

Local Market Update – January 2021

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Hancock and Wyandot Counties

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Single Family Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1 2020	Thru 1 2021	% Change
New Listings	83	63	-24.1%	83	63	-24.1%
Closed Sales	62	59	-4.8%	62	59	-4.8%
Days on Market	91	112	+23.1%	91	112	+23.1%
SP\$/SqFt	\$150	\$175	+16.7%	\$150	\$175	+16.7%
Median Sales Price*	\$142,000	\$169,000	+19.0%	\$142,000	\$169,000	+19.0%
Average Sales Price*	\$162,690	\$196,981	+21.7%	\$162,690	\$196,981	+21.7%
Percent of List Price Received*	97.2%	98.0%	+0.8%	97.2%	98.0%	+0.8%
Months Supply of Inventory	17	17	---	17	17	---
Total Volume	\$9,924,120	\$11,621,900	+17.1%	\$9,924,120	\$11,621,900	+17.1%

Condo Key Metrics	January			Year to Date		
	2020	2021	% Change	Thru 1 2020	Thru 1 2021	% Change
New Listings	3	4	+33.3%	3	4	+33.3%
Closed Sales	4	3	-25.0%	4	3	-25.0%
Days on Market	65	81	+24.6%	65	81	+24.6%
SP\$/SqFt	\$85	\$122	+43.5%	\$85	\$122	+43.5%
Median Sales Price*	\$144,750	\$176,000	+21.6%	\$144,750	\$176,000	+21.6%
Average Sales Price*	\$144,715	\$180,000	+24.4%	\$144,715	\$180,000	+24.4%
Percent of List Price Received*	97.4%	97.8%	+0.4%	97.4%	97.8%	+0.4%
Months Supply of Inventory	10	14	+40.0%	10	14	+40.0%
Total Volume	\$578,860	\$540,000	-90.7%	\$578,860	\$540,000	-90.7%

*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

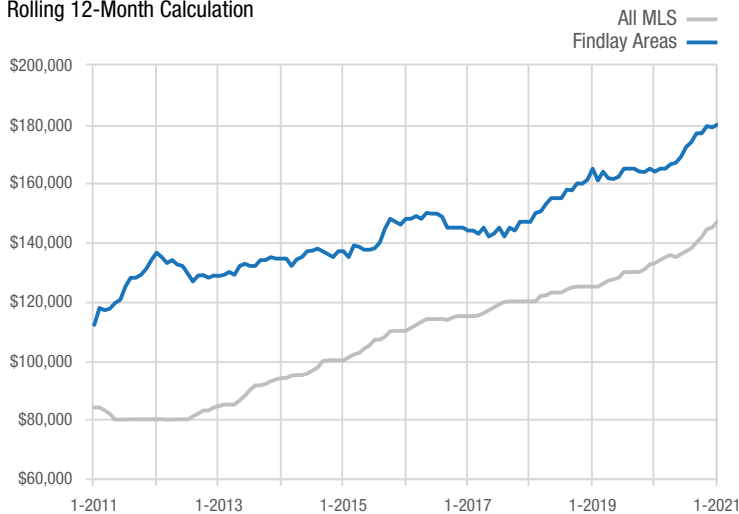
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	61	48	- 21.3%	61	48	- 21.3%
Pending Sales	60	47	- 21.7%	60	47	- 21.7%
Closed Sales	38	44	+ 15.8%	38	44	+ 15.8%
Days on Market Until Sale	88	86	- 2.3%	88	86	- 2.3%
Median Sales Price*	\$146,750	\$172,600	+ 17.6%	\$146,750	\$172,600	+ 17.6%
Average Sales Price*	\$172,291	\$198,607	+ 15.3%	\$172,291	\$198,607	+ 15.3%
Percent of List Price Received*	97.5%	96.9%	- 0.6%	97.5%	96.9%	- 0.6%
Inventory of Homes for Sale	110	127	+ 15.5%	—	—	—
Months Supply of Inventory	2.0	2.2	+ 10.0%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Pending Sales	4	3	- 25.0%	4	3	- 25.0%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Days on Market Until Sale	28	81	+ 189.3%	28	81	+ 189.3%
Median Sales Price*	\$157,500	\$176,000	+ 11.7%	\$157,500	\$176,000	+ 11.7%
Average Sales Price*	\$156,133	\$180,000	+ 15.3%	\$156,133	\$180,000	+ 15.3%
Percent of List Price Received*	98.1%	97.1%	- 1.0%	98.1%	97.1%	- 1.0%
Inventory of Homes for Sale	9	15	+ 66.7%	—	—	—
Months Supply of Inventory	1.5	3.8	+ 153.3%	—	—	—

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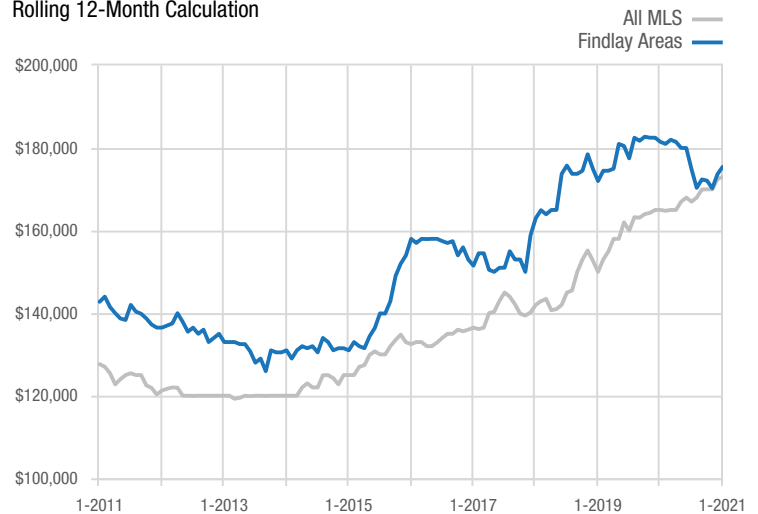
Median Sales Price - Single Family

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

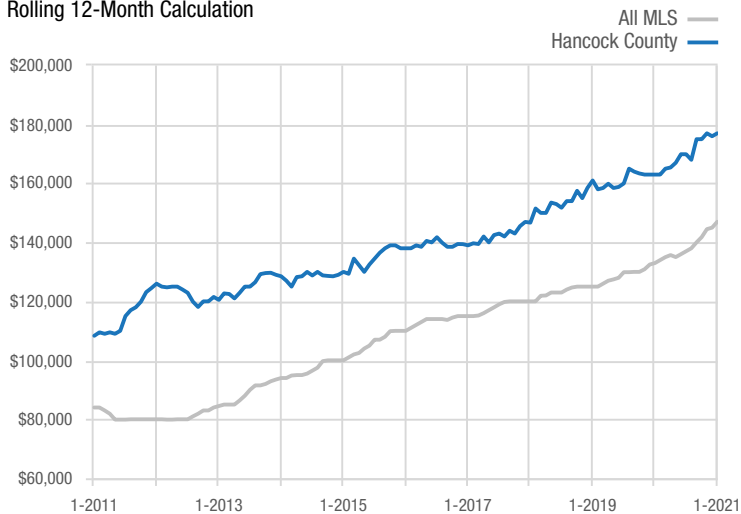
Single Family	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	80	60	- 25.0%	80	60	- 25.0%
Pending Sales	81	54	- 33.3%	81	54	- 33.3%
Closed Sales	58	52	- 10.3%	58	52	- 10.3%
Days on Market Until Sale	91	85	- 6.6%	91	85	- 6.6%
Median Sales Price*	\$147,000	\$172,600	+ 17.4%	\$147,000	\$172,600	+ 17.4%
Average Sales Price*	\$170,002	\$199,724	+ 17.5%	\$170,002	\$199,724	+ 17.5%
Percent of List Price Received*	96.9%	97.6%	+ 0.7%	96.9%	97.6%	+ 0.7%
Inventory of Homes for Sale	156	168	+ 7.7%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Pending Sales	5	3	- 40.0%	5	3	- 40.0%
Closed Sales	5	3	- 40.0%	5	3	- 40.0%
Days on Market Until Sale	52	81	+ 55.8%	52	81	+ 55.8%
Median Sales Price*	\$144,750	\$176,000	+ 21.6%	\$144,750	\$176,000	+ 21.6%
Average Sales Price*	\$144,715	\$180,000	+ 24.4%	\$144,715	\$180,000	+ 24.4%
Percent of List Price Received*	97.6%	97.1%	- 0.5%	97.6%	97.1%	- 0.5%
Inventory of Homes for Sale	9	15	+ 66.7%	—	—	—
Months Supply of Inventory	1.2	3.2	+ 166.7%	—	—	—

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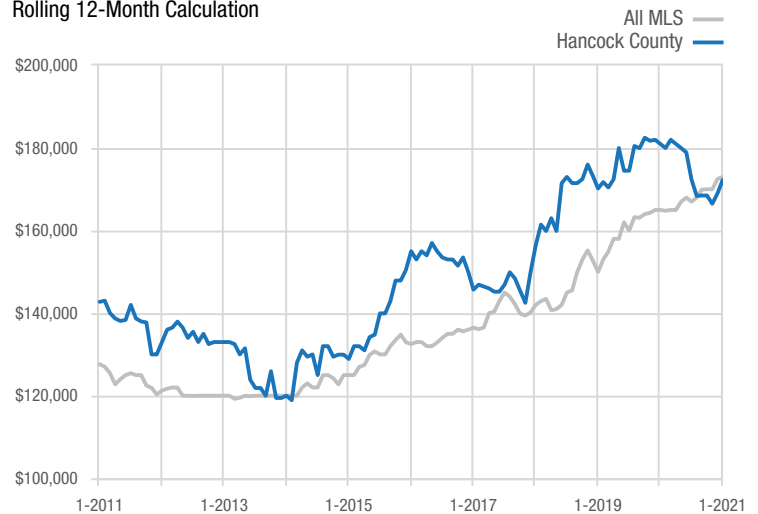
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

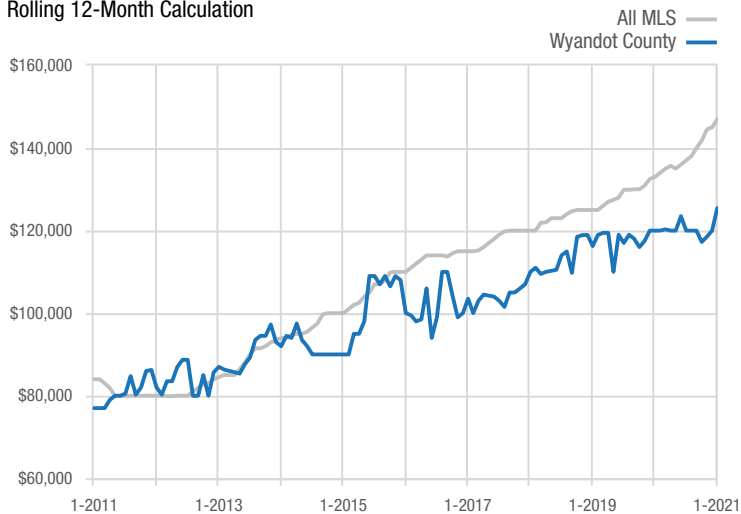
Single Family	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	3	2	- 33.3%	3	2	- 33.3%
Pending Sales	12	9	- 25.0%	12	9	- 25.0%
Closed Sales	14	7	- 50.0%	14	7	- 50.0%
Days on Market Until Sale	76	94	+ 23.7%	76	94	+ 23.7%
Median Sales Price*	\$117,000	\$153,750	+ 31.4%	\$117,000	\$153,750	+ 31.4%
Average Sales Price*	\$112,643	\$176,607	+ 56.8%	\$112,643	\$176,607	+ 56.8%
Percent of List Price Received*	93.4%	93.0%	- 0.4%	93.4%	93.0%	- 0.4%
Inventory of Homes for Sale	28	18	- 35.7%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

Condo-Villa	January			Year to Date		
	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	58	—	—	58	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

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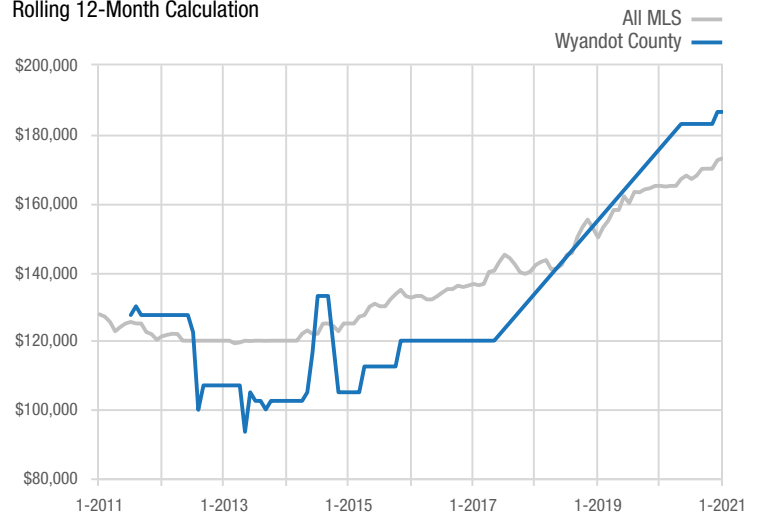
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Median Sales Price - Condo-Villa

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