

Local Market Update – August 2020

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Hancock and Wyandot Counties

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Single Family Key Metrics	August			Year to Date		
	2019	2020	% Change	Thru 8 2019	Thru 8 2020	% Change
New Listings	132	107	-18.9%	979	815	-16.8%
Closed Sales	118	94	-20.3%	731	662	-9.4%
Days on Market	84	58	-31.0%	88	79	-10.2%
Median Sales Price*	\$180,000	\$173,900	-3.4%	\$160,000	\$166,000	+3.8%
Average Sales Price*	\$201,371	\$200,230	-0.6%	\$189,853	\$193,023	+1.7%
Percent of List Price Received*	97.3%	99.3%	+2.1%	97.9%	98.8%	+0.9%
Months Supply of Inventory	9	12	+33.3%	---	---	---
Total Volume (in 1'000s)	\$23,762	\$18,822	-20.8%	\$138,783	\$127,588	-8.1%

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8 2019	Thru 8 2020	% Change
New Listings	5	7	+40.0%	64	40	-37.5%
Days on Market	9	3	-66.7%	55	35	-36.4%
Average Sales Price*	\$199,000	\$224,000	+12.6%	\$185,000	\$158,000	-14.6%
Months Supply of Inventory	5	14	+180.0%	---	---	---
	\$1,972,700	\$606,400	-69.3%	\$10,923,052	\$5,760,690	-47.3%

*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

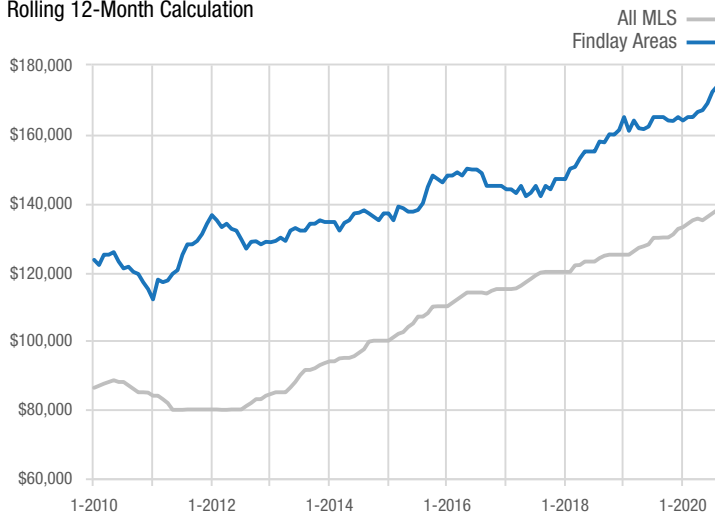
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	78	73	- 6.4%	541	570	+ 5.4%
Pending Sales	56	67	+ 19.6%	408	458	+ 12.3%
Closed Sales	55	65	+ 18.2%	406	458	+ 12.8%
Days on Market Until Sale	68	54	- 20.6%	82	72	- 12.2%
Median Sales Price*	\$178,000	\$189,900	+ 6.7%	\$165,000	\$177,000	+ 7.3%
Average Sales Price*	\$192,994	\$206,609	+ 7.1%	\$197,893	\$203,650	+ 2.9%
Percent of List Price Received*	97.4%	98.6%	+ 1.2%	97.7%	98.2%	+ 0.5%
Inventory of Homes for Sale	197	171	- 13.2%	—	—	—
Months Supply of Inventory	4.0	3.0	- 25.0%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	9	8	- 11.1%	52	34	- 34.6%
Pending Sales	8	3	- 62.5%	44	27	- 38.6%
Closed Sales	8	3	- 62.5%	44	28	- 36.4%
Days on Market Until Sale	60	42	- 30.0%	97	62	- 36.1%
Median Sales Price*	\$206,950	\$224,000	+ 8.2%	\$190,000	\$172,100	- 9.4%
Average Sales Price*	\$221,713	\$202,133	- 8.8%	\$203,652	\$174,331	- 14.4%
Percent of List Price Received*	98.4%	99.7%	+ 1.3%	98.0%	99.5%	+ 1.5%
Inventory of Homes for Sale	16	13	- 18.8%	—	—	—
Months Supply of Inventory	2.9	2.6	- 10.3%	—	—	—

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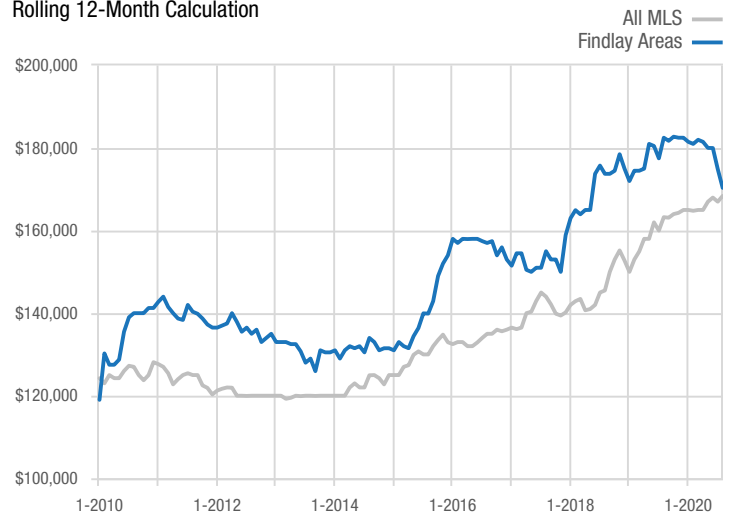
Median Sales Price - Single Family

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

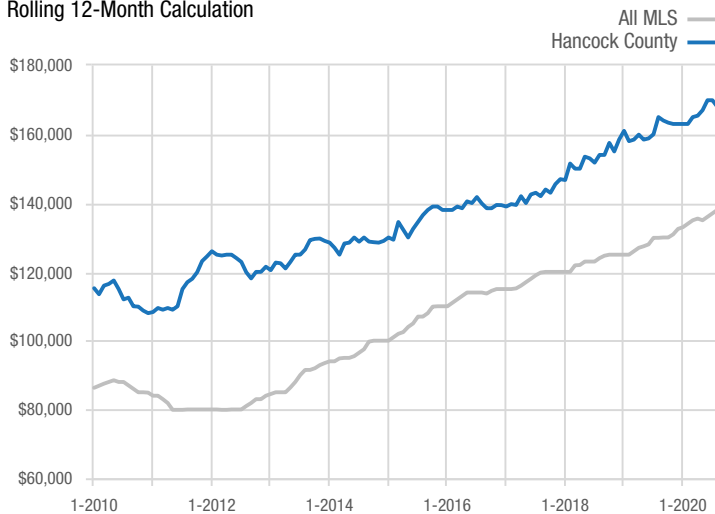
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	121	95	- 21.5%	880	750	- 14.8%
Pending Sales	103	90	- 12.6%	670	596	- 11.0%
Closed Sales	105	84	- 20.0%	668	598	- 10.5%
Days on Market Until Sale	68	57	- 16.2%	82	73	- 11.0%
Median Sales Price*	\$189,900	\$189,950	+ 0.0%	\$165,000	\$174,900	+ 6.0%
Average Sales Price*	\$206,237	\$208,234	+ 1.0%	\$195,379	\$200,070	+ 2.4%
Percent of List Price Received*	97.6%	98.3%	+ 0.7%	97.7%	98.4%	+ 0.7%
Inventory of Homes for Sale	306	237	- 22.5%	—	—	—
Months Supply of Inventory	3.9	3.1	- 20.5%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	10	9	- 10.0%	66	41	- 37.9%
Pending Sales	9	3	- 66.7%	56	33	- 41.1%
Closed Sales	9	3	- 66.7%	55	34	- 38.2%
Days on Market Until Sale	69	42	- 39.1%	93	60	- 35.5%
Median Sales Price*	\$199,000	\$224,000	+ 12.6%	\$185,000	\$158,000	- 14.6%
Average Sales Price*	\$219,189	\$202,133	- 7.8%	\$198,601	\$164,900	- 17.0%
Percent of List Price Received*	98.6%	99.7%	+ 1.1%	97.8%	98.9%	+ 1.1%
Inventory of Homes for Sale	19	15	- 21.1%	—	—	—
Months Supply of Inventory	2.8	2.7	- 3.6%	—	—	—

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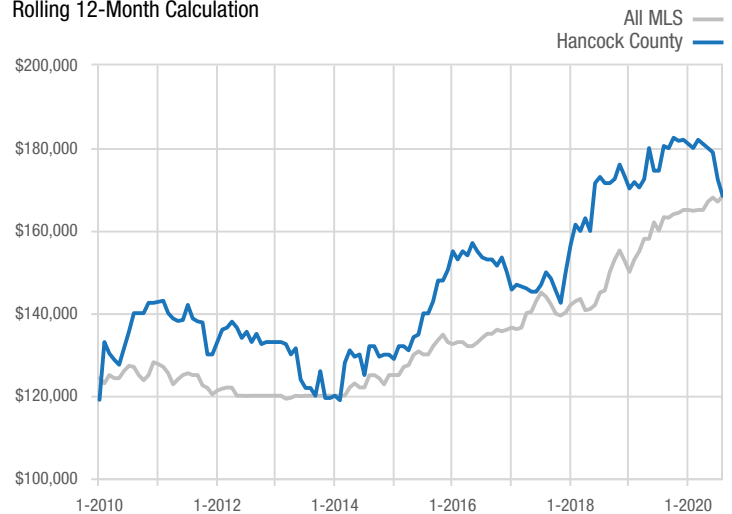
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

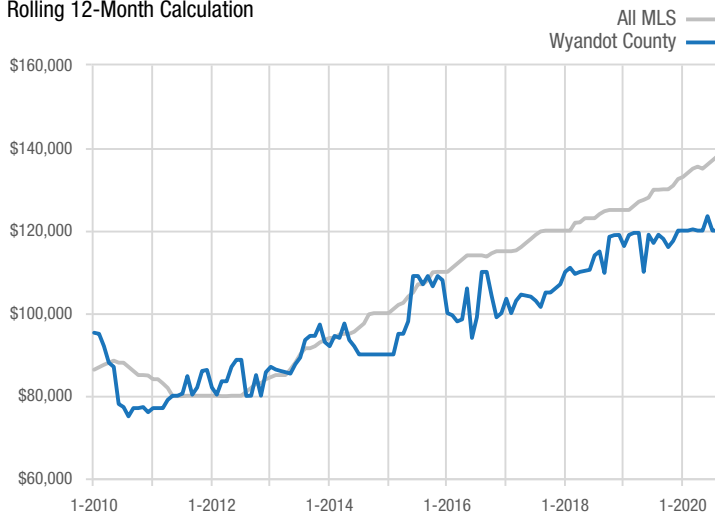
Single Family	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
Key Metrics						
New Listings	11	10	- 9.1%	99	64	- 35.4%
Pending Sales	11	7	- 36.4%	62	67	+ 8.1%
Closed Sales	13	10	- 23.1%	63	74	+ 17.5%
Days on Market Until Sale	120	62	- 48.3%	113	107	- 5.3%
Median Sales Price*	\$120,000	\$123,750	+ 3.1%	\$116,000	\$118,500	+ 2.2%
Average Sales Price*	\$162,065	\$132,990	- 17.9%	\$132,464	\$134,086	+ 1.2%
Percent of List Price Received*	92.5%	96.9%	+ 4.8%	92.6%	95.0%	+ 2.6%
Inventory of Homes for Sale	45	23	- 48.9%	—	—	—
Months Supply of Inventory	6.5	2.7	- 58.5%	—	—	—

Condo-Villa	August			Year to Date		
	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	0	—	0	3	—
Days on Market Until Sale	—	—	—	—	218	—
Median Sales Price*	—	—	—	—	\$183,000	—
Average Sales Price*	—	—	—	—	\$183,000	—
Percent of List Price Received*	—	—	—	—	96.8%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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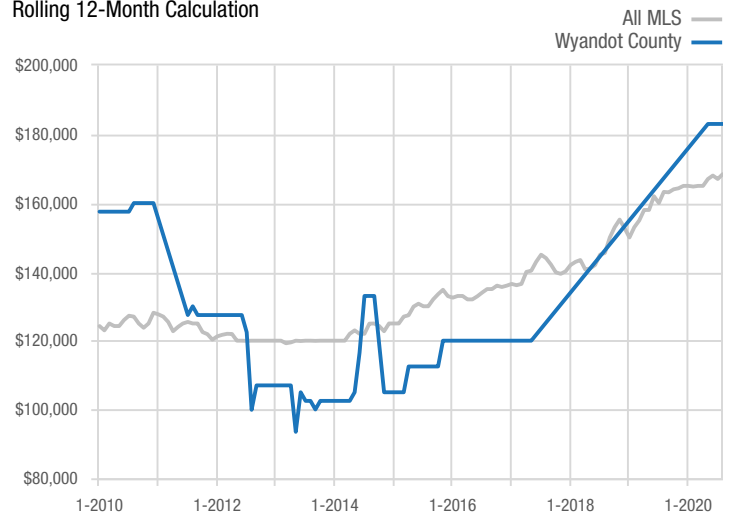
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