

Local Market Update – March 2022

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

Single Family Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	147	160	+8.8%	377	373	-1.1%
Closed Sales	134	140	+4.5%	335	363	+8.4%
Days on Market	83	71	-14.5%	78	77	-1.3%
SP\$/SqFt	\$89.27	\$100.24	+12.3%	\$86.55	\$99.11	+14.5%
Median Sales Price*	\$134,500	\$142,750	+6.1%	\$130,000	\$145,000	+11.5%
Average Sales Price*	\$160,540	\$169,593	+5.6%	\$148,742	\$165,641	+11.4%
Percent of List Price Received*	98%	99%	+1.0%	98%	98%	---
Months Supply of Inventory	3	3	---	---	---	---
Total Volume	\$21,512,350	\$23,743,023	+10.4%	\$49,828,703	\$60,127,705	+20.7%

Condo Key Metrics	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	2	2	---	5	9	+80.0%
Closed Sales	1	3	200.0%	6	6	---
Days on Market	13	39	+200.0%	51	37	-27.5%
SP\$/SqFt	\$131.96	\$150.33	+13.9%	\$88.91	\$128.70	+44.8%
Median Sales Price*	\$166,000	\$198,000	+19.3%	\$105,750	\$189,000	+78.7%
Average Sales Price*	\$166,000	\$210,167	+26.65%	\$108,950	\$169,250	+55.3%
Percent of List Price Received*	101%	103%	+2.0%	98%	101%	+3.1%
Months Supply of Inventory	5	2	-60.0%	---	---	---
Total Volume	\$166,000	\$630,500	+279.8%	\$653,700	\$1,015,500	+55.3%

*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 Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,143	988	- 13.6%	2,715	2,447	- 9.9%
Pending Sales		955	838	- 12.3%	2,390	2,247	- 6.0%
Closed Sales		903	840	- 7.0%	2,238	2,213	- 1.1%
Days on Market Until Sale		76	67	- 11.8%	75	72	- 4.0%
Median Sales Price		\$159,250	\$155,000	- 2.7%	\$149,000	\$159,900	+ 7.3%
Average Sales Price		\$190,331	\$189,985	- 0.2%	\$177,915	\$189,992	+ 6.8%
Percent of List Price Received		98.7%	100.0%	+ 1.3%	98.2%	99.3%	+ 1.1%
Housing Affordability Index		248	260	+ 4.8%	265	252	- 4.9%
Inventory of Homes for Sale		1,815	1,500	- 17.4%	—	—	—
Months Supply of Inventory		1.9	1.5	- 21.1%	—	—	—

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Defiance

MLS Area 61: 43512

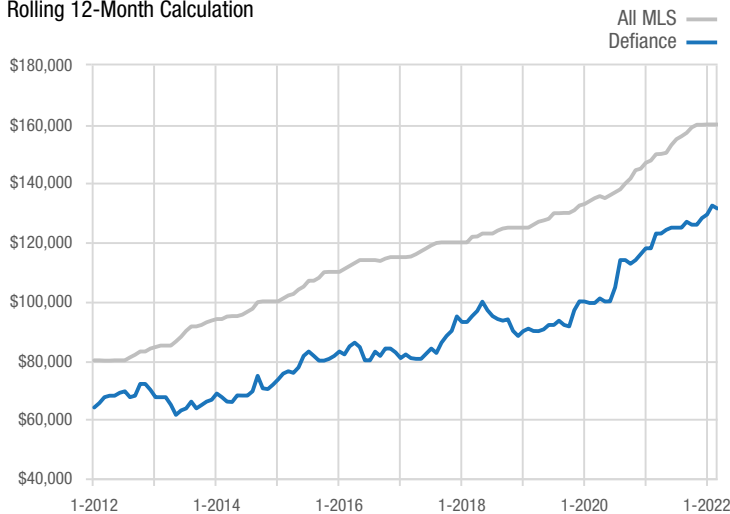
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	23	18	- 21.7%	54	47	- 13.0%
Pending Sales	15	22	+ 46.7%	37	52	+ 40.5%
Closed Sales	14	20	+ 42.9%	35	47	+ 34.3%
Days on Market Until Sale	71	59	- 16.9%	80	73	- 8.8%
Median Sales Price*	\$132,250	\$124,500	- 5.9%	\$111,500	\$130,000	+ 16.6%
Average Sales Price*	\$126,050	\$134,638	+ 6.8%	\$122,246	\$142,263	+ 16.4%
Percent of List Price Received*	99.8%	97.6%	- 2.2%	98.7%	98.8%	+ 0.1%
Inventory of Homes for Sale	44	34	- 22.7%	—	—	—
Months Supply of Inventory	2.6	1.7	- 34.6%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	1	2	+ 100.0%	1	3	+ 200.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	90	—	—
Median Sales Price*	—	—	—	\$155,000	—	—
Average Sales Price*	—	—	—	\$155,000	—	—
Percent of List Price Received*	—	—	—	96.9%	—	—
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	1.4	+ 133.3%	—	—	—

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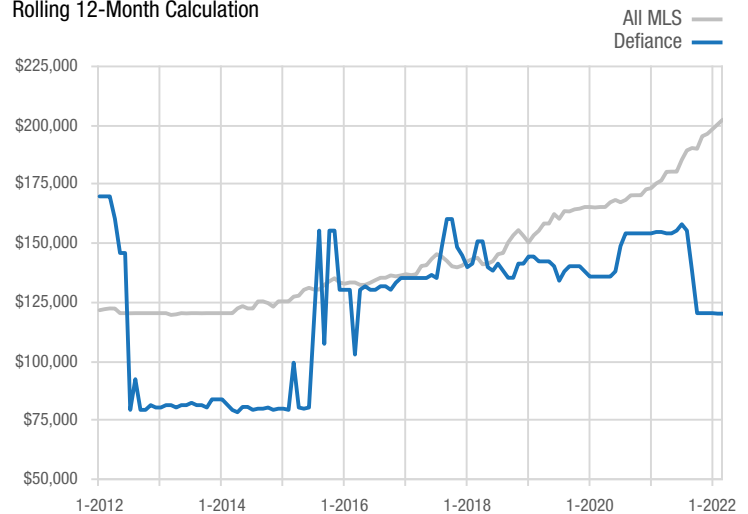
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

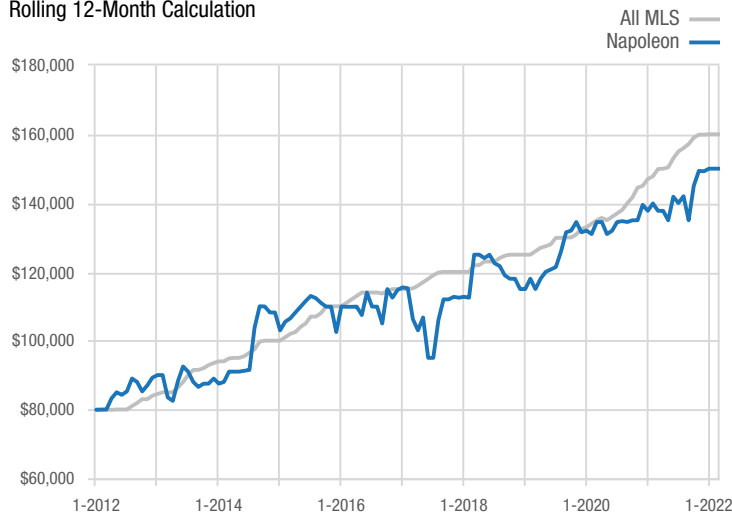
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	7	16	+ 128.6%	20	34	+ 70.0%
Pending Sales	7	12	+ 71.4%	17	25	+ 47.1%
Closed Sales	7	9	+ 28.6%	16	24	+ 50.0%
Days on Market Until Sale	132	60	- 54.5%	91	64	- 29.7%
Median Sales Price*	\$116,000	\$165,000	+ 42.2%	\$130,000	\$159,000	+ 22.3%
Average Sales Price*	\$137,257	\$156,289	+ 13.9%	\$139,707	\$155,458	+ 11.3%
Percent of List Price Received*	102.0%	96.2%	- 5.7%	101.3%	96.9%	- 4.3%
Inventory of Homes for Sale	21	25	+ 19.0%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	15	—	—	15	—
Median Sales Price*	—	\$239,500	—	—	\$239,500	—
Average Sales Price*	—	\$239,500	—	—	\$239,500	—
Percent of List Price Received*	—	100.0%	—	—	100.0%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.5	—	—	—	—	—

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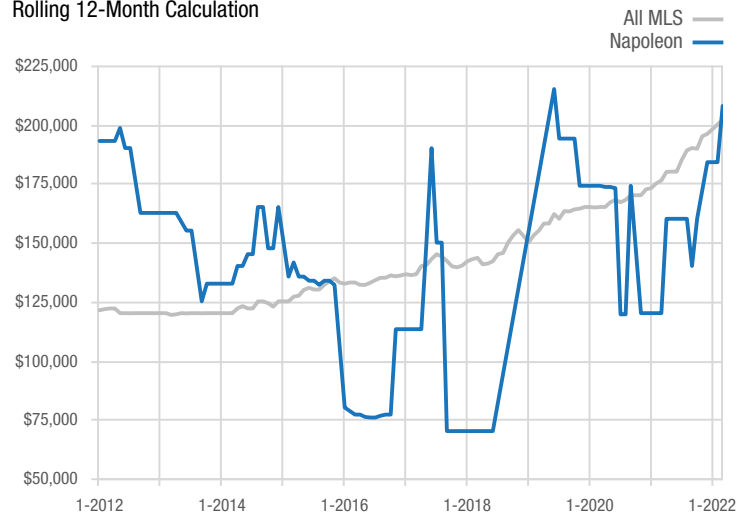
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

MLS Area 87: 43506

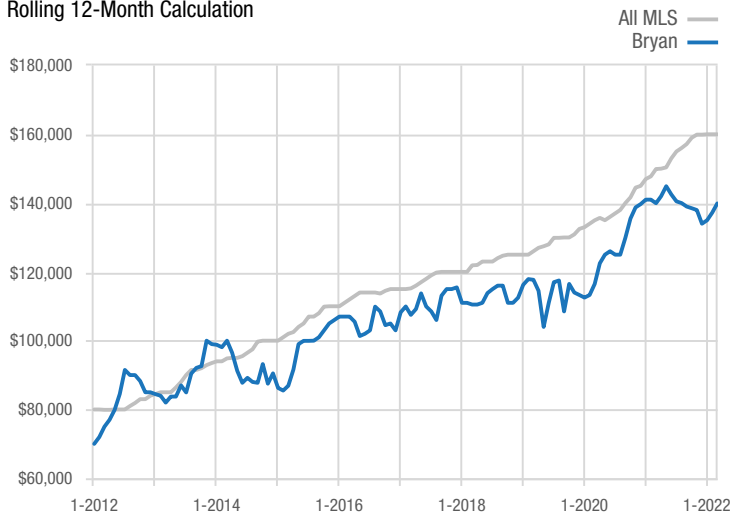
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	23	16	- 30.4%	58	42	- 27.6%
Pending Sales	12	18	+ 50.0%	49	49	0.0%
Closed Sales	16	23	+ 43.8%	54	53	- 1.9%
Days on Market Until Sale	73	81	+ 11.0%	72	76	+ 5.6%
Median Sales Price*	\$114,950	\$145,500	+ 26.6%	\$131,450	\$155,000	+ 17.9%
Average Sales Price*	\$125,669	\$191,795	+ 52.6%	\$140,788	\$190,078	+ 35.0%
Percent of List Price Received*	99.6%	100.0%	+ 0.4%	98.6%	99.9%	+ 1.3%
Inventory of Homes for Sale	42	28	- 33.3%	—	—	—
Months Supply of Inventory	2.5	1.5	- 40.0%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	0	0	—	0	3	—
Pending Sales	0	1	—	1	3	+ 200.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	44	—	60	36	- 40.0%
Median Sales Price*	—	\$198,000	—	\$72,850	\$191,500	+ 162.9%
Average Sales Price*	—	\$198,000	—	\$72,850	\$191,500	+ 162.9%
Percent of List Price Received*	—	108.6%	—	95.2%	106.0%	+ 11.3%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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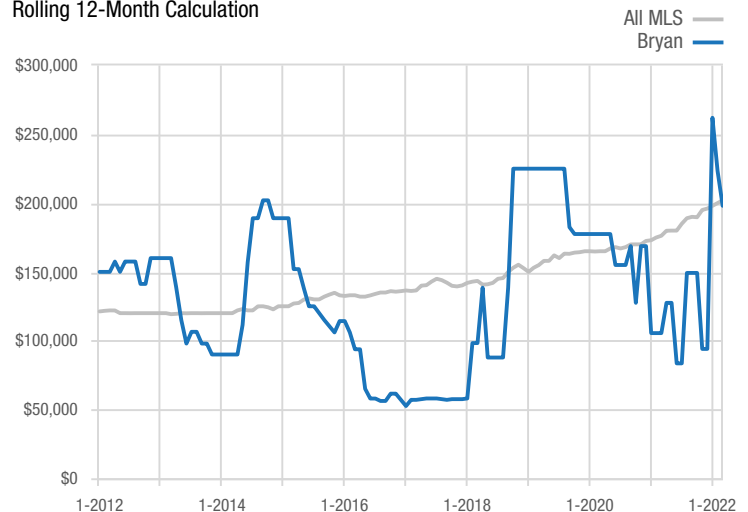
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

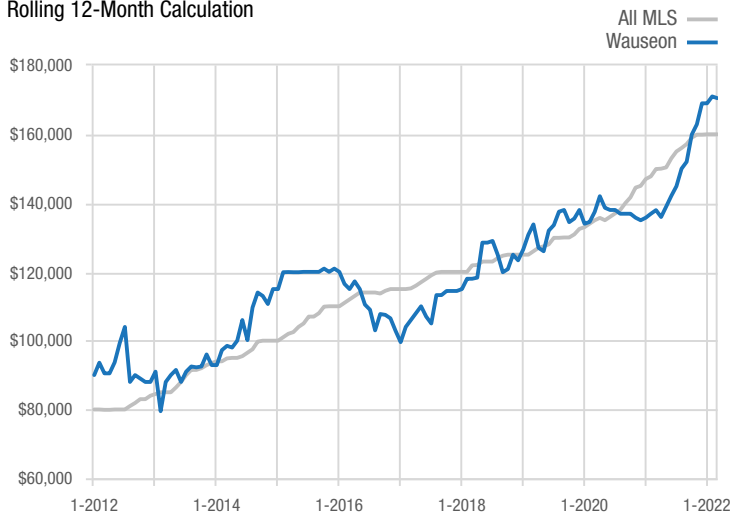
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	7	6	- 14.3%	18	22	+ 22.2%
Pending Sales	7	5	- 28.6%	17	19	+ 11.8%
Closed Sales	8	7	- 12.5%	16	21	+ 31.3%
Days on Market Until Sale	58	80	+ 37.9%	73	71	- 2.7%
Median Sales Price*	\$176,500	\$230,000	+ 30.3%	\$152,450	\$215,000	+ 41.0%
Average Sales Price*	\$186,038	\$219,986	+ 18.2%	\$175,526	\$207,170	+ 18.0%
Percent of List Price Received*	100.1%	100.6%	+ 0.5%	99.3%	99.9%	+ 0.6%
Inventory of Homes for Sale	15	17	+ 13.3%	—	—	—
Months Supply of Inventory	1.5	1.6	+ 6.7%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	1	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	13	—	—	30	—	—
Median Sales Price*	\$166,000	—	—	\$112,500	—	—
Average Sales Price*	\$166,000	—	—	\$112,500	—	—
Percent of List Price Received*	100.6%	—	—	99.9%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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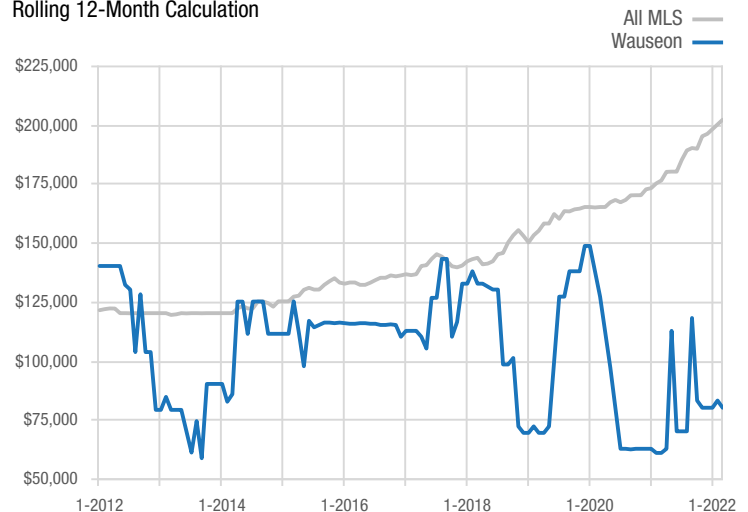
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

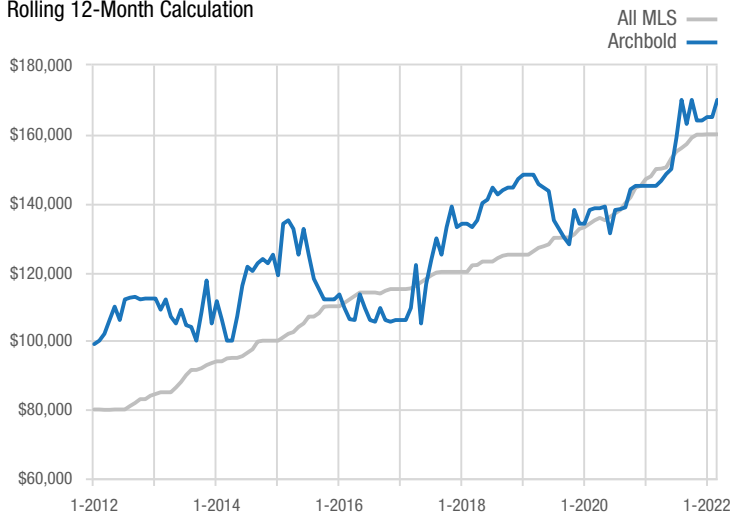
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	6	3	- 50.0%	10	13	+ 30.0%
Pending Sales	5	2	- 60.0%	11	9	- 18.2%
Closed Sales	4	3	- 25.0%	10	8	- 20.0%
Days on Market Until Sale	80	88	+ 10.0%	82	93	+ 13.4%
Median Sales Price*	\$208,500	\$257,000	+ 23.3%	\$148,450	\$189,000	+ 27.3%
Average Sales Price*	\$223,875	\$257,000	+ 14.8%	\$183,600	\$188,286	+ 2.6%
Percent of List Price Received*	99.2%	98.9%	- 0.3%	98.7%	94.7%	- 4.1%
Inventory of Homes for Sale	8	10	+ 25.0%	—	—	—
Months Supply of Inventory	1.3	2.2	+ 69.2%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	1	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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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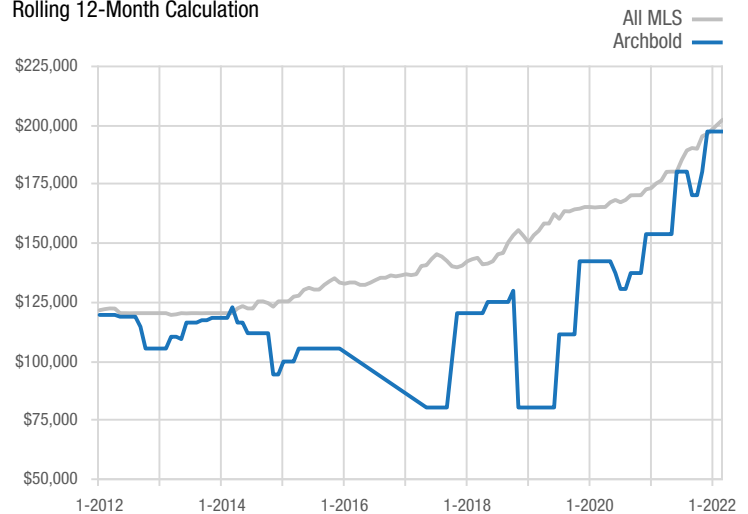
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

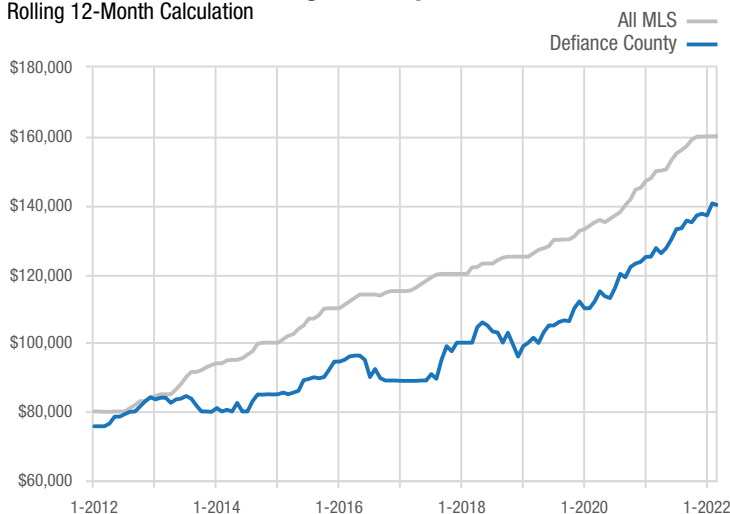
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	31	38	+ 22.6%	83	83	0.0%
Pending Sales	31	29	- 6.5%	71	83	+ 16.9%
Closed Sales	33	34	+ 3.0%	74	83	+ 12.2%
Days on Market Until Sale	96	64	- 33.3%	87	74	- 14.9%
Median Sales Price*	\$138,000	\$132,000	- 4.3%	\$128,500	\$133,000	+ 3.5%
Average Sales Price*	\$167,183	\$141,389	- 15.4%	\$156,912	\$147,583	- 5.9%
Percent of List Price Received*	99.2%	97.5%	- 1.7%	98.7%	98.0%	- 0.7%
Inventory of Homes for Sale	66	65	- 1.5%	—	—	—
Months Supply of Inventory	2.1	1.8	- 14.3%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	2	2	0.0%	3	4	+ 33.3%
Pending Sales	0	1	—	2	2	0.0%
Closed Sales	0	0	—	2	2	0.0%
Days on Market Until Sale	—	—	—	63	38	- 39.7%
Median Sales Price*	—	—	—	\$141,500	\$100,000	- 29.3%
Average Sales Price*	—	—	—	\$141,500	\$100,000	- 29.3%
Percent of List Price Received*	—	—	—	97.7%	98.0%	+ 0.3%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	0.8	1.4	+ 75.0%	—	—	—

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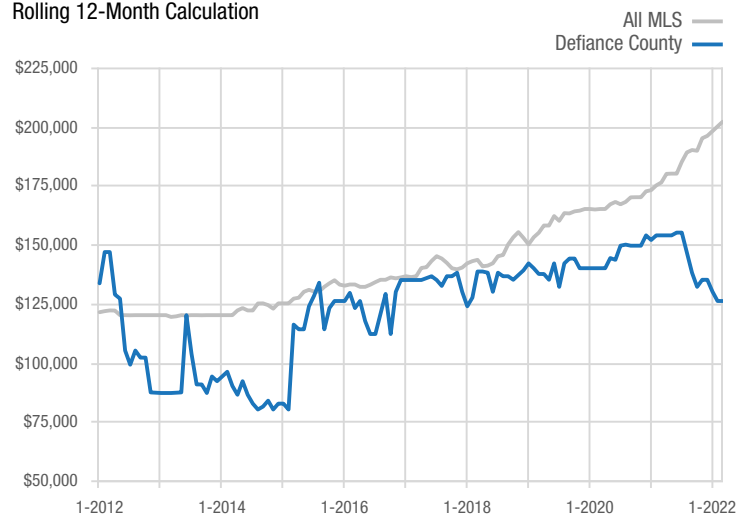
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

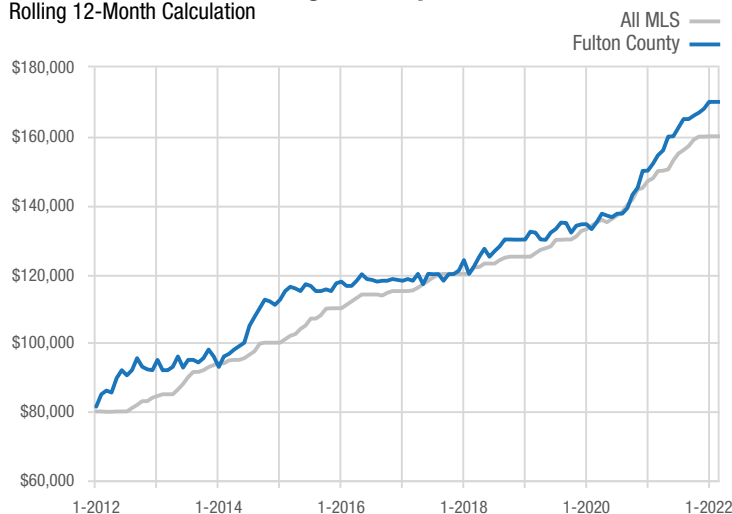
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	33	27	- 18.2%	66	80	+ 21.2%
Pending Sales	27	22	- 18.5%	65	66	+ 1.5%
Closed Sales	26	23	- 11.5%	67	71	+ 6.0%
Days on Market Until Sale	71	70	- 1.4%	74	67	- 9.5%
Median Sales Price*	\$227,500	\$220,200	- 3.2%	\$166,500	\$180,000	+ 8.1%
Average Sales Price*	\$226,412	\$234,133	+ 3.4%	\$191,808	\$193,368	+ 0.8%
Percent of List Price Received*	99.2%	101.0%	+ 1.8%	99.8%	99.0%	- 0.8%
Inventory of Homes for Sale	58	55	- 5.2%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	2	0	- 100.0%
Pending Sales	1	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	13	—	—	30	—	—
Median Sales Price*	\$166,000	—	—	\$112,500	—	—
Average Sales Price*	\$166,000	—	—	\$112,500	—	—
Percent of List Price Received*	100.6%	—	—	99.9%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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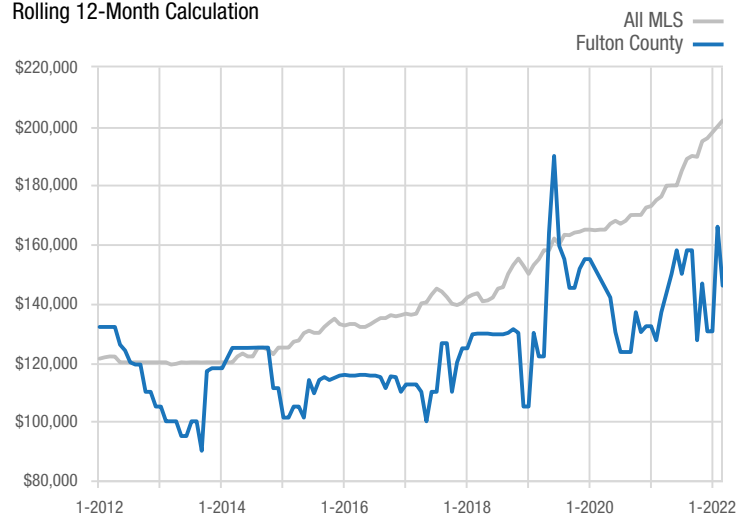
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

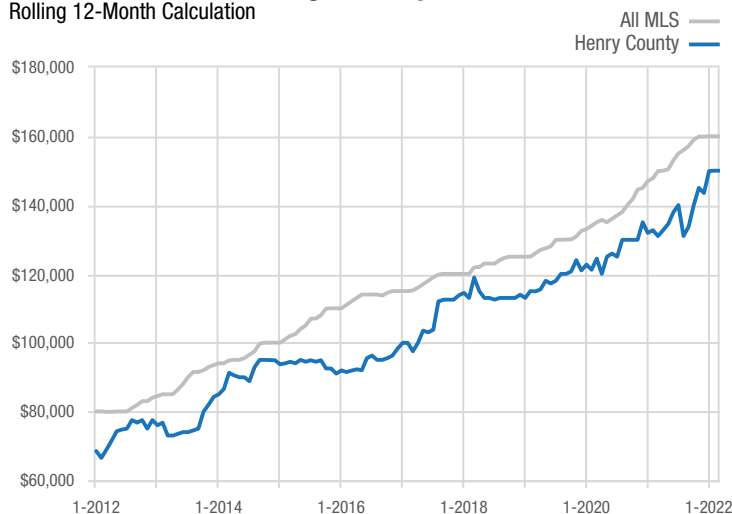
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	13	25	+ 92.3%	41	62	+ 51.2%
Pending Sales	17	24	+ 41.2%	47	54	+ 14.9%
Closed Sales	19	21	+ 10.5%	47	53	+ 12.8%
Days on Market Until Sale	101	52	- 48.5%	79	68	- 13.9%
Median Sales Price*	\$113,000	\$130,000	+ 15.0%	\$122,000	\$160,000	+ 31.1%
Average Sales Price*	\$139,339	\$163,024	+ 17.0%	\$133,966	\$182,231	+ 36.0%
Percent of List Price Received*	96.1%	98.9%	+ 2.9%	96.8%	98.5%	+ 1.8%
Inventory of Homes for Sale	34	42	+ 23.5%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	15	—	—	15	—
Median Sales Price*	—	\$239,500	—	—	\$239,500	—
Average Sales Price*	—	\$239,500	—	—	\$239,500	—
Percent of List Price Received*	—	100.0%	—	—	100.0%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.5	—	—	—	—	—

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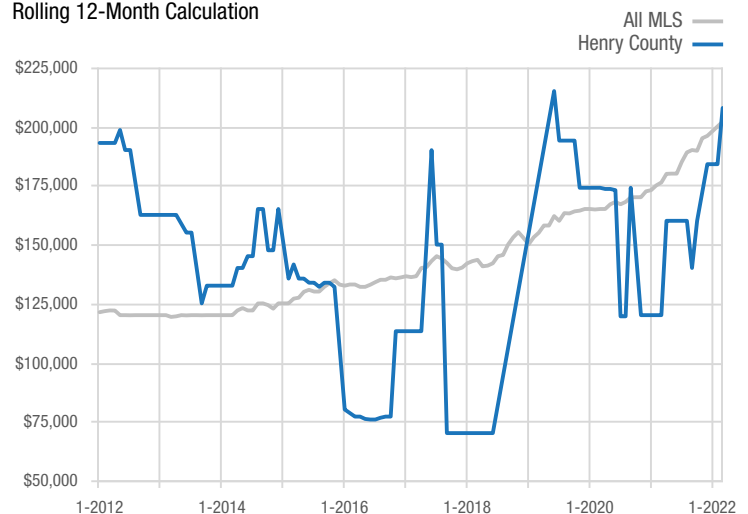
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2022

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Paulding County

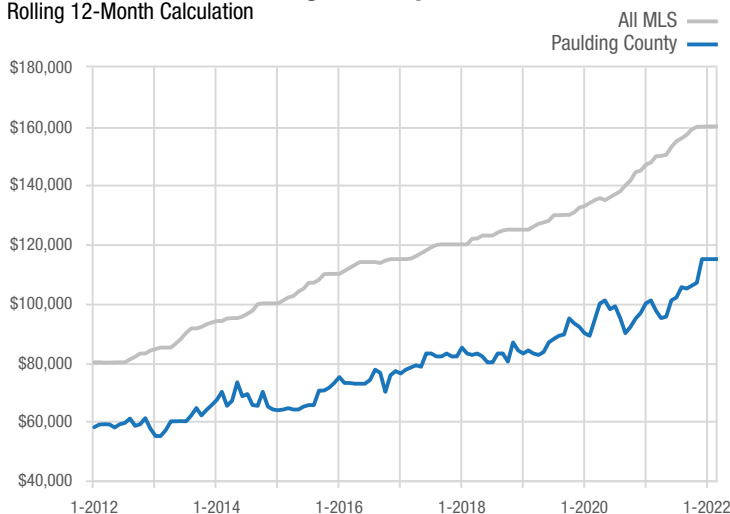
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	14	15	+ 7.1%	40	40	0.0%
Pending Sales	10	14	+ 40.0%	27	31	+ 14.8%
Closed Sales	8	13	+ 62.5%	23	33	+ 43.5%
Days on Market Until Sale	58	60	+ 3.4%	59	83	+ 40.7%
Median Sales Price*	\$87,250	\$127,600	+ 46.2%	\$88,900	\$109,900	+ 23.6%
Average Sales Price*	\$113,988	\$132,908	+ 16.6%	\$102,700	\$123,023	+ 19.8%
Percent of List Price Received*	96.1%	101.1%	+ 5.2%	97.9%	97.6%	- 0.3%
Inventory of Homes for Sale	28	30	+ 7.1%	—	—	—
Months Supply of Inventory	2.7	2.5	- 7.4%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% 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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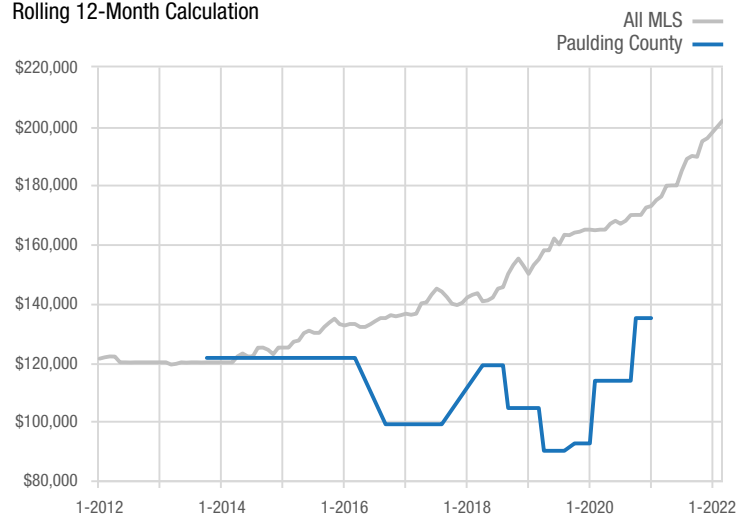
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

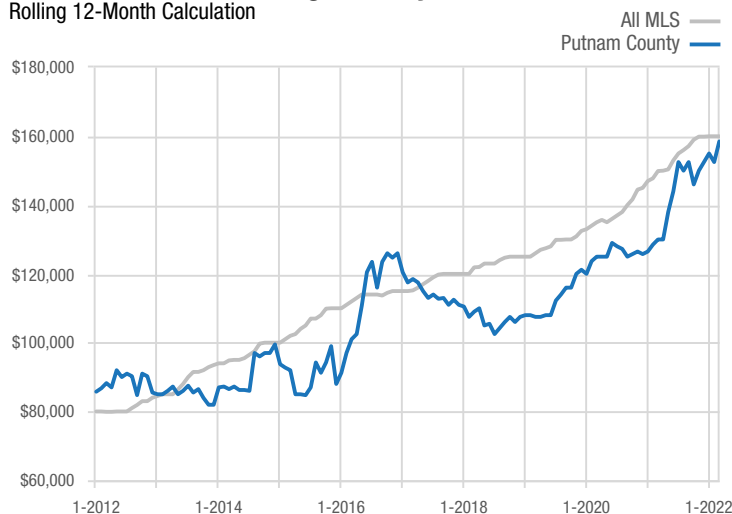
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	13	9	- 30.8%	28	20	- 28.6%
Pending Sales	13	7	- 46.2%	21	19	- 9.5%
Closed Sales	13	12	- 7.7%	18	21	+ 16.7%
Days on Market Until Sale	102	119	+ 16.7%	100	102	+ 2.0%
Median Sales Price*	\$119,900	\$154,500	+ 28.9%	\$130,000	\$166,000	+ 27.7%
Average Sales Price*	\$145,208	\$158,658	+ 9.3%	\$165,750	\$167,771	+ 1.2%
Percent of List Price Received*	94.8%	94.8%	0.0%	95.9%	96.3%	+ 0.4%
Inventory of Homes for Sale	26	17	- 34.6%	—	—	—
Months Supply of Inventory	3.1	1.7	- 45.2%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	57	—	—	57	—
Median Sales Price*	—	\$193,000	—	—	\$193,000	—
Average Sales Price*	—	\$193,000	—	—	\$193,000	—
Percent of List Price Received*	—	99.0%	—	—	99.0%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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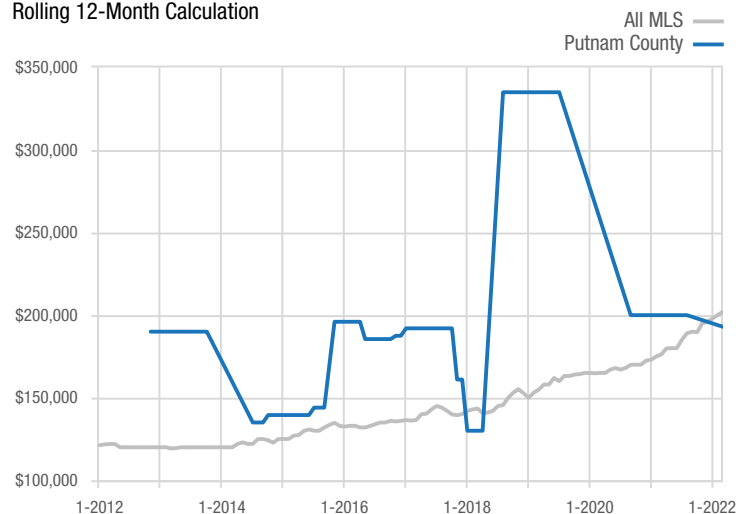
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

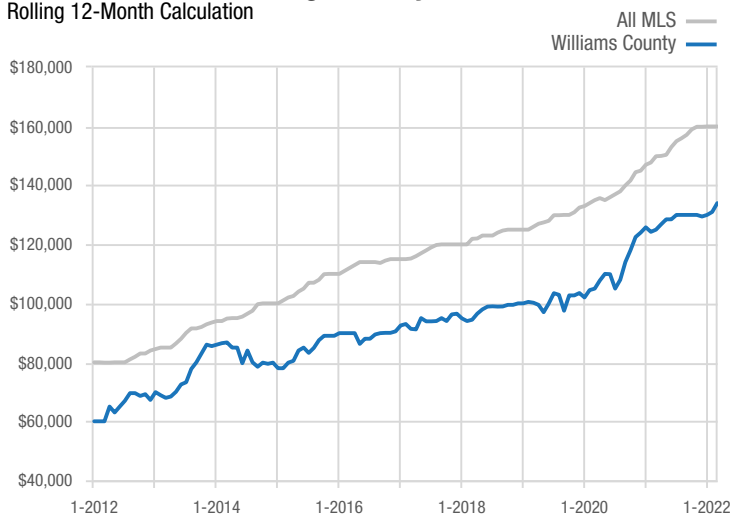
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	43	40	- 7.0%	119	79	- 33.6%
Pending Sales	36	31	- 13.9%	108	93	- 13.9%
Closed Sales	35	35	0.0%	106	100	- 5.7%
Days on Market Until Sale	69	78	+ 13.0%	74	83	+ 12.2%
Median Sales Price*	\$115,000	\$135,000	+ 17.4%	\$116,900	\$142,500	+ 21.9%
Average Sales Price*	\$130,883	\$182,357	+ 39.3%	\$129,964	\$170,847	+ 31.5%
Percent of List Price Received*	98.5%	99.8%	+ 1.3%	97.5%	98.3%	+ 0.8%
Inventory of Homes for Sale	81	66	- 18.5%	—	—	—
Months Supply of Inventory	2.2	1.7	- 22.7%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	0	0	—	0	3	—
Pending Sales	0	1	—	1	3	+ 200.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	44	—	60	36	- 40.0%
Median Sales Price*	—	\$198,000	—	\$72,850	\$191,500	+ 162.9%
Average Sales Price*	—	\$198,000	—	\$72,850	\$191,500	+ 162.9%
Percent of List Price Received*	—	108.6%	—	95.2%	106.0%	+ 11.3%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	1.8	+ 125.0%	—	—	—

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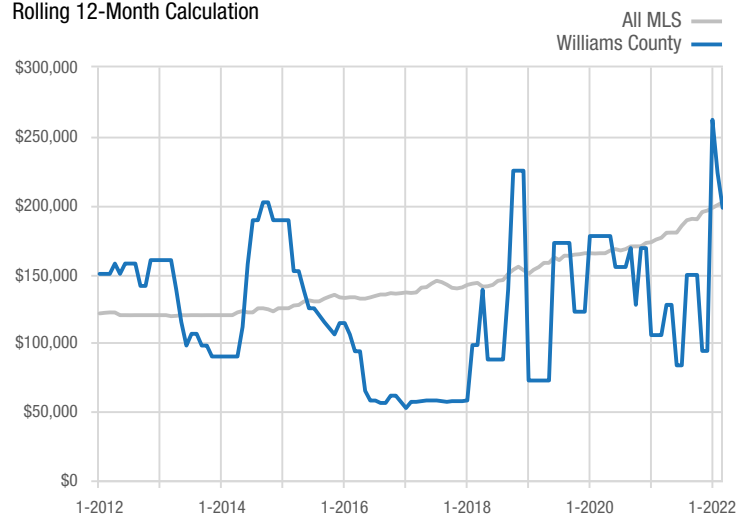
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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