

## Local Market Update – December 2023

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# Hancock and Wyandot Counties

U.S. existing-home sales rose from a 13-year low, climbing 0.8% from the previous month and breaking a five-month streak in which sales declined, according to the National Association of REALTORS® (NAR). Despite the increase, sales were down 7.3% compared to the same period last year, as affordability challenges continue to hinder prospective buyers. Most of this period's closed sales went under contract in October, when mortgage rates were at a two-decade high. With rates having dropped more than a full percentage point since then, existing-home sales may continue to pick up in the months ahead.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

Single Family Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	34	<b>41</b>	20.6%	1,083	<b>964</b>	-11.0%
Closed Sales	73	<b>59</b>	-19.2%	1,000	<b>818</b>	-18.2%
Days on Market	73	<b>76</b>	4.1%	66	<b>69</b>	4.5%
SP\$/SqFt	\$118.94	<b>\$125.81</b>	5.8%	\$129.38	<b>\$131.98</b>	2.0%
Median Sales Price*	\$188,000	<b>\$180,000</b>	-4.3%	\$205,000	<b>\$205,000</b>	0.0%
Average Sales Price*	\$198,634	<b>\$201,952</b>	1.7%	\$244,961	<b>\$239,645</b>	-2.2%
Percent of List Price Received*	96%	<b>99%</b>	3.1%	99%	<b>99%</b>	0.0%
Months Supply of Inventory	13	<b>16</b>	23.1%	---	---	---
Total Volume	\$14,410,300	<b>\$11,915,197</b>	-17.3%	\$244,960,887.00	<b>\$196,029,861</b>	-20.0%

Condo/Villa Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	6	<b>2</b>	-66.7%	83	<b>63</b>	-24.1%
Closed Sales	5	<b>2</b>	-60.0%	75	<b>66</b>	-12.0%
Days on Market	46	<b>35</b>	-23.9%	58	<b>59</b>	1.7%
SP\$/SqFt	\$115.00	<b>\$111.39</b>	-3.1%	\$137.63	<b>\$137.79</b>	0.1%
Median Sales Price*	\$189,000	<b>\$178,000</b>	-5.8%	\$215,000	<b>\$214,950</b>	0.0%
Average Sales Price*	\$182,000	<b>\$178,000</b>	-2.2%	\$214,170	<b>\$211,461</b>	-1.3%
Percent of List Price Received*	97%	<b>99%</b>	2.1%	98%	<b>98%</b>	0.0%
Months Supply of Inventory	8	<b>17</b>	112.5%	---	---	---
Total Volume (in 1000's)	\$910,000	<b>\$356,000</b>	-60.9%	\$16,062,748	<b>\$13,956,400</b>	0.0%

\*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

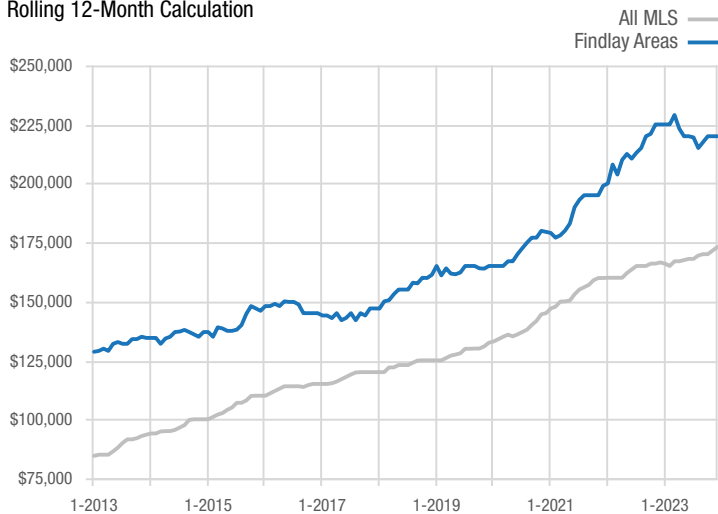
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	20	21	+ 5.0%	694	560	- 19.3%
Pending Sales	31	29	- 6.5%	649	483	- 25.6%
Closed Sales	33	30	- 9.1%	649	482	- 25.7%
Days on Market Until Sale	62	78	+ 25.8%	60	65	+ 8.3%
Median Sales Price*	\$199,000	<b>\$182,000</b>	- 8.5%	\$225,000	<b>\$220,000</b>	- 2.2%
Average Sales Price*	\$224,500	<b>\$218,495</b>	- 2.7%	\$265,644	<b>\$261,644</b>	- 1.5%
Percent of List Price Received*	97.0%	<b>97.1%</b>	+ 0.1%	98.9%	<b>98.6%</b>	- 0.3%
Inventory of Homes for Sale	77	77	0.0%	—	—	—
Months Supply of Inventory	1.4	1.9	+ 35.7%	—	—	—

Condo-Villa	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	4	2	- 50.0%	65	55	- 15.4%
Pending Sales	3	0	- 100.0%	61	57	- 6.6%
Closed Sales	3	1	- 66.7%	61	57	- 6.6%
Days on Market Until Sale	66	26	- 60.6%	52	60	+ 15.4%
Median Sales Price*	\$215,000	<b>\$236,000</b>	+ 9.8%	\$220,000	<b>\$215,000</b>	- 2.3%
Average Sales Price*	\$197,000	<b>\$236,000</b>	+ 19.8%	\$213,582	<b>\$215,379</b>	+ 0.8%
Percent of List Price Received*	94.4%	<b>102.7%</b>	+ 8.8%	98.4%	<b>98.1%</b>	- 0.3%
Inventory of Homes for Sale	9	4	- 55.6%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

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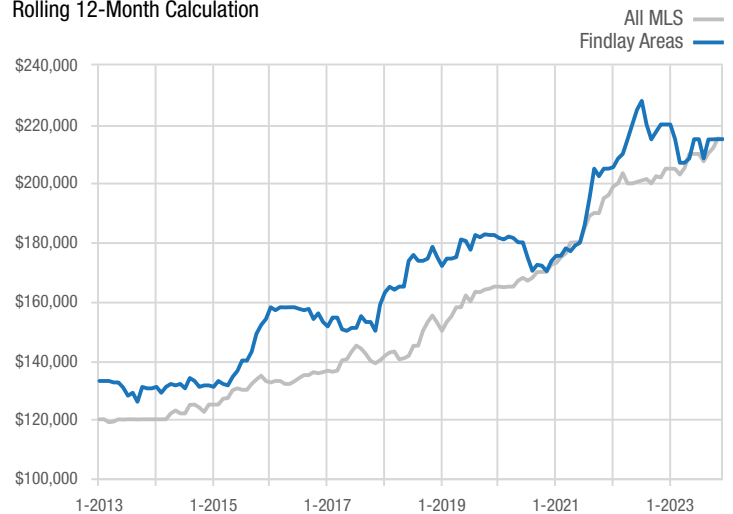
### Median Sales Price - Single Family

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

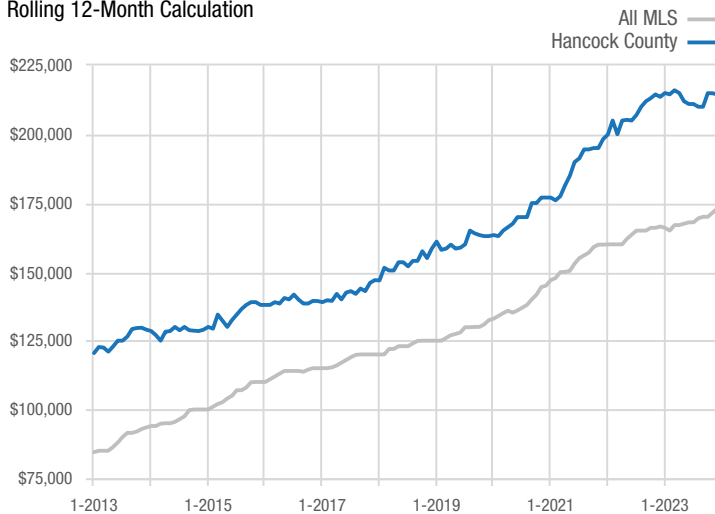
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	32	30	- 6.3%	950	802	- 15.6%
Pending Sales	51	47	- 7.8%	889	693	- 22.0%
Closed Sales	57	50	- 12.3%	889	693	- 22.0%
Days on Market Until Sale	66	75	+ 13.6%	61	66	+ 8.2%
Median Sales Price*	\$194,000	<b>\$177,000</b>	- 8.8%	\$213,600	<b>\$214,500</b>	+ 0.4%
Average Sales Price*	\$214,493	<b>\$203,814</b>	- 5.0%	\$253,670	<b>\$251,176</b>	- 1.0%
Percent of List Price Received*	96.7%	<b>97.9%</b>	+ 1.2%	98.9%	<b>98.9%</b>	0.0%
Inventory of Homes for Sale	117	116	- 0.9%	—	—	—
Months Supply of Inventory	1.6	2.0	+ 25.0%	—	—	—

Condo-Villa	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	6	2	- 66.7%	76	63	- 17.1%
Pending Sales	5	1	- 80.0%	70	66	- 5.7%
Closed Sales	5	2	- 60.0%	70	66	- 5.7%
Days on Market Until Sale	46	35	- 23.9%	50	59	+ 18.0%
Median Sales Price*	\$189,000	<b>\$178,000</b>	- 5.8%	\$215,000	<b>\$214,950</b>	- 0.0%
Average Sales Price*	\$182,000	<b>\$178,000</b>	- 2.2%	\$210,557	<b>\$211,461</b>	+ 0.4%
Percent of List Price Received*	96.7%	<b>99.3%</b>	+ 2.7%	98.5%	<b>97.9%</b>	- 0.6%
Inventory of Homes for Sale	11	4	- 63.6%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

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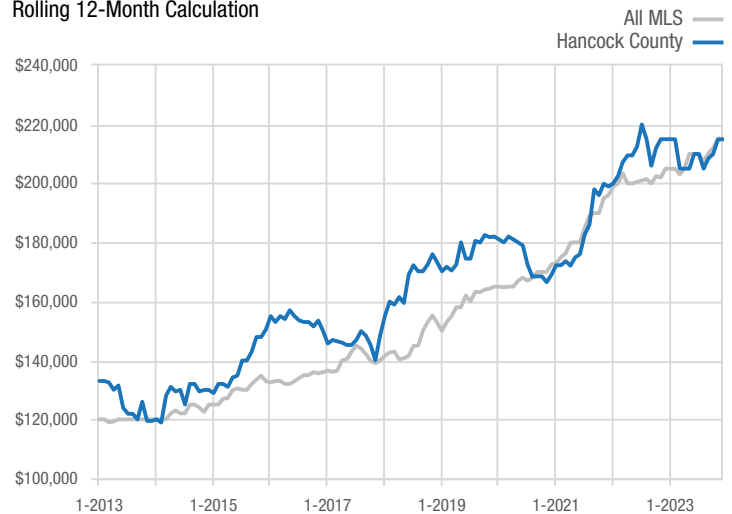
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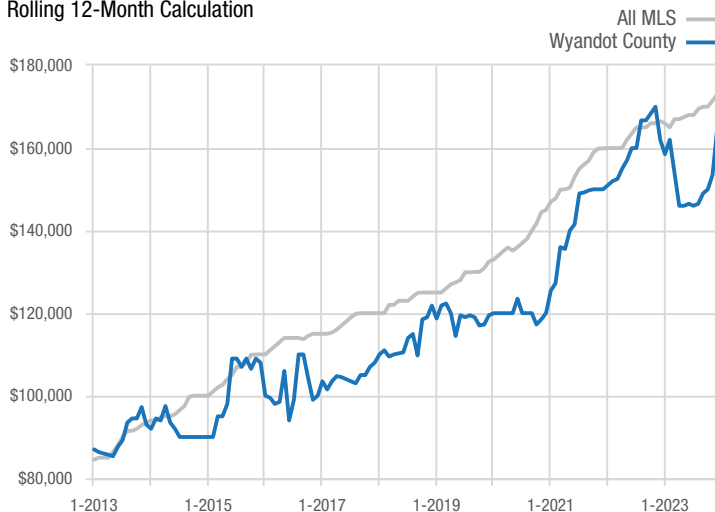
Single Family	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	2	9	+ 350.0%	133	160	+ 20.3%
Pending Sales	13	8	- 38.5%	111	127	+ 14.4%
Closed Sales	15	8	- 46.7%	111	124	+ 11.7%
Days on Market Until Sale	95	79	- 16.8%	83	86	+ 3.6%
Median Sales Price*	\$134,000	<b>\$187,500</b>	+ 39.9%	\$162,000	<b>\$165,000</b>	+ 1.9%
Average Sales Price*	\$145,613	<b>\$183,438</b>	+ 26.0%	\$174,990	<b>\$176,235</b>	+ 0.7%
Percent of List Price Received*	94.9%	<b>94.9%</b>	0.0%	95.1%	<b>95.7%</b>	+ 0.6%
Inventory of Homes for Sale	27	38	+ 40.7%	—	—	—
Months Supply of Inventory	2.9	3.6	+ 24.1%	—	—	—

Condo-Villa	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	0	0	—	5	0	- 100.0%
Closed Sales	0	0	—	5	0	- 100.0%
Days on Market Until Sale	—	—	—	164	—	—
Median Sales Price*	—	—	—	\$223,173	—	—
Average Sales Price*	—	—	—	\$264,752	—	—
Percent of List Price Received*	—	—	—	97.6%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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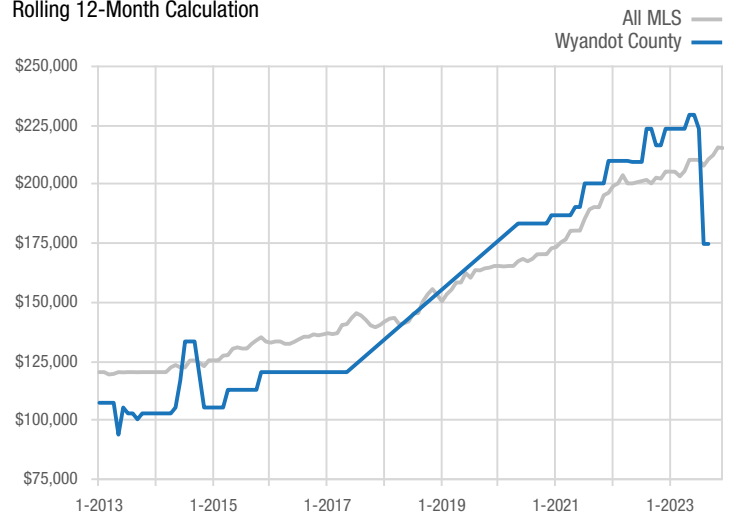
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