

## Local Market Update – April 2023

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# Hancock and Wyandot Counties

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February's sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4 2022	Thru 4 2023	% Change
New Listings	95	<b>86</b>	-9.5%	332	<b>294</b>	-11.4%
Closed Sales	80	<b>79</b>	-1.3%	315	<b>239</b>	-24.1%
Days on Market	72	<b>75</b>	4.2%	75	<b>76</b>	1.3%
SP\$/SqFt	\$138.77	<b>\$135.78</b>	-2.2%	\$127.48	<b>\$129.57</b>	1.6%
Median Sales Price*	\$218,000	<b>\$195,000</b>	-10.6%	\$192,500	<b>\$198,000</b>	2.9%
Average Sales Price*	\$266,993	<b>\$229,188</b>	-14.2%	\$237,130	<b>\$226,603</b>	-4.4%
Percent of List Price Received*	101%	<b>99%</b>	-2.0%	99%	<b>99%</b>	0.0%
Months Supply of Inventory	12	<b>12</b>	0.0%	---	---	---
Total Volume	\$21,359,428	<b>\$18,105,853</b>	-15.2%	\$74,695,909	<b>\$54,158,217</b>	-27.5%

Condo/Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4 2022	Thru 4 2023	% Change
New Listings	4	<b>10</b>	500.0%	22	<b>26</b>	18.2%
Closed Sales	5	<b>5</b>	0.0%	16	<b>17</b>	6.3%
Days on Market	34	<b>56</b>	64.7%	59	<b>81</b>	37.3%
SP\$/SqFt	\$127.10	<b>\$128.30</b>	0.9%	\$134.93	<b>\$135.65</b>	0.5%
Median Sales Price*	\$190,000	<b>\$180,000</b>	-5.3%	\$245,000	<b>\$197,500</b>	-19.4%
Average Sales Price*	\$194,580	<b>\$177,880</b>	-8.6%	\$233,394	<b>\$194,459</b>	-16.7%
Percent of List Price Received*	102%	<b>98%</b>	-3.9%	100%	<b>97%</b>	-3.0%
Months Supply of Inventory	9	<b>10</b>	11.1%	---	---	---
Total Volume (in 1000's)	\$972,900	<b>\$889,400</b>	-8.6%	\$3,734,300	<b>\$3,305,800</b>	-11.5%

\*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

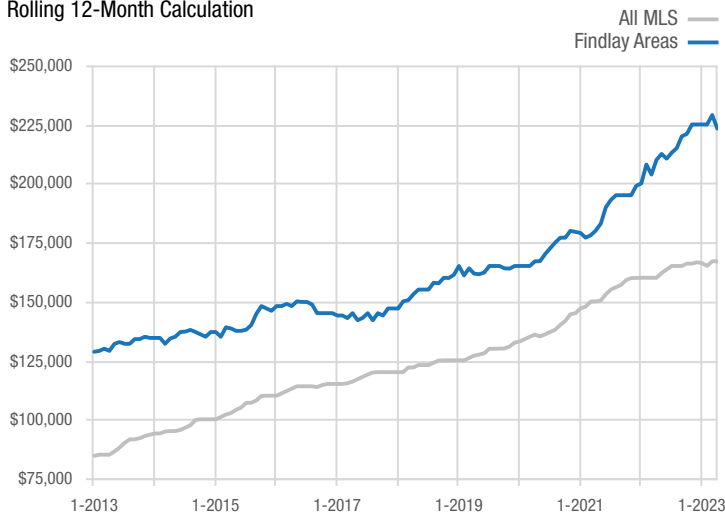
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	70	50	- 28.6%	231	178	- 22.9%
Pending Sales	54	45	- 16.7%	205	152	- 25.9%
Closed Sales	53	48	- 9.4%	201	150	- 25.4%
Days on Market Until Sale	66	68	+ 3.0%	70	70	0.0%
Median Sales Price*	\$247,000	<b>\$202,500</b>	- 18.0%	\$220,000	<b>\$214,900</b>	- 2.3%
Average Sales Price*	\$307,433	<b>\$243,136</b>	- 20.9%	\$254,323	<b>\$242,969</b>	- 4.5%
Percent of List Price Received*	99.8%	<b>99.7%</b>	- 0.1%	99.2%	<b>99.1%</b>	- 0.1%
Inventory of Homes for Sale	108	82	- 24.1%	—	—	—
Months Supply of Inventory	1.6	1.7	+ 6.3%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	4	7	+ 75.0%	14	21	+ 50.0%
Pending Sales	6	5	- 16.7%	17	17	0.0%
Closed Sales	5	5	0.0%	16	16	0.0%
Days on Market Until Sale	34	56	+ 64.7%	59	80	+ 35.6%
Median Sales Price*	\$190,000	<b>\$180,000</b>	- 5.3%	\$245,000	<b>\$192,750</b>	- 21.3%
Average Sales Price*	\$194,580	<b>\$177,880</b>	- 8.6%	\$233,394	<b>\$193,800</b>	- 17.0%
Percent of List Price Received*	101.8%	<b>97.7%</b>	- 4.0%	100.0%	<b>96.9%</b>	- 3.1%
Inventory of Homes for Sale	4	12	+ 200.0%	—	—	—
Months Supply of Inventory	0.8	2.4	+ 200.0%	—	—	—

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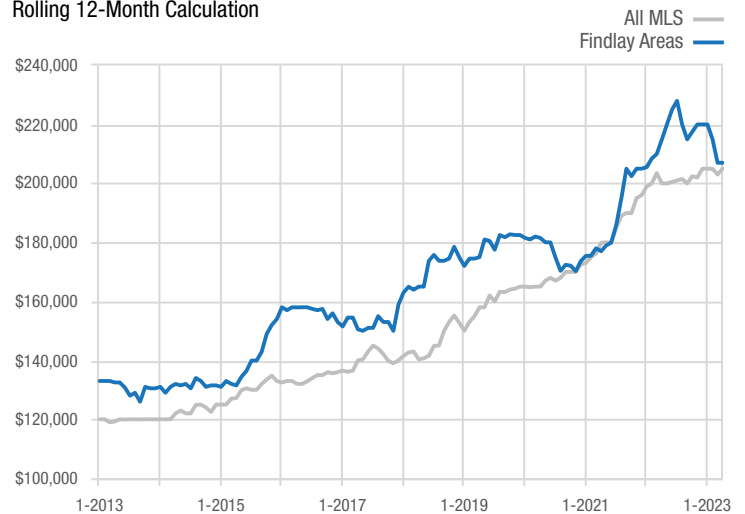
### Median Sales Price - Single Family

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

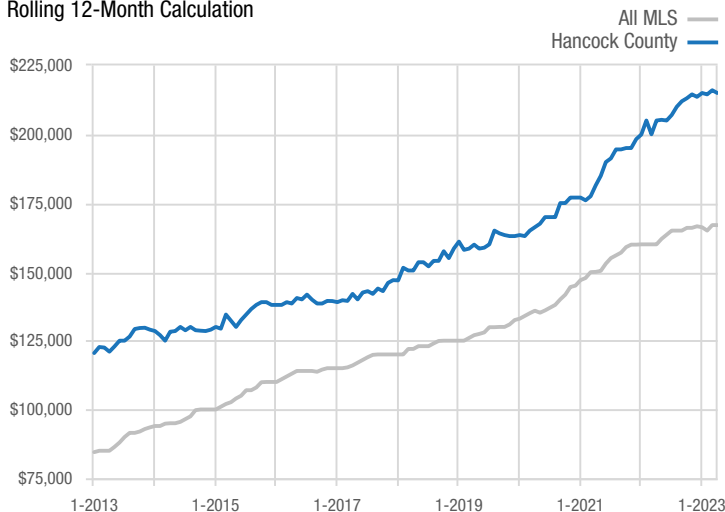
Single Family Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	88	73	- 17.0%	302	244	- 19.2%
Pending Sales	70	63	- 10.0%	288	204	- 29.2%
Closed Sales	72	65	- 9.7%	282	202	- 28.4%
Days on Market Until Sale	66	78	+ 18.2%	72	73	+ 1.4%
Median Sales Price*	\$230,000	<b>\$214,500</b>	- 6.7%	\$199,900	<b>\$211,000</b>	+ 5.6%
Average Sales Price*	\$277,874	<b>\$246,256</b>	- 11.4%	\$244,095	<b>\$239,968</b>	- 1.7%
Percent of List Price Received*	101.3%	<b>99.6%</b>	- 1.7%	99.0%	<b>99.4%</b>	+ 0.4%
Inventory of Homes for Sale	142	130	- 8.5%	—	—	—
Months Supply of Inventory	1.5	1.9	+ 26.7%	—	—	—

Condo-Villa Key Metrics	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	4	9	+ 125.0%	17	25	+ 47.1%
Pending Sales	6	6	0.0%	19	19	0.0%
Closed Sales	5	5	0.0%	16	17	+ 6.3%
Days on Market Until Sale	34	56	+ 64.7%	59	81	+ 37.3%
Median Sales Price*	\$190,000	<b>\$180,000</b>	- 5.3%	\$245,000	<b>\$197,500</b>	- 19.4%
Average Sales Price*	\$194,580	<b>\$177,880</b>	- 8.6%	\$233,394	<b>\$194,459</b>	- 16.7%
Percent of List Price Received*	101.8%	<b>97.7%</b>	- 4.0%	100.0%	<b>96.9%</b>	- 3.1%
Inventory of Homes for Sale	5	16	+ 220.0%	—	—	—
Months Supply of Inventory	0.9	2.7	+ 200.0%	—	—	—

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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Wyandot County

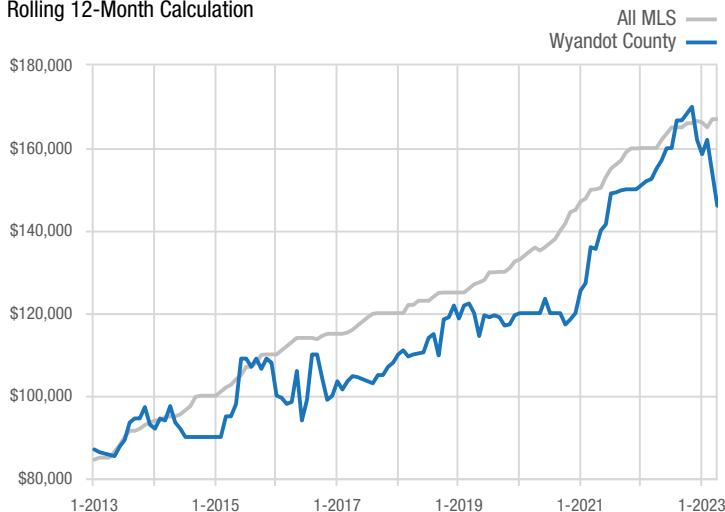
Single Family	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	7	13	+ 85.7%	30	50	+ 66.7%
Pending Sales	8	13	+ 62.5%	34	40	+ 17.6%
Closed Sales	8	14	+ 75.0%	33	37	+ 12.1%
Days on Market Until Sale	130	65	- 50.0%	92	95	+ 3.3%
Median Sales Price*	\$180,000	<b>\$139,000</b>	- 22.8%	\$170,000	<b>\$138,250</b>	- 18.7%
Average Sales Price*	\$169,063	<b>\$150,492</b>	- 11.0%	\$174,667	<b>\$156,854</b>	- 10.2%
Percent of List Price Received*	97.0%	<b>95.1%</b>	- 2.0%	95.4%	<b>94.8%</b>	- 0.6%
Inventory of Homes for Sale	20	35	+ 75.0%	—	—	—
Months Supply of Inventory	2.1	3.6	+ 71.4%	—	—	—

Condo-Villa	April			Year to Date		
	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	0	0	—	5	0	- 100.0%
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	6	0	- 100.0%	—	—	—
Months Supply of Inventory	6.0	—	—	—	—	—

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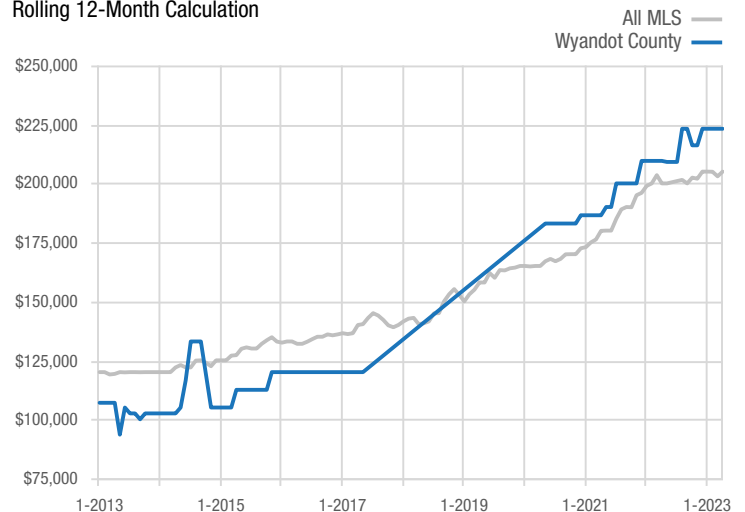
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