

## Local Market Update – March 2021

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## Hancock and Wyandot Counties

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Single Family Key Metrics	March			Year to Date		
	2020	2021	% Change	Thru 3 2020	Thru 3 2021	% Change
New Listings	111	<b>117</b>	+5.4%	271	<b>253</b>	-6.6%
Closed Sales	84	<b>94</b>	+11.9%	221	<b>212</b>	-4.1%
Days on Market	95	<b>85</b>	-10.5%	94	<b>90</b>	+4.3%
SP\$/SqFt	\$116	<b>\$120</b>	+3.4%	\$105	\$113	+7.6%
Median Sales Price*	\$175,500	<b>\$215,000</b>	+22.5%	\$152,200	<b>\$174,900</b>	+14.9%
Average Sales Price*	\$216,461	<b>\$236,206</b>	+9.1%	\$185,349	<b>\$211,378</b>	+14.0%
Percent of List Price Received*	97.9%	<b>98.1%</b>	+0.2%	97.1%	<b>96.8%</b>	-0.3%
Months Supply of Inventory	13	<b>11</b>	-15.4%	---	---	---
Total Volume	\$18,182,685	<b>\$22,203,365</b>	+22.1%	\$40,776,806	<b>\$44,812,065</b>	+9.9%

Condo Key Metrics	March			Year to Date		
	2020	2021	% Change	Thru 3 2020	Thru 3 2021	% Change
New Listings	3	<b>3</b>	---	10	<b>11</b>	+10.0%
Closed Sales	1	<b>3</b>	+200.0%	8	<b>9</b>	+12.5%
Days on Market	42	<b>62</b>	+47.6%	74	<b>82</b>	+10.8%
SP\$/SqFt	\$103	<b>\$118</b>	+14.6%	\$101	<b>\$130</b>	+28.7%
Median Sales Price*	\$155,000	<b>\$194,900</b>	+25.7%	\$162,000	<b>\$182,500</b>	+12.7%
Average Sales Price*	\$155,000	<b>\$183,567</b>	+18.4%	\$169,108	<b>\$187,011</b>	+10.6%
Percent of List Price Received*	100.0%	<b>100.0%</b>	---	97.4%	<b>100.0%</b>	+2.7%
Months Supply of Inventory	43	<b>14</b>	-67.4%	---	---	---
Total Volume	\$155,000	<b>\$550,700</b>	+255.3%	\$1,352,860	<b>\$1,683,100</b>	+24.4%

\*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

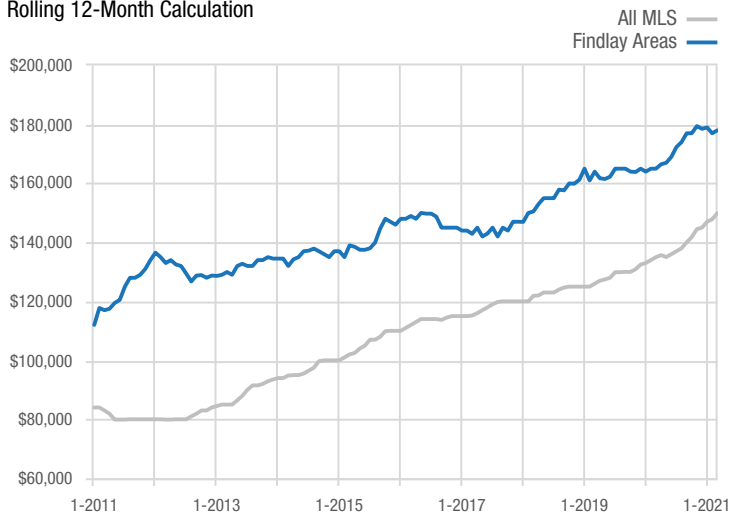
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	86	<b>80</b>	- 7.0%	197	<b>182</b>	- 7.6%
Pending Sales	48	<b>66</b>	+ 37.5%	149	<b>158</b>	+ 6.0%
Closed Sales	56	<b>61</b>	+ 8.9%	144	<b>149</b>	+ 3.5%
Days on Market Until Sale	87	<b>69</b>	- 20.7%	93	<b>76</b>	- 18.3%
Median Sales Price*	\$199,950	<b>\$213,000</b>	+ 6.5%	\$175,000	<b>\$174,950</b>	- 0.0%
Average Sales Price*	\$224,857	<b>\$239,558</b>	+ 6.5%	\$199,902	<b>\$211,503</b>	+ 5.8%
Percent of List Price Received*	98.3%	<b>99.5%</b>	+ 1.2%	97.7%	<b>98.2%</b>	+ 0.5%
Inventory of Homes for Sale	138	<b>130</b>	- 5.8%	—	—	—
Months Supply of Inventory	2.6	<b>2.2</b>	- 15.4%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	3	<b>4</b>	+ 33.3%	9	<b>17</b>	+ 88.9%
Pending Sales	0	<b>3</b>	—	8	<b>9</b>	+ 12.5%
Closed Sales	1	<b>2</b>	+ 100.0%	8	<b>8</b>	0.0%
Days on Market Until Sale	42	<b>87</b>	+ 107.1%	56	<b>91</b>	+ 62.5%
Median Sales Price*	\$155,000	<b>\$197,400</b>	+ 27.4%	\$166,500	<b>\$188,700</b>	+ 13.3%
Average Sales Price*	\$155,000	<b>\$197,400</b>	+ 27.4%	\$177,486	<b>\$190,900</b>	+ 7.6%
Percent of List Price Received*	100.0%	<b>100.0%</b>	0.0%	97.3%	<b>98.7%</b>	+ 1.4%
Inventory of Homes for Sale	9	<b>18</b>	+ 100.0%	—	—	—
Months Supply of Inventory	1.6	<b>4.8</b>	+ 200.0%	—	—	—

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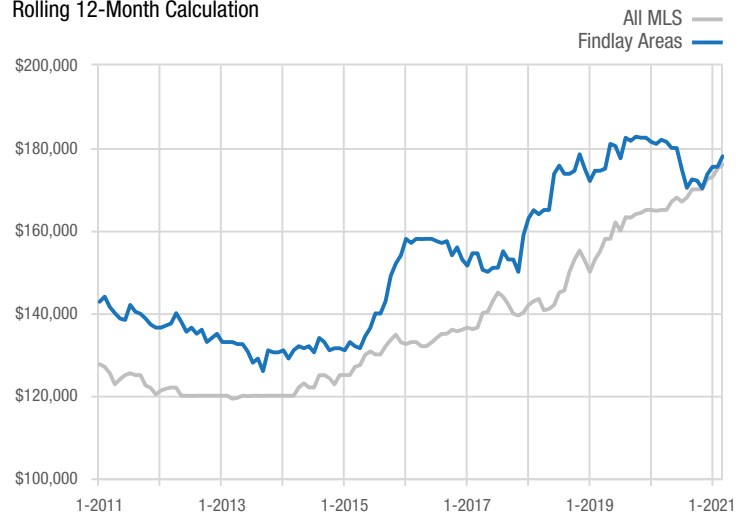
### Median Sales Price - Single Family

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

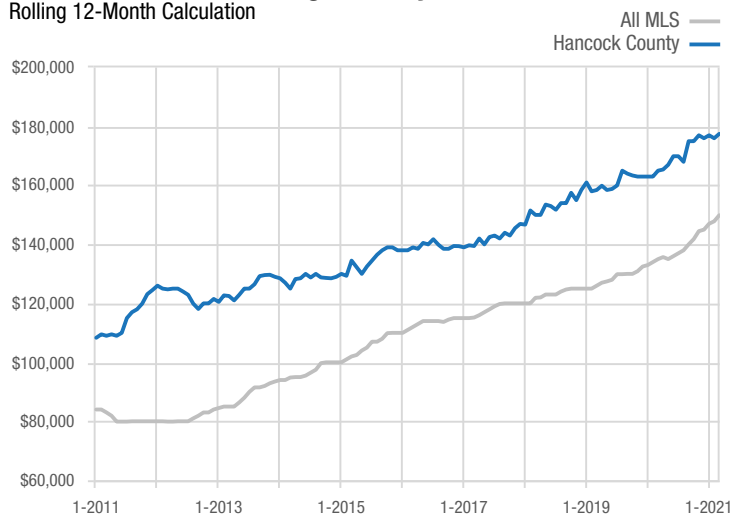
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	107	<b>103</b>	- 3.7%	255	<b>231</b>	- 9.4%
Pending Sales	62	<b>95</b>	+ 53.2%	199	<b>206</b>	+ 3.5%
Closed Sales	73	<b>86</b>	+ 17.8%	199	<b>192</b>	- 3.5%
Days on Market Until Sale	88	<b>78</b>	- 11.4%	91	<b>79</b>	- 13.2%
Median Sales Price*	\$185,000	<b>\$219,000</b>	+ 18.4%	\$167,250	<b>\$177,000</b>	+ 5.8%
Average Sales Price*	\$228,838	<b>\$241,986</b>	+ 5.7%	\$193,504	<b>\$215,431</b>	+ 11.3%
Percent of List Price Received*	98.3%	<b>99.1%</b>	+ 0.8%	97.6%	<b>98.2%</b>	+ 0.6%
Inventory of Homes for Sale	185	<b>160</b>	- 13.5%	—	—	—
Months Supply of Inventory	2.2	<b>2.0</b>	- 9.1%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	3	<b>4</b>	+ 33.3%	9	<b>19</b>	+ 111.1%
Pending Sales	0	<b>4</b>	—	9	<b>10</b>	+ 11.1%
Closed Sales	1	<b>3</b>	+ 200.0%	9	<b>9</b>	0.0%
Days on Market Until Sale	42	<b>62</b>	+ 47.6%	66	<b>82</b>	+ 24.2%
Median Sales Price*	\$155,000	<b>\$194,900</b>	+ 25.7%	\$162,000	<b>\$182,500</b>	+ 12.7%
Average Sales Price*	\$155,000	<b>\$183,567</b>	+ 18.4%	\$169,108	<b>\$187,011</b>	+ 10.6%
Percent of List Price Received*	100.0%	<b>101.3%</b>	+ 1.3%	97.1%	<b>99.3%</b>	+ 2.3%
Inventory of Homes for Sale	9	<b>19</b>	+ 111.1%	—	—	—
Months Supply of Inventory	1.3	<b>4.2</b>	+ 223.1%	—	—	—

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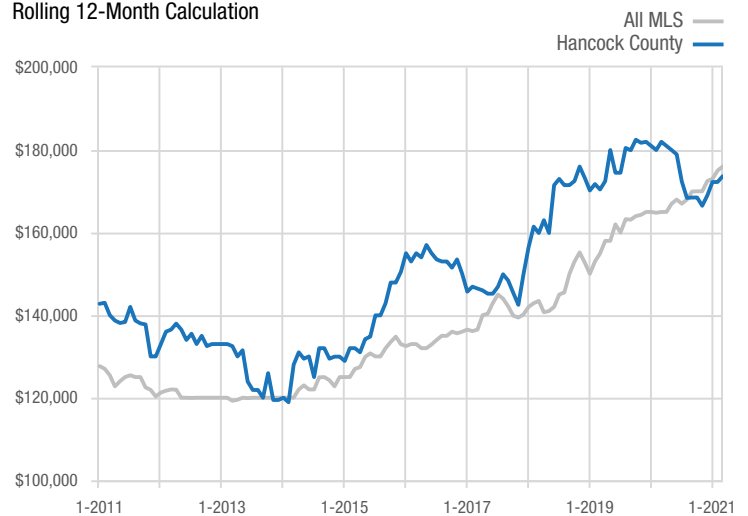
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## Wyandot County

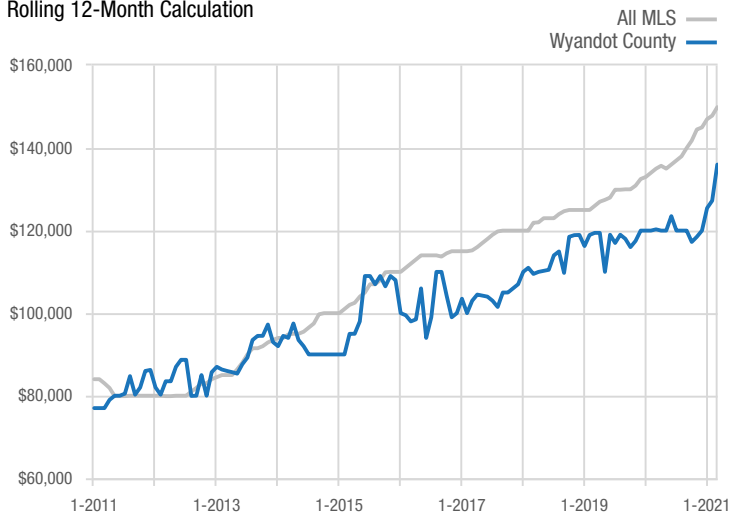
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	4	<b>13</b>	+ 225.0%	16	<b>21</b>	+ 31.3%
Pending Sales	8	<b>6</b>	- 25.0%	27	<b>20</b>	- 25.9%
Closed Sales	11	<b>8</b>	- 27.3%	32	<b>20</b>	- 37.5%
Days on Market Until Sale	143	<b>166</b>	+ 16.1%	104	<b>118</b>	+ 13.5%
Median Sales Price*	\$94,689	<b>\$152,875</b>	+ 61.4%	\$117,000	<b>\$150,500</b>	+ 28.6%
Average Sales Price*	\$134,317	<b>\$192,494</b>	+ 43.3%	\$122,580	<b>\$178,510</b>	+ 45.6%
Percent of List Price Received*	94.5%	<b>93.1%</b>	- 1.5%	94.4%	<b>93.5%</b>	- 1.0%
Inventory of Homes for Sale	24	<b>23</b>	- 4.2%	—	—	—
Months Supply of Inventory	2.6	<b>3.1</b>	+ 19.2%	—	—	—

Condo-Villa	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	0	<b>1</b>	—	1	<b>1</b>	0.0%
Pending Sales	2	<b>0</b>	- 100.0%	2	<b>0</b>	- 100.0%
Closed Sales	0	<b>0</b>	—	1	<b>0</b>	- 100.0%
Days on Market Until Sale	—	—	—	58	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	<b>2</b>	—	—	—	—
Months Supply of Inventory	—	<b>2.0</b>	—	—	—	—

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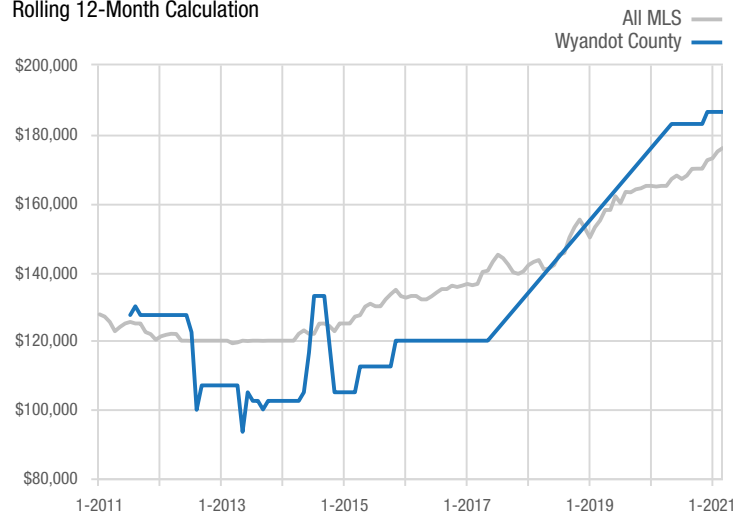
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