

Local Market Update – December 2021

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Hancock and Wyandot Counties

The 2021 housing market was one for the history books! After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong, but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Single Family Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12 2020	Thru 12 2021	% Change
New Listings	48	47	-2.1%	1,179	1,352	+14.7%
Closed Sales	91	108	+18.7%	1,045	1,217	+16.5%
Days on Market	82	71	-13.1%	76	67	-11.8%
SP\$/SqFt	\$105.75	\$123.09	+16.4%	\$107.34	\$122.46	+14.1%
Median Sales Price*	\$150,000	\$199,450	+33.0%	\$169,900	\$194,900	+14.7%
Average Sales Price*	\$186,753	\$227,792	+22.0%	\$198,968	\$231,237	+16.2%
Percent of List Price Received*	97%	98%	+1.0%	98%	99%	+1.0%
Months Supply of Inventory	11	9	-18.2%	---	---	---
Total Volume	\$16,994,558	\$24,601,500	+44.8%	\$207,126,334	\$281,415,997	+35.9%

Condo Key Metrics	December			Year to Date		
	2020	2021	% Change	Thru 12 2020	Thru 12 2021	% Change
New Listings	3	0	-100.0%	62	67	+8.1%
Closed Sales	6	3	-50.0%	56	65	+16.1%
Days on Market	44	45	+2.3%	68	63	-7.4%
SP\$/SqFt	\$133.23	\$144.68	+8.6%	\$108.77	\$123.49	+13.5%
Median Sales Price*	\$197,500	\$209,000	+5.8%	\$170,550	\$199,900	+17.2%
Average Sales Price*	\$191,133	\$190,035	-0.6%	\$169,862	\$196,850	+15.9%
Percent of List Price Received*	101%	96%	-5.0%	99%	98%	-1.0%
Months Supply of Inventory	7	13	+85.7%	---	---	---
Total Volume	\$1,146,800	\$570,105	-50.3%	\$9,512,290	\$12,795,221	+34.5%

*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

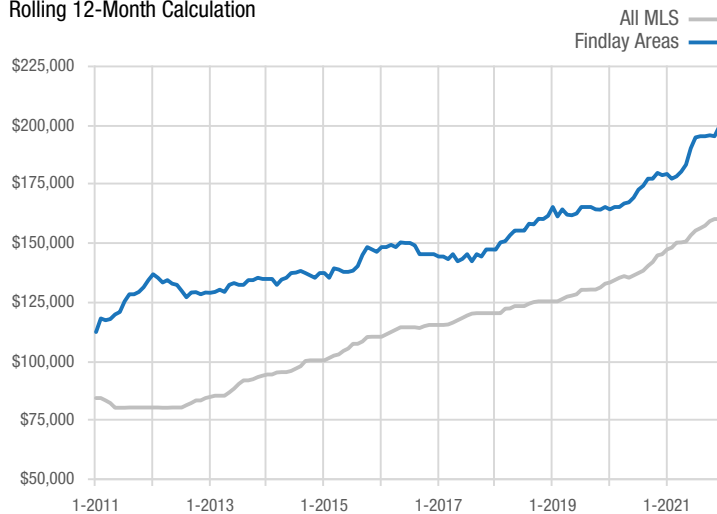
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	29	28	- 3.4%	831	907	+ 9.1%
Pending Sales	63	60	- 4.8%	711	847	+ 19.1%
Closed Sales	69	68	- 1.4%	721	844	+ 17.1%
Days on Market Until Sale	76	72	- 5.3%	71	63	- 11.3%
Median Sales Price*	\$165,000	\$206,000	+ 24.8%	\$178,500	\$199,150	+ 11.6%
Average Sales Price*	\$195,992	\$241,504	+ 23.2%	\$206,654	\$240,390	+ 16.3%
Percent of List Price Received*	96.7%	98.1%	+ 1.4%	98.0%	99.2%	+ 1.2%
Inventory of Homes for Sale	132	108	- 18.2%	—	—	—
Months Supply of Inventory	2.2	1.5	- 31.8%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	3	0	- 100.0%	50	66	+ 32.0%
Pending Sales	5	1	- 80.0%	44	56	+ 27.3%
Closed Sales	5	1	- 80.0%	45	56	+ 24.4%
Days on Market Until Sale	45	49	+ 8.9%	61	62	+ 1.6%
Median Sales Price*	\$205,000	\$209,000	+ 2.0%	\$173,650	\$205,000	+ 18.1%
Average Sales Price*	\$191,360	\$209,000	+ 9.2%	\$176,935	\$204,870	+ 15.8%
Percent of List Price Received*	101.0%	97.3%	- 3.7%	99.1%	98.2%	- 0.9%
Inventory of Homes for Sale	12	8	- 33.3%	—	—	—
Months Supply of Inventory	3.0	1.7	- 43.3%	—	—	—

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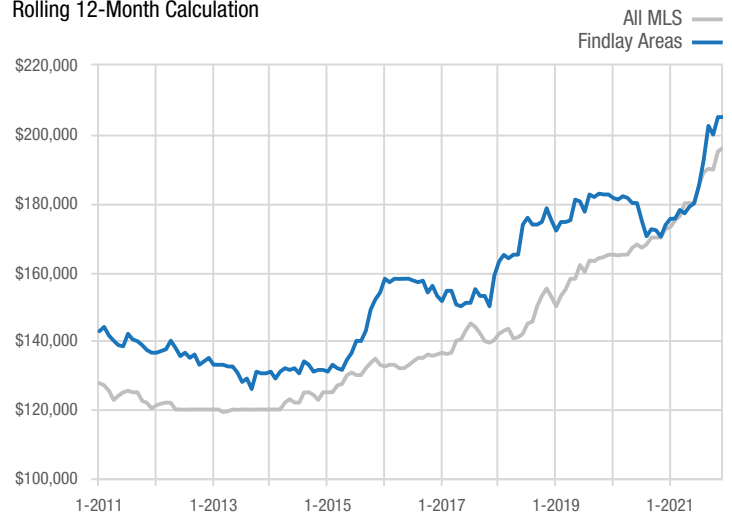
Median Sales Price - Single Family

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

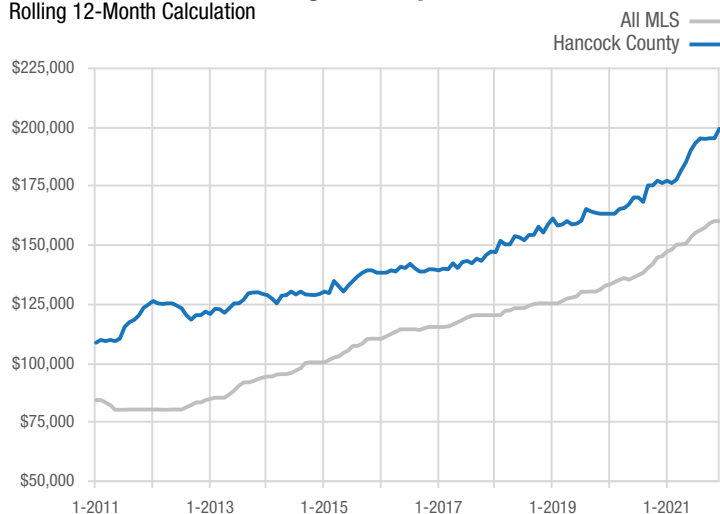
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	43	42	- 2.3%	1,077	1,229	+ 14.1%
Pending Sales	73	84	+ 15.1%	931	1,112	+ 19.4%
Closed Sales	81	94	+ 16.0%	948	1,109	+ 17.0%
Days on Market Until Sale	79	70	- 11.4%	73	64	- 12.3%
Median Sales Price*	\$161,000	\$206,000	+ 28.0%	\$176,000	\$199,000	+ 13.1%
Average Sales Price*	\$194,159	\$235,003	+ 21.0%	\$205,989	\$237,992	+ 15.5%
Percent of List Price Received*	96.8%	98.1%	+ 1.3%	98.1%	99.2%	+ 1.1%
Inventory of Homes for Sale	168	160	- 4.8%	—	—	—
Months Supply of Inventory	2.2	1.7	- 22.7%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	3	0	- 100.0%	59	74	+ 25.4%
Pending Sales	5	2	- 60.0%	53	63	+ 18.9%
Closed Sales	5	2	- 60.0%	54	63	+ 16.7%
Days on Market Until Sale	45	50	+ 11.1%	59	61	+ 3.4%
Median Sales Price*	\$205,000	\$180,500	- 12.0%	\$169,000	\$198,000	+ 17.2%
Average Sales Price*	\$191,360	\$180,500	- 5.7%	\$169,873	\$196,446	+ 15.6%
Percent of List Price Received*	101.0%	94.7%	- 6.2%	98.7%	98.2%	- 0.5%
Inventory of Homes for Sale	12	8	- 33.3%	—	—	—
Months Supply of Inventory	2.5	1.5	- 40.0%	—	—	—

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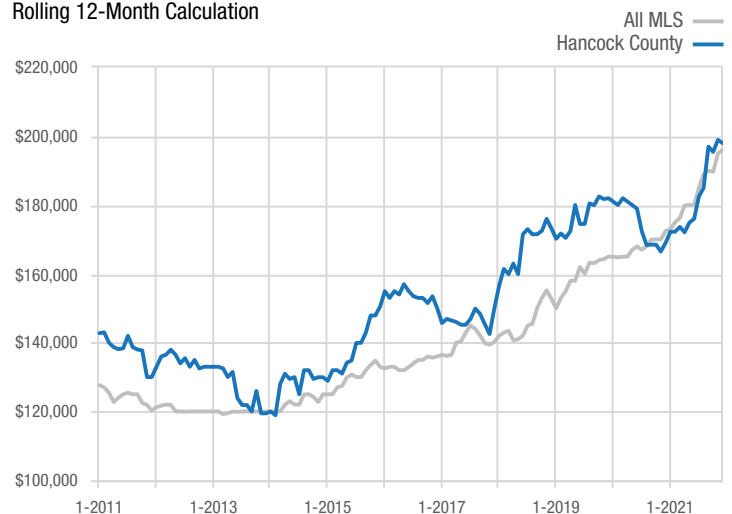
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

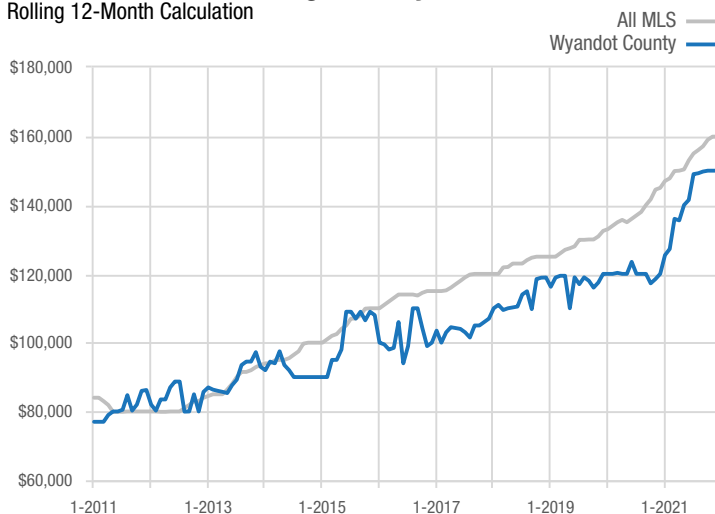
Single Family	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	5	5	0.0%	103	125	+ 21.4%
Pending Sales	9	12	+ 33.3%	96	108	+ 12.5%
Closed Sales	10	14	+ 40.0%	106	108	+ 1.9%
Days on Market Until Sale	105	79	- 24.8%	98	84	- 14.3%
Median Sales Price*	\$125,450	\$177,750	+ 41.7%	\$120,000	\$150,000	+ 25.0%
Average Sales Price*	\$126,770	\$179,371	+ 41.5%	\$130,367	\$163,141	+ 25.1%
Percent of List Price Received*	94.6%	95.0%	+ 0.4%	94.4%	94.3%	- 0.1%
Inventory of Homes for Sale	25	27	+ 8.0%	—	—	—
Months Supply of Inventory	3.1	3.0	- 3.2%	—	—	—

Condo-Villa	December			Year to Date		
	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	0	0	—	3	2	- 33.3%
Pending Sales	1	1	0.0%	3	2	- 33.3%
Closed Sales	1	1	0.0%	4	2	- 50.0%
Days on Market Until Sale	42	34	- 19.0%	174	133	- 23.6%
Median Sales Price*	\$190,000	\$209,105	+ 10.1%	\$186,500	\$209,553	+ 12.4%
Average Sales Price*	\$190,000	\$209,105	+ 10.1%	\$186,500	\$209,553	+ 12.4%
Percent of List Price Received*	100.0%	100.0%	0.0%	98.4%	100.0%	+ 1.6%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	1.0	+ 42.9%	—	—	—

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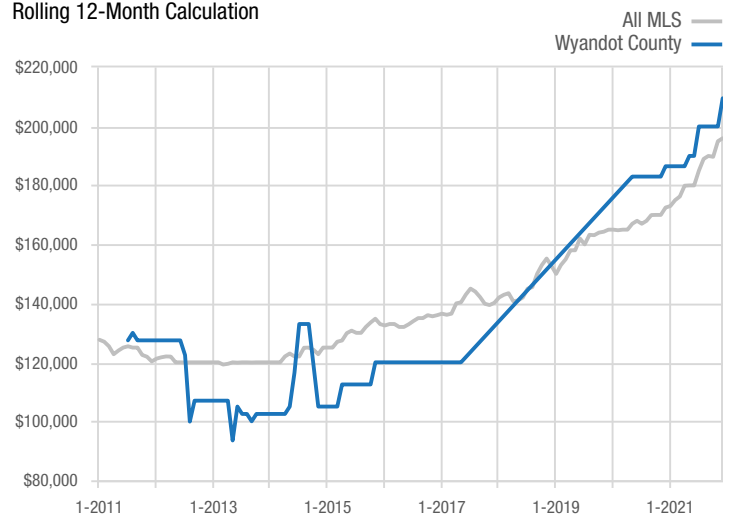
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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