

Local Market Update – March 2025

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Western Counties

Defiance, Fulton, Henry, Paulding, Putnam and Williams

The western counties of Northwest Ohio saw notable growth in the single-family home market in March 2025, with new listings up 22.6% and closed sales rising 33.3% compared to the same month last year. Homes also sold slightly faster, with average days on market dropping to 75 days. Prices continued to trend upward—median sales price rose 7.5% to \$178,500, and the average price increased by 4.8%. Year-to-date figures reflect similar momentum, with listings, closed sales, and total volume all showing healthy gains, including a 25.7% increase in overall sales volume.

In contrast, condo/villa activity remained minimal but showed some movement: five new listings and one closed sale occurred in March, compared to none the year prior. Year-to-date condo sales increased slightly, although price metrics declined, likely due to the small sample size. With a high months supply of inventory reported for condos, this segment could offer more choice for buyers in the coming months.

Single Family Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	115	141	22.6%	321	382	19.0%
Closed Sales	84	112	33.3%	231	273	18.2%
Days on Market	79	75	-5.1%	73	73	0.0%
SP\$/SqFt	\$113.00	\$123.00	8.8%	\$114.00	\$126.00	10.5%
Median Sales Price*	\$166,000	\$178,500	7.5%	\$165,000	\$180,000	9.1%
Average Sales Price*	\$186,582	\$195,596	4.8%	\$188,004	\$199,902	6.3%
Percent of List Price Received*	97%	98%	1.0%	98%	99%	---
Months Supply of Inventory	5	4	-20.0%	---	---	---
Total Volume	\$15,672,868	\$21,906,703	39.8%	\$43,428,851	\$54,573,164	25.7%

Condo/Villa Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	5	---	5	14	180.0%
Closed Sales	0	1	---	3	4	33.3%
Days on Market	---	65	---	55	92	67.3%
SP\$/SqFt	---	\$141.00	---	\$161.00	\$122.00	-24.2%
Median Sales Price*	---	\$270,000	---	\$303,596	\$218,950	-27.9%
Average Sales Price*	---	\$270,000	---	\$240,499	\$201,475	-16.2%
Percent of List Price Received*	---	97%	---	100%	99%	-1.0%
Months Supply of Inventory	---	17	---	---	---	---
Total Volume (in 1000's)	---	\$270,000	---	\$721,496	\$805,900	11.7%

*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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		836	913	+ 9.2%	2,282	2,428	+ 6.4%
Pending Sales		695	768	+ 10.5%	1,899	1,882	- 0.9%
Closed Sales		663	702	+ 5.9%	1,806	1,778	- 1.6%
Days on Market Until Sale		68	71	+ 4.4%	70	72	+ 2.9%
Median Sales Price		\$172,000	\$199,050	+ 15.7%	\$169,900	\$187,000	+ 10.1%
Average Sales Price		\$199,817	\$235,254	+ 17.7%	\$195,241	\$222,747	+ 14.1%
Percent of List Price Received		99.3%	99.0%	- 0.3%	98.4%	99.0%	+ 0.6%
Housing Affordability Index		175	152	- 13.1%	177	161	- 9.0%
Inventory of Homes for Sale		1,591	1,841	+ 15.7%	—	—	—
Months Supply of Inventory		2.1	2.4	+ 14.3%	—	—	—

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Defiance

Zip Code 43512

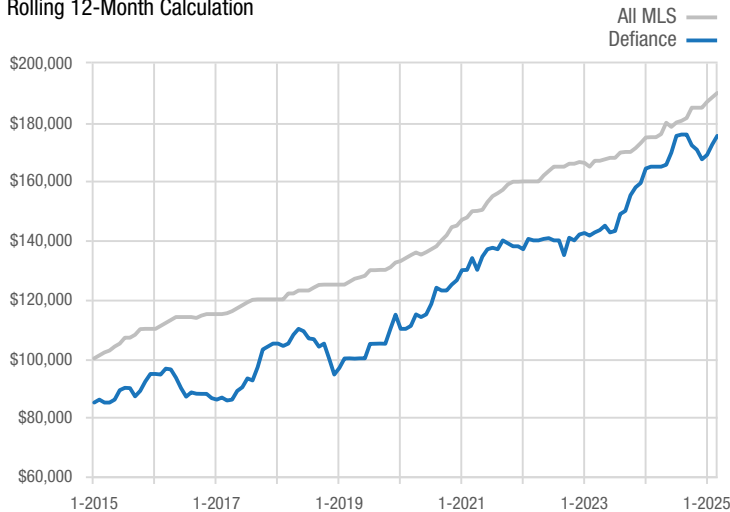
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	23	20	- 13.0%	56	72	+ 28.6%
Pending Sales	20	30	+ 50.0%	39	56	+ 43.6%
Closed Sales	14	29	+ 107.1%	33	53	+ 60.6%
Days on Market Until Sale	48	54	+ 12.5%	65	59	- 9.2%
Median Sales Price*	\$156,000	\$185,000	+ 18.6%	\$165,000	\$185,000	+ 12.1%
Average Sales Price*	\$156,200	\$199,369	+ 27.6%	\$166,785	\$196,191	+ 17.6%
Percent of List Price Received*	96.2%	100.5%	+ 4.5%	97.3%	98.9%	+ 1.6%
Inventory of Homes for Sale	39	50	+ 28.2%	—	—	—
Months Supply of Inventory	1.9	2.4	+ 26.3%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	1	2	+ 100.0%	2	4	+ 100.0%
Pending Sales	0	2	—	1	4	+ 300.0%
Closed Sales	0	0	—	3	2	- 33.3%
Days on Market Until Sale	—	—	—	55	141	+ 156.4%
Median Sales Price*	—	—	—	\$303,596	\$218,950	- 27.9%
Average Sales Price*	—	—	—	\$240,499	\$218,950	- 9.0%
Percent of List Price Received*	—	—	—	100.2%	99.6%	- 0.6%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	2.2	2.1	- 4.5%	—	—	—

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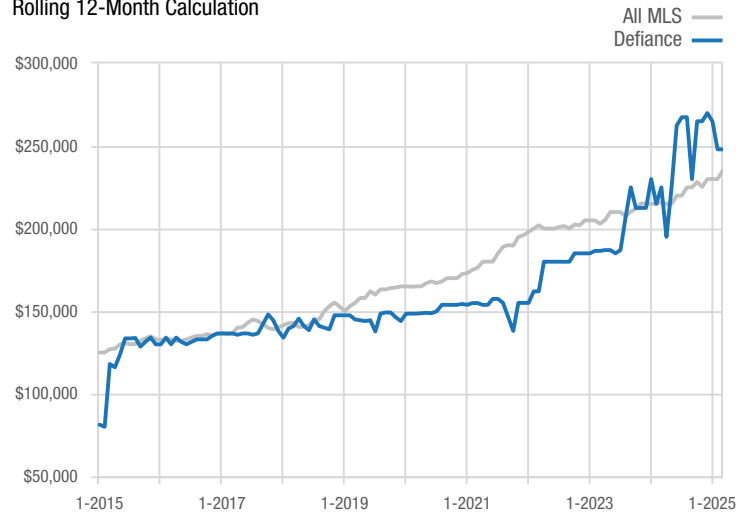
Median Sales Price - Single Family

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.

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Napoleon

Zip Code 43545

Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	11	6	- 45.5%	27	23	- 14.8%
Pending Sales	8	7	- 12.5%	21	14	- 33.3%
Closed Sales	8	5	- 37.5%	21	14	- 33.3%
Days on Market Until Sale	94	95	+ 1.1%	74	67	- 9.5%
Median Sales Price*	\$180,200	\$173,500	- 3.7%	\$179,900	\$175,000	- 2.7%
Average Sales Price*	\$227,000	\$161,750	- 28.7%	\$202,757	\$191,077	- 5.8%
Percent of List Price Received*	98.8%	95.7%	- 3.1%	98.1%	98.5%	+ 0.4%
Inventory of Homes for Sale	22	23	+ 4.5%	—	—	—
Months Supply of Inventory	3.0	2.8	- 6.7%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	2	—	0	2	—
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	—	0.7	—	—	—	—

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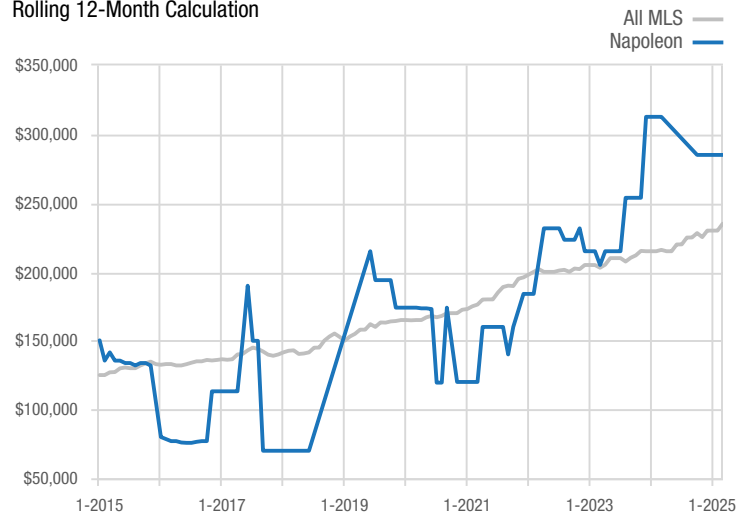
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bryan

Zip Code 43506

Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	10	18	+ 80.0%	38	39	+ 2.6%
Pending Sales	16	16	0.0%	36	40	+ 11.1%
Closed Sales	17	17	0.0%	35	40	+ 14.3%
Days on Market Until Sale	89	100	+ 12.4%	78	88	+ 12.8%
Median Sales Price*	\$125,000	\$202,000	+ 61.6%	\$145,000	\$184,500	+ 27.2%
Average Sales Price*	\$160,729	\$189,994	+ 18.2%	\$183,727	\$179,011	- 2.6%
Percent of List Price Received*	100.5%	97.4%	- 3.1%	98.0%	99.7%	+ 1.7%
Inventory of Homes for Sale	28	41	+ 46.4%	—	—	—
Months Supply of Inventory	2.1	2.5	+ 19.0%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	0	—	0	2	—
Pending Sales	0	1	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	65	—	—	65	—
Median Sales Price*	—	\$270,000	—	—	\$270,000	—
Average Sales Price*	—	\$270,000	—	—	\$270,000	—
Percent of List Price Received*	—	96.9%	—	—	96.9%	—
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	0.7	- 30.0%	—	—	—

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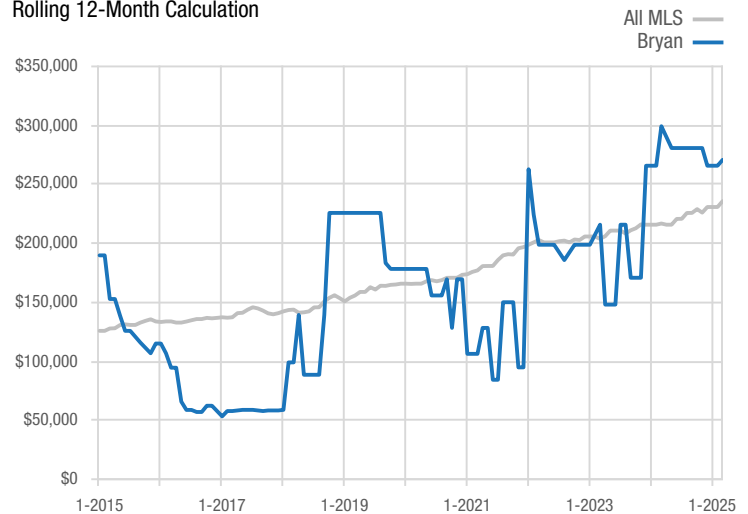
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wauseon

Zip Code 43567

Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	6	8	+ 33.3%	18	25	+ 38.9%
Pending Sales	4	4	0.0%	9	12	+ 33.3%
Closed Sales	4	5	+ 25.0%	8	13	+ 62.5%
Days on Market Until Sale	52	58	+ 11.5%	64	67	+ 4.7%
Median Sales Price*	\$212,000	\$291,000	+ 37.3%	\$250,000	\$232,500	- 7.0%
Average Sales Price*	\$228,000	\$286,100	+ 25.5%	\$237,750	\$272,292	+ 14.5%
Percent of List Price Received*	99.7%	100.0%	+ 0.3%	99.2%	99.1%	- 0.1%
Inventory of Homes for Sale	16	21	+ 31.3%	—	—	—
Months Supply of Inventory	2.2	2.7	+ 22.7%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	1	1	0.0%	1	4	+ 300.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	21	—
Median Sales Price*	—	—	—	—	\$98,000	—
Average Sales Price*	—	—	—	—	\$98,000	—
Percent of List Price Received*	—	—	—	—	101.6%	—
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.8	3.0	+ 275.0%	—	—	—

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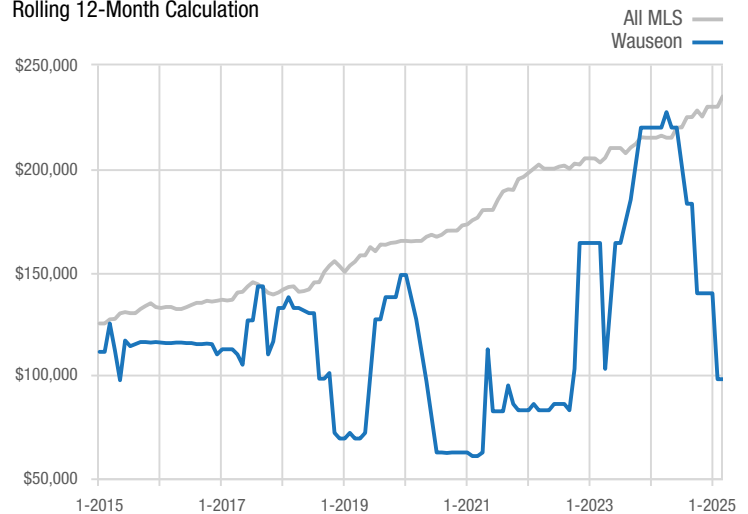
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Archbold

Zip Code 43502

Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	4	6	+ 50.0%	9	12	+ 33.3%
Pending Sales	1	4	+ 300.0%	14	11	- 21.4%
Closed Sales	3	4	+ 33.3%	15	11	- 26.7%
Days on Market Until Sale	123	81	- 34.1%	81	83	+ 2.5%
Median Sales Price*	\$249,000	\$195,000	- 21.7%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$209,800	\$202,475	- 3.5%	\$209,953	\$205,482	- 2.1%
Percent of List Price Received*	98.8%	97.2%	- 1.6%	98.0%	100.5%	+ 2.6%
Inventory of Homes for Sale	13	10	- 23.1%	—	—	—
Months Supply of Inventory	2.9	2.4	- 17.2%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
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	—	—	—	—	—	—

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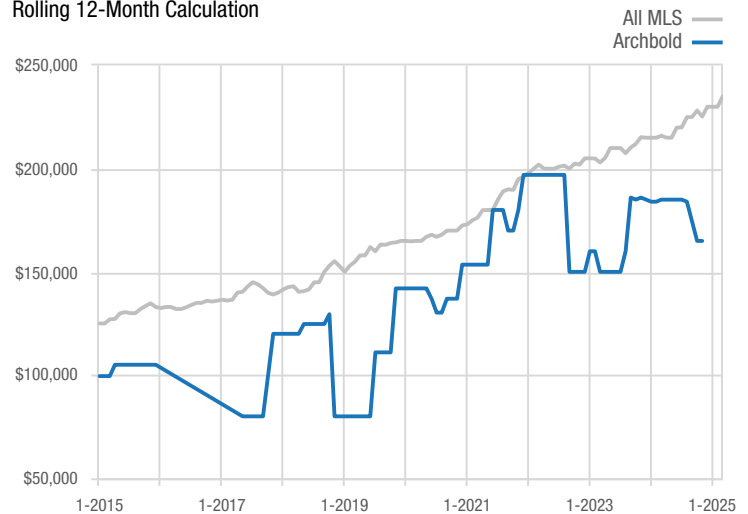
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Defiance County

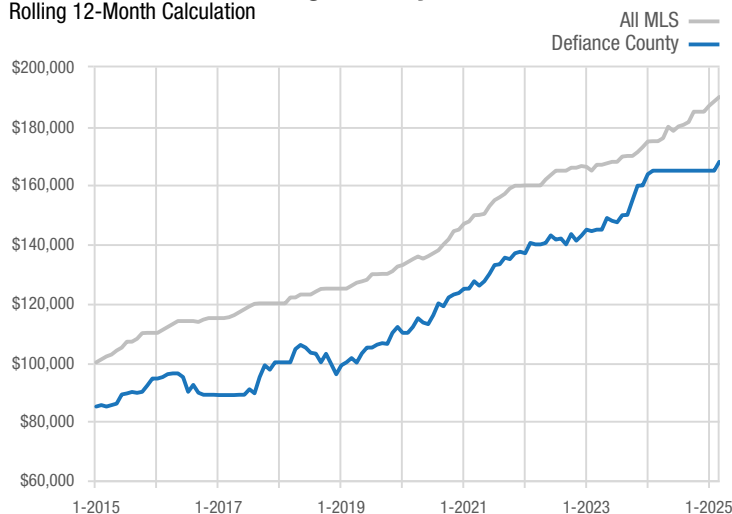
Single Family Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	30	27	- 10.0%	75	96	+ 28.0%
Pending Sales	27	38	+ 40.7%	58	73	+ 25.9%
Closed Sales	21	36	+ 71.4%	51	70	+ 37.3%
Days on Market Until Sale	55	59	+ 7.3%	64	63	- 1.6%
Median Sales Price*	\$165,000	\$180,000	+ 9.1%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$163,800	\$198,839	+ 21.4%	\$174,072	\$197,127	+ 13.2%
Percent of List Price Received*	96.2%	99.8%	+ 3.7%	97.1%	98.4%	+ 1.3%
Inventory of Homes for Sale	57	71	+ 24.6%	—	—	—
Months Supply of Inventory	2.0	2.6	+ 30.0%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	1	3	+ 200.0%	2	5	+ 150.0%
Pending Sales	0	3	—	1	5	+ 400.0%
Closed Sales	0	0	—	3	2	- 33.3%
Days on Market Until Sale	—	—	—	55	141	+ 156.4%
Median Sales Price*	—	—	—	\$303,596	\$218,950	- 27.9%
Average Sales Price*	—	—	—	\$240,499	\$218,950	- 9.0%
Percent of List Price Received*	—	—	—	100.2%	99.6%	- 0.6%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	2.2	1.8	- 18.2%	—	—	—

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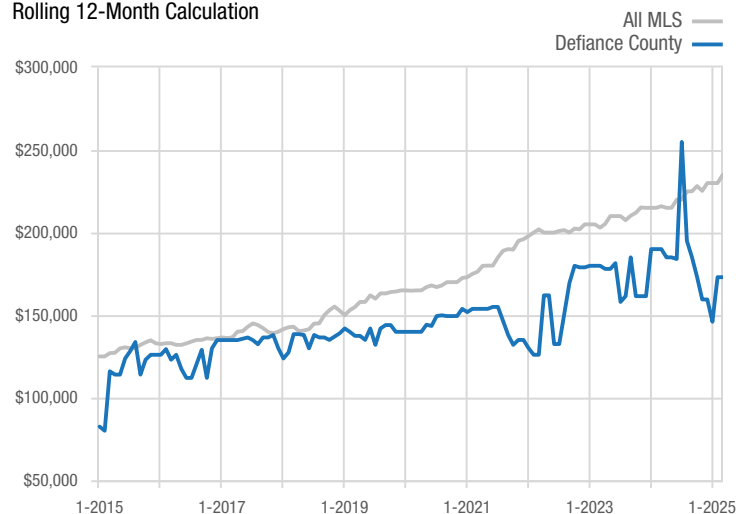
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Fulton County

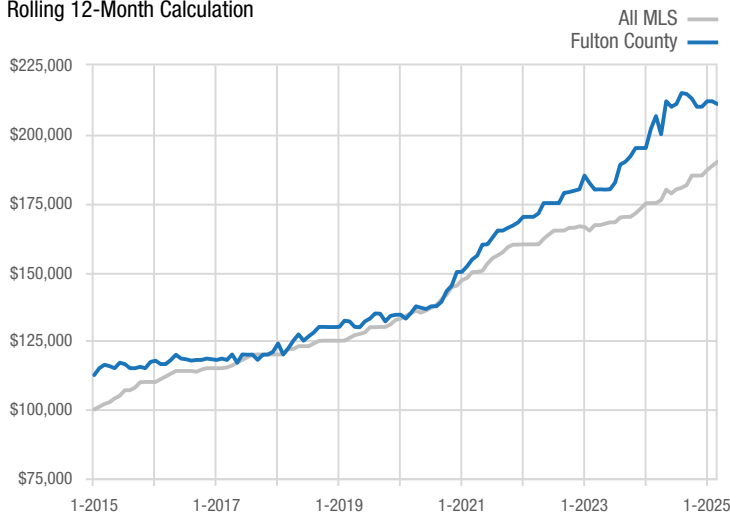
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	25	28	+ 12.0%	73	77	+ 5.5%
Pending Sales	16	23	+ 43.8%	54	54	0.0%
Closed Sales	18	22	+ 22.2%	54	55	+ 1.9%
Days on Market Until Sale	58	63	+ 8.6%	66	67	+ 1.5%
Median Sales Price*	\$224,500	\$189,750	- 15.5%	\$200,000	\$205,000	+ 2.5%
Average Sales Price*	\$234,398	\$205,145	- 12.5%	\$226,079	\$223,121	- 1.3%
Percent of List Price Received*	101.2%	98.0%	- 3.2%	99.9%	99.0%	- 0.9%
Inventory of Homes for Sale	60	59	- 1.7%	—	—	—
Months Supply of Inventory	2.4	2.1	- 12.5%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	1	1	0.0%	1	5	+ 400.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	21	—
Median Sales Price*	—	—	—	—	\$98,000	—
Average Sales Price*	—	—	—	—	\$98,000	—
Percent of List Price Received*	—	—	—	—	101.6%	—
Inventory of Homes for Sale	1	4	+ 300.0%	—	—	—
Months Supply of Inventory	0.7	4.0	+ 471.4%	—	—	—

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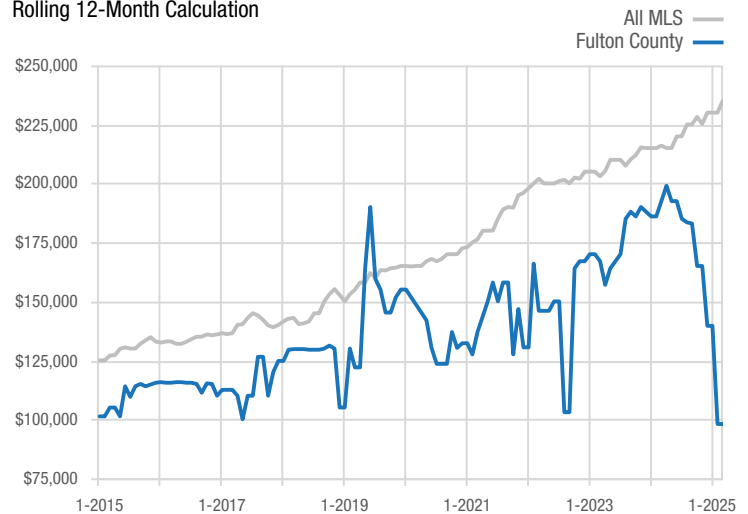
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Henry County

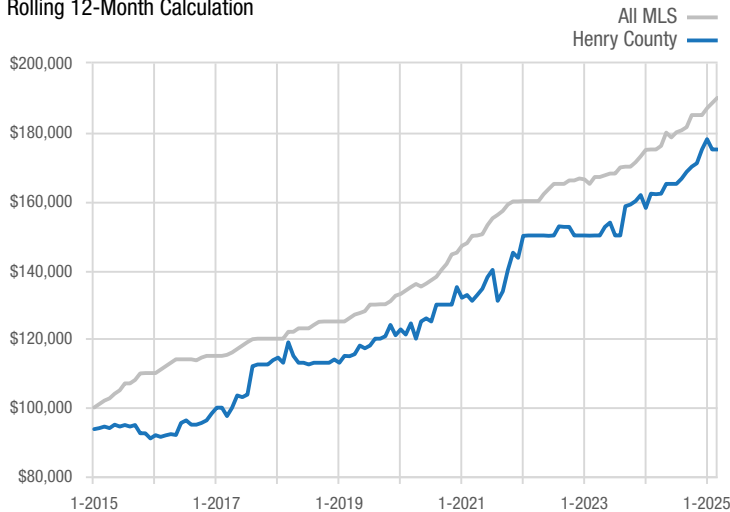
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	18	23	+ 27.8%	48	54	+ 12.5%
Pending Sales	10	13	+ 30.0%	33	41	+ 24.2%
Closed Sales	10	11	+ 10.0%	33	38	+ 15.2%
Days on Market Until Sale	82	76	- 7.3%	70	68	- 2.9%
Median Sales Price*	\$172,450	\$174,200	+ 1.0%	\$175,000	\$175,000	0.0%
Average Sales Price*	\$202,580	\$189,790	- 6.3%	\$183,564	\$195,717	+ 6.6%
Percent of List Price Received*	99.0%	96.1%	- 2.9%	96.3%	99.0%	+ 2.8%
Inventory of Homes for Sale	42	48	+ 14.3%	—	—	—
Months Supply of Inventory	2.8	2.8	0.0%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	2	—	0	2	—
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	—	0.7	—	—	—	—

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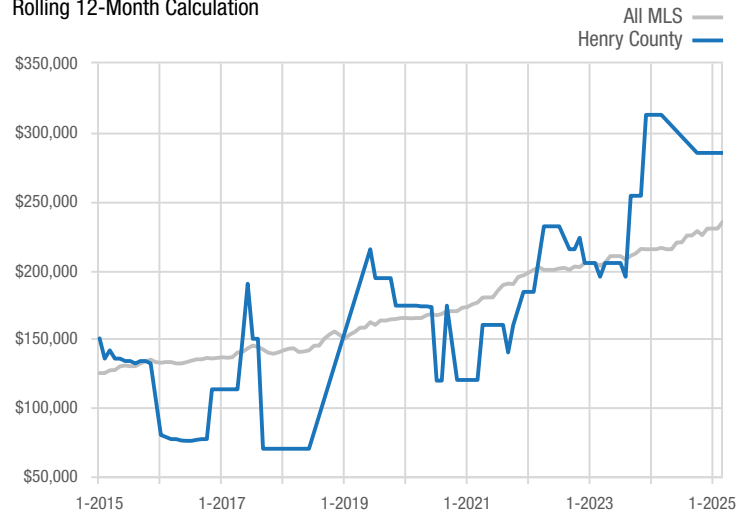
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2025

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Paulding County

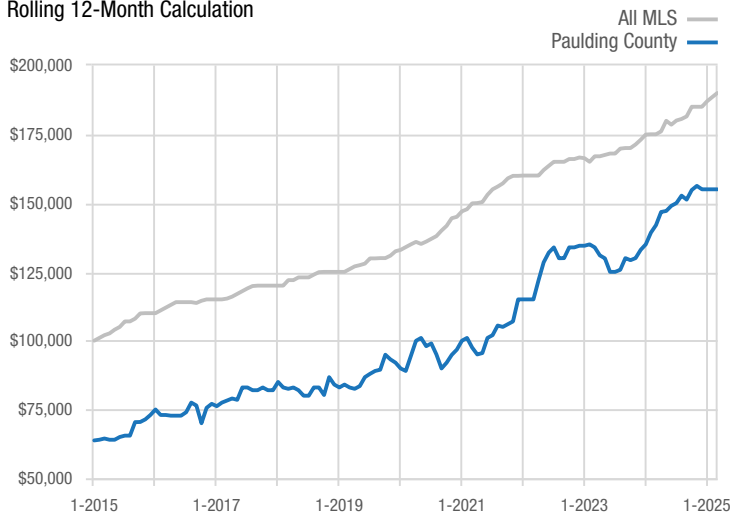
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	7	14	+ 100.0%	26	41	+ 57.7%
Pending Sales	4	11	+ 175.0%	24	22	- 8.3%
Closed Sales	5	11	+ 120.0%	22	22	0.0%
Days on Market Until Sale	149	101	- 32.2%	89	88	- 1.1%
Median Sales Price*	\$171,000	\$218,000	+ 27.5%	\$150,635	\$146,500	- 2.7%
Average Sales Price*	\$153,300	\$184,609	+ 20.4%	\$153,735	\$158,782	+ 3.3%
Percent of List Price Received*	89.5%	95.1%	+ 6.3%	99.7%	99.5%	- 0.2%
Inventory of Homes for Sale	27	46	+ 70.4%	—	—	—
Months Supply of Inventory	2.6	4.9	+ 88.5%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	1	0	- 100.0%	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	1.0	—	—	—	—	—

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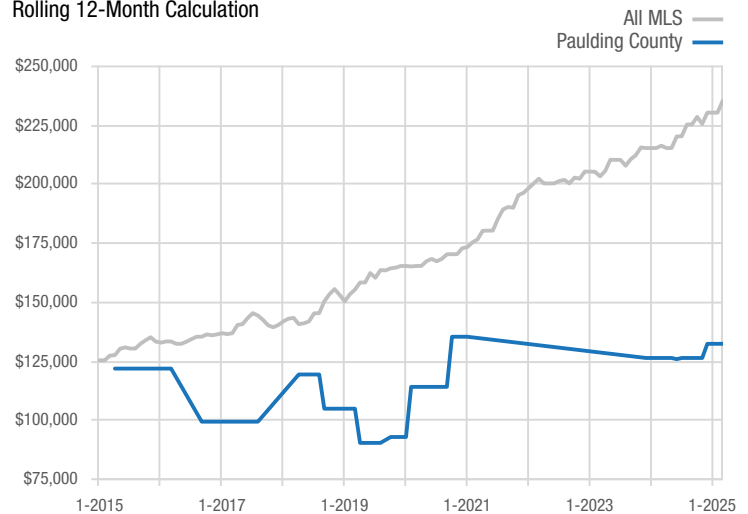
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Putnam County

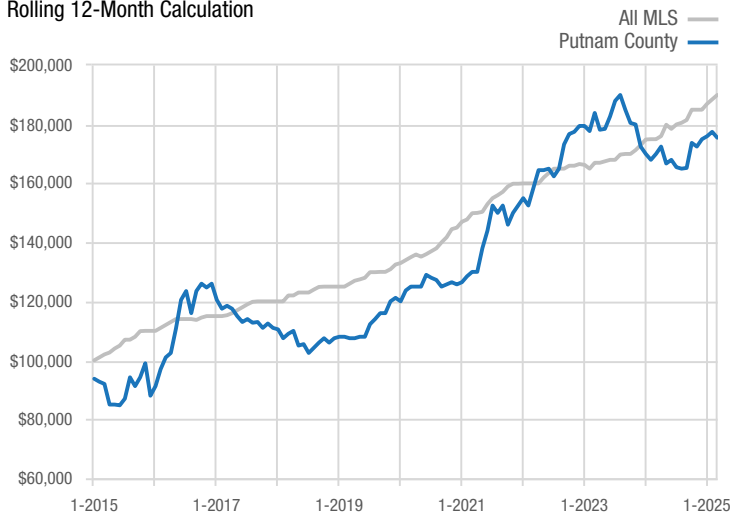
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	4	8	+ 100.0%	17	26	+ 52.9%
Pending Sales	2	5	+ 150.0%	10	13	+ 30.0%
Closed Sales	3	5	+ 66.7%	10	12	+ 20.0%
Days on Market Until Sale	98	66	- 32.7%	79	71	- 10.1%
Median Sales Price*	\$289,000	\$150,900	- 47.8%	\$152,450	\$163,450	+ 7.2%
Average Sales Price*	\$273,000	\$155,908	- 42.9%	\$199,830	\$244,962	+ 22.6%
Percent of List Price Received*	95.4%	99.0%	+ 3.8%	97.2%	97.1%	- 0.1%
Inventory of Homes for Sale	23	25	+ 8.7%	—	—	—
Months Supply of Inventory	3.8	3.1	- 18.4%	—	—	—

Condo-Villa	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	0	1	—	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	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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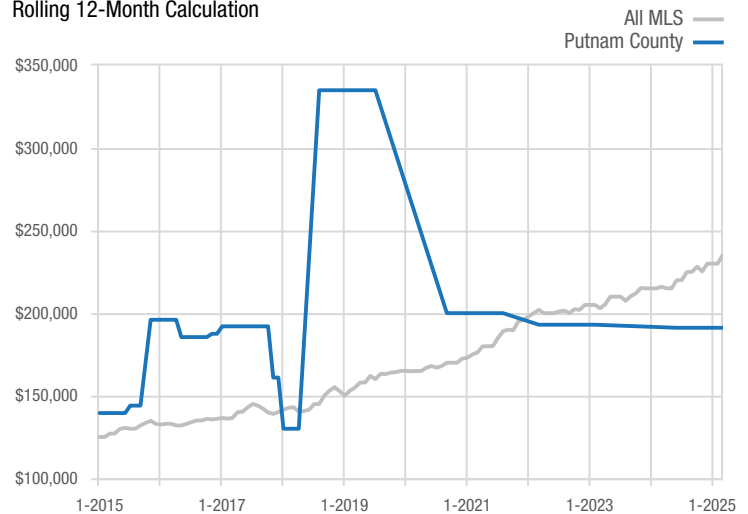
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Williams County

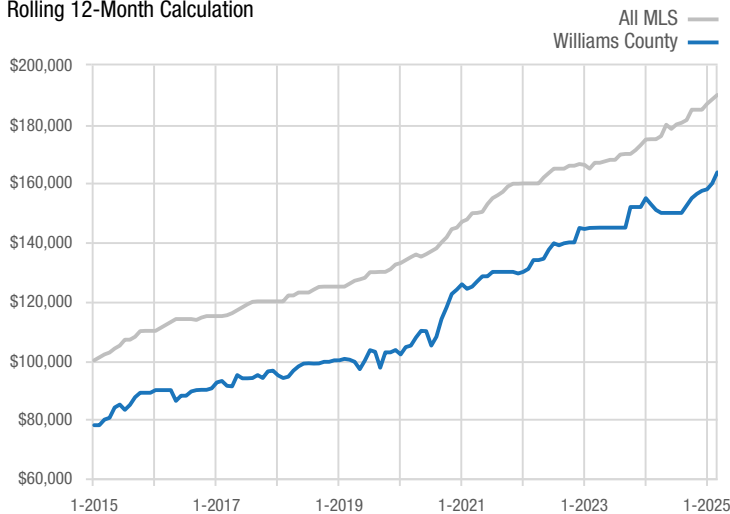
Single Family Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	31	34	+ 9.7%	82	81	- 1.2%
Pending Sales	29	28	- 3.4%	67	75	+ 11.9%
Closed Sales	27	27	0.0%	61	76	+ 24.6%
Days on Market Until Sale	94	97	+ 3.2%	83	87	+ 4.8%
Median Sales Price*	\$139,750	\$195,000	+ 39.5%	\$144,000	\$185,000	+ 28.5%
Average Sales Price*	\$168,562	\$193,506	+ 14.8%	\$179,516	\$190,243	+ 6.0%
Percent of List Price Received*	98.0%	96.2%	- 1.8%	97.6%	98.7%	+ 1.1%
Inventory of Homes for Sale	62	91	+ 46.8%	—	—	—
Months Supply of Inventory	1.9	2.8	+ 47.4%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
New Listings	0	0	—	1	2	+ 100.0%
Pending Sales	0	1	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	65	—	—	65	—
Median Sales Price*	—	\$270,000	—	—	\$270,000	—
Average Sales Price*	—	\$270,000	—	—	\$270,000	—
Percent of List Price Received*	—	96.9%	—	—	96.9%	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	0.8	- 60.0%	—	—	—

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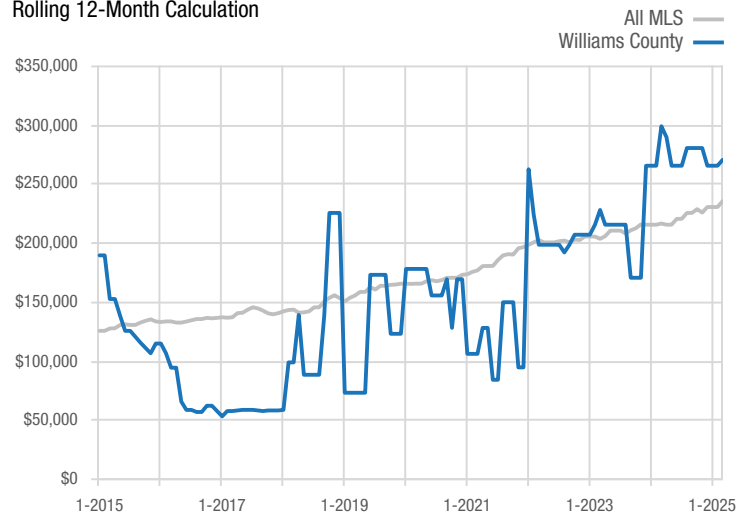
Median Sales Price - Single Family

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