

## Local Market Update – March 2020

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## Hancock and Wyandot Counties

Single Family	March			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 3 2020	% Change
New Listings	119	<b>108</b>	-9.2%	322	268	-16.8%
Closed Sales	109	<b>84</b>	-22.9%	210	226	+7.6%
Days on Market	128	<b>95</b>	-25.8%	113	93	-17.7%
Median Sales Price*	\$155,000	<b>\$175,500</b>	+13.2%	\$167,000	\$155,000	-7.2%
Average Sales Price*	\$186,075	<b>\$216,461</b>	+16.3%	\$183,257	\$185,767	-1.4%
Percent of List Price Received*	97.9%	<b>98.3%</b>	+0.4%	97.8%	98.0%	+0.2%
Months Supply of Inventory	9	<b>13</b>	+44.4%	--	--	--
Total Volume	\$20,282,126	<b>\$18,182,685</b>	-10.4%	\$38,483,925	<b>\$41,797,506</b>	+8.6%

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 3 2020	% Change
New Listings	8	<b>3</b>	-62.5%	26	10	-61.5%
Closed Sales	14	<b>1</b>	-92.9%	21	8	-61.9%
Days on Market	72	<b>42</b>	-41.7%	99	74	-25.3%
Median Sales Price*	\$155,000	<b>\$155,000</b>	--	\$167,000	\$162,000	-3.0%
Average Sales Price*	\$141,271	<b>\$155,000</b>	+9.7%	\$159,205	\$169,108	+6.2%
Percent of List Price Received*	97.1%	<b>100%</b>	+3.0%	98.2%	97.4%	-0.8%
Months Supply of Inventory	3	<b>43</b>	1,333%	--	--	--
Total Volume	\$1,977,800	<b>\$155,000</b>	-92.2%	\$3,343,300	<b>\$1,352,860</b>	-59.5%

\*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.

## March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-ofcoronavirus/>.

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## Findlay Areas

MLS Areas: 116 NW Findlay, 117 NE Findlay, 118 SE Findlay, 119 SW Findlay

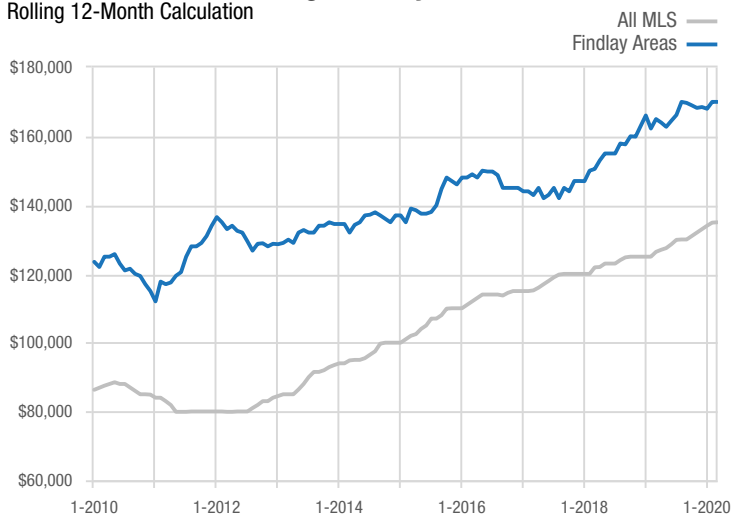
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	73	<b>83</b>	+ 13.7%	193	<b>194</b>	+ 0.5%
Pending Sales	68	<b>39</b>	- 42.6%	137	<b>144</b>	+ 5.1%
Closed Sales	65	<b>56</b>	- 13.8%	133	<b>148</b>	+ 11.3%
Days on Market Until Sale	112	<b>87</b>	- 22.3%	104	<b>93</b>	- 10.6%
Median Sales Price*	\$175,000	<b>\$199,950</b>	+ 14.3%	\$170,000	<b>\$175,500</b>	+ 3.2%
Average Sales Price*	\$208,690	<b>\$224,857</b>	+ 7.7%	\$194,704	<b>\$200,115</b>	+ 2.8%
Percent of List Price Received*	98.0%	<b>98.3%</b>	+ 0.3%	97.5%	<b>97.8%</b>	+ 0.3%
Inventory of Homes for Sale	180	<b>145</b>	- 19.4%	—	—	—
Months Supply of Inventory	3.3	<b>2.3</b>	- 30.3%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	7	<b>4</b>	- 42.9%	22	<b>10</b>	- 54.5%
Pending Sales	12	<b>0</b>	- 100.0%	19	<b>7</b>	- 63.2%
Closed Sales	11	<b>1</b>	- 90.9%	18	<b>8</b>	- 55.6%
Days on Market Until Sale	79	<b>42</b>	- 46.8%	107	<b>56</b>	- 47.7%
Median Sales Price*	\$155,000	<b>\$155,000</b>	0.0%	\$169,950	<b>\$166,500</b>	- 2.0%
Average Sales Price*	\$143,982	<b>\$155,000</b>	+ 7.7%	\$163,850	<b>\$177,486</b>	+ 8.3%
Percent of List Price Received*	96.1%	<b>100.0%</b>	+ 4.1%	96.5%	<b>97.3%</b>	+ 0.8%
Inventory of Homes for Sale	18	<b>12</b>	- 33.3%	—	—	—
Months Supply of Inventory	3.0	<b>1.7</b>	- 43.3%	—	—	—

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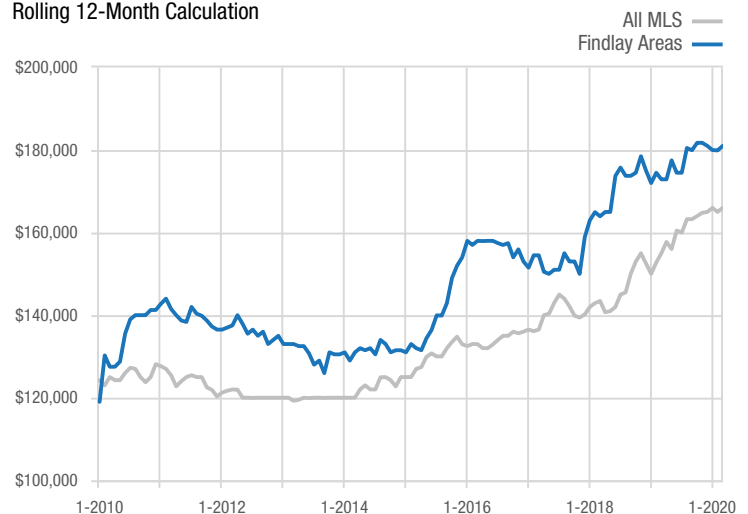
### Median Sales Price - Single Family

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

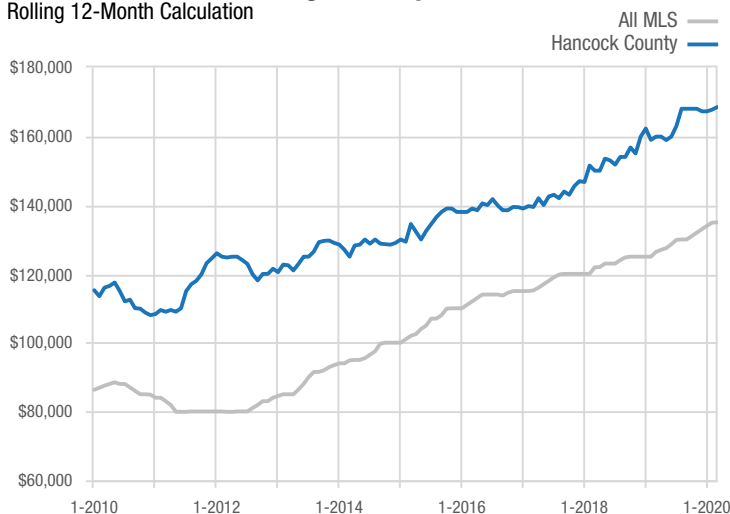
Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	109	<b>104</b>	- 4.6%	292	<b>252</b>	- 13.7%
Pending Sales	101	<b>53</b>	- 47.5%	200	<b>194</b>	- 3.0%
Closed Sales	100	<b>73</b>	- 27.0%	196	<b>204</b>	+ 4.1%
Days on Market Until Sale	108	<b>88</b>	- 18.5%	103	<b>91</b>	- 11.7%
Median Sales Price*	\$163,500	<b>\$185,000</b>	+ 13.1%	\$159,450	<b>\$169,900</b>	+ 6.6%
Average Sales Price*	\$192,270	<b>\$228,838</b>	+ 19.0%	\$189,025	<b>\$193,769</b>	+ 2.5%
Percent of List Price Received*	97.4%	<b>98.3%</b>	+ 0.9%	97.4%	<b>97.6%</b>	+ 0.2%
Inventory of Homes for Sale	287	<b>195</b>	- 32.1%	—	—	—
Months Supply of Inventory	3.7	<b>2.1</b>	- 43.2%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	8	<b>4</b>	- 50.0%	26	<b>10</b>	- 61.5%
Pending Sales	15	<b>0</b>	- 100.0%	22	<b>8</b>	- 63.6%
Closed Sales	14	<b>1</b>	- 92.9%	21	<b>9</b>	- 57.1%
Days on Market Until Sale	72	<b>42</b>	- 41.7%	99	<b>66</b>	- 33.3%
Median Sales Price*	\$155,000	<b>\$155,000</b>	0.0%	\$167,000	<b>\$162,000</b>	- 3.0%
Average Sales Price*	\$141,271	<b>\$155,000</b>	+ 9.7%	\$159,205	<b>\$169,108</b>	+ 6.2%
Percent of List Price Received*	95.2%	<b>100.0%</b>	+ 5.0%	95.8%	<b>97.1%</b>	+ 1.4%
Inventory of Homes for Sale	20	<b>12</b>	- 40.0%	—	—	—
Months Supply of Inventory	2.9	<b>1.5</b>	- 48.3%	—	—	—

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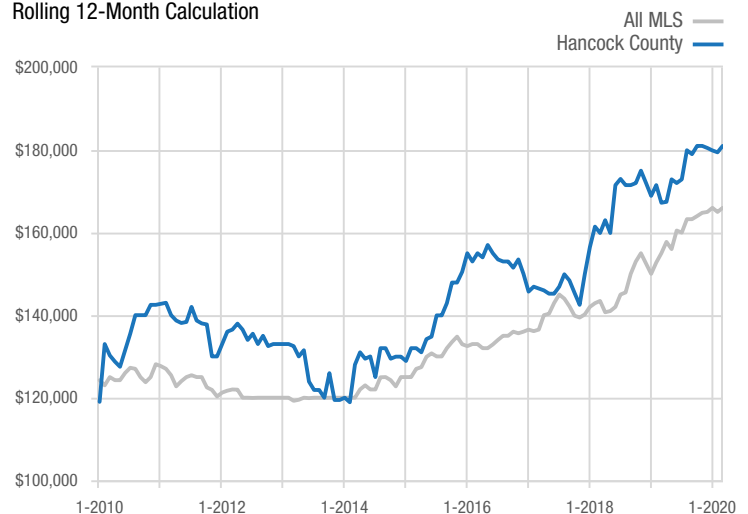
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## Wyandot County

Single Family	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
<b>Key Metrics</b>						
New Listings	10	4	- 60.0%	30	16	- 46.7%
Pending Sales	7	7	0.0%	13	27	+ 107.7%
Closed Sales	9	10	+ 11.1%	14	31	+ 121.4%
Days on Market Until Sale	176	141	- 19.9%	149	102	- 31.5%
Median Sales Price*	\$90,000	\$117,095	+ 30.1%	\$89,000	\$118,500	+ 33.1%
Average Sales Price*	\$117,233	\$142,599	+ 21.6%	\$102,507	\$125,541	+ 22.5%
Percent of List Price Received*	91.8%	93.7%	+ 2.1%	90.7%	94.1%	+ 3.7%
Inventory of Homes for Sale	33	25	- 24.2%	—	—	—
Months Supply of Inventory	4.7	2.7	- 42.6%	—	—	—

Condo-Villa	March			Year to Date		
	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	0	1	—
Pending Sales	0	2	—	0	2	—
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	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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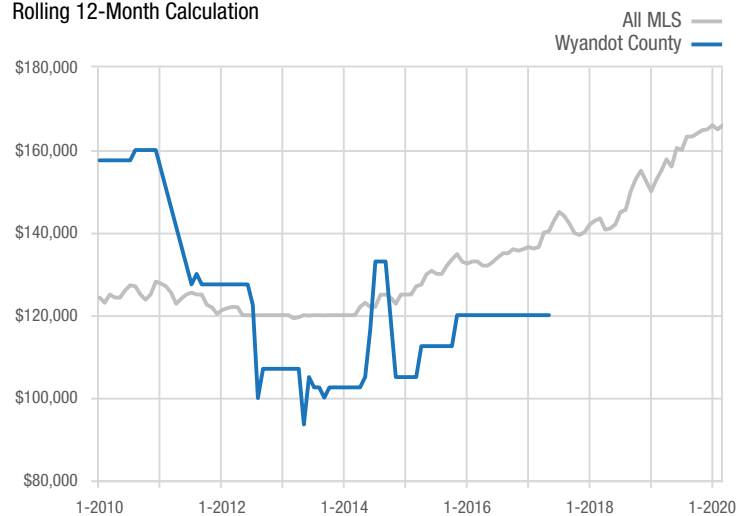
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