

Local Market Update – December 2020

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Hancock and Wyandot Counties

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on indemand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Single Family Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12 2019	Thru 12 2020	% Change
New Listings	51	48	-5.9%	1,309	1,179	-9.9%
Closed Sales	86	89	+3.5%	1,063	1,040	-2.2%
Days on Market	95	83	-12.6%	88	76	-13.6%
Median Sales Price*	\$166,000	\$152,000	-8.4%	\$159,900	\$169,900	+6.3%
Average Sales Price*	\$216,700	\$188,103	-13.2%	\$190,590	\$198,766	+4.3%
Percent of List Price Received*	98.5%	97.7%	-0.8%	97.9%	98.5%	+0.6%
Months Supply of Inventory	12	11	-8.3%	---	---	---
Total Volume (in 1'000s)	\$18,626	\$16,741	-10.1%	\$202,596	\$206,518	+1.9%

Condo-Villa Key Metrics	December			Year to Date		
	2019	2020	% Change	Thru 12 2019	Thru 12 2020	% Change
New Listings	6	3	-50%	90	62	-31.1%
Closed Sales	7	6	+14.3%	85	56	-34.1%
Days on Market	74	44	-40.5%	82	68	-17.1%
Median Sales Price*	\$168,400	\$197,500	+17.3%	\$182,000	\$170,550	-6.3%
Average Sales Price*	\$161,629	\$191,133	+18.3%	\$190,901	\$169,862	-11.0%
Percent of List Price Received*	98.2%	100.0%	+1.8%	98.4%	99.4%	+1.0%
Months Supply of Inventory	6	7	+16.7%	---	---	---
Total Volume	\$1,131	\$1,147	+1.4%	\$16,227	\$9,512	-41.4%

*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.

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Findlay Areas

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

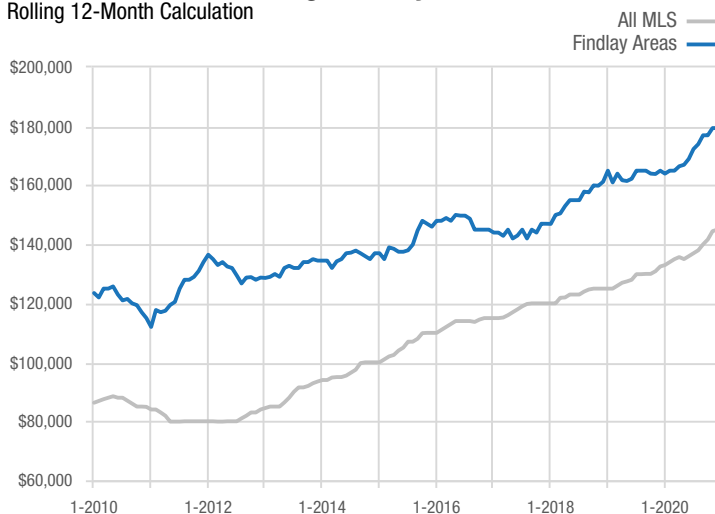
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	29	27	- 6.9%	753	829	+ 10.1%
Pending Sales	65	62	- 4.6%	624	711	+ 13.9%
Closed Sales	62	67	+ 8.1%	616	719	+ 16.7%
Days on Market Until Sale	84	77	- 8.3%	82	71	- 13.4%
Median Sales Price*	\$177,500	\$177,000	- 0.3%	\$165,000	\$179,450	+ 8.8%
Average Sales Price*	\$217,683	\$198,061	- 9.0%	\$196,698	\$206,877	+ 5.2%
Percent of List Price Received*	97.3%	96.7%	- 0.6%	97.6%	98.0%	+ 0.4%
Inventory of Homes for Sale	122	130	+ 6.6%	—	—	—
Months Supply of Inventory	2.3	2.2	- 4.3%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	6	3	- 50.0%	78	52	- 33.3%
Pending Sales	7	5	- 28.6%	71	44	- 38.0%
Closed Sales	7	5	- 28.6%	71	45	- 36.6%
Days on Market Until Sale	74	45	- 39.2%	84	61	- 27.4%
Median Sales Price*	\$168,400	\$205,000	+ 21.7%	\$182,500	\$173,650	- 4.8%
Average Sales Price*	\$161,629	\$191,360	+ 18.4%	\$193,751	\$176,935	- 8.7%
Percent of List Price Received*	97.8%	101.0%	+ 3.3%	98.2%	99.1%	+ 0.9%
Inventory of Homes for Sale	11	14	+ 27.3%	—	—	—
Months Supply of Inventory	1.9	3.5	+ 84.2%	—	—	—

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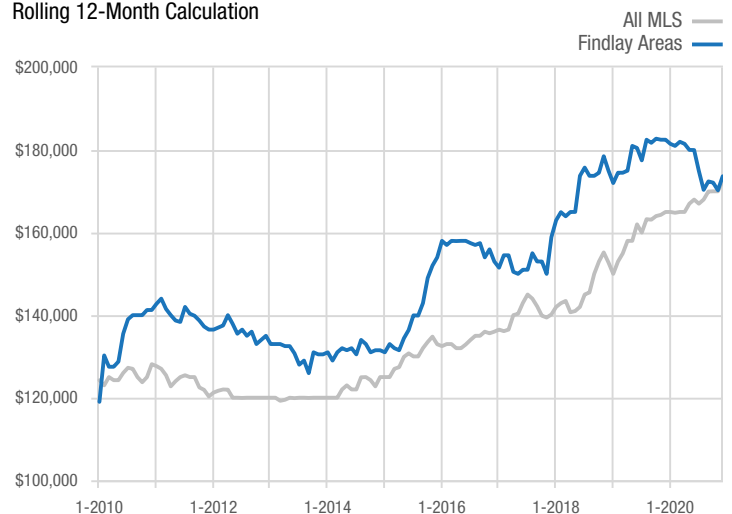
Median Sales Price - Single Family

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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Hancock County

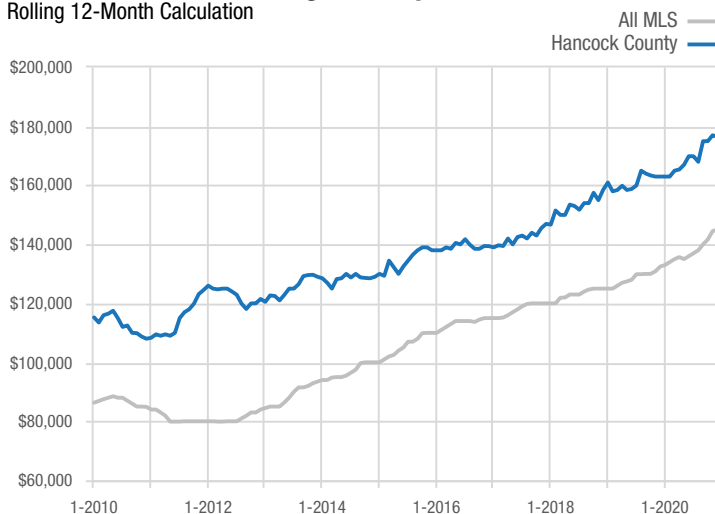
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	44	41	- 6.8%	1,166	1,075	- 7.8%
Pending Sales	85	72	- 15.3%	987	931	- 5.7%
Closed Sales	78	79	+ 1.3%	972	944	- 2.9%
Days on Market Until Sale	92	80	- 13.0%	82	73	- 11.0%
Median Sales Price*	\$171,500	\$164,000	- 4.4%	\$163,000	\$176,500	+ 8.3%
Average Sales Price*	\$227,377	\$195,867	- 13.9%	\$195,164	\$206,219	+ 5.7%
Percent of List Price Received*	97.2%	96.7%	- 0.5%	97.5%	98.2%	+ 0.7%
Inventory of Homes for Sale	182	167	- 8.2%	—	—	—
Months Supply of Inventory	2.2	2.2	0.0%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	6	3	- 50.0%	92	61	- 33.7%
Pending Sales	7	5	- 28.6%	85	53	- 37.6%
Closed Sales	7	5	- 28.6%	85	54	- 36.5%
Days on Market Until Sale	74	45	- 39.2%	82	59	- 28.0%
Median Sales Price*	\$168,400	\$205,000	+ 21.7%	\$182,000	\$169,000	- 7.1%
Average Sales Price*	\$161,629	\$191,360	+ 18.4%	\$190,901	\$169,873	- 11.0%
Percent of List Price Received*	97.8%	101.0%	+ 3.3%	98.0%	98.7%	+ 0.7%
Inventory of Homes for Sale	12	14	+ 16.7%	—	—	—
Months Supply of Inventory	1.7	2.9	+ 70.6%	—	—	—

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Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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Wyandot County

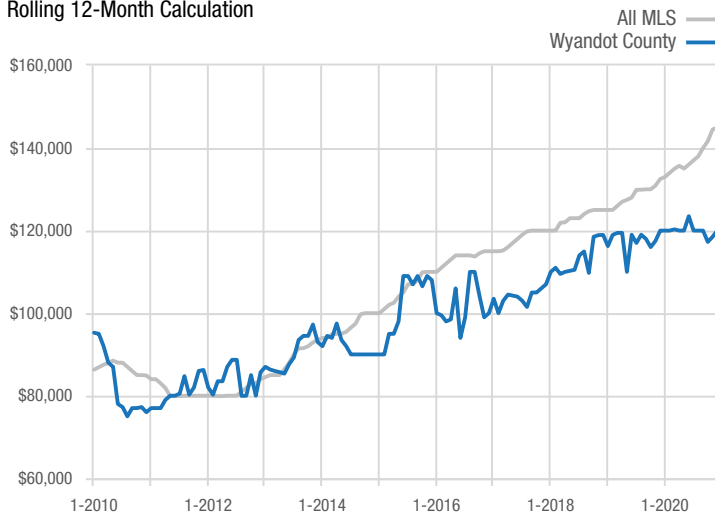
Single Family	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	7	5	- 28.6%	143	103	- 28.0%
Pending Sales	12	9	- 25.0%	96	96	0.0%
Closed Sales	8	10	+ 25.0%	91	106	+ 16.5%
Days on Market Until Sale	125	105	- 16.0%	114	98	- 14.0%
Median Sales Price*	\$150,000	\$125,450	- 16.4%	\$120,000	\$120,000	0.0%
Average Sales Price*	\$149,613	\$126,770	- 15.3%	\$141,855	\$130,367	- 8.1%
Percent of List Price Received*	94.3%	94.6%	+ 0.3%	93.0%	94.4%	+ 1.5%
Inventory of Homes for Sale	39	25	- 35.9%	—	—	—
Months Supply of Inventory	4.9	3.1	- 36.7%	—	—	—

Condo-Villa	December			Year to Date		
	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	—	1	3	+ 200.0%
Pending Sales	0	1	—	0	3	—
Closed Sales	0	1	—	0	4	—
Days on Market Until Sale	—	42	—	—	174	—
Median Sales Price*	—	\$190,000	—	—	\$186,500	—
Average Sales Price*	—	\$190,000	—	—	\$186,500	—
Percent of List Price Received*	—	100.0%	—	—	98.4%	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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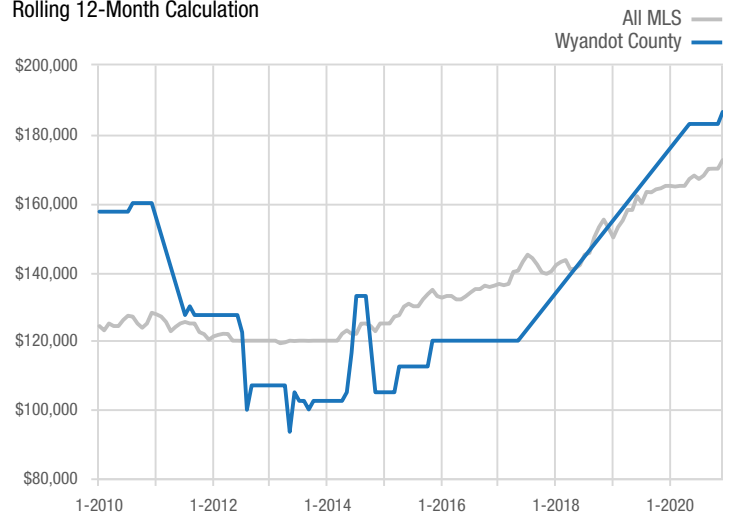
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