

Local Market Update – April 2021

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Hancock and Wyandot Counties

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Single Family Key Metrics	April			Year to Date		
	2020	2021	% Change	Thru 4 2020	Thru 4 2021	% Change
New Listings	83	133	+60.2%	354	387	+9.3%
Closed Sales	73	94	+28.8%	294	306	+4.1%
Days on Market	68	69	+1.5%	87	83	-4.6%
SP\$/SqFt	\$98.83	\$116.64	+18.0%	\$103.02	\$113.82	+10.5%
Median Sales Price*	\$138,000	\$187,450	+35.8%	\$147,900	\$175,000	+18.3%
Average Sales Price*	\$165,037	\$222,849	+35.0%	\$180,288	\$214,902	+19.2%
Percent of List Price Received*	99.8%	100.0%	+0.2%	97.8%	98.0%	+0.3%
Months Supply of Inventory	14	11	-21.4%	---	---	---
Total Volume	\$12,047,665	\$20,947,806	+73.9%	\$52,824,471	\$65,759,871	+24.5%

Condo Key Metrics	April			Year to Date		
	2020	2021	% Change	Thru 4 2020	Thru 4 2021	% Change
New Listings	3	6	+100.0%	13	17	+30.8%
Closed Sales	7	7	---	15	16	+6.7%
Days on Market	43	97	+125.6%	60	89	+48.3%
SP\$/SqFt	\$115.50	\$131.65	+14.0%	\$109.03	\$116.79	+7.1%
Median Sales Price*	\$172,400	\$170,000	-1.4%	\$166,500	\$179,250	+7.7%
Average Sales Price*	\$170,033	\$149,286	-12.2%	\$169,539	\$170,506	+0.6%
Percent of List Price Received*	99.7%	96.2%	-3.5%	98.3%	98.2%	-0.1%
Months Supply of Inventory	5	6	+20.0%	---	---	---
Total Volume	\$1,190,230	\$1,045,000	-12.2%	\$2,543,090	\$2,728,100	+7.3%

*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

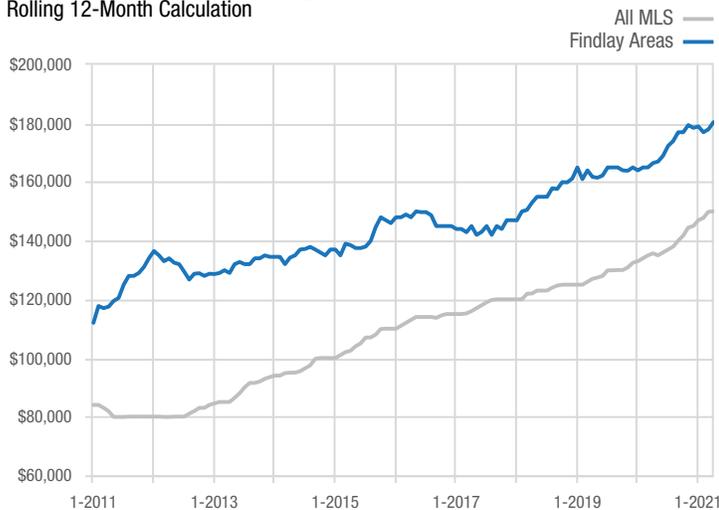
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	61	94	+ 54.1%	258	278	+ 7.8%
Pending Sales	51	73	+ 43.1%	200	230	+ 15.0%
Closed Sales	53	69	+ 30.2%	197	218	+ 10.7%
Days on Market Until Sale	58	65	+ 12.1%	83	73	- 12.0%
Median Sales Price*	\$149,900	\$195,000	+ 30.1%	\$168,000	\$178,000	+ 6.0%
Average Sales Price*	\$169,891	\$240,515	+ 41.6%	\$191,745	\$220,728	+ 15.1%
Percent of List Price Received*	99.5%	99.5%	0.0%	98.2%	98.6%	+ 0.4%
Inventory of Homes for Sale	143	150	+ 4.9%	—	—	—
Months Supply of Inventory	2.7	2.4	- 11.1%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	1	4	+ 300.0%	10	21	+ 110.0%
Pending Sales	4	4	0.0%	12	13	+ 8.3%
Closed Sales	5	5	0.0%	13	13	0.0%
Days on Market Until Sale	42	81	+ 92.9%	51	87	+ 70.6%
Median Sales Price*	\$180,030	\$196,000	+ 8.9%	\$175,650	\$194,900	+ 11.0%
Average Sales Price*	\$185,886	\$176,100	- 5.3%	\$180,986	\$185,208	+ 2.3%
Percent of List Price Received*	99.3%	97.9%	- 1.4%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	5	18	+ 260.0%	—	—	—
Months Supply of Inventory	0.9	4.8	+ 433.3%	—	—	—

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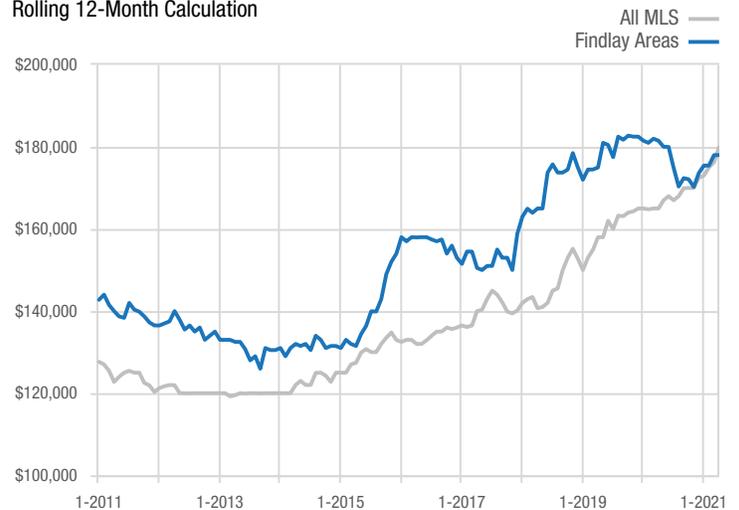
Median Sales Price - Single Family

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

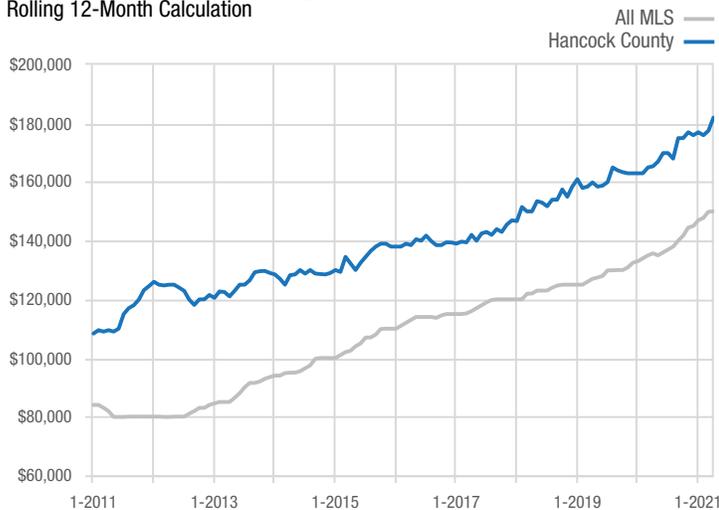
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	77	123	+ 59.7%	332	356	+ 7.2%
Pending Sales	68	88	+ 29.4%	267	292	+ 9.4%
Closed Sales	67	87	+ 29.9%	266	279	+ 4.9%
Days on Market Until Sale	65	67	+ 3.1%	84	75	- 10.7%
Median Sales Price*	\$138,000	\$195,000	+ 41.3%	\$162,000	\$183,750	+ 13.4%
Average Sales Price*	\$168,256	\$231,420	+ 37.5%	\$187,072	\$220,434	+ 17.8%
Percent of List Price Received*	99.6%	99.1%	- 0.5%	98.1%	98.5%	+ 0.4%
Inventory of Homes for Sale	187	194	+ 3.7%	—	—	—
Months Supply of Inventory	2.3	2.4	+ 4.3%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	3	6	+ 100.0%	12	25	+ 108.3%
Pending Sales	5	5	0.0%	14	15	+ 7.1%
Closed Sales	6	6	0.0%	15	15	0.0%
Days on Market Until Sale	38	76	+ 100.0%	55	79	+ 43.6%
Median Sales Price*	\$176,215	\$183,000	+ 3.9%	\$169,450	\$182,500	+ 7.7%
Average Sales Price*	\$175,705	\$165,167	- 6.0%	\$171,935	\$178,273	+ 3.7%
Percent of List Price Received*	99.4%	97.6%	- 1.8%	98.1%	98.6%	+ 0.5%
Inventory of Homes for Sale	6	20	+ 233.3%	—	—	—
Months Supply of Inventory	0.9	4.4	+ 388.9%	—	—	—

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Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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Wyandot County

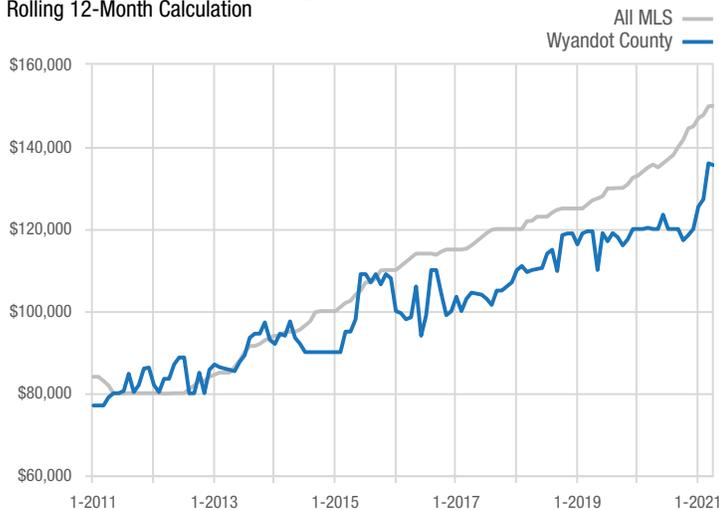
Single Family	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	6	8	+ 33.3%	22	29	+ 31.8%
Pending Sales	6	6	0.0%	33	26	- 21.2%
Closed Sales	6	5	- 16.7%	38	25	- 34.2%
Days on Market Until Sale	108	82	- 24.1%	104	111	+ 6.7%
Median Sales Price*	\$86,523	\$90,000	+ 4.0%	\$115,000	\$149,500	+ 30.0%
Average Sales Price*	\$133,761	\$107,580	- 19.6%	\$124,122	\$164,324	+ 32.4%
Percent of List Price Received*	94.4%	91.7%	- 2.9%	94.4%	93.1%	- 1.4%
Inventory of Homes for Sale	22	25	+ 13.6%	—	—	—
Months Supply of Inventory	2.5	3.4	+ 36.0%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2020	2021	% Change	Thru 4-2020	Thru 4-2021	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	71	—	—	65	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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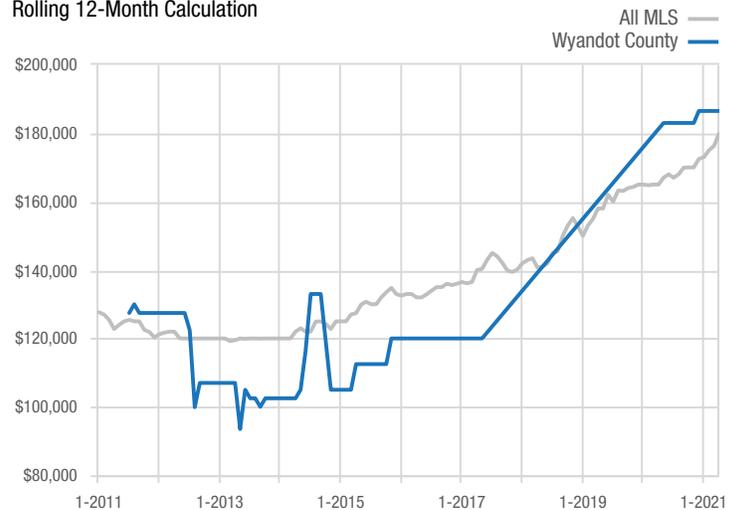
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