

## Local Market Update – February 2021

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## Hancock and Wyandot Counties

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

Single Family Key Metrics	February			Year to Date		
	2020	2021	% Change	Thru 2 2020	Thru 2 2021	% Change
New Listings	77	<b>73</b>	-5.2%	160	<b>136</b>	-15.0%
Closed Sales	75	<b>57</b>	-24.0%	134	<b>117</b>	-12.7%
Days on Market	94	<b>75</b>	-20.2%	93	<b>93</b>	---
SP\$/SqFt	\$96	<b>\$107</b>	+11.5%	\$96	<b>\$107</b>	+11.5%
Median Sales Price*	\$145,000	<b>\$157,000</b>	+8.3%	\$143,500	<b>\$161,500</b>	+12.5%
Average Sales Price*	\$168,933	<b>\$188,446</b>	+11.6%	\$166,133	<b>\$192,335</b>	+15.8%
Percent of List Price Received*	97.9%	<b>97.4%</b>	-0.5%	97.8%	<b>97.8%</b>	---
Months Supply of Inventory	14	<b>18</b>	+28.6%	---	---	---
Total Volume	\$12,670,001	<b>\$10,741,400</b>	-15.2%	\$22,594,121	<b>\$22,503,200</b>	-0.4%

Condo Key Metrics	February			Year to Date		
	2020	2021	% Change	Thru 2 2020	Thru 2 2021	% Change
New Listings	4	<b>4</b>	---	7	<b>8</b>	+14.3%
Closed Sales	3	<b>3</b>	---	7	<b>6</b>	-14.3%
Days on Market	98	<b>103</b>	+5.1%	79	<b>92</b>	+16.5%
SP\$/SqFt	\$112	<b>\$149</b>	+33.0%	\$101	<b>\$136</b>	+34.7%
Median Sales Price*	\$192,500	<b>\$182,500</b>	-5.2%	\$166,500	<b>\$179,250</b>	+7.7%
Average Sales Price*	\$206,333	<b>\$197,467</b>	-4.3%	\$171,123	<b>\$188,733</b>	+10.3%
Percent of List Price Received*	96.9%	<b>100.0%</b>	+3.2%	96.9%	<b>99.3%</b>	+2.5%
Months Supply of Inventory	14	<b>14</b>	---	---	---	---
Total Volume	\$619,000	<b>\$592,400</b>	-4.3%	\$1,197,860	<b>\$1,132,400</b>	-5.5%

\*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

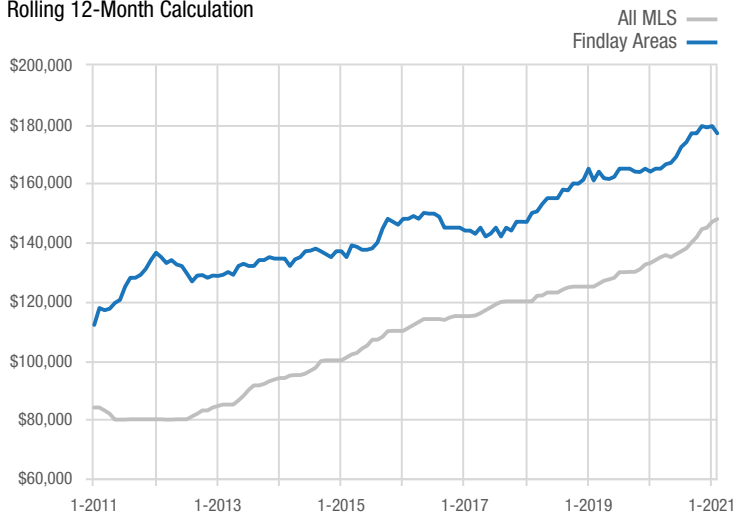
Single Family	February			Year to Date		
Key Metrics	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	50	<b>54</b>	+ 8.0%	111	<b>102</b>	- 8.1%
Pending Sales	42	<b>43</b>	+ 2.4%	102	<b>91</b>	- 10.8%
Closed Sales	50	<b>42</b>	- 16.0%	88	<b>87</b>	- 1.1%
Days on Market Until Sale	102	<b>77</b>	- 24.5%	96	<b>81</b>	- 15.6%
Median Sales Price*	\$170,250	<b>\$165,450</b>	- 2.8%	\$159,250	<b>\$169,900</b>	+ 6.7%
Average Sales Price*	\$191,832	<b>\$189,164</b>	- 1.4%	\$183,652	<b>\$193,374</b>	+ 5.3%
Percent of List Price Received*	97.2%	<b>97.6%</b>	+ 0.4%	97.3%	<b>97.3%</b>	0.0%
Inventory of Homes for Sale	108	<b>123</b>	+ 13.9%	—	—	—
Months Supply of Inventory	2.0	<b>2.1</b>	+ 5.0%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	3	<b>9</b>	+ 200.0%	6	<b>14</b>	+ 133.3%
Pending Sales	4	<b>3</b>	- 25.0%	8	<b>6</b>	- 25.0%
Closed Sales	3	<b>3</b>	0.0%	7	<b>6</b>	- 14.3%
Days on Market Until Sale	98	<b>103</b>	+ 5.1%	58	<b>92</b>	+ 58.6%
Median Sales Price*	\$192,500	<b>\$182,500</b>	- 5.2%	\$172,700	<b>\$179,250</b>	+ 3.8%
Average Sales Price*	\$206,333	<b>\$197,467</b>	- 4.3%	\$181,233	<b>\$188,733</b>	+ 4.1%
Percent of List Price Received*	95.5%	<b>99.5%</b>	+ 4.2%	96.8%	<b>98.3%</b>	+ 1.5%
Inventory of Homes for Sale	6	<b>19</b>	+ 216.7%	—	—	—
Months Supply of Inventory	1.0	<b>5.0</b>	+ 400.0%	—	—	—

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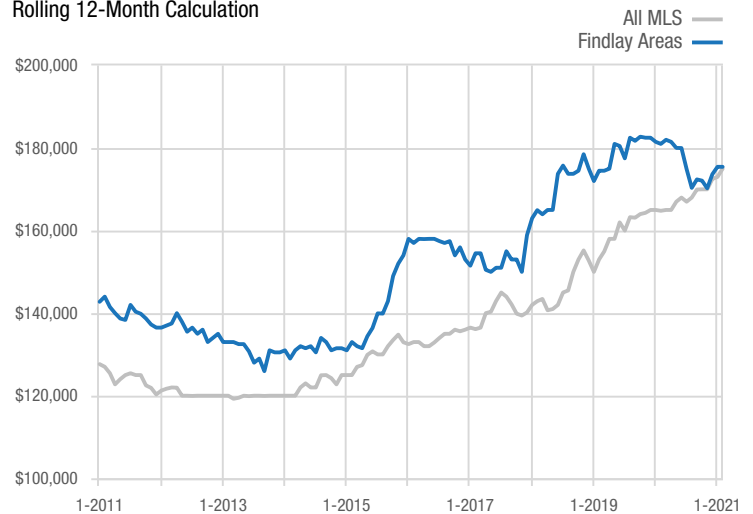
### Median Sales Price - Single Family

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

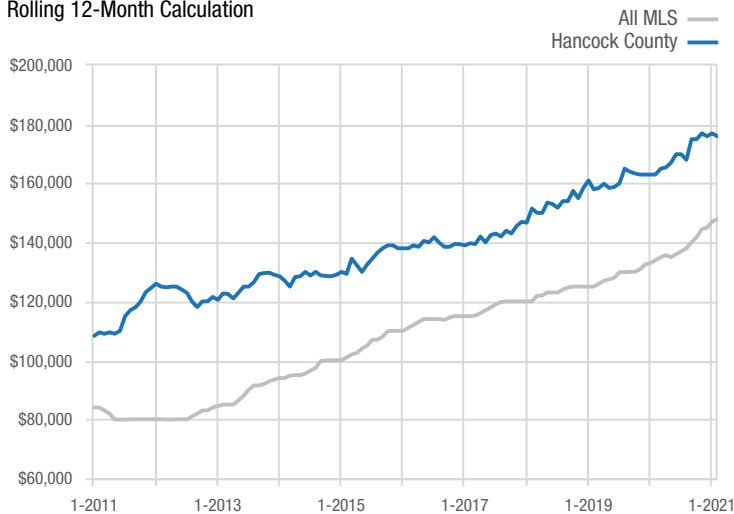
Single Family	February			Year to Date		
Key Metrics	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	68	<b>68</b>	0.0%	148	<b>128</b>	- 13.5%
Pending Sales	57	<b>55</b>	- 3.5%	138	<b>110</b>	- 20.3%
Closed Sales	68	<b>52</b>	- 23.5%	126	<b>105</b>	- 16.7%
Days on Market Until Sale	94	<b>75</b>	- 20.2%	93	<b>80</b>	- 14.0%
Median Sales Price*	\$148,750	<b>\$162,250</b>	+ 9.1%	\$147,500	<b>\$165,900</b>	+ 12.5%
Average Sales Price*	\$174,581	<b>\$191,296</b>	+ 9.6%	\$172,533	<b>\$194,980</b>	+ 13.0%
Percent of List Price Received*	97.5%	<b>97.5%</b>	0.0%	97.2%	<b>97.6%</b>	+ 0.4%
Inventory of Homes for Sale	150	<b>164</b>	+ 9.3%	—	—	—
Months Supply of Inventory	1.7	<b>2.2</b>	+ 29.4%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
New Listings	3	<b>11</b>	+ 266.7%	6	<b>16</b>	+ 166.7%
Pending Sales	4	<b>3</b>	- 25.0%	9	<b>6</b>	- 33.3%
Closed Sales	3	<b>3</b>	0.0%	8	<b>6</b>	- 25.0%
Days on Market Until Sale	98	<b>103</b>	+ 5.1%	69	<b>92</b>	+ 33.3%
Median Sales Price*	\$192,500	<b>\$182,500</b>	- 5.2%	\$166,500	<b>\$179,250</b>	+ 7.7%
Average Sales Price*	\$206,333	<b>\$197,467</b>	- 4.3%	\$171,123	<b>\$188,733</b>	+ 10.3%
Percent of List Price Received*	95.5%	<b>99.5%</b>	+ 4.2%	96.7%	<b>98.3%</b>	+ 1.7%
Inventory of Homes for Sale	6	<b>21</b>	+ 250.0%	—	—	—
Months Supply of Inventory	0.8	<b>4.6</b>	+ 475.0%	—	—	—

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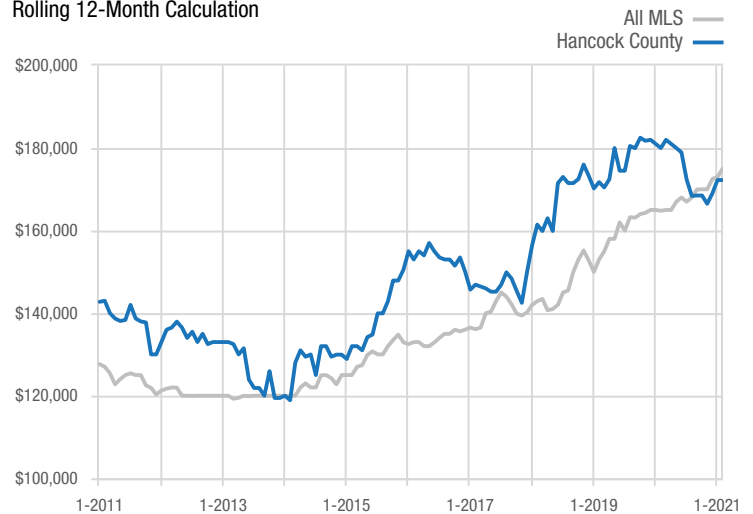
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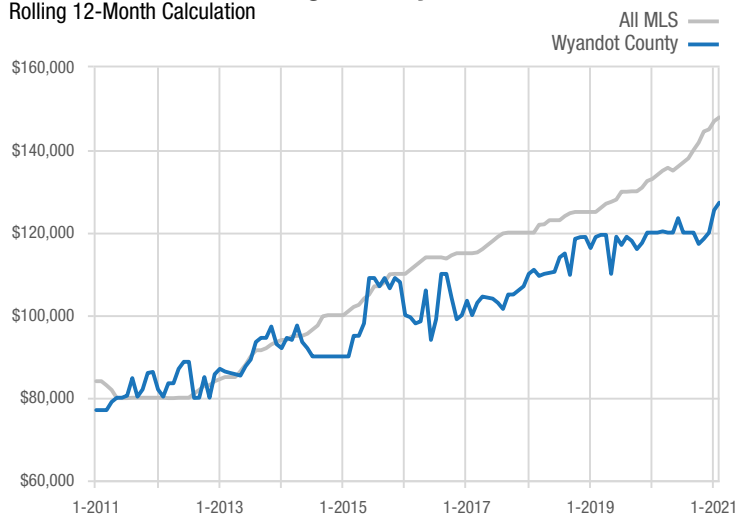
Single Family	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
<b>Key Metrics</b>						
New Listings	9	5	- 44.4%	12	8	- 33.3%
Pending Sales	7	5	- 28.6%	19	14	- 26.3%
Closed Sales	7	5	- 28.6%	21	12	- 42.9%
Days on Market Until Sale	98	71	- 27.6%	83	84	+ 1.2%
Median Sales Price*	\$120,000	<b>\$145,000</b>	+ 20.8%	\$118,500	<b>\$150,500</b>	+ 27.0%
Average Sales Price*	\$114,071	<b>\$158,800</b>	+ 39.2%	\$113,357	<b>\$169,188</b>	+ 49.3%
Percent of List Price Received*	95.3%	<b>94.6%</b>	- 0.7%	94.4%	<b>93.7%</b>	- 0.7%
Inventory of Homes for Sale	30	18	- 40.0%	—	—	—
Months Supply of Inventory	3.3	2.4	- 27.3%	—	—	—

Condo-Villa	February			Year to Date		
	2020	2021	% Change	Thru 2-2020	Thru 2-2021	% Change
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	1	0	- 100.0%
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	58	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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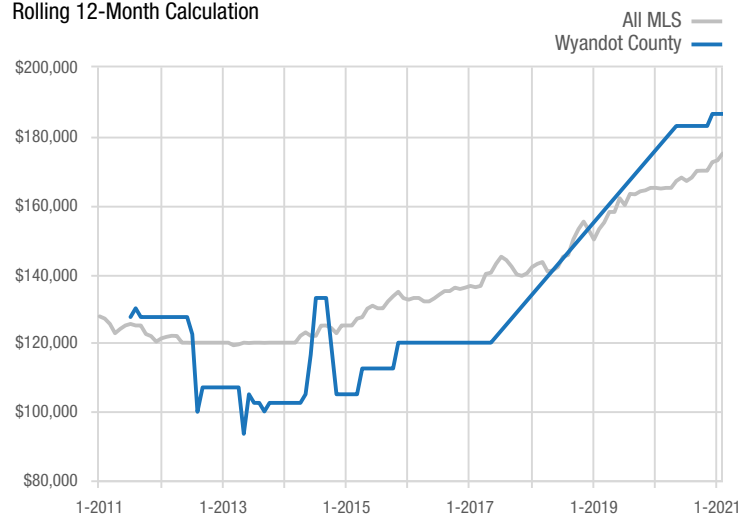
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