

Local Market Update – 4th Quarter

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Single Family Homes

Lucas & Upper Wood County	4th Quarter		
Key Metrics	2020	2021	% Change
New Listings	1,519	1,465	-3.6%
Closed Sales	1,769	1,791	+1.2%
Days on Market	66	64	-3.0%
Median Sales Price*	\$152,500	\$154,000	+0.9%
Average Sales Price*	\$184,368	\$193,275	+4.8%
Percent of List Price Received*	127%	157%	+23.6%
Total Volume	\$326,145,286	\$346,155,933	+6.1%

Hancock & Wyandot Counties	4th Quarter		
Key Metrics	2020	2021	% Change
New Listings	236	272	+15.3%
Closed Sales	274	340	+24.1%
Days on Market	74	67	-9.5%
Median Sales Price*	\$165,500	\$193,500	+16.9%
Average Sales Price*	\$198,639	\$233,023	+17.3%
Percent of List Price Received*	97%	98%	+1.0%
Total Volume	\$54,427,041	\$79,227,847	+45.6%

Western Counties	4th Quarter		
Key Metrics	2020	2021	% Change
New Listings	416	449	+7.9%
Closed Sales	469	519	+10.7%
Days on Market	75	66	-12.0%
Median Sales Price*	\$139,900	\$149,900	+7.1%
Average Sales Price*	\$158,815	\$164,959	+3.9%
Percent of List Price Received*	98%	99%	+1.0%
Total Volume	\$74,484,179	\$85,613,687	+14.9%

*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.

Marketwatch Report

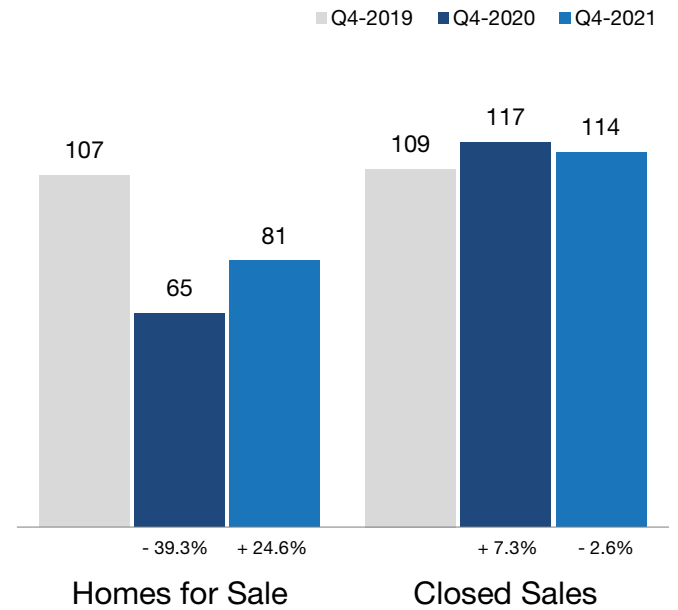
Q4-2021



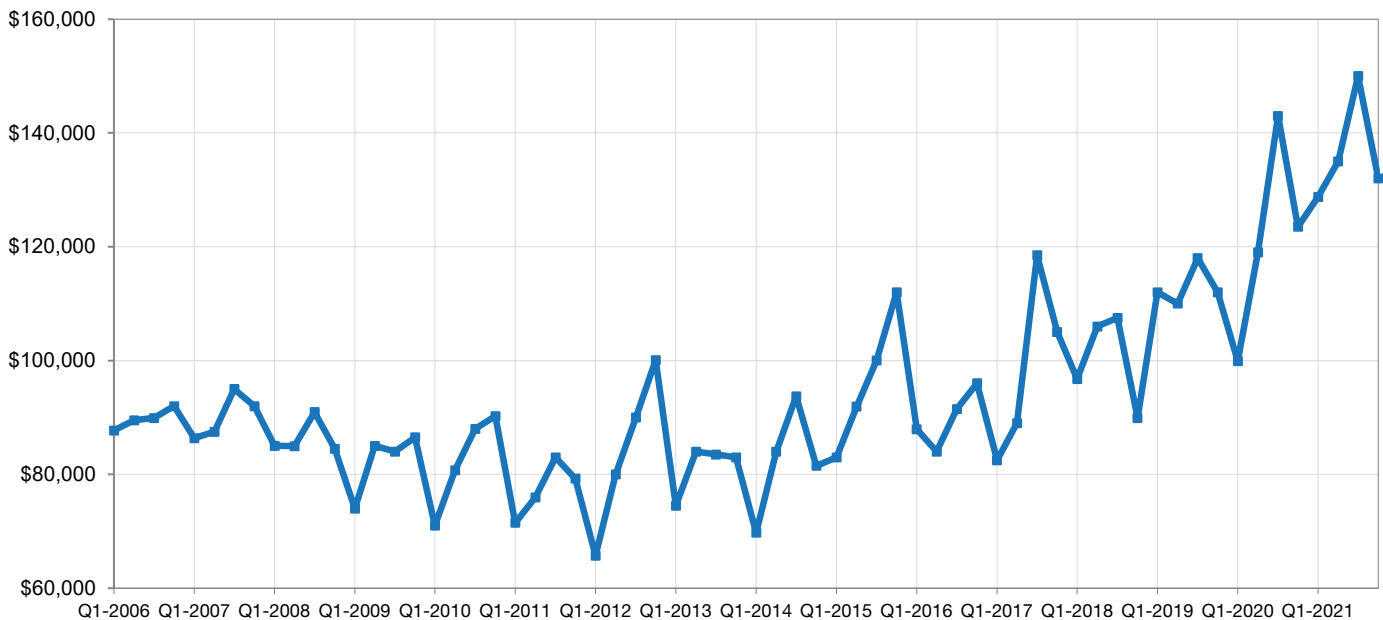
Defiance County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$132,000	+ 6.9%
Average Sales Price	\$145,903	+ 2.0%
Pct. of Orig. Price Rec'd.	98.4%	+ 2.4%
Homes for Sale	81	+ 24.6%
Closed Sales	114	- 2.6%
Months Supply	2.2	+ 17.7%
Days on Market	63	- 12.9%

Market Activity



Historical Median Sales Price for Defiance County



Defiance County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43506	\$119,950	- 18.7%	97.0%	- 1.2%	68	+ 4.5%	68	+ 30.8%
43512	\$129,900	+ 2.5%	98.7%	+ 2.5%	60	- 14.6%	86	+ 8.9%
43517	\$195,000	- 23.5%	89.6%	- 9.7%	89	+ 2.2%	7	+ 75.0%
43526	\$154,500	+ 40.5%	100.0%	+ 5.4%	68	- 11.6%	15	- 34.8%
43527	\$156,500	+ 49.5%	91.6%	- 16.3%	80	+ 15.9%	6	- 14.3%
43536	\$0	--	0.0%	--	0	--	0	--
43548	\$195,900	+ 32.8%	100.0%	+ 15.2%	83	- 57.4%	1	0.0%
43549	\$180,000	+ 57.9%	94.0%	+ 0.0%	77	- 9.1%	5	- 28.6%
43556	\$84,950	- 23.1%	95.5%	- 1.3%	51	- 36.6%	4	0.0%

Marketwatch Report

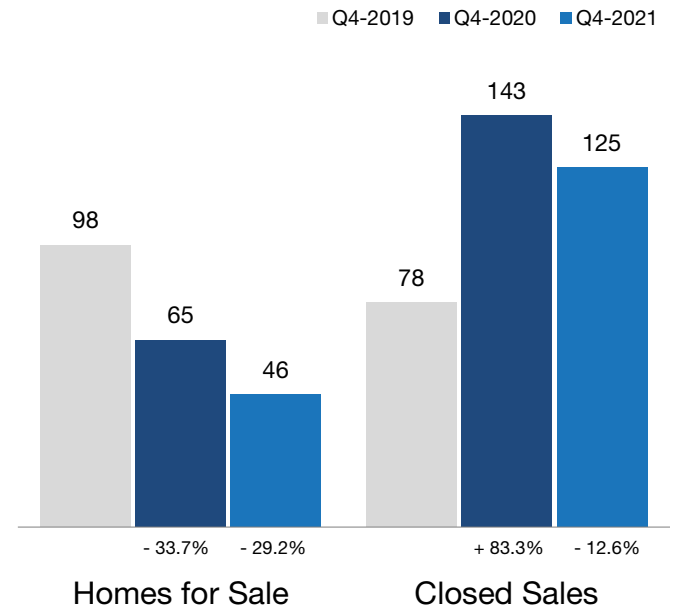
Q4-2021



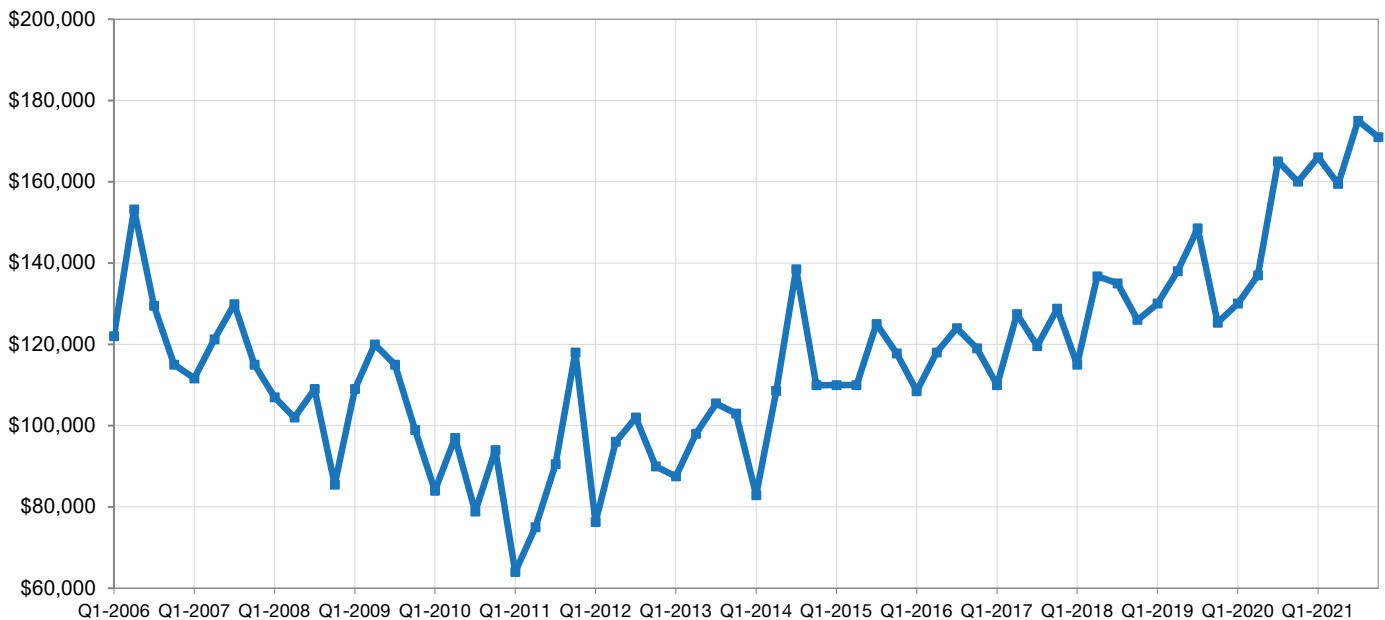
Fulton County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$171,000	+ 6.9%
Average Sales Price	\$194,645	+ 10.8%
Pct. of Orig. Price Rec'd.	97.3%	- 0.1%
Homes for Sale	46	- 29.2%
Closed Sales	125	- 12.6%
Months Supply	1.2	- 28.3%
Days on Market	61	- 10.7%

Market Activity



Historical Median Sales Price for Fulton County



Marketwatch Report

Q4-2021



Fulton County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43502	\$165,000	+ 11.9%	94.7%	- 1.4%	58	- 27.9%	15	- 44.4%
43504	\$162,500	+ 91.2%	88.6%	+ 4.1%	89	+ 493.3%	2	+ 100.0%
43515	\$190,000	+ 15.9%	104.1%	+ 5.4%	45	- 29.2%	19	- 36.7%
43521	\$198,900	+ 39.6%	97.0%	- 0.0%	91	+ 36.8%	2	- 66.7%
43532	\$190,000	+ 18.4%	87.0%	- 10.5%	64	- 21.1%	5	- 61.5%
43533	\$105,000	- 48.8%	92.7%	- 7.3%	104	+ 167.7%	5	+ 400.0%
43540	\$73,500	- 54.8%	142.0%	+ 42.6%	49	- 9.3%	2	- 50.0%
43557	\$125,000	+ 24.7%	94.3%	+ 1.2%	65	- 16.0%	15	+ 87.5%
43558	\$180,000	- 1.6%	97.2%	- 1.5%	64	- 3.3%	51	- 1.9%
43567	\$189,975	+ 43.9%	94.0%	- 2.6%	66	- 0.3%	40	+ 2.6%
43570	\$90,000	- 37.9%	81.5%	- 15.3%	62	- 15.3%	5	+ 25.0%

Marketwatch Report

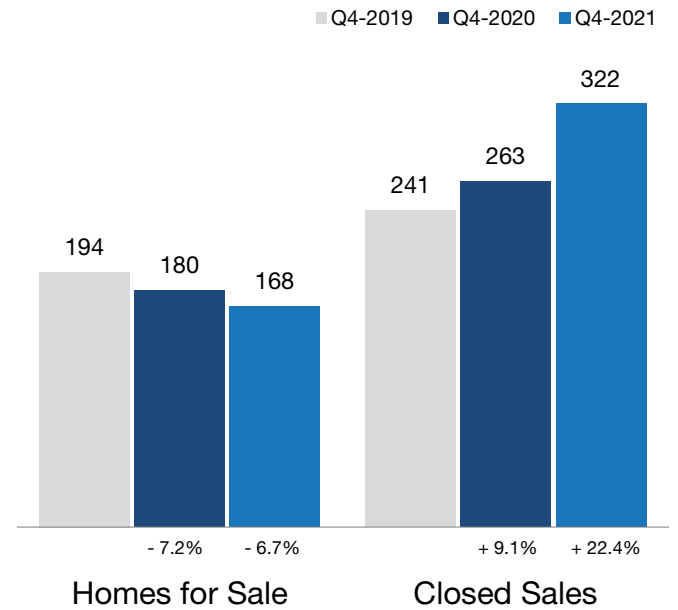
Q4-2021



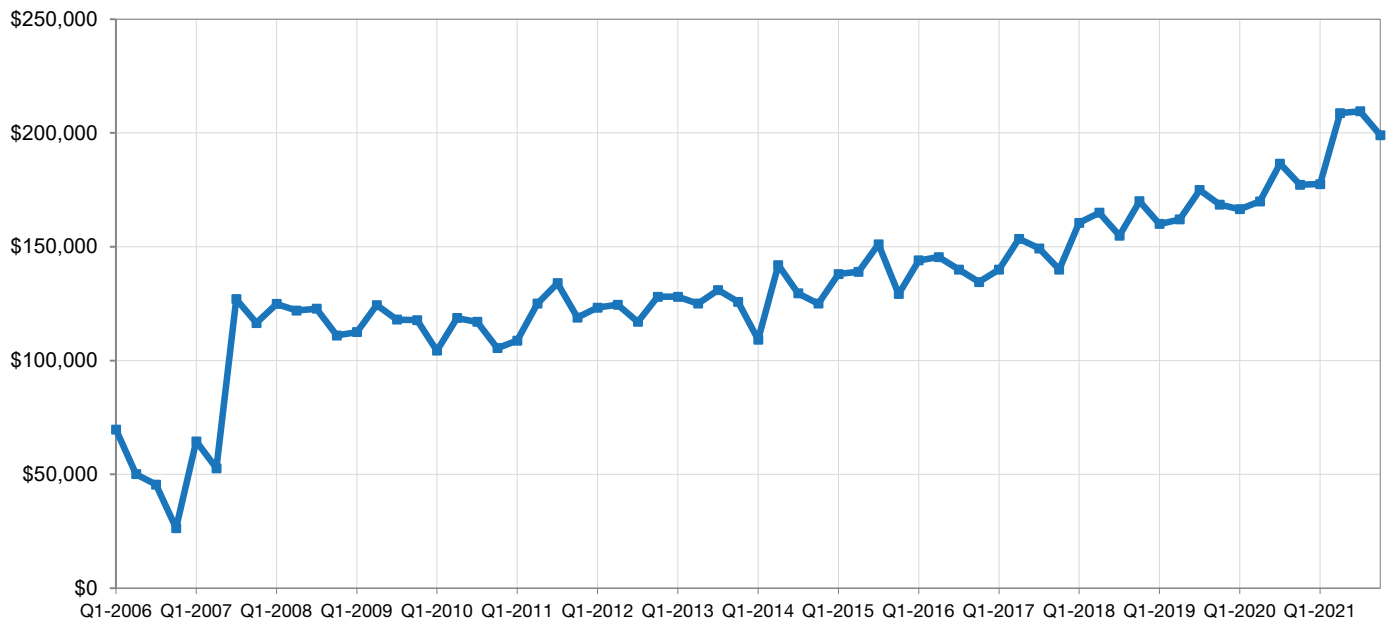
Hancock County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$199,000	+ 12.3%
Average Sales Price	\$238,639	+ 16.6%
Pct. of Orig. Price Rec'd.	96.6%	+ 1.2%
Homes for Sale	168	- 6.7%
Closed Sales	322	+ 22.4%
Months Supply	1.7	- 21.8%
Days on Market	64	- 10.8%

Market Activity



Historical Median Sales Price for Hancock County



Marketwatch Report

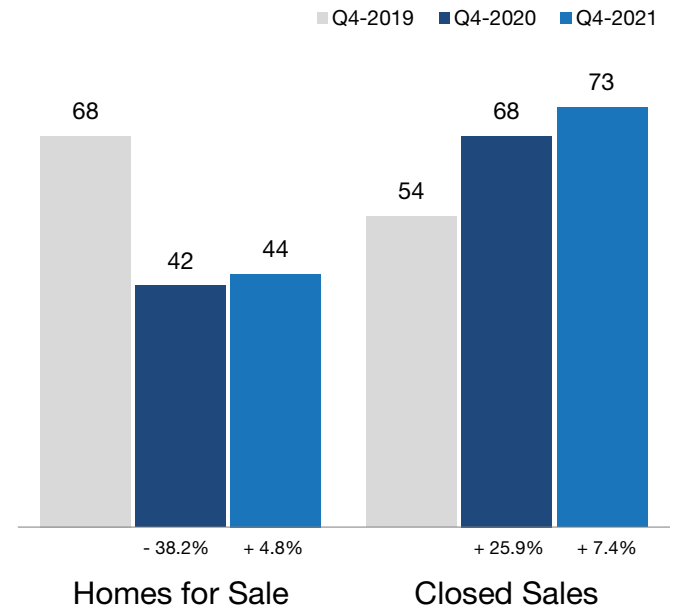
Q4-2021



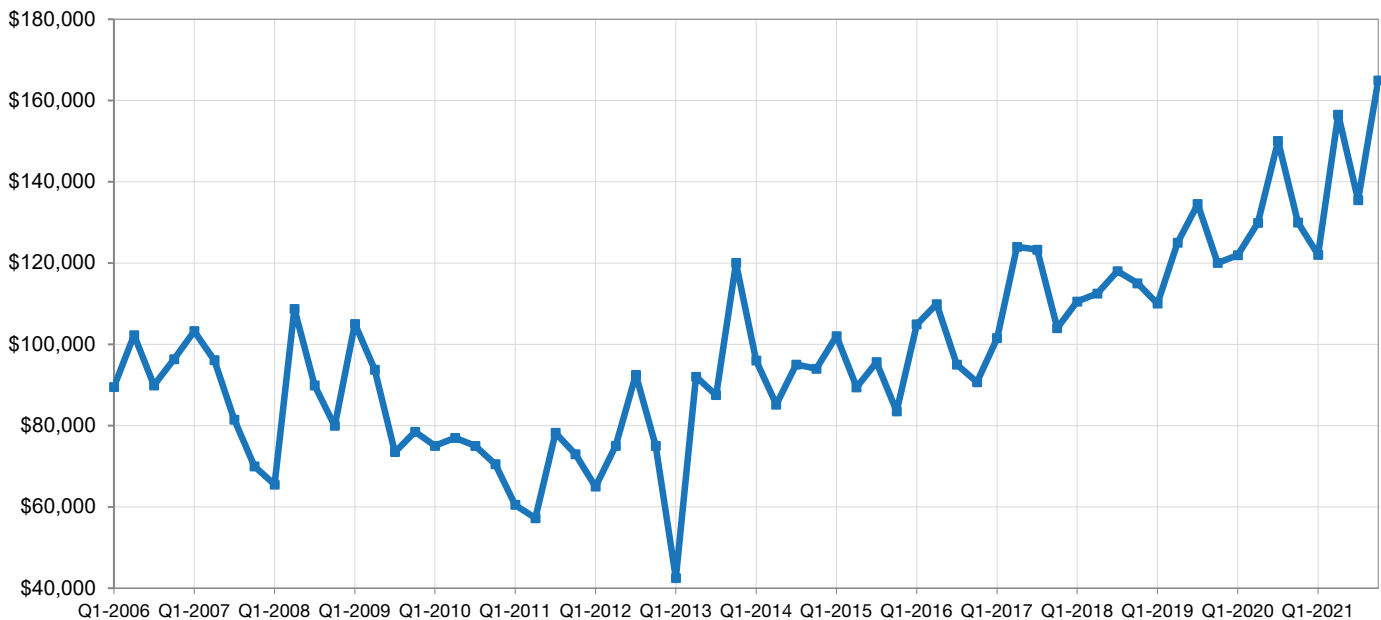
Henry County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$164,900	+ 26.9%
Average Sales Price	\$177,235	+ 9.2%
Pct. of Orig. Price Rec'd.	97.3%	- 0.8%
Homes for Sale	44	+ 4.8%
Closed Sales	73	+ 7.4%
Months Supply	2.4	+ 7.1%
Days on Market	63	- 16.3%

Market Activity



Historical Median Sales Price for Henry County



Marketwatch Report

Q4-2021



Henry County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43502	\$165,000	+ 11.9%	94.7%	- 1.4%	58	- 27.9%	15	- 44.4%
43511	\$150,000	- 17.8%	86.4%	- 12.3%	48	- 23.1%	3	- 25.0%
43516	\$135,000	+ 19.5%	96.1%	+ 1.0%	61	+ 4.9%	6	- 33.3%
43522	\$187,450	- 3.9%	97.8%	+ 6.9%	68	- 18.3%	7	- 22.2%
43524	\$94,000	--	100.2%	--	62	--	4	--
43527	\$156,500	+ 49.5%	91.6%	- 16.3%	80	+ 15.9%	6	- 14.3%
43532	\$190,000	+ 18.4%	87.0%	- 10.5%	64	- 21.1%	5	- 61.5%
43534	\$154,950	- 6.1%	91.7%	- 4.2%	119	+ 44.5%	6	0.0%
43545	\$178,000	+ 36.5%	99.4%	+ 1.7%	58	- 25.2%	46	+ 43.8%
43545	\$178,000	+ 36.5%	99.4%	+ 1.7%	58	- 25.2%	46	+ 43.8%
43548	\$195,900	+ 32.8%	100.0%	+ 15.2%	83	- 57.4%	1	0.0%
43557	\$125,000	+ 24.7%	94.3%	+ 1.2%	65	- 16.0%	15	+ 87.5%
45856	\$139,000	- 17.3%	98.5%	- 0.4%	59	- 11.4%	8	+ 33.3%

Marketwatch Report

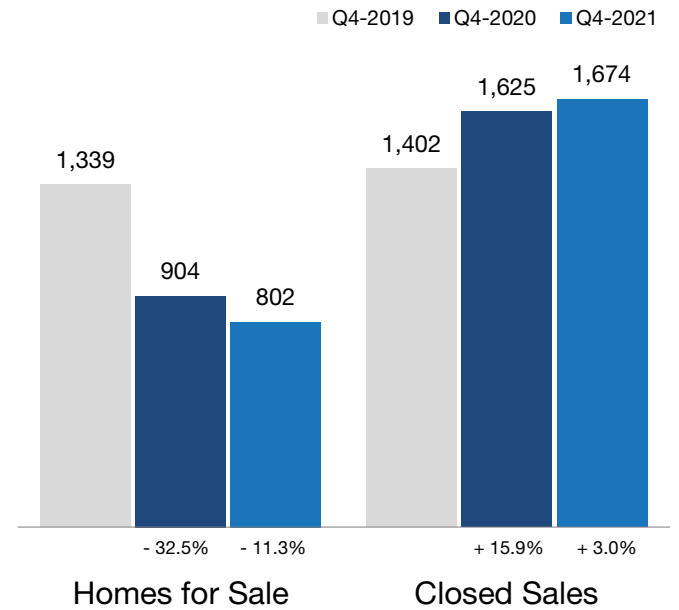
Q4-2021



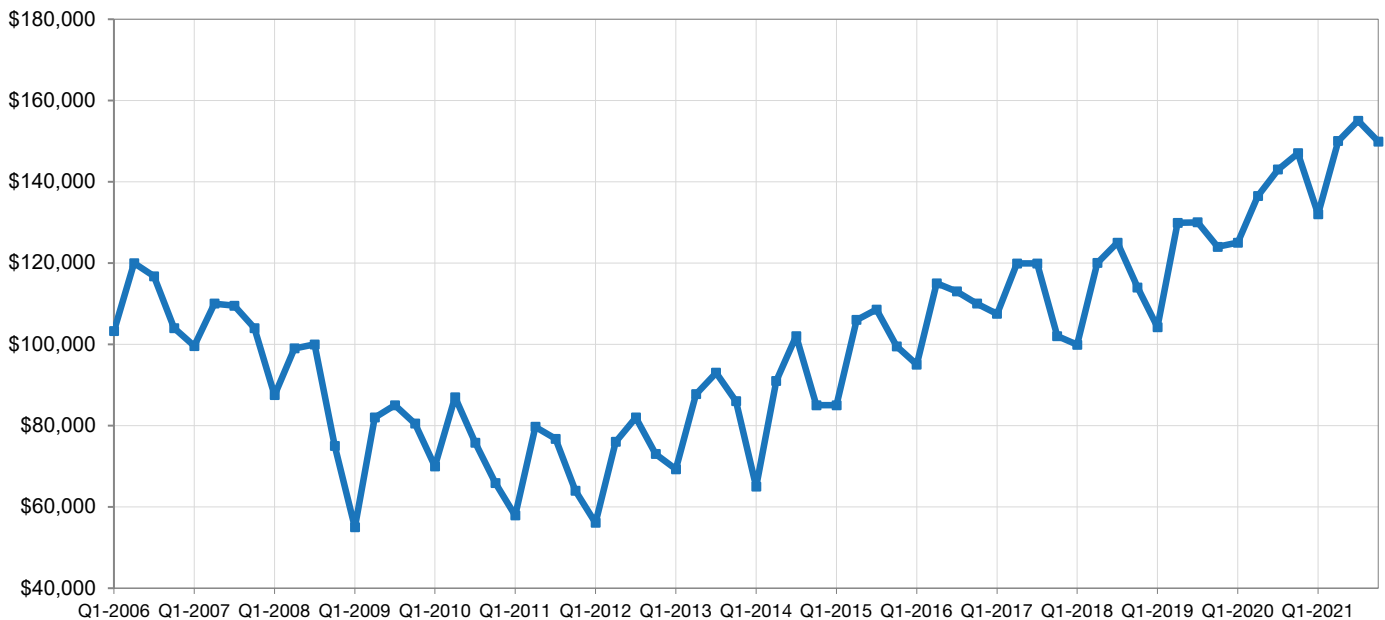
Lucas County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$149,900	+ 2.0%
Average Sales Price	\$185,804	+ 7.7%
Pct. of Orig. Price Rec'd.	97.9%	+ 0.3%
Homes for Sale	802	- 11.3%
Closed Sales	1,674	+ 3.0%
Months Supply	1.5	- 16.9%
Days on Market	63	- 2.6%

Market Activity



Historical Median Sales Price for Lucas County



Lucas County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43412	\$202,910	- 15.5%	96.5%	- 2.8%	70	+ 17.5%	11	+ 120.0%
43445	\$175,250	+ 13.1%	100.4%	+ 0.4%	58	+ 11.5%	4	+ 300.0%
43504	\$162,500	+ 91.2%	88.6%	+ 4.1%	89	+ 493.3%	2	+ 100.0%
43522	\$187,450	- 3.9%	97.8%	+ 6.9%	68	- 18.3%	7	- 22.2%
43528	\$290,000	+ 10.9%	98.1%	- 2.7%	72	- 8.6%	57	+ 3.6%
43532	\$190,000	+ 18.4%	87.0%	- 10.5%	64	- 21.1%	5	- 61.5%
43537	\$225,000	- 2.8%	99.1%	+ 0.6%	49	- 16.2%	138	- 11.5%
43542	\$395,000	+ 19.3%	100.2%	- 5.5%	98	+ 0.3%	24	+ 41.2%
43558	\$180,000	- 1.6%	97.2%	- 1.5%	64	- 3.3%	51	- 1.9%
43560	\$272,250	+ 15.1%	99.2%	+ 2.0%	77	+ 0.9%	158	- 1.9%
43566	\$317,500	+ 10.4%	100.6%	+ 2.1%	87	+ 5.2%	54	+ 31.7%
43571	\$335,000	+ 13.6%	98.2%	+ 1.6%	76	- 12.5%	26	- 7.1%
43601	\$0	--	0.0%	--	0	--	0	--
43604	\$29,700	+ 98.0%	91.7%	- 14.5%	81	+ 108.7%	5	- 16.7%
43605	\$54,000	+ 66.2%	98.6%	+ 9.3%	66	+ 6.0%	56	+ 1.8%
43606	\$152,500	- 8.3%	98.1%	+ 0.4%	57	- 2.0%	86	+ 3.6%
43607	\$75,750	+ 5.6%	93.7%	- 3.9%	61	+ 11.1%	55	+ 7.8%
43608	\$32,750	+ 52.3%	92.5%	+ 9.9%	72	+ 2.4%	26	+ 18.2%
43609	\$65,000	+ 44.4%	91.9%	+ 0.8%	64	+ 8.5%	58	- 1.7%
43610	\$63,000	+ 1.6%	103.6%	+ 4.1%	69	- 37.4%	7	- 53.3%
43611	\$128,950	+ 22.8%	97.4%	+ 0.0%	62	- 6.2%	76	- 6.2%
43612	\$84,500	+ 5.6%	97.0%	+ 0.5%	61	- 3.8%	136	+ 1.5%
43613	\$125,000	+ 4.2%	98.6%	- 0.2%	54	- 7.3%	190	+ 31.0%
43614	\$133,000	- 10.7%	98.4%	- 0.1%	55	- 3.7%	148	- 1.3%
43615	\$140,500	+ 0.7%	97.9%	- 0.4%	59	- 21.2%	148	+ 9.6%
43616	\$180,000	+ 4.3%	99.5%	+ 0.7%	77	+ 30.7%	71	- 4.1%
43617	\$275,000	+ 22.3%	97.9%	- 2.8%	77	+ 12.4%	41	- 8.9%
43620	\$82,600	+ 10.1%	89.6%	- 5.4%	63	+ 4.5%	5	- 61.5%
43623	\$154,000	+ 7.3%	96.9%	- 1.5%	57	+ 8.8%	84	+ 20.0%

Marketwatch Report

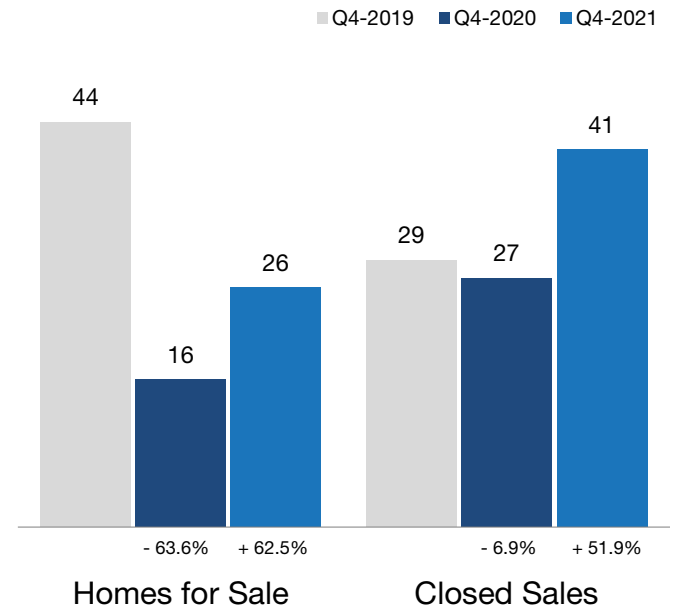
Q4-2021



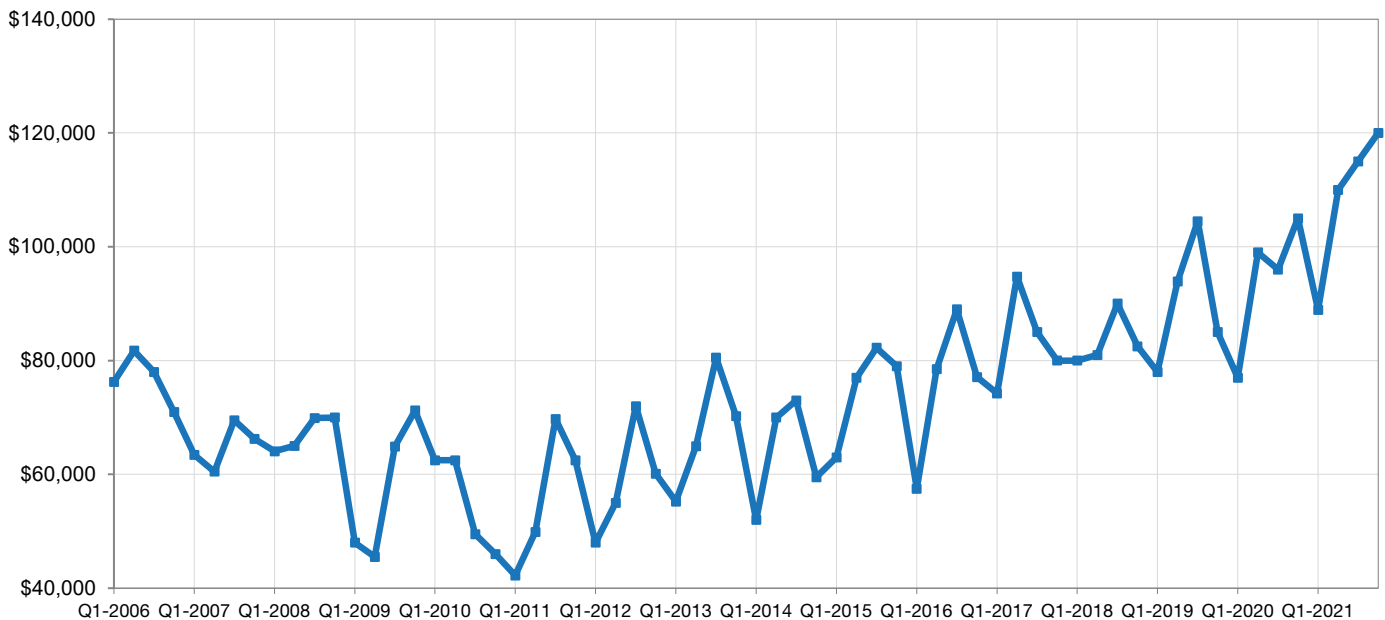
Paulding County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$120,000	+ 14.3%
Average Sales Price	\$135,028	- 11.6%
Pct. of Orig. Price Rec'd.	97.9%	+ 3.7%
Homes for Sale	26	+ 62.5%
Closed Sales	41	+ 51.9%
Months Supply	2.3	+ 48.4%
Days on Market	61	- 30.0%

Market Activity



Historical Median Sales Price for Paulding County



Paulding County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43512	\$129,900	+ 2.5%	98.7%	+ 2.5%	60	- 14.6%	86	+ 8.9%
43526	\$154,500	+ 40.5%	100.0%	+ 5.4%	68	- 11.6%	15	- 34.8%
45813	\$140,000	- 16.7%	99.4%	- 1.8%	56	- 31.0%	8	+ 166.7%
45821	\$117,000	- 33.1%	93.9%	- 6.1%	41	- 18.0%	3	+ 50.0%
45827	\$0	- 100.0%	0.0%	- 100.0%	87	- 28.5%	1	- 66.7%
45849	\$0	--	0.0%	--	0	--	0	--
45851	\$0	--	0.0%	--	0	--	0	--
45873	\$123,000	+ 50.9%	99.1%	+ 14.8%	55	- 52.6%	4	- 42.9%
45879	\$99,900	- 4.9%	101.5%	+ 6.0%	66	- 15.7%	13	+ 8.3%
45880	\$95,350	- 6.5%	90.2%	- 6.7%	85	- 8.1%	7	+ 133.3%
45886	\$0	--	0.0%	--	0	--	0	--

Marketwatch Report

Q4-2021



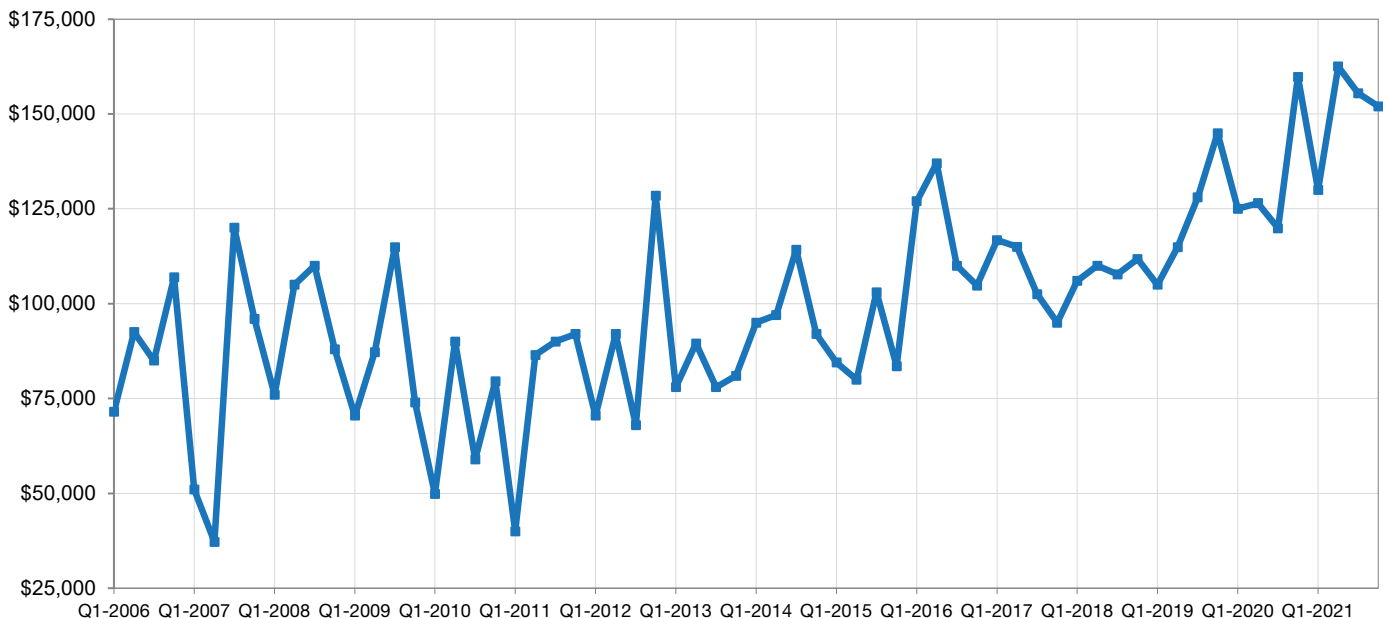
Putnam County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$152,000	- 4.9%
Average Sales Price	\$189,386	+ 10.5%
Pct. of Orig. Price Rec'd.	98.5%	+ 3.9%
Homes for Sale	18	- 18.2%
Closed Sales	38	+ 72.7%
Months Supply	1.8	- 29.6%
Days on Market	68	- 44.6%

Market Activity



Historical Median Sales Price for Putnam County



Marketwatch Report

Q4-2021



Putnam County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43516	\$135,000	+ 19.5%	96.1%	+ 1.0%	61	+ 4.9%	6	- 33.3%
43548	\$195,900	+ 32.8%	100.0%	+ 15.2%	83	- 57.4%	1	0.0%
45827	\$0	- 100.0%	0.0%	- 100.0%	87	- 28.5%	1	- 66.7%
45830	\$151,250	+ 95.2%	98.4%	+ 6.0%	86	- 3.1%	8	+ 166.7%
45831	\$164,000	+ 64.0%	99.7%	+ 15.8%	86	- 43.5%	3	0.0%
45833	\$0	--	0.0%	--	0	--	0	--
45844	\$0	--	0.0%	--	0	--	0	--
45849	\$0	--	0.0%	--	0	--	0	--
45856	\$139,000	- 17.3%	98.5%	- 0.4%	59	- 11.4%	8	+ 33.3%
45858	\$253,500	+ 113.9%	95.2%	+ 2.7%	51	- 40.2%	8	- 27.3%
45868	\$0	--	0.0%	--	0	--	0	--
45875	\$207,950	+ 11.4%	99.2%	+ 3.4%	48	- 70.1%	10	+ 66.7%
45877	\$185,000	- 53.8%	95.3%	+ 2.4%	84	- 46.1%	5	+ 400.0%

Marketwatch Report

Q4-2021



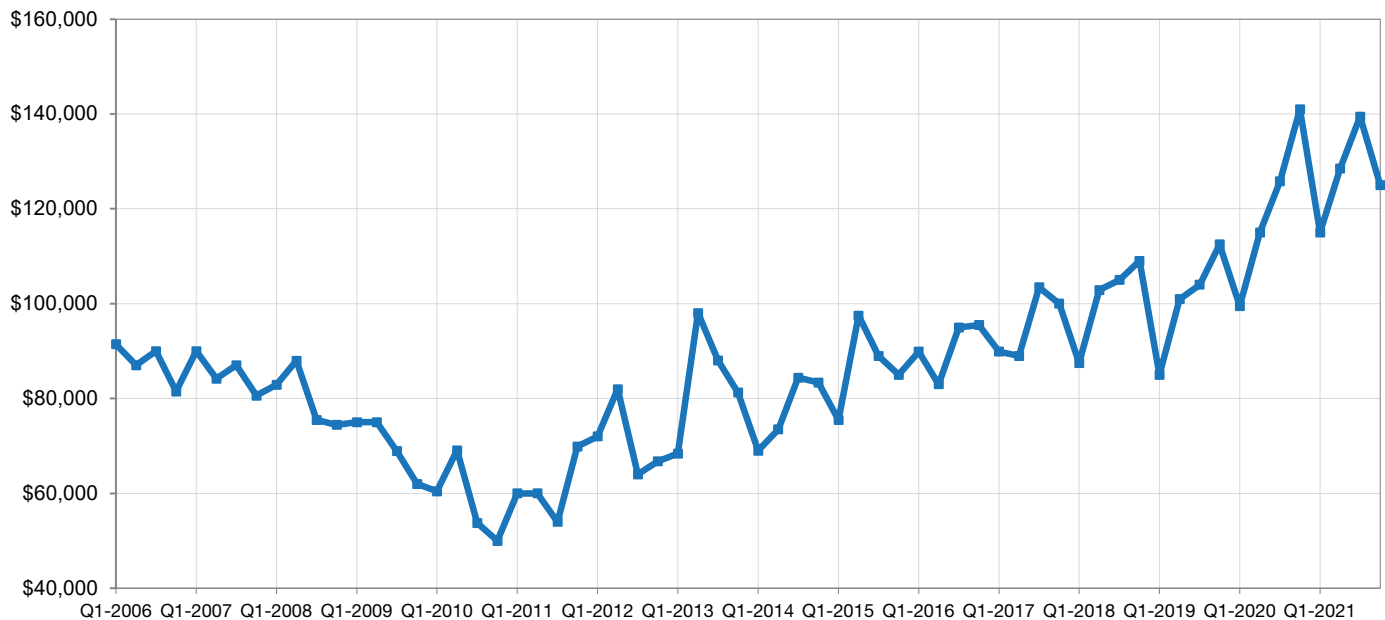
Williams County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$125,000	- 11.3%
Average Sales Price	\$145,622	- 3.4%
Pct. of Orig. Price Rec'd.	95.3%	- 1.9%
Homes for Sale	95	+ 11.8%
Closed Sales	145	+ 39.4%
Months Supply	2.3	- 4.7%
Days on Market	71	- 6.3%

Market Activity



Historical Median Sales Price for Williams County



Marketwatch Report

Q4-2021



Williams County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43501	\$145,000	+ 11.5%	85.1%	- 15.0%	50	- 78.7%	3	+ 50.0%
43506	\$119,950	- 18.7%	97.0%	- 1.2%	68	+ 4.5%	68	+ 30.8%
43517	\$195,000	- 23.5%	89.6%	- 9.7%	89	+ 2.2%	7	+ 75.0%
43518	\$155,000	+ 2.9%	94.9%	- 5.7%	61	+ 53.1%	9	+ 50.0%
43521	\$198,900	+ 39.6%	97.0%	- 0.0%	91	+ 36.8%	2	- 66.7%
43543	\$113,750	+ 17.3%	95.1%	+ 1.5%	82	- 8.5%	36	+ 89.5%
43554	\$155,000	+ 0.0%	99.9%	+ 1.4%	68	- 19.9%	7	- 36.4%
43557	\$125,000	+ 24.7%	94.3%	+ 1.2%	65	- 16.0%	15	+ 87.5%
43570	\$90,000	- 37.9%	81.5%	- 15.3%	62	- 15.3%	5	+ 25.0%

Marketwatch Report

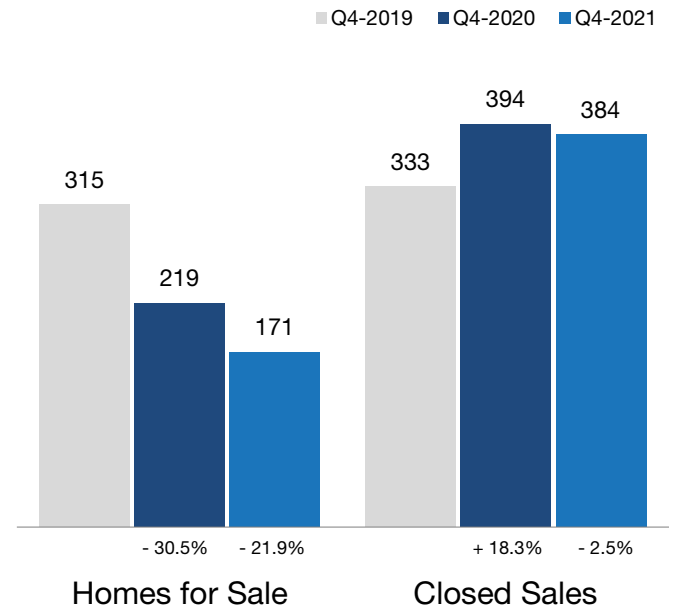
Q4-2021



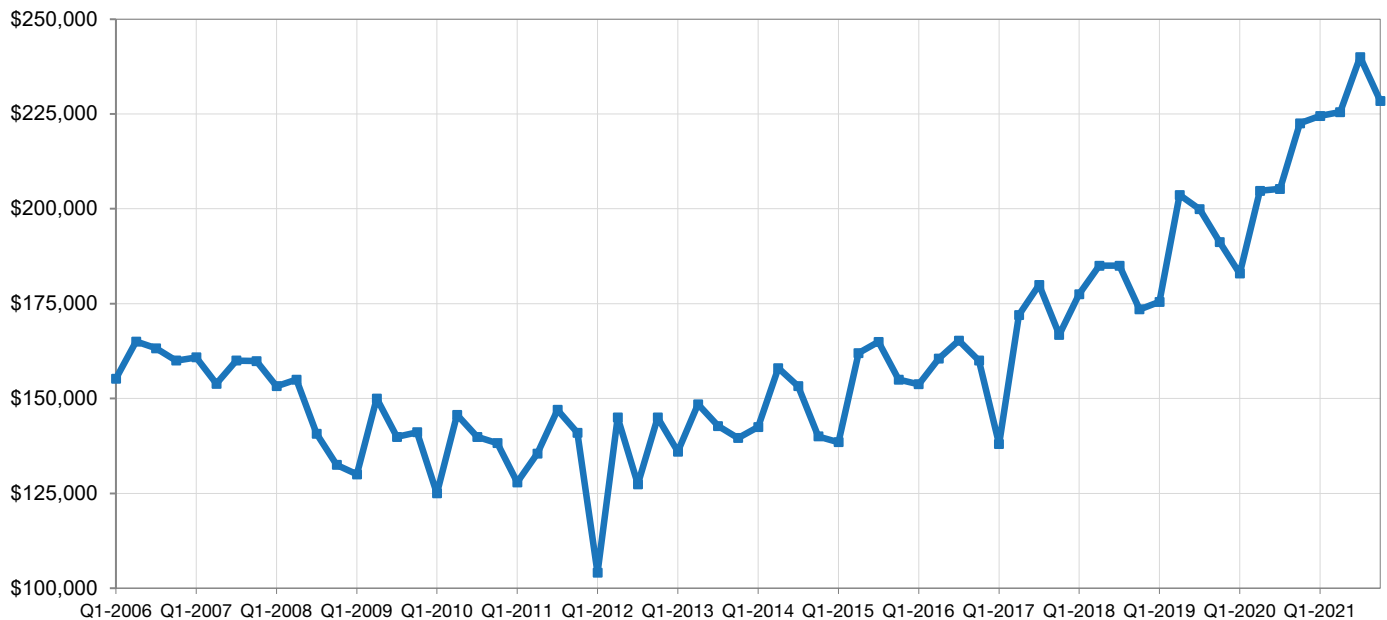
Wood County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$228,450	+ 2.7%
Average Sales Price	\$252,223	+ 0.7%
Pct. of Orig. Price Rec'd.	98.3%	- 0.6%
Homes for Sale	171	- 21.9%
Closed Sales	384	- 2.5%
Months Supply	1.3	- 25.6%
Days on Market	66	- 14.7%

Market Activity



Historical Median Sales Price for Wood County



Marketwatch Report

Q4-2021



Wood County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43402	\$210,000	+ 4.6%	98.4%	- 1.2%	54	- 15.1%	83	+ 5.1%
43406	\$118,000	- 63.1%	101.6%	+ 1.6%	82	+ 120.3%	2	+ 100.0%
43413	\$0	- 100.0%	0.0%	- 100.0%	50	- 18.0%	1	0.0%
43430	\$167,000	+ 34.1%	98.8%	- 0.0%	52	- 33.3%	14	+ 40.0%
43443	\$155,600	- 13.6%	104.2%	- 1.7%	66	+ 56.7%	5	+ 400.0%
43447	\$187,500	- 16.3%	102.8%	+ 1.9%	52	+ 22.1%	8	+ 33.3%
43450	\$174,950	+ 75.0%	93.9%	- 13.9%	51	- 18.1%	12	0.0%
43451	\$81,500	- 52.8%	70.9%	- 26.4%	34	- 70.7%	1	0.0%
43457	\$134,000	- 0.7%	99.3%	- 4.4%	52	+ 13.0%	1	0.0%
43460	\$175,000	+ 29.6%	95.9%	- 5.1%	67	- 4.8%	26	+ 13.0%
43462	\$225,000	+ 73.7%	93.1%	- 12.0%	70	+ 44.0%	2	- 60.0%
43465	\$143,000	- 4.6%	94.6%	- 3.8%	57	- 55.2%	17	+ 88.9%
43466	\$147,500	- 45.4%	96.6%	- 0.4%	61	- 45.7%	7	+ 133.3%

Marketwatch Report

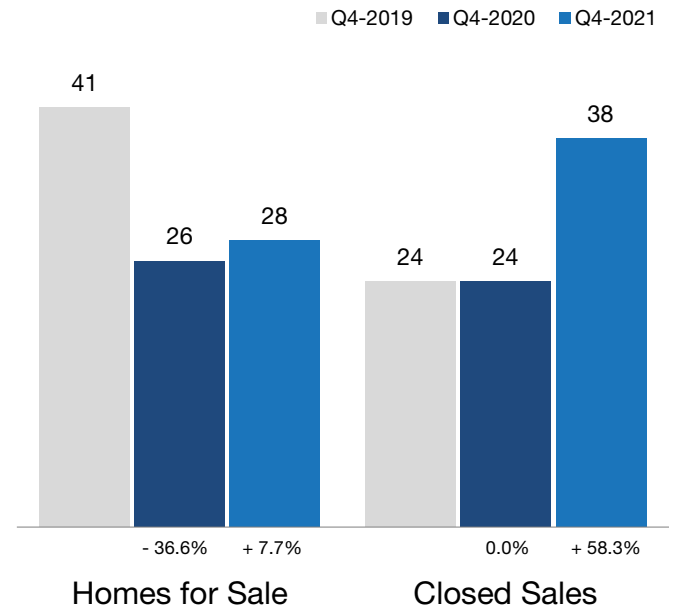
Q4-2021



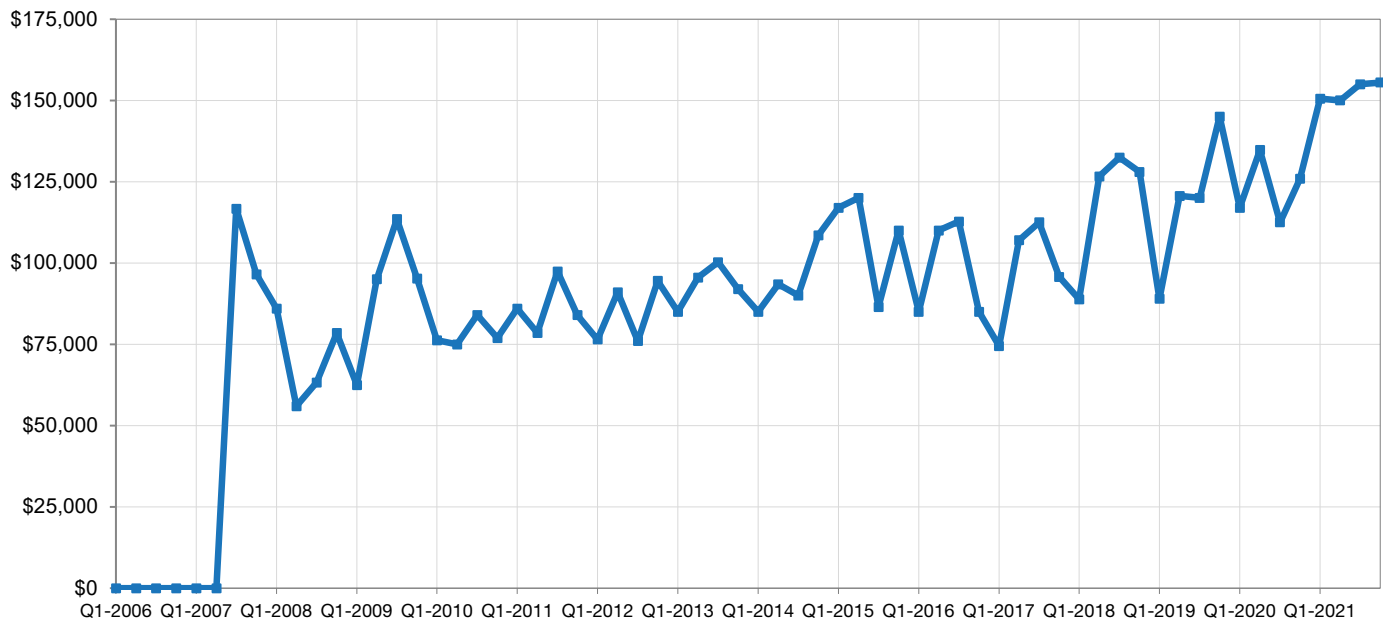
Wyandot County

Key Metrics	Q4-2021	1-Year Change
Median Sales Price	\$155,500	+ 23.5%
Average Sales Price	\$161,987	+ 26.0%
Pct. of Orig. Price Rec'd.	93.1%	+ 3.8%
Homes for Sale	28	+ 7.7%
Closed Sales	38	+ 58.3%
Months Supply	3.1	- 3.1%
Days on Market	79	- 7.1%

Market Activity



Historical Median Sales Price for Wyandot County



Marketwatch Report

Q4-2021



Wyandot County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change	Q4-2021	1-Year Change
43316	\$137,000	+ 8.8%	94.1%	+ 6.8%	84	+ 14.3%	11	+ 120.0%
43323	\$275,000	--	105.8%	--	34	--	1	--
43326	\$130,000	+ 36.8%	92.9%	- 13.4%	57	+ 65.2%	1	- 50.0%
43332	\$0	--	0.0%	--	0	--	0	--
43337	\$0	--	0.0%	--	0	--	0	--
43351	\$150,000	- 5.8%	90.4%	+ 2.4%	76	- 19.7%	21	+ 50.0%
43359	\$173,000	--	0.0%	--	159	--	1	--
44802	\$0	--	0.0%	--	0	--	0	--
44844	\$152,000	+ 26.7%	102.0%	+ 1.9%	47	+ 20.5%	1	0.0%
44849	\$189,000	+ 136.3%	100.0%	+ 11.3%	65	+ 58.5%	1	0.0%
44882	\$130,250	+ 77.2%	108.2%	+ 12.0%	66	+ 12.9%	2	0.0%
45843	\$196,700	+ 9.3%	101.5%	+ 10.8%	94	+ 9.7%	6	+ 20.0%
45867	\$245,000	+ 16.8%	98.0%	+ 12.1%	112	+ 8.7%	1	0.0%