

## Local Market Update – February 2022

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## Hancock and Wyandot Counties

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Single Family Key Metrics	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	73	<b>74</b>	+1.4%	136	<b>151</b>	+11.0%
Closed Sales	58	<b>85</b>	+46.6%	118	<b>153</b>	+29.7%
Days on Market	75	<b>75</b>	---	93	<b>77</b>	-17.2%
SP\$/SqFt	\$107.03	<b>\$126.21</b>	+17.9%	\$106.64	<b>\$125.61</b>	+17.8%
Median Sales Price*	\$156,950	<b>\$207,000</b>	+31.9%	\$161,250	<b>\$197,000</b>	+22.2%
Average Sales Price*	\$187,016	<b>\$244,778</b>	+30.9%	\$191,599	<b>\$239,990</b>	+25.3%
Percent of List Price Received*	97%	<b>98%</b>	+1.0%	93%	<b>98%</b>	+5.4%
Months Supply of Inventory	17	<b>12</b>	-29.4%	---	---	---
Total Volume	\$10,846,900	<b>\$20,806,101</b>	+91.8%	\$22,608,700	<b>\$36,718,501</b>	+62.4%

Condo Key Metrics	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	4	<b>7</b>	+75.0%	8	<b>8</b>	---
Closed Sales	3	<b>2</b>	-33.3%	6	<b>6</b>	---
Days on Market	103	<b>67</b>	-35.0%	92	<b>73</b>	-20.7%
SP\$/SqFt	\$149.03	<b>\$155.78</b>	+4.5%	\$135.57	<b>\$139.90</b>	+3.2%
Median Sales Price*	\$182,500	<b>\$271,500</b>	+48.8%	\$179,250	<b>\$236,500</b>	+31.9%
Average Sales Price*	\$197,467	<b>\$271,500</b>	+37.5%	\$188,733	<b>\$227,650</b>	+20.6%
Percent of List Price Received*	100%	<b>101%</b>	+10.0%	98%	<b>99%</b>	+1.0%
Months Supply of Inventory	14	<b>20</b>	+42.9%	---	---	---
Total Volume	\$592,400	<b>\$543,000</b>	-8.3%	\$1,132,400	<b>\$1,365,900</b>	+20.6%

\*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

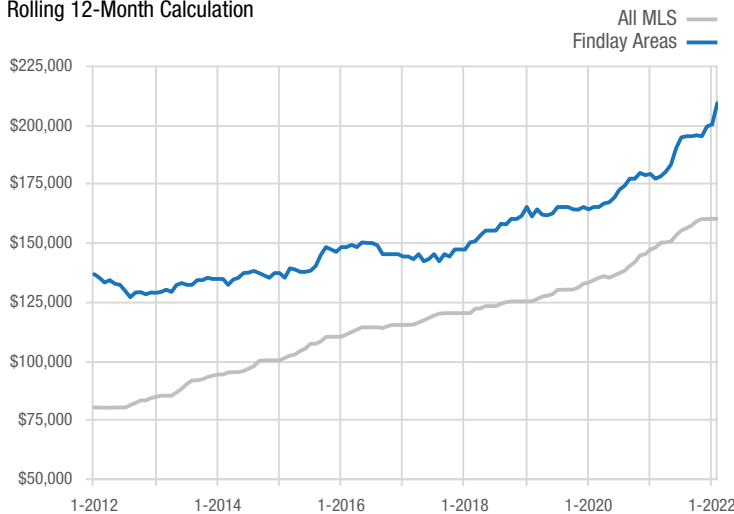
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	54	<b>49</b>	- 9.3%	102	<b>103</b>	+ 1.0%
Pending Sales	44	<b>53</b>	+ 20.5%	92	<b>101</b>	+ 9.8%
Closed Sales	43	<b>52</b>	+ 20.9%	88	<b>96</b>	+ 9.1%
Days on Market Until Sale	78	<b>74</b>	- 5.1%	81	<b>76</b>	- 6.2%
Median Sales Price*	\$165,000	<b>\$222,500</b>	+ 34.8%	\$169,900	<b>\$220,000</b>	+ 29.5%
Average Sales Price*	\$187,219	<b>\$254,596</b>	+ 36.0%	\$192,375	<b>\$252,061</b>	+ 31.0%
Percent of List Price Received*	97.6%	<b>98.4%</b>	+ 0.8%	97.3%	<b>98.2%</b>	+ 0.9%
Inventory of Homes for Sale	122	<b>93</b>	- 23.8%	—	—	—
Months Supply of Inventory	2.1	<b>1.3</b>	- 38.1%	—	—	—

Condo-Villa	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	9	<b>4</b>	- 55.6%	13	<b>5</b>	- 61.5%
Pending Sales	3	<b>4</b>	+ 33.3%	6	<b>8</b>	+ 33.3%
Closed Sales	3	<b>2</b>	- 33.3%	6	<b>6</b>	0.0%
Days on Market Until Sale	103	<b>67</b>	- 35.0%	92	<b>73</b>	- 20.7%
Median Sales Price*	\$182,500	<b>\$271,500</b>	+ 48.8%	\$179,250	<b>\$236,500</b>	+ 31.9%
Average Sales Price*	\$197,467	<b>\$271,500</b>	+ 37.5%	\$188,733	<b>\$227,650</b>	+ 20.6%
Percent of List Price Received*	99.5%	<b>101.4%</b>	+ 1.9%	98.3%	<b>98.5%</b>	+ 0.2%
Inventory of Homes for Sale	16	<b>5</b>	- 68.8%	—	—	—
Months Supply of Inventory	4.2	<b>1.0</b>	- 76.2%	—	—	—

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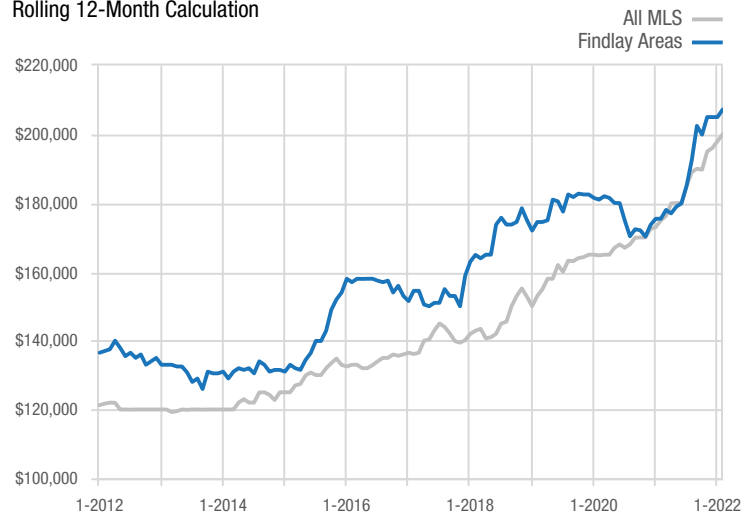
### Median Sales Price - Single Family

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

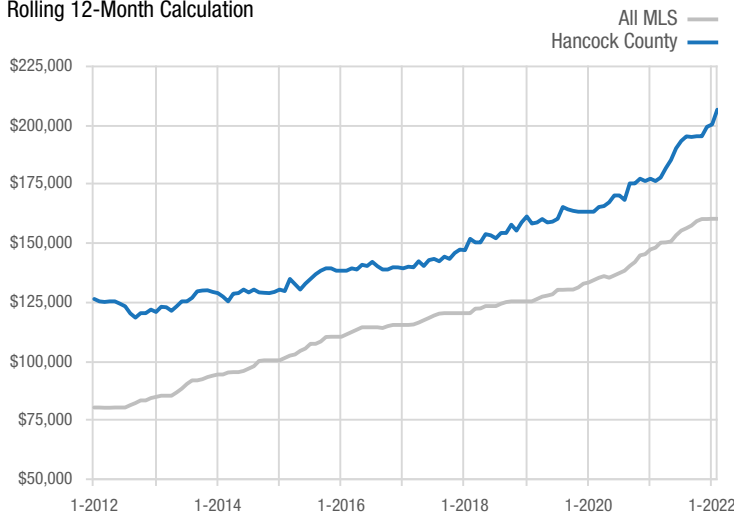
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
<b>Key Metrics</b>						
New Listings	68	<b>65</b>	- 4.4%	128	<b>131</b>	+ 2.3%
Pending Sales	56	<b>73</b>	+ 30.4%	111	<b>139</b>	+ 25.2%
Closed Sales	53	<b>73</b>	+ 37.7%	106	<b>134</b>	+ 26.4%
Days on Market Until Sale	76	<b>76</b>	0.0%	80	<b>77</b>	- 3.8%
Median Sales Price*	\$161,500	<b>\$213,200</b>	+ 32.0%	\$165,450	<b>\$205,000</b>	+ 23.9%
Average Sales Price*	\$189,677	<b>\$254,741</b>	+ 34.3%	\$194,136	<b>\$247,457</b>	+ 27.5%
Percent of List Price Received*	97.5%	<b>98.4%</b>	+ 0.9%	97.6%	<b>98.1%</b>	+ 0.5%
Inventory of Homes for Sale	163	<b>133</b>	- 18.4%	—	—	—
Months Supply of Inventory	2.2	<b>1.4</b>	- 36.4%	—	—	—

Condo-Villa	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
<b>Key Metrics</b>						
New Listings	11	<b>5</b>	- 54.5%	15	<b>6</b>	- 60.0%
Pending Sales	3	<b>4</b>	+ 33.3%	6	<b>8</b>	+ 33.3%
Closed Sales	3	<b>2</b>	- 33.3%	6	<b>6</b>	0.0%
Days on Market Until Sale	103	<b>67</b>	- 35.0%	92	<b>73</b>	- 20.7%
Median Sales Price*	\$182,500	<b>\$271,500</b>	+ 48.8%	\$179,250	<b>\$236,500</b>	+ 31.9%
Average Sales Price*	\$197,467	<b>\$271,500</b>	+ 37.5%	\$188,733	<b>\$227,650</b>	+ 20.6%
Percent of List Price Received*	99.5%	<b>101.4%</b>	+ 1.9%	98.3%	<b>98.5%</b>	+ 0.2%
Inventory of Homes for Sale	18	<b>6</b>	- 66.7%	—	—	—
Months Supply of Inventory	4.0	<b>1.1</b>	- 72.5%	—	—	—

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Rolling 12-Month Calculation



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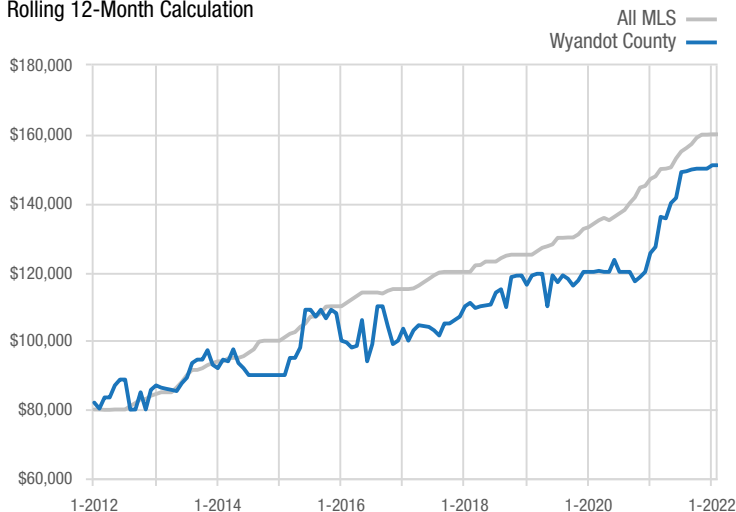
Single Family	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
<b>Key Metrics</b>						
New Listings	5	7	+ 40.0%	8	18	+ 125.0%
Pending Sales	5	12	+ 140.0%	14	21	+ 50.0%
Closed Sales	5	12	+ 140.0%	12	19	+ 58.3%
Days on Market Until Sale	71	68	- 4.2%	84	73	- 13.1%
Median Sales Price*	\$145,000	<b>\$143,000</b>	- 1.4%	\$150,500	<b>\$165,000</b>	+ 9.6%
Average Sales Price*	\$158,800	<b>\$184,167</b>	+ 16.0%	\$169,188	<b>\$182,395</b>	+ 7.8%
Percent of List Price Received*	94.6%	<b>95.9%</b>	+ 1.4%	93.7%	<b>95.4%</b>	+ 1.8%
Inventory of Homes for Sale	18	23	+ 27.8%	—	—	—
Months Supply of Inventory	2.4	2.4	0.0%	—	—	—

Condo-Villa	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
<b>Key Metrics</b>						
New Listings	0	2	—	0	2	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.7	3.0	+ 328.6%	—	—	—

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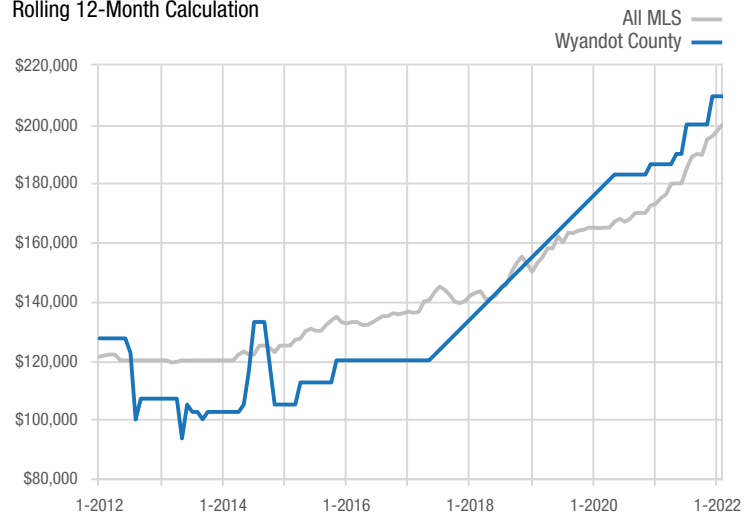
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