

Local Market Update – September 2021

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Hancock and Wyandot Counties

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Single Family Key Metrics	September			Year to Date		
	2020	2021	% Change	Thru 9 2020	Thru 9 2021	% Change
New Listings	125	130	+40.0%	943	1,079	+14.4%
Closed Sales	108	109	+0.9%	771	877	+13.7%
Days on Market	67	56	-16.4%	77	67	-13.0%
SP\$/SqFt	\$199.15	\$122.85	-38.3%	\$107.46	\$121.24	+12.8%
Median Sales Price*	\$191,250	\$194,400	+1.6%	\$171,250	\$195,000	+13.9%
Average Sales Price*	\$232,512	\$224,697	-3.4%	\$199,085	\$230,545	+15.8%
Percent of List Price Received*	98%	98%	---	98%	99%	+1.0%
Months Supply of Inventory	10	10	---	---	---	---
Total Volume	\$25,111,282	\$24,491,977	-2.5%	\$152,699,293	\$202,188,150	+32.4%

Condo Key Metrics	September			Year to Date		
	2020	2021	% Change	Thru 9 2020	Thru 9 2021	% Change
New Listings	6	8	+33.3%	47	51	+8.5%
Closed Sales	8	9	+12.5%	43	45	+4.7%
Days on Market	62	44	-29.0%	73	70	-4.1%
SP\$/SqFt	\$108.89	\$127.73	+17.3%	\$106.90	\$122.40	+14.5%
Median Sales Price*	\$172,500	\$240,900	+39.7%	\$164,000	\$199,900	+21.9%
Average Sales Price*	\$177,100	\$233,122	+31.6%	\$166,918	\$200,576	+20.2%
Percent of List Price Received*	97%	100%	+3.1%	99%	99%	---
Months Supply of Inventory	5	5	---	---	---	---
Total Volume	\$1,416,800	\$2,098,100	+48.1%	\$7,177,490	\$9,025,916	+25.8%

*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

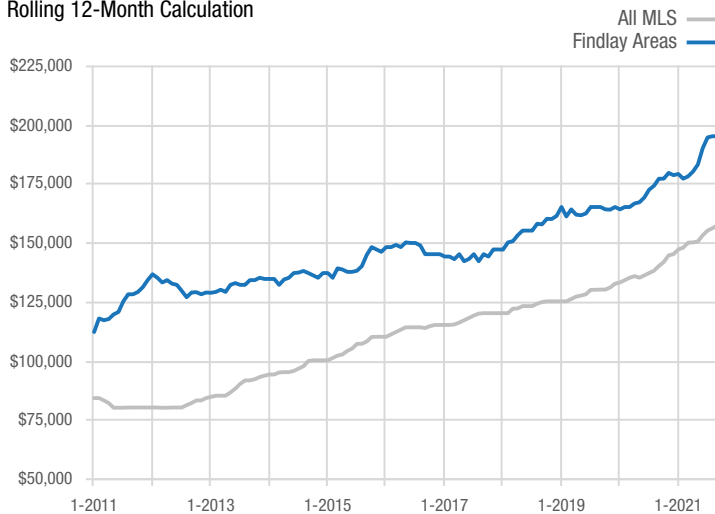
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	89	77	- 13.5%	661	730	+ 10.4%
Pending Sales	65	75	+ 15.4%	522	631	+ 20.9%
Closed Sales	69	74	+ 7.2%	527	623	+ 18.2%
Days on Market Until Sale	66	58	- 12.1%	71	63	- 11.3%
Median Sales Price*	\$187,000	\$204,581	+ 9.4%	\$179,900	\$199,900	+ 11.1%
Average Sales Price*	\$220,856	\$231,492	+ 4.8%	\$205,911	\$240,275	+ 16.7%
Percent of List Price Received*	98.3%	98.7%	+ 0.4%	98.2%	99.5%	+ 1.3%
Inventory of Homes for Sale	183	170	- 7.1%	—	—	—
Months Supply of Inventory	3.2	2.5	- 21.9%	—	—	—

Condo-Villa	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	8	+ 60.0%	37	54	+ 45.9%
Pending Sales	7	8	+ 14.3%	34	40	+ 17.6%
Closed Sales	7	9	+ 28.6%	35	40	+ 14.3%
Days on Market Until Sale	66	44	- 33.3%	63	67	+ 6.3%
Median Sales Price*	\$181,000	\$240,900	+ 33.1%	\$172,250	\$206,708	+ 20.0%
Average Sales Price*	\$188,486	\$233,122	+ 23.7%	\$177,245	\$208,263	+ 17.5%
Percent of List Price Received*	97.6%	100.2%	+ 2.7%	99.1%	98.6%	- 0.5%
Inventory of Homes for Sale	9	14	+ 55.6%	—	—	—
Months Supply of Inventory	1.7	3.4	+ 100.0%	—	—	—

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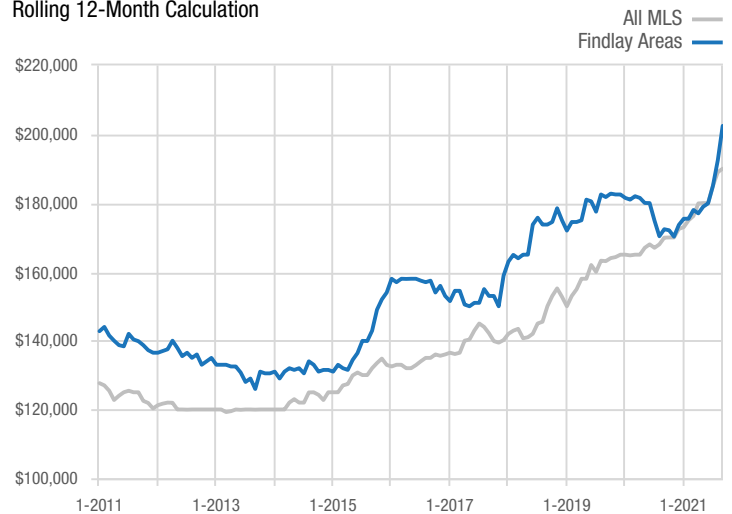
Median Sales Price - Single Family

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

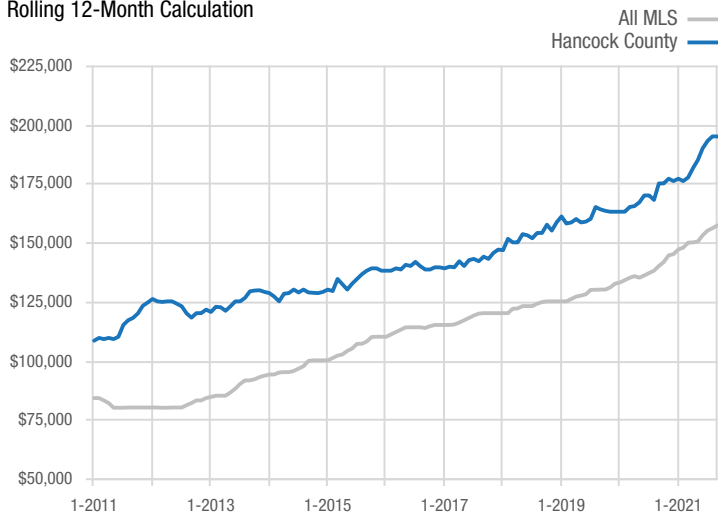
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	109	108	- 0.9%	863	979	+ 13.4%
Pending Sales	91	105	+ 15.4%	686	817	+ 19.1%
Closed Sales	99	102	+ 3.0%	697	805	+ 15.5%
Days on Market Until Sale	68	57	- 16.2%	73	63	- 13.7%
Median Sales Price*	\$206,000	\$199,781	- 3.0%	\$176,000	\$199,300	+ 13.2%
Average Sales Price*	\$242,308	\$230,053	- 5.1%	\$205,991	\$236,682	+ 14.9%
Percent of List Price Received*	98.4%	98.4%	0.0%	98.4%	99.4%	+ 1.0%
Inventory of Homes for Sale	241	247	+ 2.5%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

Condo-Villa	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	6	8	+ 33.3%	46	60	+ 30.4%
Pending Sales	8	8	0.0%	41	44	+ 7.3%
Closed Sales	8	9	+ 12.5%	42	44	+ 4.8%
Days on Market Until Sale	62	44	- 29.0%	60	67	+ 11.7%
Median Sales Price*	\$172,500	\$240,900	+ 39.7%	\$164,000	\$198,950	+ 21.3%
Average Sales Price*	\$177,100	\$233,122	+ 31.6%	\$167,280	\$200,362	+ 19.8%
Percent of List Price Received*	97.3%	100.2%	+ 3.0%	98.6%	98.7%	+ 0.1%
Inventory of Homes for Sale	11	16	+ 45.5%	—	—	—
Months Supply of Inventory	1.9	3.4	+ 78.9%	—	—	—

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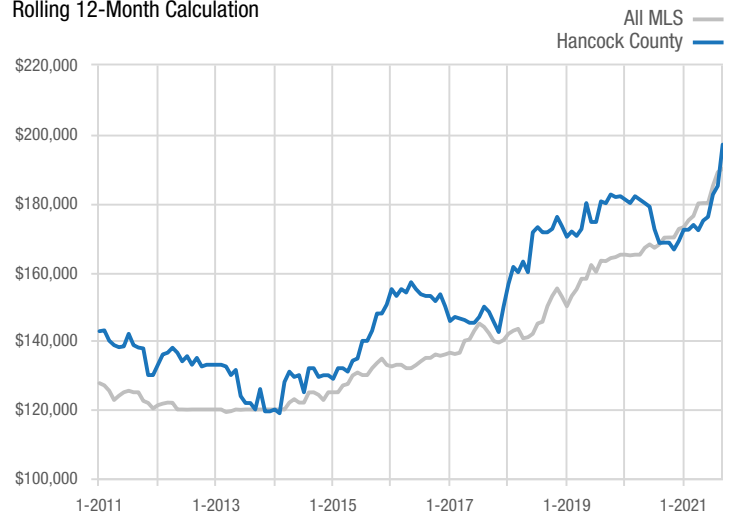
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

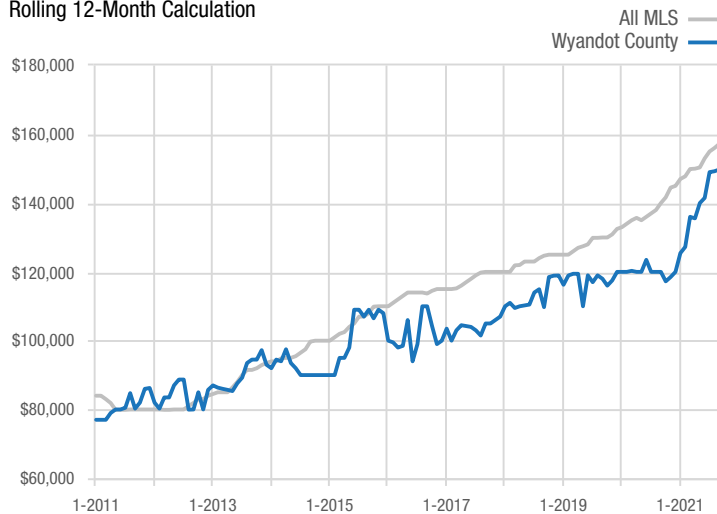
Single Family	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	16	18	+ 12.5%	81	96	+ 18.5%
Pending Sales	8	5	- 37.5%	75	71	- 5.3%
Closed Sales	9	6	- 33.3%	83	71	- 14.5%
Days on Market Until Sale	54	54	0.0%	101	87	- 13.9%
Median Sales Price*	\$106,500	\$143,850	+ 35.1%	\$116,000	\$150,000	+ 29.3%
Average Sales Price*	\$114,988	\$151,100	+ 31.4%	\$131,839	\$164,424	+ 24.7%
Percent of List Price Received*	94.3%	95.0%	+ 0.7%	94.9%	93.9%	- 1.1%
Inventory of Homes for Sale	30	43	+ 43.3%	—	—	—
Months Supply of Inventory	3.5	5.6	+ 60.0%	—	—	—

Condo-Villa	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	3	1	- 66.7%
Days on Market Until Sale	—	—	—	218	232	+ 6.4%
Median Sales Price*	—	—	—	\$183,000	\$210,000	+ 14.8%
Average Sales Price*	—	—	—	\$183,000	\$210,000	+ 14.8%
Percent of List Price Received*	—	—	—	96.8%	100.0%	+ 3.3%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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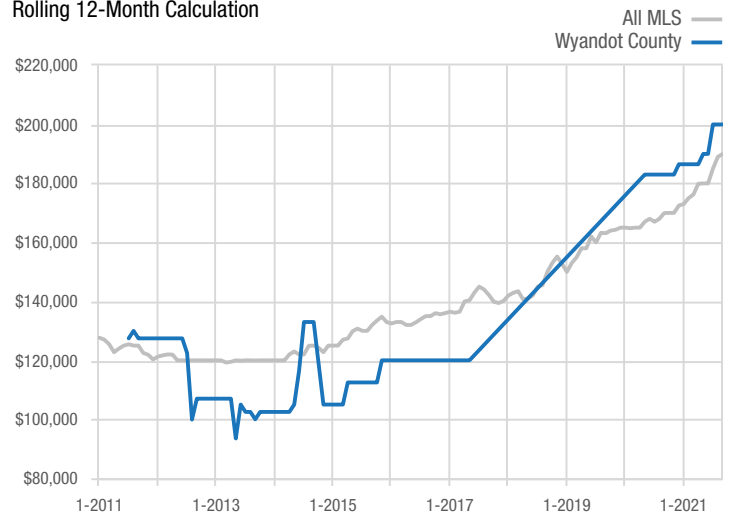
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