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Hancock & Wyandot Counties

Single-family home activity slowed sharply in September. The combination of fewer sales, longer market times, and rising inventory points to cooling demand. Prices are softening but remain relatively stable considering the supply increase.

The Condo/Villa segment saw mixed signals — fewer listings but slightly higher closed sales and higher \$/SqFt, though with a notable decline in prices. The market may be seeing smaller or lower-priced units moving but demand relative to supply improved modestly.

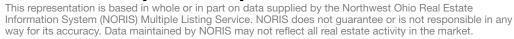
Despite the slower September, the 2025 single-family market remains stronger year-to-date. Prices and sales volume are up significantly from 2024, reflecting healthy demand earlier in the year. However, rising inventory and longer market times suggest momentum may be shifting toward more balance.

Year-to-date, the Condo/Villa market has been active with far more sales than last year, even as prices hold steady. Increased listings and longer marketing times suggest growing inventory but balanced conditions overall.

| Single Family | | September | | | ear to Date | |
|---------------------------------|--------------|--------------|-------------|---------------|---------------|-------------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 90 | 90 | 0.0% | 740 | 783 | 5.8% |
| Closed Sales | 72 | 56 | -22.2% | 595 | 624 | 4.9% |
| Days on Market | 54 | 69 | 27.8% | 69 | 78 | 13.0% |
| SP\$/SqFt | \$148.21 | \$141.28 | -4.7% | \$139.30 | \$147.54 | 5.9% |
| Median Sales Price* | \$220,000 | \$215,000 | -2.3% | \$215,000 | \$236,700 | 10.1% |
| Average Sales Price* | \$261,300 | \$244,827 | -6.3% | \$254,219 | \$273,530 | 7.6% |
| Percent of List Price Received* | 99% | 99% | 0.0% | 99% | 98% | -1.0% |
| Months Supply of Inventory | 14 | 19 | 35.7% | | | |
| Total Volume | \$18,813,600 | \$13,710,318 | -27.1% | \$151,260,598 | \$170,682,583 | 12.8% |

| Condo/Villa | September | | | ١ | ear to Date | |
|---------------------------------|-----------|-----------|-------------|-------------|--------------|-------------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 9 | 6 | -33.3% | 58 | 67 | 15.5% |
| Closed Sales | 3 | 4 | 33.3% | 36 | 51 | 41.7% |
| Days on Market | 45 | 49 | 8.9% | 54 | 79 | 46.3% |
| SP\$/SqFt | \$157.46 | \$176.03 | 11.8% | \$148.49 | \$152.18 | 2.5% |
| Median Sales Price* | \$285,000 | \$238,000 | -16.5% | \$237,500 | \$249,500 | 5.1% |
| Average Sales Price* | \$282,787 | \$234,225 | -17.2% | \$235,206 | \$244,839 | 4.1% |
| Percent of List Price Received* | 98% | 98% | 0.0% | 99% | 98% | -1.0% |
| Months Supply of Inventory | 17 | 14 | -17.6% | | | |
| Total Volume (in 1000's) | \$848,360 | \$936,900 | 10.4% | \$8,467,410 | \$12,486,803 | -1.0% |

*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.





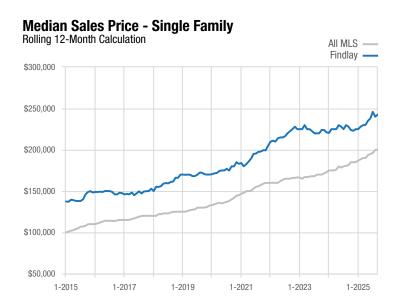
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Zip Code 45840

| Single Family | | September | | | Year to Date | |
|---------------------------------|-----------|-----------|----------|-------------|---------------------|----------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 67 | 61 | - 9.0% | 524 | 539 | + 2.9% |
| Pending Sales | 46 | 44 | - 4.3% | 409 | 450 | + 10.0% |
| Closed Sales | 46 | 36 | - 21.7% | 416 | 442 | + 6.3% |
| Days on Market Until Sale | 56 | 72 | + 28.6% | 64 | 74 | + 15.6% |
| Median Sales Price* | \$220,000 | \$215,000 | - 2.3% | \$230,000 | \$259,000 | + 12.6% |
| Average Sales Price* | \$271,286 | \$256,602 | - 5.4% | \$276,725 | \$290,220 | + 4.9% |
| Percent of List Price Received* | 98.6% | 97.9% | - 0.7% | 98.7% | 98.5% | - 0.2% |
| Inventory of Homes for Sale | 155 | 141 | - 9.0% | | _ | _ |
| Months Supply of Inventory | 3.5 | 2.9 | - 17.1% | | _ | _ |

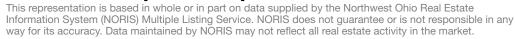
| Condo-Villa | | September | | | | |
|---------------------------------|-----------|-----------|----------|-------------|-------------|----------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 9 | 5 | - 44.4% | 54 | 60 | + 11.1% |
| Pending Sales | 4 | 3 | - 25.0% | 34 | 48 | + 41.2% |
| Closed Sales | 3 | 4 | + 33.3% | 34 | 48 | + 41.2% |
| Days on Market Until Sale | 45 | 49 | + 8.9% | 51 | 78 | + 52.9% |
| Median Sales Price* | \$285,000 | \$238,000 | - 16.5% | \$238,450 | \$249,900 | + 4.8% |
| Average Sales Price* | \$282,787 | \$234,225 | - 17.2% | \$237,133 | \$251,298 | + 6.0% |
| Percent of List Price Received* | 97.7% | 98.2% | + 0.5% | 98.5% | 98.2% | - 0.3% |
| Inventory of Homes for Sale | 19 | 18 | - 5.3% | _ | _ | _ |
| Months Supply of Inventory | 5.1 | 3.0 | - 41.2% | | _ | _ |

^{*} 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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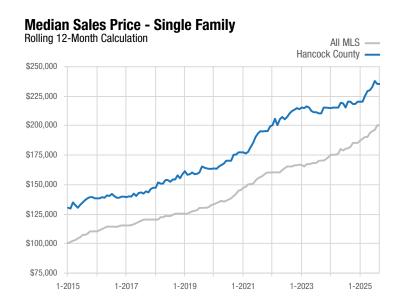


Hancock County

| Single Family | | September | | | Year to Date | |
|---------------------------------|-----------|-----------|----------|-------------|--------------|----------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 85 | 80 | - 5.9% | 649 | 680 | + 4.8% |
| Pending Sales | 63 | 54 | - 14.3% | 518 | 565 | + 9.1% |
| Closed Sales | 62 | 46 | - 25.8% | 524 | 557 | + 6.3% |
| Days on Market Until Sale | 53 | 70 | + 32.1% | 65 | 76 | + 16.9% |
| Median Sales Price* | \$222,500 | \$217,500 | - 2.2% | \$224,950 | \$245,500 | + 9.1% |
| Average Sales Price* | \$268,510 | \$252,882 | - 5.8% | \$266,443 | \$281,085 | + 5.5% |
| Percent of List Price Received* | 99.3% | 98.0% | - 1.3% | 99.1% | 98.2% | - 0.9% |
| Inventory of Homes for Sale | 186 | 188 | + 1.1% | | _ | _ |
| Months Supply of Inventory | 3.3 | 3.1 | - 6.1% | _ | | _ |

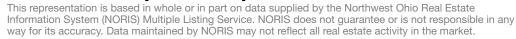
| Condo-Villa | | September | | | | |
|---------------------------------|-----------|-----------|----------|-------------|-------------|----------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 9 | 5 | - 44.4% | 56 | 65 | + 16.1% |
| Pending Sales | 4 | 4 | 0.0% | 36 | 52 | + 44.4% |
| Closed Sales | 3 | 4 | + 33.3% | 36 | 51 | + 41.7% |
| Days on Market Until Sale | 45 | 49 | + 8.9% | 51 | 79 | + 54.9% |
| Median Sales Price* | \$285,000 | \$238,000 | - 16.5% | \$228,500 | \$249,500 | + 9.2% |
| Average Sales Price* | \$282,787 | \$234,225 | - 17.2% | \$234,706 | \$244,839 | + 4.3% |
| Percent of List Price Received* | 97.7% | 98.2% | + 0.5% | 98.5% | 98.2% | - 0.3% |
| Inventory of Homes for Sale | 19 | 20 | + 5.3% | _ | _ | _ |
| Months Supply of Inventory | 5.2 | 3.1 | - 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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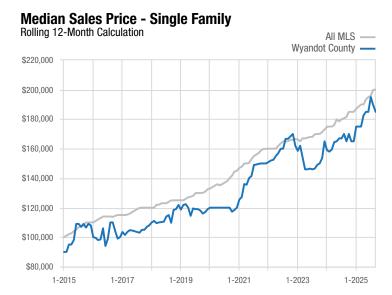


Wyandot County

| Single Family | | September | | | Year to Date | |
|---------------------------------|-----------|-----------|----------|-------------|--------------|----------|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change |
| New Listings | 5 | 7 | + 40.0% | 91 | 100 | + 9.9% |
| Pending Sales | 11 | 10 | - 9.1% | 84 | 69 | - 17.9% |
| Closed Sales | 10 | 10 | 0.0% | 84 | 67 | - 20.2% |
| Days on Market Until Sale | 61 | 67 | + 9.8% | 97 | 100 | + 3.1% |
| Median Sales Price* | \$198,450 | \$178,500 | - 10.1% | \$164,500 | \$189,500 | + 15.2% |
| Average Sales Price* | \$216,600 | \$197,306 | - 8.9% | \$172,202 | \$211,416 | + 22.8% |
| Percent of List Price Received* | 98.5% | 103.6% | + 5.2% | 95.1% | 96.3% | + 1.3% |
| Inventory of Homes for Sale | 28 | 34 | + 21.4% | | _ | _ |
| Months Supply of Inventory | 2.9 | 4.4 | + 51.7% | _ | _ | _ |

| Condo-Villa | | September | | | Year to Date | | | |
|---------------------------------|------|-----------|----------|-------------|--------------|----------|--|--|
| Key Metrics | 2024 | 2025 | % Change | Thru 9-2024 | Thru 9-2025 | % Change | | |
| New Listings | 0 | 1 | | 1 | 2 | + 100.0% | | |
| Pending Sales | 0 | 0 | _ | 1 | 0 | - 100.0% | | |
| Closed Sales | 0 | 0 | _ | 1 | 0 | - 100.0% | | |
| Days on Market Until Sale | _ | - | _ | 174 | _ | _ | | |
| Median Sales Price* | _ | | _ | \$243,000 | _ | _ | | |
| Average Sales Price* | _ | - | _ | \$243,000 | _ | _ | | |
| Percent of List Price Received* | | | _ | 99.2% | _ | _ | | |
| Inventory of Homes for Sale | 0 | 1 | _ | | _ | _ | | |
| Months Supply of Inventory | | _ | | | _ | _ | | |

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