

Local Market Update – February 2020

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Hancock and Wyandot Counties

Single Family Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 2 2020	% Change
New Listings	22	13	-41.0%	59	33	-44.1%
Closed Sales	15	17	+13.3%	26	31	+19.2%
Days on Market	98	64	-34.7%	111	75	-32.4%
Median Sales Price*	\$158,900	\$110,000	-30.8%	\$148,450	\$135,000	-9.1%
Average Sales Price*	\$213,837	\$133,794	-37.4%	\$203,120	\$143,674	-29.3%
Percent of List Price Received*	96.7%	98.1%	+1.4%	97.0%	97.6%	+0.6%
Months Supply of Inventory	19	16	-15.8%	--	--	--
Total Volume	\$3,207,550	\$2,274,500	-29.1%	\$5,281,127	\$4,453,900	-15.7%

Condo-Villa Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 2 2020	% Change
New Listings	--	--	--	--	--	--
Closed Sales	--	--	--	--	--	--
Days on Market	--	--	--	--	--	--
Median Sales Price*	--	--	--	--	--	--
Average Sales Price*	--	--	--	--	--	--
Percent of List Price Received*	--	--	--	--	--	--
Months Supply of Inventory	--	--	--	--	--	--
Total Volume	--	--	--	--	--	--

*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.

February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

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Hancock County

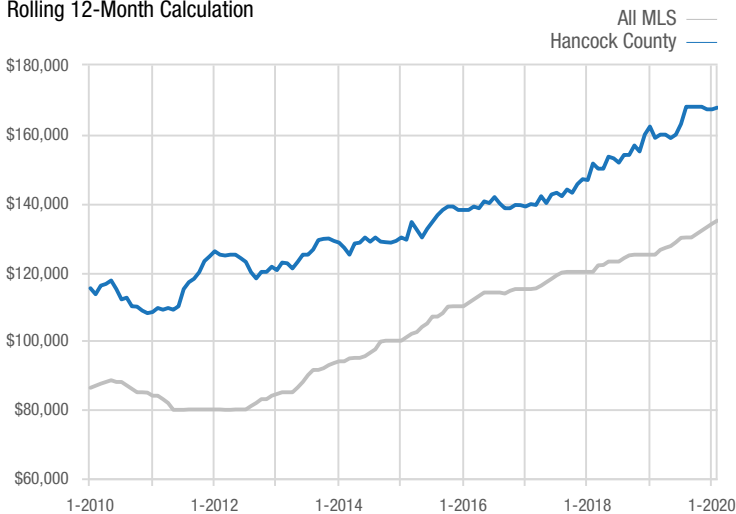
Single Family Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	94	67	- 28.7%	183	146	- 20.2%
Pending Sales	51	50	- 2.0%	99	138	+ 39.4%
Closed Sales	50	68	+ 36.0%	96	131	+ 36.5%
Days on Market Until Sale	87	94	+ 8.0%	98	92	- 6.1%
Median Sales Price*	\$154,250	\$148,750	- 3.6%	\$158,900	\$150,200	- 5.5%
Average Sales Price*	\$177,858	\$174,581	- 1.8%	\$185,644	\$173,768	- 6.4%
Percent of List Price Received*	98.4%	97.5%	- 0.9%	97.3%	97.3%	0.0%
Inventory of Homes for Sale	295	156	- 47.1%	—	—	—
Months Supply of Inventory	4.0	1.6	- 60.0%	—	—	—

Condo-Villa Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	10	3	- 70.0%	18	6	- 66.7%
Pending Sales	5	3	- 40.0%	7	8	+ 14.3%
Closed Sales	5	3	- 40.0%	7	8	+ 14.3%
Days on Market Until Sale	169	98	- 42.0%	152	69	- 54.6%
Median Sales Price*	\$197,500	\$192,500	- 2.5%	\$197,000	\$166,500	- 15.5%
Average Sales Price*	\$211,400	\$206,333	- 2.4%	\$195,071	\$171,123	- 12.3%
Percent of List Price Received*	97.9%	95.5%	- 2.5%	97.0%	96.7%	- 0.3%
Inventory of Homes for Sale	27	8	- 70.4%	—	—	—
Months Supply of Inventory	4.2	0.9	- 78.6%	—	—	—

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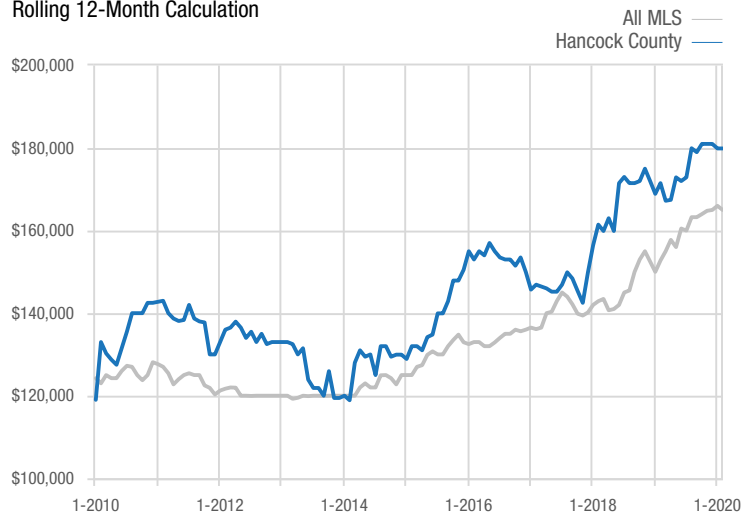
Median Sales Price - Single Family

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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Findlay

116 NW Findlay, 117 NE Findlay, 118 SE Findlay, 119 SW Findlay

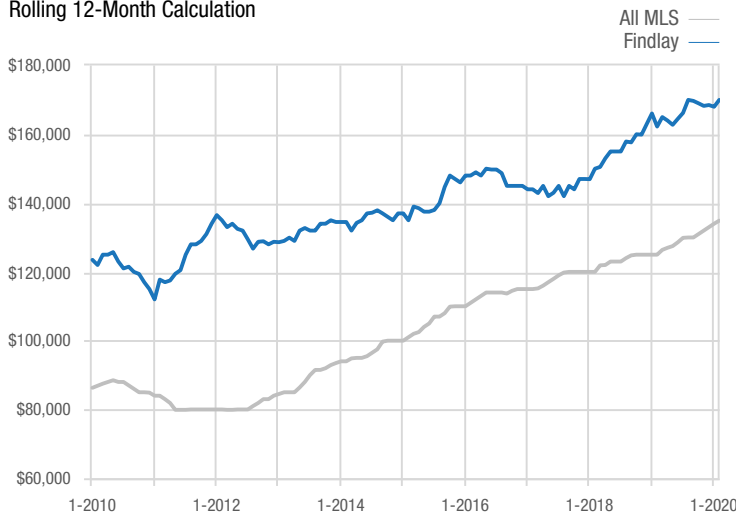
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	68	50	- 26.5%	120	110	- 8.3%
Pending Sales	32	37	+ 15.6%	69	102	+ 47.8%
Closed Sales	32	50	+ 56.3%	68	92	+ 35.3%
Days on Market Until Sale	84	102	+ 21.4%	96	96	0.0%
Median Sales Price*	\$155,750	\$170,250	+ 9.3%	\$160,750	\$164,500	+ 2.3%
Average Sales Price*	\$170,705	\$191,832	+ 12.4%	\$181,336	\$184,720	+ 1.9%
Percent of List Price Received*	98.3%	97.2%	- 1.1%	97.0%	97.5%	+ 0.5%
Inventory of Homes for Sale	184	112	- 39.1%	—	—	—
Months Supply of Inventory	3.5	1.7	- 51.4%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	9	3	- 66.7%	15	6	- 60.0%
Pending Sales	5	3	- 40.0%	7	7	0.0%
Closed Sales	5	3	- 40.0%	7	7	0.0%
Days on Market Until Sale	169	98	- 42.0%	152	58	- 61.8%
Median Sales Price*	\$197,500	\$192,500	- 2.5%	\$197,000	\$172,700	- 12.3%
Average Sales Price*	\$211,400	\$206,333	- 2.4%	\$195,071	\$181,233	- 7.1%
Percent of List Price Received*	97.9%	95.5%	- 2.5%	97.0%	96.8%	- 0.2%
Inventory of Homes for Sale	23	8	- 65.2%	—	—	—
Months Supply of Inventory	3.9	1.1	- 71.8%	—	—	—

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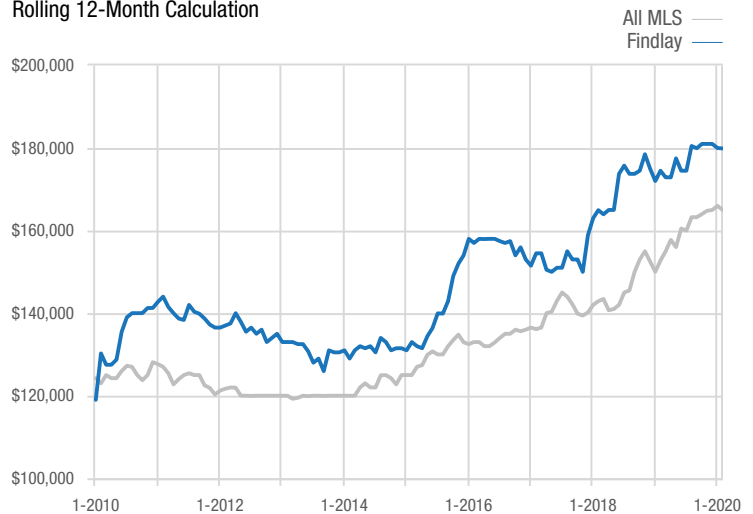
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

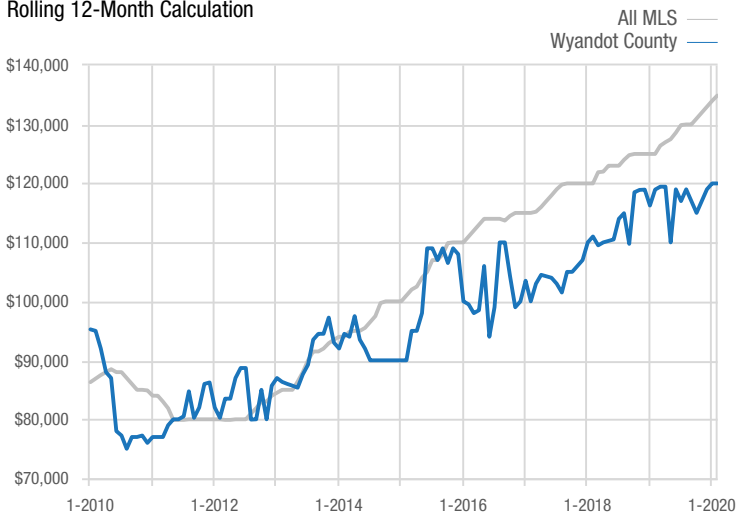
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	7	9	+ 28.6%	20	12	- 40.0%
Pending Sales	2	8	+ 300.0%	6	19	+ 216.7%
Closed Sales	2	7	+ 250.0%	5	21	+ 320.0%
Days on Market Until Sale	87	98	+ 12.6%	107	83	- 22.4%
Median Sales Price*	\$100,000	\$120,000	+ 20.0%	\$67,000	\$118,500	+ 76.9%
Average Sales Price*	\$100,000	\$114,071	+ 14.1%	\$76,000	\$113,357	+ 49.2%
Percent of List Price Received*	94.8%	95.3%	+ 0.5%	88.6%	94.4%	+ 6.5%
Inventory of Homes for Sale	31	31	0.0%	—	—	—
Months Supply of Inventory	4.6	3.4	- 26.1%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	1	—	0	1	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	58	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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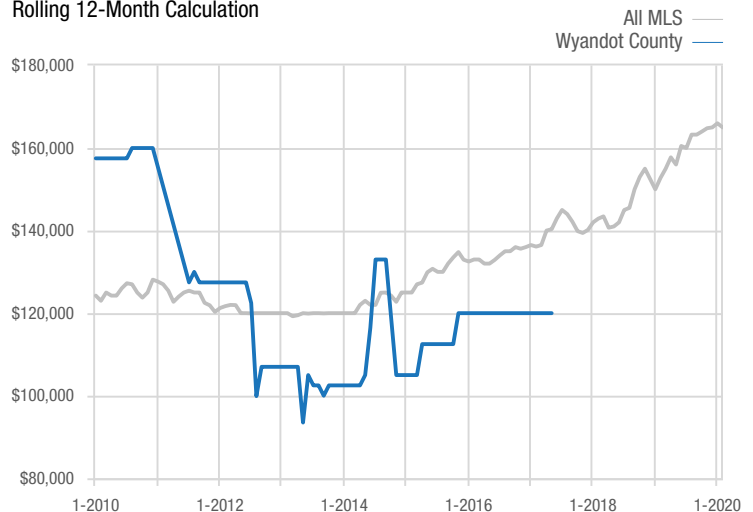
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