

Local Market Update – March 2021

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3 2020	Thru 3 2021	% Change
Key Metrics						
New Listings	138	142	+2.7%	409	369	-9.8%
Closed Sales	147	133	-9.5%	333	334	+0.3%
Days on Market	103	83	-19.4%	102	78	-23.5%
SP\$/SqFt	\$78	\$89	+14.1%	\$74	\$86	+17.4%
Median Sales Price*	\$118,000	\$134,000	+13.6%	\$114,000	\$130,000	+14.0%
Average Sales Price*	\$128,994	\$160,657	+24.5%	\$123,390	\$148,754	+20.6%
Percent of List Price Received*	96.3%	100.0%	+3.8%	95.5%	99.3%	+4.0%
Months Supply of Inventory	4	3	-25.0%	---	---	---
Total Volume	\$18,962,184	\$21,367,350	+12.7%	\$41,088,822	\$49,698,703	+21.0%

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3 2020	Thru 3 2021	% Change
Key Metrics						
New Listings	4	2	-50.0%	10	5	-50.0%
Closed Sales	1	1	---	6	6	---
Days on Market	274	13	-95.3%	130	51	-60.7%
SP\$/SqFt	\$115	\$132	+14.8%	\$93	\$89	-4.4%
Median Sales Price*	\$97,000	\$166,000	+71.1%	\$116,000	\$105,750	-8.8%
Average Sales Price*	\$97,000	\$166,000	+71.1%	\$118,550	\$108,950	-8.1%
Percent of List Price Received*	84.4%	100.6%	+19.2%	94.6%	98.4%	+4.0%
Months Supply of Inventory	10	5	-50.0%	---	---	---
Total Volume	\$97,000	\$166,000	+71.1%	\$711,300	\$653,700	-8.0%

*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.

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	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,027	997	- 2.9%	2,867	2,554	- 10.9%
Pending Sales		834	920	+ 10.3%	2,145	2,360	+ 10.0%
Closed Sales		823	894	+ 8.6%	2,077	2,228	+ 7.3%
Days on Market Until Sale		92	75	- 18.5%	93	74	- 20.4%
Median Sales Price		\$139,700	\$159,575	+ 14.2%	\$132,000	\$149,000	+ 12.9%
Average Sales Price		\$168,236	\$190,471	+ 13.2%	\$156,006	\$177,917	+ 14.0%
Percent of List Price Received		97.2%	98.7%	+ 1.5%	96.7%	98.2%	+ 1.6%
Housing Affordability Index		235	221	- 6.0%	249	237	- 4.8%
Inventory of Homes for Sale		2,674	1,659	- 38.0%	—	—	—
Months Supply of Inventory		2.9	1.8	- 37.9%	—	—	—

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Defiance

MLS Area 61: 43512

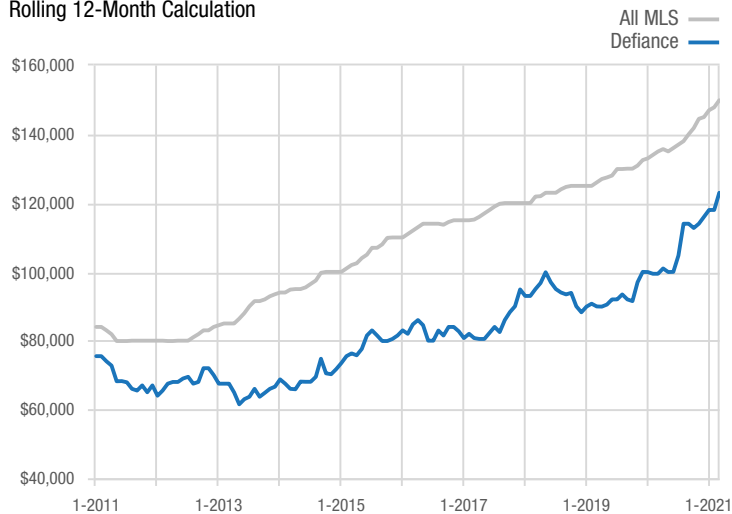
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	16	22	+ 37.5%	57	52	- 8.8%
Pending Sales	24	15	- 37.5%	49	37	- 24.5%
Closed Sales	22	14	- 36.4%	44	35	- 20.5%
Days on Market Until Sale	104	71	- 31.7%	93	80	- 14.0%
Median Sales Price*	\$91,500	\$132,250	+ 44.5%	\$91,500	\$111,500	+ 21.9%
Average Sales Price*	\$97,432	\$126,050	+ 29.4%	\$96,233	\$122,246	+ 27.0%
Percent of List Price Received*	96.0%	99.8%	+ 4.0%	95.8%	98.7%	+ 3.0%
Inventory of Homes for Sale	48	42	- 12.5%	—	—	—
Months Supply of Inventory	2.7	2.5	- 7.4%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	2	1	- 50.0%	3	1	- 66.7%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	51	90	+ 76.5%
Median Sales Price*	—	—	—	\$117,450	\$155,000	+ 32.0%
Average Sales Price*	—	—	—	\$117,450	\$155,000	+ 32.0%
Percent of List Price Received*	—	—	—	94.8%	96.9%	+ 2.2%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	2.3	0.6	- 73.9%	—	—	—

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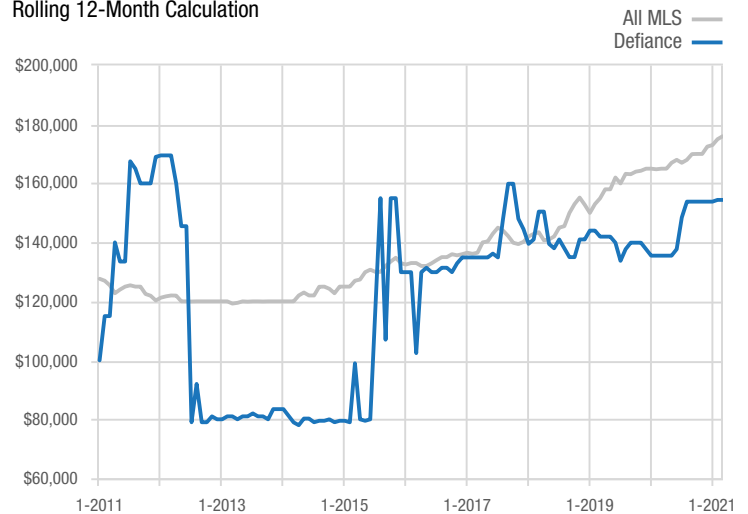
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

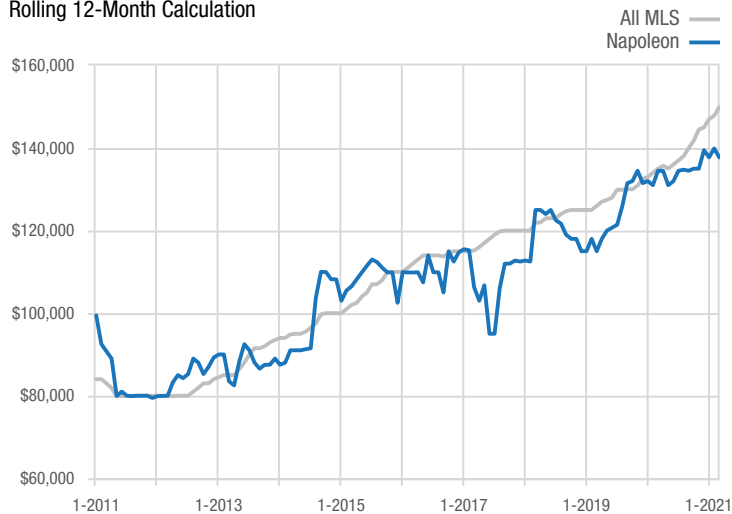
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	12	5	- 58.3%	31	18	- 41.9%
Pending Sales	11	7	- 36.4%	24	17	- 29.2%
Closed Sales	11	7	- 36.4%	23	16	- 30.4%
Days on Market Until Sale	104	132	+ 26.9%	89	91	+ 2.2%
Median Sales Price*	\$139,900	\$116,000	- 17.1%	\$139,500	\$130,000	- 6.8%
Average Sales Price*	\$173,159	\$137,257	- 20.7%	\$153,735	\$139,707	- 9.1%
Percent of List Price Received*	96.9%	102.0%	+ 5.3%	96.9%	101.3%	+ 4.5%
Inventory of Homes for Sale	38	19	- 50.0%	—	—	—
Months Supply of Inventory	4.2	2.1	- 50.0%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	2	0	- 100.0%
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	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

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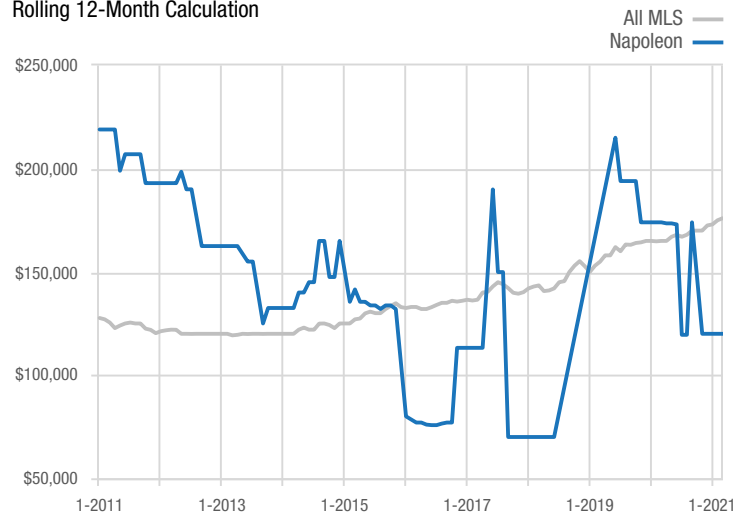
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

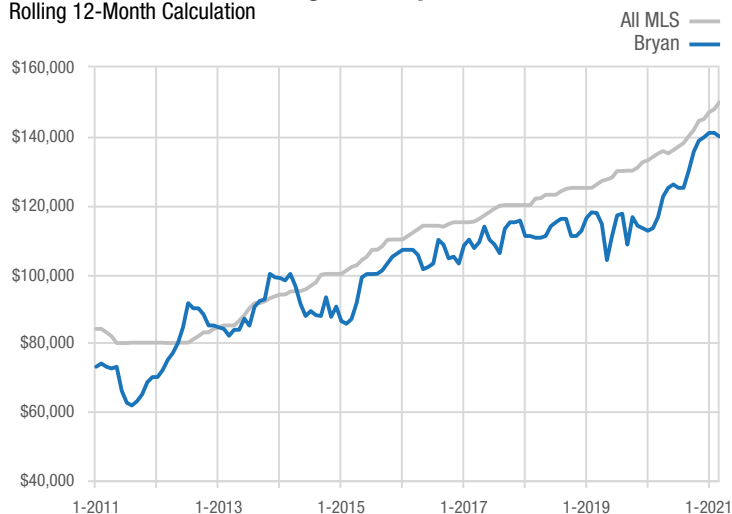
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	16	22	+ 37.5%	36	57	+ 58.3%
Pending Sales	17	12	- 29.4%	39	49	+ 25.6%
Closed Sales	15	16	+ 6.7%	42	54	+ 28.6%
Days on Market Until Sale	102	73	- 28.4%	106	72	- 32.1%
Median Sales Price*	\$99,500	\$114,950	+ 15.5%	\$116,000	\$131,450	+ 13.3%
Average Sales Price*	\$138,360	\$125,669	- 9.2%	\$130,042	\$140,788	+ 8.3%
Percent of List Price Received*	94.8%	99.6%	+ 5.1%	95.6%	98.6%	+ 3.1%
Inventory of Homes for Sale	36	41	+ 13.9%	—	—	—
Months Supply of Inventory	2.2	2.5	+ 13.6%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	60	—
Median Sales Price*	—	—	—	—	\$72,850	—
Average Sales Price*	—	—	—	—	\$72,850	—
Percent of List Price Received*	—	—	—	—	95.2%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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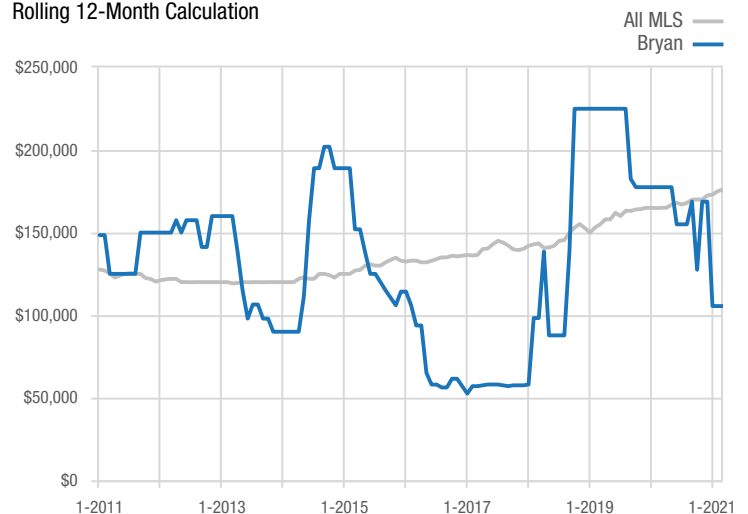
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

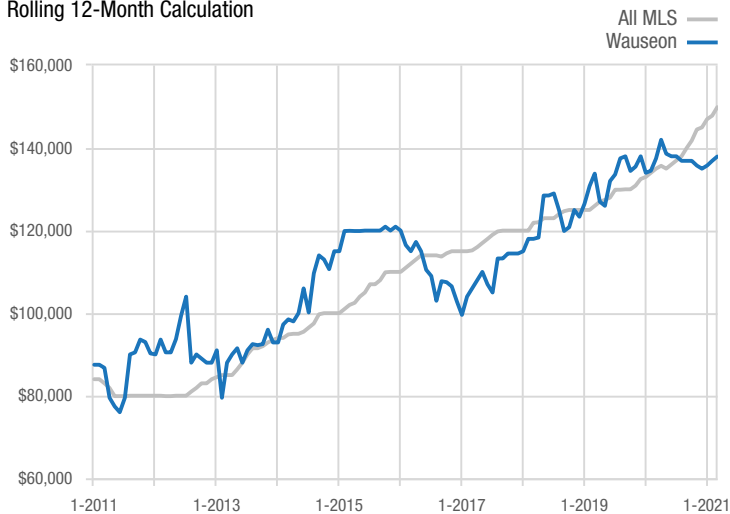
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	12	6	- 50.0%	33	17	- 48.5%
Pending Sales	9	6	- 33.3%	21	16	- 23.8%
Closed Sales	10	8	- 20.0%	18	16	- 11.1%
Days on Market Until Sale	115	58	- 49.6%	94	73	- 22.3%
Median Sales Price*	\$144,000	\$176,500	+ 22.6%	\$132,500	\$152,450	+ 15.1%
Average Sales Price*	\$143,820	\$186,038	+ 29.4%	\$129,750	\$175,526	+ 35.3%
Percent of List Price Received*	102.7%	100.1%	- 2.5%	102.9%	99.3%	- 3.5%
Inventory of Homes for Sale	30	15	- 50.0%	—	—	—
Months Supply of Inventory	3.8	1.5	- 60.5%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	1	0	- 100.0%	2	1	- 50.0%
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	274	13	- 95.3%	274	30	- 89.1%
Median Sales Price*	\$97,000	\$166,000	+ 71.1%	\$97,000	\$112,500	+ 16.0%
Average Sales Price*	\$97,000	\$166,000	+ 71.1%	\$97,000	\$112,500	+ 16.0%
Percent of List Price Received*	92.5%	100.6%	+ 8.8%	92.5%	99.9%	+ 8.0%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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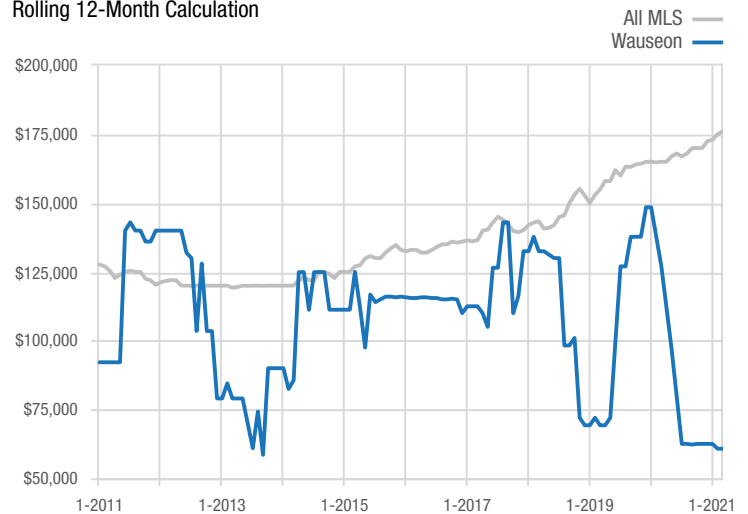
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	4	6	+ 50.0%	14	10	- 28.6%
Pending Sales	5	5	0.0%	10	11	+ 10.0%
Closed Sales	4	4	0.0%	10	10	0.0%
Days on Market Until Sale	118	80	- 32.2%	110	82	- 25.5%
Median Sales Price*	\$135,000	\$208,500	+ 54.4%	\$152,000	\$148,450	- 2.3%
Average Sales Price*	\$133,612	\$223,875	+ 67.6%	\$180,845	\$183,600	+ 1.5%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	98.6%	98.7%	+ 0.1%
Inventory of Homes for Sale	23	8	- 65.2%	—	—	—
Months Supply of Inventory	5.2	1.3	- 75.0%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	0	0	—	0	1	—
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	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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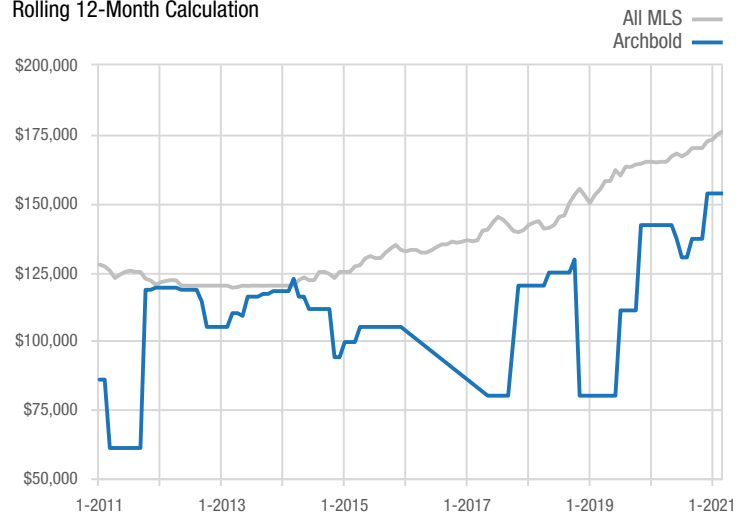
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

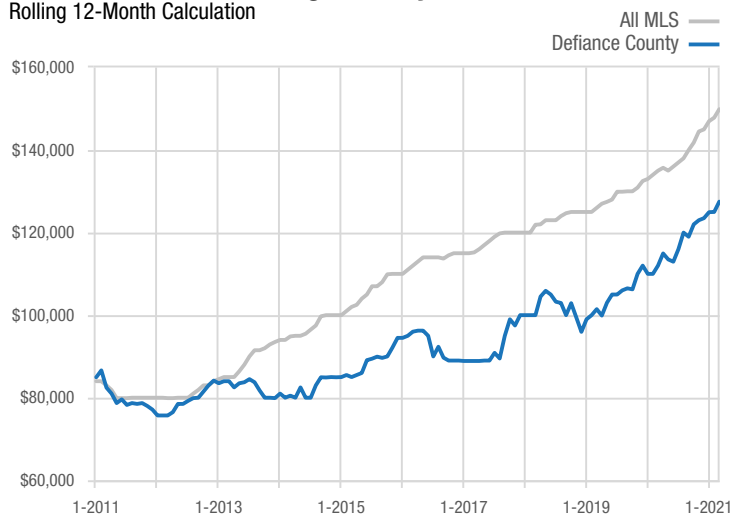
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	32	27	- 15.6%	101	78	- 22.8%
Pending Sales	49	31	- 36.7%	90	71	- 21.1%
Closed Sales	43	33	- 23.3%	80	74	- 7.5%
Days on Market Until Sale	93	96	+ 3.2%	94	87	- 7.4%
Median Sales Price*	\$118,000	\$138,000	+ 16.9%	\$99,900	\$128,500	+ 28.6%
Average Sales Price*	\$119,114	\$167,183	+ 40.4%	\$115,384	\$156,912	+ 36.0%
Percent of List Price Received*	96.6%	99.2%	+ 2.7%	96.0%	98.7%	+ 2.8%
Inventory of Homes for Sale	92	61	- 33.7%	—	—	—
Months Supply of Inventory	2.8	1.9	- 32.1%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	2	2	0.0%	6	3	- 50.0%
Pending Sales	0	0	—	4	2	- 50.0%
Closed Sales	0	0	—	4	2	- 50.0%
Days on Market Until Sale	—	—	—	106	63	- 40.6%
Median Sales Price*	—	—	—	\$122,200	\$141,500	+ 15.8%
Average Sales Price*	—	—	—	\$119,825	\$141,500	+ 18.1%
Percent of List Price Received*	—	—	—	96.1%	97.7%	+ 1.7%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	3.0	0.8	- 73.3%	—	—	—

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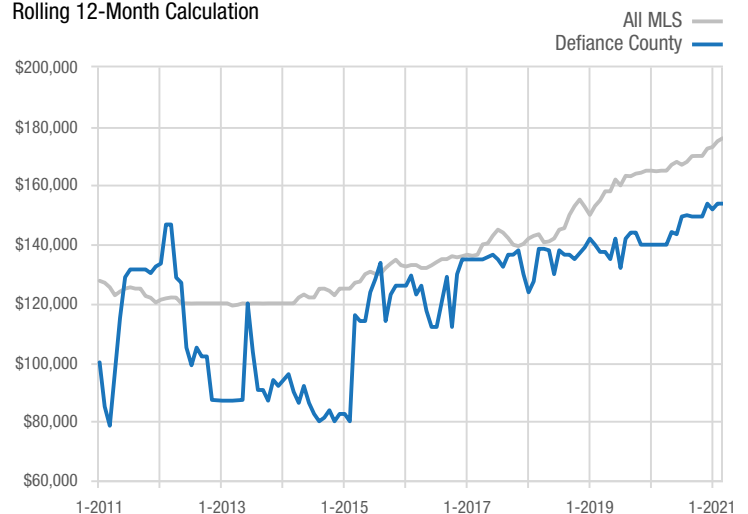
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

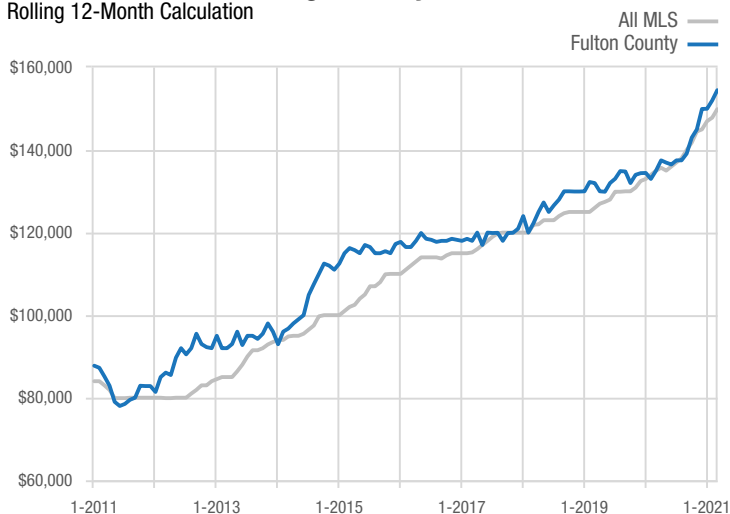
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	35	30	- 14.3%	100	62	- 38.0%
Pending Sales	32	25	- 21.9%	73	63	- 13.7%
Closed Sales	30	25	- 16.7%	66	66	0.0%
Days on Market Until Sale	95	70	- 26.3%	90	74	- 17.8%
Median Sales Price*	\$143,000	\$229,000	+ 60.1%	\$132,155	\$169,650	+ 28.4%
Average Sales Price*	\$143,392	\$229,668	+ 60.2%	\$140,990	\$192,517	+ 36.5%
Percent of List Price Received*	99.2%	99.3%	+ 0.1%	99.6%	99.9%	+ 0.3%
Inventory of Homes for Sale	102	55	- 46.1%	—	—	—
Months Supply of Inventory	3.5	1.5	- 57.1%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	2	2	0.0%
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	274	13	- 95.3%	274	30	- 89.1%
Median Sales Price*	\$97,000	\$166,000	+ 71.1%	\$97,000	\$112,500	+ 16.0%
Average Sales Price*	\$97,000	\$166,000	+ 71.1%	\$97,000	\$112,500	+ 16.0%
Percent of List Price Received*	92.5%	100.6%	+ 8.8%	92.5%	99.9%	+ 8.0%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.8	- 46.7%	—	—	—

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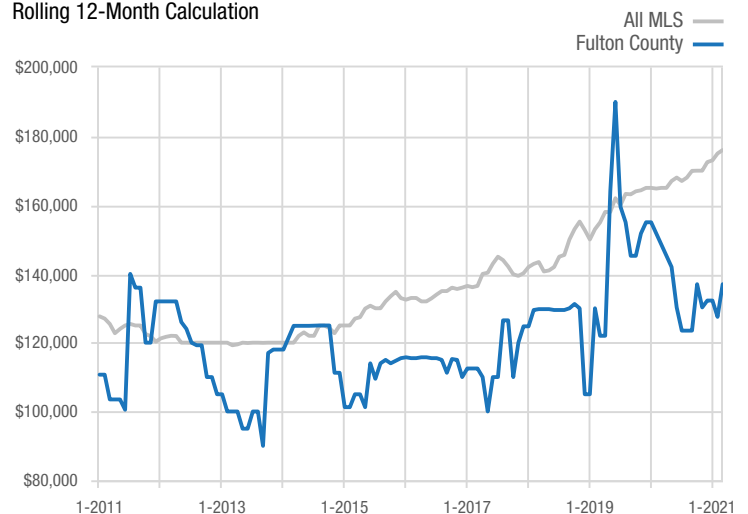
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

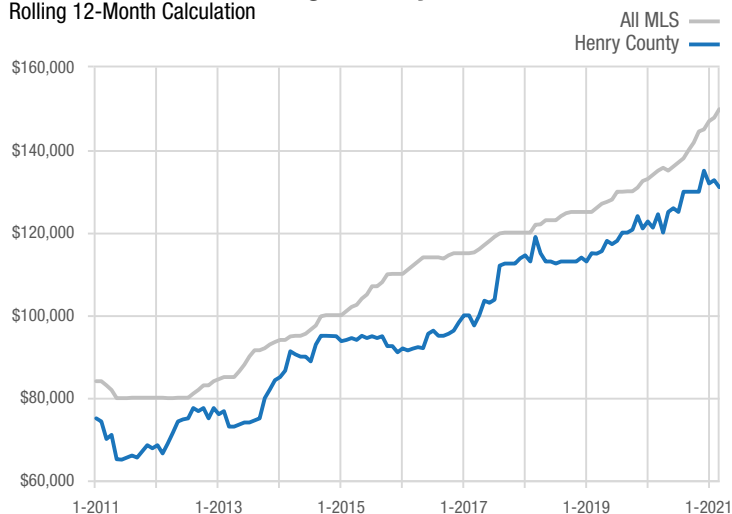
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	17	10	- 41.2%	56	38	- 32.1%
Pending Sales	19	17	- 10.5%	45	47	+ 4.4%
Closed Sales	19	19	0.0%	44	47	+ 6.8%
Days on Market Until Sale	108	101	- 6.5%	97	79	- 18.6%
Median Sales Price*	\$114,900	\$113,000	- 1.7%	\$121,950	\$122,000	+ 0.0%
Average Sales Price*	\$151,931	\$139,339	- 8.3%	\$137,426	\$133,966	- 2.5%
Percent of List Price Received*	95.6%	96.1%	+ 0.5%	94.9%	96.8%	+ 2.0%
Inventory of Homes for Sale	65	31	- 52.3%	—	—	—
Months Supply of Inventory	3.7	1.6	- 56.8%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
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	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

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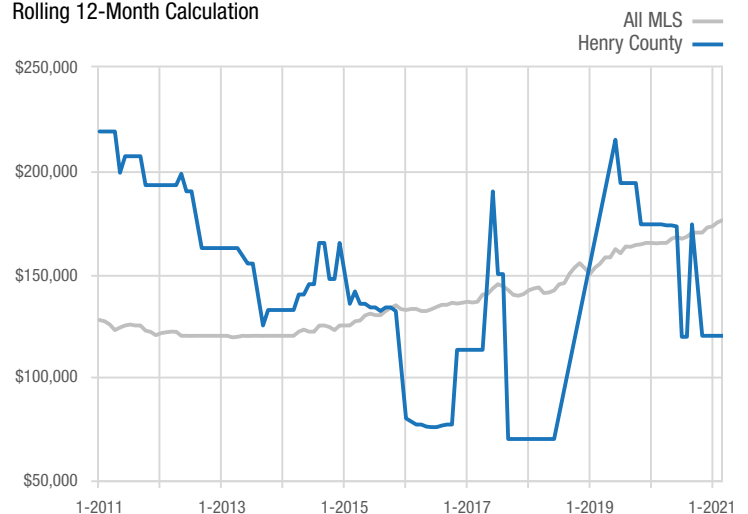
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2021

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Paulding County

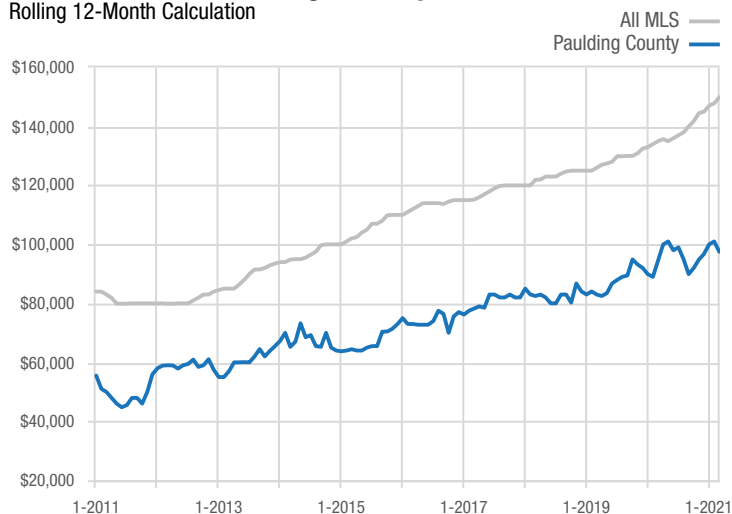
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	17	13	- 23.5%	31	38	+ 22.6%
Pending Sales	9	10	+ 11.1%	27	26	- 3.7%
Closed Sales	9	8	- 11.1%	30	23	- 23.3%
Days on Market Until Sale	84	58	- 31.0%	94	59	- 37.2%
Median Sales Price*	\$116,500	\$87,250	- 25.1%	\$76,500	\$88,900	+ 16.2%
Average Sales Price*	\$131,222	\$113,988	- 13.1%	\$98,942	\$102,700	+ 3.8%
Percent of List Price Received*	97.7%	96.1%	- 1.6%	93.8%	97.9%	+ 4.4%
Inventory of Homes for Sale	34	27	- 20.6%	—	—	—
Months Supply of Inventory	3.1	2.6	- 16.1%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% 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	—	—	—	—	—	—

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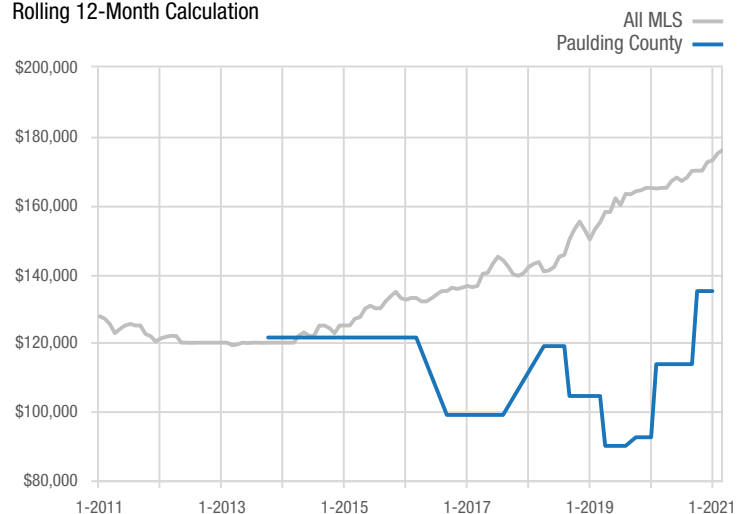
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

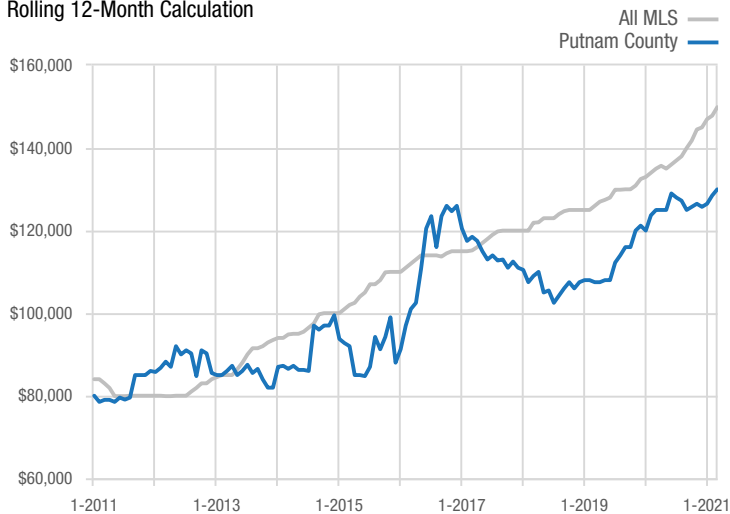
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	2	12	+ 500.0%	26	27	+ 3.8%
Pending Sales	7	13	+ 85.7%	25	21	- 16.0%
Closed Sales	10	13	+ 30.0%	22	18	- 18.2%
Days on Market Until Sale	114	102	- 10.5%	159	100	- 37.1%
Median Sales Price*	\$121,500	\$119,900	- 1.3%	\$125,000	\$130,000	+ 4.0%
Average Sales Price*	\$128,390	\$145,208	+ 13.1%	\$145,276	\$165,750	+ 14.1%
Percent of List Price Received*	91.8%	94.8%	+ 3.3%	93.7%	95.9%	+ 2.3%
Inventory of Homes for Sale	32	24	- 25.0%	—	—	—
Months Supply of Inventory	3.6	2.9	- 19.4%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% 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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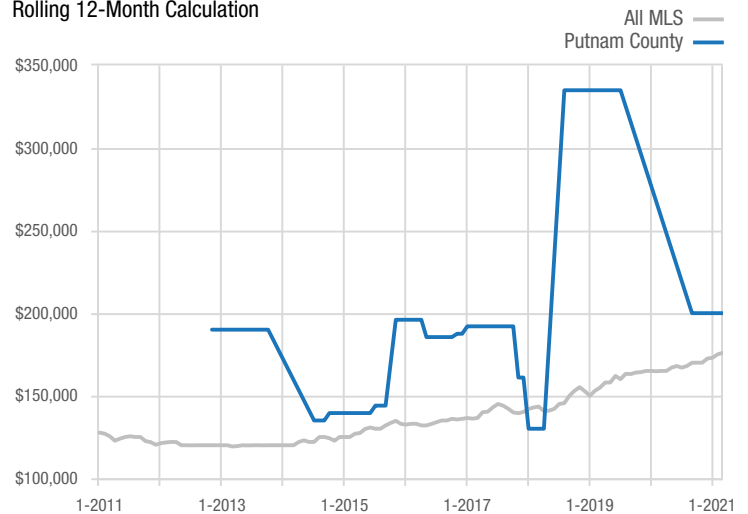
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

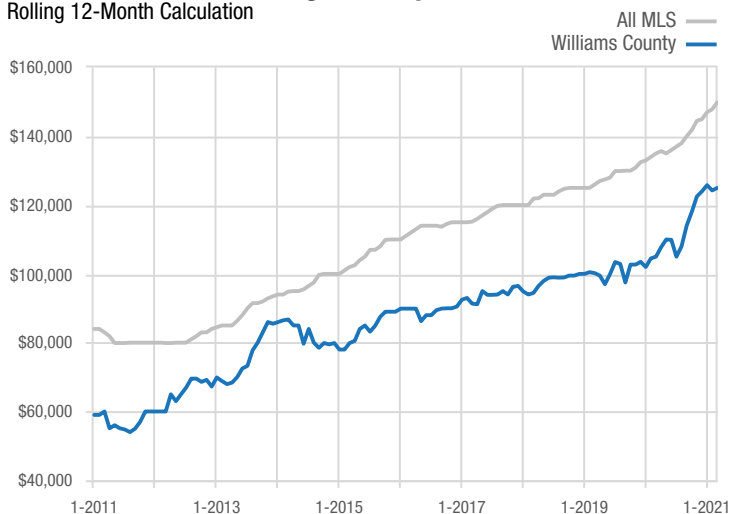
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	35	41	+ 17.1%	95	116	+ 22.1%
Pending Sales	34	35	+ 2.9%	89	107	+ 20.2%
Closed Sales	36	35	- 2.8%	91	106	+ 16.5%
Days on Market Until Sale	121	69	- 43.0%	110	74	- 32.7%
Median Sales Price*	\$95,000	\$115,000	+ 21.1%	\$99,500	\$116,900	+ 17.5%
Average Sales Price*	\$116,121	\$130,883	+ 12.7%	\$114,368	\$129,964	+ 13.6%
Percent of List Price Received*	94.5%	98.5%	+ 4.2%	95.4%	97.5%	+ 2.2%
Inventory of Homes for Sale	103	79	- 23.3%	—	—	—
Months Supply of Inventory	2.8	2.2	- 21.4%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	60	—
Median Sales Price*	—	—	—	—	\$72,850	—
Average Sales Price*	—	—	—	—	\$72,850	—
Percent of List Price Received*	—	—	—	—	95.2%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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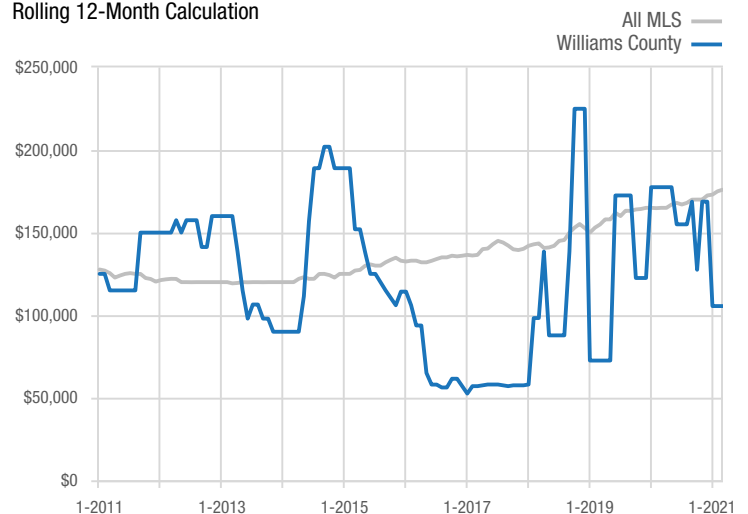
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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