

Local Market Update – May 2021

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Hancock and Wyandot Counties

Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at the same time last year, and sales prices are surging as a result. While the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time in most market segments. For the 12-month period spanning June 2020 through May 2021, Pending Sales in Northwest Ohio were up 14.5 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 30.2 percent.

The overall Median Sales Price was up 11.5 percent to \$153,821. The property type with the largest price gain was the Single Family Homes segment, where prices increased 11.3 percent to \$150,225. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 65 days; the price range that tended to sell the slowest was the \$100,001 to \$150,000 range at 77 days.

Market-wide, inventory levels were down 24.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 21.8 percent. That amounts to 2.0 months supply for Single-Family homes and 2.4 months supply for Condos.

Single Family Key Metrics	May			Year to Date		
	2020	2021	% Change	Thru 5 2020	Thru 5 2021	% Change
New Listings	99	138	+39.3%	453	526	+16.1%
Closed Sales	82	106	+29.3%	376	413	+9.8%
Days on Market	71	58	-18.3%	84	77	-8.3%
SP\$/SqFt	\$104.69	\$122.24	+16.8%	\$103.42	\$115.93	+12.1%
Median Sales Price*	\$173,000	\$196,000	+13.3%	\$150,400	\$183,400	+21.9%
Average Sales Price*	\$196,134	\$229,982	+17.3%	\$183,753	\$218,547	+18.9%
Percent of List Price Received*	98.3%	100.0%	+1.7%	97.9%	98.6%	+0.7%
Months Supply of Inventory	13	10	-23.1%	---	---	---
Total Volume	\$16,082,959	\$24,378,048	+51.6%	\$68,907,430	\$90,259,919	+31.0%

Condo Key Metrics	May			Year to Date		
	2020	2021	% Change	Thru 5 2020	Thru 5 2021	% Change
New Listings	7	5	-28.6%	20	22	+10.0%
Closed Sales	2	3	+50.0%	17	19	+11.8%
Days on Market	278	55	-80.2%	85	83	-2.4%
SP\$/SqFt	\$109.59	\$113.04	+3.1%	\$109.11	\$116.20	+6.5%
Median Sales Price*	\$168,500	\$208,416	+23.7%	\$166,500	\$182,500	+9.7%
Average Sales Price*	\$168,500	\$191,139	+13.4%	\$169,417	\$173,764	+2.6%
Percent of List Price Received*	117.7%	98.7%	-16.1%	98.3%	98.9%	+0.6%
Months Supply of Inventory	21	14	-33.3%	---	---	---
Total Volume	\$337,000	\$573,416	+70.1%	\$2,880,090	\$3,301,516	+14.7%

*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

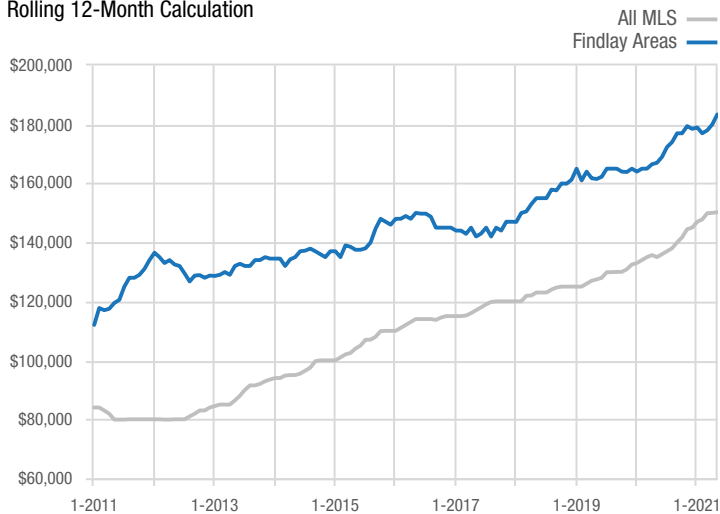
Single Family	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	66	87	+ 31.8%	324	367	+ 13.3%
Pending Sales	52	76	+ 46.2%	252	308	+ 22.2%
Closed Sales	57	80	+ 40.4%	254	301	+ 18.5%
Days on Market Until Sale	73	59	- 19.2%	81	69	- 14.8%
Median Sales Price*	\$182,000	\$195,000	+ 7.1%	\$171,500	\$183,500	+ 7.0%
Average Sales Price*	\$211,020	\$225,560	+ 6.9%	\$196,105	\$221,123	+ 12.8%
Percent of List Price Received*	97.5%	100.3%	+ 2.9%	98.1%	99.1%	+ 1.0%
Inventory of Homes for Sale	150	155	+ 3.3%	—	—	—
Months Supply of Inventory	2.9	2.4	- 17.2%	—	—	—

Condo-Villa	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	5	4	- 20.0%	15	25	+ 66.7%
Pending Sales	2	3	+ 50.0%	14	17	+ 21.4%
Closed Sales	1	3	+ 200.0%	14	17	+ 21.4%
Days on Market Until Sale	30	55	+ 83.3%	49	89	+ 81.6%
Median Sales Price*	\$154,000	\$208,416	+ 35.3%	\$172,400	\$194,900	+ 13.1%
Average Sales Price*	\$154,000	\$191,139	+ 24.1%	\$178,910	\$178,536	- 0.2%
Percent of List Price Received*	140.0%	99.7%	- 28.8%	101.3%	97.5%	- 3.8%
Inventory of Homes for Sale	7	16	+ 128.6%	—	—	—
Months Supply of Inventory	1.3	4.1	+ 215.4%	—	—	—

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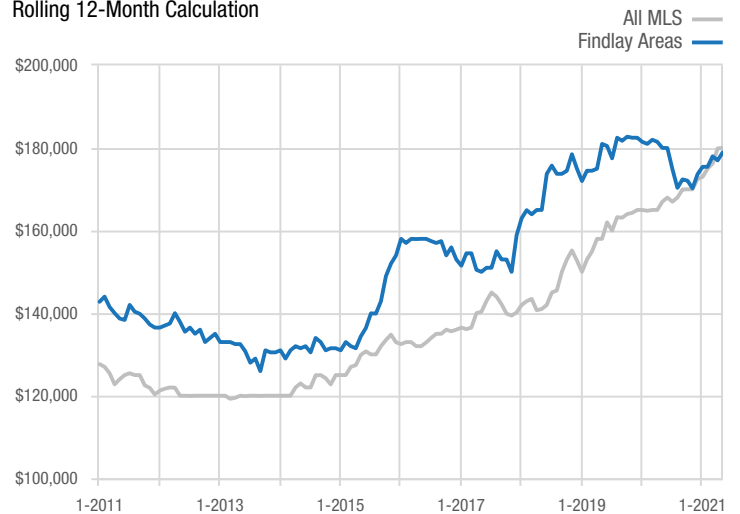
Median Sales Price - Single Family

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

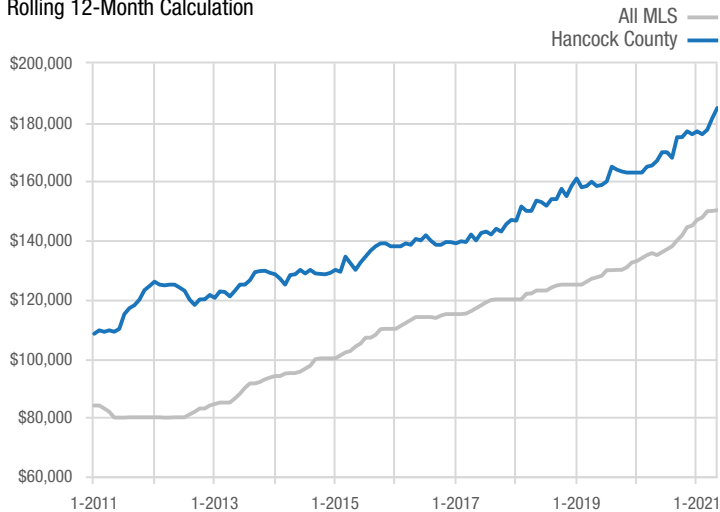
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	90	123	+ 36.7%	422	482	+ 14.2%
Pending Sales	66	92	+ 39.4%	333	386	+ 15.9%
Closed Sales	76	98	+ 28.9%	342	380	+ 11.1%
Days on Market Until Sale	66	58	- 12.1%	80	71	- 11.3%
Median Sales Price*	\$181,000	\$199,500	+ 10.2%	\$165,000	\$189,900	+ 15.1%
Average Sales Price*	\$201,282	\$233,336	+ 15.9%	\$190,258	\$223,050	+ 17.2%
Percent of List Price Received*	99.2%	100.0%	+ 0.8%	98.4%	98.9%	+ 0.5%
Inventory of Homes for Sale	200	217	+ 8.5%	—	—	—
Months Supply of Inventory	2.6	2.6	0.0%	—	—	—

Condo-Villa	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	7	5	- 28.6%	19	30	+ 57.9%
Pending Sales	2	3	+ 50.0%	16	19	+ 18.8%
Closed Sales	1	3	+ 200.0%	16	19	+ 18.8%
Days on Market Until Sale	30	55	+ 83.3%	53	83	+ 56.6%
Median Sales Price*	\$154,000	\$208,416	+ 35.3%	\$166,500	\$182,500	+ 9.6%
Average Sales Price*	\$154,000	\$191,139	+ 24.1%	\$170,739	\$173,764	+ 1.8%
Percent of List Price Received*	140.0%	99.7%	- 28.8%	100.9%	97.7%	- 3.2%
Inventory of Homes for Sale	10	19	+ 90.0%	—	—	—
Months Supply of Inventory	1.6	4.1	+ 156.3%	—	—	—

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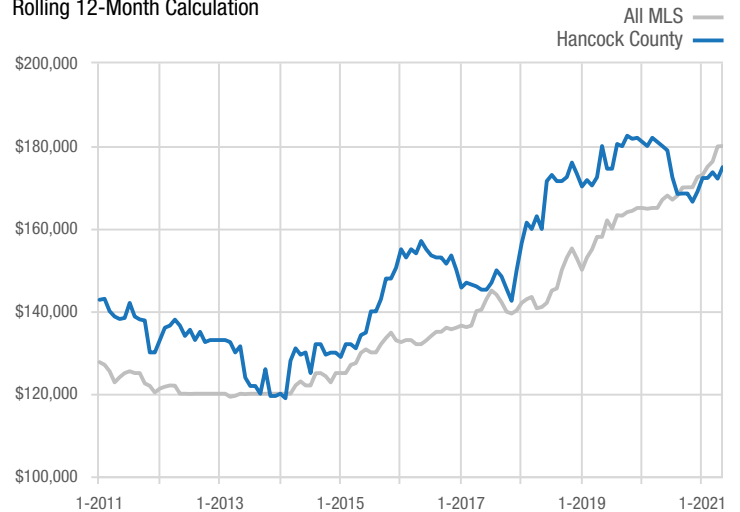
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

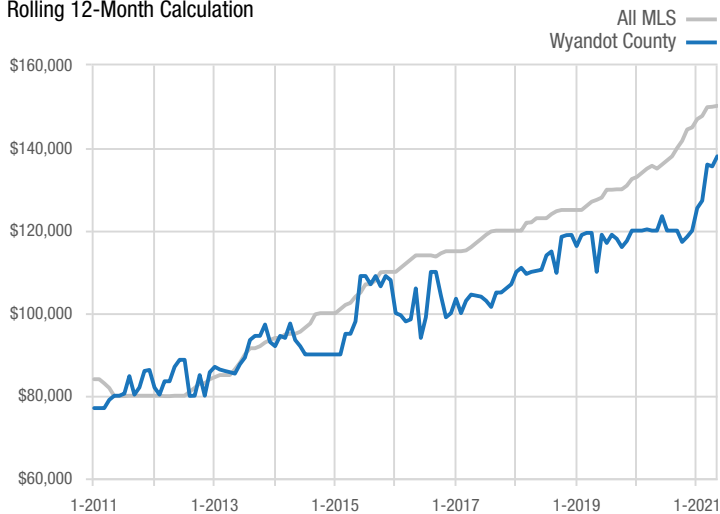
Single Family	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	9	14	+ 55.6%	31	43	+ 38.7%
Pending Sales	7	9	+ 28.6%	40	35	- 12.5%
Closed Sales	6	8	+ 33.3%	44	33	- 25.0%
Days on Market Until Sale	131	60	- 54.2%	108	98	- 9.3%
Median Sales Price*	\$117,000	\$145,750	+ 24.6%	\$115,000	\$149,500	+ 30.0%
Average Sales Price*	\$130,917	\$174,750	+ 33.5%	\$125,287	\$166,852	+ 33.2%
Percent of List Price Received*	94.5%	96.6%	+ 2.2%	94.5%	93.9%	- 0.6%
Inventory of Homes for Sale	24	29	+ 20.8%	—	—	—
Months Supply of Inventory	2.8	3.8	+ 35.7%	—	—	—

Condo-Villa	May			Year to Date		
Key Metrics	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	526	—	—	218	—	—
Median Sales Price*	\$183,000	—	—	\$183,000	—	—
Average Sales Price*	\$183,000	—	—	\$183,000	—	—
Percent of List Price Received*	96.8%	—	—	96.8%	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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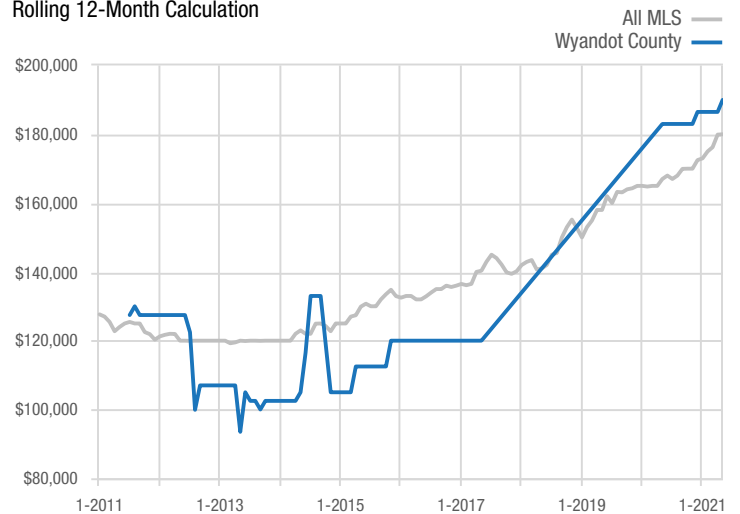
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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