

Local Market Update – May 2022

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS® (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

Single Family Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5 2021	Thru 5 2022	% Change
New Listings	184	193	+4.9%	739	752	+1.8%
Closed Sales	143	146	+2.1%	616	635	+3.1%
Days on Market	73	63	-13.7%	76	72	+5.3%
SP\$/SqFt	\$95.11	\$103.09	+8.4%	\$89.69	\$101.10	+12.7%
Median Sales Price*	\$145,000	\$149,450	+3.1%	\$132,000	\$145,500	10.2%
Average Sales Price*	\$156,715	\$165,328	+5.5%	\$152,600	\$167,412	+9.7%
Percent of List Price Received*	100%	98%	+20.0%	99%	98%	+1.0%
Months Supply of Inventory	3	3	---	---	---	---
Total Volume	\$22,476,942	\$24,137,890	+7.4%	\$94,001,862	\$106,306,395	+13.1%

Condo Key Metrics	May			Year to Date		
	2021	2022	% Change	Thru 5 2021	Thru 5 2022	% Change
New Listings	0	0	---	12	17	+41.7%
Closed Sales	0	0	---	9	11	+22.2%
Days on Market	---	---	---	92	44	-52.2%
SP\$/SqFt	---	---	---	\$100.18	\$130.84	+30.6%
Median Sales Price*	---	---	---	\$138,000	\$188,000	+36.2%
Average Sales Price*	---	---	---	\$137,411	\$183,264	+33.4%
Percent of List Price Received*	---	---	---	97%	101%	+4.1%
Months Supply of Inventory	---	---	---	---	---	---
Total Volume	---	---	---	\$1,236,700	\$2,015,900	+63.0%

*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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,260	1,282	+ 1.7%	5,235	5,026	- 4.0%
Pending Sales		1,078	990	- 8.2%	4,453	4,172	- 6.3%
Closed Sales		1,084	958	- 11.6%	4,235	4,034	- 4.7%
Days on Market Until Sale		62	56	- 9.7%	70	65	- 7.1%
Median Sales Price		\$157,750	\$170,300	+ 8.0%	\$153,000	\$165,000	+ 7.8%
Average Sales Price		\$188,855	\$209,061	+ 10.7%	\$183,494	\$199,275	+ 8.6%
Percent of List Price Received		100.7%	101.5%	+ 0.8%	99.3%	100.2%	+ 0.9%
Housing Affordability Index		253	182	- 28.1%	261	187	- 28.4%
Inventory of Homes for Sale		2,105	1,957	- 7.0%	—	—	—
Months Supply of Inventory		2.1	2.0	- 4.8%	—	—	—

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Defiance

MLS Area 61: 43512

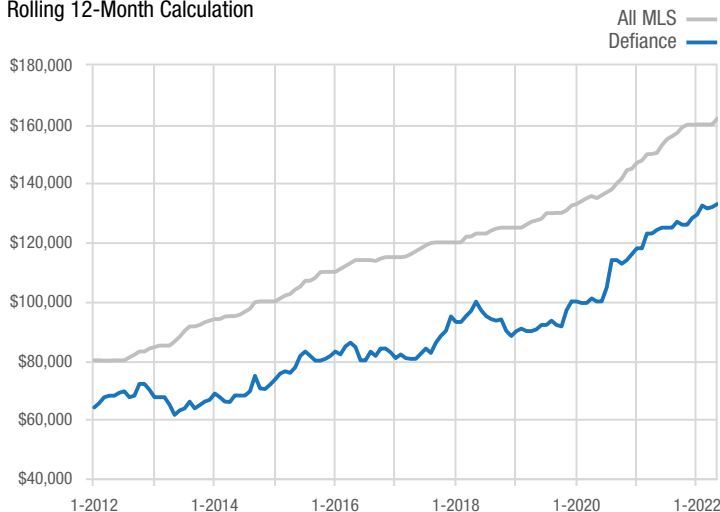
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	28	23	- 17.9%	108	96	- 11.1%
Pending Sales	21	21	0.0%	84	95	+ 13.1%
Closed Sales	20	24	+ 20.0%	75	88	+ 17.3%
Days on Market Until Sale	68	62	- 8.8%	69	72	+ 4.3%
Median Sales Price*	\$125,500	\$132,950	+ 5.9%	\$123,000	\$130,500	+ 6.1%
Average Sales Price*	\$140,044	\$140,196	+ 0.1%	\$133,188	\$140,727	+ 5.7%
Percent of List Price Received*	100.5%	99.2%	- 1.3%	99.4%	98.5%	- 0.9%
Inventory of Homes for Sale	47	36	- 23.4%	—	—	—
Months Supply of Inventory	2.7	1.8	- 33.3%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	2	1	- 50.0%	3	5	+ 66.7%
Pending Sales	1	2	+ 100.0%	3	5	+ 66.7%
Closed Sales	0	0	—	2	3	+ 50.0%
Days on Market Until Sale	—	—	—	47	45	- 4.3%
Median Sales Price*	—	—	—	\$146,500	\$179,900	+ 22.8%
Average Sales Price*	—	—	—	\$146,500	\$190,800	+ 30.2%
Percent of List Price Received*	—	—	—	97.8%	98.9%	+ 1.1%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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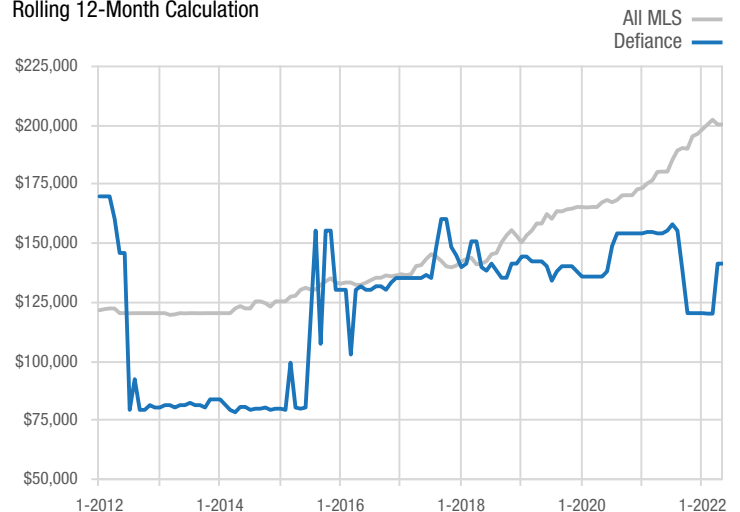
Median Sales Price - Single Family

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

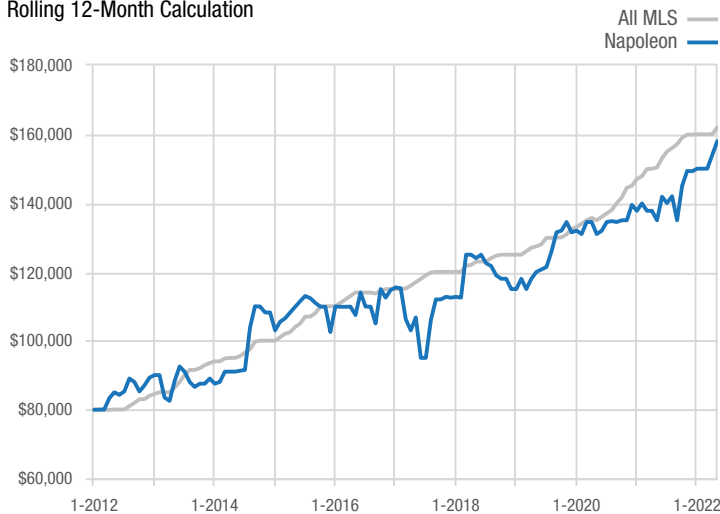
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	12	15	+ 25.0%	44	58	+ 31.8%
Pending Sales	13	13	0.0%	37	46	+ 24.3%
Closed Sales	11	11	0.0%	36	44	+ 22.2%
Days on Market Until Sale	72	43	- 40.3%	92	57	- 38.0%
Median Sales Price*	\$128,500	\$190,000	+ 47.9%	\$129,900	\$160,000	+ 23.2%
Average Sales Price*	\$166,036	\$199,372	+ 20.1%	\$165,014	\$182,121	+ 10.4%
Percent of List Price Received*	97.6%	100.2%	+ 2.7%	99.8%	98.8%	- 1.0%
Inventory of Homes for Sale	22	27	+ 22.7%	—	—	—
Months Supply of Inventory	2.4	2.7	+ 12.5%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	281	15	- 94.7%
Median Sales Price*	—	—	—	\$160,000	\$239,500	+ 49.7%
Average Sales Price*	—	—	—	\$160,000	\$239,500	+ 49.7%
Percent of List Price Received*	—	—	—	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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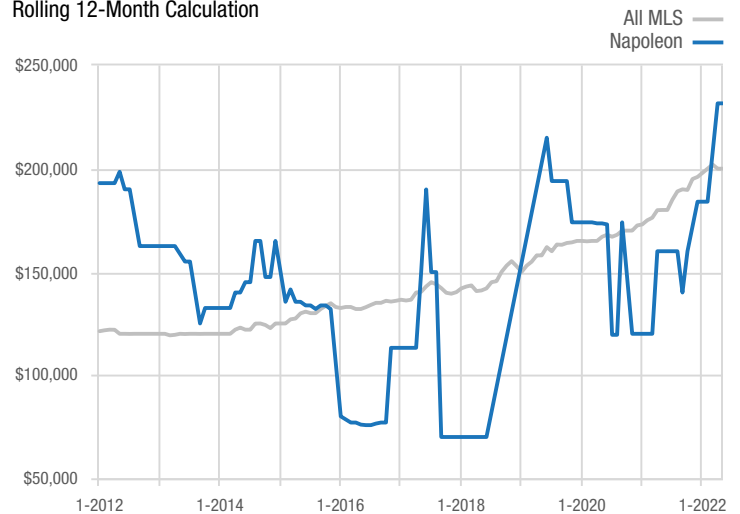
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

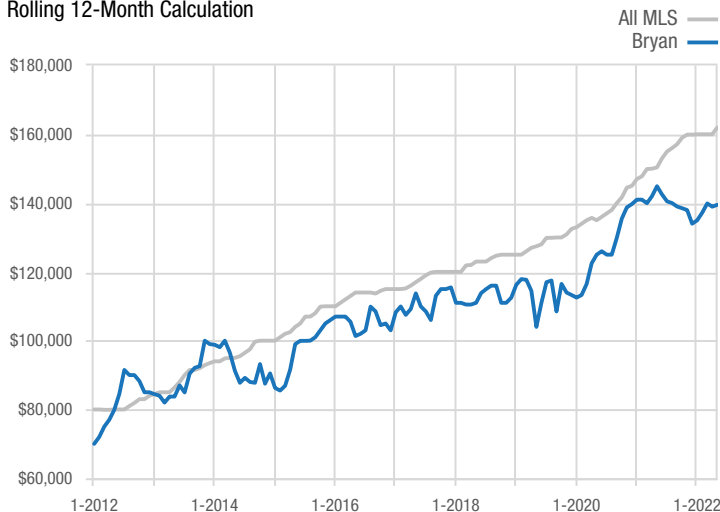
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	13	20	+ 53.8%	91	86	- 5.5%
Pending Sales	21	14	- 33.3%	94	79	- 16.0%
Closed Sales	24	11	- 54.2%	94	81	- 13.8%
Days on Market Until Sale	68	42	- 38.2%	70	71	+ 1.4%
Median Sales Price*	\$152,600	\$189,900	+ 24.4%	\$137,225	\$155,000	+ 13.0%
Average Sales Price*	\$151,138	\$179,286	+ 18.6%	\$148,964	\$179,128	+ 20.2%
Percent of List Price Received*	100.0%	101.3%	+ 1.3%	99.1%	99.8%	+ 0.7%
Inventory of Homes for Sale	27	39	+ 44.4%	—	—	—
Months Supply of Inventory	1.5	2.3	+ 53.3%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	0	0	—	0	4	—
Pending Sales	0	0	—	2	3	+ 50.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	120	40	- 66.7%
Median Sales Price*	—	—	—	\$83,500	\$198,000	+ 137.1%
Average Sales Price*	—	—	—	\$143,567	\$207,667	+ 44.6%
Percent of List Price Received*	—	—	—	94.7%	106.2%	+ 12.1%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.9	—	—	—	—

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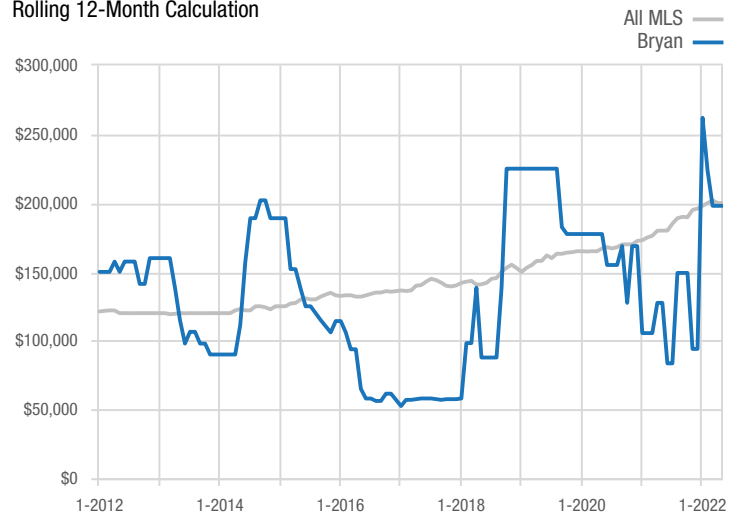
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	14	15	+ 7.1%	46	53	+ 15.2%
Pending Sales	8	9	+ 12.5%	35	37	+ 5.7%
Closed Sales	7	8	+ 14.3%	32	36	+ 12.5%
Days on Market Until Sale	86	66	- 23.3%	75	68	- 9.3%
Median Sales Price*	\$162,000	\$219,500	+ 35.5%	\$150,000	\$202,000	+ 34.7%
Average Sales Price*	\$152,800	\$221,188	+ 44.8%	\$161,344	\$208,471	+ 29.2%
Percent of List Price Received*	100.8%	92.1%	- 8.6%	99.4%	97.8%	- 1.6%
Inventory of Homes for Sale	24	23	- 4.2%	—	—	—
Months Supply of Inventory	2.3	2.2	- 4.3%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	0	0	—	2	0	- 100.0%
Days on Market Until Sale	—	—	—	30	—	—
Median Sales Price*	—	—	—	\$112,500	—	—
Average Sales Price*	—	—	—	\$112,500	—	—
Percent of List Price Received*	—	—	—	99.9%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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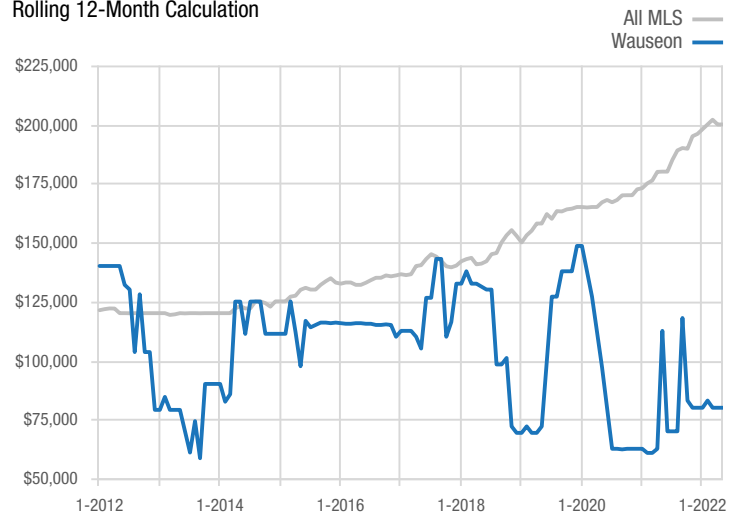
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

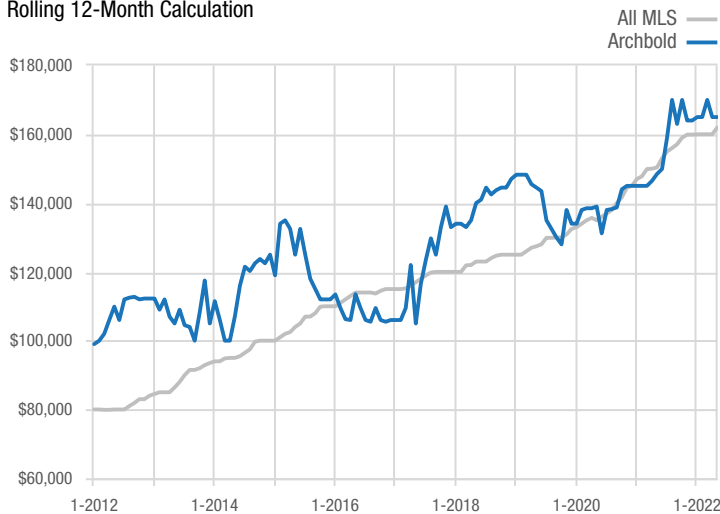
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	7	2	- 71.4%	20	20	0.0%
Pending Sales	7	4	- 42.9%	21	22	+ 4.8%
Closed Sales	8	5	- 37.5%	20	22	+ 10.0%
Days on Market Until Sale	45	40	- 11.1%	65	70	+ 7.7%
Median Sales Price*	\$164,450	\$170,000	+ 3.4%	\$161,350	\$167,500	+ 3.8%
Average Sales Price*	\$191,814	\$177,200	- 7.6%	\$232,626	\$181,495	- 22.0%
Percent of List Price Received*	101.6%	102.4%	+ 0.8%	99.3%	98.9%	- 0.4%
Inventory of Homes for Sale	8	4	- 50.0%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	2	0	- 100.0%	3	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	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.3	—	—	—	—	—

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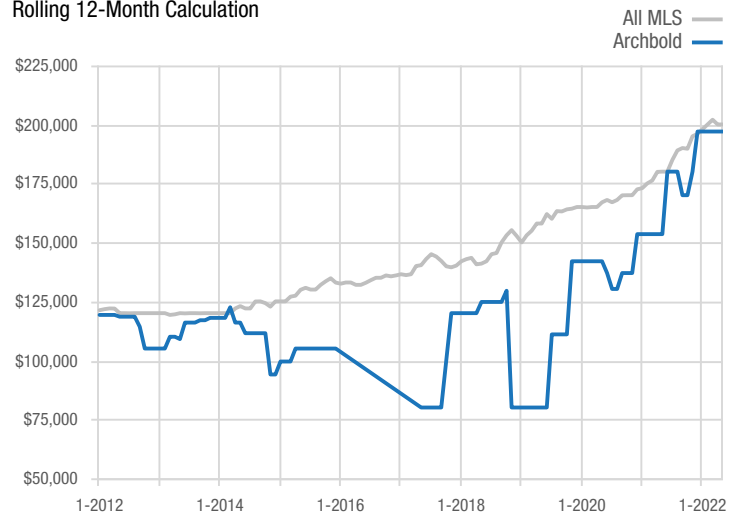
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

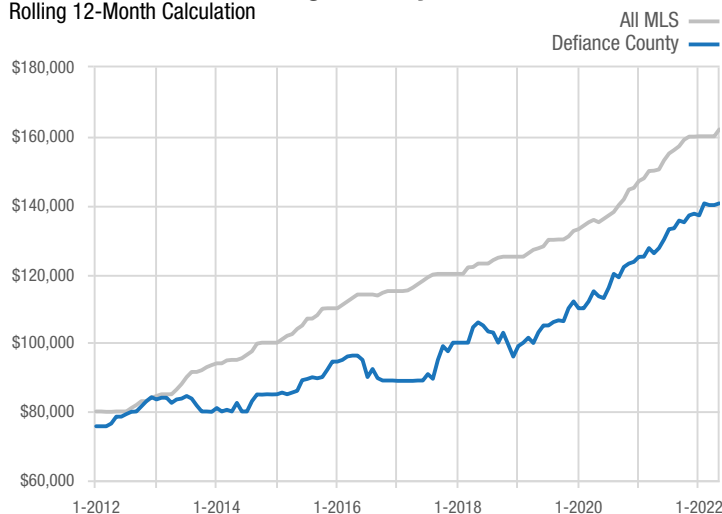
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	48	37	- 22.9%	175	161	- 8.0%
Pending Sales	27	32	+ 18.5%	140	151	+ 7.9%
Closed Sales	27	38	+ 40.7%	135	148	+ 9.6%
Days on Market Until Sale	74	68	- 8.1%	78	74	- 5.1%
Median Sales Price*	\$137,000	\$142,000	+ 3.6%	\$126,500	\$136,950	+ 8.3%
Average Sales Price*	\$153,340	\$142,125	- 7.3%	\$155,431	\$144,557	- 7.0%
Percent of List Price Received*	100.7%	99.0%	- 1.7%	99.3%	98.1%	- 1.2%
Inventory of Homes for Sale	83	69	- 16.9%	—	—	—
Months Supply of Inventory	2.5	1.9	- 24.0%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	3	4	+ 33.3%	6	9	+ 50.0%
Pending Sales	1	2	+ 100.0%	5	7	+ 40.0%
Closed Sales	0	0	—	3	6	+ 100.0%
Days on Market Until Sale	—	—	—	43	49	+ 14.0%
Median Sales Price*	—	—	—	\$138,000	\$174,700	+ 26.6%
Average Sales Price*	—	—	—	\$140,333	\$160,067	+ 14.1%
Percent of List Price Received*	—	—	—	98.0%	98.7%	+ 0.7%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	0.9	1.3	+ 44.4%	—	—	—

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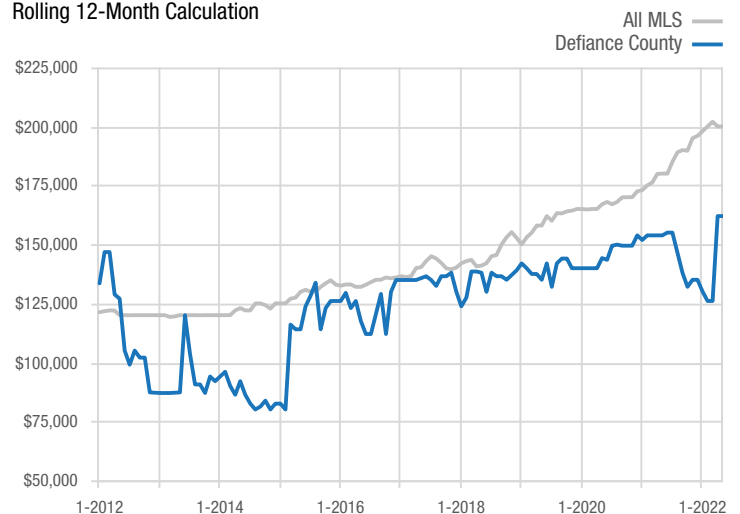
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

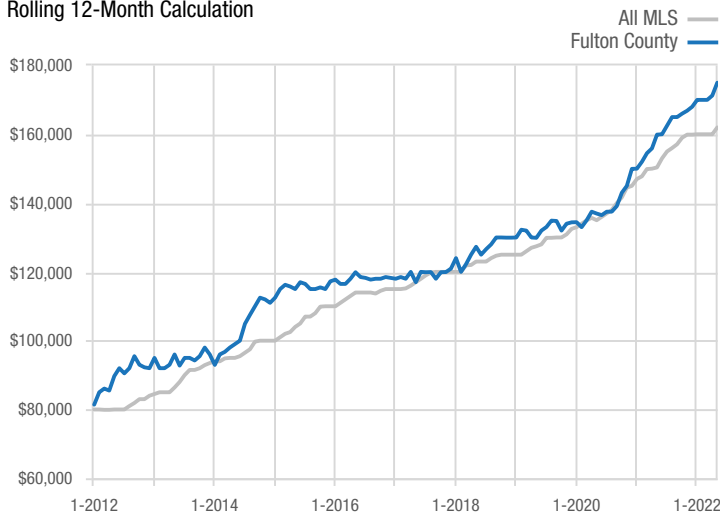
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	52	38	- 26.9%	163	164	+ 0.6%
Pending Sales	37	36	- 2.7%	135	137	+ 1.5%
Closed Sales	34	35	+ 2.9%	131	138	+ 5.3%
Days on Market Until Sale	76	56	- 26.3%	72	63	- 12.5%
Median Sales Price*	\$151,100	\$161,500	+ 6.9%	\$159,900	\$177,500	+ 11.0%
Average Sales Price*	\$161,739	\$193,019	+ 19.3%	\$186,448	\$197,175	+ 5.8%
Percent of List Price Received*	100.2%	98.0%	- 2.2%	99.9%	99.3%	- 0.6%
Inventory of Homes for Sale	81	59	- 27.2%	—	—	—
Months Supply of Inventory	2.2	1.6	- 27.3%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	4	0	- 100.0%	6	1	- 83.3%
Pending Sales	1	0	- 100.0%	3	0	- 100.0%
Closed Sales	0	0	—	2	0	- 100.0%
Days on Market Until Sale	—	—	—	30	—	—
Median Sales Price*	—	—	—	\$112,500	—	—
Average Sales Price*	—	—	—	\$112,500	—	—
Percent of List Price Received*	—	—	—	99.9%	—	—
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	2.3	0.6	- 73.9%	—	—	—

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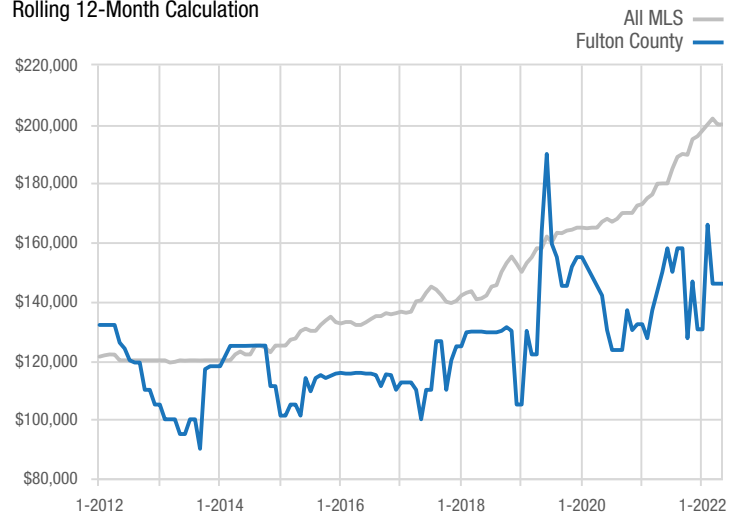
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

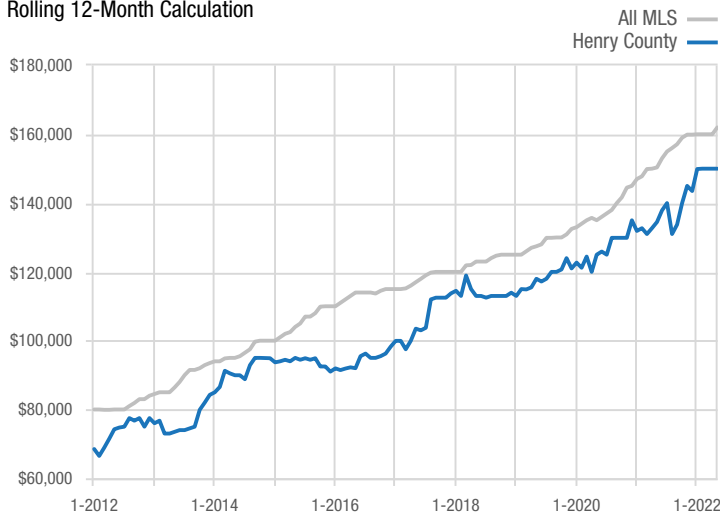
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	22	29	+ 31.8%	86	115	+ 33.7%
Pending Sales	24	21	- 12.5%	80	93	+ 16.3%
Closed Sales	20	20	0.0%	78	90	+ 15.4%
Days on Market Until Sale	73	48	- 34.2%	83	66	- 20.5%
Median Sales Price*	\$150,000	\$138,500	- 7.7%	\$129,900	\$148,500	+ 14.3%
Average Sales Price*	\$169,640	\$163,895	- 3.4%	\$152,584	\$181,252	+ 18.8%
Percent of List Price Received*	97.7%	99.3%	+ 1.6%	97.5%	99.2%	+ 1.7%
Inventory of Homes for Sale	41	52	+ 26.8%	—	—	—
Months Supply of Inventory	2.2	2.7	+ 22.7%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	281	15	- 94.7%
Median Sales Price*	—	—	—	\$160,000	\$239,500	+ 49.7%
Average Sales Price*	—	—	—	\$160,000	\$239,500	+ 49.7%
Percent of List Price Received*	—	—	—	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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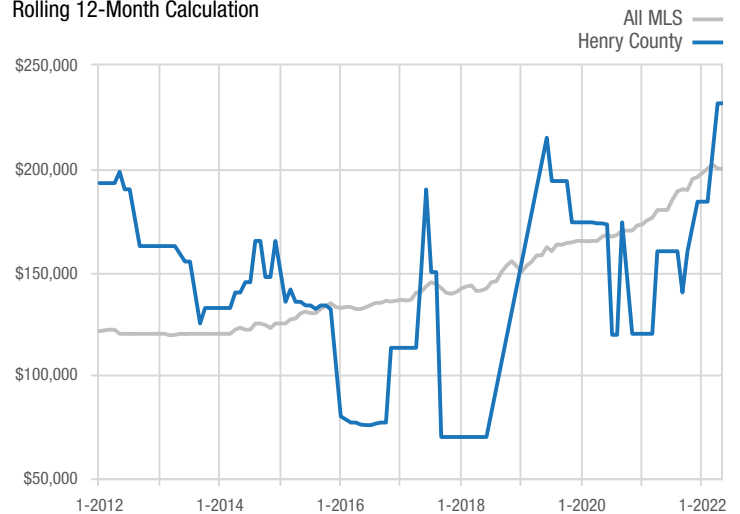
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – May 2022

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Paulding County

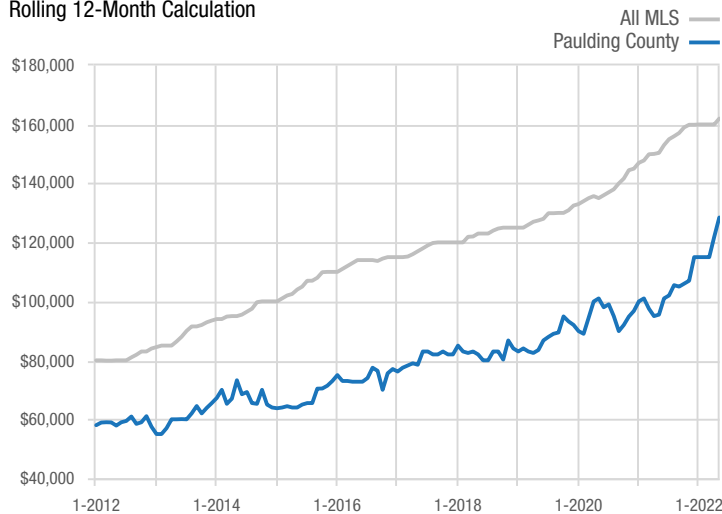
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	11	16	+ 45.5%	64	77	+ 20.3%
Pending Sales	14	12	- 14.3%	54	58	+ 7.4%
Closed Sales	11	11	0.0%	48	60	+ 25.0%
Days on Market Until Sale	62	60	- 3.2%	72	72	0.0%
Median Sales Price*	\$123,700	\$170,000	+ 37.4%	\$93,000	\$132,950	+ 43.0%
Average Sales Price*	\$132,827	\$166,755	+ 25.5%	\$107,391	\$150,418	+ 40.1%
Percent of List Price Received*	101.1%	98.9%	- 2.2%	98.3%	97.8%	- 0.5%
Inventory of Homes for Sale	23	39	+ 69.6%	—	—	—
Months Supply of Inventory	2.1	3.3	+ 57.1%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
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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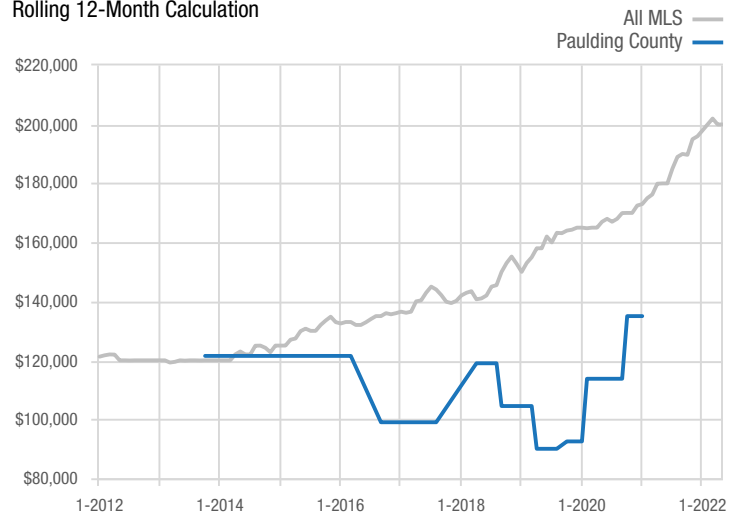
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

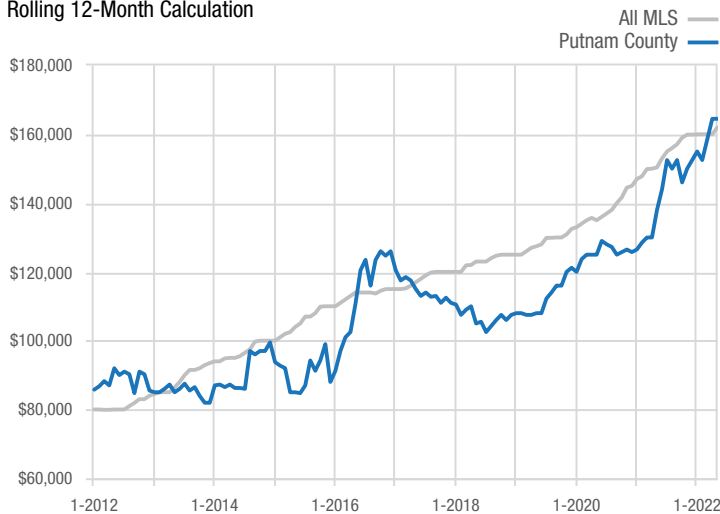
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	12	10	- 16.7%	49	44	- 10.2%
Pending Sales	12	7	- 41.7%	38	39	+ 2.6%
Closed Sales	11	9	- 18.2%	38	38	0.0%
Days on Market Until Sale	89	59	- 33.7%	90	87	- 3.3%
Median Sales Price*	\$190,000	\$200,200	+ 5.4%	\$145,950	\$179,750	+ 23.2%
Average Sales Price*	\$195,136	\$257,156	+ 31.8%	\$172,047	\$202,724	+ 17.8%
Percent of List Price Received*	103.9%	99.2%	- 4.5%	98.3%	97.9%	- 0.4%
Inventory of Homes for Sale	28	21	- 25.0%	—	—	—
Months Supply of Inventory	3.3	2.0	- 39.4%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	57	—
Median Sales Price*	—	—	—	—	\$193,000	—
Average Sales Price*	—	—	—	—	\$193,000	—
Percent of List Price Received*	—	—	—	—	99.0%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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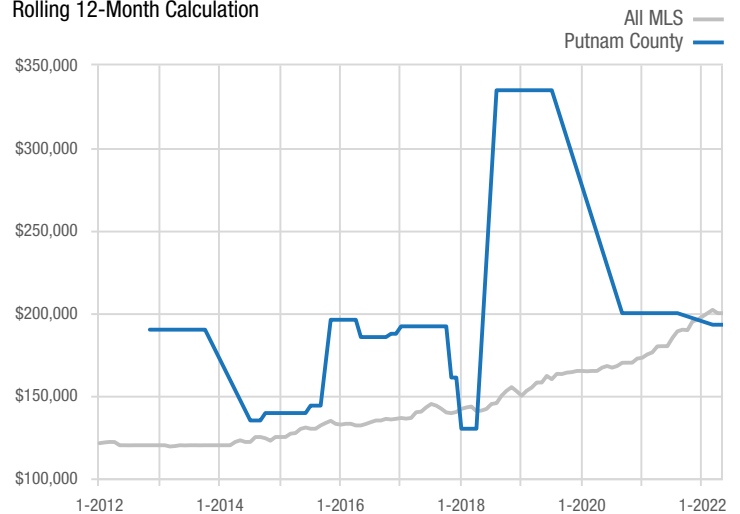
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

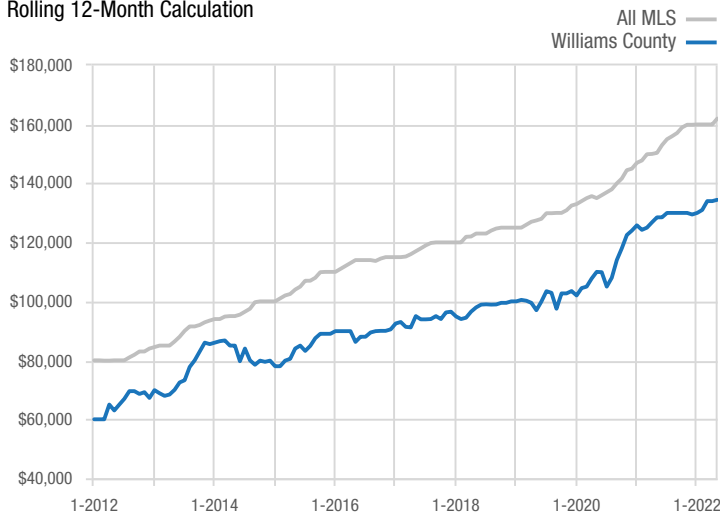
Single Family	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	39	53	+ 35.9%	202	182	- 9.9%
Pending Sales	41	38	- 7.3%	190	161	- 15.3%
Closed Sales	41	33	- 19.5%	186	161	- 13.4%
Days on Market Until Sale	68	76	+ 11.8%	71	78	+ 9.9%
Median Sales Price*	\$131,000	\$136,000	+ 3.8%	\$126,000	\$135,950	+ 7.9%
Average Sales Price*	\$142,372	\$149,492	+ 5.0%	\$135,265	\$159,144	+ 17.7%
Percent of List Price Received*	99.0%	97.7%	- 1.3%	98.3%	98.1%	- 0.2%
Inventory of Homes for Sale	71	96	+ 35.2%	—	—	—
Months Supply of Inventory	1.9	2.5	+ 31.6%	—	—	—

Condo-Villa	May			Year to Date		
	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
Key Metrics						
New Listings	0	0	—	0	4	—
Pending Sales	0	0	—	2	3	+ 50.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	120	40	- 66.7%
Median Sales Price*	—	—	—	\$83,500	\$198,000	+ 137.1%
Average Sales Price*	—	—	—	\$143,567	\$207,667	+ 44.6%
Percent of List Price Received*	—	—	—	94.7%	106.2%	+ 12.1%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	2.6	—	—	—	—

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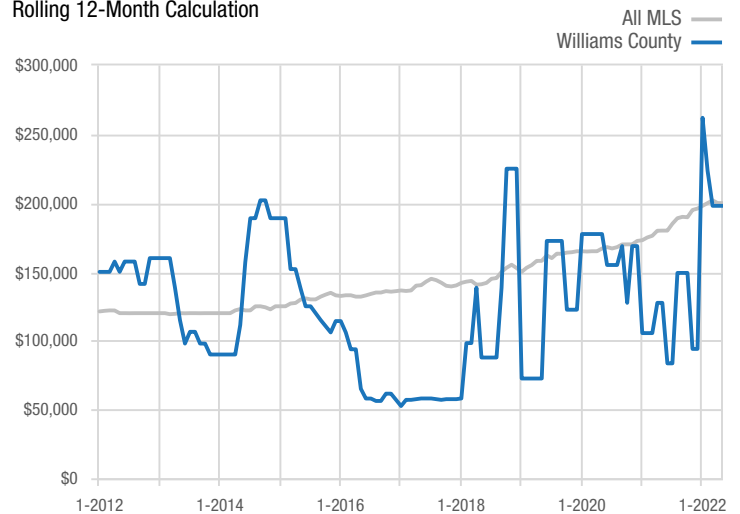
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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