

Local Market Update – November 2020

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Hancock and Wyandot Counties

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Single Family Key Metrics	November			Year to Date		
	2019	2020	% Change	Thru 11 2019	Thru 11 2020	% Change
New Listings	66	68	3.0%	1,258	1,131	-10.1%
Closed Sales	70	69	-1.4%	977	948	-3.0%
Days on Market	86	79	-8.1%	87	76	-12.6%
Median Sales Price*	\$151,825	\$180,900	+19.2%	\$159,900	\$171,500	+7.3%
Average Sales Price*	\$195,223	\$223,618	+14.5%	\$188,291	\$199,875	+6.2%
Percent of List Price Received*	97.5%	97.7%	+0.2%	97.9%	98.6%	+7.2%
Months Supply of Inventory	15	16	+6.7%	---	---	---
Total Volume (in 1'000s)	\$13,666	\$15,430	+12.9%	\$183,961	\$189,282	+2.9%

Condo-Villa Key Metrics	November			Year to Date		
	2019	2020	% Change	Thru 11 2019	Thru 11 2020	% Change
New Listings	3	5	+66.7%	84	59	-29.8%
Closed Sales	8	3	-62.5%	78	50	-35.9%
Days on Market	55	78	+41.8%	83	71	-14.5%
Median Sales Price*	\$176,800	\$140,000	-20.8%	\$182,500	\$165,250	-9.5%
Average Sales Price*	\$197,800	\$150,667	-23.8%	\$193,528	\$167,310	-13.5%
Percent of List Price Received*	98.4%	98.0%	-0.4%	98.6%	98.1%	-0.5%
Months Supply of Inventory	6	16	+166.7%	---	---	---
Total Volume	\$1,582,400	\$452,000	-70.5%	\$15,095,152	\$8,365,490	-44.6%

*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

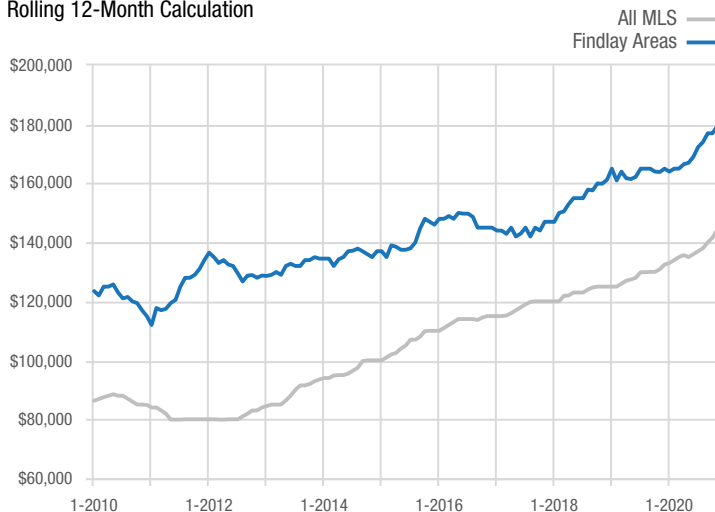
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	48	51	+ 6.3%	724	802	+ 10.8%
Pending Sales	51	45	- 11.8%	559	650	+ 16.3%
Closed Sales	47	45	- 4.3%	554	652	+ 17.7%
Days on Market Until Sale	86	77	- 10.5%	82	71	- 13.4%
Median Sales Price*	\$152,150	\$201,750	+ 32.6%	\$163,875	\$179,900	+ 9.8%
Average Sales Price*	\$196,724	\$235,554	+ 19.7%	\$194,463	\$207,788	+ 6.9%
Percent of List Price Received*	96.9%	97.5%	+ 0.6%	97.6%	98.2%	+ 0.6%
Inventory of Homes for Sale	169	177	+ 4.7%	—	—	—
Months Supply of Inventory	3.4	3.0	- 11.8%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	4	+ 33.3%	72	49	- 31.9%
Pending Sales	8	3	- 62.5%	64	39	- 39.1%
Closed Sales	8	3	- 62.5%	64	40	- 37.5%
Days on Market Until Sale	55	78	+ 41.8%	85	63	- 25.9%
Median Sales Price*	\$176,800	\$140,000	- 20.8%	\$182,750	\$172,100	- 5.8%
Average Sales Price*	\$197,800	\$150,667	- 23.8%	\$197,264	\$175,085	- 11.2%
Percent of List Price Received*	98.4%	97.7%	- 0.7%	98.2%	98.8%	+ 0.6%
Inventory of Homes for Sale	12	16	+ 33.3%	—	—	—
Months Supply of Inventory	2.0	3.8	+ 90.0%	—	—	—

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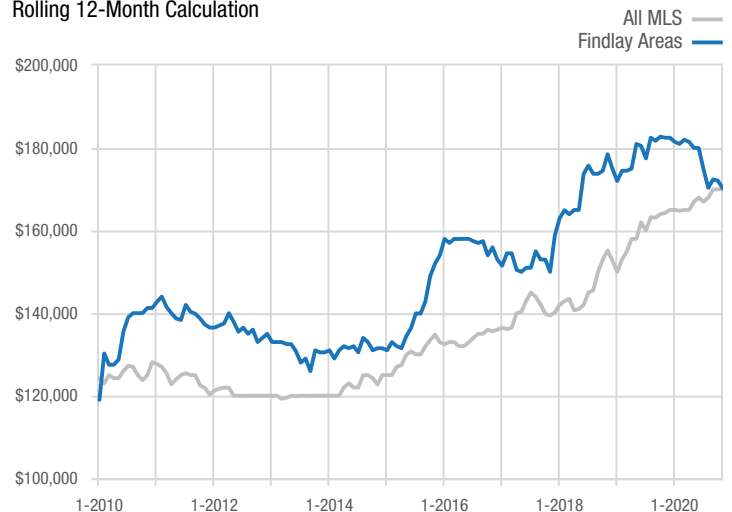
Median Sales Price - Single Family

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

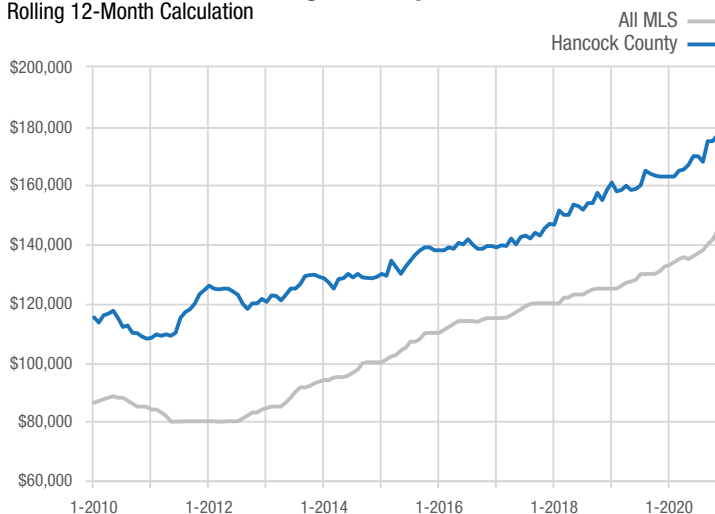
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	60	62	+ 3.3%	1,122	1,034	- 7.8%
Pending Sales	64	65	+ 1.6%	902	860	- 4.7%
Closed Sales	60	63	+ 5.0%	894	864	- 3.4%
Days on Market Until Sale	81	81	0.0%	81	72	- 11.1%
Median Sales Price*	\$151,825	\$198,250	+ 30.6%	\$162,250	\$177,000	+ 9.1%
Average Sales Price*	\$191,353	\$232,430	+ 21.5%	\$192,455	\$207,203	+ 7.7%
Percent of List Price Received*	97.0%	97.2%	+ 0.2%	97.5%	98.3%	+ 0.8%
Inventory of Homes for Sale	243	214	- 11.9%	—	—	—
Months Supply of Inventory	3.0	2.7	- 10.0%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	3	4	+ 33.3%	86	58	- 32.6%
Pending Sales	8	3	- 62.5%	78	48	- 38.5%
Closed Sales	8	3	- 62.5%	78	49	- 37.2%
Days on Market Until Sale	55	78	+ 41.8%	83	61	- 26.5%
Median Sales Price*	\$176,800	\$140,000	- 20.8%	\$182,500	\$165,250	- 9.5%
Average Sales Price*	\$197,800	\$150,667	- 23.8%	\$193,528	\$167,635	- 13.4%
Percent of List Price Received*	98.4%	97.7%	- 0.7%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	13	16	+ 23.1%	—	—	—
Months Supply of Inventory	1.8	3.2	+ 77.8%	—	—	—

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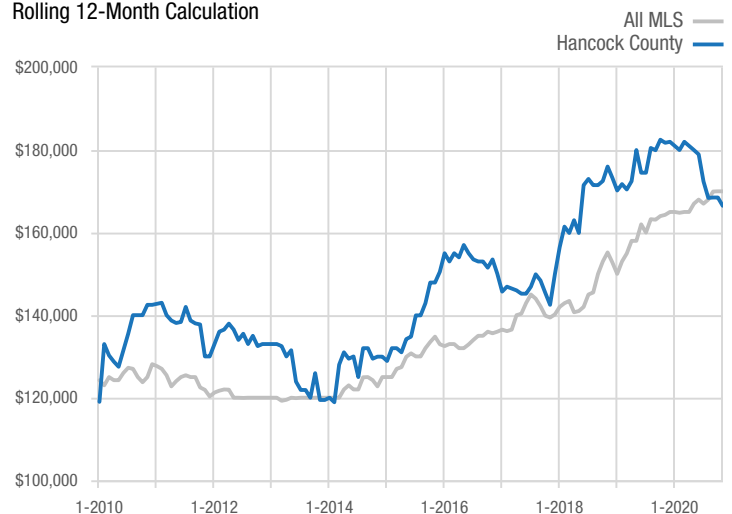
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

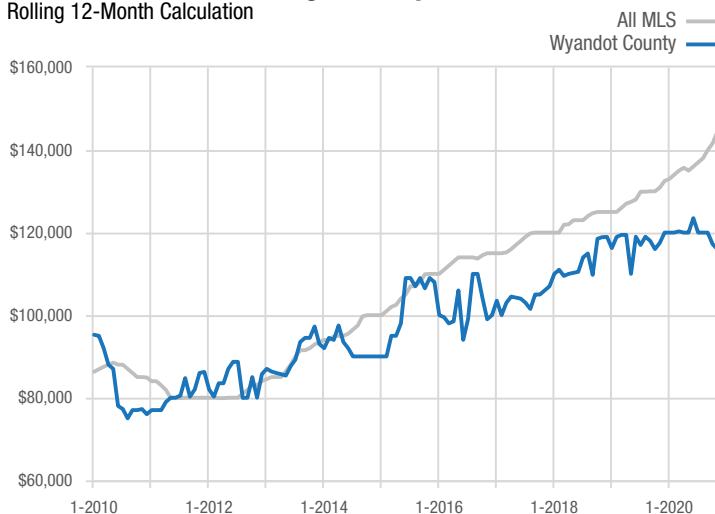
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	6	6	0.0%	136	98	- 27.9%
Pending Sales	7	6	- 14.3%	84	87	+ 3.6%
Closed Sales	10	6	- 40.0%	83	94	+ 13.3%
Days on Market Until Sale	120	57	- 52.5%	113	97	- 14.2%
Median Sales Price*	\$225,000	\$160,000	- 28.9%	\$119,000	\$115,000	- 3.4%
Average Sales Price*	\$209,500	\$171,246	- 18.3%	\$141,049	\$130,132	- 7.7%
Percent of List Price Received*	92.7%	94.9%	+ 2.4%	92.8%	94.7%	+ 2.0%
Inventory of Homes for Sale	50	32	- 36.0%	—	—	—
Months Supply of Inventory	6.7	3.9	- 41.8%	—	—	—

Condo-Villa	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
Key Metrics						
New Listings	0	2	—	1	3	+ 200.0%
Pending Sales	0	0	—	0	2	—
Closed Sales	0	0	—	0	3	—
Days on Market Until Sale	—	—	—	—	218	—
Median Sales Price*	—	—	—	—	\$183,000	—
Average Sales Price*	—	—	—	—	\$183,000	—
Percent of List Price Received*	—	—	—	—	96.8%	—
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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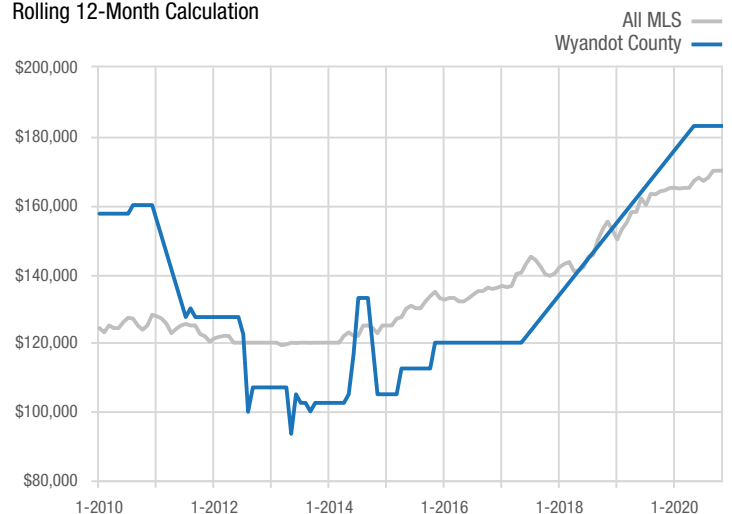
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