

Local Market Update – September 2020

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Hancock and Wyandot Counties

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Single Family Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9 2019	Thru 9 2020	% Change
New Listings	114	125	+9.6%	1,093	943	-13.7%
Closed Sales	90	108	+20.0%	821	770	-6.2%
Days on Market	85	67	-2.1%	88	77	-12.5%
Median Sales Price*	\$148,450	\$191,250	+2.9%	\$159,900	\$170,000	+6.3%
Average Sales Price*	\$169,675	\$232,512	-8.6%	\$187,641	\$198,569	+5.8%
Percent of List Price Received*	97.6%	98.2%	+0.6%	97.9%	98.7%	+0.8%
Months Supply of Inventory	12	10	-16.7%	---	---	---
Total Volume (in 1'000s)	\$15,271	\$25,111	+64.4%	\$154,053	\$152,669	-0.9%

Condo-Villa Key Metrics	September			Year to Date		
	2019	2020	% Change	Thru 9 2019	Thru 9 2020	% Change
New Listings	10	6	-40.0%	74	47	-36.5%
Closed Sales	7	8	+14.3%	62	43	-30.6%
Days on Market	65	62	-4.6%	90	73	-18.9%
Median Sales Price*	\$164,000	\$172,500	+5.2%	\$183,250	\$164,000	-10.5%
Average Sales Price*	\$160,971	\$177,100	+10.0%	\$191,450	\$166,918	-12.8%
Percent of List Price Received*	100.0%	98.9%	+0.1%	98.6%	98.9%	+0.3%
Months Supply of Inventory	7	5	-28.6%	---	---	---
Total Volume (in 1'000s)	\$1,127	\$1,417	+25.7%	\$12,050	\$7,177	-40.4%

*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

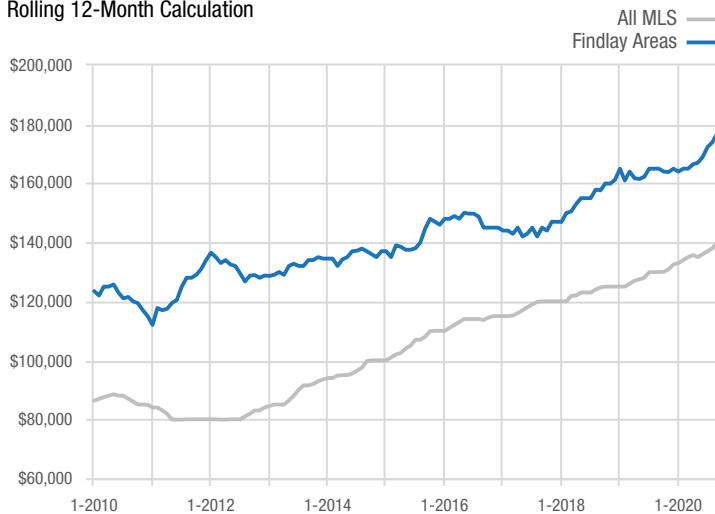
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	72	89	+ 23.6%	613	661	+ 7.8%
Pending Sales	51	66	+ 29.4%	459	524	+ 14.2%
Closed Sales	49	69	+ 40.8%	455	527	+ 15.8%
Days on Market Until Sale	80	66	- 17.5%	82	71	- 13.4%
Median Sales Price*	\$150,000	\$187,000	+ 24.7%	\$164,000	\$179,900	+ 9.7%
Average Sales Price*	\$167,205	\$220,856	+ 32.1%	\$194,588	\$205,911	+ 5.8%
Percent of List Price Received*	97.0%	98.3%	+ 1.3%	97.7%	98.2%	+ 0.5%
Inventory of Homes for Sale	202	182	- 9.9%	—	—	—
Months Supply of Inventory	4.0	3.2	- 20.0%	—	—	—

Condo-Villa	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
New Listings	10	5	- 50.0%	62	38	- 38.7%
Pending Sales	4	7	+ 75.0%	48	34	- 29.2%
Closed Sales	4	7	+ 75.0%	48	35	- 27.1%
Days on Market Until Sale	64	66	+ 3.1%	95	63	- 33.7%
Median Sales Price*	\$142,000	\$181,000	+ 27.5%	\$184,500	\$172,250	- 6.6%
Average Sales Price*	\$154,725	\$188,486	+ 21.8%	\$199,575	\$177,245	- 11.2%
Percent of List Price Received*	99.5%	97.6%	- 1.9%	98.1%	99.1%	+ 1.0%
Inventory of Homes for Sale	19	10	- 47.4%	—	—	—
Months Supply of Inventory	3.6	1.9	- 47.2%	—	—	—

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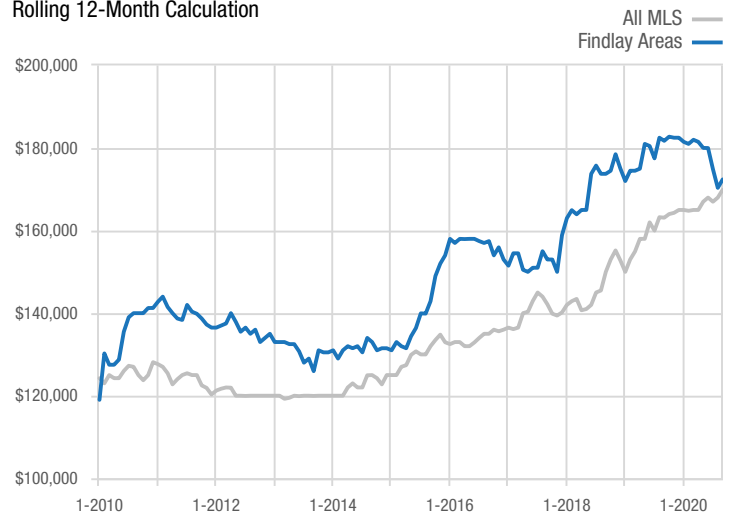
Median Sales Price - Single Family

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

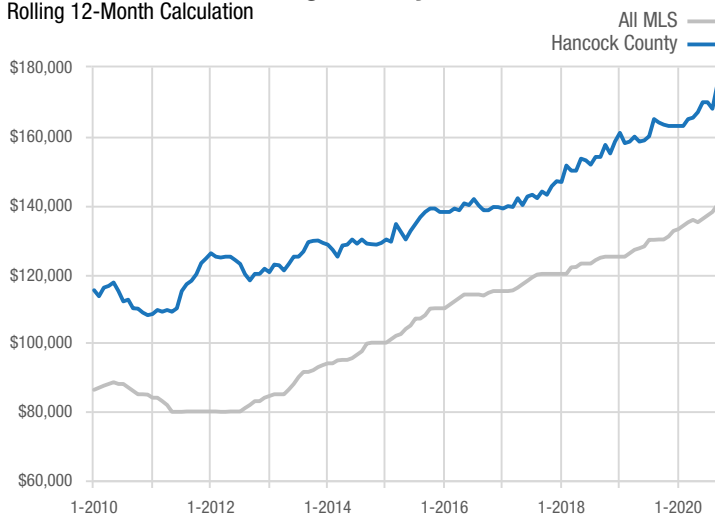
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	96	108	+ 12.5%	976	862	- 11.7%
Pending Sales	90	93	+ 3.3%	760	689	- 9.3%
Closed Sales	86	99	+ 15.1%	754	697	- 7.6%
Days on Market Until Sale	84	68	- 19.0%	82	73	- 11.0%
Median Sales Price*	\$149,950	\$206,000	+ 37.4%	\$162,250	\$176,000	+ 8.5%
Average Sales Price*	\$171,323	\$242,308	+ 41.4%	\$192,628	\$205,991	+ 6.9%
Percent of List Price Received*	96.6%	98.4%	+ 1.9%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	293	238	- 18.8%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo-Villa	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	10	6	- 40.0%	76	47	- 38.2%
Pending Sales	6	8	+ 33.3%	62	41	- 33.9%
Closed Sales	7	8	+ 14.3%	62	42	- 32.3%
Days on Market Until Sale	65	62	- 4.6%	90	60	- 33.3%
Median Sales Price*	\$164,000	\$172,500	+ 5.2%	\$183,250	\$164,000	- 10.5%
Average Sales Price*	\$160,971	\$177,100	+ 10.0%	\$194,352	\$167,280	- 13.9%
Percent of List Price Received*	99.3%	97.3%	- 2.0%	98.0%	98.6%	+ 0.6%
Inventory of Homes for Sale	20	12	- 40.0%	—	—	—
Months Supply of Inventory	3.0	2.1	- 30.0%	—	—	—

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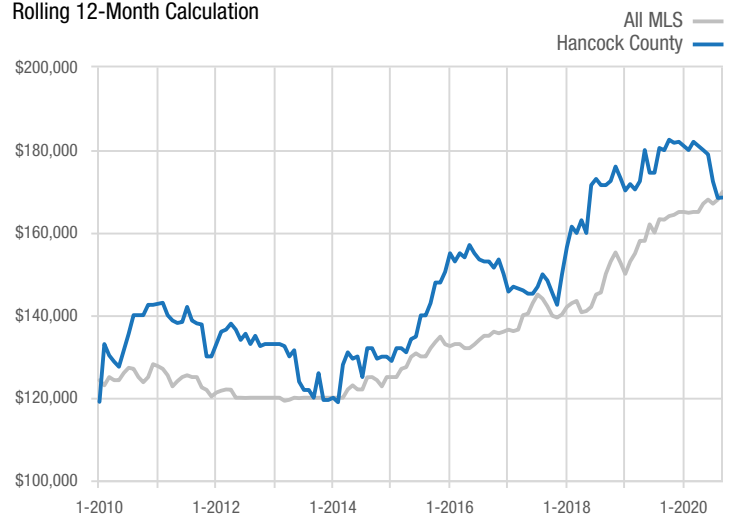
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

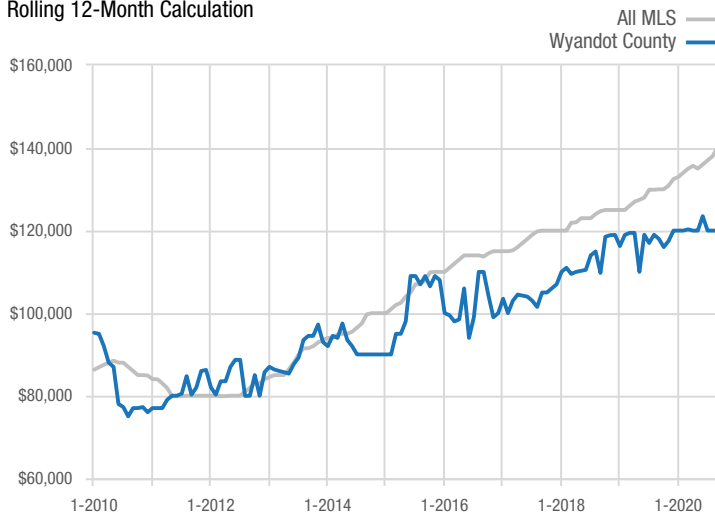
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	18	16	- 11.1%	117	81	- 30.8%
Pending Sales	7	8	+ 14.3%	69	75	+ 8.7%
Closed Sales	4	9	+ 125.0%	67	83	+ 23.9%
Days on Market Until Sale	107	54	- 49.5%	112	101	- 9.8%
Median Sales Price*	\$78,500	\$106,500	+ 35.7%	\$116,000	\$116,000	0.0%
Average Sales Price*	\$134,250	\$114,988	- 14.3%	\$132,576	\$131,839	- 0.6%
Percent of List Price Received*	90.4%	94.3%	+ 4.3%	92.5%	94.9%	+ 2.6%
Inventory of Homes for Sale	53	30	- 43.4%	—	—	—
Months Supply of Inventory	7.2	3.5	- 51.4%	—	—	—

Condo-Villa	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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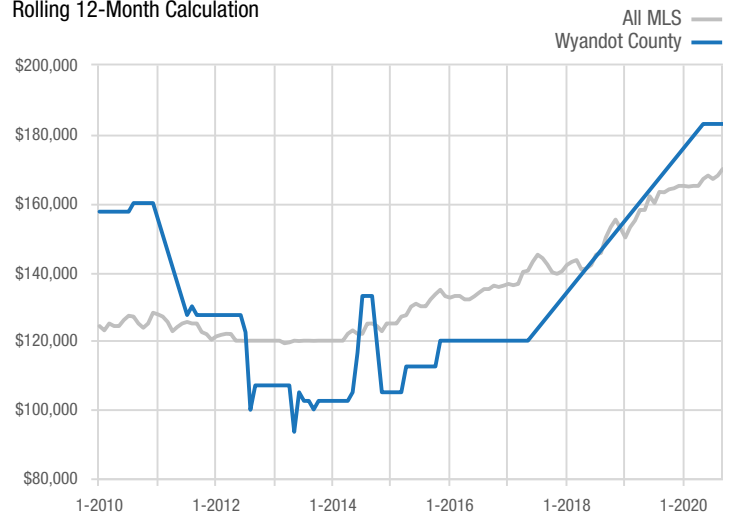
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