

Local Market Update – May 2020

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Hancock and Wyandot Counties

While the effects of COVID-19 in the broader economy continue, real estate activity is beginning to recover across much of the country. According to Freddie Mac, mortgage rates have been below 3.3 percent for more than four weeks and are hovering near all-time lows, spurring strong interest by buyers and lifting showing activity up 4% nationally versus a year ago in the final week of May.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks

Single Family Key Metrics	May			Year to Date		
	2019	2020	% Change	Thru 5 2019	Thru 5 2020	% Change
New Listings	161	98	-39.1%	598	452	-24.4%
Days on Market	72	71	-1.4%	96	84	-12.5%
Average Sales Price*	\$183,876	\$196,134	-0.6%	\$183,706	\$183,753	---
Months Supply of Inventory	8	13	+62.5%	---	---	---

Condo-Villa Key Metrics	May			Year to Date		
	2019	2020	% Change	Thru 5 2019	Thru 5 2020	% Change
New Listings	8	7	-12.5%	28	20	-28.6%
Closed Sales	9	2	-77.8%	27	17	-37.0%
Days on Market	103	278	+170.0%	105	85	-19.0%
Median Sales Price*	\$207,000	\$168,500	-18.6%	\$155,000	\$166,500	+7.4%
Average Sales Price*	\$214,959	\$168,500	-21.6%	\$161,718	\$169,417	+4.8%
Percent of List Price Received*	99.6%	118.4%	+18.9%	98.2%	98.3%	0.1%
Months Supply of Inventory	5	21	+320.0%	---	---	---
Total Volume	\$1,934,589	\$337,000	-82.6%	\$4,366,389	\$2,880,090	-34.0%

*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

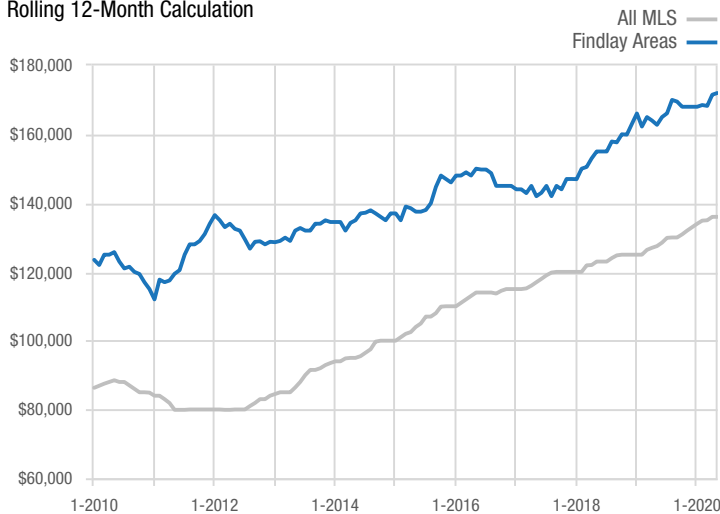
Single Family	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	109	64	- 41.3%	387	322	- 16.8%
Pending Sales	87	52	- 40.2%	291	257	- 11.7%
Closed Sales	89	57	- 36.0%	290	258	- 11.0%
Days on Market Until Sale	63	73	+ 15.9%	88	81	- 8.0%
Median Sales Price*	\$168,500	\$182,000	+ 8.0%	\$163,500	\$173,450	+ 6.1%
Average Sales Price*	\$195,171	\$211,020	+ 8.1%	\$193,195	\$196,286	+ 1.6%
Percent of List Price Received*	97.7%	97.5%	- 0.2%	97.8%	98.1%	+ 0.3%
Inventory of Homes for Sale	197	148	- 24.9%	—	—	—
Months Supply of Inventory	3.4	2.6	- 23.5%	—	—	—

Condo-Villa	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	9	6	- 33.3%	35	16	- 54.3%
Pending Sales	9	2	- 77.8%	31	14	- 54.8%
Closed Sales	9	1	- 88.9%	30	14	- 53.3%
Days on Market Until Sale	83	30	- 63.9%	100	49	- 51.0%
Median Sales Price*	\$207,000	\$154,000	- 25.6%	\$173,450	\$172,400	- 0.6%
Average Sales Price*	\$208,288	\$154,000	- 26.1%	\$176,860	\$178,910	+ 1.2%
Percent of List Price Received*	100.3%	140.0%	+ 39.6%	97.9%	101.3%	+ 3.5%
Inventory of Homes for Sale	15	9	- 40.0%	—	—	—
Months Supply of Inventory	2.2	1.4	- 36.4%	—	—	—

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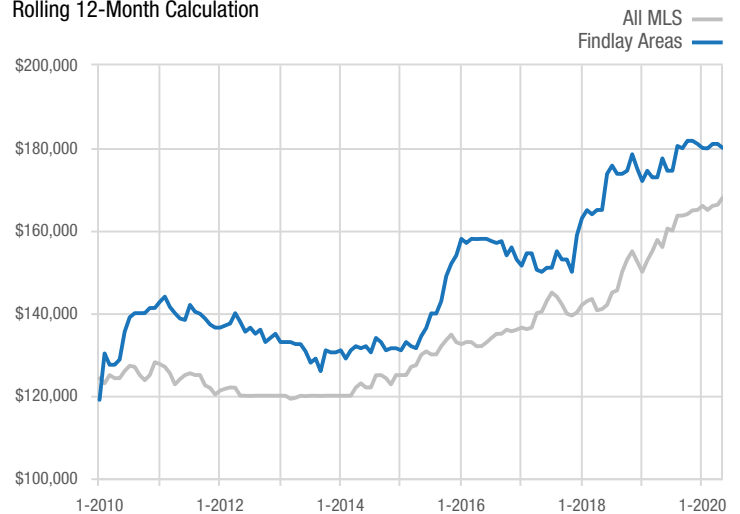
Median Sales Price - Single Family

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

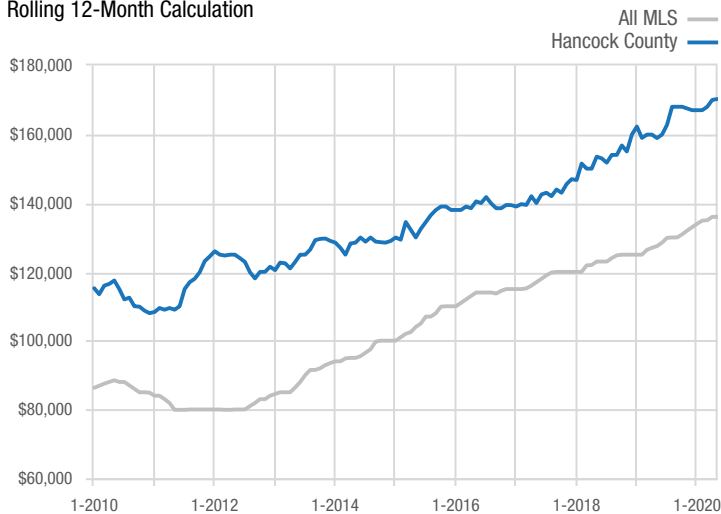
Single Family	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	168	88	- 47.6%	599	420	- 29.9%
Pending Sales	131	66	- 49.6%	435	339	- 22.1%
Closed Sales	131	76	- 42.0%	425	347	- 18.4%
Days on Market Until Sale	65	66	+ 1.5%	87	80	- 8.0%
Median Sales Price*	\$160,000	\$181,000	+ 13.1%	\$158,700	\$166,000	+ 4.6%
Average Sales Price*	\$188,547	\$201,282	+ 6.8%	\$187,118	\$190,460	+ 1.8%
Percent of List Price Received*	97.8%	99.2%	+ 1.4%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	325	200	- 38.5%	—	—	—
Months Supply of Inventory	3.9	2.4	- 38.5%	—	—	—

Condo-Villa	May			Year to Date		
	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	10	8	- 20.0%	44	20	- 54.5%
Pending Sales	11	2	- 81.8%	37	15	- 59.5%
Closed Sales	12	1	- 91.7%	36	15	- 58.3%
Days on Market Until Sale	87	30	- 65.5%	96	56	- 41.7%
Median Sales Price*	\$196,000	\$154,000	- 21.4%	\$169,950	\$169,450	- 0.3%
Average Sales Price*	\$198,966	\$154,000	- 22.6%	\$172,577	\$174,021	+ 0.8%
Percent of List Price Received*	100.5%	140.0%	+ 39.3%	97.6%	101.0%	+ 3.5%
Inventory of Homes for Sale	19	13	- 31.6%	—	—	—
Months Supply of Inventory	2.5	1.7	- 32.0%	—	—	—

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Median Sales Price - Single Family

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Wyandot County

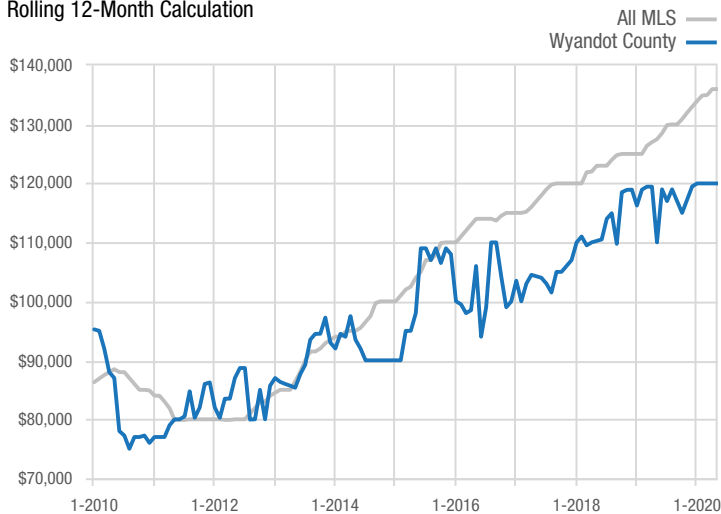
Single Family	May			Year to Date		
Key Metrics	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	20	8	- 60.0%	64	30	- 53.1%
Pending Sales	11	7	- 36.4%	33	40	+ 21.2%
Closed Sales	9	6	- 33.3%	27	44	+ 63.0%
Days on Market Until Sale	136	131	- 3.7%	130	108	- 16.9%
Median Sales Price*	\$101,000	\$117,000	+ 15.8%	\$101,000	\$115,000	+ 13.9%
Average Sales Price*	\$121,433	\$130,917	+ 7.8%	\$120,185	\$125,287	+ 4.2%
Percent of List Price Received*	96.0%	94.5%	- 1.6%	92.0%	94.5%	+ 2.7%
Inventory of Homes for Sale	45	23	- 48.9%	—	—	—
Months Supply of Inventory	6.4	2.7	- 57.8%	—	—	—

Condo-Villa	May			Year to Date		
Key Metrics	2019	2020	% Change	Thru 5-2019	Thru 5-2020	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	2	—
Closed Sales	0	1	—	0	3	—
Days on Market Until Sale	—	526	—	—	218	—
Median Sales Price*	—	\$183,000	—	—	\$183,000	—
Average Sales Price*	—	\$183,000	—	—	\$183,000	—
Percent of List Price Received*	—	96.8%	—	—	96.8%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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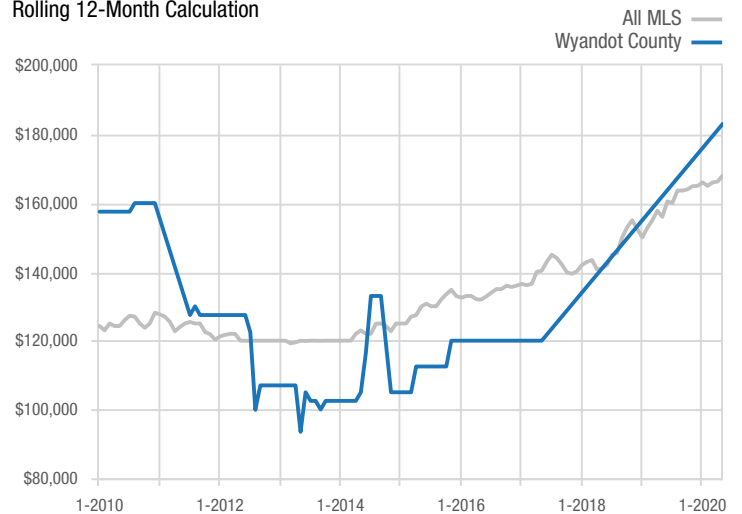
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