Price - Condo-Villa Rolling 12-Month Calculation



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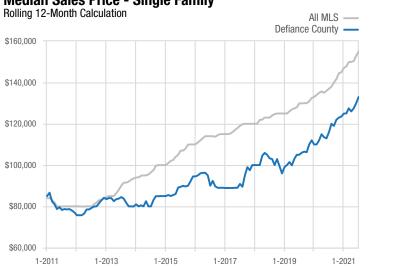


Defiance County

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	39	48	+ 23.1%	248	287	+ 15.7%		
Pending Sales	38	54	+ 42.1%	227	243	+ 7.0%		
Closed Sales	31	51	+ 64.5%	219	237	+ 8.2%		
Days on Market Until Sale	67	57	- 14.9%	90	69	- 23.3%		
Median Sales Price*	\$143,500	\$149,900	+ 4.5%	\$118,000	\$137,000	+ 16.1%		
Average Sales Price*	\$139,680	\$171,190	+ 22.6%	\$125,472	\$163,497	+ 30.3%		
Percent of List Price Received*	97.9%	99.4%	+ 1.5%	96.9%	99.5%	+ 2.7%		
Inventory of Homes for Sale	87	85	- 2.3%		_			
Months Supply of Inventory	2.6	2.4	- 7.7%					

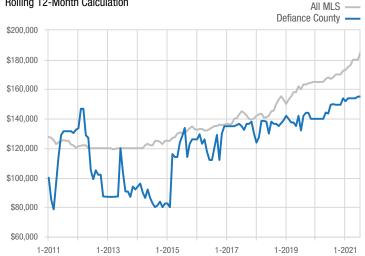
Condo-Villa		July		Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change	
New Listings	0	2	—	18	11	- 38.9%	
Pending Sales	2	2	0.0%	16	9	- 43.8%	
Closed Sales	3	1	- 66.7%	12	8	- 33.3%	
Days on Market Until Sale	52	45	- 13.5%	80	41	- 48.8%	
Median Sales Price*	\$172,000	\$300,000	+ 74.4%	\$148,450	\$146,500	- 1.3%	
Average Sales Price*	\$170,240	\$300,000	+ 76.2%	\$127,118	\$166,825	+ 31.2%	
Percent of List Price Received*	99.2%	95.3%	- 3.9%	97.6%	98.1%	+ 0.5%	
Inventory of Homes for Sale	4	2	- 50.0%				
Months Supply of Inventory	1.7	1.1	- 35.3%				

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Median Sales Price - Single Family





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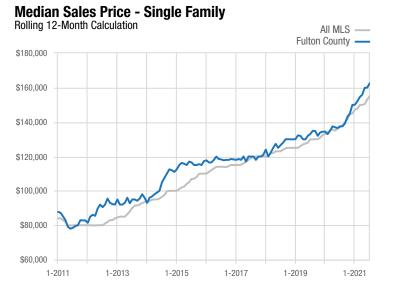


Fulton County

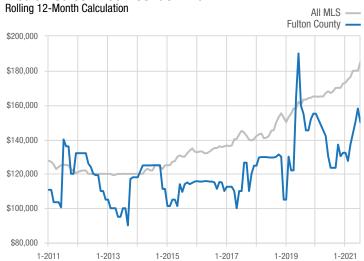
Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	46	44	- 4.3%	271	258	- 4.8%		
Pending Sales	37	48	+ 29.7%	214	227	+ 6.1%		
Closed Sales	40	43	+ 7.5%	206	219	+ 6.3%		
Days on Market Until Sale	95	59	- 37.9%	88	67	- 23.9%		
Median Sales Price*	\$183,500	\$197,500	+ 7.6%	\$140,000	\$165,000	+ 17.9%		
Average Sales Price*	\$187,916	\$198,748	+ 5.8%	\$152,080	\$190,264	+ 25.1%		
Percent of List Price Received*	98.4%	100.6%	+ 2.2%	98.8%	100.4%	+ 1.6%		
Inventory of Homes for Sale	105	82	- 21.9%					
Months Supply of Inventory	3.6	2.2	- 38.9%					

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	1	1	0.0%	6	8	+ 33.3%
Pending Sales	1	0	- 100.0%	6	5	- 16.7%
Closed Sales	1	0	- 100.0%	6	5	- 16.7%
Days on Market Until Sale	35		—	78	33	- 57.7%
Median Sales Price*	\$217,000			\$110,250	\$95,000	- 13.8%
Average Sales Price*	\$217,000		—	\$114,483	\$124,980	+ 9.2%
Percent of List Price Received*	96.5%		—	95.7%	99.9%	+ 4.4%
Inventory of Homes for Sale	1	2	+ 100.0%			—
Months Supply of Inventory	0.9	1.5	+ 66.7%			_

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Median Sales Price - Condo-Villa



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All MLS -

Henry County

1-2019

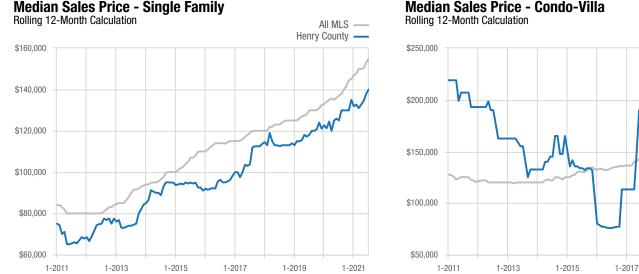
1-2021

Henry County

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	24	18	- 25.0%	127	125	- 1.6%		
Pending Sales	18	17	- 5.6%	116	115	- 0.9%		
Closed Sales	14	19	+ 35.7%	112	117	+ 4.5%		
Days on Market Until Sale	50	57	+ 14.0%	95	75	- 21.1%		
Median Sales Price*	\$136,000	\$150,000	+ 10.3%	\$129,900	\$139,000	+ 7.0%		
Average Sales Price*	\$141,447	\$162,495	+ 14.9%	\$141,284	\$155,102	+ 9.8%		
Percent of List Price Received*	99.5%	99.0%	- 0.5%	96.4%	98.2%	+ 1.9%		
Inventory of Homes for Sale	52	41	- 21.2%					
Months Supply of Inventory	3.0	2.2	- 26.7%			—		

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	2	0	- 100.0%	5	0	- 100.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale			—	72	281	+ 290.3%
Median Sales Price*		_	—	\$65,000	\$160,000	+ 146.2%
Average Sales Price*		_	—	\$65,000	\$160,000	+ 146.2%
Percent of List Price Received*		_	—	86.8%	97.0%	+ 11.8%
Inventory of Homes for Sale	4	0	- 100.0%			_
Months Supply of Inventory	4.0	_	_			

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Median Sales Price - Single Family

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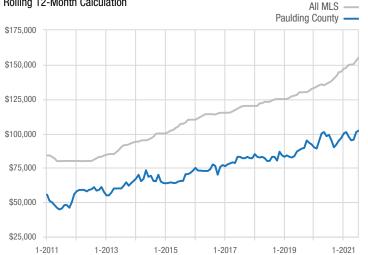
Paulding County

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	12	17	+ 41.7%	82	89	+ 8.5%		
Pending Sales	14	13	- 7.1%	76	78	+ 2.6%		
Closed Sales	12	13	+ 8.3%	78	75	- 3.8%		
Days on Market Until Sale	97	63	- 35.1%	97	69	- 28.9%		
Median Sales Price*	\$111,250	\$115,000	+ 3.4%	\$95,500	\$105,000	+ 9.9%		
Average Sales Price*	\$130,933	\$117,300	- 10.4%	\$104,373	\$112,700	+ 8.0%		
Percent of List Price Received*	97.9%	99.8%	+ 1.9%	95.0%	98.8%	+ 4.0%		
Inventory of Homes for Sale	34	22	- 35.3%					
Months Supply of Inventory	3.0	2.1	- 30.0%					

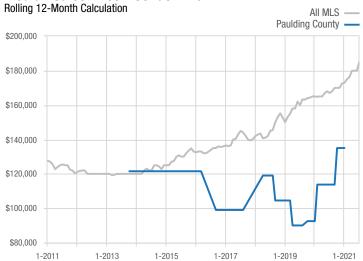
Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	0	—	0	0	
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale			—	82		
Median Sales Price*			—	\$135,000		
Average Sales Price*			—	\$135,000		
Percent 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



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Putnam County

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	11	11	0.0%	73	80	+ 9.6%		
Pending Sales	12	12	0.0%	65	63	- 3.1%		
Closed Sales	12	12	0.0%	63	60	- 4.8%		
Days on Market Until Sale	110	76	- 30.9%	127	86	- 32.3%		
Median Sales Price*	\$120,450	\$184,000	+ 52.8%	\$123,000	\$165,250	+ 34.3%		
Average Sales Price*	\$147,425	\$173,091	+ 17.4%	\$145,673	\$172,793	+ 18.6%		
Percent of List Price Received*	96.2%	96.8%	+ 0.6%	95.2%	98.6%	+ 3.6%		
Inventory of Homes for Sale	32	27	- 15.6%					
Months Supply of Inventory	3.8	3.2	- 15.8%					

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	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	0	- 100.0%			_
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





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Williams County

Single Family		July			Year to Date			
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change		
New Listings	39	59	+ 51.3%	248	303	+ 22.2%		
Pending Sales	37	33	- 10.8%	235	262	+ 11.5%		
Closed Sales	45	34	- 24.4%	235	263	+ 11.9%		
Days on Market Until Sale	113	74	- 34.5%	104	72	- 30.8%		
Median Sales Price*	\$102,000	\$144,000	+ 41.2%	\$104,950	\$126,250	+ 20.3%		
Average Sales Price*	\$121,989	\$169,014	+ 38.5%	\$121,781	\$139,780	+ 14.8%		
Percent of List Price Received*	96.9%	97.2%	+ 0.3%	96.4%	98.3%	+ 2.0%		
Inventory of Homes for Sale	94	98	+ 4.3%					
Months Supply of Inventory	2.7	2.6	- 3.7%					

Condo-Villa		July			Year to Date	
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	0	1	—	3	2	- 33.3%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	0	0	—	2	3	+ 50.0%
Days on Market Until Sale			—	55	120	+ 118.2%
Median Sales Price*			—	\$168,750	\$83,500	- 50.5%
Average Sales Price*		_	—	\$168,750	\$143,567	- 14.9%
Percent of List Price Received*			—	92.4%	94.7%	+ 2.5%
Inventory of Homes for Sale	1	1	0.0%			
Months Supply of Inventory	0.8	0.8	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.

