

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		580	538	- 7.2%	12,443	13,349	+ 7.3%
Pending Sales		824	950	+ 15.3%	11,129	12,030	+ 8.1%
Closed Sales		940	1,052	+ 11.9%	11,154	11,977	+ 7.4%
Days on Market Until Sale		74	68	- 8.1%	79	64	- 19.0%
Median Sales Price		\$156,800	\$154,000	- 1.8%	\$148,900	\$160,000	+ 7.5%
Average Sales Price		\$187,397	\$188,311	+ 0.5%	\$173,901	\$192,794	+ 10.9%
Percent of List Price Received		98.1%	98.8%	+ 0.7%	98.1%	99.8%	+ 1.7%
Housing Affordability Index		258	261	+ 1.2%	271	252	- 7.0%
Inventory of Homes for Sale		1,803	1,622	- 10.0%	—	—	—
Months Supply of Inventory		1.9	1.6	- 15.8%	—	—	—

Local Market Update – December 2021

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Defiance

MLS Area 61: 43512

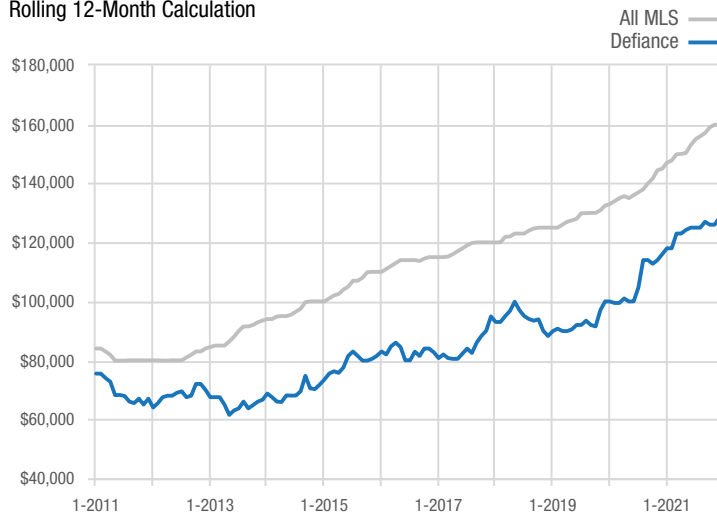
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	7	8	+ 14.3%	223	280	+ 25.6%
Pending Sales	14	14	0.0%	213	229	+ 7.5%
Closed Sales	16	13	- 18.8%	214	228	+ 6.5%
Days on Market Until Sale	63	73	+ 15.9%	80	64	- 20.0%
Median Sales Price*	\$107,750	\$132,000	+ 22.5%	\$116,000	\$128,250	+ 10.6%
Average Sales Price*	\$136,446	\$134,685	- 1.3%	\$121,977	\$153,326	+ 25.7%
Percent of List Price Received*	95.5%	99.6%	+ 4.3%	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	33	48	+ 45.5%	—	—	—
Months Supply of Inventory	1.9	2.5	+ 31.6%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	0	—	17	12	- 29.4%
Pending Sales	1	0	- 100.0%	13	13	0.0%
Closed Sales	2	0	- 100.0%	13	13	0.0%
Days on Market Until Sale	115	—	—	97	37	- 61.9%
Median Sales Price*	\$145,000	—	—	\$153,821	\$120,000	- 22.0%
Average Sales Price*	\$145,000	—	—	\$139,592	\$141,608	+ 1.4%
Percent of List Price Received*	96.4%	—	—	96.8%	100.1%	+ 3.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

* 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.

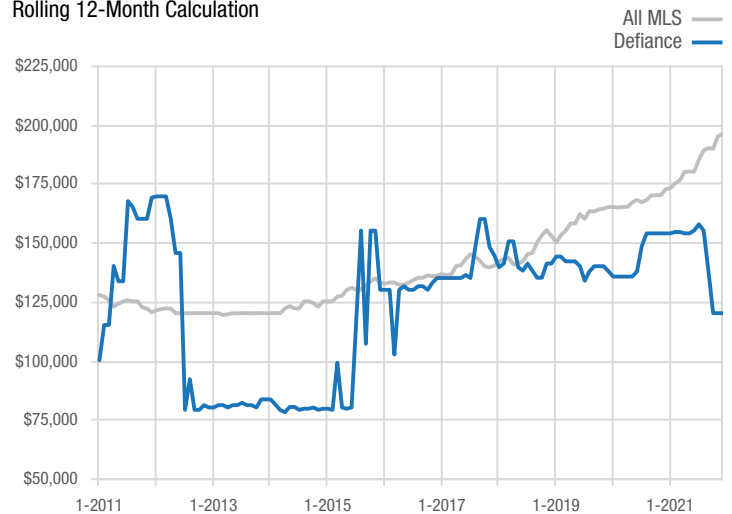
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Napoleon

MLS Area 76: 43545

Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	8	7	- 12.5%	115	135	+ 17.4%
Pending Sales	6	11	+ 83.3%	115	114	- 0.9%
Closed Sales	12	15	+ 25.0%	115	110	- 4.3%
Days on Market Until Sale	84	65	- 22.6%	88	68	- 22.7%
Median Sales Price*	\$150,675	\$163,500	+ 8.5%	\$139,500	\$149,250	+ 7.0%
Average Sales Price*	\$238,154	\$192,700	- 19.1%	\$160,898	\$169,579	+ 5.4%
Percent of List Price Received*	97.7%	98.1%	+ 0.4%	97.9%	99.4%	+ 1.5%
Inventory of Homes for Sale	18	21	+ 16.7%	—	—	—
Months Supply of Inventory	1.9	2.2	+ 15.8%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	0	—	5	2	- 60.0%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	1	—	3	3	0.0%
Days on Market Until Sale	—	18	—	79	104	+ 31.6%
Median Sales Price*	—	\$231,654	—	\$120,000	\$184,000	+ 53.3%
Average Sales Price*	—	\$231,654	—	\$128,333	\$191,885	+ 49.5%
Percent of List Price Received*	—	122.0%	—	96.6%	105.3%	+ 9.0%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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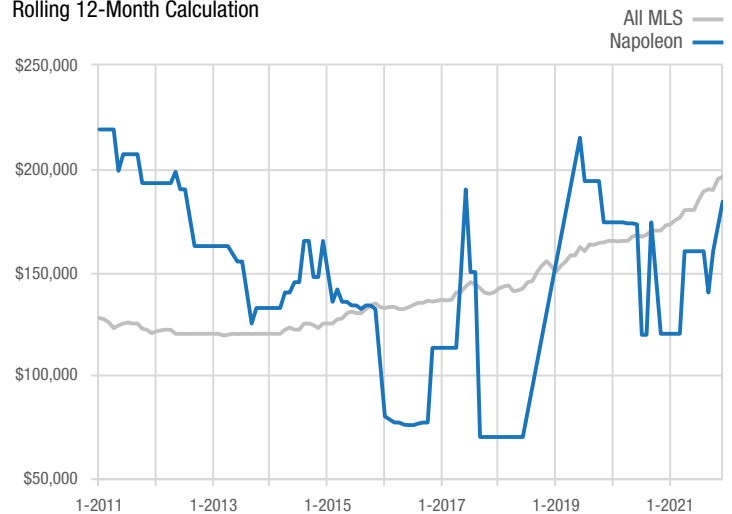
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

MLS Area 87: 43506

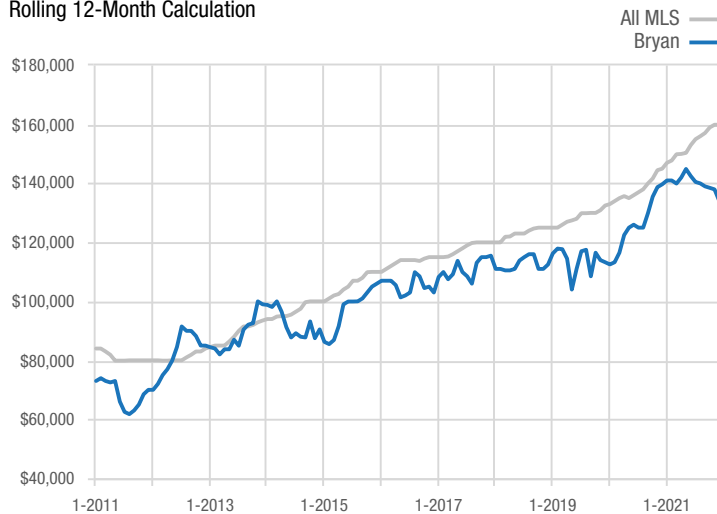
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	16	15	- 6.3%	204	241	+ 18.1%
Pending Sales	12	16	+ 33.3%	189	222	+ 17.5%
Closed Sales	12	20	+ 66.7%	187	224	+ 19.8%
Days on Market Until Sale	76	66	- 13.2%	87	67	- 23.0%
Median Sales Price*	\$139,200	\$116,858	- 16.1%	\$139,700	\$134,000	- 4.1%
Average Sales Price*	\$137,483	\$129,976	- 5.5%	\$151,080	\$150,470	- 0.4%
Percent of List Price Received*	99.1%	98.0%	- 1.1%	97.6%	98.8%	+ 1.2%
Inventory of Homes for Sale	38	41	+ 7.9%	—	—	—
Months Supply of Inventory	2.4	2.2	- 8.3%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	0	—	7	4	- 42.9%
Pending Sales	1	0	- 100.0%	5	6	+ 20.0%
Closed Sales	0	0	—	4	7	+ 75.0%
Days on Market Until Sale	—	—	—	77	89	+ 15.6%
Median Sales Price*	—	—	—	\$168,750	\$94,000	- 44.3%
Average Sales Price*	—	—	—	\$156,625	\$162,371	+ 3.7%
Percent of List Price Received*	—	—	—	95.1%	99.4%	+ 4.5%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.6	—	—	—	—	—

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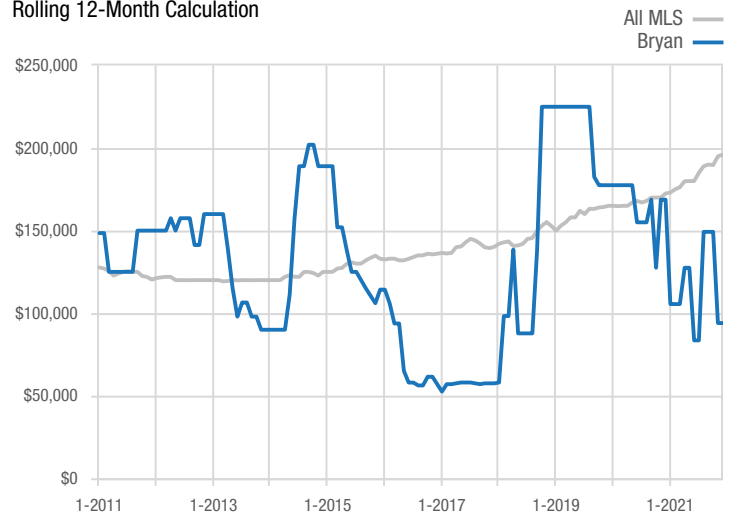
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wauseon

MLS Area 96: 43567

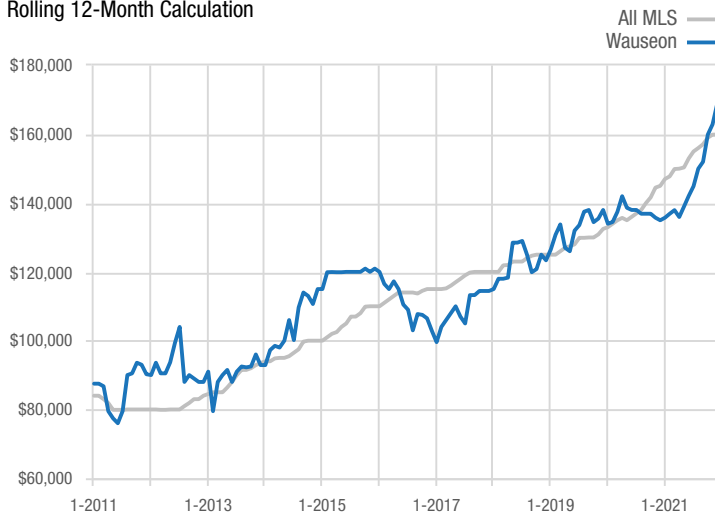
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	5	4	- 20.0%	132	129	- 2.3%
Pending Sales	9	18	+ 100.0%	127	123	- 3.1%
Closed Sales	14	16	+ 14.3%	127	121	- 4.7%
Days on Market Until Sale	61	74	+ 21.3%	76	64	- 15.8%
Median Sales Price*	\$132,000	\$210,000	+ 59.1%	\$135,000	\$169,000	+ 25.2%
Average Sales Price*	\$138,800	\$209,056	+ 50.6%	\$141,008	\$195,259	+ 38.5%
Percent of List Price Received*	95.2%	96.4%	+ 1.3%	97.7%	98.8%	+ 1.1%
Inventory of Homes for Sale	15	15	0.0%	—	—	—
Months Supply of Inventory	1.4	1.5	+ 7.1%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	3	6	+ 100.0%
Pending Sales	0	0	—	3	7	+ 133.3%
Closed Sales	0	0	—	3	7	+ 133.3%
Days on Market Until Sale	—	—	—	127	35	- 72.4%
Median Sales Price*	—	—	—	\$62,500	\$79,900	+ 27.8%
Average Sales Price*	—	—	—	\$69,800	\$110,829	+ 58.8%
Percent of List Price Received*	—	—	—	93.3%	100.0%	+ 7.2%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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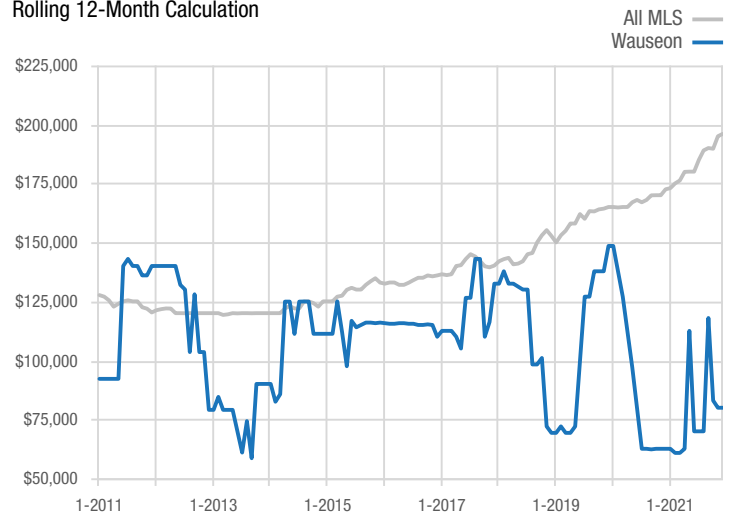
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Archbold

MLS Area 98: 43502

Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	6	1	- 83.3%	70	56	- 20.0%
Pending Sales	2	4	+ 100.0%	71	56	- 21.1%
Closed Sales	3	5	+ 66.7%	72	56	- 22.2%
Days on Market Until Sale	103	70	- 32.0%	100	63	- 37.0%
Median Sales Price*	\$114,900	\$140,000	+ 21.8%	\$145,000	\$164,000	+ 13.1%
Average Sales Price*	\$159,433	\$170,700	+ 7.1%	\$179,237	\$199,416	+ 11.3%
Percent of List Price Received*	97.7%	91.3%	- 6.6%	98.0%	97.7%	- 0.3%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	1.9	1.3	- 31.6%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	—	7	4	- 42.9%
Pending Sales	2	0	- 100.0%	6	1	- 83.3%
Closed Sales	3	0	- 100.0%	6	1	- 83.3%
Days on Market Until Sale	39	—	—	35	36	+ 2.9%
Median Sales Price*	\$170,000	—	—	\$153,500	\$197,000	+ 28.3%
Average Sales Price*	\$162,500	—	—	\$160,517	\$197,000	+ 22.7%
Percent of List Price Received*	99.2%	—	—	100.1%	109.5%	+ 9.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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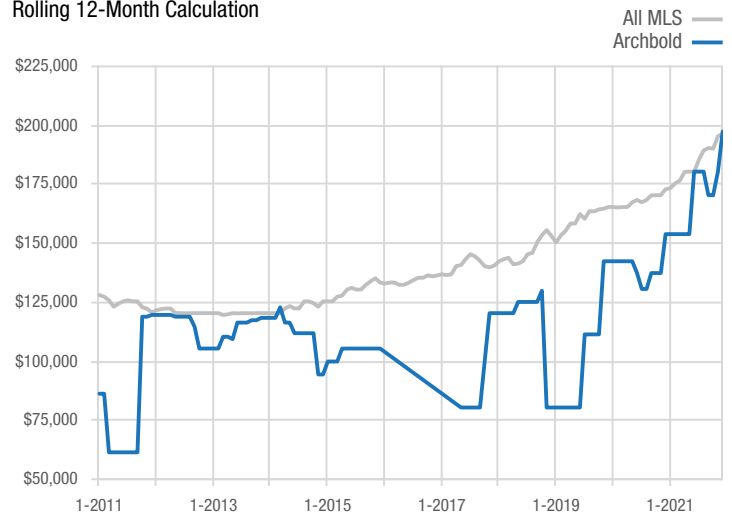
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

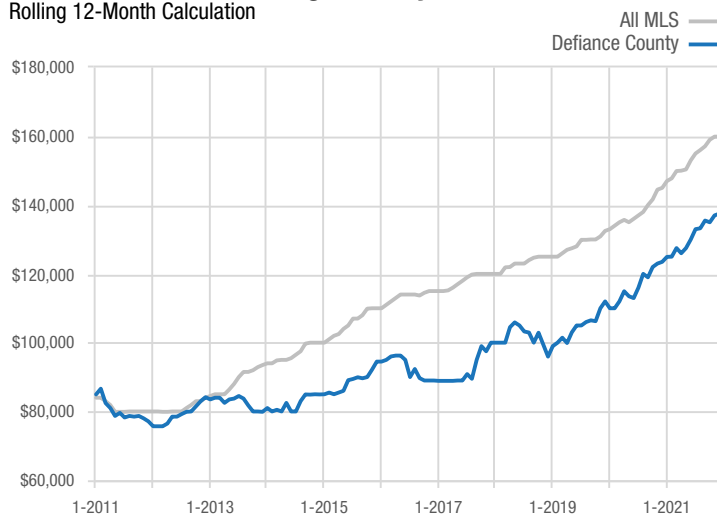
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	18	20	+ 11.1%	424	491	+ 15.8%
Pending Sales	36	35	- 2.8%	403	428	+ 6.2%
Closed Sales	37	33	- 10.8%	399	428	+ 7.3%
Days on Market Until Sale	65	82	+ 26.2%	85	66	- 22.4%
Median Sales Price*	\$105,500	\$135,000	+ 28.0%	\$123,500	\$137,500	+ 11.3%
Average Sales Price*	\$146,439	\$141,983	- 3.0%	\$133,931	\$160,786	+ 20.1%
Percent of List Price Received*	96.9%	100.9%	+ 4.1%	97.1%	99.6%	+ 2.6%
Inventory of Homes for Sale	63	80	+ 27.0%	—	—	—
Months Supply of Inventory	1.9	2.2	+ 15.8%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	1	—	24	23	- 4.2%
Pending Sales	1	0	- 100.0%	21	21	0.0%
Closed Sales	2	0	- 100.0%	21	20	- 4.8%
Days on Market Until Sale	175	—	—	102	38	- 62.7%
Median Sales Price*	\$128,950	—	—	\$153,821	\$135,000	- 12.2%
Average Sales Price*	\$128,950	—	—	\$134,038	\$153,315	+ 14.4%
Percent of List Price Received*	96.4%	—	—	97.7%	100.3%	+ 2.7%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	0.9	0.4	- 55.6%	—	—	—

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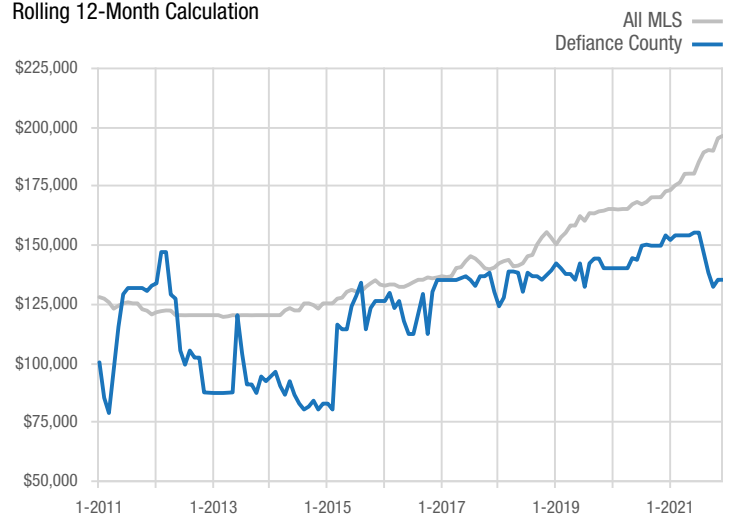
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

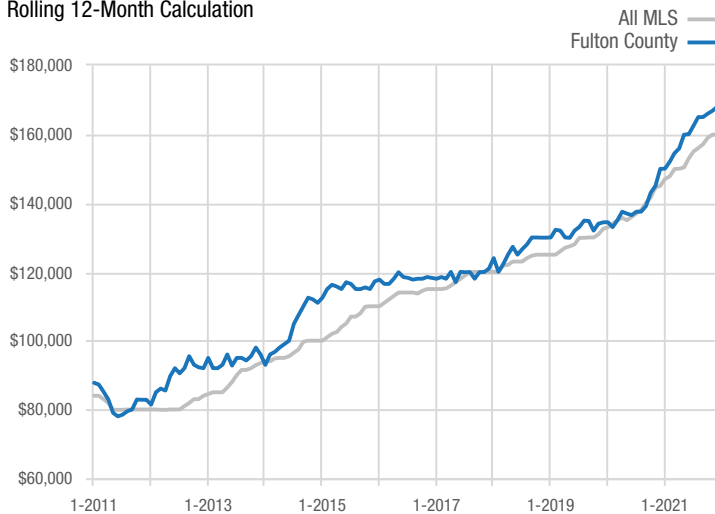
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	22	16	- 27.3%	465	452	- 2.8%
Pending Sales	32	44	+ 37.5%	437	431	- 1.4%
Closed Sales	43	41	- 4.7%	434	426	- 1.8%
Days on Market Until Sale	63	64	+ 1.6%	80	64	- 20.0%
Median Sales Price*	\$149,200	\$152,500	+ 2.2%	\$149,950	\$168,000	+ 12.0%
Average Sales Price*	\$158,105	\$183,839	+ 16.3%	\$164,377	\$193,082	+ 17.5%
Percent of List Price Received*	98.2%	98.0%	- 0.2%	98.6%	99.8%	+ 1.2%
Inventory of Homes for Sale	63	46	- 27.0%	—	—	—
Months Supply of Inventory	1.7	1.3	- 23.5%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	1	0	- 100.0%	13	15	+ 15.4%
Pending Sales	2	0	- 100.0%	12	12	0.0%
Closed Sales	4	0	- 100.0%	12	12	0.0%
Days on Market Until Sale	39	—	—	61	35	- 42.6%
Median Sales Price*	\$148,750	—	—	\$132,250	\$130,500	- 1.3%
Average Sales Price*	\$146,875	—	—	\$136,625	\$154,817	+ 13.3%
Percent of List Price Received*	99.4%	—	—	98.1%	100.7%	+ 2.7%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.5	—	—	—	—	—

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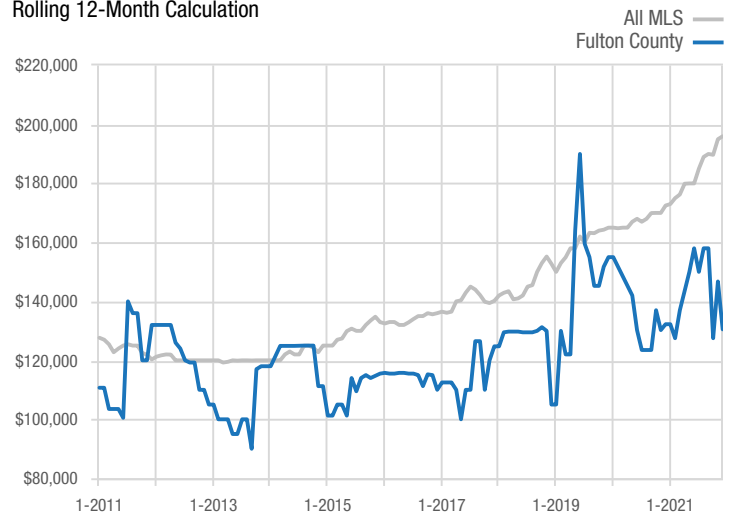
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

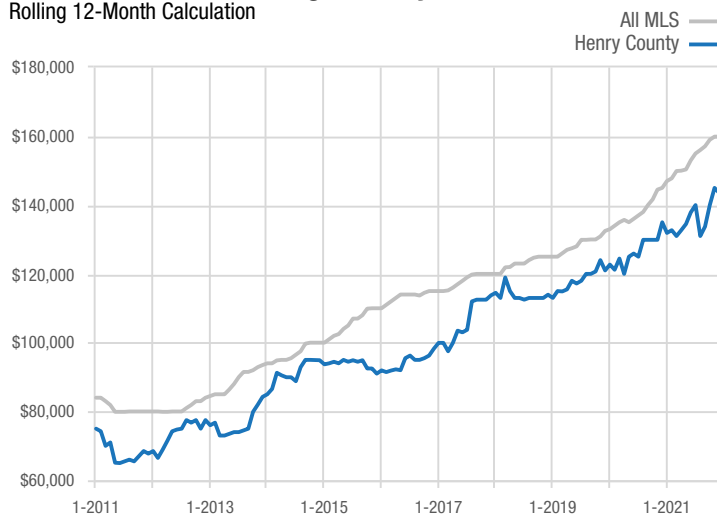
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	19	14	- 26.3%	244	247	+ 1.2%
Pending Sales	14	23	+ 64.3%	224	219	- 2.2%
Closed Sales	19	27	+ 42.1%	222	217	- 2.3%
Days on Market Until Sale	86	70	- 18.6%	87	69	- 20.7%
Median Sales Price*	\$151,500	\$163,500	+ 7.9%	\$135,000	\$143,500	+ 6.3%
Average Sales Price*	\$210,542	\$182,311	- 13.4%	\$152,150	\$160,080	+ 5.2%
Percent of List Price Received*	98.5%	97.2%	- 1.3%	97.8%	98.8%	+ 1.0%
Inventory of Homes for Sale	41	44	+ 7.3%	—	—	—
Months Supply of Inventory	2.2	2.4	+ 9.1%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	0	—	5	2	- 60.0%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	1	—	3	3	0.0%
Days on Market Until Sale	—	18	—	79	104	+ 31.6%
Median Sales Price*	—	\$231,654	—	\$120,000	\$184,000	+ 53.3%
Average Sales Price*	—	\$231,654	—	\$128,333	\$191,885	+ 49.5%
Percent of List Price Received*	—	122.0%	—	96.6%	105.3%	+ 9.0%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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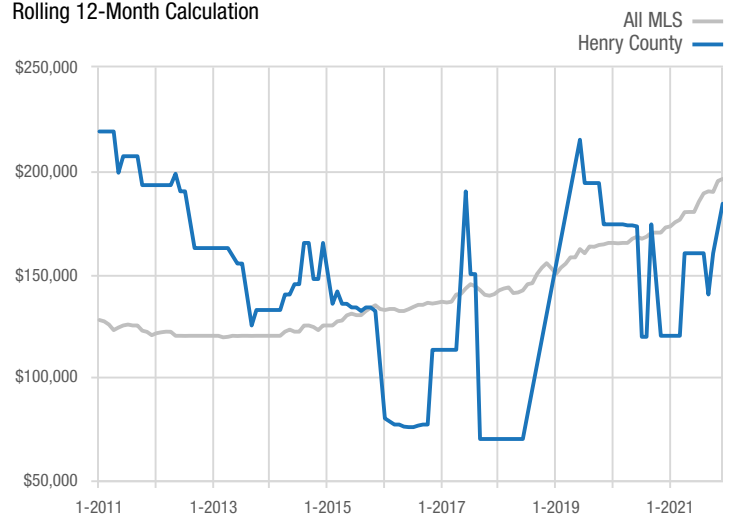
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Paulding County

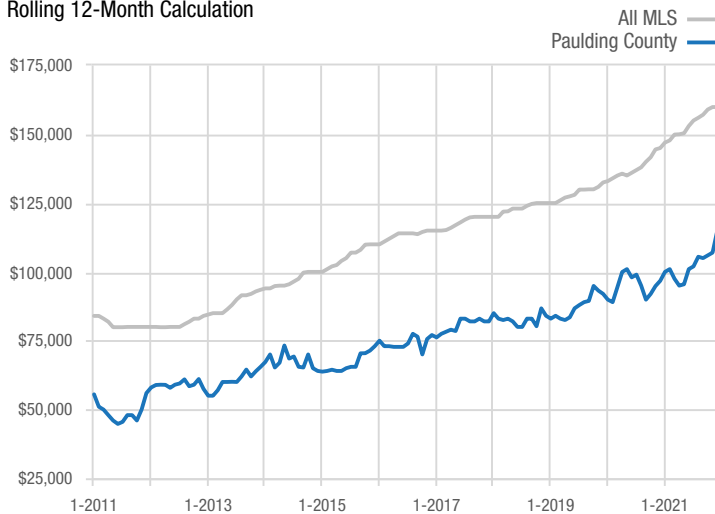
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	4	7	+ 75.0%	123	162	+ 31.7%
Pending Sales	4	17	+ 325.0%	125	138	+ 10.4%
Closed Sales	6	16	+ 166.7%	130	136	+ 4.6%
Days on Market Until Sale	69	65	- 5.8%	96	68	- 29.2%
Median Sales Price*	\$92,500	\$123,000	+ 33.0%	\$96,750	\$115,000	+ 18.9%
Average Sales Price*	\$123,133	\$134,446	+ 9.2%	\$114,431	\$121,787	+ 6.4%
Percent of List Price Received*	93.1%	100.7%	+ 8.2%	95.3%	99.1%	+ 4.0%
Inventory of Homes for Sale	16	26	+ 62.5%	—	—	—
Months Supply of Inventory	1.5	2.3	+ 53.3%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
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	—	—	—	—	—	—

* 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.

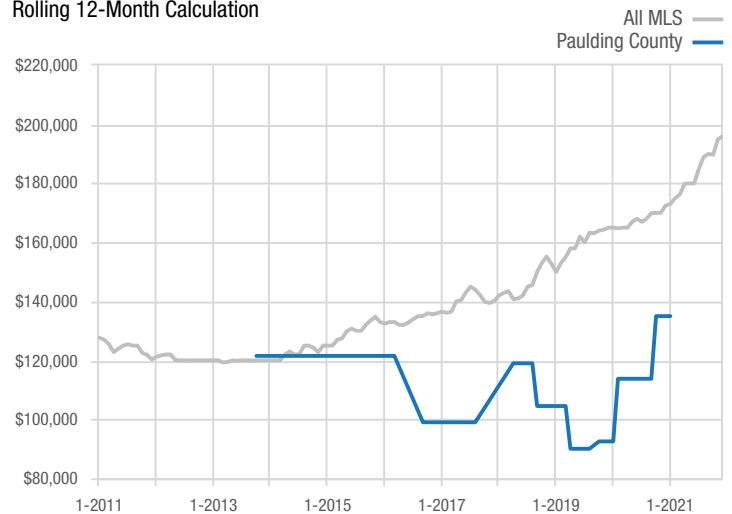
Median Sales Price - Single Family

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 – December 2021

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Putnam County

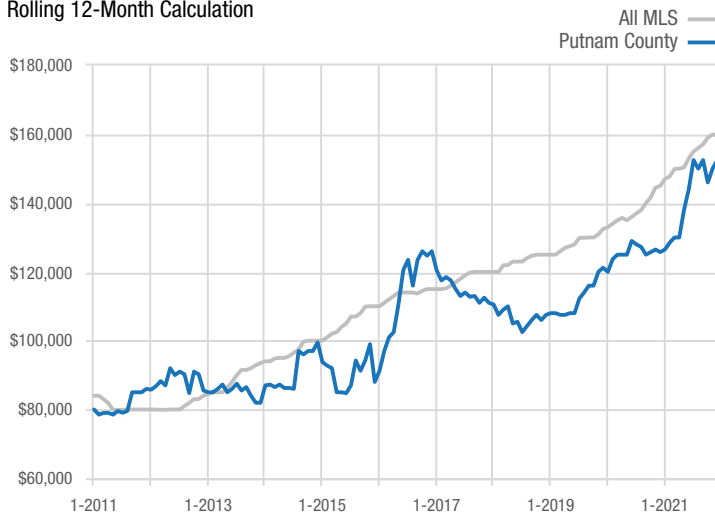
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	5	10	+ 100.0%	106	133	+ 25.5%
Pending Sales	5	15	+ 200.0%	104	122	+ 17.3%
Closed Sales	5	19	+ 280.0%	105	121	+ 15.2%
Days on Market Until Sale	121	72	- 40.5%	117	78	- 33.3%
Median Sales Price*	\$175,000	\$172,000	- 1.7%	\$125,750	\$152,500	+ 21.3%
Average Sales Price*	\$168,900	\$201,522	+ 19.3%	\$147,646	\$172,595	+ 16.9%
Percent of List Price Received*	97.6%	97.3%	- 0.3%	95.9%	98.7%	+ 2.9%
Inventory of Homes for Sale	22	18	- 18.2%	—	—	—
Months Supply of Inventory	2.5	1.8	- 28.0%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	120	—	—
Median Sales Price*	—	—	—	\$200,000	—	—
Average Sales Price*	—	—	—	\$200,000	—	—
Percent of List Price Received*	—	—	—	93.1%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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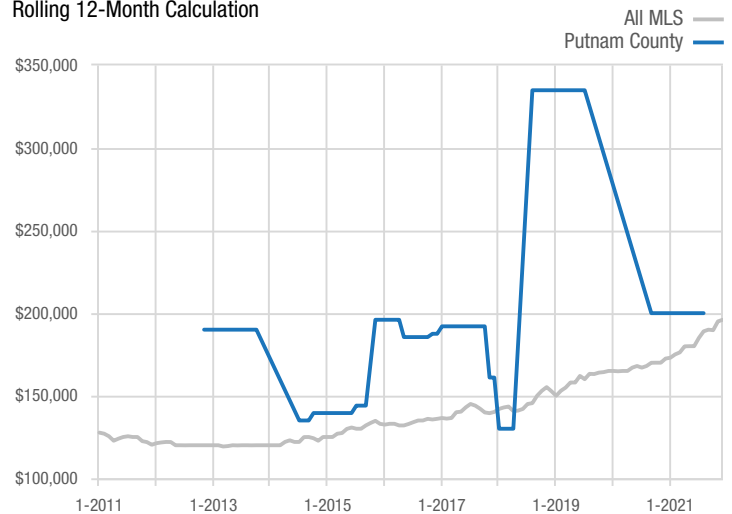
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – December 2021

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Williams County

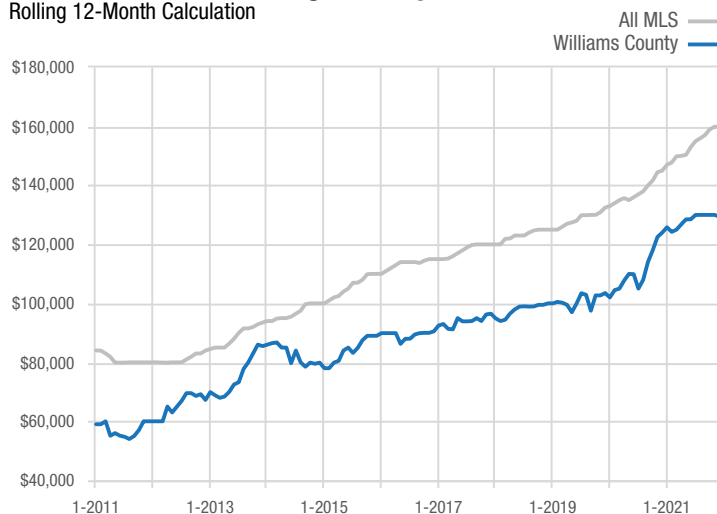
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	28	30	+ 7.1%	453	549	+ 21.2%
Pending Sales	23	41	+ 78.3%	417	489	+ 17.3%
Closed Sales	23	46	+ 100.0%	416	488	+ 17.3%
Days on Market Until Sale	89	72	- 19.1%	95	69	- 27.4%
Median Sales Price*	\$131,000	\$113,458	- 13.4%	\$124,000	\$129,450	+ 4.4%
Average Sales Price*	\$134,941	\$123,653	- 8.4%	\$133,221	\$142,430	+ 6.9%
Percent of List Price Received*	99.6%	97.3%	- 2.3%	97.2%	97.9%	+ 0.7%
Inventory of Homes for Sale	83	93	+ 12.0%	—	—	—
Months Supply of Inventory	2.4	2.3	- 4.2%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	2	—	7	6	- 14.3%
Pending Sales	1	0	- 100.0%	5	6	+ 20.0%
Closed Sales	0	0	—	4	7	+ 75.0%
Days on Market Until Sale	—	—	—	77	89	+ 15.6%
Median Sales Price*	—	—	—	\$168,750	\$94,000	- 44.3%
Average Sales Price*	—	—	—	\$156,625	\$162,371	+ 3.7%
Percent of List Price Received*	—	—	—	95.1%	99.4%	+ 4.5%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.6	2.0	+ 25.0%	—	—	—

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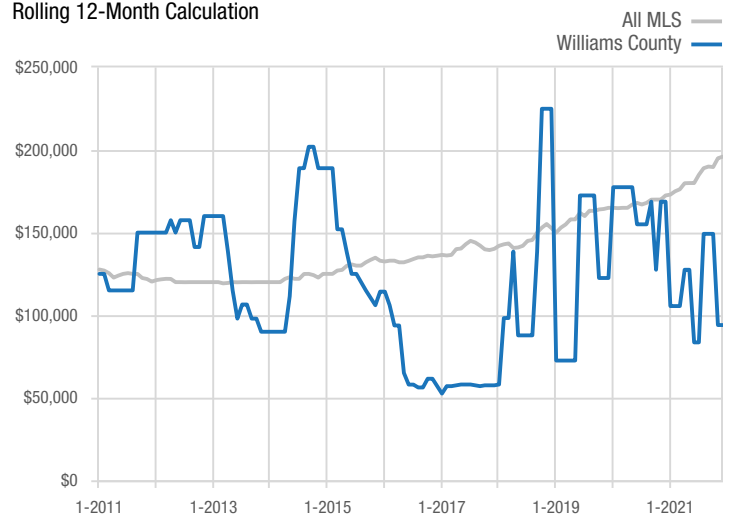
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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