

Local Market Update – April 2021

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4 2020	Thru 4 2021	% Change
Key Metrics						
New Listings	133	173	+30.1%	542	547	+0.9%
Closed Sales	127	138	+8.7%	460	473	+2.8%
Days on Market	104	73	-29.8%	103	76	-26.2%
SP\$/SqFt	\$80.87	\$91.73	+13.4%	\$75.59	\$88.06	+16.5%
Median Sales Price*	\$128,000	\$125,625	-1.9%	\$117,750	\$129,500	+10.0%
Average Sales Price*	\$138,330	\$157,702	+14.0%	\$127,515	\$151,356	+18.7%
Percent of List Price Received*	97.4%	100.0%	+2.7%	95.8%	99.8%	+4.2%
Months Supply of Inventory	4	3	-25.0%	---	---	---
Total Volume	\$17,567,936	\$21,762,917	+23.9%	\$58,656,758	\$71,591,620	+22.1%

Condo	April			Year to Date		
	2020	2021	% Change	Thru 4 2020	Thru 4 2021	% Change
Key Metrics						
New Listings	4	---	---	5	14	+180.0%
Closed Sales	4	---	---	9	10	+11.1%
Days on Market	63	---	---	92	103	+12.0%
SP\$/SqFt	\$70.22	---	---	\$83.87	\$100.18	+19.4%
Median Sales Price*	\$75,500	---	---	\$138,000	\$95,750	-30.6%
Average Sales Price*	\$88,950	---	---	\$137,411	\$106,710	-22.3%
Percent of List Price Received*	91.0%	---	---	98.4%	92.9%	-5.6%
Months Supply of Inventory	3	---	---	---	---	---
Total Volume	\$355,800	---	---	\$1,236,700	\$1,067,100	-13.7%

*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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		799	1,137	+ 42.3%	3,668	3,828	+ 4.4%
Pending Sales		801	963	+ 20.2%	2,946	3,357	+ 14.0%
Closed Sales		782	897	+ 14.7%	2,859	3,133	+ 9.6%
Days on Market Until Sale		84	66	- 21.4%	90	72	- 20.0%
Median Sales Price		\$142,600	\$155,000	+ 8.7%	\$135,000	\$150,000	+ 11.1%
Average Sales Price		\$163,733	\$190,253	+ 16.2%	\$158,123	\$181,318	+ 14.7%
Percent of List Price Received		97.7%	100.4%	+ 2.8%	97.0%	98.8%	+ 1.9%
Housing Affordability Index		233	219	- 6.0%	246	227	- 7.7%
Inventory of Homes for Sale		2,499	1,866	- 25.3%	—	—	—
Months Supply of Inventory		2.8	1.9	- 32.1%	—	—	—

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Defiance

MLS Area 61: 43512

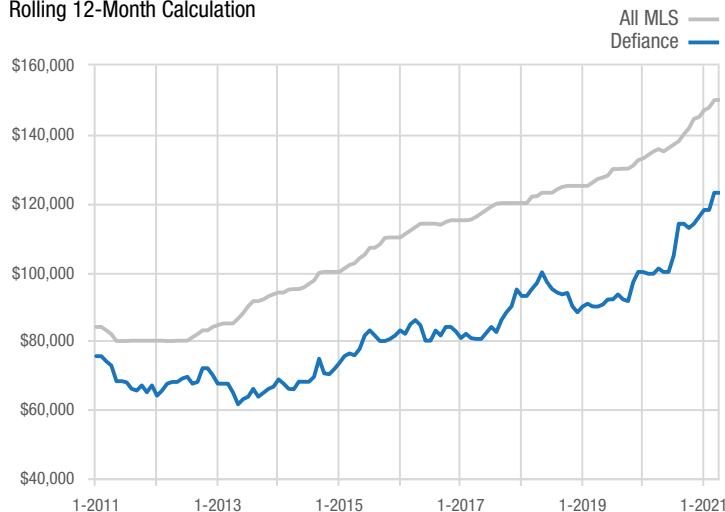
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	22	25	+ 13.6%	79	78	- 1.3%
Pending Sales	16	26	+ 62.5%	65	63	- 3.1%
Closed Sales	17	20	+ 17.6%	61	55	- 9.8%
Days on Market Until Sale	68	52	- 23.5%	86	70	- 18.6%
Median Sales Price*	\$137,500	\$124,000	- 9.8%	\$95,000	\$123,000	+ 29.5%
Average Sales Price*	\$128,635	\$145,483	+ 13.1%	\$105,263	\$130,695	+ 24.2%
Percent of List Price Received*	97.3%	99.4%	+ 2.2%	96.2%	99.0%	+ 2.9%
Inventory of Homes for Sale	52	40	- 23.1%	—	—	—
Months Supply of Inventory	2.9	2.3	- 20.7%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	4	1	- 75.0%
Pending Sales	1	1	0.0%	3	2	- 33.3%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	4	—	51	47	- 7.8%
Median Sales Price*	—	\$138,000	—	\$117,450	\$146,500	+ 24.7%
Average Sales Price*	—	\$138,000	—	\$117,450	\$146,500	+ 24.7%
Percent of List Price Received*	—	98.6%	—	94.8%	97.8%	+ 3.2%
Inventory of Homes for Sale	3	0	- 100.0%	—	—	—
Months Supply of Inventory	2.4	—	—	—	—	—

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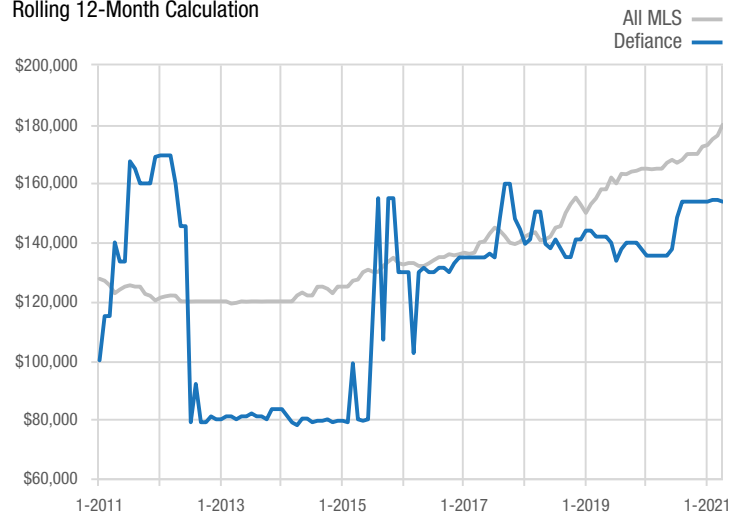
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

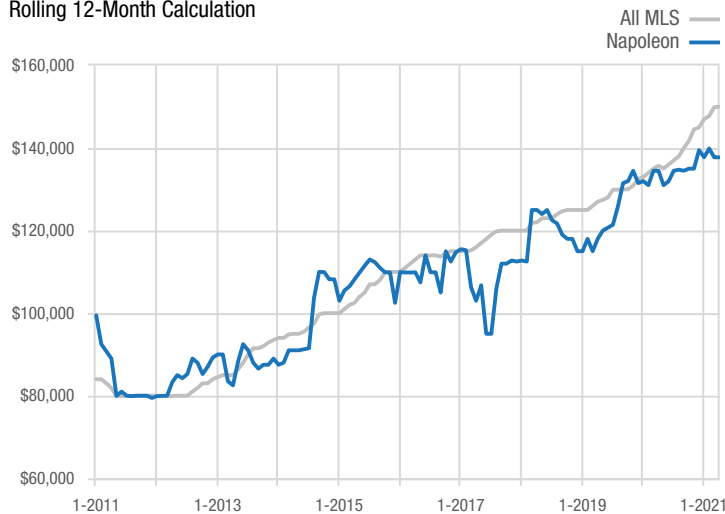
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	4	10	+ 150.0%	35	29	- 17.1%
Pending Sales	9	7	- 22.2%	33	24	- 27.3%
Closed Sales	9	9	0.0%	32	25	- 21.9%
Days on Market Until Sale	116	116	0.0%	96	100	+ 4.2%
Median Sales Price*	\$115,000	\$127,200	+ 10.6%	\$127,250	\$129,950	+ 2.1%
Average Sales Price*	\$134,311	\$205,944	+ 53.3%	\$148,272	\$164,546	+ 11.0%
Percent of List Price Received*	96.5%	100.1%	+ 3.7%	96.8%	100.8%	+ 4.1%
Inventory of Homes for Sale	33	22	- 33.3%	—	—	—
Months Supply of Inventory	3.7	2.5	- 32.4%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	0	0	—	2	0	- 100.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	72	281	+ 290.3%	72	281	+ 290.3%
Median Sales Price*	\$65,000	\$160,000	+ 146.2%	\$65,000	\$160,000	+ 146.2%
Average Sales Price*	\$65,000	\$160,000	+ 146.2%	\$65,000	\$160,000	+ 146.2%
Percent of List Price Received*	86.8%	97.0%	+ 11.8%	86.8%	97.0%	+ 11.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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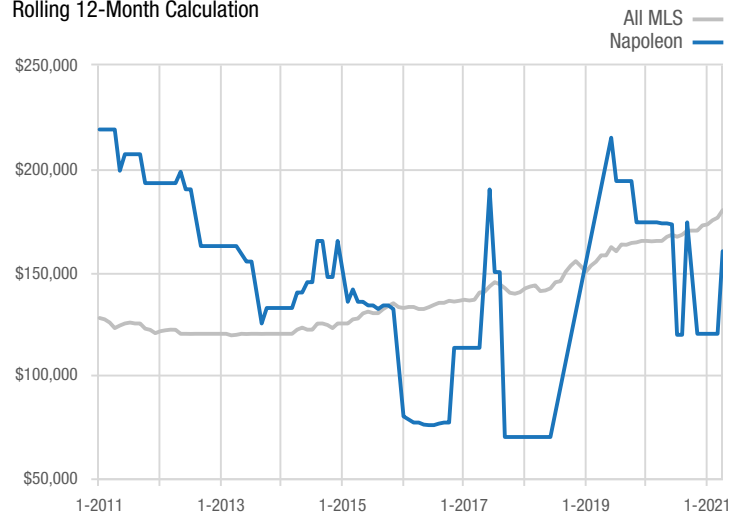
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bryan

MLS Area 87: 43506

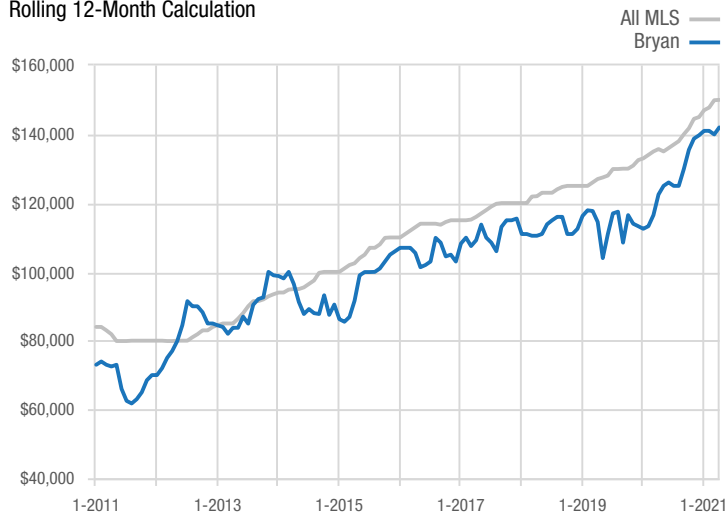
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	11	16	+ 45.5%	47	74	+ 57.4%
Pending Sales	16	24	+ 50.0%	55	73	+ 32.7%
Closed Sales	11	16	+ 45.5%	53	70	+ 32.1%
Days on Market Until Sale	128	64	- 50.0%	111	70	- 36.9%
Median Sales Price*	\$127,900	\$171,500	+ 34.1%	\$117,000	\$135,500	+ 15.8%
Average Sales Price*	\$122,905	\$173,300	+ 41.0%	\$128,561	\$148,219	+ 15.3%
Percent of List Price Received*	95.2%	99.6%	+ 4.6%	95.5%	98.8%	+ 3.5%
Inventory of Homes for Sale	31	32	+ 3.2%	—	—	—
Months Supply of Inventory	2.0	1.9	- 5.0%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	2	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	1	—	0	2	—
Closed Sales	0	1	—	0	3	—
Days on Market Until Sale	—	239	—	—	120	—
Median Sales Price*	—	\$285,000	—	—	\$83,500	—
Average Sales Price*	—	\$285,000	—	—	\$143,567	—
Percent of List Price Received*	—	93.5%	—	—	94.7%	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.3	—	—	—	—	—

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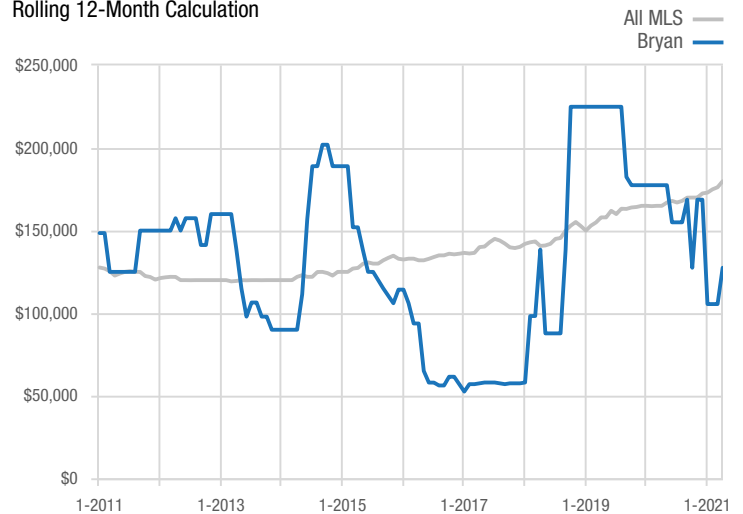
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wauseon

MLS Area 96: 43567

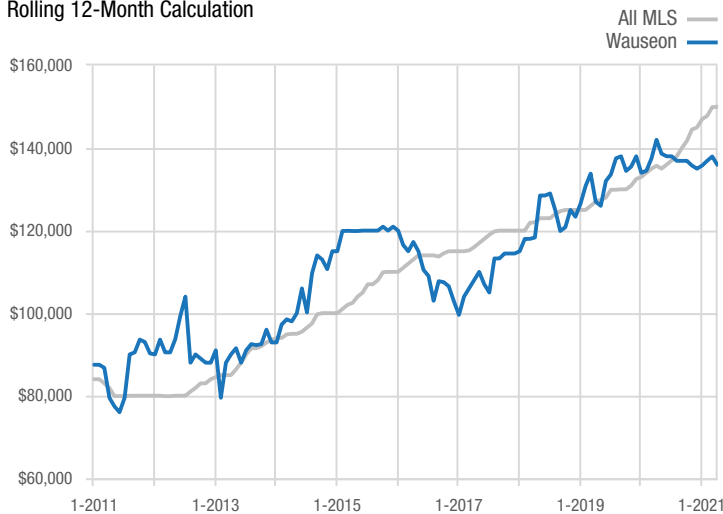
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	6	12	+ 100.0%	39	30	- 23.1%
Pending Sales	9	10	+ 11.1%	30	27	- 10.0%
Closed Sales	9	9	0.0%	27	25	- 7.4%
Days on Market Until Sale	57	71	+ 24.6%	82	72	- 12.2%
Median Sales Price*	\$150,000	\$96,500	- 35.7%	\$136,500	\$145,000	+ 6.2%
Average Sales Price*	\$156,467	\$142,778	- 8.7%	\$138,656	\$163,737	+ 18.1%
Percent of List Price Received*	100.1%	98.3%	- 1.8%	102.0%	99.0%	- 2.9%
Inventory of Homes for Sale	27	16	- 40.7%	—	—	—
Months Supply of Inventory	3.7	1.5	- 59.5%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	0	0	—	2	1	- 50.0%
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	60	—	—	167	30	- 82.0%
Median Sales Price*	\$49,900	—	—	\$73,450	\$112,500	+ 53.2%
Average Sales Price*	\$49,900	—	—	\$73,450	\$112,500	+ 53.2%
Percent of List Price Received*	87.5%	—	—	90.0%	99.9%	+ 11.0%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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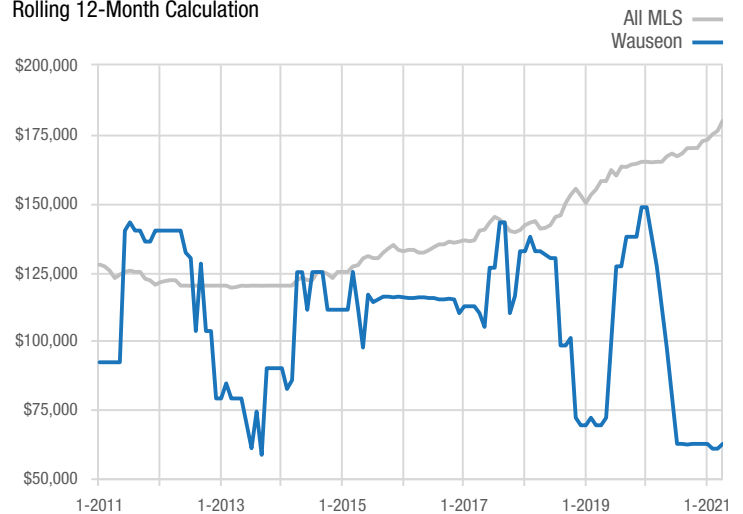
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

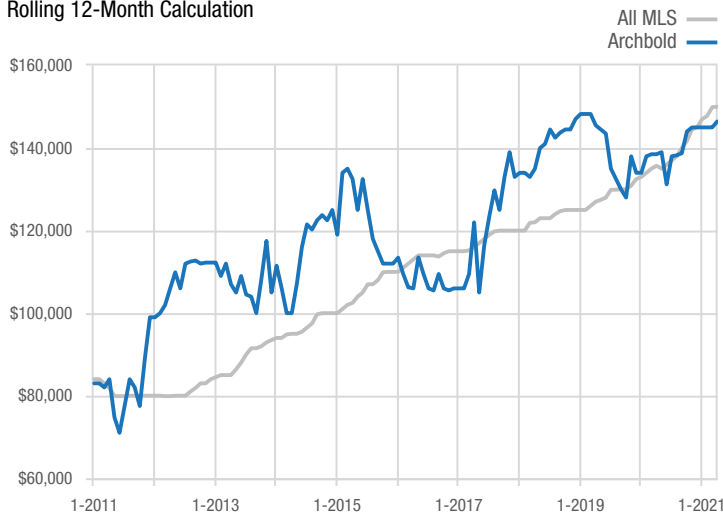
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	5	2	- 60.0%	19	12	- 36.8%
Pending Sales	4	3	- 25.0%	14	14	0.0%
Closed Sales	3	2	- 33.3%	13	12	- 7.7%
Days on Market Until Sale	81	56	- 30.9%	103	78	- 24.3%
Median Sales Price*	\$121,000	\$641,000	+ 429.8%	\$150,000	\$161,350	+ 7.6%
Average Sales Price*	\$132,333	\$641,000	+ 384.4%	\$169,650	\$259,833	+ 53.2%
Percent of List Price Received*	94.0%	92.9%	- 1.2%	97.6%	97.7%	+ 0.1%
Inventory of Homes for Sale	22	7	- 68.2%	—	—	—
Months Supply of Inventory	5.0	1.2	- 76.0%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	1	0	- 100.0%	1	1	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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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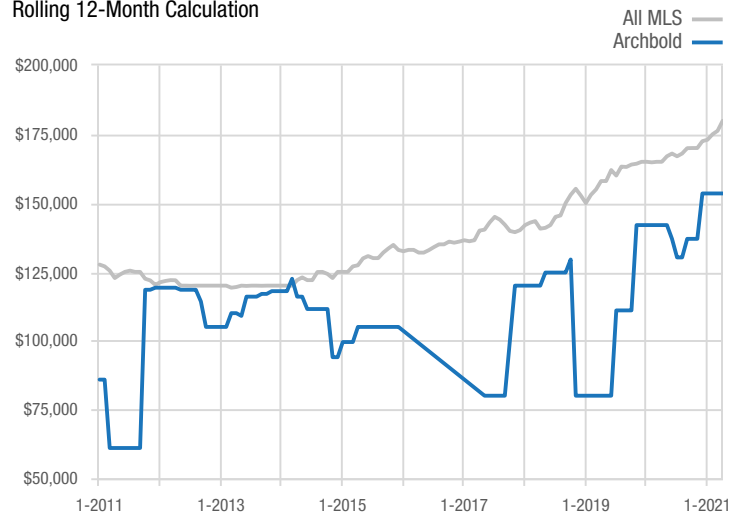
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

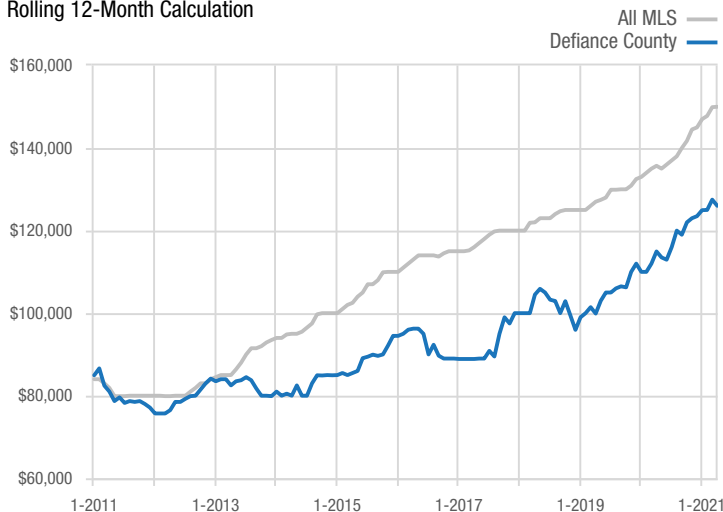
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	34	42	+ 23.5%	135	124	- 8.1%
Pending Sales	29	42	+ 44.8%	119	113	- 5.0%
Closed Sales	34	34	0.0%	114	108	- 5.3%
Days on Market Until Sale	94	61	- 35.1%	94	79	- 16.0%
Median Sales Price*	\$138,700	\$124,750	- 10.1%	\$118,000	\$126,200	+ 6.9%
Average Sales Price*	\$144,701	\$153,869	+ 6.3%	\$124,205	\$155,954	+ 25.6%
Percent of List Price Received*	98.0%	99.5%	+ 1.5%	96.6%	98.9%	+ 2.4%
Inventory of Homes for Sale	93	62	- 33.3%	—	—	—
Months Supply of Inventory	2.8	1.9	- 32.1%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	1	0	- 100.0%	7	3	- 57.1%
Pending Sales	3	2	- 33.3%	7	4	- 42.9%
Closed Sales	2	1	- 50.0%	6	3	- 50.0%
Days on Market Until Sale	61	4	- 93.4%	91	43	- 52.7%
Median Sales Price*	\$120,450	\$138,000	+ 14.6%	\$122,200	\$138,000	+ 12.9%
Average Sales Price*	\$120,450	\$138,000	+ 14.6%	\$120,033	\$140,333	+ 16.9%
Percent of List Price Received*	99.5%	98.6%	- 0.9%	97.2%	98.0%	+ 0.8%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	1.9	—	—	—	—	—

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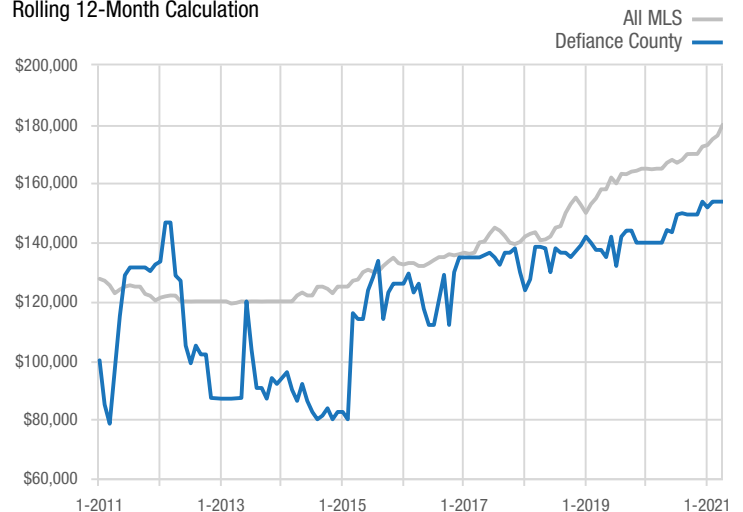
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Fulton County

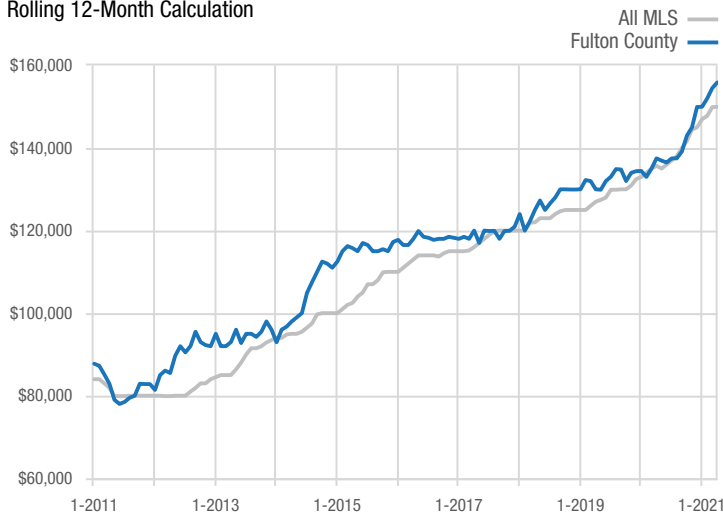
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	25	42	+ 68.0%	125	108	- 13.6%
Pending Sales	26	33	+ 26.9%	99	98	- 1.0%
Closed Sales	28	30	+ 7.1%	94	97	+ 3.2%
Days on Market Until Sale	85	63	- 25.9%	89	71	- 20.2%
Median Sales Price*	\$140,500	\$166,100	+ 18.2%	\$135,750	\$166,500	+ 22.7%
Average Sales Price*	\$152,132	\$202,482	+ 33.1%	\$144,381	\$195,109	+ 35.1%
Percent of List Price Received*	97.9%	100.0%	+ 2.1%	99.1%	99.9%	+ 0.8%
Inventory of Homes for Sale	96	64	- 33.3%	—	—	—
Months Supply of Inventory	3.4	1.8	- 47.1%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	1	0	- 100.0%	3	2	- 33.3%
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	60	—	—	167	30	- 82.0%
Median Sales Price*	\$49,900	—	—	\$73,450	\$112,500	+ 53.2%
Average Sales Price*	\$49,900	—	—	\$73,450	\$112,500	+ 53.2%
Percent of List Price Received*	87.5%	—	—	90.0%	99.9%	+ 11.0%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.6	—	—	—	—	—

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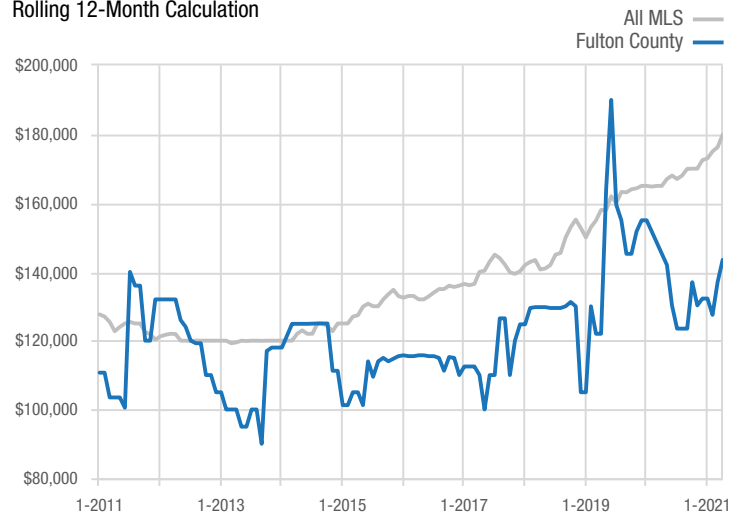
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

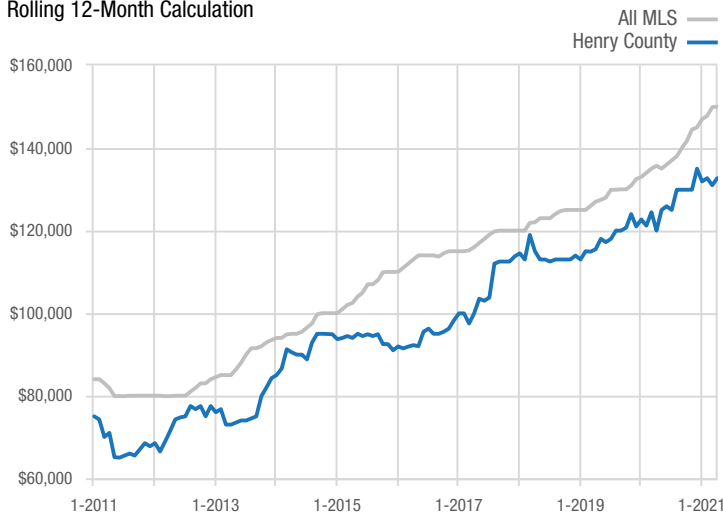
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	11	20	+ 81.8%	67	60	- 10.4%
Pending Sales	19	9	- 52.6%	64	56	- 12.5%
Closed Sales	20	11	- 45.0%	64	58	- 9.4%
Days on Market Until Sale	119	121	+ 1.7%	104	87	- 16.3%
Median Sales Price*	\$107,450	\$127,200	+ 18.4%	\$114,450	\$124,000	+ 8.3%
Average Sales Price*	\$143,915	\$196,045	+ 36.2%	\$139,454	\$146,382	+ 5.0%
Percent of List Price Received*	98.4%	100.3%	+ 1.9%	96.0%	97.5%	+ 1.6%
Inventory of Homes for Sale	53	42	- 20.8%	—	—	—
Months Supply of Inventory	3.1	2.3	- 25.8%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	0	0	—	2	0	- 100.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	72	281	+ 290.3%	72	281	+ 290.3%
Median Sales Price*	\$65,000	\$160,000	+ 146.2%	\$65,000	\$160,000	+ 146.2%
Average Sales Price*	\$65,000	\$160,000	+ 146.2%	\$65,000	\$160,000	+ 146.2%
Percent of List Price Received*	86.8%	97.0%	+ 11.8%	86.8%	97.0%	+ 11.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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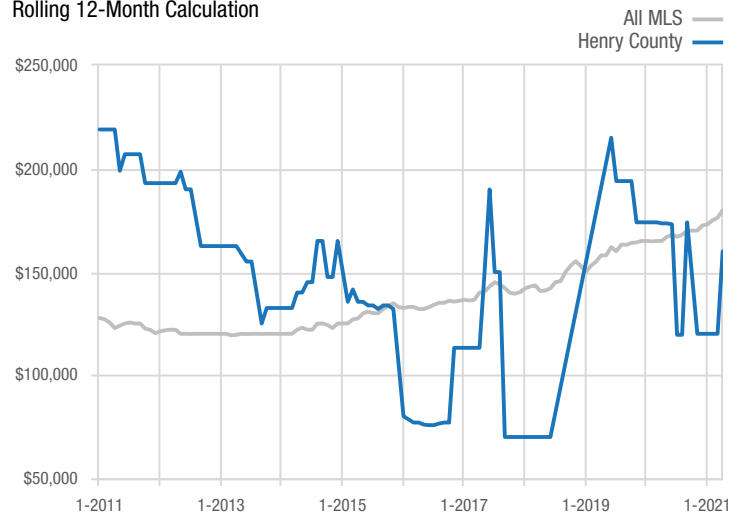
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – April 2021

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Paulding County

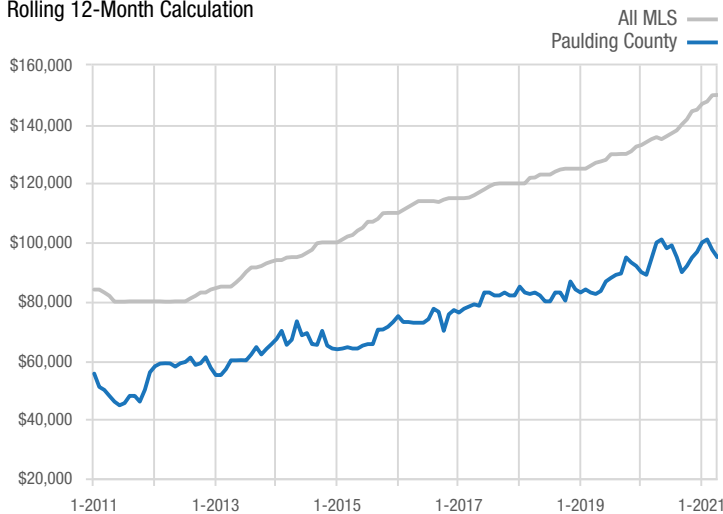
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	16	11	- 31.3%	47	50	+ 6.4%
Pending Sales	14	13	- 7.1%	41	39	- 4.9%
Closed Sales	11	14	+ 27.3%	41	37	- 9.8%
Days on Market Until Sale	111	100	- 9.9%	98	75	- 23.5%
Median Sales Price*	\$107,600	\$82,450	- 23.4%	\$89,900	\$85,500	- 4.9%
Average Sales Price*	\$108,169	\$95,112	- 12.1%	\$101,418	\$99,829	- 1.6%
Percent of List Price Received*	96.9%	96.7%	- 0.2%	94.6%	97.5%	+ 3.1%
Inventory of Homes for Sale	35	24	- 31.4%	—	—	—
Months Supply of Inventory	3.1	2.3	- 25.8%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	82	—	—
Median Sales Price*	—	—	—	\$135,000	—	—
Average Sales Price*	—	—	—	\$135,000	—	—
Percent of List Price Received*	—	—	—	97.9%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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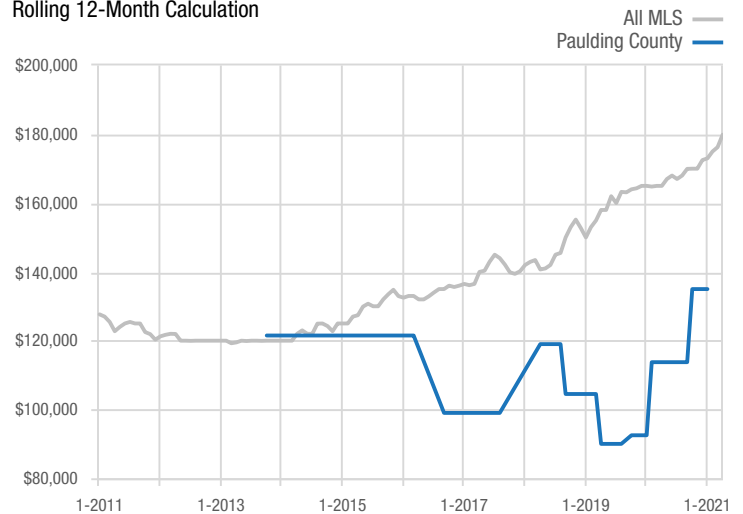
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Putnam County

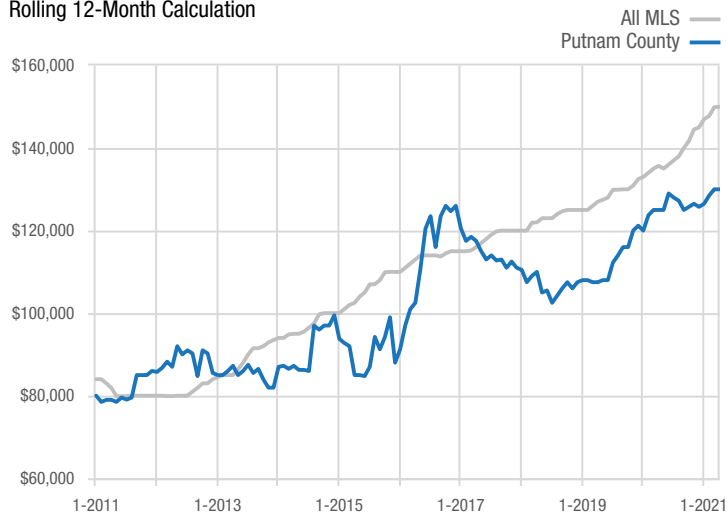
Single Family	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
Key Metrics						
New Listings	14	9	- 35.7%	40	37	- 7.5%
Pending Sales	7	5	- 28.6%	32	26	- 18.8%
Closed Sales	7	9	+ 28.6%	29	27	- 6.9%
Days on Market Until Sale	147	73	- 50.3%	156	91	- 41.7%
Median Sales Price*	\$126,500	\$124,900	- 1.3%	\$125,750	\$130,000	+ 3.4%
Average Sales Price*	\$138,129	\$156,422	+ 13.2%	\$143,489	\$162,641	+ 13.3%
Percent of List Price Received*	97.3%	96.1%	- 1.2%	94.6%	96.0%	+ 1.5%
Inventory of Homes for Sale	34	28	- 17.6%	—	—	—
Months Supply of Inventory	3.9	3.4	- 12.8%	—	—	—

Condo-Villa	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% 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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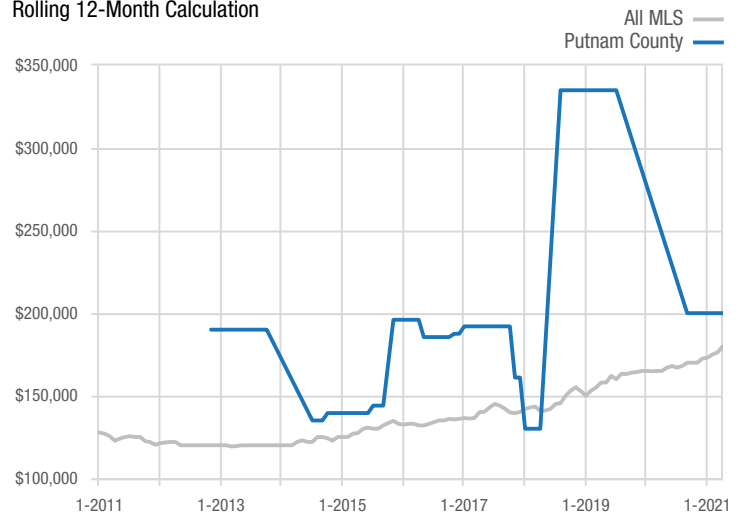
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

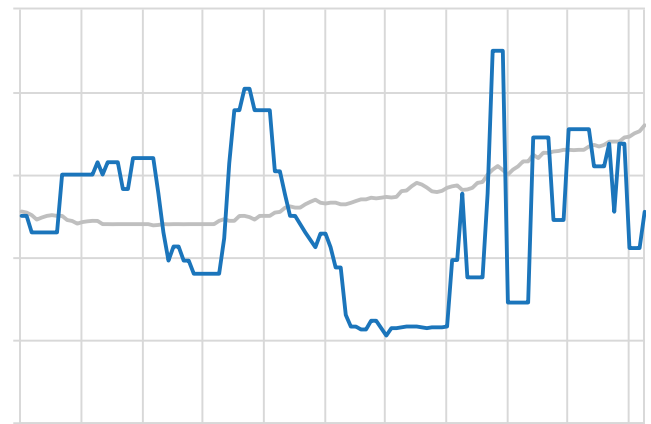
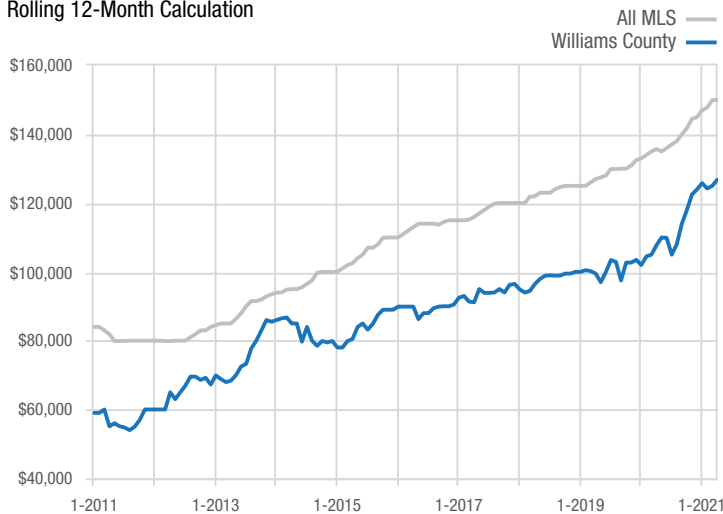
Single Family Key Metrics	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	33	40	+ 21.2%	128	159	+ 24.2%
Pending Sales	32	42	+ 31.3%	121	150	+ 24.0%
Closed Sales	27	39	+ 44.4%	118	145	+ 22.9%
Days on Market Until Sale	111	68	- 38.7%	110	72	- 34.5%
Median Sales Price*	\$101,000	\$128,125	+ 26.9%	\$99,700	\$124,000	+ 24.4%
Average Sales Price*	\$124,198	\$142,243	+ 14.5%	\$116,656	\$133,227	+ 14.2%
Percent of List Price Received*	96.5%	99.9%	+ 3.5%	95.7%	98.1%	+ 2.5%
Inventory of Homes for Sale	103	73	- 29.1%	—	—	—
Months Supply of Inventory	2.9	2.0	- 31.0%	—	—	—

Condo-Villa Key Metrics	April			Year to Date		
	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	2	0	- 100.0%	2	0	- 100.0%
Pending Sales	0	1	—	0	2	—
Closed Sales	0	1	—	0	3	—
Days on Market Until Sale	—	239	—	—	120	—
Median Sales Price*	—	\$285,000	—	—	\$83,500	—
Average Sales Price*	—	\$285,000	—	—	\$143,567	—
Percent of List Price Received*	—	93.5%	—	—	94.7%	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.3	—	—	—	—	—

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Median Sales Price - Single Family

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