

## Local Market Update – April 2020

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## Hancock and Wyandot Counties

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Single Family Key Metrics	April			Year to Date		
	2019	2020	% Change	Thru 4 2019	Thru 4 2020	% Change
New Listings	154	<b>83</b>	-46.1%	476	352	-26.1%
Closed Sales	102	<b>73</b>	-28.4%	312	299	-4.2%
Days on Market	84	<b>68</b>	-19.0%	104	87	-16.3%
Median Sales Price*	\$157,000	<b>\$138,000</b>	-12.1%	\$155,000	\$149,950	-3.3%
Average Sales Price*	\$181,311	<b>\$165,037</b>	-9.0%	\$182,621	\$180,688	-1.1%
Percent of List Price Received*	97.9%	<b>100%</b>	+2.1%	97.8%	98.4%	+0.6%
Months Supply of Inventory	10	<b>14</b>	+40.0%	---	---	---
Total Volume	\$18,493,710	<b>\$12,047,665</b>	-34.9%	\$56,977,635	<b>\$53,845,171</b>	-5.5%

Condo-Villa Key Metrics	April			Year to Date		
	2019	2020	% Change	Thru 4 2019	Thru 4 2020	% Change
New Listings	8	<b>3</b>	-62.5%	34	13	-61.8%
Closed Sales	3	<b>6</b>	+100%	24	14	-41.7%
Days on Market	112	<b>47</b>	-58.0%	101	63	-37.6%
Median Sales Price*	\$151,000	<b>\$176,215</b>	+16.7%	\$163,750	\$169,450	+3.5%
Average Sales Price*	\$160,633	<b>\$177,572</b>	+10.5%	\$159,383	\$172,735	+8.4%
Percent of List Price Received*	100.0%	<b>99.6%</b>	-0.4%	98.2%	98.1%	-0.1%
Months Supply of Inventory	17	<b>7.0</b>	-58.8%	---	---	---
Total Volume	\$481,900	<b>\$1,065,430</b>	+121.1%	\$3,825,200	<b>\$2,418,290</b>	-36.8%

\*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

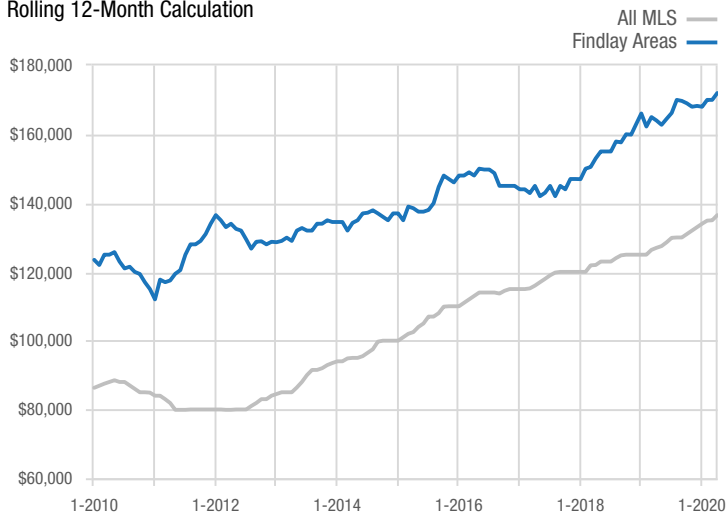
Single Family	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	86	61	- 29.1%	279	255	- 8.6%
Pending Sales	67	43	- 35.8%	204	195	- 4.4%
Closed Sales	68	53	- 22.1%	201	201	0.0%
Days on Market Until Sale	89	58	- 34.8%	99	84	- 15.2%
Median Sales Price*	\$159,350	<b>\$149,900</b>	- 5.9%	\$161,000	<b>\$171,000</b>	+ 6.2%
Average Sales Price*	\$187,655	<b>\$169,891</b>	- 9.5%	\$192,319	<b>\$192,065</b>	- 0.1%
Percent of List Price Received*	98.6%	<b>99.5%</b>	+ 0.9%	97.9%	<b>98.3%</b>	+ 0.4%
Inventory of Homes for Sale	192	151	- 21.4%	—	—	—
Months Supply of Inventory	3.4	2.5	- 26.5%	—	—	—

Condo-Villa	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	4	1	- 75.0%	26	10	- 61.5%
Pending Sales	3	4	+ 33.3%	22	12	- 45.5%
Closed Sales	3	5	+ 66.7%	21	13	- 38.1%
Days on Market Until Sale	112	42	- 62.5%	108	51	- 52.8%
Median Sales Price*	\$151,000	<b>\$180,030</b>	+ 19.2%	\$167,000	<b>\$175,650</b>	+ 5.2%
Average Sales Price*	\$160,633	<b>\$185,886</b>	+ 15.7%	\$163,390	<b>\$180,986</b>	+ 10.8%
Percent of List Price Received*	99.1%	<b>99.3%</b>	+ 0.2%	96.8%	<b>98.1%</b>	+ 1.3%
Inventory of Homes for Sale	18	6	- 66.7%	—	—	—
Months Supply of Inventory	2.9	0.8	- 72.4%	—	—	—

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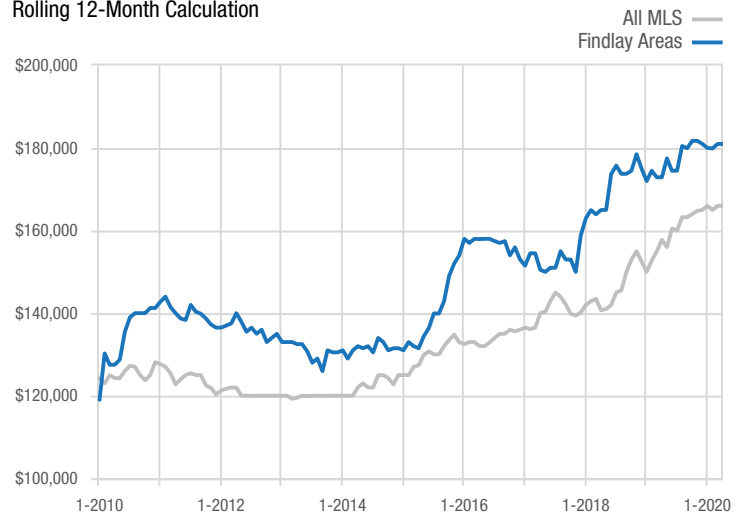
### Median Sales Price - Single Family

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

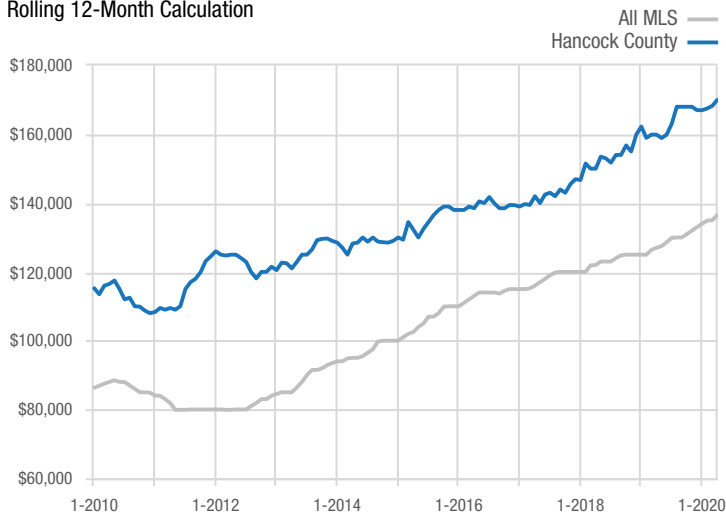
Single Family	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	140	77	- 45.0%	432	329	- 23.8%
Pending Sales	104	57	- 45.2%	304	260	- 14.5%
Closed Sales	98	67	- 31.6%	294	271	- 7.8%
Days on Market Until Sale	85	65	- 23.5%	97	84	- 13.4%
Median Sales Price*	\$155,750	<b>\$138,000</b>	- 11.4%	\$157,000	<b>\$162,800</b>	+ 3.7%
Average Sales Price*	\$181,395	<b>\$168,256</b>	- 7.2%	\$186,481	<b>\$187,390</b>	+ 0.5%
Percent of List Price Received*	97.8%	<b>99.6%</b>	+ 1.8%	97.5%	<b>98.1%</b>	+ 0.6%
Inventory of Homes for Sale	313	200	- 36.1%	—	—	—
Months Supply of Inventory	3.9	2.2	- 43.6%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	8	3	- 62.5%	34	12	- 64.7%
Pending Sales	4	4	0.0%	26	13	- 50.0%
Closed Sales	3	5	+ 66.7%	24	14	- 41.7%
Days on Market Until Sale	112	42	- 62.5%	101	58	- 42.6%
Median Sales Price*	\$151,000	<b>\$180,030</b>	+ 19.2%	\$163,750	<b>\$172,400</b>	+ 5.3%
Average Sales Price*	\$160,633	<b>\$185,886</b>	+ 15.7%	\$159,383	<b>\$175,561</b>	+ 10.2%
Percent of List Price Received*	99.1%	<b>99.3%</b>	+ 0.2%	96.2%	<b>98.0%</b>	+ 1.9%
Inventory of Homes for Sale	23	8	- 65.2%	—	—	—
Months Supply of Inventory	3.3	1.0	- 69.7%	—	—	—

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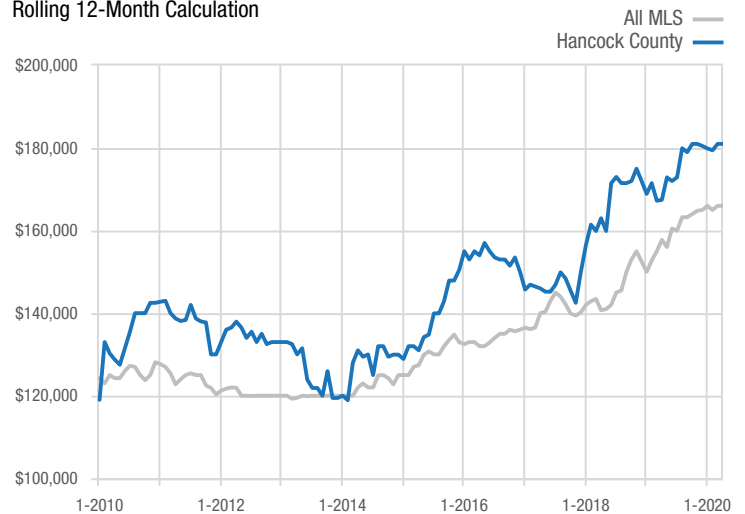
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Wyandot County

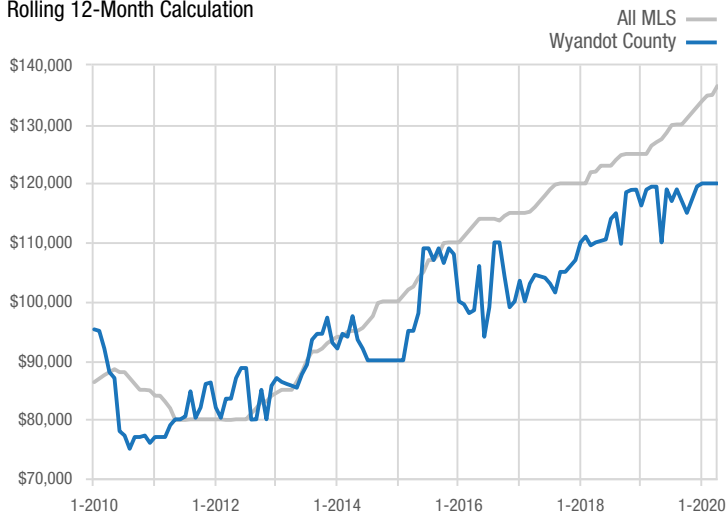
Single Family	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	14	6	- 57.1%	44	22	- 50.0%
Pending Sales	9	6	- 33.3%	22	34	+ 54.5%
Closed Sales	4	6	+ 50.0%	18	38	+ 111.1%
Days on Market Until Sale	57	108	+ 89.5%	127	104	- 18.1%
Median Sales Price*	\$197,500	<b>\$86,523</b>	- 56.2%	\$100,000	<b>\$115,000</b>	+ 15.0%
Average Sales Price*	\$179,250	<b>\$133,761</b>	- 25.4%	\$119,561	<b>\$124,122</b>	+ 3.8%
Percent of List Price Received*	88.0%	<b>94.4%</b>	+ 7.3%	90.1%	<b>94.4%</b>	+ 4.8%
Inventory of Homes for Sale	36	21	- 41.7%	—	—	—
Months Supply of Inventory	5.0	2.3	- 54.0%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	1	—	0	2	—
Days on Market Until Sale	—	71	—	—	65	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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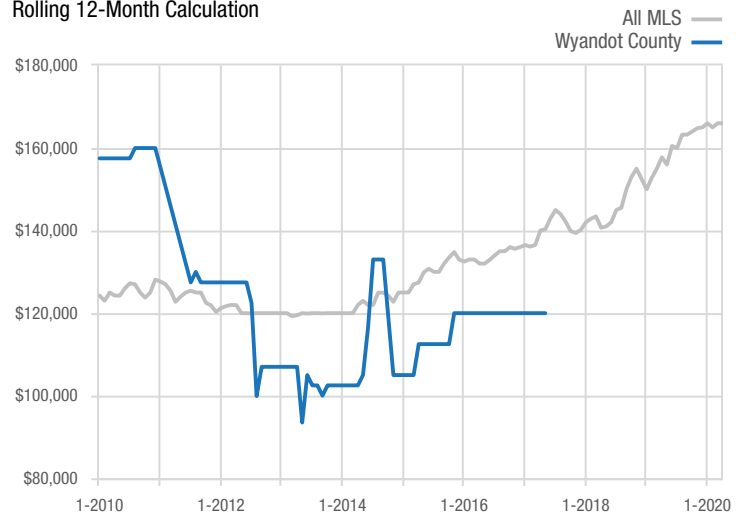
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