

Local Market Update – January 2022

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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.

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Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1 2021	Thru 1 2022	% Change
Key Metrics						
New Listings	63	77	+22.2%	63	77	+22.2%
Closed Sales	60	68	+13.3%	60	68	+13.3%
Days on Market	111	78	-29.7%	111	78	-29.7%
SP\$/SqFt	\$106.26	\$124.84	+17.5%	\$106.26	\$124.84	+17.5%
Median Sales Price*	\$169,900	\$184,150	+8.4%	\$169,900	\$184,150	+8.4%
Average Sales Price*	\$196,030	\$234,006	+19.4%	\$196,030	\$234,006	+19.4%
Percent of List Price Received*	97%	97%	---	97%	97%	---
Months Supply of Inventory	17	15	-11.8%	17	15	-11.8%
Total Volume	\$11,761,800	\$15,912,400	+35.3%	\$11,761,800	\$15,912,400	+35.3%

Condo	January			Year to Date		
	2021	2022	% Change	Thru 1 2021	Thru 1 2022	% Change
Key Metrics						
New Listings	4	1	-75.0%	4	1	-75.0%
Closed Sales	3	4	+33.3%	3	4	+33.3%
Days on Market	81	75	-7.4%	81	75	-7.4%
SP\$/SqFt	\$122.11	\$131.96	+8.1%	\$122.11	\$131.96	+8.1%
Median Sales Price*	\$173,000	\$214,000	+23.7%	\$173,000	\$214,000	+23.7%
Average Sales Price*	\$180,000	\$205,725	+14.3%	\$180,000	\$205,725	+14.3%
Percent of List Price Received*	97%	97%	---	97%	97%	---
Months Supply of Inventory	14	9	-35.7%	14	9	-35.7%
Total Volume	\$540,000	\$822,900	+52.4%	\$540,000	\$822,900	+52.4%

*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

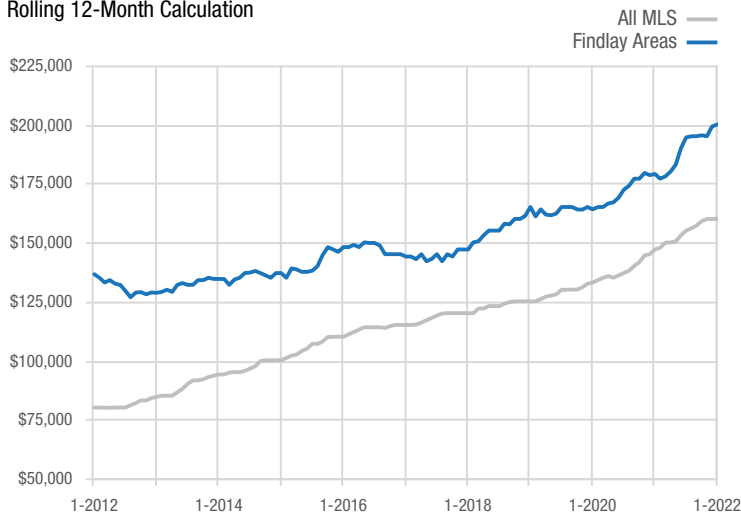
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	48	52	+ 8.3%	48	52	+ 8.3%
Pending Sales	48	47	- 2.1%	48	47	- 2.1%
Closed Sales	45	44	- 2.2%	45	44	- 2.2%
Days on Market Until Sale	85	79	- 7.1%	85	79	- 7.1%
Median Sales Price*	\$172,500	\$212,450	+ 23.2%	\$172,500	\$212,450	+ 23.2%
Average Sales Price*	\$197,302	\$249,065	+ 26.2%	\$197,302	\$249,065	+ 26.2%
Percent of List Price Received*	97.0%	98.0%	+ 1.0%	97.0%	98.0%	+ 1.0%
Inventory of Homes for Sale	126	101	- 19.8%	—	—	—
Months Supply of Inventory	2.2	1.4	- 36.4%	—	—	—

Condo-Villa	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	4	1	- 75.0%	4	1	- 75.0%
Pending Sales	3	4	+ 33.3%	3	4	+ 33.3%
Closed Sales	3	4	+ 33.3%	3	4	+ 33.3%
Days on Market Until Sale	81	75	- 7.4%	81	75	- 7.4%
Median Sales Price*	\$176,000	\$214,000	+ 21.6%	\$176,000	\$214,000	+ 21.6%
Average Sales Price*	\$180,000	\$205,725	+ 14.3%	\$180,000	\$205,725	+ 14.3%
Percent of List Price Received*	97.1%	97.1%	0.0%	97.1%	97.1%	0.0%
Inventory of Homes for Sale	12	5	- 58.3%	—	—	—
Months Supply of Inventory	3.1	1.1	- 64.5%	—	—	—

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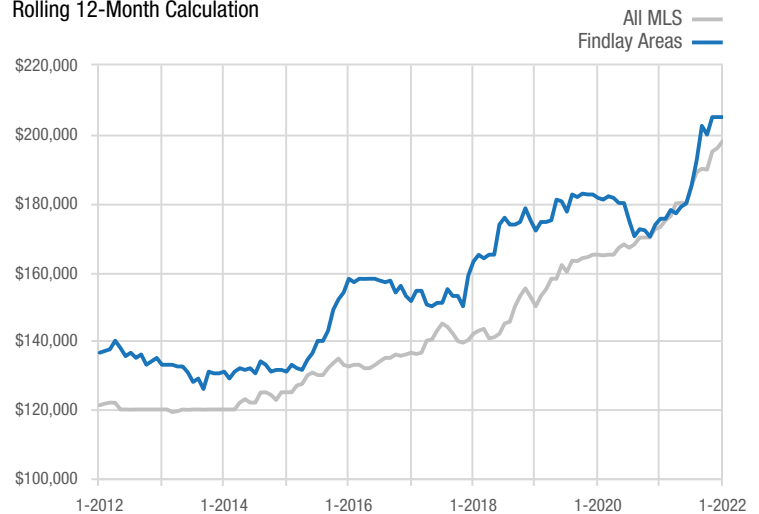
Median Sales Price - Single Family

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

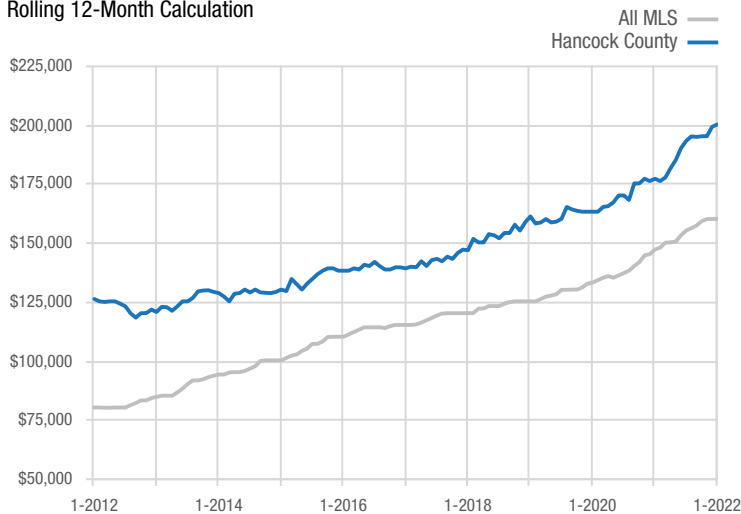
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	60	64	+ 6.7%	60	64	+ 6.7%
Pending Sales	55	65	+ 18.2%	55	65	+ 18.2%
Closed Sales	53	61	+ 15.1%	53	61	+ 15.1%
Days on Market Until Sale	85	78	- 8.2%	85	78	- 8.2%
Median Sales Price*	\$172,500	\$189,400	+ 9.8%	\$172,500	\$189,400	+ 9.8%
Average Sales Price*	\$198,595	\$238,594	+ 20.1%	\$198,595	\$238,594	+ 20.1%
Percent of List Price Received*	97.6%	97.8%	+ 0.2%	97.6%	97.8%	+ 0.2%
Inventory of Homes for Sale	167	147	- 12.0%	—	—	—
Months Supply of Inventory	2.2	1.6	- 27.3%	—	—	—

Condo-Villa	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	4	1	- 75.0%	4	1	- 75.0%
Pending Sales	3	4	+ 33.3%	3	4	+ 33.3%
Closed Sales	3	4	+ 33.3%	3	4	+ 33.3%
Days on Market Until Sale	81	75	- 7.4%	81	75	- 7.4%
Median Sales Price*	\$176,000	\$214,000	+ 21.6%	\$176,000	\$214,000	+ 21.6%
Average Sales Price*	\$180,000	\$205,725	+ 14.3%	\$180,000	\$205,725	+ 14.3%
Percent of List Price Received*	97.1%	97.1%	0.0%	97.1%	97.1%	0.0%
Inventory of Homes for Sale	12	5	- 58.3%	—	—	—
Months Supply of Inventory	2.6	0.9	- 65.4%	—	—	—

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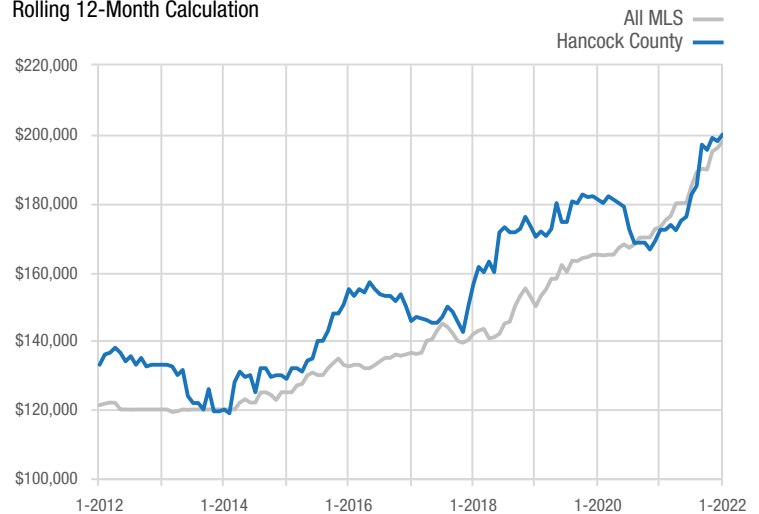
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

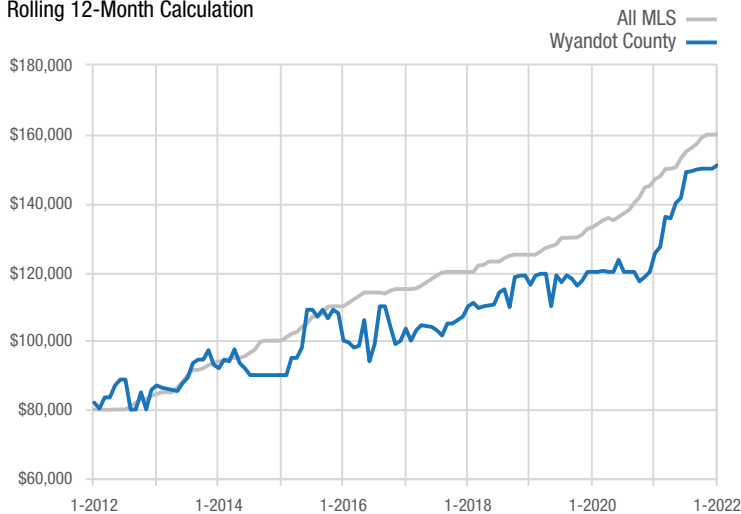
Single Family	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	3	11	+ 266.7%	3	11	+ 266.7%
Pending Sales	9	9	0.0%	9	9	0.0%
Closed Sales	7	7	0.0%	7	7	0.0%
Days on Market Until Sale	94	82	- 12.8%	94	82	- 12.8%
Median Sales Price*	\$153,750	\$170,000	+ 10.6%	\$153,750	\$170,000	+ 10.6%
Average Sales Price*	\$176,607	\$179,357	+ 1.6%	\$176,607	\$179,357	+ 1.6%
Percent of List Price Received*	93.0%	94.7%	+ 1.8%	93.0%	94.7%	+ 1.8%
Inventory of Homes for Sale	19	29	+ 52.6%	—	—	—
Months Supply of Inventory	2.5	3.2	+ 28.0%	—	—	—

Condo-Villa	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
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	1.0	+ 42.9%	—	—	—

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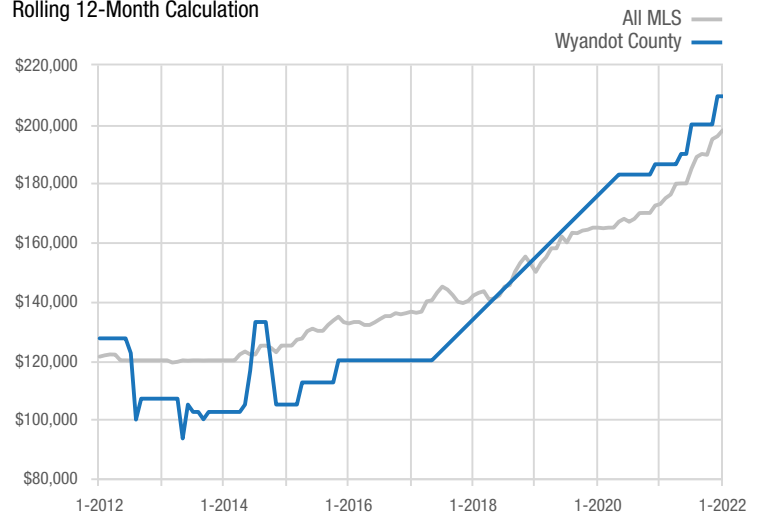
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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