

Local Market Update – November 2021

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Hancock and Wyandot Counties

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11 2020	Thru 11 2021	% Change
New Listings	68	99	+45.6%	1,131	1,306	+15.5%
Closed Sales	74	115	+55.4%	954	1,108	+16.1%
Days on Market	78	69	-11.5%	76	66	-13.2%
SP\$/SqFt	\$111.69	\$126.06	+12.9%	\$107.49	\$122.35	+13.8%
Median Sales Price*	\$180,000	\$190,000	+5.6%	\$172,500	\$194,450	+12.7%
Average Sales Price*	\$219,997	\$241,522	+9.8%	\$200,134	\$231,575	+15.7%
Percent of List Price Received*	97%	99%	+2.1%	98%	99%	+1.0%
Months Supply of Inventory	15	9	-40.0%	---	---	---
Total Volume	\$16,279,767	\$27,775,075	+70.6%	\$190,131,776	\$256,584,997	+35.0%

Condo Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11 2020	Thru 11 2021	% Change
New Listings	5	10	+100.0%	59	67	+13.6%
Closed Sales	3	7	+133.3%	50	62	+24.0%
Days on Market	78	51	-34.6%	71	64	-9.9%
SP\$/SqFt	\$86.87	\$115.59	+33.1%	\$105.71	\$122.46	+15.8%
Median Sales Price*	\$140,000	\$200,000	+42.9%	\$165,250	\$198,950	+20.4%
Average Sales Price*	\$150,667	\$176,986	+17.5%	\$167,310	\$197,179	+17.9%
Percent of List Price Received*	98%	98%	---	98%	98%	---
Months Supply of Inventory	16	6	-62.5%	---	---	---
Total Volume	\$452,000	\$1,238,900	+174.1%	\$8,365,490	12,225,116	+46.1%

*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

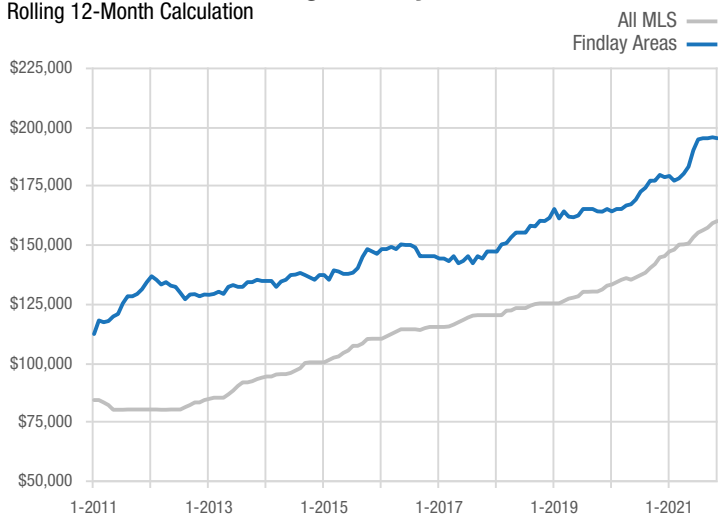
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	51	56	+ 9.8%	802	879	+ 9.6%
Pending Sales	44	81	+ 84.1%	648	786	+ 21.3%
Closed Sales	45	77	+ 71.1%	652	775	+ 18.9%
Days on Market Until Sale	77	69	- 10.4%	71	63	- 11.3%
Median Sales Price*	\$201,750	\$193,000	- 4.3%	\$179,900	\$198,000	+ 10.1%
Average Sales Price*	\$235,554	\$247,564	+ 5.1%	\$207,788	\$240,306	+ 15.6%
Percent of List Price Received*	97.5%	99.1%	+ 1.6%	98.2%	99.3%	+ 1.1%
Inventory of Homes for Sale	178	146	- 18.0%	—	—	—
Months Supply of Inventory	3.0	2.1	- 30.0%	—	—	—

Condo-Villa	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	3	7	+ 133.3%	47	66	+ 40.4%
Pending Sales	3	6	+ 100.0%	39	55	+ 41.0%
Closed Sales	3	6	+ 100.0%	40	55	+ 37.5%
Days on Market Until Sale	78	53	- 32.1%	63	62	- 1.6%
Median Sales Price*	\$140,000	\$202,500	+ 44.6%	\$172,100	\$205,000	+ 19.1%
Average Sales Price*	\$150,667	\$193,650	+ 28.5%	\$175,085	\$204,795	+ 17.0%
Percent of List Price Received*	97.7%	98.4%	+ 0.7%	98.8%	98.3%	- 0.5%
Inventory of Homes for Sale	14	10	- 28.6%	—	—	—
Months Supply of Inventory	3.3	2.0	- 39.4%	—	—	—

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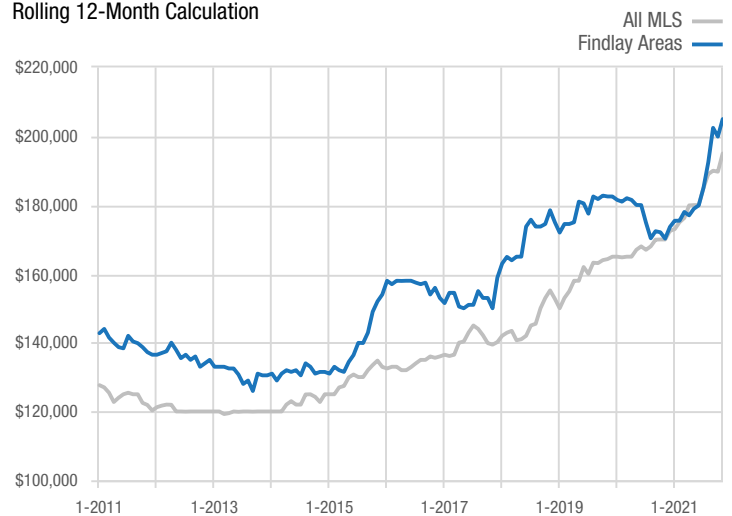
Median Sales Price - Single Family

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

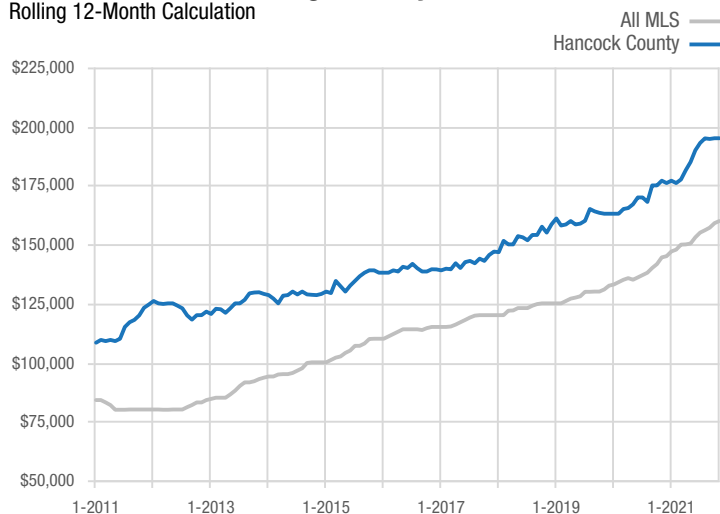
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	62	82	+ 32.3%	1,034	1,187	+ 14.8%
Pending Sales	64	106	+ 65.6%	858	1,027	+ 19.7%
Closed Sales	66	105	+ 59.1%	867	1,014	+ 17.0%
Days on Market Until Sale	80	68	- 15.0%	72	63	- 12.5%
Median Sales Price*	\$198,000	\$199,000	+ 0.5%	\$177,000	\$198,250	+ 12.0%
Average Sales Price*	\$229,934	\$252,165	+ 9.7%	\$207,102	\$238,278	+ 15.1%
Percent of List Price Received*	97.1%	99.3%	+ 2.3%	98.3%	99.3%	+ 1.0%
Inventory of Homes for Sale	215	213	- 0.9%	—	—	—
Months Supply of Inventory	2.7	2.3	- 14.8%	—	—	—

Condo-Villa	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	3	8	+ 166.7%	56	74	+ 32.1%
Pending Sales	3	7	+ 133.3%	48	61	+ 27.1%
Closed Sales	3	7	+ 133.3%	49	61	+ 24.5%
Days on Market Until Sale	78	51	- 34.6%	61	61	0.0%
Median Sales Price*	\$140,000	\$200,000	+ 42.9%	\$165,250	\$198,000	+ 19.8%
Average Sales Price*	\$150,667	\$176,986	+ 17.5%	\$167,635	\$196,969	+ 17.5%
Percent of List Price Received*	97.7%	98.3%	+ 0.6%	98.4%	98.3%	- 0.1%
Inventory of Homes for Sale	14	11	- 21.4%	—	—	—
Months Supply of Inventory	2.8	2.0	- 28.6%	—	—	—

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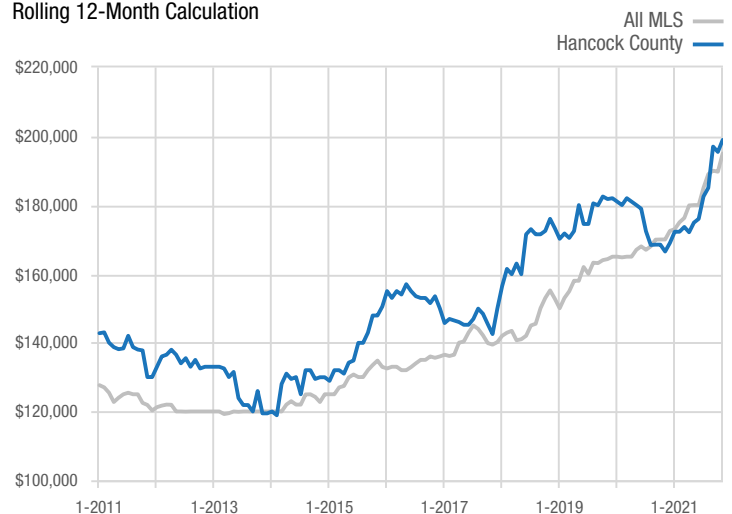
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

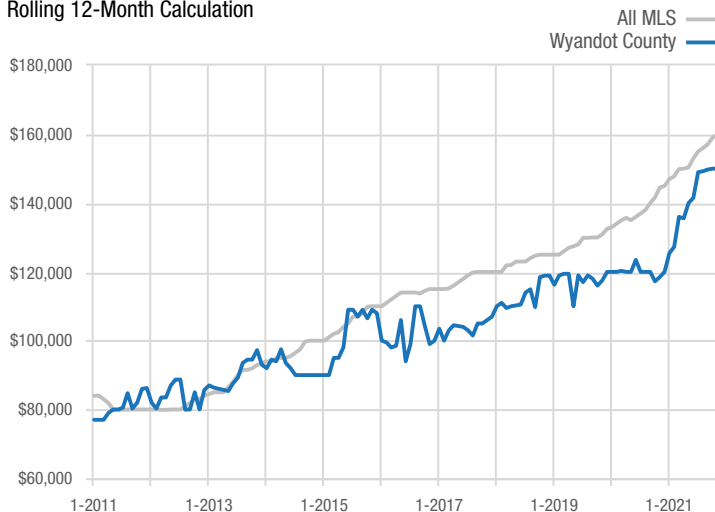
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	6	17	+ 183.3%	98	120	+ 22.4%
Pending Sales	6	10	+ 66.7%	87	96	+ 10.3%
Closed Sales	8	10	+ 25.0%	96	94	- 2.1%
Days on Market Until Sale	67	84	+ 25.4%	97	85	- 12.4%
Median Sales Price*	\$160,000	\$124,500	- 22.2%	\$116,000	\$150,000	+ 29.3%
Average Sales Price*	\$167,333	\$129,770	- 22.4%	\$130,817	\$160,698	+ 22.8%
Percent of List Price Received*	90.9%	92.8%	+ 2.1%	94.3%	94.2%	- 0.1%
Inventory of Homes for Sale	32	36	+ 12.5%	—	—	—
Months Supply of Inventory	3.9	4.1	+ 5.1%	—	—	—

Condo-Villa	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	2	2	0.0%	3	2	- 33.3%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	3	1	- 66.7%
Days on Market Until Sale	—	—	—	218	232	+ 6.4%
Median Sales Price*	—	—	—	\$183,000	\$210,000	+ 14.8%
Average Sales Price*	—	—	—	\$183,000	\$210,000	+ 14.8%
Percent of List Price Received*	—	—	—	96.8%	100.0%	+ 3.3%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.0	2.0	+ 100.0%	—	—	—

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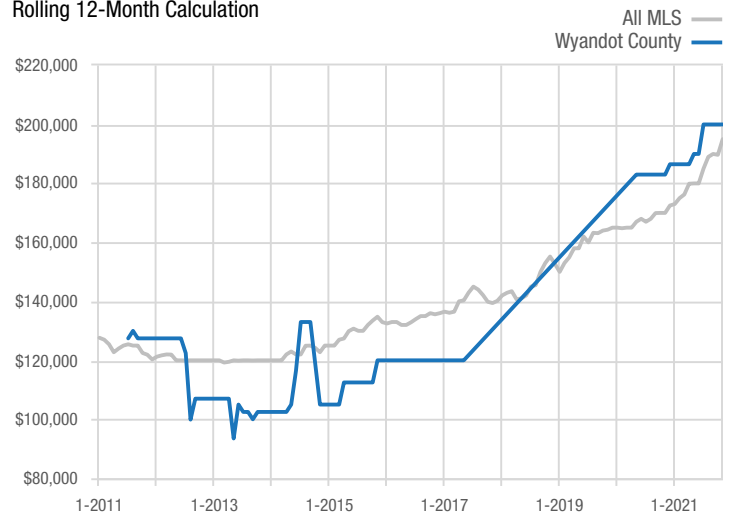
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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