

Local Market Update – August 2021

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Hancock and Wyandot Counties

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Single Family Key Metrics	August			Year to Date		
	2020	2021	% Change	Thru 8 2020	Thru 8 2021	% Change
New Listings	110	137	+24.5%	818	944	+15.4%
Closed Sales	94	106	+12.8%	663	768	+15.8%
Days on Market	58	60	+3.4%	79	68	-13.9%
SP\$/SqFt	\$106.41	\$125.66	+18.1%	\$105.47	\$121.02	+14.7%
Median Sales Price*	\$173,900	\$186,000	+7.0%	\$166,250	\$195,000	+17.3%
Average Sales Price*	\$200,230	\$241,644	+20.7%	\$193,631	\$231,375	+19.5%
Percent of List Price Received*	97%	98%	+1.0%	97%	98%	+1.0%
Months Supply of Inventory	12	10	-16.7%	---	---	---
Total Volume	\$18,821,575	\$25,614,233	+36.1%	\$127,588,011	\$177,696,173	+39.3%

Condo Key Metrics	August			Year to Date		
	2020	2021	% Change	Thru 8 2020	Thru 8 2021	% Change
New Listings	8	11	+37.5%	41	43	+4.9%
Closed Sales	3	7	+133.3%	35	36	+2.9%
Days on Market	42	71	+69.0%	75	77	+2.7%
SP\$/SqFt	\$133.40	\$128.53	-3.9%	\$106.41	\$121.06	+13.8%
Median Sales Price*	\$224,000	\$229,000	+2.2%	\$158,000	\$195,450	+23.7%
Average Sales Price*	\$202,133	\$240,686	+19.1%	\$164,591	\$192,439	+16.9%
Percent of List Price Received*	100%	97%	-3.0%	97%	97%	---
Months Supply of Inventory	15	7	-53.3%	---	---	---
Total Volume	\$606,400	\$1,684,800	+178.8%	\$5,760,690	\$6,927,813	20.3%

*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

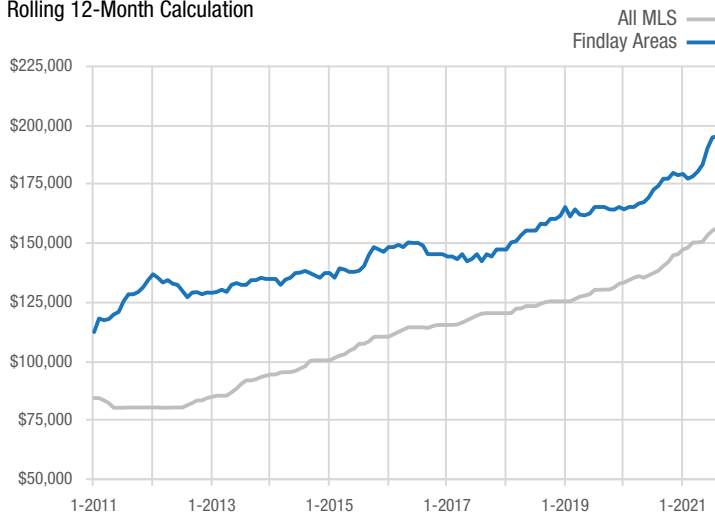
Single Family	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	75	92	+ 22.7%	572	651	+ 13.8%
Pending Sales	67	80	+ 19.4%	457	555	+ 21.4%
Closed Sales	65	79	+ 21.5%	458	549	+ 19.9%
Days on Market Until Sale	54	60	+ 11.1%	72	64	- 11.1%
Median Sales Price*	\$189,900	\$225,000	+ 18.5%	\$177,000	\$199,500	+ 12.7%
Average Sales Price*	\$206,609	\$269,999	+ 30.7%	\$203,650	\$241,463	+ 18.6%
Percent of List Price Received*	98.6%	99.4%	+ 0.8%	98.2%	99.6%	+ 1.4%
Inventory of Homes for Sale	173	173	0.0%	—	—	—
Months Supply of Inventory	3.1	2.6	- 16.1%	—	—	—

Condo-Villa	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	6	11	+ 83.3%	32	46	+ 43.8%
Pending Sales	3	7	+ 133.3%	27	32	+ 18.5%
Closed Sales	3	6	+ 100.0%	28	31	+ 10.7%
Days on Market Until Sale	42	61	+ 45.2%	62	74	+ 19.4%
Median Sales Price*	\$224,000	\$229,450	+ 2.4%	\$172,100	\$198,000	+ 15.0%
Average Sales Price*	\$202,133	\$267,133	+ 32.2%	\$174,331	\$201,046	+ 15.3%
Percent of List Price Received*	99.7%	98.0%	- 1.7%	99.5%	98.1%	- 1.4%
Inventory of Homes for Sale	11	14	+ 27.3%	—	—	—
Months Supply of Inventory	2.2	3.4	+ 54.5%	—	—	—

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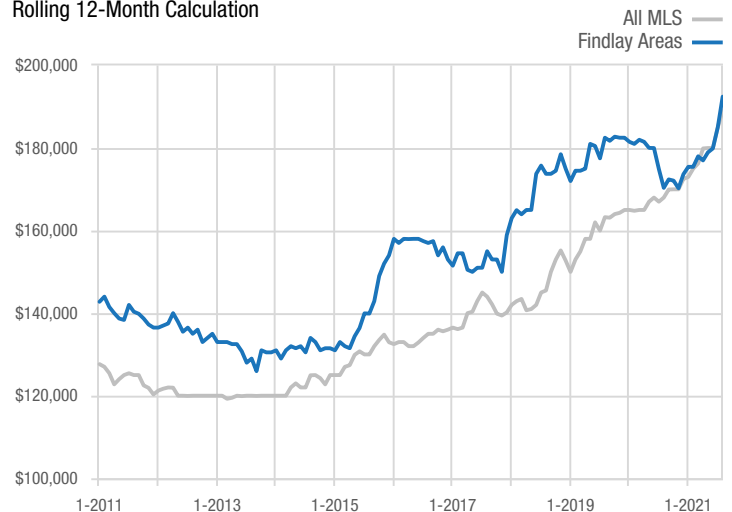
Median Sales Price - Single Family

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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Hancock County

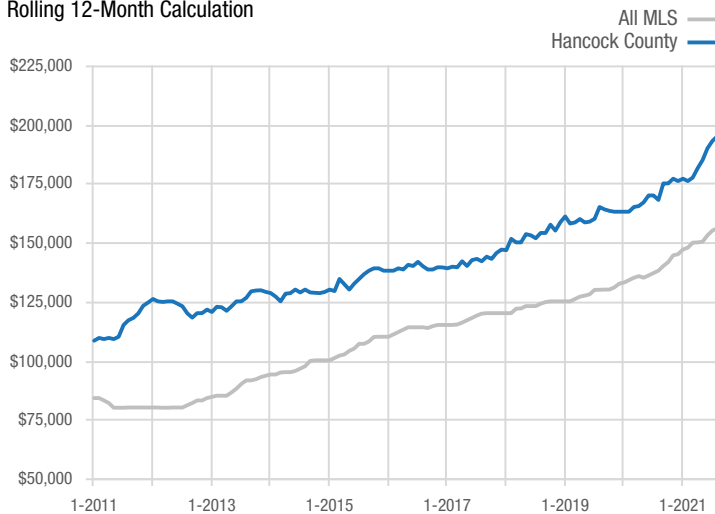
Single Family	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
Key Metrics						
New Listings	99	125	+ 26.3%	754	868	+ 15.1%
Pending Sales	90	100	+ 11.1%	595	710	+ 19.3%
Closed Sales	84	97	+ 15.5%	598	703	+ 17.6%
Days on Market Until Sale	57	59	+ 3.5%	73	64	- 12.3%
Median Sales Price*	\$189,950	\$195,000	+ 2.7%	\$174,900	\$199,300	+ 14.0%
Average Sales Price*	\$208,234	\$251,869	+ 21.0%	\$200,070	\$237,647	+ 18.8%
Percent of List Price Received*	98.3%	99.5%	+ 1.2%	98.4%	99.5%	+ 1.1%
Inventory of Homes for Sale	241	251	+ 4.1%	—	—	—
Months Supply of Inventory	3.2	2.9	- 9.4%	—	—	—

Condo-Villa	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
Key Metrics						
New Listings	8	11	+ 37.5%	40	52	+ 30.0%
Pending Sales	3	8	+ 166.7%	33	36	+ 9.1%
Closed Sales	3	7	+ 133.3%	34	35	+ 2.9%
Days on Market Until Sale	42	71	+ 69.0%	60	72	+ 20.0%
Median Sales Price*	\$224,000	\$229,000	+ 2.2%	\$158,000	\$194,900	+ 23.4%
Average Sales Price*	\$202,133	\$240,686	+ 19.1%	\$164,900	\$191,938	+ 16.4%
Percent of List Price Received*	99.7%	98.3%	- 1.4%	98.9%	98.4%	- 0.5%
Inventory of Homes for Sale	14	16	+ 14.3%	—	—	—
Months Supply of Inventory	2.5	3.4	+ 36.0%	—	—	—

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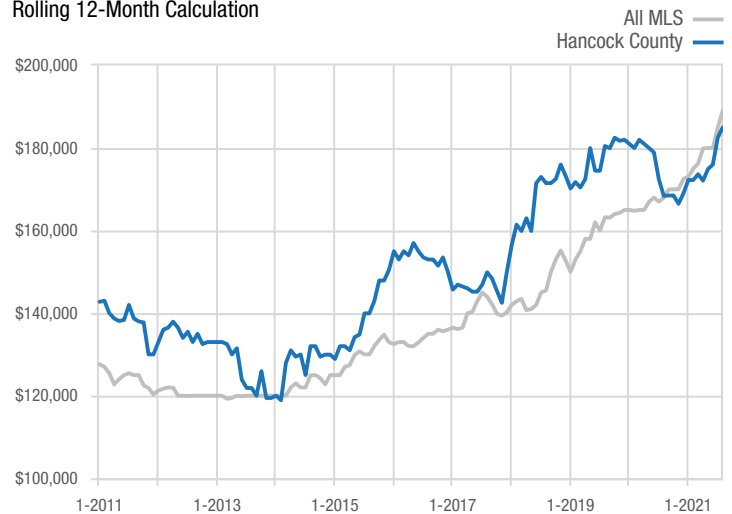
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

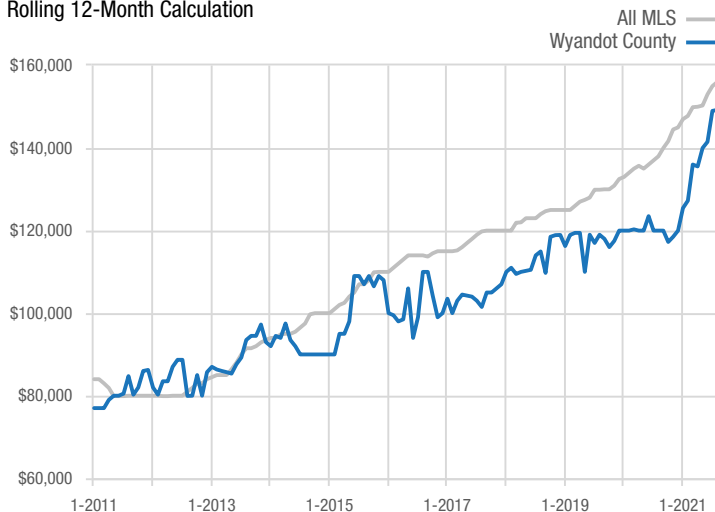
Single Family	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
Key Metrics						
New Listings	11	14	+ 27.3%	65	78	+ 20.0%
Pending Sales	7	9	+ 28.6%	67	66	- 1.5%
Closed Sales	10	9	- 10.0%	74	65	- 12.2%
Days on Market Until Sale	62	76	+ 22.6%	107	90	- 15.9%
Median Sales Price*	\$123,750	\$148,000	+ 19.6%	\$118,500	\$150,000	+ 26.6%
Average Sales Price*	\$132,990	\$131,433	- 1.2%	\$134,086	\$165,673	+ 23.6%
Percent of List Price Received*	96.9%	91.8%	- 5.3%	95.0%	93.8%	- 1.3%
Inventory of Homes for Sale	24	32	+ 33.3%	—	—	—
Months Supply of Inventory	2.9	4.0	+ 37.9%	—	—	—

Condo-Villa	August			Year to Date		
	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% 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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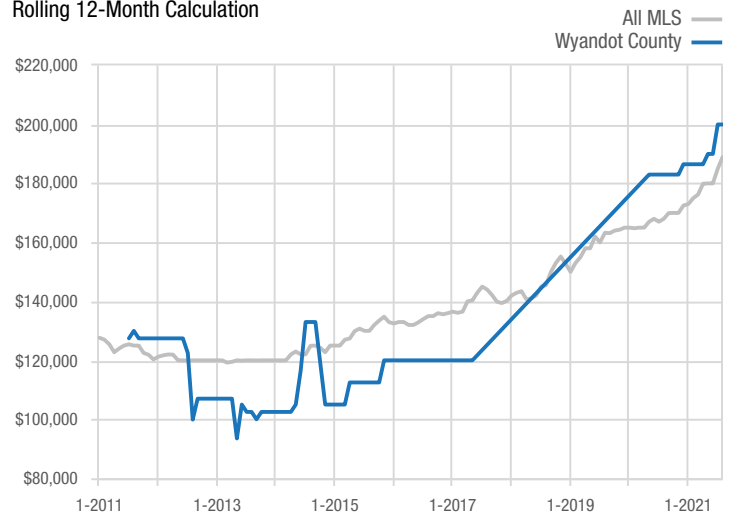
Median Sales Price - Single Family

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