

## Local Market Update – January 2022

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## Hancock and Wyandot Counties

The US housing market began the year in a state of rebalance, with many buyers and sellers remaining cautious while they wait to see where the market is headed. Nationally, pending sales rose 2.5% month-to-month, marking the first increase since May, while sales of existing homes fell 1.5% as of last measure, according to the National Association of Realtors® (NAR). Demand for housing persists, but higher mortgage interest rates have cut into housing affordability, with total home sales down 17.8% last year compared to 2021.

As sales slow, time on market is increasing, with the average home spending 26 days on market as of last measure, according to NAR. Seller concessions have made a comeback, giving buyers more time and negotiating power when shopping for a home. Although home prices remain high, mortgage rates declined steadily throughout January, falling to their lowest level since September, sparking a recent surge in mortgage demand. Lower rates should aid in affordability and may soon lead to an uptick in market activity ahead of the spring selling season.

Single Family Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1 2022	Thru 1 2023	% Change
New Listings	77	<b>63</b>	-18.2%	77	<b>63</b>	-18.2%
Closed Sales	68	<b>36</b>	-47.1%	68	<b>36</b>	-47.1%
Days on Market	78	<b>95</b>	21.8%	78	<b>95</b>	21.8%
SP\$/SqFt	\$124.84	<b>\$128.93</b>	3.3%	\$124.84	<b>\$128.93</b>	3.3%
Median Sales Price*	\$184,150	<b>\$208,500</b>	13.2%	\$184,150	<b>\$208,500</b>	13.2%
Average Sales Price*	\$234,003	<b>\$243,114</b>	3.9%	\$234,003	<b>\$243,114</b>	3.9%
Percent of List Price Received*	97%	<b>98%</b>	1.0%	97%	<b>98%</b>	1.0%
Months Supply of Inventory	15	<b>27</b>	80.0%	---	---	---
Total Volume	\$15,912,400	<b>\$8,752,100</b>	-45.0%	\$15,912,400	<b>\$8,752,100</b>	-45.0%

Condo/Villa Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1 2022	Thru 1 2023	% Change
New Listings	1	<b>3</b>	500.0%	1	<b>3</b>	200.0%
Closed Sales	4	<b>1</b>	-75.0%	4	<b>1</b>	-75.0%
Days on Market	75	<b>59</b>	-21.3%	75	<b>59</b>	-21.3%
SP\$/SqFt	\$131.96	<b>\$149.64</b>	13.4%	\$131.96	<b>\$149.64</b>	13.4%
Median Sales Price*	\$214,000	<b>\$252,000</b>	17.8%	\$214,000	<b>\$252,000</b>	17.8%
Average Sales Price*	\$205,725	<b>\$252,000</b>	22.5%	\$205,725	<b>\$252,000</b>	22.5%
Percent of List Price Received*	97%	<b>99%</b>	2.1%	97%	<b>99%</b>	2.1%
Months Supply of Inventory	9	<b>42</b>	366.7%	---	---	---
Total Volume (in 1000's)	\$822,900	<b>\$252,000</b>	-69.4%	\$822,900	<b>\$252,000</b>	-69.4%

\*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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## Findlay Areas

MLS Areas: 116 NW Findlay, 117 NE Findlay, 118 SE Findlay, 119 SW Findlay

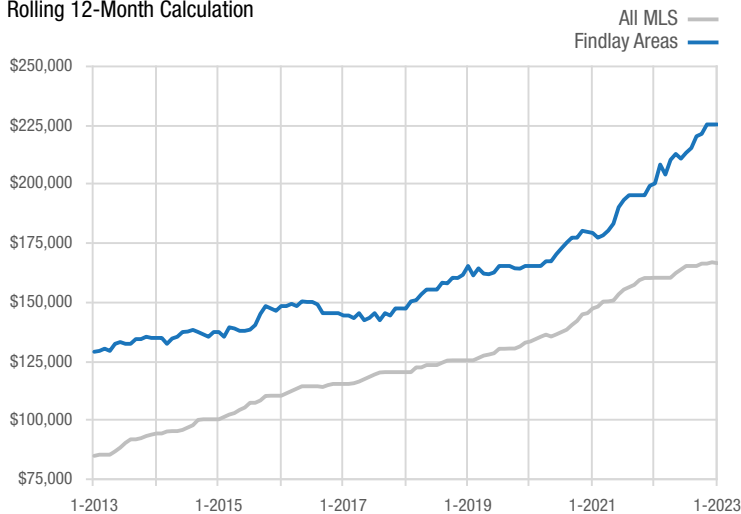
Single Family Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	54	<b>42</b>	- 22.2%	54	<b>42</b>	- 22.2%
Pending Sales	48	<b>21</b>	- 56.3%	48	<b>21</b>	- 56.3%
Closed Sales	44	<b>20</b>	- 54.5%	44	<b>20</b>	- 54.5%
Days on Market Until Sale	79	<b>84</b>	+ 6.3%	79	<b>84</b>	+ 6.3%
Median Sales Price*	\$212,450	<b>\$207,750</b>	- 2.2%	\$212,450	<b>\$207,750</b>	- 2.2%
Average Sales Price*	\$249,065	<b>\$258,530</b>	+ 3.8%	\$249,065	<b>\$258,530</b>	+ 3.8%
Percent of List Price Received*	98.0%	<b>98.5%</b>	+ 0.5%	98.0%	<b>98.5%</b>	+ 0.5%
Inventory of Homes for Sale	102	<b>86</b>	- 15.7%	—	—	—
Months Supply of Inventory	1.4	<b>1.7</b>	+ 21.4%	—	—	—

Condo-Villa Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	1	<b>3</b>	+ 200.0%	1	<b>3</b>	+ 200.0%
Pending Sales	4	<b>1</b>	- 75.0%	4	<b>1</b>	- 75.0%
Closed Sales	4	<b>1</b>	- 75.0%	4	<b>1</b>	- 75.0%
Days on Market Until Sale	75	<b>59</b>	- 21.3%	75	<b>59</b>	- 21.3%
Median Sales Price*	\$214,000	<b>\$252,000</b>	+ 17.8%	\$214,000	<b>\$252,000</b>	+ 17.8%
Average Sales Price*	\$205,725	<b>\$252,000</b>	+ 22.5%	\$205,725	<b>\$252,000</b>	+ 22.5%
Percent of List Price Received*	97.1%	<b>98.9%</b>	+ 1.9%	97.1%	<b>98.9%</b>	+ 1.9%
Inventory of Homes for Sale	4	<b>10</b>	+ 150.0%	—	—	—
Months Supply of Inventory	0.8	<b>2.1</b>	+ 162.5%	—	—	—

\* 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.

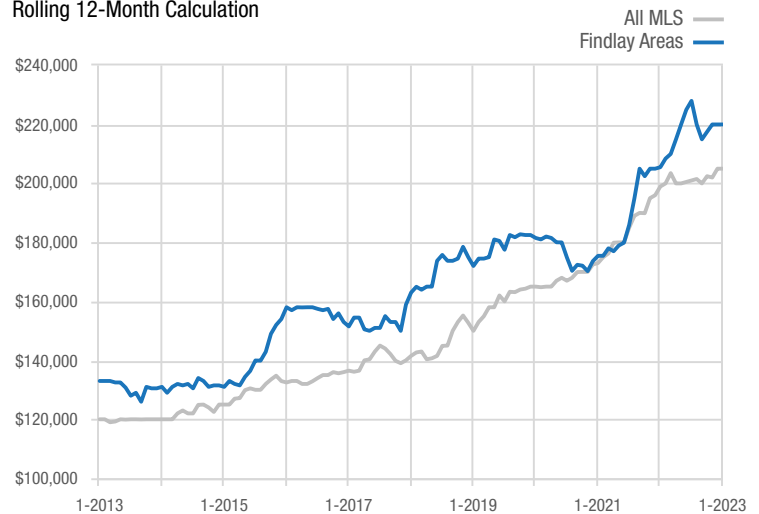
### Median Sales Price - Single Family

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

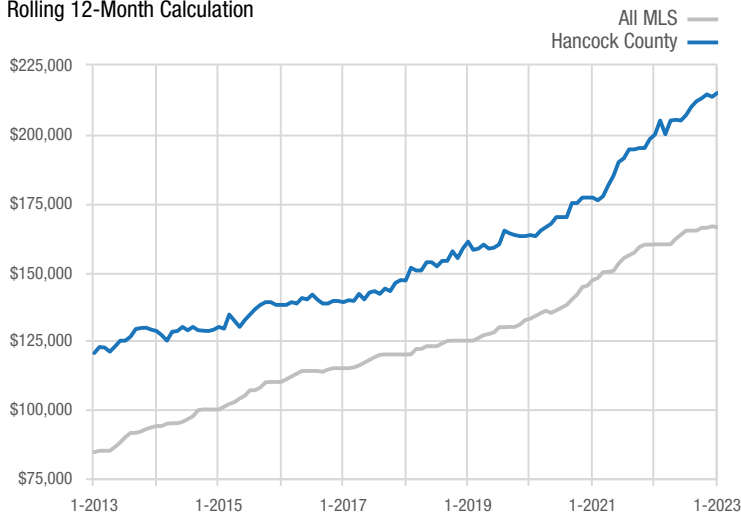
Single Family	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	66	<b>54</b>	- 18.2%	66	<b>54</b>	- 18.2%
Pending Sales	66	<b>29</b>	- 56.1%	66	<b>29</b>	- 56.1%
Closed Sales	61	<b>28</b>	- 54.1%	61	<b>28</b>	- 54.1%
Days on Market Until Sale	78	<b>83</b>	+ 6.4%	78	<b>83</b>	+ 6.4%
Median Sales Price*	\$189,400	<b>\$219,250</b>	+ 15.8%	\$189,400	<b>\$219,250</b>	+ 15.8%
Average Sales Price*	\$238,594	<b>\$261,254</b>	+ 9.5%	\$238,594	<b>\$261,254</b>	+ 9.5%
Percent of List Price Received*	97.8%	<b>98.7%</b>	+ 0.9%	97.8%	<b>98.7%</b>	+ 0.9%
Inventory of Homes for Sale	148	<b>129</b>	- 12.8%	—	—	—
Months Supply of Inventory	1.6	<b>1.8</b>	+ 12.5%	—	—	—

Condo-Villa	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	1	<b>3</b>	+ 200.0%	1	<b>3</b>	+ 200.0%
Pending Sales	4	<b>1</b>	- 75.0%	4	<b>1</b>	- 75.0%
Closed Sales	4	<b>1</b>	- 75.0%	4	<b>1</b>	- 75.0%
Days on Market Until Sale	75	<b>59</b>	- 21.3%	75	<b>59</b>	- 21.3%
Median Sales Price*	\$214,000	<b>\$252,000</b>	+ 17.8%	\$214,000	<b>\$252,000</b>	+ 17.8%
Average Sales Price*	\$205,725	<b>\$252,000</b>	+ 22.5%	\$205,725	<b>\$252,000</b>	+ 22.5%
Percent of List Price Received*	97.1%	<b>98.9%</b>	+ 1.9%	97.1%	<b>98.9%</b>	+ 1.9%
Inventory of Homes for Sale	4	<b>12</b>	+ 200.0%	—	—	—
Months Supply of Inventory	0.8	<b>2.1</b>	+ 162.5%	—	—	—

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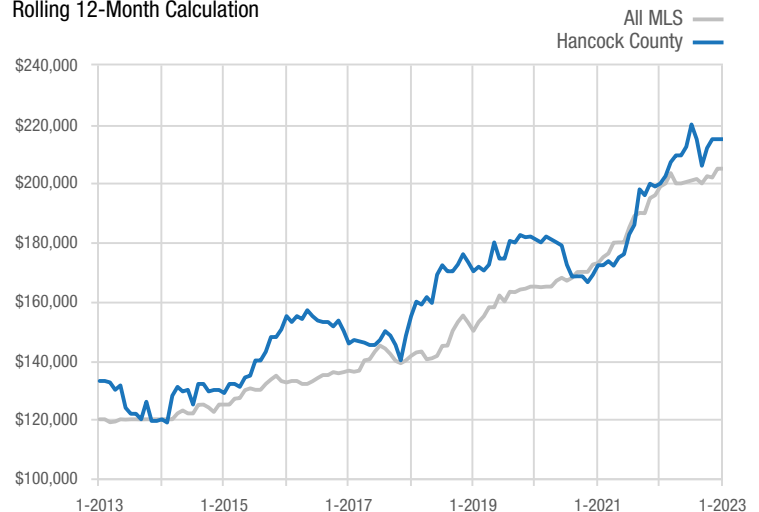
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## Wyandot County

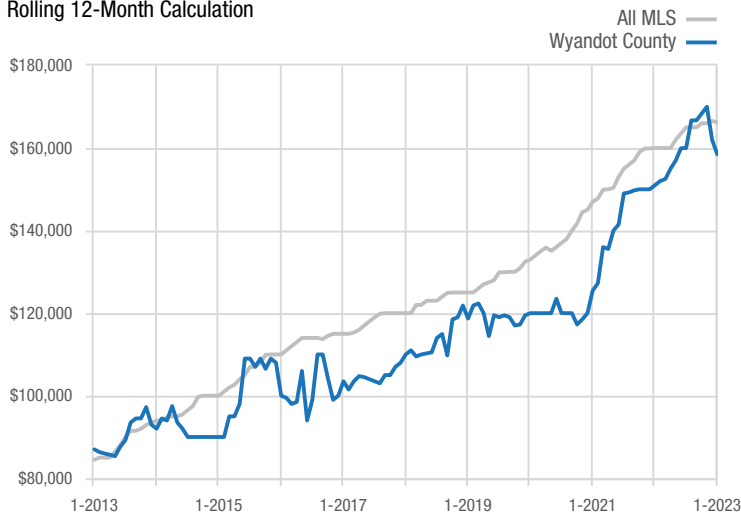
Single Family Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	11	9	- 18.2%	11	9	- 18.2%
Pending Sales	9	8	- 11.1%	9	8	- 11.1%
Closed Sales	7	8	+ 14.3%	7	8	+ 14.3%
Days on Market Until Sale	82	139	+ 69.5%	82	139	+ 69.5%
Median Sales Price*	\$170,000	<b>\$164,500</b>	- 3.2%	\$170,000	<b>\$164,500</b>	- 3.2%
Average Sales Price*	\$179,357	<b>\$179,625</b>	+ 0.1%	\$179,357	<b>\$179,625</b>	+ 0.1%
Percent of List Price Received*	94.7%	<b>97.1%</b>	+ 2.5%	94.7%	<b>97.1%</b>	+ 2.5%
Inventory of Homes for Sale	29	28	- 3.4%	—	—	—
Months Supply of Inventory	3.2	3.1	- 3.1%	—	—	—

Condo-Villa Key Metrics	January			Year to Date		
	2022	2023	% Change	Thru 1-2022	Thru 1-2023	% Change
New Listings	0	0	—	0	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	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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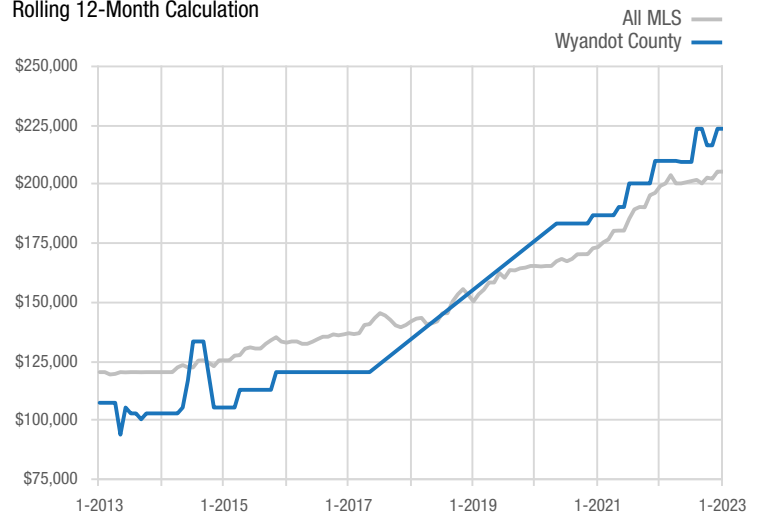
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