

Local Market Update – June 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Hancock and Wyandot Counties

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

Single Family	June			Year to Date		
	2019	2020	% Change	Thru 6 2019	Thru 6 2020	% Change
New Listings	118	125	+5.9%	716	578	-19.3%
Days on Market	76	75	-1.3%	92	82	-10.9%
Average Sales Price*	\$196,108	\$204,785	+4.4%	\$186,387	\$187,677	+0.7%
Months Supply of Inventory	10	13	+30.0%	---	---	---

Condo-Villa	June			Year to Date		
	2019	2020	% Change	Thru 6 2019	Thru 6 2020	% Change
New Listings	11	8	-27.3%	47	28	-40.0%
Closed Sales	5	6	+20.0%	35	23	-34.3%
Days on Market	94	65	-30.9%	101	80	-20.8%
Median Sales Price*	\$315,000	\$152,300	-51.7%	\$181,000	\$166,500	-8.0%
Average Sales Price*	\$294,860	\$142,433	-51.7%	\$195,431	\$162,378	-16.9%
Percent of List Price Received*	98.5%	96.5%	-2.0%	98.8%	98.0%	-0.8%
Months Supply of Inventory	10	7	-30.0%	---	---	---
Total Volume	\$1,474,300	\$854,600	-42.0%	\$6,840,089	\$3,734,690	-45.4%

*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.

Local Market Update – June 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Findlay Areas

MLS Areas: 116 NW Findlay, 117 NE Findlay, 118 SE Findlay, 119 SW Findlay

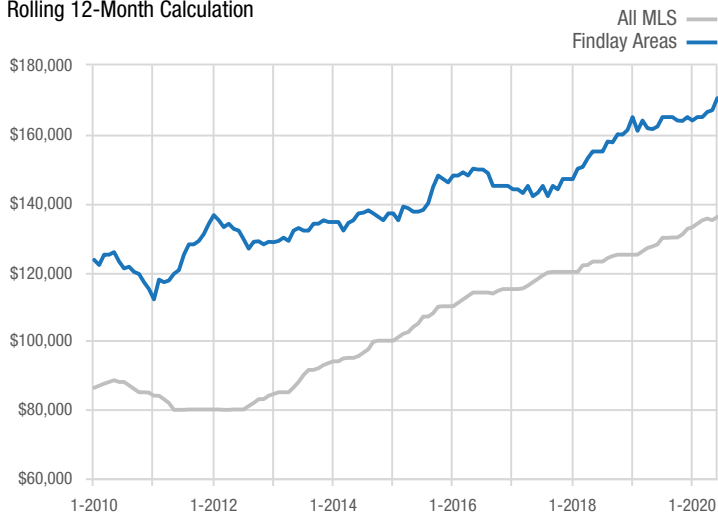
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	61	88	+ 44.3%	397	412	+ 3.8%
Pending Sales	50	58	+ 16.0%	306	311	+ 1.6%
Closed Sales	51	60	+ 17.6%	307	314	+ 2.3%
Days on Market Until Sale	68	65	- 4.4%	88	78	- 11.4%
Median Sales Price*	\$180,500	\$192,250	+ 6.5%	\$165,000	\$175,500	+ 6.4%
Average Sales Price*	\$220,138	\$214,776	- 2.4%	\$199,203	\$199,695	+ 0.2%
Percent of List Price Received*	97.9%	99.2%	+ 1.3%	97.8%	98.3%	+ 0.5%
Inventory of Homes for Sale	179	177	- 1.1%	—	—	—
Months Supply of Inventory	3.4	3.4	0.0%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	10	6	- 40.0%	37	21	- 43.2%
Pending Sales	4	4	0.0%	29	18	- 37.9%
Closed Sales	4	4	0.0%	28	18	- 35.7%
Days on Market Until Sale	105	87	- 17.1%	109	58	- 46.8%
Median Sales Price*	\$241,950	\$175,050	- 27.7%	\$181,750	\$172,400	- 5.1%
Average Sales Price*	\$288,100	\$165,650	- 42.5%	\$200,400	\$175,790	- 12.3%
Percent of List Price Received*	97.8%	98.9%	+ 1.1%	98.0%	100.8%	+ 2.9%
Inventory of Homes for Sale	16	10	- 37.5%	—	—	—
Months Supply of Inventory	2.7	1.9	- 29.6%	—	—	—

* 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.

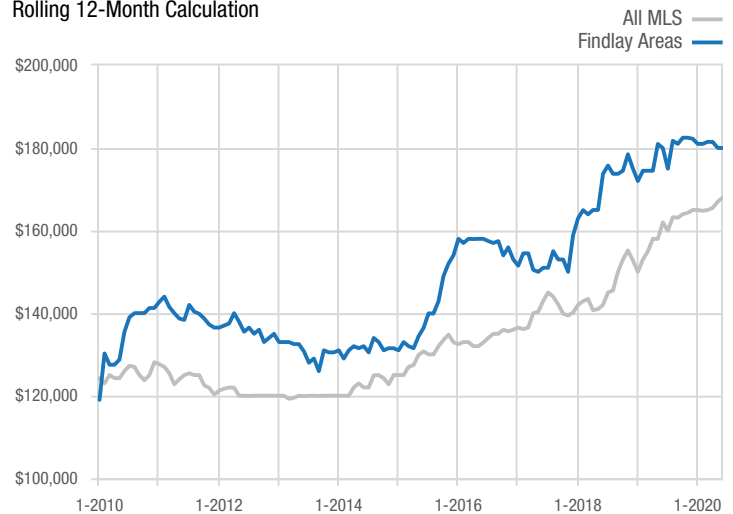
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – June 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Hancock County

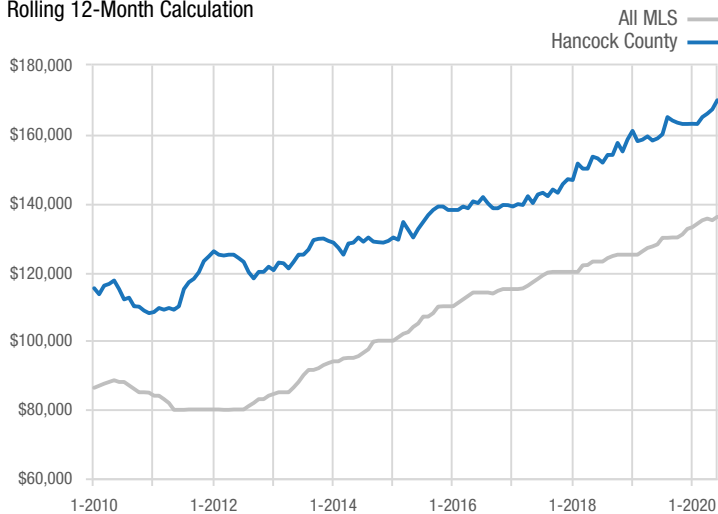
Single Family Key Metrics	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	109	114	+ 4.6%	644	536	- 16.8%
Pending Sales	84	73	- 13.1%	477	407	- 14.7%
Closed Sales	91	75	- 17.6%	476	417	- 12.4%
Days on Market Until Sale	77	70	- 9.1%	87	78	- 10.3%
Median Sales Price*	\$167,500	\$179,900	+ 7.4%	\$160,000	\$169,900	+ 6.2%
Average Sales Price*	\$204,289	\$213,609	+ 4.6%	\$191,217	\$194,488	+ 1.7%
Percent of List Price Received*	98.2%	99.5%	+ 1.3%	97.7%	98.6%	+ 0.9%
Inventory of Homes for Sale	305	239	- 21.6%	—	—	—
Months Supply of Inventory	3.9	3.1	- 20.5%	—	—	—

Condo-Villa Key Metrics	June			Year to Date		
	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	11	8	- 27.3%	47	27	- 42.6%
Pending Sales	6	6	0.0%	37	22	- 40.5%
Closed Sales	5	6	+ 20.0%	35	22	- 37.1%
Days on Market Until Sale	94	65	- 30.9%	101	56	- 44.6%
Median Sales Price*	\$315,000	\$152,300	- 51.7%	\$181,000	\$166,500	- 8.0%
Average Sales Price*	\$294,860	\$142,433	- 51.7%	\$195,431	\$162,652	- 16.8%
Percent of List Price Received*	97.8%	96.9%	- 0.9%	97.7%	99.7%	+ 2.0%
Inventory of Homes for Sale	19	13	- 31.6%	—	—	—
Months Supply of Inventory	2.8	2.1	- 25.0%	—	—	—

* 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.

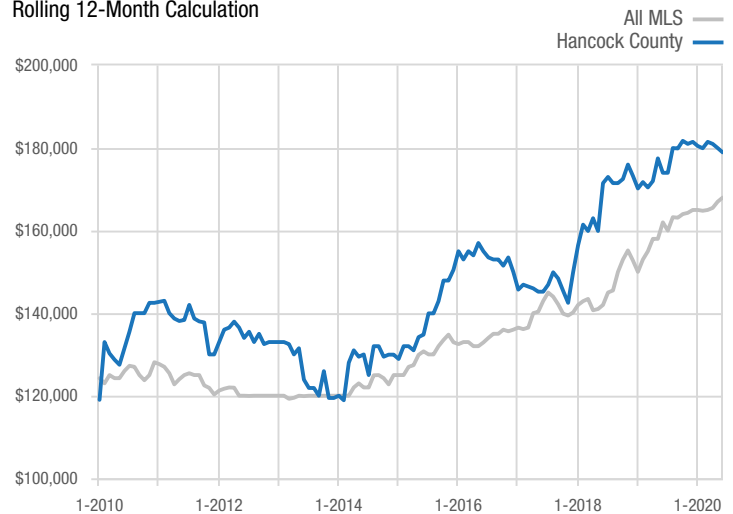
Median Sales Price - Single Family

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 – June 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Wyandot County

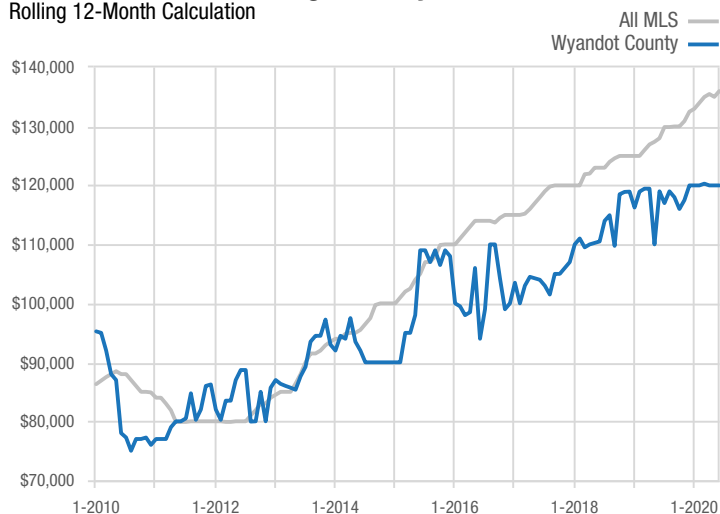
Single Family	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	9	6	- 33.3%	72	37	- 48.6%
Pending Sales	7	5	- 28.6%	40	45	+ 12.5%
Closed Sales	11	7	- 36.4%	38	51	+ 34.2%
Days on Market Until Sale	65	136	+ 109.2%	111	112	+ 0.9%
Median Sales Price*	\$120,750	\$119,000	- 1.4%	\$110,000	\$115,000	+ 4.5%
Average Sales Price*	\$132,625	\$132,300	- 0.2%	\$123,029	\$126,313	+ 2.7%
Percent of List Price Received*	97.3%	95.2%	- 2.2%	93.3%	94.6%	+ 1.4%
Inventory of Homes for Sale	44	23	- 47.7%	—	—	—
Months Supply of Inventory	6.3	2.7	- 57.1%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2019	2020	% Change	Thru 6-2019	Thru 6-2020	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	0	—	0	3	—
Days on Market Until Sale	—	—	—	—	218	—
Median Sales Price*	—	—	—	—	\$183,000	—
Average Sales Price*	—	—	—	—	\$183,000	—
Percent of List Price Received*	—	—	—	—	96.8%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
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.

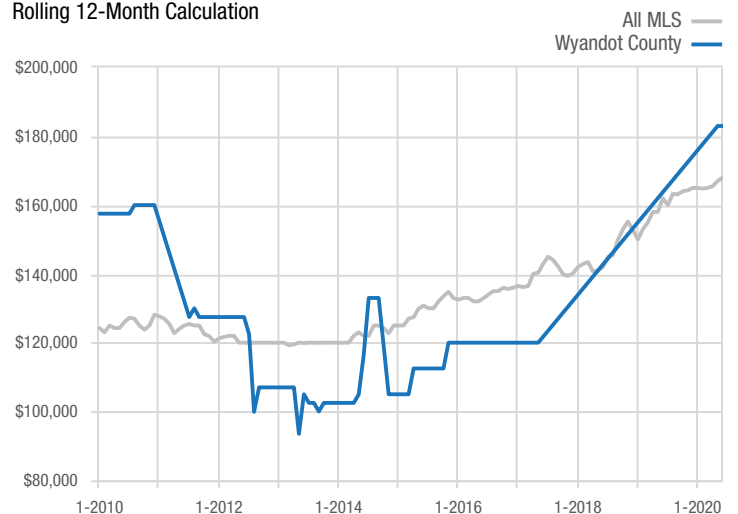
Median Sales Price - Single Family

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.