

Local Market Update – June 2021

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Hancock and Wyandot Counties

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Single Family Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6 2020	Thru 6 2021	% Change
New Listings	127	130	+2.4%	580	658	+13.4%
Closed Sales	90	139	+54.4%	466	553	+18.7%
Days on Market	75	60	-20.0%	82	72	-12.2%
SP\$/SqFt	\$114.23	\$127.13	+7.8%	\$105.64	\$118.77	12.4%
Median Sales Price*	\$175,000	\$232,000	+32.6%	\$162,500	\$194,500	+19.7%
Average Sales Price*	\$202,533	\$256,660	+26.7%	\$187,388	\$228,193	+21.8%
Percent of List Price Received*	98.7%	100.0%	+1.3%	98.0%	99.3%	+1.3%
Months Supply of Inventory	12	8	-33.3%	---	---	---
Total Volume	\$18,227,942	\$35,675,739	+95.7%	\$87,135,372	\$126,190,658	+44.8%

Condo Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6 2020	Thru 6 2021	% Change
New Listings	9	5	-44.4%	29	27	-6.9%
Closed Sales	6	6	---	23	25	+8.7%
Days on Market	65	50	-23.1%	80	75	-6.3%
SP\$/SqFt	\$96.00	\$115.67	20.5%	\$105.36	\$116.07	10.2%
Median Sales Price*	\$152,300	\$172,000	+12.9%	\$166,500	\$176,000	+5.7%
Average Sales Price*	\$142,433	\$177,433	+24.6%	\$162,378	\$174,645	+7.6%
Percent of List Price Received*	96.5%	100.8%	+4.5%	98.0%	99.8%	+1.8%
Months Supply of Inventory	9	7	-22.2%	---	---	---
Total Volume	\$854,600	\$1,064,600	+24.6%	\$3,734,690	\$4,366,116	+16.9%

*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

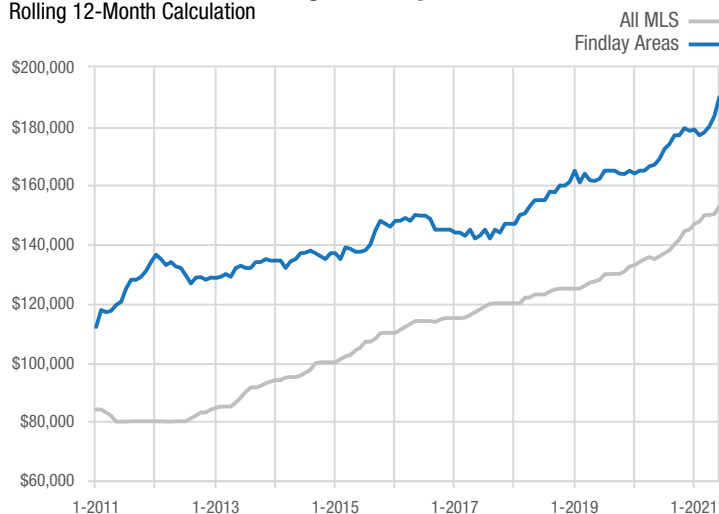
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	93	93	0.0%	417	462	+ 10.8%
Pending Sales	62	89	+ 43.5%	314	398	+ 26.8%
Closed Sales	64	91	+ 42.2%	318	393	+ 23.6%
Days on Market Until Sale	65	59	- 9.2%	78	67	- 14.1%
Median Sales Price*	\$182,450	\$250,000	+ 37.0%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$208,391	\$275,124	+ 32.0%	\$198,593	\$233,777	+ 17.7%
Percent of List Price Received*	98.8%	101.1%	+ 2.3%	98.2%	99.5%	+ 1.3%
Inventory of Homes for Sale	178	155	- 12.9%	—	—	—
Months Supply of Inventory	3.4	2.3	- 32.4%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	7	6	- 14.3%	22	31	+ 40.9%
Pending Sales	4	5	+ 25.0%	18	22	+ 22.2%
Closed Sales	4	5	+ 25.0%	18	22	+ 22.2%
Days on Market Until Sale	87	51	- 41.4%	58	81	+ 39.7%
Median Sales Price*	\$175,050	\$176,000	+ 0.5%	\$172,400	\$188,700	+ 9.5%
Average Sales Price*	\$165,650	\$185,520	+ 12.0%	\$175,790	\$180,123	+ 2.5%
Percent of List Price Received*	98.9%	101.4%	+ 2.5%	100.8%	98.4%	- 2.4%
Inventory of Homes for Sale	10	10	0.0%	—	—	—
Months Supply of Inventory	1.9	2.5	+ 31.6%	—	—	—

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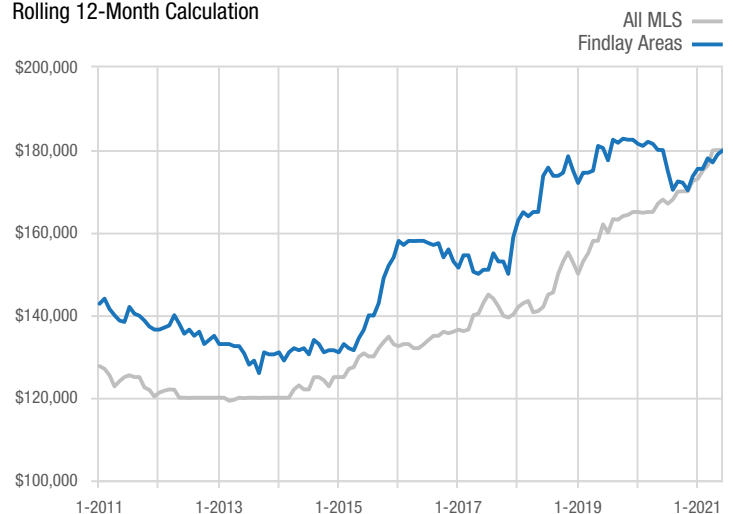
Median Sales Price - Single Family

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

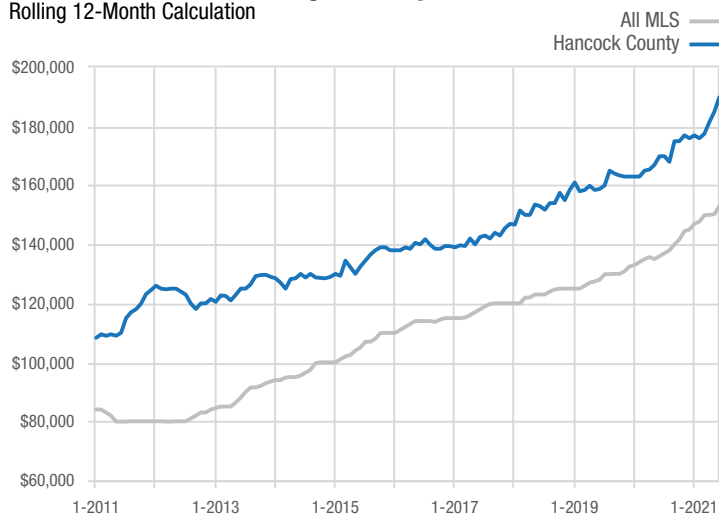
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	121	120	- 0.8%	543	605	+ 11.4%
Pending Sales	76	127	+ 67.1%	409	514	+ 25.7%
Closed Sales	79	126	+ 59.5%	421	507	+ 20.4%
Days on Market Until Sale	69	58	- 15.9%	78	68	- 12.8%
Median Sales Price*	\$175,000	\$243,000	+ 38.9%	\$168,000	\$197,000	+ 17.3%
Average Sales Price*	\$209,001	\$263,693	+ 26.2%	\$193,800	\$233,254	+ 20.4%
Percent of List Price Received*	99.1%	100.9%	+ 1.8%	98.5%	99.4%	+ 0.9%
Inventory of Homes for Sale	241	204	- 15.4%	—	—	—
Months Supply of Inventory	3.1	2.4	- 22.6%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	9	6	- 33.3%	28	36	+ 28.6%
Pending Sales	6	6	0.0%	22	25	+ 13.6%
Closed Sales	6	6	0.0%	22	25	+ 13.6%
Days on Market Until Sale	65	50	- 23.1%	56	75	+ 33.9%
Median Sales Price*	\$152,300	\$172,000	+ 12.9%	\$166,500	\$176,000	+ 5.7%
Average Sales Price*	\$142,433	\$177,433	+ 24.6%	\$162,652	\$174,645	+ 7.4%
Percent of List Price Received*	96.9%	101.4%	+ 4.6%	99.7%	98.6%	- 1.1%
Inventory of Homes for Sale	13	12	- 7.7%	—	—	—
Months Supply of Inventory	2.1	2.6	+ 23.8%	—	—	—

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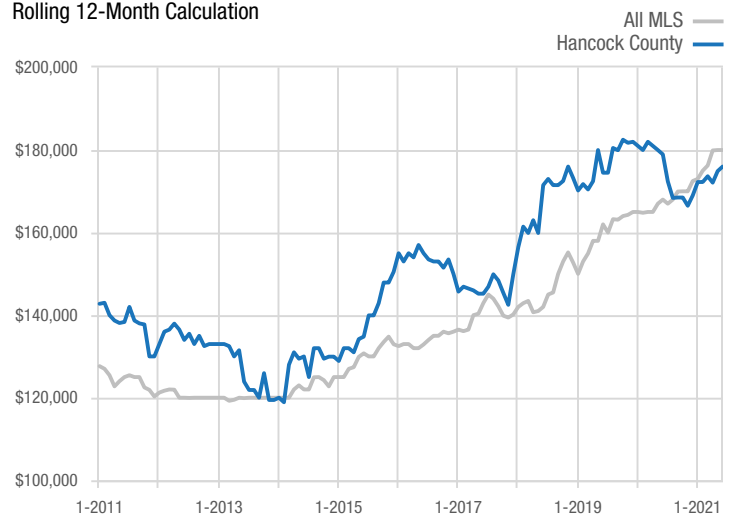
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

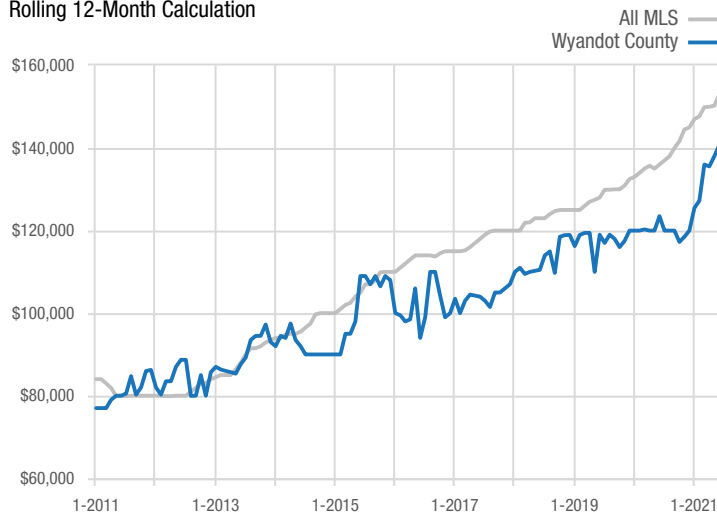
Single Family	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	6	10	+ 66.7%	37	53	+ 43.2%
Pending Sales	8	13	+ 62.5%	48	50	+ 4.2%
Closed Sales	11	13	+ 18.2%	55	46	- 16.4%
Days on Market Until Sale	120	78	- 35.0%	110	92	- 16.4%
Median Sales Price*	\$185,000	\$173,840	- 6.0%	\$118,500	\$150,000	+ 26.6%
Average Sales Price*	\$165,311	\$188,492	+ 14.0%	\$133,474	\$172,967	+ 29.6%
Percent of List Price Received*	96.2%	95.3%	- 0.9%	94.8%	94.3%	- 0.5%
Inventory of Homes for Sale	20	24	+ 20.0%	—	—	—
Months Supply of Inventory	2.3	2.9	+ 26.1%	—	—	—

Condo-Villa	June			Year to Date		
Key Metrics	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	0	0	—	3	0	- 100.0%
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	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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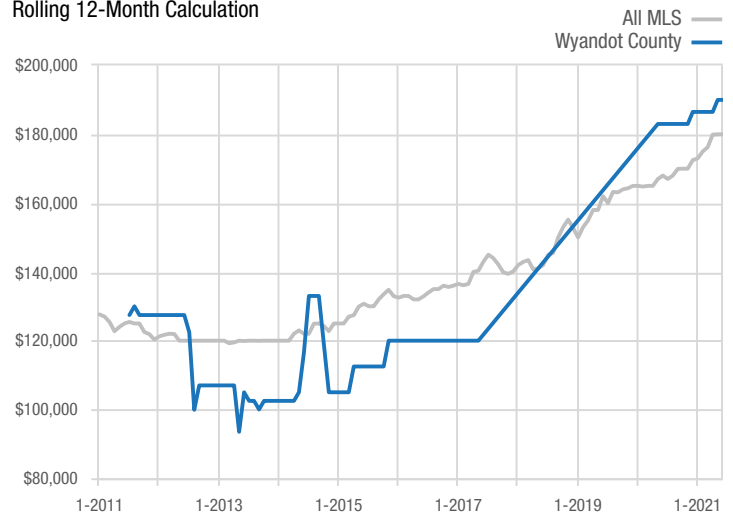
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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