Local Market Update — 1st QuarterThis 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	1 st Quarter				
Key Metrics	2020	2021	% Change		
New Listings	1,655	1,548	-6.5%		
Closed Sales	1,119	1,289	+15.2%		
Days on Market	91	71	-22.0%		
Median Sales Price*	\$130,000	\$143,350	+10.3%		
Average Sales Price*	\$158,334	\$176,551	+11.5%		
Percent of List Price Received*	95.9%	98.9%	+3.1%		
Total Volume (in \$1,000s)	\$177,017,796	\$227,397,749	+28.5%		

Hancock & Wyandot Counties	1 st Quarter				
Key Metrics	2020	2021	% Change		
New Listings	271	253	-6.6%		
Closed Sales	221	212	-4.1%		
Days on Market	94	90	+4.3		
Median Sales Price*	\$152,200	\$174,900	+14.9%		
Average Sales Price*	\$185,349	\$211,378	+14.0%		
Percent of List Price Received*	97.1%	96.8%	-0.3%		
Total Volume (in \$1,000s)	\$40,776,806	\$44,812,065	+9.9%		

Western Counties	1 st Quarter				
Key Metrics	2020	2021	% Change		
New Listings	409	369	-9.8%		
Closed Sales	333	334	+0.3%		
Days on Market	102	78	-23.5%		
Median Sales Price*	\$114,000	\$130,000	+14.0%		
Average Sales Price*	\$123,390	\$148,754	+20.6%		
Percent of List Price Received*	95.5%	99.3%	+4.0%		
Total Volume (in \$1,000s)	\$41,088,822	\$49,698,703	+21.0%		

^{*}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.

Q1-2021



All Counties Overview

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
Auglaize County	\$0		0.0%		0		0	
Crawford County	\$340,000		97.2%		43	- 54.3%	1	0.0%
Defiance County	\$128,750	+ 28.9%	97.0%	+ 3.7%	86	- 9.1%	76	- 9.5%
Fulton County	\$166,250	+ 27.9%	98.2%	+ 1.3%	73	- 22.1%	68	+ 1.5%
Hancock County	\$177,500	+ 6.6%	96.3%	+ 0.9%	79	- 11.9%	201	- 3.4%
Hardin County	\$122,000	+ 16.2%	96.8%	+ 3.7%	119	+ 62.9%	5	- 54.5%
Henry County	\$122,000	+ 0.0%	96.4%	+ 2.7%	79	- 18.4%	47	+ 6.8%
Lucas County	\$132,000	+ 5.6%	96.8%	+ 3.2%	70	- 20.4%	1,199	+ 15.0%
Marion County	\$39,000		100.0%		39		1	
Paulding County	\$88,900	+ 15.5%	97.3%	+ 8.7%	59	- 36.4%	23	- 25.8%
Putnam County	\$130,000	+ 4.0%	95.6%	+ 7.6%	100	- 37.3%	18	- 18.2%
Richland County	\$0		0.0%		0		0	
Van Wert County	\$0		0.0%		0		0	
Williams County	\$115,000	+ 15.6%	95.7%	+ 3.0%	73	- 33.6%	108	+ 18.7%
Wood County	\$224,450	+ 22.7%	98.3%	+ 2.8%	77	- 17.1%	285	+ 3.6%

Q1-2021

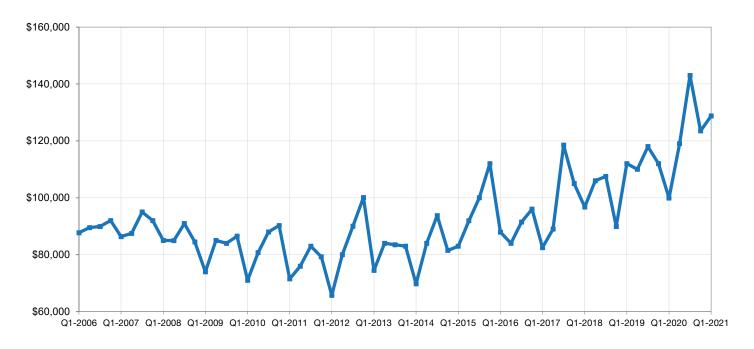


Defiance County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$128,750	+ 28.9%
Average Sales Price	\$156,506	+ 35.4%
Pct. of Orig. Price Rec'd.	97.0%	+ 3.7%
Homes for Sale	63	- 35.7%
Closed Sales	76	- 9.5%
Months Supply	1.9	- 33.3%
Days on Market	86	- 9.1%

Market Activity			
	Q1-2019	■Q1-2020	■Q1-2021
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Homes for Sale	(Closed Sa	ales

Historical Median Sales Price for Defiance County



Q1-2021



Defiance County ZIP Codes

	Median	Sales Price	Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
43506	\$129,000	+ 13.7%	97.5%	+ 5.4%	71	- 31.7%	60	+ 30.4%
43512	\$134,000	+ 38.1%	97.6%	+ 5.3%	78	- 11.9%	55	- 11.3%
43517	\$115,450	- 12.6%	95.2%	+ 2.2%	89	- 16.8%	6	0.0%
43526	\$118,000	- 5.2%	93.5%	+ 1.3%	109	- 17.9%	15	+ 25.0%
43527	\$119,900	- 25.1%	93.8%	- 0.4%	105	+ 41.6%	8	+ 700.0%
43536	\$0		0.0%		0		0	
43548	\$395,000		100.0%		71		1	
43549	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43556	\$166,346	+ 78.9%	103.5%	+ 5.0%	62	- 43.9%	4	+ 33.3%

Q1-2021

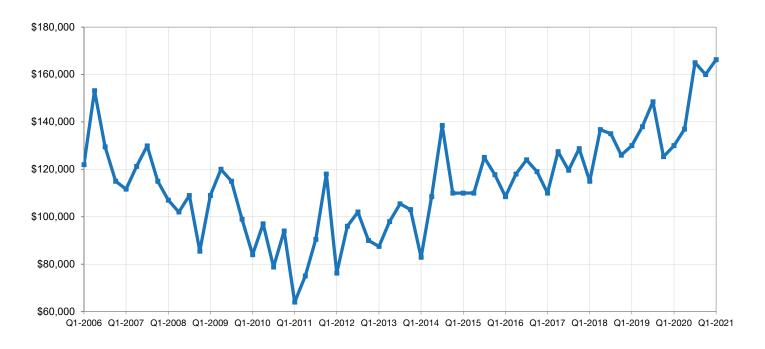


Fulton County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$166,250	+ 27.9%
Average Sales Price	\$190,163	+ 35.5%
Pct. of Orig. Price Rec'd.	98.2%	+ 1.3%
Homes for Sale	56	- 46.2%
Closed Sales	68	+ 1.5%
Months Supply	1.5	- 55.9%
Days on Market	73	- 22.1%



Historical Median Sales Price for Fulton County



Q1-2021



Fulton County ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
43502	\$149,900	- 1.4%	98.0%	+ 4.1%	79	- 28.1%	11	+ 10.0%
43504	\$539,000	+ 573.8%	98.0%	+ 4.0%	92	+ 87.8%	3	+ 200.0%
43515	\$229,000	+ 80.3%	100.8%	+ 6.0%	93	- 7.7%	13	- 23.5%
43521	\$104,950	+ 16.6%	98.3%	- 12.8%	58	+ 17.3%	4	+ 300.0%
43532	\$305,000	+ 95.5%	81.7%	- 10.7%	105	+ 38.7%	4	- 42.9%
43533	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43540	\$73,050	- 62.5%	93.5%	- 2.7%	162	+ 73.7%	2	- 50.0%
43557	\$152,000	- 7.3%	100.5%	+ 1.8%	49	- 40.6%	3	+ 50.0%
43558	\$220,000	+ 44.7%	99.3%	+ 6.5%	57	- 43.5%	27	+ 8.0%
43567	\$159,900	+ 23.0%	96.9%	- 4.0%	65	- 37.5%	19	0.0%
43570	\$101,500	- 32.8%	94.6%	- 4.4%	76	+ 87.7%	3	0.0%

Q1-2021

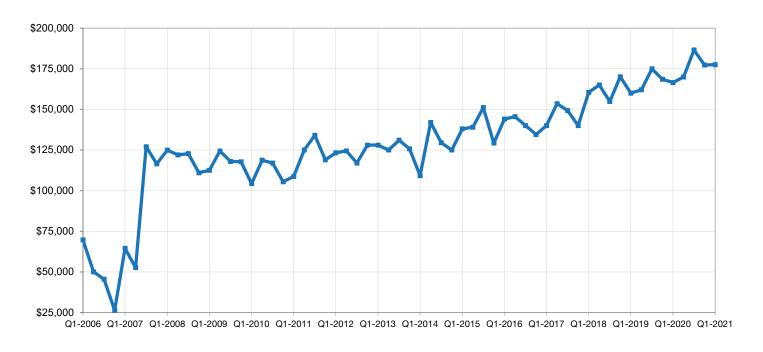


Hancock County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$177,500	+ 6.6%
Average Sales Price	\$214,152	+ 11.2%
Pct. of Orig. Price Rec'd.	96.3%	+ 0.9%
Homes for Sale	179	- 7.7%
Closed Sales	201	- 3.4%
Months Supply	2.2	- 0.0%
Days on Market	79	- 11.9%



Historical Median Sales Price for Hancock County

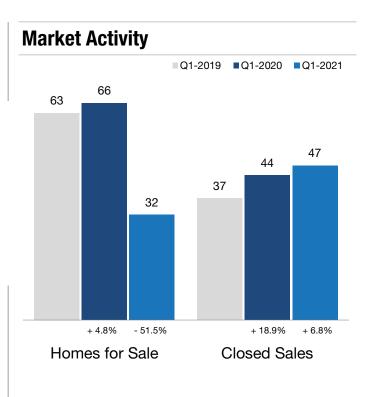


Q1-2021

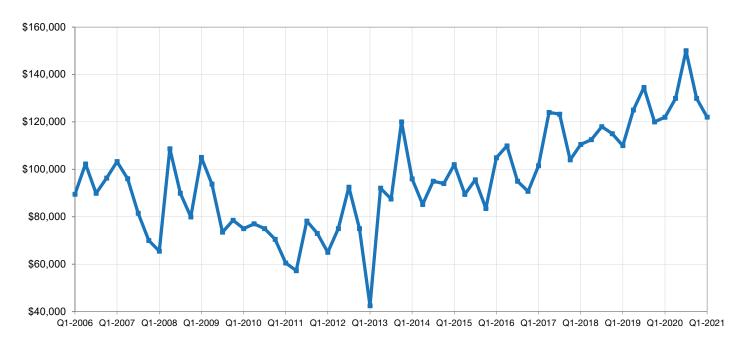


Henry County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$122,000	+ 0.0%
Average Sales Price	\$133,966	- 2.5%
Pct. of Orig. Price Rec'd.	96.4%	+ 2.7%
Homes for Sale	32	- 51.5%
Closed Sales	47	+ 6.8%
Months Supply	1.7	- 54.7%
Days on Market	79	- 18.4%



Historical Median Sales Price for Henry County



Q1-2021



Henry County ZIP Codes

	Median	Sales Price	Pct. of Ori	g. Price Rec'd.	Days	on Market	Clos	ed Sales
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
43502	\$149,900	- 1.4%	98.0%	+ 4.1%	79	- 28.1%	11	+ 10.0%
43511	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43516	\$74,000	+ 2.1%	96.5%	+ 6.2%	51	- 67.4%	3	- 62.5%
43522	\$155,000	+ 20.2%	97.6%	+ 5.5%	56	- 18.7%	7	+ 133.3%
43524	\$85,500	- 62.0%	95.8%	+ 0.1%	58	- 23.1%	7	+ 600.0%
43527	\$119,900	- 25.1%	93.8%	- 0.4%	105	+ 41.6%	8	+ 700.0%
43532	\$305,000	+ 95.5%	81.7%	- 10.7%	105	+ 38.7%	4	- 42.9%
43534	\$125,000	- 3.1%	96.2%	- 3.2%	49	+ 16.7%	1	- 66.7%
43545	\$130,000	+ 2.2%	100.2%	+ 5.9%	87	- 4.7%	18	- 25.0%
43545	\$130,000	+ 2.2%	100.2%	+ 5.9%	87	- 4.7%	18	- 25.0%
43548	\$395,000		100.0%		71		1	
43557	\$152,000	- 7.3%	100.5%	+ 1.8%	49	- 40.6%	3	+ 50.0%
45856	\$107,950	- 19.3%	88.7%	- 0.1%	124	+ 4.2%	4	0.0%

Q1-2021

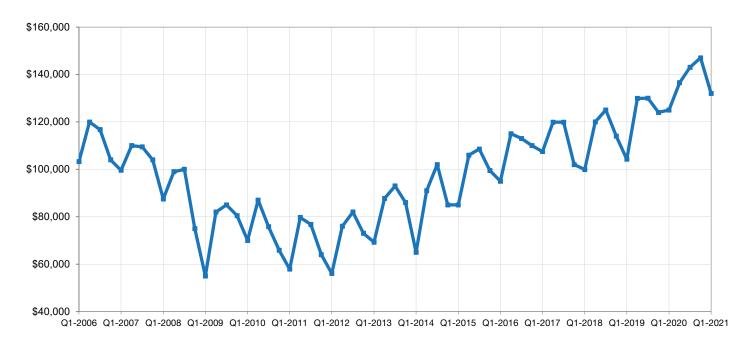


Lucas County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$132,000	+ 5.6%
Average Sales Price	\$166,139	+ 11.1%
Pct. of Orig. Price Rec'd.	96.8%	+ 3.2%
Homes for Sale	825	- 41.4%
Closed Sales	1,199	+ 15.0%
Months Supply	1.6	- 44.9%
Days on Market	70	- 20.4%



Historical Median Sales Price for Lucas County



Q1-2021



Lucas County ZIP Codes

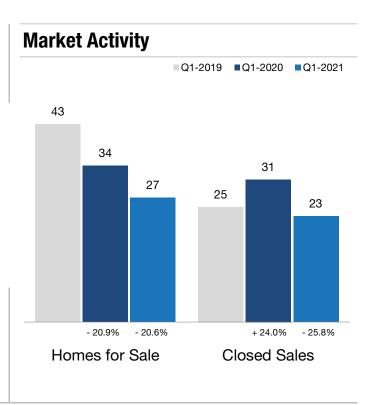
	Median	Sales Price	Pct. of Ori	g. Price Rec'd.	Days	on Market	Clos	ed Sales
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
43412	\$195,000	+ 46.7%	100.1%	+ 2.9%	41	- 43.5%	2	- 60.0%
43445	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43504	\$539,000	+ 573.8%	98.0%	+ 4.0%	92	+ 87.8%	3	+ 200.0%
43522	\$155,000	+ 20.2%	97.6%	+ 5.5%	56	- 18.7%	7	+ 133.3%
43528	\$266,750	+ 21.3%	97.7%	+ 4.2%	79	- 22.6%	46	+ 17.9%
43532	\$305,000	+ 95.5%	81.7%	- 10.7%	105	+ 38.7%	4	- 42.9%
43537	\$227,000	+ 29.8%	98.4%	+ 1.9%	73	- 7.8%	91	+ 18.2%
43542	\$370,000	+ 15.8%	96.4%	+ 3.2%	96	- 44.4%	15	+ 25.0%
43558	\$220,000	+ 44.7%	99.3%	+ 6.5%	57	- 43.5%	27	+ 8.0%
43560	\$255,138	+ 8.9%	99.4%	+ 3.4%	82	- 25.4%	115	+ 9.5%
43566	\$234,750	- 18.1%	96.3%	- 0.2%	88	- 10.7%	28	+ 27.3%
43571	\$350,000	+ 20.7%	96.2%	+ 0.9%	90	- 23.2%	20	- 4.8%
43601	\$0		0.0%		0		0	
43604	\$21,500	- 87.4%	81.2%	- 11.0%	115	+ 64.5%	8	+ 60.0%
43605	\$33,200	+ 70.3%	91.5%	+ 8.5%	51	- 46.9%	43	+ 95.5%
43606	\$144,900	+ 15.0%	95.7%	+ 0.8%	58	- 28.6%	60	0.0%
43607	\$68,250	+ 24.1%	95.5%	+ 8.8%	59	- 32.5%	51	+ 64.5%
43608	\$31,000	+ 47.6%	95.0%	+ 8.4%	37	- 63.8%	40	+ 150.0%
43609	\$47,500	+ 55.7%	95.9%	+ 11.7%	55	- 35.0%	49	+ 11.4%
43610	\$35,276	- 18.0%	100.2%	+ 14.9%	68	- 10.8%	9	+ 12.5%
43611	\$105,000	+ 18.0%	96.2%	+ 4.2%	68	- 23.0%	59	+ 3.5%
43612	\$74,500	+ 24.2%	96.2%	+ 3.8%	72	- 7.1%	95	- 2.1%
43613	\$111,830	+ 17.8%	96.2%	+ 2.8%	73	+ 2.4%	134	+ 48.9%
43614	\$150,000	+ 11.2%	98.0%	+ 3.9%	66	- 23.4%	83	- 7.8%
43615	\$139,200	+ 2.0%	96.7%	+ 1.8%	71	- 9.9%	114	+ 14.0%
43616	\$180,000	+ 26.3%	97.3%	- 0.2%	79	- 20.7%	55	+ 1.9%
43617	\$270,000	+ 28.0%	98.8%	+ 2.8%	97	+ 5.7%	23	- 11.5%
43620	\$120,000	+ 433.3%	94.1%	- 9.9%	86	+ 202.6%	4	+ 33.3%
43623	\$144,250	+ 9.7%	98.5%	+ 6.7%	55	- 25.3%	48	+ 6.7%

Q1-2021

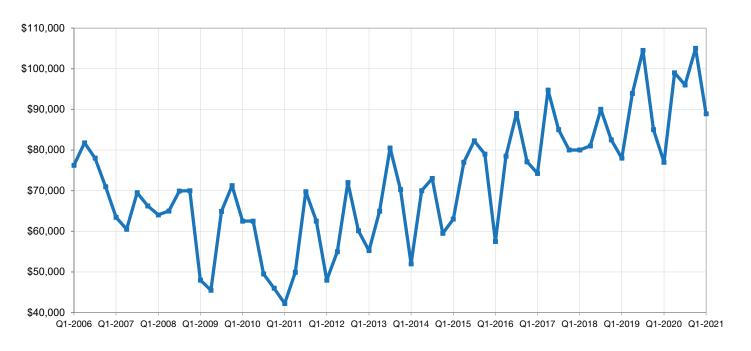


Paulding County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$88,900	+ 15.5%
Average Sales Price	\$102,700	+ 2.6%
Pct. of Orig. Price Rec'd.	97.3%	+ 8.7%
Homes for Sale	27	- 20.6%
Closed Sales	23	- 25.8%
Months Supply	2.6	- 14.2%
Days on Market	59	- 36.4%



Historical Median Sales Price for Paulding County



Q1-2021



Paulding County ZIP Codes

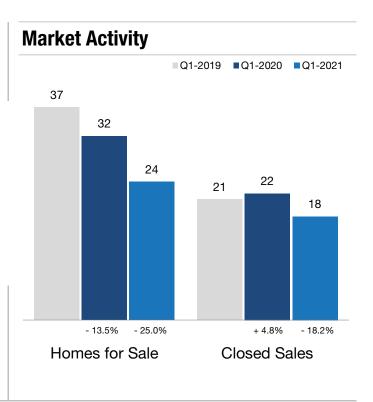
	Median Sales Price		Pct. of Ori	Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	
43512	\$134,000	+ 38.1%	97.6%	+ 5.3%	78	- 11.9%	55	- 11.3%	
43526	\$118,000	- 5.2%	93.5%	+ 1.3%	109	- 17.9%	15	+ 25.0%	
45813	\$160,000	+ 74.9%	99.2%	+ 4.5%	78	+ 13.0%	3	- 25.0%	
45821	\$131,450	+ 27.6%	101.1%	+ 15.3%	31	- 76.6%	2	- 33.3%	
45827	\$400,000		100.0%		1		1		
45849	\$0		0.0%		0		0		
45851	\$54,750	- 77.2%	91.8%	- 10.1%	155	+ 187.0%	2	+ 100.0%	
45873	\$119,000	+ 87.2%	97.1%	+ 36.2%	65	- 49.1%	2	- 33.3%	
45879	\$84,500	+ 17.4%	95.7%	+ 5.1%	62	- 34.2%	8	- 42.9%	
45880	\$114,750	- 6.1%	100.6%	+ 7.9%	21	- 79.2%	4	- 33.3%	
45886	\$0		0.0%		0		0		

Q1-2021

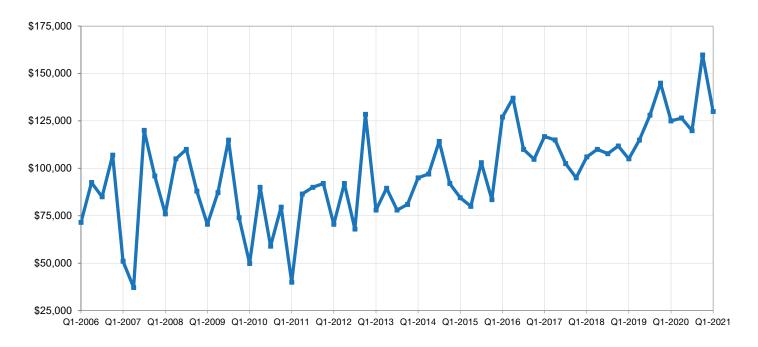


Putnam County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$130,000	+ 4.0%
Average Sales Price	\$165,750	+ 14.1%
Pct. of Orig. Price Rec'd.	95.6%	+ 7.6%
Homes for Sale	24	- 25.0%
Closed Sales	18	- 18.2%
Months Supply	2.8	- 21.3%
Days on Market	100	- 37.3%



Historical Median Sales Price for Putnam County



Q1-2021



Putnam County ZIP Codes

	Median	Median Sales Price Pct.		Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	
43516	\$74,000	+ 2.1%	96.5%	+ 6.2%	51	- 67.4%	3	- 62.5%	
43548	\$395,000		100.0%		71		1		
45827	\$400,000		100.0%		1		1		
45830	\$399,900	+ 303.9%	100.0%	+ 22.0%	46	- 59.4%	1	- 75.0%	
45831	\$149,000	+ 60.2%	95.3%	+ 14.4%	77	- 66.3%	4	+ 33.3%	
45833	\$0		0.0%		0		0		
45844	\$0		0.0%		0		0		
45849	\$0		0.0%		0		0		
45856	\$107,950	- 19.3%	88.7%	- 0.1%	124	+ 4.2%	4	0.0%	
45858	\$142,750	- 22.2%	96.5%	+ 0.3%	62	- 18.1%	6	- 25.0%	
45868	\$0		0.0%		0		0		
45875	\$124,950	- 26.5%	97.9%	+ 5.5%	85	- 53.6%	6	- 40.0%	
45877	\$124,950	+ 112.0%	98.3%	+ 0.7%	220	+ 246.5%	2	0.0%	

Q1-2021

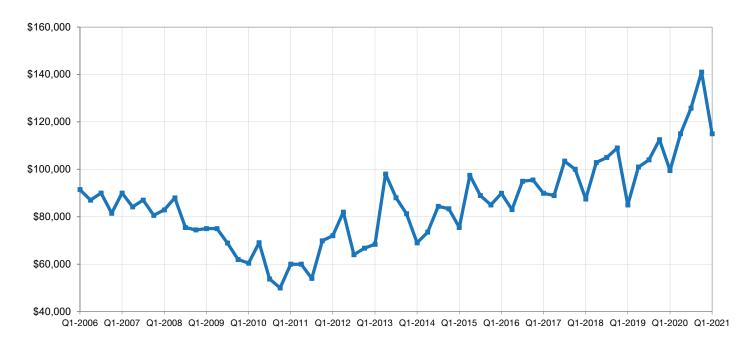


Williams County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$115,000	+ 15.6%
Average Sales Price	\$128,897	+ 12.7%
Pct. of Orig. Price Rec'd.	95.7%	+ 3.0%
Homes for Sale	80	- 22.3%
Closed Sales	108	+ 18.7%
Months Supply	2.2	- 22.0%
Days on Market	73	- 33.6%



Historical Median Sales Price for Williams County



Q1-2021



Williams County ZIP Codes

	Median Sales Price		Pct. of Ori	Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	
43501	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
43506	\$129,000	+ 13.7%	97.5%	+ 5.4%	71	- 31.7%	60	+ 30.4%	
43517	\$115,450	- 12.6%	95.2%	+ 2.2%	89	- 16.8%	6	0.0%	
43518	\$56,000	- 50.2%	90.9%	- 5.0%	81	- 6.9%	3	- 62.5%	
43521	\$104,950	+ 16.6%	98.3%	- 12.8%	58	+ 17.3%	4	+ 300.0%	
43543	\$94,900	+ 18.8%	91.9%	- 1.9%	81	- 48.0%	31	+ 55.0%	
43554	\$79,000	- 24.6%	97.5%	+ 17.7%	40	- 67.7%	4	0.0%	
43557	\$152,000	- 7.3%	100.5%	+ 1.8%	49	- 40.6%	3	+ 50.0%	
43570	\$101,500	- 32.8%	94.6%	- 4.4%	76	+ 87.7%	3	0.0%	

Q1-2021

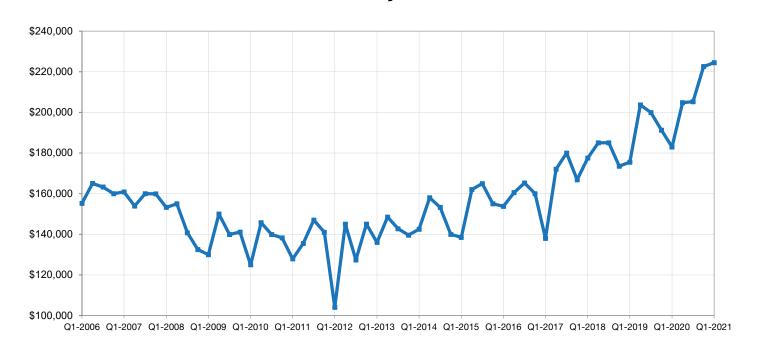


Wood County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$224,450	+ 22.7%
Average Sales Price	\$244,816	+ 18.1%
Pct. of Orig. Price Rec'd.	98.3%	+ 2.8%
Homes for Sale	195	- 46.7%
Closed Sales	285	+ 3.6%
Months Supply	1.5	- 48.9%
Days on Market	77	- 17.1%



Historical Median Sales Price for Wood County



Q1-2021



Wood County ZIP Codes

	Median Sales Price		Pct. of Ori	g. Price Rec'd.	Days	Days on Market		ed Sales
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change
43402	\$217,500	+ 13.0%	97.8%	+ 2.3%	68	- 15.0%	51	- 5.6%
43406	\$50,450	- 5.3%	85.6%	+ 6.6%	59	- 72.6%	2	0.0%
43413	\$241,000		101.5%		44	+ 11.5%	2	+ 100.0%
43430	\$132,000	+ 4.5%	92.6%	- 1.5%	58	- 15.6%	8	- 42.9%
43443	\$164,250	- 4.6%	97.2%	- 4.8%	70	+ 105.1%	4	+ 300.0%
43447	\$193,000	+ 42.4%	92.4%	- 2.2%	86	- 15.2%	11	+ 83.3%
43450	\$190,500	+ 26.2%	108.6%	+ 19.6%	61	- 51.6%	7	- 36.4%
43451	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%
43457	\$450,000		95.2%		116		1	
43460	\$147,000	+ 21.5%	101.5%	+ 6.4%	70	- 10.6%	17	+ 13.3%
43462	\$225,251	+ 463.1%	113.6%	+ 13.3%	47	+ 19.2%	2	+ 100.0%
43465	\$168,000	+ 22.6%	103.3%	+ 5.8%	43	- 57.6%	9	- 35.7%
43466	\$142,500	+ 19.7%	105.6%	+ 14.6%	51	- 63.2%	2	- 33.3%

Q1-2021

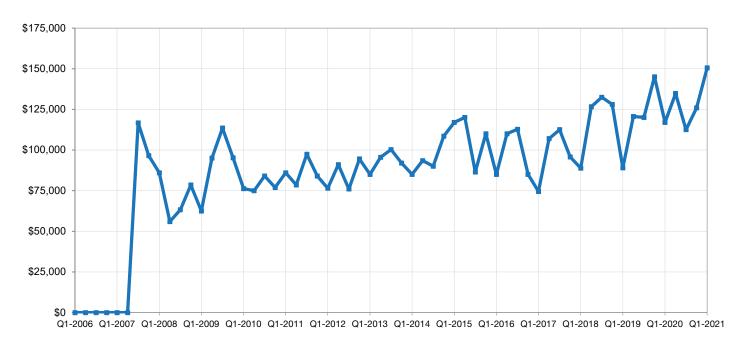


Wyandot County

Key Metrics	Q1-2021	1-Year Change
Median Sales Price	\$150,500	+ 28.6%
Average Sales Price	\$178,510	+ 45.6%
Pct. of Orig. Price Rec'd.	89.2%	- 2.1%
Homes for Sale	25	+ 4.2%
Closed Sales	20	- 39.4%
Months Supply	3.3	+ 29.6%
Days on Market	118	+ 15.7%



Historical Median Sales Price for Wyandot County



Q1-2021



Wyandot County ZIP Codes

	Median Sales Price		Pct. of Ori	Pct. of Orig. Price Rec'd.		Days on Market		Closed Sales	
	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	Q1-2021	1-Year Change	
43316	\$151,000	+ 41.8%	90.3%	+ 1.1%	103	- 0.9%	5	- 50.0%	
43323	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
43326	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
43332	\$0		0.0%		0		0		
43337	\$0		0.0%		0		0		
43351	\$150,000	+ 23.0%	89.6%	- 3.6%	120	+ 16.3%	13	- 27.8%	
43359	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
44802	\$201,950	+ 98.0%	98.8%	- 0.5%	50	+ 29.9%	2	0.0%	
44844	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
44849	\$0	- 100.0%	0.0%	- 100.0%	0	- 100.0%	0	- 100.0%	
44882	\$300,000	+ 172.7%	92.6%	- 8.6%	141	+ 139.0%	1	0.0%	
45843	\$160,000	+ 62.0%	96.0%	+ 3.8%	148	+ 124.6%	2	- 66.7%	
45867	\$0		0.0%		0		0		