

Local Market Update – October 2020

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Hancock and Wyandot Counties

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Single Family Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10 2019	Thru 10 2020	% Change
New Listings	99	120	+21.2%	1,192	1,063	-10.8%
Closed Sales	86	109	+26.7%	907	879	-3.1%
Days on Market	77	64	-16.9%	87	76	-12.6%
Median Sales Price*	\$161,950	\$170,000	+5.0%	\$159,900	\$170,000	+6.3%
Average Sales Price*	\$188,856	\$194,062	+2.8%	\$187,756	\$198,009	+5.5%
Percent of List Price Received*	98.3%	99.1%	+0.8%	97.9%	98.7%	+0.8%
Months Supply of Inventory	13	10	-23.1%	---	---	---
Total Volume (in 1'000s)	\$16,242	\$21,153	+30.2%	\$170,295	\$173,852	+2.1%

Condo-Villa Key Metrics	October			Year to Date		
	2019	2020	% Change	Thru 10 2019	Thru 10 2020	% Change
New Listings	7	7	---	81	54	-33.3%
Closed Sales	8	4	-50%	70	47	-32.9%
Days on Market	55	51	-7.3%	86	71	-17.4%
Median Sales Price*	\$181,750	\$193,000	+6.2%	\$182,500	\$166,500	-8.8%
Average Sales Price*	\$182,863	\$184,000	+0.6%	\$193,039	\$168,372	-12.8%
Percent of List Price Received*	98.5%	97.1%	-1.4%	98.6%	98.3%	-0.3%
Months Supply of Inventory	6	11	+83.3%	---	---	---
Total Volume	\$1,462,900	\$763,000	-47.8%	\$13,512,752	\$7,913,490	-41.4%

* 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

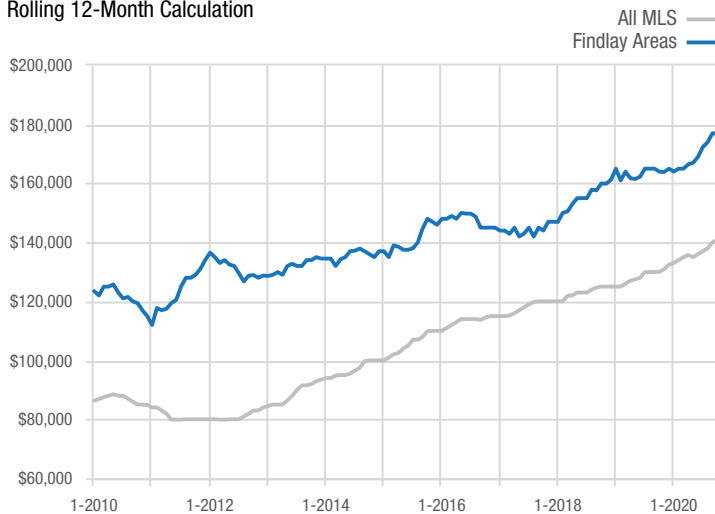
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	63	88	+ 39.7%	676	749	+ 10.8%
Pending Sales	49	81	+ 65.3%	508	605	+ 19.1%
Closed Sales	52	79	+ 51.9%	507	606	+ 19.5%
Days on Market Until Sale	78	62	- 20.5%	82	70	- 14.6%
Median Sales Price*	\$165,950	\$175,500	+ 5.8%	\$164,000	\$178,500	+ 8.8%
Average Sales Price*	\$191,323	\$205,839	+ 7.6%	\$194,253	\$205,902	+ 6.0%
Percent of List Price Received*	98.3%	98.0%	- 0.3%	97.7%	98.2%	+ 0.5%
Inventory of Homes for Sale	196	180	- 8.2%	—	—	—
Months Supply of Inventory	3.9	3.0	- 23.1%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	7	7	0.0%	69	45	- 34.8%
Pending Sales	8	2	- 75.0%	56	36	- 35.7%
Closed Sales	8	2	- 75.0%	56	37	- 33.9%
Days on Market Until Sale	55	47	- 14.5%	89	62	- 30.3%
Median Sales Price*	\$181,750	\$175,000	- 3.7%	\$182,750	\$172,250	- 5.7%
Average Sales Price*	\$182,863	\$175,000	- 4.3%	\$197,187	\$177,120	- 10.2%
Percent of List Price Received*	98.4%	95.3%	- 3.2%	98.2%	98.9%	+ 0.7%
Inventory of Homes for Sale	18	15	- 16.7%	—	—	—
Months Supply of Inventory	3.3	3.2	- 3.0%	—	—	—

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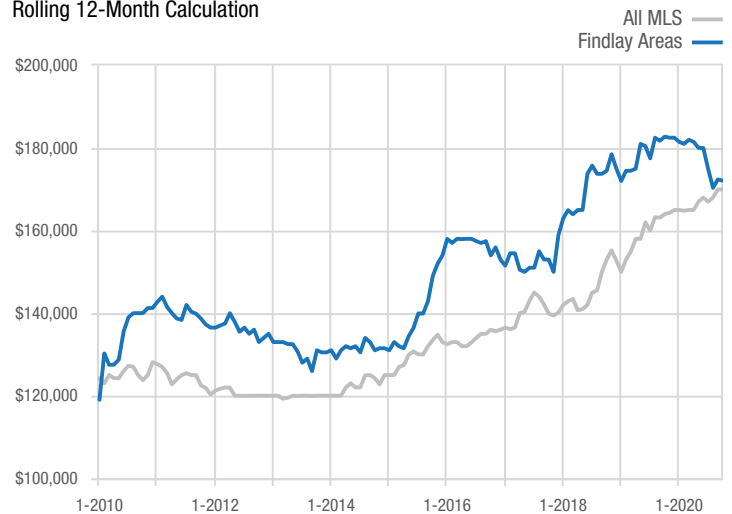
Median Sales Price - Single Family

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

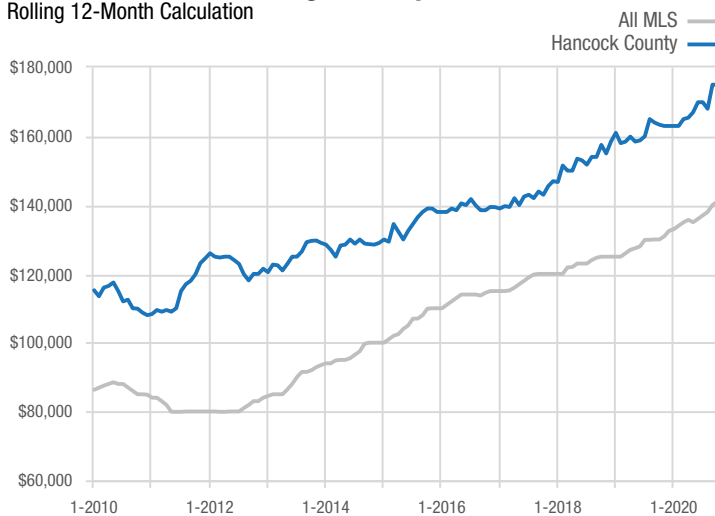
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	86	106	+ 23.3%	1,062	969	- 8.8%
Pending Sales	78	107	+ 37.2%	838	795	- 5.1%
Closed Sales	80	103	+ 28.8%	834	800	- 4.1%
Days on Market Until Sale	75	63	- 16.0%	81	71	- 12.3%
Median Sales Price*	\$168,000	\$175,500	+ 4.5%	\$162,500	\$176,000	+ 8.3%
Average Sales Price*	\$191,653	\$200,958	+ 4.9%	\$192,535	\$205,339	+ 6.7%
Percent of List Price Received*	97.2%	98.1%	+ 0.9%	97.5%	98.4%	+ 0.9%
Inventory of Homes for Sale	277	226	- 18.4%	—	—	—
Months Supply of Inventory	3.4	2.9	- 14.7%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	7	7	0.0%	83	54	- 34.9%
Pending Sales	8	4	- 50.0%	70	45	- 35.7%
Closed Sales	8	4	- 50.0%	70	46	- 34.3%
Days on Market Until Sale	55	51	- 7.3%	86	60	- 30.2%
Median Sales Price*	\$181,750	\$193,000	+ 6.2%	\$182,500	\$166,500	- 8.8%
Average Sales Price*	\$182,863	\$184,000	+ 0.6%	\$193,039	\$168,766	- 12.6%
Percent of List Price Received*	98.4%	97.5%	- 0.9%	98.0%	98.5%	+ 0.5%
Inventory of Homes for Sale	19	15	- 21.1%	—	—	—
Months Supply of Inventory	2.8	2.8	0.0%	—	—	—

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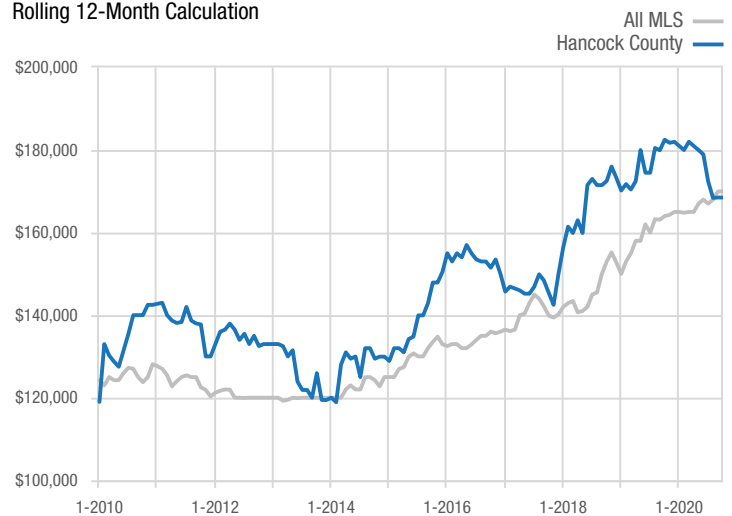
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

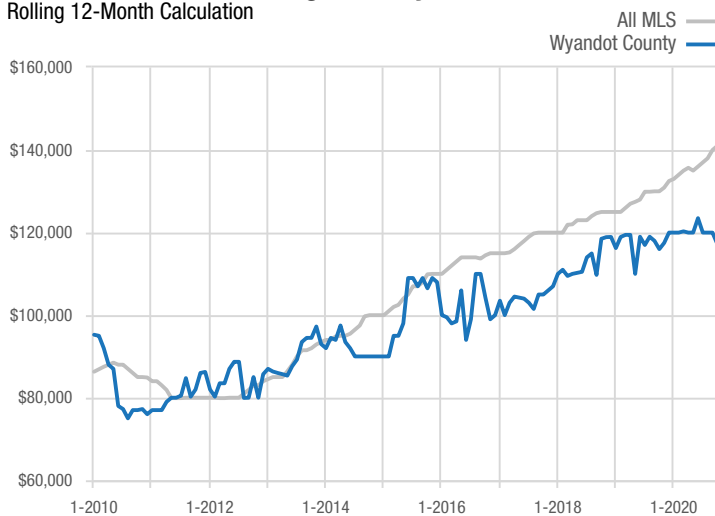
Single Family	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	13	10	- 23.1%	130	91	- 30.0%
Pending Sales	8	6	- 25.0%	77	81	+ 5.2%
Closed Sales	6	5	- 16.7%	73	88	+ 20.5%
Days on Market Until Sale	106	81	- 23.6%	112	100	- 10.7%
Median Sales Price*	\$134,450	\$70,000	- 47.9%	\$118,000	\$111,000	- 5.9%
Average Sales Price*	\$151,567	\$65,800	- 56.6%	\$134,204	\$127,316	- 5.1%
Percent of List Price Received*	96.9%	91.7%	- 5.4%	92.8%	94.7%	+ 2.0%
Inventory of Homes for Sale	52	32	- 38.5%	—	—	—
Months Supply of Inventory	7.0	3.8	- 45.7%	—	—	—

Condo-Villa	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	1	0	- 100.0%	1	1	0.0%
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	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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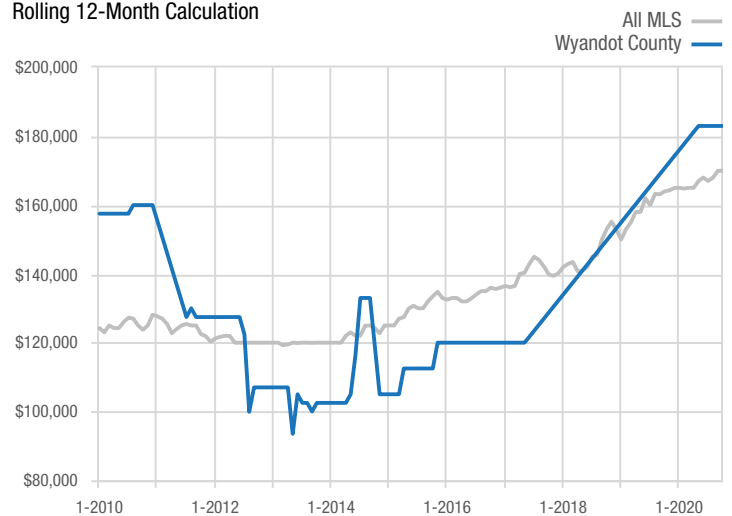
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