Local Market Update – 4th Quarter This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.





Single Family Homes

Lucas & Upper Wood County		4 th Quarter	
Key Metrics	2019	2020	% Change
New Listings	1,545	1,500	-2.9%
Closed Sales	1,500	1,758	+17.2%
Days on Market	77	66	-14.3%
Median Sales Price*	\$130,000	\$153,000	+17.7%
Average Sales Price*	\$157,165	\$184,673	+17.5%
Percent of List Price Received*	97.8%	100.0%	+2.2%
Total Volume (in \$1,000s)	\$235,590	\$324,286	+37.6%

Hancock & Wyandot Counties		4 th Quarter	
Key Metrics	2019	2020	% Change
New Listings	216	236	+9.3%
Closed Sales	242	270	11.6%
Days on Market	86	74	-14.0%
Median Sales Price*	\$161,950	\$166,500	+2.8%
Average Sales Price*	\$200,593	\$199,328	+0.6%
Percent of List Price Received*	98.2%	98.2%	
Total Volume (in \$1,000s)	\$48,543	\$53,819	+10.9%

Western Counties		4 th Quarter	
Key Metrics	2019	2020	% Change
New Listings	415	406	-2.2%
Closed Sales	397	467	+17.6%
Days on Market	94	75	-20.2%
Median Sales Price*	\$115,000	\$139,900	+21.7%
Average Sales Price*	\$127,549	\$158,662	+24.4%
Percent of List Price Received*	98.1%	100.0%	+1.9%
Total Volume (in \$1,000s)	\$50,637	\$74,096	+46.3%

*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 Counties Overview

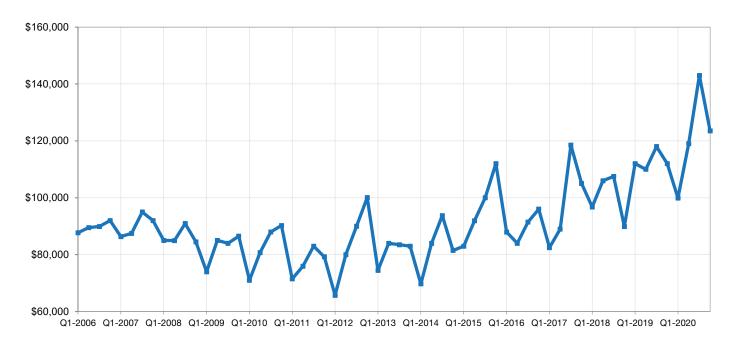
	Median	Sales Price	Pct. of Ori	g. Price Rec'd.	Days	on Market	Clos	ed Sales
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
Auglaize County	\$0		0.0%		0		0	
Crawford County	\$0		0.0%		0		0	
Defiance County	\$123,500	+ 10.3%	96.1%	+ 3.7%	73	- 17.0%	117	+ 7.3%
Fulton County	\$160,000	+ 27.6%	97.4%	+ 2.4%	69	- 21.8%	141	+ 80.8%
Hancock County	\$177,750	+ 5.5%	95.4%	+ 0.8%	72	- 10.3%	259	+ 7.5%
Hardin County	\$139,900	- 11.5%	91.5%	+ 11.7%	49	- 45.3%	7	+ 40.0%
Henry County	\$129,950	+ 8.3%	98.1%	+ 2.0%	76	- 12.7%	68	+ 25.9%
Lucas County	\$147,000	+ 18.5%	97.6%	+ 4.0%	65	- 14.0%	1,611	+ 14.9%
Marion County	\$0		0.0%		0		0	
Paulding County	\$105,000	+ 23.5%	94.3%	+ 2.2%	88	- 15.3%	27	- 6.9%
Putnam County	\$159,750	+ 10.2%	94.8%	+ 1.6%	123	+ 9.5%	22	+ 10.0%
Richland County	\$0		0.0%		0		0	
Van Wert County	\$128,750		102.4%		31		2	
Williams County	\$141,000	+ 25.3%	97.1%	+ 3.2%	76	- 9.4%	104	- 10.3%
Wood County	\$222,506	+ 16.3%	98.9%	+ 2.0%	77	- 10.7%	394	+ 18.3%



Defiance County

ey Metrics	Q4-2020	1-Year Change
edian Sales Price	\$123,500	+ 10.3%
verage Sales Price	\$143,001	+ 21.7%
t. of Orig. Price Rec'd.	96.1%	+ 3.7%
omes for Sale	64	- 40.2%
osed Sales	117	+ 7.3%
onths Supply	1.8	- 41.6%
ays on Market	73	- 17.0%
omes for Sale osed Sales onths Supply	64 117 1.8	- 40.2% + 7.3% - 41.6%

Historical Median Sales Price for Defiance County





Defiance County ZIP Codes

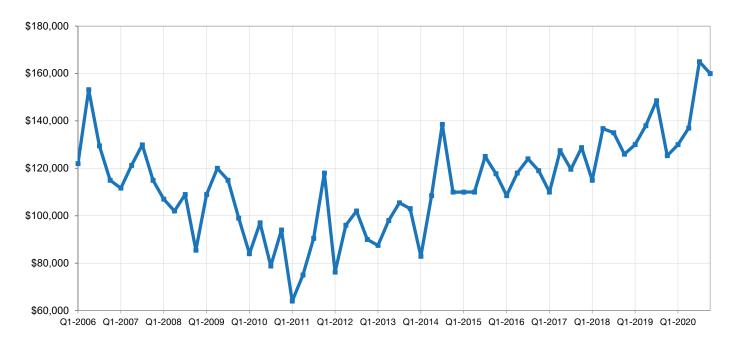
	Median	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		ed Sales
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43506	\$147,450	+ 31.0%	98.2%	+ 4.3%	65	- 20.1%	52	+ 2.0%
43512	\$126,750	+ 7.4%	96.3%	+ 2.7%	71	- 22.1%	79	- 7.1%
43517	\$255,000	+ 122.8%	99.2%	+ 5.3%	88	- 11.6%	4	- 50.0%
43526	\$110,000	+ 38.4%	94.9%	+ 12.8%	77	- 22.2%	23	+ 76.9%
43527	\$104,713	+ 1.5%	109.5%	+ 12.7%	69	+ 11.3%	7	+ 250.0%
43536	\$0		0.0%		0		0	
43548	\$147,500	+ 355.0%	86.8%	- 14.5%	195	+ 298.0%	1	0.0%
43549	\$114,000	- 27.6%	94.0%	+ 2.0%	84	+ 48.7%	7	+ 16.7%
43556	\$110,500	+ 2.3%	96.8%	+ 6.0%	80	- 12.9%	4	- 42.9%



Fulton County

Key Metrics	Q4-2020	1-Year Change	Market Activity	
Median Sales Price	\$160,000	+ 27.6%	■Q4-2018 ■Q4-2019 ■	Q4-2
Average Sales Price	\$175,449	+ 15.1%	·	141
Pct. of Orig. Price Rec'd.	97.4%	+ 2.4%		
Homes for Sale	62	- 36.7%	62 77 78	
Closed Sales	141	+ 80.8%		
Months Supply	1.7	- 51.6%		
Days on Market	69	- 21.8%	+ 5.4% - 36.7% + 1.3% + Homes for Sale Closed Sale	+ 80.89 25

Historical Median Sales Price for Fulton County



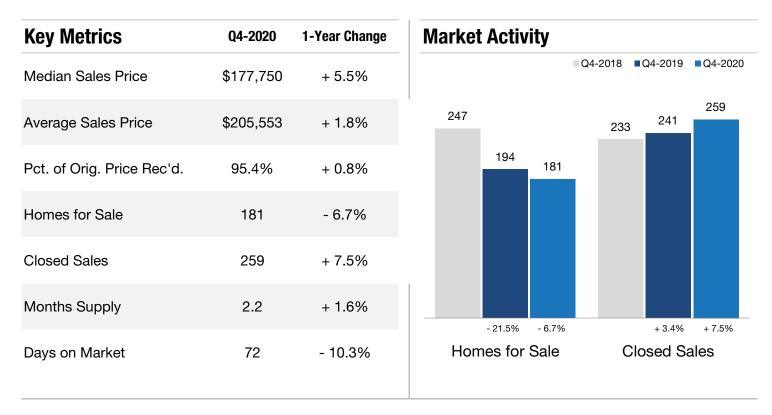


Fulton County ZIP Codes

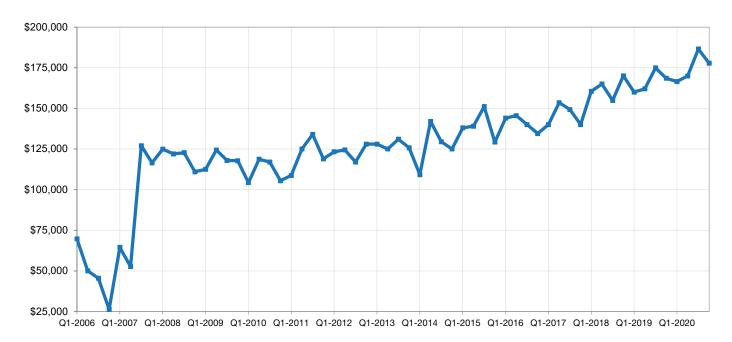
	Median	Sales Price	Pct. of Ori	Pct. of Orig. Price Rec'd.		Days on Market		ed Sales
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43502	\$147,500	+ 23.0%	96.1%	- 2.4%	81	- 36.5%	27	+ 200.0%
43504	\$85,000	- 62.2%	85.1%	- 12.4%	15	- 83.1%	1	- 83.3%
43515	\$164,000	+ 39.0%	98.8%	+ 4.6%	63	- 33.0%	30	+ 130.8%
43521	\$142,500	+ 49.6%	97.0%	+ 7.0%	67	- 53.0%	6	0.0%
43532	\$160,500	+ 15.5%	97.2%	+ 4.7%	81	+ 18.2%	13	+ 85.7%
43533	\$205,000	+ 159.5%	100.0%	+ 7.1%	39	- 63.5%	1	- 85.7%
43540	\$162,700	+ 19.4%	99.6%	+ 0.4%	54	- 15.1%	4	+ 100.0%
43557	\$100,250	- 39.1%	93.2%	- 0.6%	77	- 44.0%	8	+ 100.0%
43558	\$182,000	+ 14.8%	98.6%	+ 3.3%	67	- 9.1%	49	+ 53.1%
43567	\$132,000	- 1.5%	96.4%	+ 2.6%	66	- 2.9%	39	+ 129.4%
43570	\$144,950	+ 59.3%	96.2%	+ 0.2%	73	- 6.7%	4	- 33.3%



Hancock County

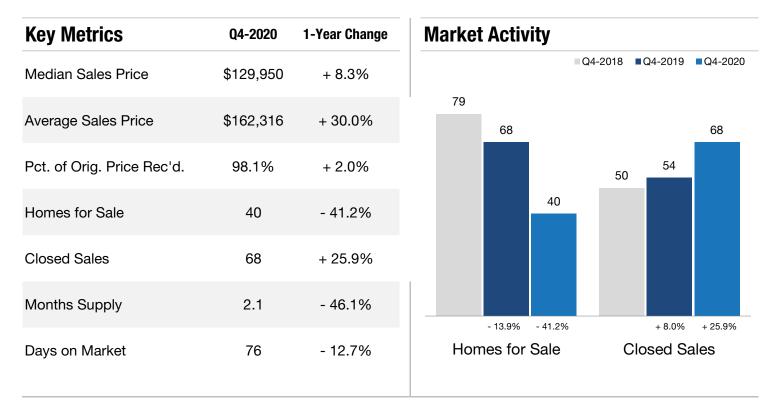


Historical Median Sales Price for Hancock County

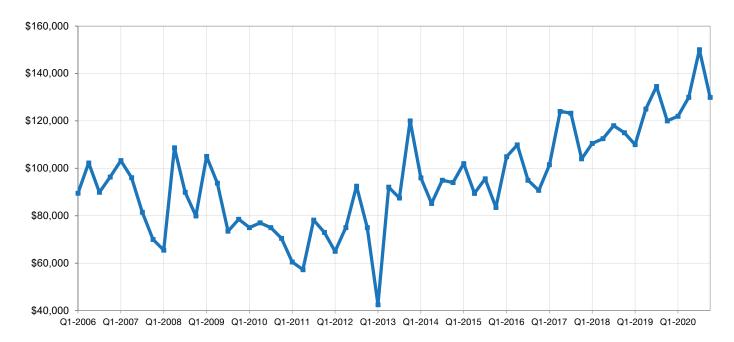




Henry County



Historical Median Sales Price for Henry County



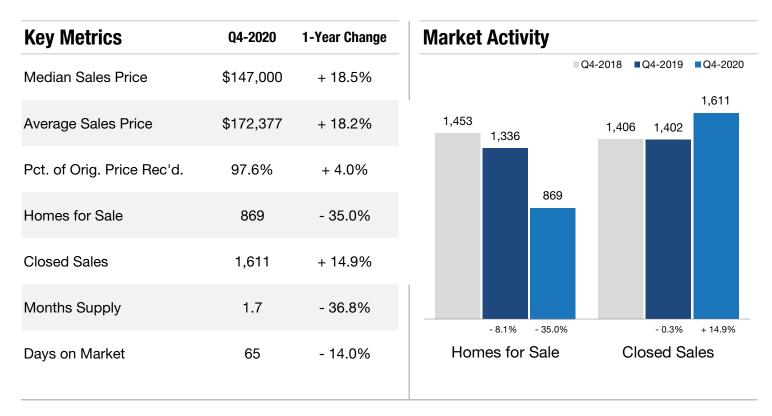


Henry County ZIP Codes

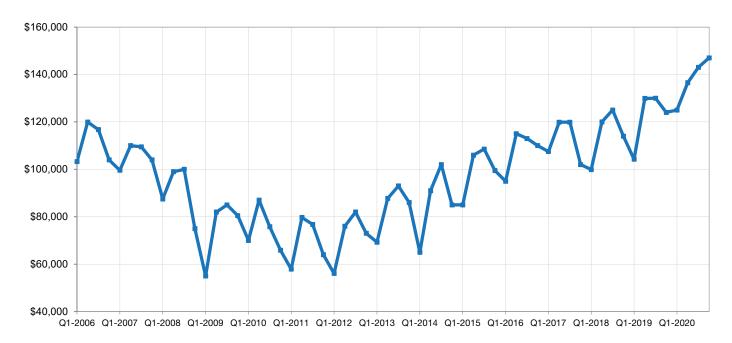
	Median	Sales Price	Pct. of Ori	g. Price Rec'd.	Days on Market		Closed Sales	
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43502	\$147,500	+ 23.0%	96.1%	- 2.4%	81	- 36.5%	27	+ 200.0%
43511	\$182,450	+ 85.0%	98.5%	- 1.5%	62	- 2.4%	4	+ 100.0%
43516	\$113,000	- 7.7%	95.1%	+ 2.1%	58	- 42.0%	9	- 10.0%
43522	\$195,000	+ 8.3%	91.6%	- 1.7%	83	+ 15.6%	9	+ 12.5%
43524	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43527	\$104,713	+ 1.5%	109.5%	+ 12.7%	69	+ 11.3%	7	+ 250.0%
43532	\$160,500	+ 15.5%	97.2%	+ 4.7%	81	+ 18.2%	13	+ 85.7%
43534	\$165,000	+ 92.0%	95.8%	- 6.3%	82	+ 20.2%	6	+ 200.0%
43545	\$130,450	+ 7.8%	97.8%	+ 0.8%	78	- 10.9%	32	0.0%
43545	\$130,450	+ 7.8%	97.8%	+ 0.8%	78	- 10.9%	32	0.0%
43548	\$147,500	+ 355.0%	86.8%	- 14.5%	195	+ 298.0%	1	0.0%
43557	\$100,250	- 39.1%	93.2%	- 0.6%	77	- 44.0%	8	+ 100.0%
45856	\$168,000		98.9%		66		6	



Lucas County



Historical Median Sales Price for Lucas County



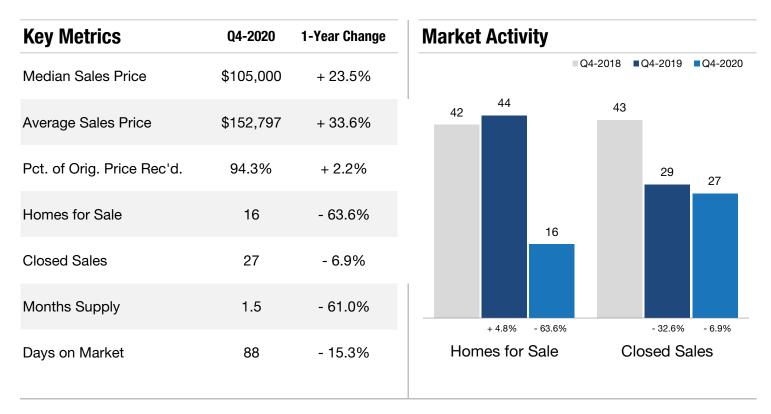


Lucas County ZIP Codes

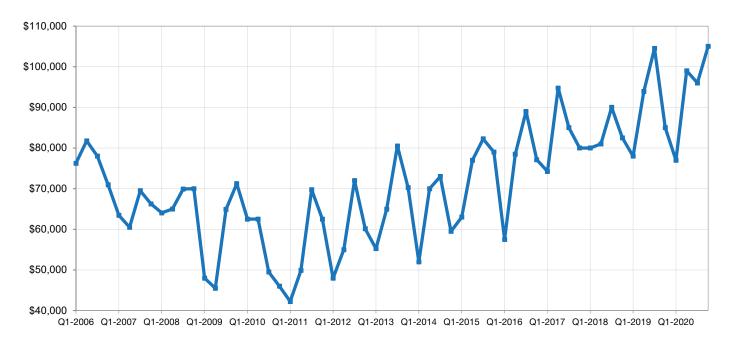
	Median Sales Price		Pct. of Ori	g. Price Rec'd.	Days	on Market	Closed Sales	
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43412	\$249,950	+ 50.2%	99.2%	+ 6.1%	63	- 33.9%	4	- 71.4%
43445	\$155,000	- 25.2%	100.0%	+ 14.9%	52	- 24.6%	1	- 75.0%
43504	\$85,000	- 62.2%	85.1%	- 12.4%	15	- 83.1%	1	- 83.3%
43522	\$195,000	+ 8.3%	91.6%	- 1.7%	83	+ 15.6%	9	+ 12.5%
43528	\$261,500	+ 7.3%	100.8%	+ 5.8%	79	- 14.2%	55	+ 12.2%
43532	\$160,500	+ 15.5%	97.2%	+ 4.7%	81	+ 18.2%	13	+ 85.7%
43537	\$233,950	+ 20.3%	98.5%	+ 2.5%	59	- 21.9%	154	+ 37.5%
43542	\$331,000	- 11.1%	106.0%	+ 14.9%	98	- 6.9%	17	+ 70.0%
43558	\$182,000	+ 14.8%	98.6%	+ 3.3%	67	- 9.1%	49	+ 53.1%
43560	\$236,258	+ 11.0%	97.3%	+ 2.8%	77	- 14.6%	160	+ 11.1%
43566	\$287,500	+ 23.9%	98.6%	+ 2.5%	83	+ 10.6%	41	+ 32.3%
43571	\$295,000	+ 11.3%	96.6%	- 2.0%	87	+ 0.5%	28	+ 12.0%
43601	\$0		0.0%		0		0	
43604	\$15,000	- 92.6%	107.3%	+ 24.5%	39	- 28.0%	6	+ 20.0%
43605	\$32,500	+ 41.3%	90.2%	- 5.9%	62	- 13.3%	55	+ 1.9%
43606	\$166,250	+ 12.0%	97.6%	+ 4.6%	58	- 29.7%	83	+ 2.5%
43607	\$71,750	+ 38.0%	97.6%	+ 5.4%	54	- 23.6%	51	+ 8.5%
43608	\$21,500	0.0%	84.2%	- 2.9%	70	- 23.1%	22	+ 22.2%
43609	\$45,000	+ 32.4%	91.3%	+ 7.5%	59	- 5.2%	58	+ 52.6%
43610	\$62,000	+ 83.7%	99.5%	+ 9.9%	111	+ 127.2%	15	+ 25.0%
43611	\$105,000	+ 6.2%	97.2%	+ 4.9%	67	- 6.2%	79	+ 11.3%
43612	\$80,000	+ 28.0%	96.6%	+ 6.7%	64	- 11.6%	133	+ 11.8%
43613	\$120,000	+ 18.9%	98.8%	+ 5.1%	58	- 15.9%	144	+ 5.1%
43614	\$148,500	+ 19.5%	98.5%	+ 3.1%	57	- 17.6%	149	+ 33.0%
43615	\$139,028	+ 15.9%	98.4%	+ 4.1%	74	- 3.2%	134	+ 8.9%
43616	\$171,250	+ 24.7%	98.8%	+ 2.2%	59	- 8.1%	72	+ 10.8%
43617	\$224,900	+ 2.9%	100.7%	+ 6.4%	69	- 18.0%	45	+ 18.4%
43620	\$75,000	- 24.2%	94.7%	+ 6.2%	60	- 42.5%	13	- 13.3%
43623	\$143,500	+ 5.1%	98.4%	+ 3.4%	52	- 18.8%	70	0.0%



Paulding County



Historical Median Sales Price for Paulding County



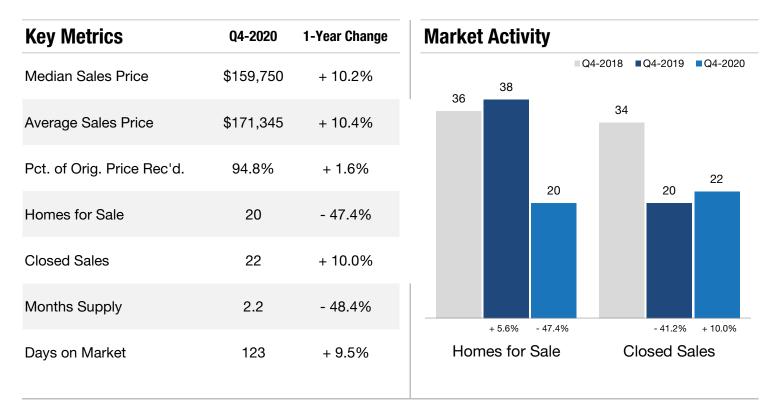


Paulding County ZIP Codes

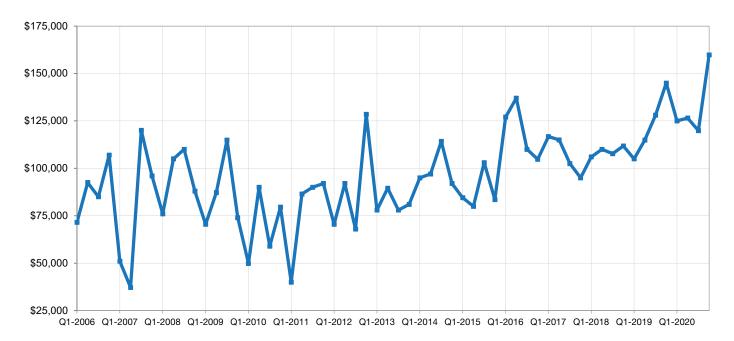
	Median	Sales Price	Pct. of Ori	Pct. of Orig. Price Rec'd.		Days on Market		ed Sales
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43512	\$126,750	+ 7.4%	96.3%	+ 2.7%	71	- 22.1%	79	- 7.1%
43526	\$110,000	+ 38.4%	94.9%	+ 12.8%	77	- 22.2%	23	+ 76.9%
45813	\$168,000	+ 64.0%	101.2%	+ 14.3%	81	+ 4.8%	3	- 50.0%
45821	\$174,900	+ 74.9%	100.0%	- 3.0%	50	+ 56.3%	2	+ 100.0%
45827	\$125,000		97.5%		122		3	
45849	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
45851	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
45873	\$81,500	+ 176.3%	86.3%	- 7.3%	116	- 41.2%	7	+ 250.0%
45879	\$105,000	+ 44.0%	95.7%	+ 1.6%	78	+ 1.4%	12	0.0%
45880	\$102,000	- 55.7%	96.6%	- 12.5%	93	- 7.0%	3	0.0%
45886	\$0		0.0%		0		0	



Putnam County



Historical Median Sales Price for Putnam County



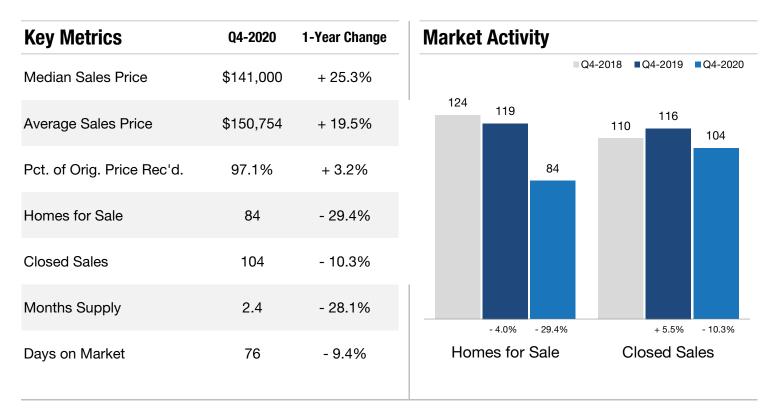


Putnam County ZIP Codes

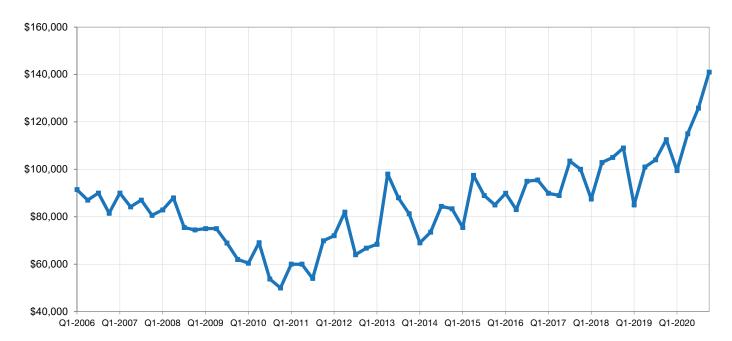
	Median	Sales Price	Pct. of Ori	g. Price Rec'd.	Days	Days on Market		ed Sales
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43516	\$113,000	- 7.7%	95.1%	+ 2.1%	58	- 42.0%	9	- 10.0%
43548	\$147,500	+ 355.0%	86.8%	- 14.5%	195	+ 298.0%	1	0.0%
45827	\$125,000		97.5%		122		3	
45830	\$77,500	+ 2.0%	92.8%	- 2.4%	89	- 46.3%	3	+ 200.0%
45831	\$100,000	- 60.2%	86.1%	- 13.4%	152	+ 149.7%	3	0.0%
45833	\$0		0.0%		0		0	
45844	\$0		0.0%		0		0	
45849	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
45856	\$168,000		98.9%		66		6	
45858	\$118,500	- 7.4%	92.7%	+ 0.3%	86	- 31.2%	11	+ 120.0%
45868	\$0		0.0%		0		0	
45875	\$186,700	+ 25.8%	96.0%	+ 4.4%	159	+ 31.2%	6	- 50.0%
45877	\$400,000	+ 220.0%	93.0%	- 2.5%	155	+ 92.9%	1	- 66.7%



Williams County



Historical Median Sales Price for Williams County



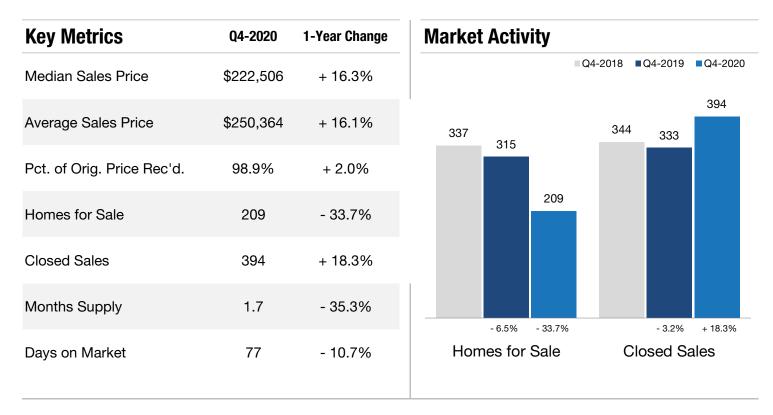


Williams County ZIP Codes

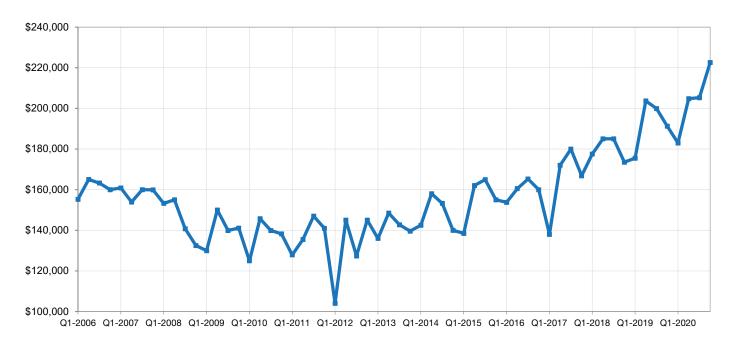
	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43501	\$130,050	+ 30.2%	100.1%	+ 0.1%	237	+ 363.7%	2	+ 100.0%
43506	\$147,450	+ 31.0%	98.2%	+ 4.3%	65	- 20.1%	52	+ 2.0%
43517	\$255,000	+ 122.8%	99.2%	+ 5.3%	88	- 11.6%	4	- 50.0%
43518	\$150,700	+ 37.0%	100.6%	+ 20.8%	40	- 54.7%	6	+ 100.0%
43521	\$142,500	+ 49.6%	97.0%	+ 7.0%	67	- 53.0%	6	0.0%
43543	\$97,000	- 11.8%	93.7%	- 0.9%	90	+ 14.3%	19	- 53.7%
43554	\$154,950	+ 28.4%	98.6%	+ 5.3%	84	- 13.0%	11	+ 450.0%
43557	\$100,250	- 39.1%	93.2%	- 0.6%	77	- 44.0%	8	+ 100.0%
43570	\$144,950	+ 59.3%	96.2%	+ 0.2%	73	- 6.7%	4	- 33.3%



Wood County



Historical Median Sales Price for Wood County



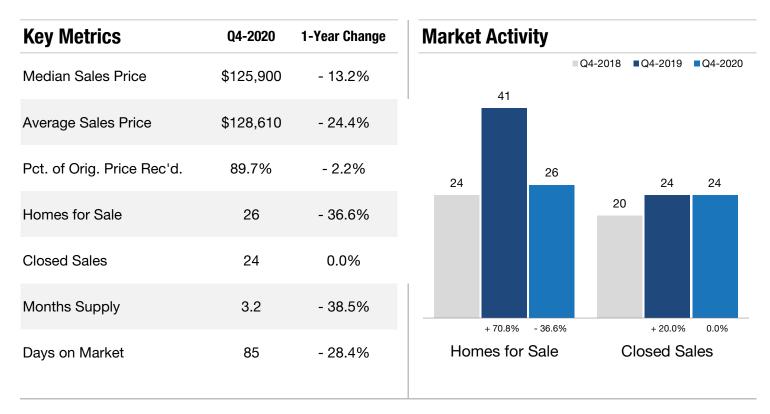


Wood County ZIP Codes

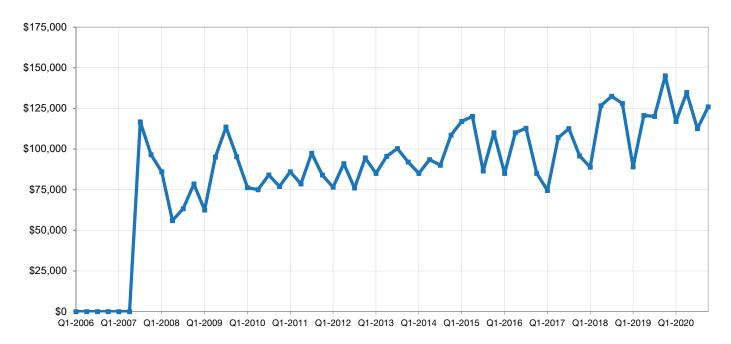
	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43402	\$200,852	+ 10.7%	99.5%	+ 1.7%	64	- 17.9%	79	+ 8.2%
43406	\$320,000	+ 19.2%	100.0%	+ 10.4%	37	- 72.9%	1	- 66.7%
43413	\$171,500	+ 18.3%	98.1%	+ 8.1%	61	- 60.1%	1	0.0%
43430	\$124,500	+ 0.2%	98.8%	+ 14.2%	79	- 7.0%	10	- 16.7%
43443	\$180,000	+ 1.4%	105.9%	+ 15.7%	42	- 77.7%	1	- 50.0%
43447	\$224,050	+ 29.5%	100.9%	+ 6.4%	43	- 26.1%	6	- 25.0%
43450	\$100,000	- 40.8%	109.1%	+ 17.3%	62	- 37.3%	12	+ 71.4%
43451	\$172,500	+ 1.5%	96.4%	+ 13.4%	116	+ 16.0%	1	0.0%
43457	\$135,000	+ 14.9%	103.8%	+ 10.2%	46	- 48.7%	1	- 87.5%
43460	\$135,000	- 6.9%	101.0%	+ 4.3%	70	+ 1.4%	23	+ 53.3%
43462	\$129,500	+ 66.0%	105.9%	+ 17.0%	49	+ 13.0%	5	+ 150.0%
43465	\$149,900	- 18.0%	98.4%	- 1.0%	127	+ 60.9%	9	- 18.2%
43466	\$269,900	+ 287.0%	97.0%	+ 6.6%	112	+ 21.8%	3	- 62.5%



Wyandot County



Historical Median Sales Price for Wyandot County





Wyandot County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change	Q4-2020	1-Year Change
43316	\$125,900	- 36.1%	88.2%	- 0.6%	73	- 38.1%	5	0.0%
43323	\$0		0.0%		0		0	
43326	\$95,013	- 42.4%	107.2%	+ 48.9%	35	- 64.6%	2	0.0%
43332	\$0		0.0%		0		0	
43337	\$0		0.0%		0		0	
43351	\$159,231	+ 22.1%	88.2%	- 5.2%	95	- 25.0%	14	- 12.5%
43359	\$0		0.0%		0		0	
44802	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
44844	\$120,000		100.1%		39		1	
44849	\$80,000		89.9%		41		1	
44882	\$73,500	- 68.9%	96.7%	+ 7.5%	58	- 20.9%	2	- 33.3%
45843	\$180,000	+ 13.9%	91.6%	+ 0.2%	85	+ 56.2%	5	+ 66.7%
45867	\$209,800	+ 24.1%	87.5%	- 6.1%	103	+ 112.4%	1	- 50.0%