

Local Market Update – May 2024

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

U.S. existing-home sales fell for the second month in a row, sliding 1.9% month-over-month and 1.9% year-over-year, according to the National Association of REALTORS® (NAR), with sales down in all four regions of the country. Higher borrowing costs and accelerating home prices continue to weigh on demand, pushing some prospective buyers to the sidelines and causing market activity to slump ahead of summer.

Home prices have continued to climb nationwide, despite an uptick in inventory this year. Nationally, the median existing-home price reached \$407,600 as of last measure, a 5.7% increase from the same period last year and a record high for the month, according to NAR. Meanwhile, total inventory heading into May stood at 1.21 million units, a 9% increase month-over-month and a 16.3% increase year-over-year, for a 3.5 month's supply at the current sales pace.

| Single Family Key Metrics | May | | | Year to Date | | |
|---------------------------------|--------------|---------------------|----------|--------------|---------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 152 | 154 | 1.3% | 656 | 629 | -4.1% |
| Closed Sales | 121 | 120 | -0.8% | 554 | 500 | -9.7% |
| Days on Market | 64 | 52 | -18.8% | 71 | 70 | -1.4% |
| SP\$/SqFt | \$113.50 | \$114.69 | 1.0% | \$106.66 | \$116.44 | 9.2% |
| Median Sales Price* | \$163,000 | \$170,000 | 4.3% | \$156,600 | \$165,000 | 5.4% |
| Average Sales Price* | \$181,637 | \$191,451 | 5.4% | \$169,373 | \$186,121 | 9.9% |
| Percent of List Price Received* | 98% | 102% | 4.1% | 98% | 99% | 1.0% |
| Months Supply of Inventory | 3 | 3 | 0.0% | --- | --- | --- |
| Total Volume | \$21,978,104 | \$22,974,094 | 4.5% | \$93,832,422 | \$93,060,561 | -0.8% |

| Condo/Villa Key Metrics | May | | | Year to Date | | |
|---------------------------------|-----------|--------------------|----------|--------------|--------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 2 | 4 | 100.0% | 19 | 16 | -15.8% |
| Closed Sales | 1 | 6 | 500.0% | 13 | 12 | -7.7% |
| Days on Market | 40 | 45 | 12.5% | 46 | 56 | 21.7% |
| SP\$/SqFt | \$172.52 | \$145.40 | -15.7% | \$137.69 | \$151.98 | 10.4% |
| Median Sales Price* | \$275,000 | \$199,950 | -27.3% | \$138,000 | \$246,500 | 78.6% |
| Average Sales Price* | \$275,000 | \$214,883 | -21.9% | \$173,868 | \$220,566 | 26.9% |
| Percent of List Price Received* | 95% | 98% | 3.2% | 99% | 98% | -1.0% |
| Months Supply of Inventory | 10 | 2 | -80.0% | --- | --- | --- |
| Total Volume (in 1000's) | \$275,000 | \$1,289,300 | 368.8% | \$2,260,283 | \$2,646,796 | -1.0% |

* 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 | 5-2023 | 5-2024 | % Change | YTD 2023 | YTD 2024 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 1,135 | 968 | - 14.7% | 4,503 | 4,274 | - 5.1% |
| Pending Sales | | 892 | 832 | - 6.7% | 3,668 | 3,536 | - 3.6% |
| Closed Sales | | 885 | 872 | - 1.5% | 3,493 | 3,471 | - 0.6% |
| Days on Market Until Sale | | 54 | 53 | - 1.9% | 64 | 65 | + 1.6% |
| Median Sales Price | | \$180,000 | \$200,000 | + 11.1% | \$165,000 | \$179,000 | + 8.5% |
| Average Sales Price | | \$214,688 | \$237,972 | + 10.8% | \$195,657 | \$210,055 | + 7.4% |
| Percent of List Price Received | | 100.7% | 101.0% | + 0.3% | 99.1% | 99.5% | + 0.4% |
| Housing Affordability Index | | 170 | 146 | - 14.1% | 185 | 163 | - 11.9% |
| Inventory of Homes for Sale | | 1,835 | 1,717 | - 6.4% | — | — | — |
| Months Supply of Inventory | | 2.1 | 2.2 | + 4.8% | — | — | — |

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Defiance

Zip Code 43512

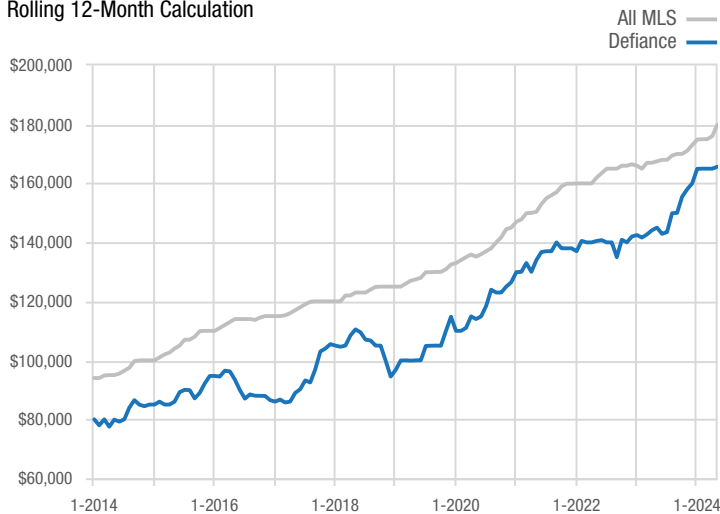
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 25 | 20 | - 20.0% | 115 | 91 | - 20.9% |
| Pending Sales | 20 | 18 | - 10.0% | 105 | 78 | - 25.7% |
| Closed Sales | 22 | 17 | - 22.7% | 103 | 71 | - 31.1% |
| Days on Market Until Sale | 68 | 55 | - 19.1% | 69 | 71 | + 2.9% |
| Median Sales Price* | \$156,000 | \$169,000 | + 8.3% | \$141,250 | \$160,000 | + 13.3% |
| Average Sales Price* | \$173,800 | \$188,676 | + 8.6% | \$151,949 | \$173,819 | + 14.4% |
| Percent of List Price Received* | 98.6% | 100.4% | + 1.8% | 96.4% | 98.8% | + 2.5% |
| Inventory of Homes for Sale | 48 | 30 | - 37.5% | — | — | — |
| Months Supply of Inventory | 2.1 | 1.5 | - 28.6% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 1 | — | 7 | 5 | - 28.6% |
| Pending Sales | 0 | 1 | — | 4 | 5 | + 25.0% |
| Closed Sales | 0 | 3 | — | 3 | 7 | + 133.3% |
| Days on Market Until Sale | — | 58 | — | 31 | 65 | + 109.7% |
| Median Sales Price* | — | \$299,900 | — | \$230,000 | \$299,900 | + 30.4% |
| Average Sales Price* | — | \$249,800 | — | \$197,200 | \$234,842 | + 19.1% |
| Percent of List Price Received* | — | 99.9% | — | 99.8% | 99.5% | - 0.3% |
| Inventory of Homes for Sale | 4 | 3 | - 25.0% | — | — | — |
| Months Supply of Inventory | 2.2 | 1.6 | - 27.3% | — | — | — |

* 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.

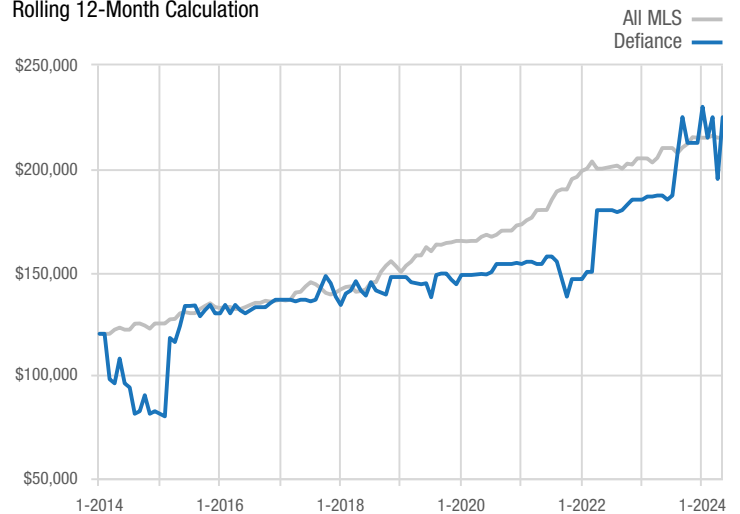
Median Sales Price - Single Family

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

Zip Code 43545

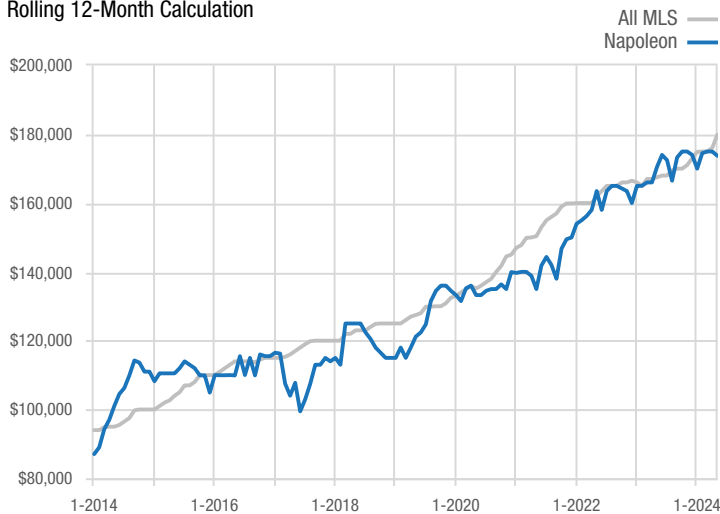
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 6 | 6 | 0.0% | 28 | 45 | + 60.7% |
| Pending Sales | 4 | 7 | + 75.0% | 38 | 39 | + 2.6% |
| Closed Sales | 6 | 5 | - 16.7% | 37 | 38 | + 2.7% |
| Days on Market Until Sale | 107 | 42 | - 60.7% | 100 | 72 | - 28.0% |
| Median Sales Price* | \$315,000 | \$182,000 | - 42.2% | \$183,500 | \$179,200 | - 2.3% |
| Average Sales Price* | \$287,500 | \$135,780 | - 52.8% | \$201,889 | \$174,153 | - 13.7% |
| Percent of List Price Received* | 96.3% | 101.6% | + 5.5% | 97.4% | 99.5% | + 2.2% |
| Inventory of Homes for Sale | 11 | 21 | + 90.9% | — | — | — |
| Months Supply of Inventory | 0.9 | 2.7 | + 200.0% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 0 | — | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Closed Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Days on Market Until Sale | — | — | — | 8 | — | — |
| Median Sales Price* | — | — | — | \$312,683 | — | — |
| Average Sales Price* | — | — | — | \$312,683 | — | — |
| Percent of List Price Received* | — | — | — | 100.0% | — | — |
| Inventory of Homes for Sale | 0 | 1 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

* 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.

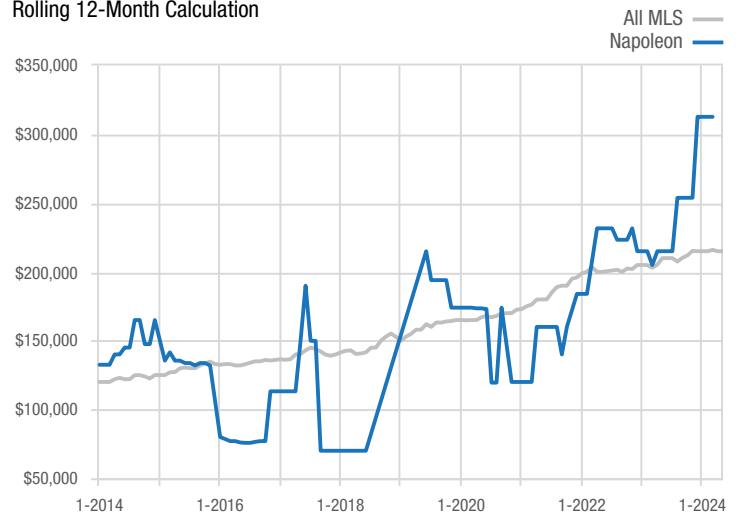
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

Zip Code 43506

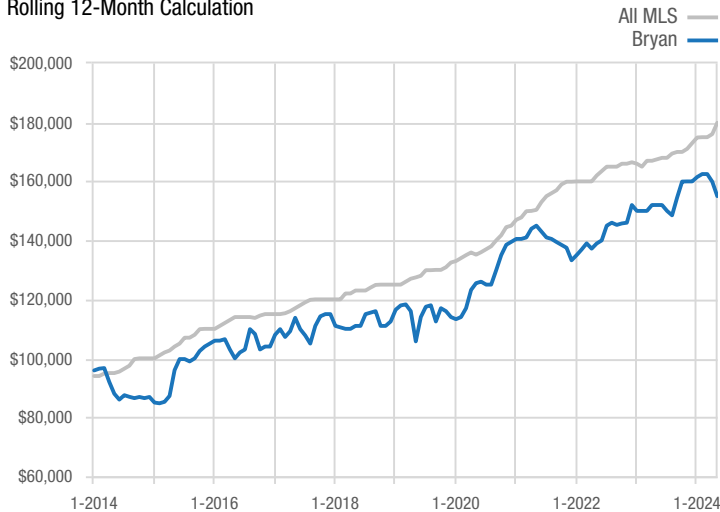
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 14 | 22 | + 57.1% | 64 | 81 | + 26.6% |
| Pending Sales | 15 | 15 | 0.0% | 71 | 73 | + 2.8% |
| Closed Sales | 8 | 17 | + 112.5% | 65 | 71 | + 9.2% |
| Days on Market Until Sale | 111 | 66 | - 40.5% | 81 | 73 | - 9.9% |
| Median Sales Price* | \$192,000 | \$136,750 | - 28.8% | \$157,250 | \$143,875 | - 8.5% |
| Average Sales Price* | \$193,750 | \$154,379 | - 20.3% | \$152,281 | \$166,260 | + 9.2% |
| Percent of List Price Received* | 100.0% | 105.4% | + 5.4% | 96.9% | 99.6% | + 2.8% |
| Inventory of Homes for Sale | 24 | 30 | + 25.0% | — | — | — |
| Months Supply of Inventory | 1.6 | 2.1 | + 31.3% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 0 | — | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | — | 2 | 2 | 0.0% |
| Closed Sales | 0 | 1 | — | 2 | 2 | 0.0% |
| Days on Market Until Sale | — | 29 | — | 62 | 62 | 0.0% |
| Median Sales Price* | — | \$250,000 | — | \$170,000 | \$265,000 | + 55.9% |
| Average Sales Price* | — | \$250,000 | — | \$170,000 | \$265,000 | + 55.9% |
| Percent of List Price Received* | — | 92.6% | — | 96.4% | 93.0% | - 3.5% |
| Inventory of Homes for Sale | 0 | 0 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

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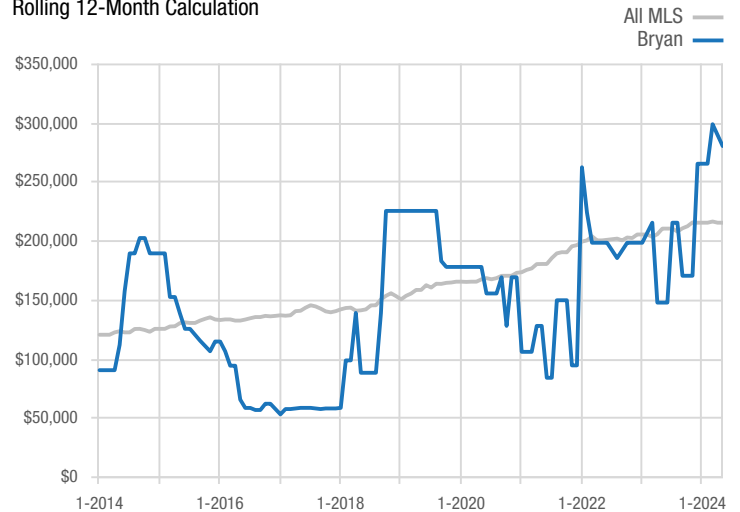
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

Zip Code 43567

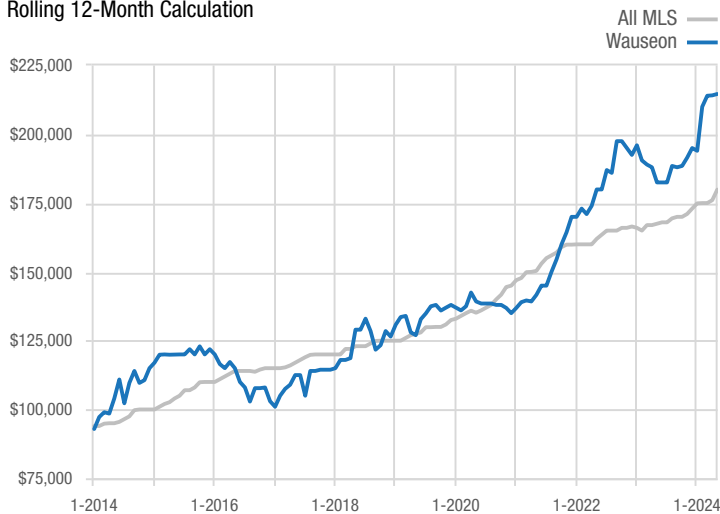
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 12 | 8 | - 33.3% | 43 | 36 | - 16.3% |
| Pending Sales | 5 | 6 | + 20.0% | 32 | 23 | - 28.1% |
| Closed Sales | 5 | 9 | + 80.0% | 30 | 23 | - 23.3% |
| Days on Market Until Sale | 61 | 53 | - 13.1% | 85 | 77 | - 9.4% |
| Median Sales Price* | \$146,500 | \$215,000 | + 46.8% | \$175,000 | \$215,000 | + 22.9% |
| Average Sales Price* | \$181,900 | \$205,111 | + 12.8% | \$189,500 | \$227,952 | + 20.3% |
| Percent of List Price Received* | 99.6% | 100.8% | + 1.2% | 96.1% | 99.7% | + 3.7% |
| Inventory of Homes for Sale | 26 | 20 | - 23.1% | — | — | — |
| Months Supply of Inventory | 2.9 | 2.6 | - 10.3% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 1 | — | 3 | 2 | - 33.3% |
| Pending Sales | 1 | 0 | - 100.0% | 3 | 1 | - 66.7% |
| Closed Sales | 1 | 0 | - 100.0% | 3 | 1 | - 66.7% |
| Days on Market Until Sale | 40 | — | — | 33 | 33 | 0.0% |
| Median Sales Price* | \$275,000 | — | — | \$90,000 | \$183,000 | + 103.3% |
| Average Sales Price* | \$275,000 | — | — | \$146,667 | \$183,000 | + 24.8% |
| Percent of List Price Received* | 95.2% | — | — | 98.4% | 100.0% | + 1.6% |
| Inventory of Homes for Sale | 0 | 1 | — | — | — | — |
| Months Supply of Inventory | — | 0.7 | — | — | — | — |

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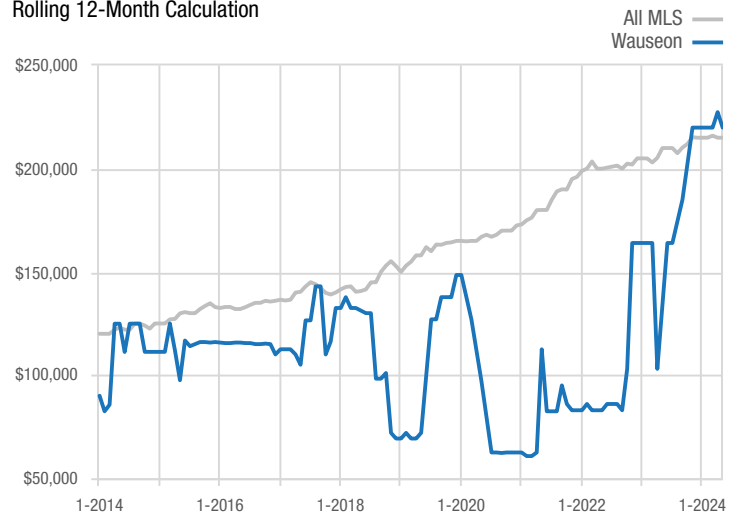
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

Zip Code 43502

| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 5 | 8 | + 60.0% | 26 | 22 | - 15.4% |
| Pending Sales | 7 | 6 | - 14.3% | 27 | 27 | 0.0% |
| Closed Sales | 5 | 6 | + 20.0% | 27 | 26 | - 3.7% |
| Days on Market Until Sale | 67 | 48 | - 28.4% | 61 | 68 | + 11.5% |
| Median Sales Price* | \$161,200 | \$193,000 | + 19.7% | \$179,000 | \$195,000 | + 8.9% |
| Average Sales Price* | \$154,421 | \$180,000 | + 16.6% | \$193,495 | \$200,122 | + 3.4% |
| Percent of List Price Received* | 98.0% | 98.6% | + 0.6% | 98.8% | 100.0% | + 1.2% |
| Inventory of Homes for Sale | 6 | 12 | + 100.0% | — | — | — |
| Months Supply of Inventory | 1.2 | 2.6 | + 116.7% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 1 | 0 | - 100.0% | 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 | — | — | — | 106 | — | — |
| Median Sales Price* | — | — | — | \$154,000 | — | — |
| Average Sales Price* | — | — | — | \$154,000 | — | — |
| Percent of List Price Received* | — | — | — | 99.4% | — | — |
| Inventory of Homes for Sale | 1 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 0.8 | — | — | — | — | — |

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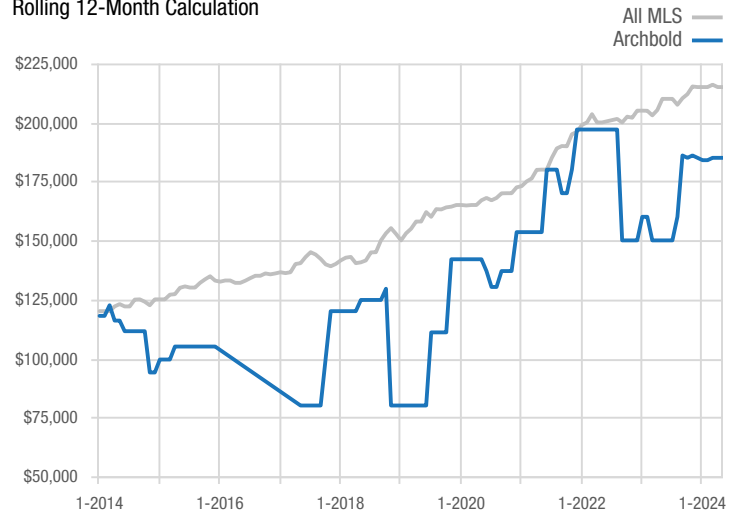
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Defiance County

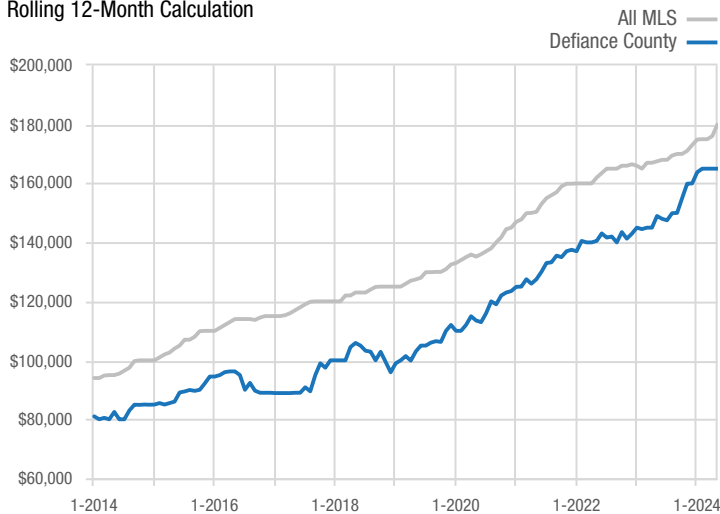
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|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 39 | 27 | - 30.8% | 153 | 125 | - 18.3% |
| Pending Sales | 27 | 26 | - 3.7% | 128 | 116 | - 9.4% |
| Closed Sales | 28 | 28 | 0.0% | 125 | 111 | - 11.2% |
| Days on Market Until Sale | 61 | 63 | + 3.3% | 69 | 71 | + 2.9% |
| Median Sales Price* | \$176,000 | \$155,000 | - 11.9% | \$148,950 | \$152,500 | + 2.4% |
| Average Sales Price* | \$180,967 | \$183,769 | + 1.5% | \$156,621 | \$178,356 | + 13.9% |
| Percent of List Price Received* | 99.2% | 97.6% | - 1.6% | 96.9% | 97.7% | + 0.8% |
| Inventory of Homes for Sale | 79 | 43 | - 45.6% | — | — | — |
| Months Supply of Inventory | 2.6 | 1.5 | - 42.3% | — | — | — |

| Condo-Villa Key Metrics | May | | | Year to Date | | |
|---------------------------------|------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 2 | — | 10 | 8 | - 20.0% |
| Pending Sales | 0 | 1 | — | 6 | 6 | 0.0% |
| Closed Sales | 0 | 4 | — | 5 | 8 | + 60.0% |
| Days on Market Until Sale | — | 53 | — | 32 | 61 | + 90.6% |
| Median Sales Price* | — | \$222,950 | — | \$138,000 | \$236,450 | + 71.3% |
| Average Sales Price* | — | \$222,350 | — | \$171,920 | \$222,987 | + 29.7% |
| Percent of List Price Received* | — | 99.2% | — | 99.0% | 99.2% | + 0.2% |
| Inventory of Homes for Sale | 5 | 5 | 0.0% | — | — | — |
| Months Supply of Inventory | 3.1 | 2.4 | - 22.6% | — | — | — |

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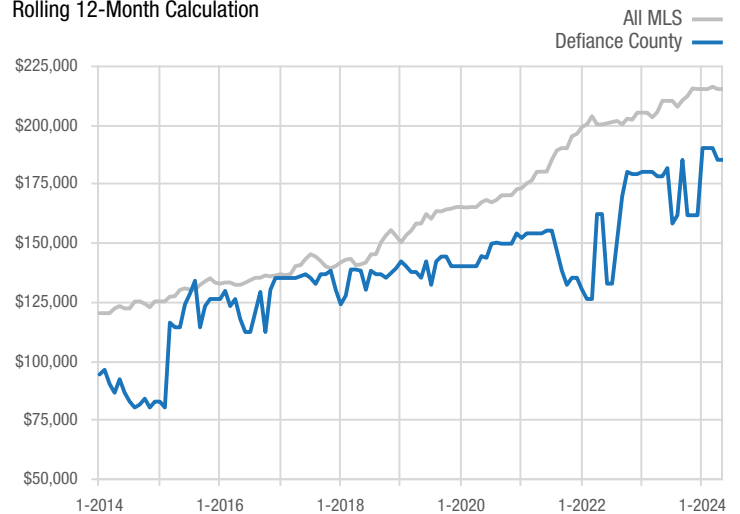
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

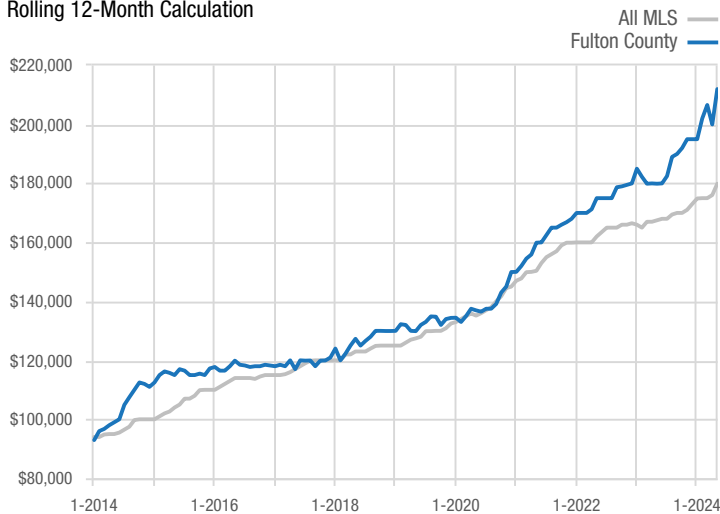
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 41 | 36 | - 12.2% | 160 | 150 | - 6.3% |
| Pending Sales | 30 | 28 | - 6.7% | 132 | 120 | - 9.1% |
| Closed Sales | 28 | 29 | + 3.6% | 130 | 117 | - 10.0% |
| Days on Market Until Sale | 49 | 43 | - 12.2% | 63 | 62 | - 1.6% |
| Median Sales Price* | \$154,002 | \$217,500 | + 41.2% | \$175,000 | \$200,000 | + 14.3% |
| Average Sales Price* | \$181,631 | \$249,354 | + 37.3% | \$198,225 | \$228,609 | + 15.3% |
| Percent of List Price Received* | 100.7% | 101.6% | + 0.9% | 99.0% | 100.1% | + 1.1% |
| Inventory of Homes for Sale | 67 | 70 | + 4.5% | — | — | — |
| Months Supply of Inventory | 2.2 | 2.6 | + 18.2% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|-----------|------------|----------|--------------|------------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 1 | 1 | 0.0% | 4 | 2 | - 50.0% |
| Pending Sales | 1 | 0 | - 100.0% | 5 | 1 | - 80.0% |
| Closed Sales | 1 | 0 | - 100.0% | 5 | 1 | - 80.0% |
| Days on Market Until Sale | 40 | — | — | 62 | 33 | - 46.8% |
| Median Sales Price* | \$275,000 | — | — | \$118,000 | \$183,000 | + 55.1% |
| Average Sales Price* | \$275,000 | — | — | \$149,600 | \$183,000 | + 22.3% |
| Percent of List Price Received* | 95.2% | — | — | 98.8% | 100.0% | + 1.2% |
| Inventory of Homes for Sale | 1 | 1 | 0.0% | — | — | — |
| Months Supply of Inventory | 0.7 | 0.6 | - 14.3% | — | — | — |

* 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.

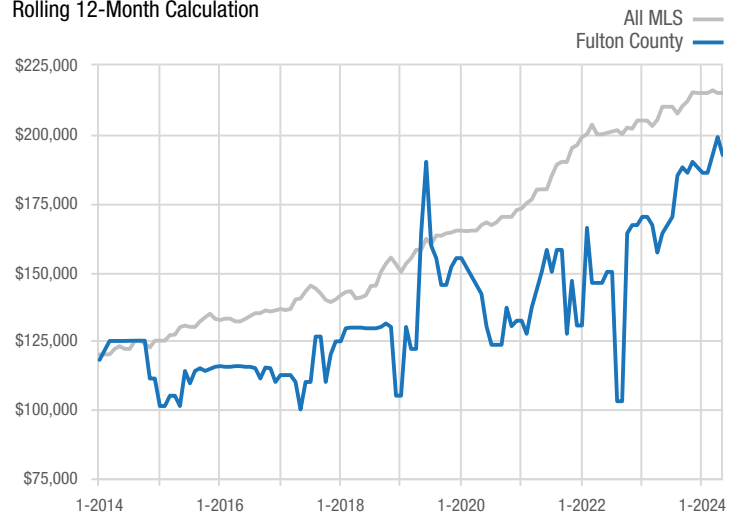
Median Sales Price - Single Family

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.

Local Market Update – May 2024

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Henry County

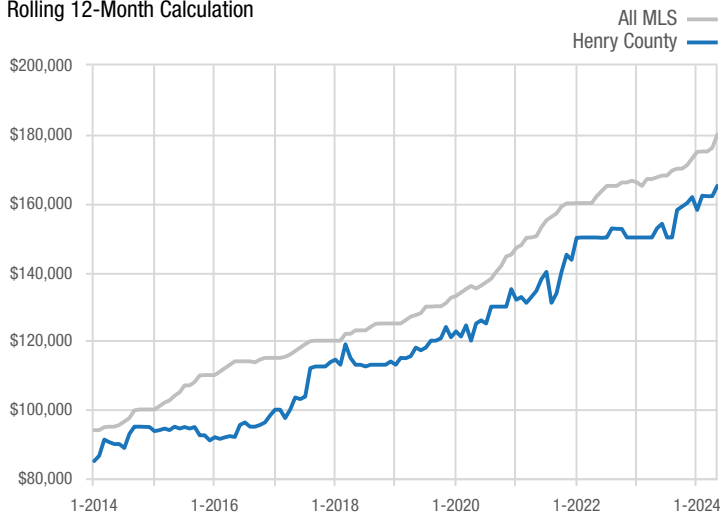
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| Key Metrics | | | | | | |
| New Listings | 16 | 18 | + 12.5% | 65 | 90 | + 38.5% |
| Pending Sales | 12 | 16 | + 33.3% | 64 | 73 | + 14.1% |
| Closed Sales | 15 | 14 | - 6.7% | 60 | 71 | + 18.3% |
| Days on Market Until Sale | 75 | 34 | - 54.7% | 84 | 65 | - 22.6% |
| Median Sales Price* | \$150,000 | \$173,500 | + 15.7% | \$163,000 | \$167,000 | + 2.5% |
| Average Sales Price* | \$185,854 | \$177,743 | - 4.4% | \$180,830 | \$173,110 | - 4.3% |
| Percent of List Price Received* | 94.8% | 105.3% | + 11.1% | 96.7% | 99.7% | + 3.1% |
| Inventory of Homes for Sale | 29 | 41 | + 41.4% | — | — | — |
| Months Supply of Inventory | 1.6 | 2.6 | + 62.5% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|----------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | — | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Closed Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Days on Market Until Sale | — | — | — | 8 | — | — |
| Median Sales Price* | — | — | — | \$312,683 | — | — |
| Average Sales Price* | — | — | — | \$312,683 | — | — |
| Percent of List Price Received* | — | — | — | 100.0% | — | — |
| Inventory of Homes for Sale | 0 | 1 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

* 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.

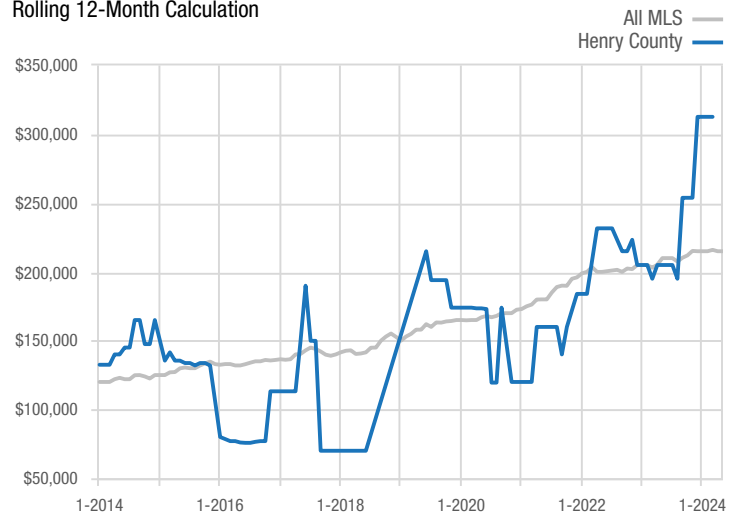
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – May 2024

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Paulding County

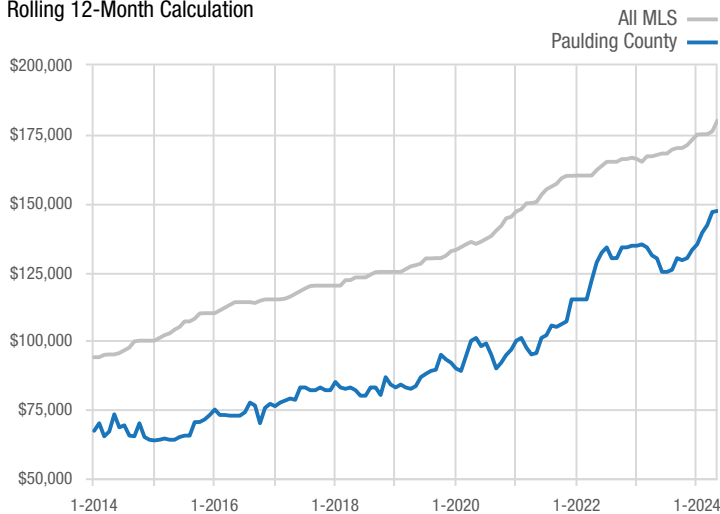
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| Key Metrics | | | | | | |
| New Listings | 10 | 14 | + 40.0% | 72 | 50 | - 30.6% |
| Pending Sales | 13 | 6 | - 53.8% | 60 | 42 | - 30.0% |
| Closed Sales | 18 | 5 | - 72.2% | 61 | 40 | - 34.4% |
| Days on Market Until Sale | 66 | 40 | - 39.4% | 75 | 88 | + 17.3% |
| Median Sales Price* | \$146,000 | \$195,000 | + 33.6% | \$120,000 | \$154,750 | + 29.0% |
| Average Sales Price* | \$170,139 | \$202,600 | + 19.1% | \$139,145 | \$165,717 | + 19.1% |
| Percent of List Price Received* | 93.6% | 99.0% | + 5.8% | 95.8% | 99.5% | + 3.9% |
| Inventory of Homes for Sale | 23 | 29 | + 26.1% | — | — | — |
| Months Supply of Inventory | 1.7 | 3.3 | + 94.1% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | — | 0 | 1 | — |
| 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 | 1 | — | — | — | — |
| Months Supply of Inventory | — | 1.0 | — | — | — | — |

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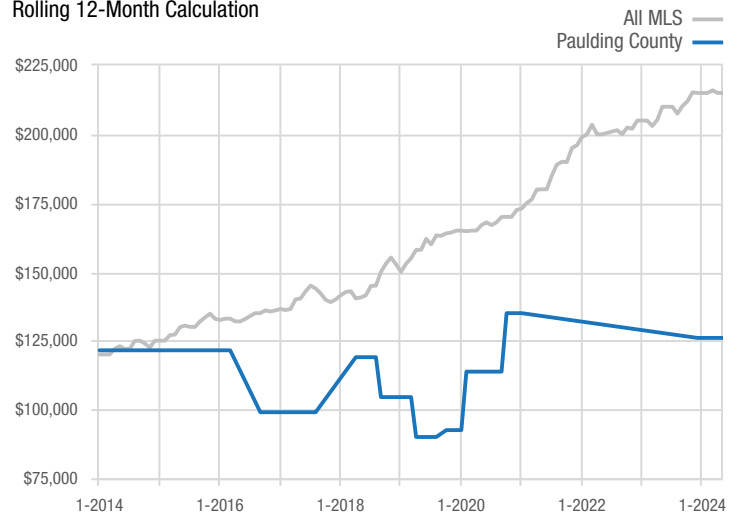
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

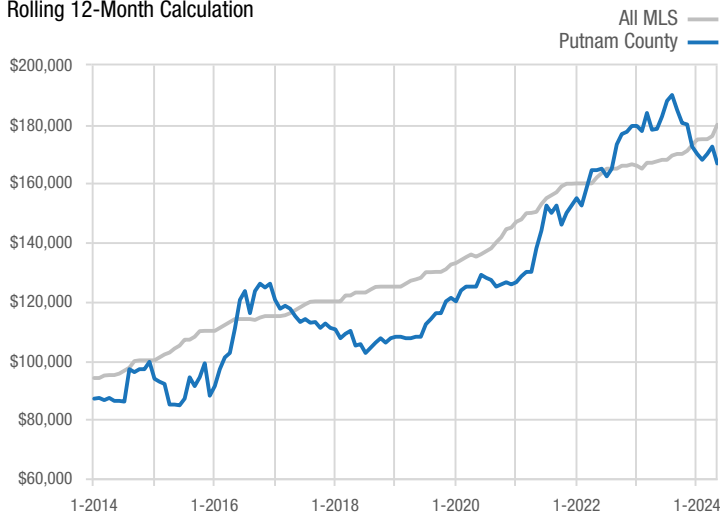
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 5 | 8 | + 60.0% | 33 | 39 | + 18.2% |
| Pending Sales | 4 | 11 | + 175.0% | 36 | 30 | - 16.7% |
| Closed Sales | 9 | 10 | + 11.1% | 35 | 29 | - 17.1% |
| Days on Market Until Sale | 71 | 42 | - 40.8% | 69 | 71 | + 2.9% |
| Median Sales Price* | \$212,850 | \$163,667 | - 23.1% | \$181,500 | \$165,500 | - 8.8% |
| Average Sales Price* | \$212,150 | \$190,323 | - 10.3% | \$181,664 | \$194,412 | + 7.0% |
| Percent of List Price Received* | 101.2% | 97.1% | - 4.1% | 98.3% | 97.3% | - 1.0% |
| Inventory of Homes for Sale | 11 | 23 | + 109.1% | — | — | — |
| Months Supply of Inventory | 1.3 | 3.5 | + 169.2% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 0 | 0 | — | 0 | 1 | — |
| Pending Sales | 0 | 1 | — | 0 | 1 | — |
| 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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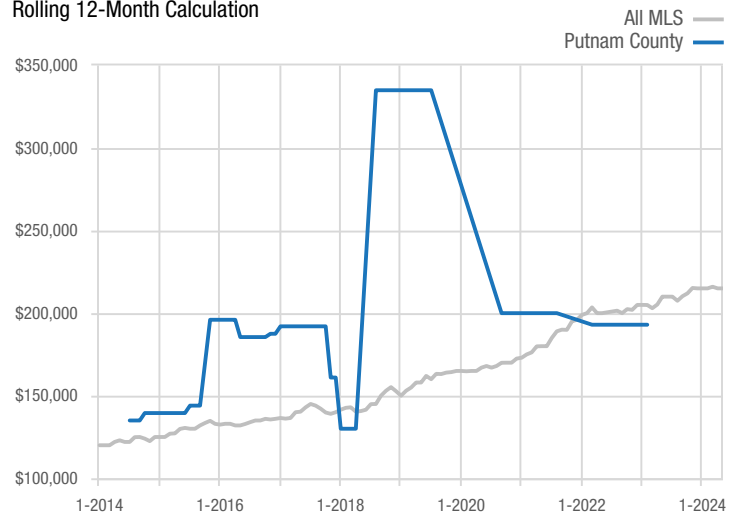
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Williams County

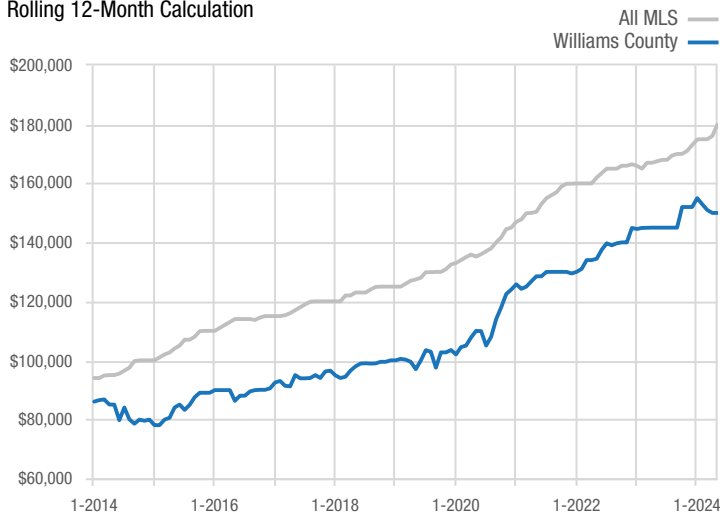
| Single Family | May | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 41 | 44 | + 7.3% | 173 | 170 | - 1.7% |
| Pending Sales | 35 | 30 | - 14.3% | 156 | 140 | - 10.3% |
| Closed Sales | 23 | 34 | + 47.8% | 143 | 135 | - 5.6% |
| Days on Market Until Sale | 77 | 63 | - 18.2% | 72 | 74 | + 2.8% |
| Median Sales Price* | \$165,000 | \$150,000 | - 9.1% | \$147,000 | \$145,000 | - 1.4% |
| Average Sales Price* | \$189,943 | \$162,311 | - 14.5% | \$164,623 | \$169,811 | + 3.2% |
| Percent of List Price Received* | 98.8% | 101.2% | + 2.4% | 97.5% | 98.5% | + 1.0% |
| Inventory of Homes for Sale | 75 | 68 | - 9.3% | — | — | — |
| Months Supply of Inventory | 2.2 | 2.0 | - 9.1% | — | — | — |

| Condo-Villa | May | | | Year to Date | | |
|---------------------------------|------|-----------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 5-2023 | Thru 5-2024 | % Change |
| New Listings | 1 | 1 | 0.0% | 4 | 3 | - 25.0% |
| Pending Sales | 0 | 1 | — | 2 | 3 | + 50.0% |
| Closed Sales | 0 | 2 | — | 2 | 3 | + 50.0% |
| Days on Market Until Sale | — | 29 | — | 62 | 51 | - 17.7% |
| Median Sales Price* | — | \$199,950 | — | \$170,000 | \$250,000 | + 47.1% |
| Average Sales Price* | — | \$199,950 | — | \$170,000 | \$226,633 | + 33.3% |
| Percent of List Price Received* | — | 96.3% | — | 96.4% | 95.3% | - 1.1% |
| Inventory of Homes for Sale | 2 | 1 | - 50.0% | — | — | — |
| Months Supply of Inventory | 1.6 | 0.8 | - 50.0% | — | — | — |

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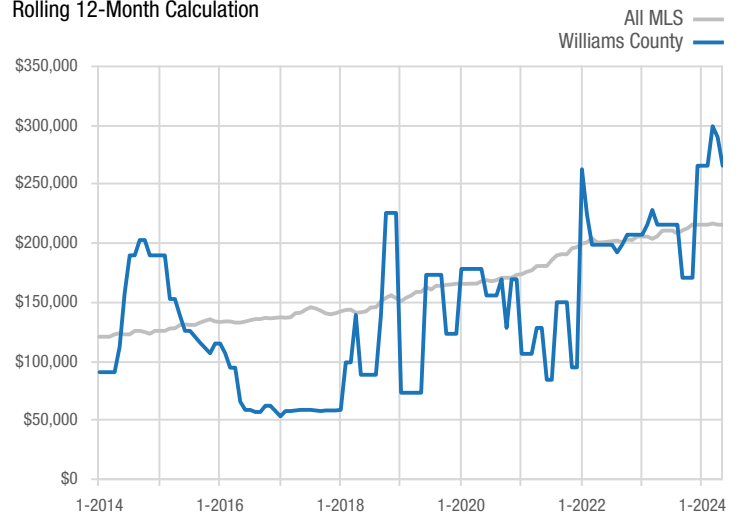
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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