

Local Market Update – October 2021

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Hancock and Wyandot Counties

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10 2020	Thru 10 2021	% Change
New Listings	120	126	+5.0%	1,063	1,205	+13.4%
Closed Sales	109	116	+6.4%	880	993	+12.8%
Days on Market	64	60	-6.3%	76	66	-13.2%
SP\$/SqFt	\$104.84	\$127.06	+21.2%	\$107.13	\$121.92	+13.8%
Median Sales Price*	\$170,000	\$187,450	+10.3%	\$171,000	\$194,500	+13.8%
Average Sales Price*	\$194,062	\$229,498	+18.3%	\$198,462	\$230,423	+16.1%
Percent of List Price Received*	98%	99%	+1.0%	98%	99%	+1.0%
Months Supply of Inventory	10	10	---	---	---	---
Total Volume	\$21,152,716	\$26,621,772	+28.9%	\$173,852,009	\$228,809,922	+31.6%

Condo Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10 2020	Thru 10 2021	% Change
New Listings	7	6	-14.3%	54	57	+5.6%
Closed Sales	4	10	+150.0%	47	55	+17.0%
Days on Market	51	46	-10.0%	71	66	-7.0%
SP\$/SqFt	\$107.68	\$127.57	+18.5%	\$106.97	\$123.34	+15.3%
Median Sales Price*	\$193,000	\$172,750	-10.5%	\$166,500	\$198,000	+18.9%
Average Sales Price*	\$184,000	\$196,030	+6.5%	\$168,372	\$199,749	+18.6%
Percent of List Price Received*	98%	97%	-1.0%	98%	98%	---
Months Supply of Inventory	11	4	-63.6%	---	---	---
Total Volume	\$738,000	\$1,960,300	+165.6%	\$7,913,490	\$10,986,216	+38.8%

*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

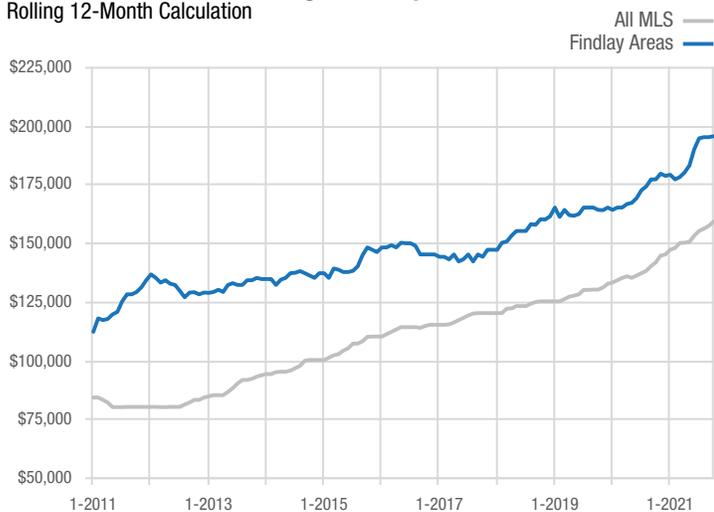
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	90	89	- 1.1%	751	821	+ 9.3%
Pending Sales	82	73	- 11.0%	604	705	+ 16.7%
Closed Sales	80	74	- 7.5%	607	698	+ 15.0%
Days on Market Until Sale	62	54	- 12.9%	70	62	- 11.4%
Median Sales Price*	\$175,250	\$195,000	+ 11.3%	\$178,000	\$199,400	+ 12.0%
Average Sales Price*	\$204,829	\$234,638	+ 14.6%	\$205,768	\$239,503	+ 16.4%
Percent of List Price Received*	98.0%	98.1%	+ 0.1%	98.2%	99.4%	+ 1.2%
Inventory of Homes for Sale	182	179	- 1.6%	—	—	—
Months Supply of Inventory	3.0	2.6	- 13.3%	—	—	—

Condo-Villa	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	5	- 28.6%	44	59	+ 34.1%
Pending Sales	2	9	+ 350.0%	36	49	+ 36.1%
Closed Sales	2	9	+ 350.0%	37	49	+ 32.4%
Days on Market Until Sale	47	44	- 6.4%	62	63	+ 1.6%
Median Sales Price*	\$175,000	\$156,500	- 10.6%	\$172,250	\$205,000	+ 19.0%
Average Sales Price*	\$175,000	\$196,811	+ 12.5%	\$177,120	\$206,160	+ 16.4%
Percent of List Price Received*	95.3%	96.8%	+ 1.6%	98.9%	98.2%	- 0.7%
Inventory of Homes for Sale	14	9	- 35.7%	—	—	—
Months Supply of Inventory	3.0	1.9	- 36.7%	—	—	—

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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

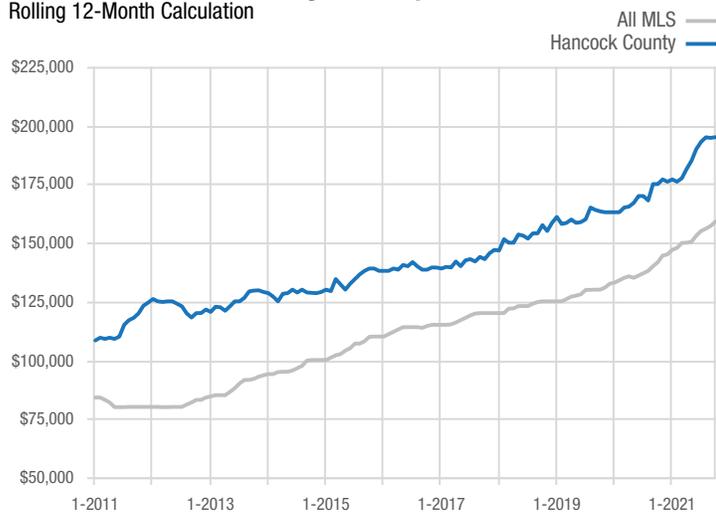
Single Family Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	109	119	+ 9.2%	972	1,103	+ 13.5%
Pending Sales	108	103	- 4.6%	794	921	+ 16.0%
Closed Sales	104	103	- 1.0%	801	909	+ 13.5%
Days on Market Until Sale	63	58	- 7.9%	71	63	- 11.3%
Median Sales Price*	\$175,250	\$195,000	+ 11.3%	\$175,750	\$198,000	+ 12.7%
Average Sales Price*	\$200,228	\$237,711	+ 18.7%	\$205,238	\$236,670	+ 15.3%
Percent of List Price Received*	98.1%	98.8%	+ 0.7%	98.4%	99.3%	+ 0.9%
Inventory of Homes for Sale	229	248	+ 8.3%	—	—	—
Months Supply of Inventory	2.9	2.8	- 3.4%	—	—	—

Condo-Villa Key Metrics	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	7	6	- 14.3%	53	66	+ 24.5%
Pending Sales	4	10	+ 150.0%	45	54	+ 20.0%
Closed Sales	4	10	+ 150.0%	46	54	+ 17.4%
Days on Market Until Sale	51	46	- 9.8%	60	63	+ 5.0%
Median Sales Price*	\$193,000	\$172,750	- 10.5%	\$166,500	\$197,000	+ 18.3%
Average Sales Price*	\$184,000	\$196,030	+ 6.5%	\$168,766	\$199,560	+ 18.2%
Percent of List Price Received*	97.5%	96.5%	- 1.0%	98.5%	98.3%	- 0.2%
Inventory of Homes for Sale	14	10	- 28.6%	—	—	—
Months Supply of Inventory	2.6	1.9	- 26.9%	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

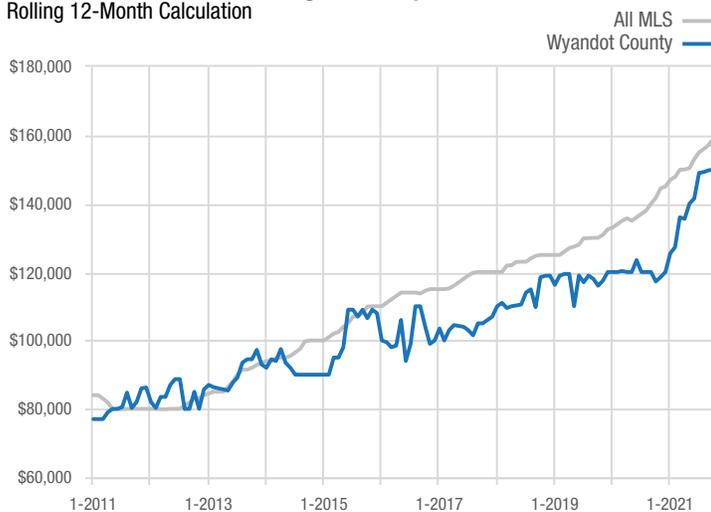
Single Family	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	11	7	- 36.4%	92	103	+ 12.0%
Pending Sales	6	15	+ 150.0%	81	86	+ 6.2%
Closed Sales	5	13	+ 160.0%	88	84	- 4.5%
Days on Market Until Sale	81	78	- 3.7%	100	85	- 15.0%
Median Sales Price*	\$70,000	\$150,000	+ 114.3%	\$111,000	\$150,000	+ 35.1%
Average Sales Price*	\$65,800	\$164,423	+ 149.9%	\$127,316	\$164,424	+ 29.1%
Percent of List Price Received*	91.7%	96.5%	+ 5.2%	94.7%	94.3%	- 0.4%
Inventory of Homes for Sale	33	31	- 6.1%	—	—	—
Months Supply of Inventory	4.0	3.7	- 7.5%	—	—	—

Condo-Villa	October			Year to Date		
	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
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	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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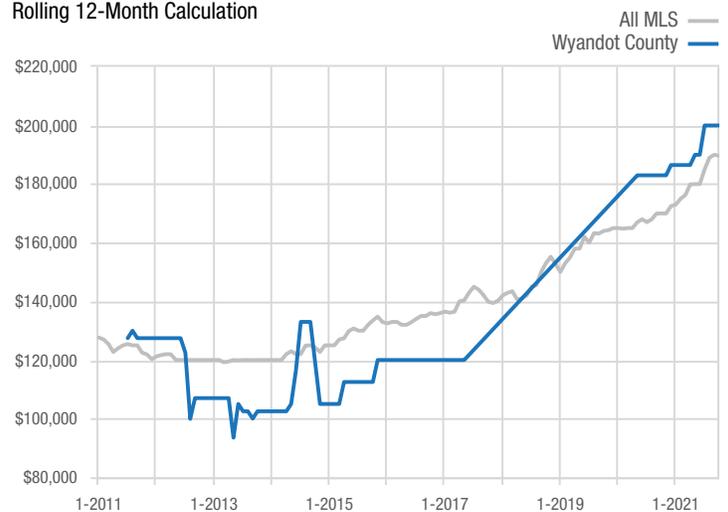
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