

Local Market Update – December 2022

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Hancock and Wyandot Counties

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12 2021	Thru 12 2022	% Change
Key Metrics						
New Listings	47	34	-27.7%	1,352	1,083	-19.9%
Closed Sales	108	73	-32.4%	1,217	1,000	-17.8%
Days on Market	71	73	2.8%	67	66	-1.5%
SP\$/SqFt	\$123.01	\$118.94	-3.3%	\$122.45	\$129.38	5.7%
Median Sales Price*	\$198,875	\$188,000	-5.5%	\$194,900	\$205,000	5.2%
Average Sales Price*	\$227,708	\$198,634	-12.8%	\$231,230	\$244,962	5.9%
Percent of List Price Received*	98%	96%	-2.0%	99%	99%	0.0%
Months Supply of Inventory	9	13	44.4%	---	---	---
Total Volume	\$24,592,500	\$14,410,300	-41.4%	\$281,406,997	\$244,961,587	-13.0%

Condo/Villa	December			Year to Date		
	2021	2022	% Change	Thru 12 2021	Thru 12 2022	% Change
Key Metrics						
New Listings	0	5	500.0%	67	82	22.4%
Closed Sales	3	4	33.3%	65	74	13.8%
Days on Market	45	54	20.0%	63	58	-7.9%
SP\$/SqFt	\$144.68	\$106.42	-26.4%	\$123.49	\$137.47	11.3%
Median Sales Price*	\$209,000	\$182,000	-12.9%	\$199,900	\$217,500	8.8%
Average Sales Price*	\$190,035	\$180,250	-5.1%	\$196,850	\$214,510	9.0%
Percent of List Price Received*	96%	96%	0.0%	98%	98%	0.0%
Months Supply of Inventory	13	10	-23.1%	---	---	---
Total Volume (in 1000's)	\$570,105	\$721,000	26.5%	\$12,795,221	\$15,873,748	24.1%

*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

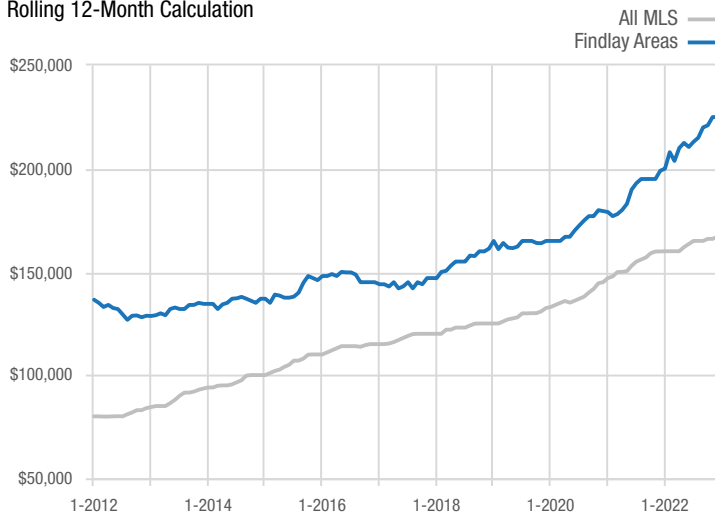
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	28	20	- 28.6%	905	694	- 23.3%
Pending Sales	60	31	- 48.3%	847	650	- 23.3%
Closed Sales	68	33	- 51.5%	854	649	- 24.0%
Days on Market Until Sale	72	62	- 13.9%	64	60	- 6.3%
Median Sales Price*	\$206,000	\$199,000	- 3.4%	\$199,000	\$225,000	+ 13.1%
Average Sales Price*	\$241,371	\$224,500	- 7.0%	\$239,997	\$265,644	+ 10.7%
Percent of List Price Received*	98.0%	97.0%	- 1.0%	99.2%	98.9%	- 0.3%
Inventory of Homes for Sale	108	76	- 29.6%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

Condo-Villa	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	0	4	—	57	65	+ 14.0%
Pending Sales	1	3	+ 200.0%	56	61	+ 8.9%
Closed Sales	1	3	+ 200.0%	57	61	+ 7.0%
Days on Market Until Sale	49	66	+ 34.7%	62	52	- 16.1%
Median Sales Price*	\$209,000	\$215,000	+ 2.9%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$209,000	\$197,000	- 5.7%	\$205,223	\$213,582	+ 4.1%
Percent of List Price Received*	97.3%	94.4%	- 3.0%	98.2%	98.4%	+ 0.2%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

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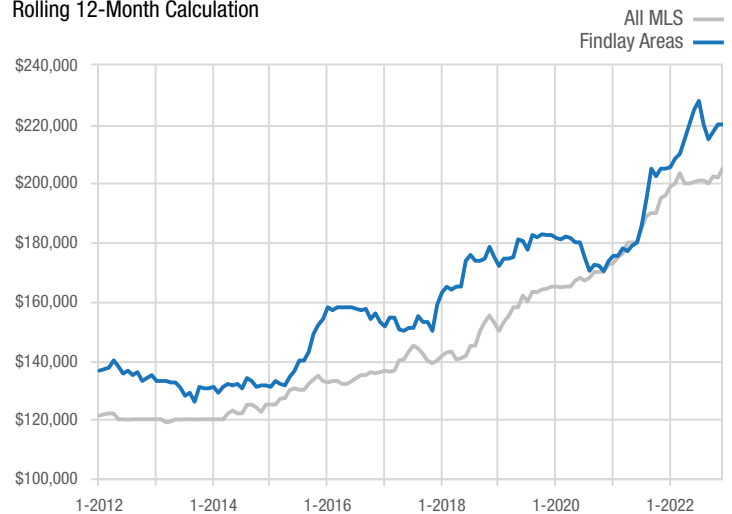
Median Sales Price - Single Family

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

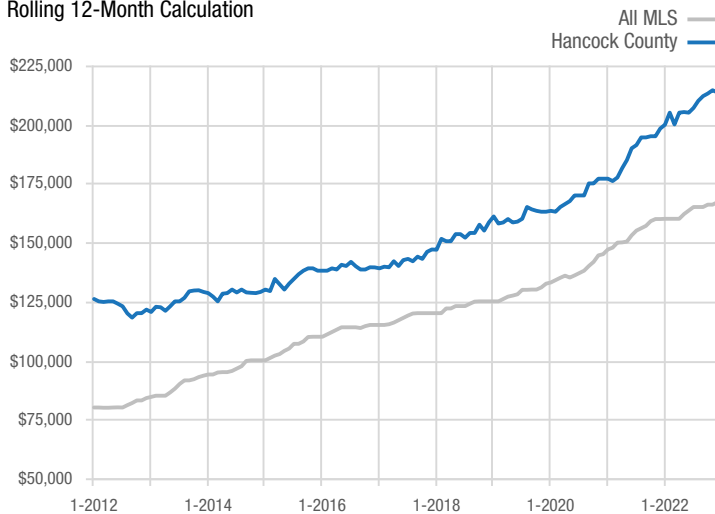
Single Family Key Metrics	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	42	32	- 23.8%	1,227	950	- 22.6%
Pending Sales	84	51	- 39.3%	1,111	890	- 19.9%
Closed Sales	94	57	- 39.4%	1,123	889	- 20.8%
Days on Market Until Sale	70	66	- 5.7%	64	61	- 4.7%
Median Sales Price*	\$206,000	\$194,000	- 5.8%	\$198,250	\$213,600	+ 7.7%
Average Sales Price*	\$234,907	\$214,493	- 8.7%	\$237,301	\$253,671	+ 6.9%
Percent of List Price Received*	98.0%	96.7%	- 1.3%	99.2%	98.9%	- 0.3%
Inventory of Homes for Sale	161	116	- 28.0%	—	—	—
Months Supply of Inventory	1.7	1.6	- 5.9%	—	—	—

Condo-Villa Key Metrics	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	0	5	—	65	75	+ 15.4%
Pending Sales	2	4	+ 100.0%	63	69	+ 9.5%
Closed Sales	2	4	+ 100.0%	64	69	+ 7.8%
Days on Market Until Sale	50	54	+ 8.0%	61	50	- 18.0%
Median Sales Price*	\$180,500	\$182,000	+ 0.8%	\$198,950	\$215,000	+ 8.1%
Average Sales Price*	\$180,500	\$180,250	- 0.1%	\$196,892	\$210,869	+ 7.1%
Percent of List Price Received*	94.7%	95.8%	+ 1.2%	98.2%	98.5%	+ 0.3%
Inventory of Homes for Sale	7	11	+ 57.1%	—	—	—
Months Supply of Inventory	1.3	1.9	+ 46.2%	—	—	—

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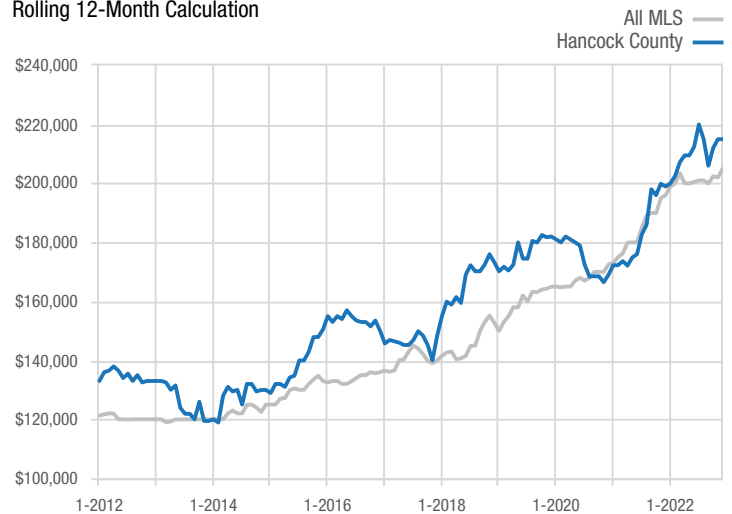
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

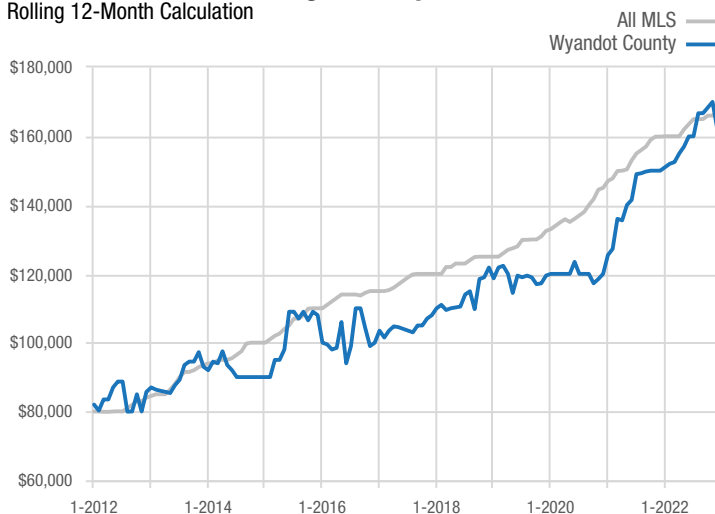
Single Family	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	5	2	- 60.0%	125	133	+ 6.4%
Pending Sales	12	13	+ 8.3%	108	111	+ 2.8%
Closed Sales	14	15	+ 7.1%	108	111	+ 2.8%
Days on Market Until Sale	79	95	+ 20.3%	84	83	- 1.2%
Median Sales Price*	\$177,750	\$134,000	- 24.6%	\$150,000	\$162,000	+ 8.0%
Average Sales Price*	\$179,371	\$145,613	- 18.8%	\$163,141	\$174,990	+ 7.3%
Percent of List Price Received*	95.0%	94.9%	- 0.1%	94.3%	95.1%	+ 0.8%
Inventory of Homes for Sale	27	27	0.0%	—	—	—
Months Supply of Inventory	3.0	2.9	- 3.3%	—	—	—

Condo-Villa	December			Year to Date		
	2021	2022	% Change	Thru 12-2021	Thru 12-2022	% Change
New Listings	0	0	—	2	7	+ 250.0%
Pending Sales	1	0	- 100.0%	2	5	+ 150.0%
Closed Sales	1	0	- 100.0%	2	5	+ 150.0%
Days on Market Until Sale	34	—	—	133	164	+ 23.3%
Median Sales Price*	\$209,105	—	—	\$209,553	\$223,173	+ 6.5%
Average Sales Price*	\$209,105	—	—	\$209,553	\$264,752	+ 26.3%
Percent of List Price Received*	100.0%	—	—	100.0%	97.6%	- 2.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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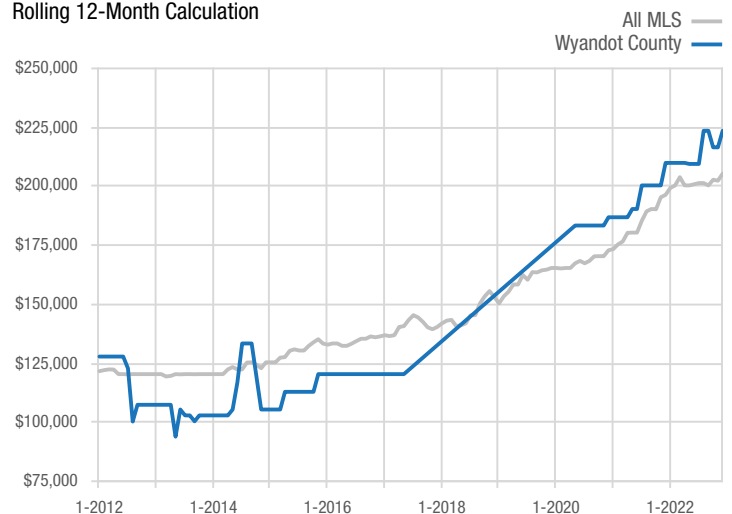
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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