

Local Market Update – July 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

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

Single Family Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7 2019	Thru 7 2020	% Change
New Listings	131	128	-2.3%	847	708	-16.4%
Closed Sales	99	102	+3.0%	613	568	-7.3%
Days on Market	72	84	+16.7%	89	82	-7.9%
Median Sales Price*	\$174,900	\$180,950	+3.5%	\$158,700	\$166,000	+4.6%
Average Sales Price*	\$195,294	\$211,775	+8.4%	\$187,636	\$191,775	+2.2%
Percent of List Price Received*	98.4%	99.0%	+0.6%	98.1%	98.6%	+0.5%
Months Supply of Inventory	11	11	---	---	---	---
Total Volume (in 1'000s)	\$19,334	\$21,601	+11.7%	\$115,021	\$108,736	-5.5%

Condo-Villa Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7 2019	Thru 7 2020	% Change
New Listings	9	4	-55.6%	56	33	-41.1%
Closed Sales	10	9	-10%	46	32	-30.4%
Days on Market	68	74	+8.8%	98	78	-20.4%
Median Sales Price*	\$189,950	\$145,000	-23.7%	\$181,750	\$157,750	-13.2%
Average Sales Price*	\$192,626	\$157,733	-18.1%	\$194,573	\$161,072	-17.2%
Percent of List Price Received*	97.6%	100%	+2.5%	98.4%	98.6%	+0.2%
Months Supply of Inventory	5	4	-20.0%	---	---	---
Total Volume (in 1'000s)	\$1,926	\$1,420	-26.3%	\$8,950	\$5,154	-42.4%

*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 – July 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

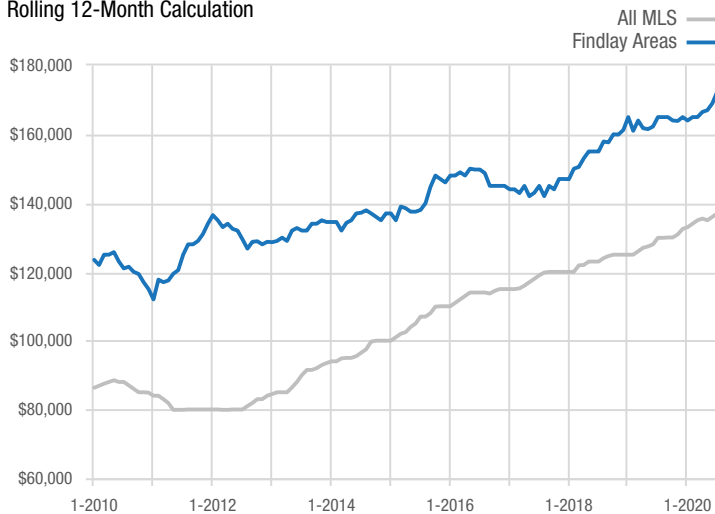
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	66	80	+ 21.2%	463	497	+ 7.3%
Pending Sales	46	75	+ 63.0%	352	390	+ 10.8%
Closed Sales	44	74	+ 68.2%	351	392	+ 11.7%
Days on Market Until Sale	64	62	- 3.1%	85	75	- 11.8%
Median Sales Price*	\$161,200	\$189,000	+ 17.2%	\$165,000	\$177,000	+ 7.3%
Average Sales Price*	\$194,880	\$224,237	+ 15.1%	\$198,661	\$203,459	+ 2.4%
Percent of List Price Received*	97.7%	98.4%	+ 0.7%	97.8%	98.2%	+ 0.4%
Inventory of Homes for Sale	186	173	- 7.0%	—	—	—
Months Supply of Inventory	3.7	3.1	- 16.2%	—	—	—

Condo-Villa	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	6	4	- 33.3%	43	26	- 39.5%
Pending Sales	6	6	0.0%	36	24	- 33.3%
Closed Sales	7	7	0.0%	36	25	- 30.6%
Days on Market Until Sale	69	82	+ 18.8%	106	64	- 39.6%
Median Sales Price*	\$200,000	\$145,000	- 27.5%	\$183,250	\$169,300	- 7.6%
Average Sales Price*	\$198,829	\$158,871	- 20.1%	\$199,639	\$170,855	- 14.4%
Percent of List Price Received*	97.5%	96.5%	- 1.0%	97.9%	99.5%	+ 1.6%
Inventory of Homes for Sale	15	8	- 46.7%	—	—	—
Months Supply of Inventory	2.5	1.5	- 40.0%	—	—	—

* 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.

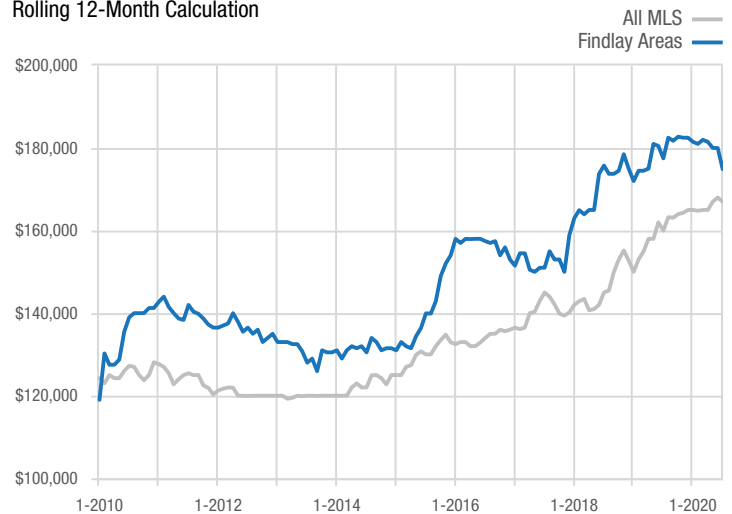
Median Sales Price - Single Family

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 – July 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	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	115	112	- 2.6%	759	655	- 13.7%
Pending Sales	90	95	+ 5.6%	567	505	- 10.9%
Closed Sales	87	92	+ 5.7%	563	513	- 8.9%
Days on Market Until Sale	67	65	- 3.0%	84	76	- 9.5%
Median Sales Price*	\$186,000	\$187,500	+ 0.8%	\$161,000	\$171,750	+ 6.7%
Average Sales Price*	\$205,152	\$222,347	+ 8.4%	\$193,347	\$198,950	+ 2.9%
Percent of List Price Received*	97.9%	98.4%	+ 0.5%	97.7%	98.5%	+ 0.8%
Inventory of Homes for Sale	304	243	- 20.1%	—	—	—
Months Supply of Inventory	3.9	3.2	- 17.9%	—	—	—

Condo-Villa Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	9	4	- 55.6%	56	32	- 42.9%
Pending Sales	9	8	- 11.1%	47	30	- 36.2%
Closed Sales	10	9	- 10.0%	46	31	- 32.6%
Days on Market Until Sale	68	74	+ 8.8%	98	62	- 36.7%
Median Sales Price*	\$189,950	\$145,000	- 23.7%	\$181,750	\$157,750	- 13.2%
Average Sales Price*	\$192,626	\$157,733	- 18.1%	\$194,573	\$161,176	- 17.2%
Percent of List Price Received*	97.4%	96.6%	- 0.8%	97.7%	98.8%	+ 1.1%
Inventory of Homes for Sale	18	9	- 50.0%	—	—	—
Months Supply of Inventory	2.5	1.5	- 40.0%	—	—	—

* 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.

M
R

\$
\$
\$
\$
\$
\$

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 – July 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

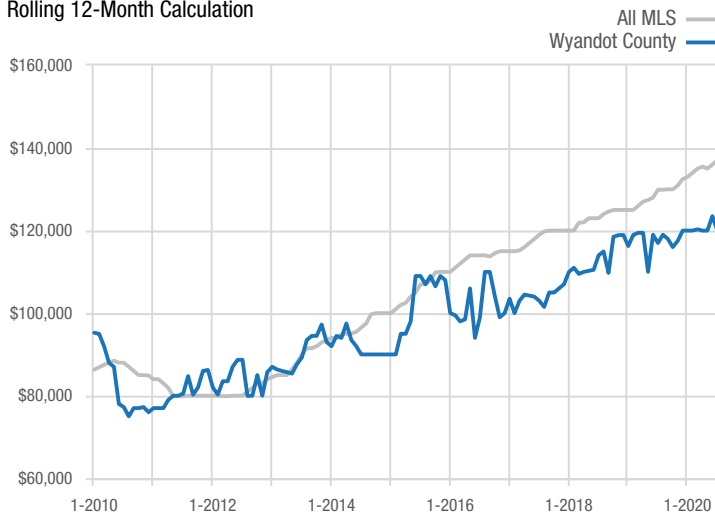
Single Family	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
Key Metrics						
New Listings	16	17	+ 6.3%	88	54	- 38.6%
Pending Sales	11	12	+ 9.1%	51	60	+ 17.6%
Closed Sales	12	9	- 25.0%	50	64	+ 28.0%
Days on Market Until Sale	110	136	+ 23.6%	110	114	+ 3.6%
Median Sales Price*	\$122,000	\$107,500	- 11.9%	\$110,000	\$116,000	+ 5.5%
Average Sales Price*	\$127,917	\$140,400	+ 9.8%	\$124,277	\$134,305	+ 8.1%
Percent of List Price Received*	90.8%	93.0%	+ 2.4%	92.6%	94.6%	+ 2.2%
Inventory of Homes for Sale	48	24	- 50.0%	—	—	—
Months Supply of Inventory	6.9	2.7	- 60.9%	—	—	—

Condo-Villa	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
Key Metrics						
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.

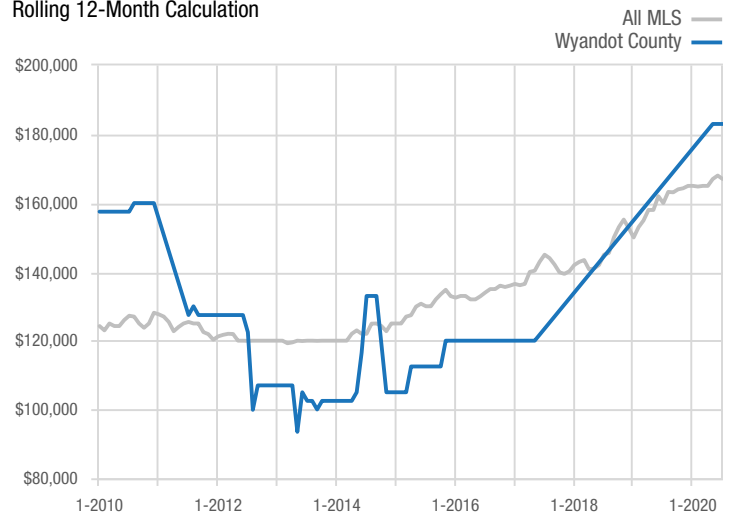
Median Sales Price - Single Family

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.