

Local Market Update – July 2023

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Hancock and Wyandot Counties

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	118	9	-92.4%	711	592	-16.7%
Closed Sales	107	83	-22.4%	608	481	-20.9%
Days on Market	53	57	7.5%	68	70	2.9%
SP\$/SqFt	\$132.89	\$131.14	-1.3%	\$130.44	\$131.50	0.8%
Median Sales Price*	\$228,000	\$215,000	-5.7%	\$208,500	\$205,000	-1.7%
Average Sales Price*	\$259,642	\$237,049	-8.7%	\$248,050	\$237,660	-4.2%
Percent of List Price Received*	99%	99%	0.0%	99%	99%	0.0%
Months Supply of Inventory	10	12	20.0%	---	---	---
Total Volume	\$27,781,680	\$19,894,055	-28.4%	\$150,814,538	\$114,533,291	-24.1%

Condo/Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	11	1	-90.9%	53	46	-13.2%
Closed Sales	7	9	28.6%	35	44	25.7%
Days on Market	46	60	30.4%	56	64	14.3%
SP\$/SqFt	\$156.60	\$147.09	-6.1%	\$142.51	\$137.53	-3.5%
Median Sales Price*	\$228,000	\$235,000	3.1%	\$228,000	\$212,500	-6.8%
Average Sales Price*	\$233,257	\$234,122	0.4%	\$218,307	\$209,543	-4.0%
Percent of List Price Received*	99%	98%	-1.0%	100%	97%	-3.0%
Months Supply of Inventory	8	5	-37.5%	---	---	---
Total Volume (in 1000's)	\$1,632,800	\$1,902,100	16.5%	\$7,640,736	\$9,219,900	20.7%

*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

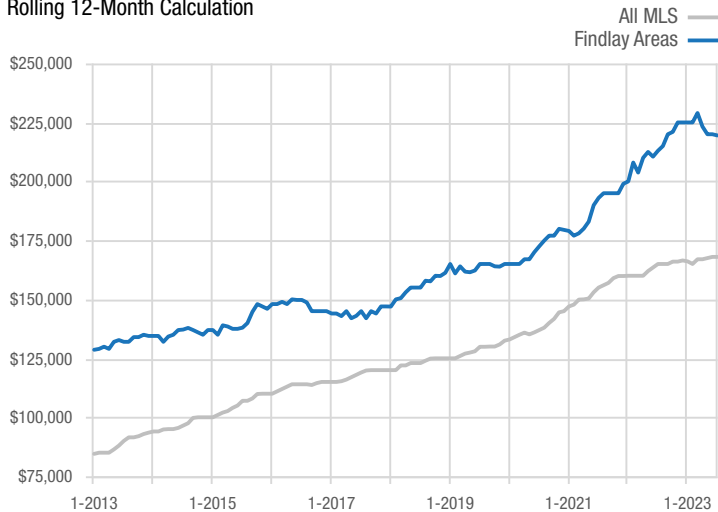
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	74	59	- 20.3%	477	360	- 24.5%
Pending Sales	69	56	- 18.8%	403	295	- 26.8%
Closed Sales	69	57	- 17.4%	401	294	- 26.7%
Days on Market Until Sale	47	61	+ 29.8%	59	66	+ 11.9%
Median Sales Price*	\$240,000	\$230,000	- 4.2%	\$229,400	\$217,500	- 5.2%
Average Sales Price*	\$280,938	\$258,269	- 8.1%	\$265,628	\$256,095	- 3.6%
Percent of List Price Received*	99.6%	99.5%	- 0.1%	99.7%	98.8%	- 0.9%
Inventory of Homes for Sale	142	112	- 21.1%	—	—	—
Months Supply of Inventory	2.2	2.5	+ 13.6%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	10	1	- 90.0%	42	41	- 2.4%
Pending Sales	6	8	+ 33.3%	30	41	+ 36.7%
Closed Sales	6	7	+ 16.7%	30	39	+ 30.0%
Days on Market Until Sale	47	62	+ 31.9%	51	64	+ 25.5%
Median Sales Price*	\$226,450	\$239,900	+ 5.9%	\$228,000	\$218,000	- 4.4%
Average Sales Price*	\$232,967	\$245,300	+ 5.3%	\$222,517	\$212,821	- 4.4%
Percent of List Price Received*	99.1%	99.1%	0.0%	99.9%	97.7%	- 2.2%
Inventory of Homes for Sale	19	6	- 68.4%	—	—	—
Months Supply of Inventory	3.7	1.0	- 73.0%	—	—	—

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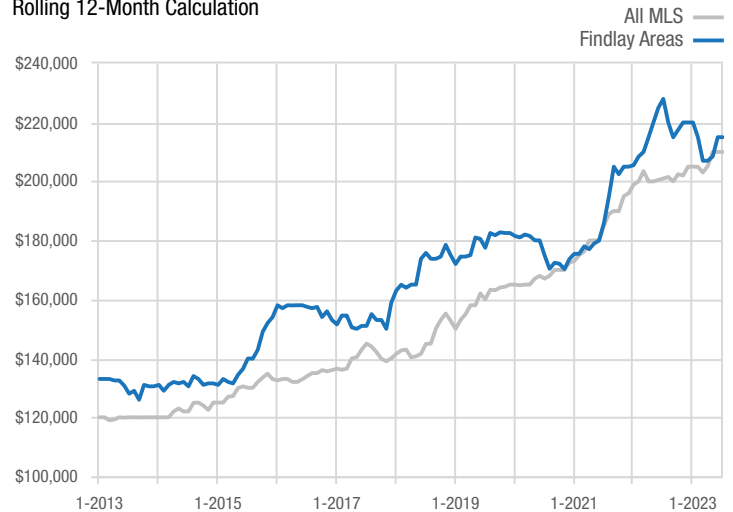
Median Sales Price - Single Family

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

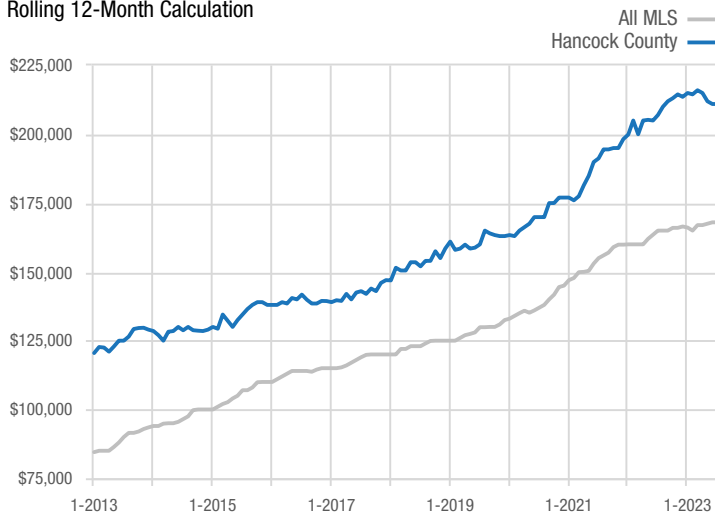
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	103	83	- 19.4%	632	503	- 20.4%
Pending Sales	95	72	- 24.2%	550	409	- 25.6%
Closed Sales	95	73	- 23.2%	547	407	- 25.6%
Days on Market Until Sale	49	56	+ 14.3%	62	66	+ 6.5%
Median Sales Price*	\$230,000	\$224,000	- 2.6%	\$217,000	\$214,950	- 0.9%
Average Sales Price*	\$271,557	\$247,562	- 8.8%	\$256,072	\$251,124	- 1.9%
Percent of List Price Received*	99.5%	99.5%	0.0%	99.7%	99.1%	- 0.6%
Inventory of Homes for Sale	189	168	- 11.1%	—	—	—
Months Supply of Inventory	2.2	2.7	+ 22.7%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	11	1	- 90.9%	46	46	0.0%
Pending Sales	6	9	+ 50.0%	33	46	+ 39.4%
Closed Sales	6	8	+ 33.3%	33	44	+ 33.3%
Days on Market Until Sale	47	63	+ 34.0%	52	64	+ 23.1%
Median Sales Price*	\$226,450	\$237,450	+ 4.9%	\$228,000	\$212,500	- 6.8%
Average Sales Price*	\$232,967	\$237,763	+ 2.1%	\$218,621	\$209,543	- 4.2%
Percent of List Price Received*	99.1%	98.4%	- 0.7%	99.8%	97.4%	- 2.4%
Inventory of Homes for Sale	20	7	- 65.0%	—	—	—
Months Supply of Inventory	3.5	1.0	- 71.4%	—	—	—

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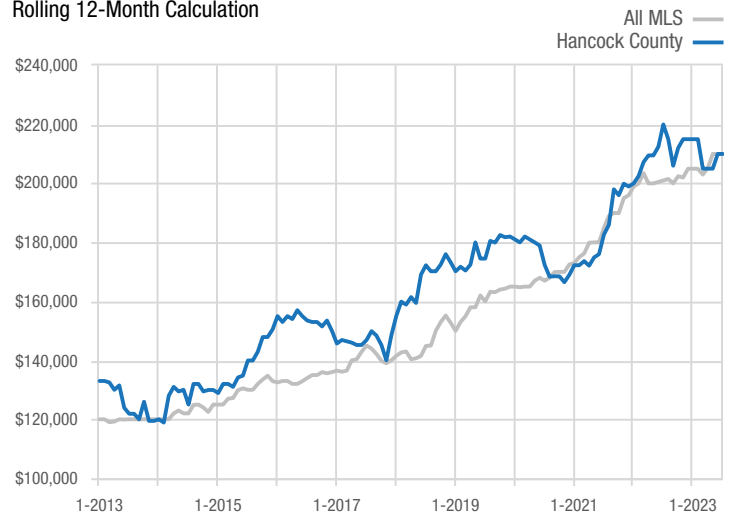
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

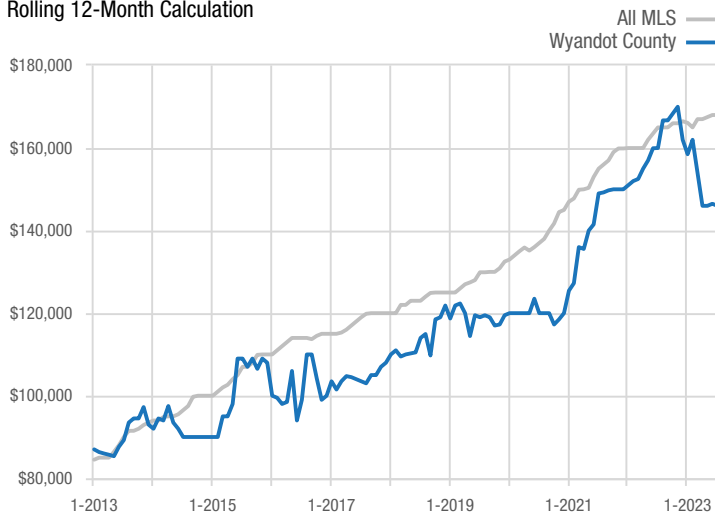
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	15	13	- 13.3%	79	88	+ 11.4%
Pending Sales	15	13	- 13.3%	65	78	+ 20.0%
Closed Sales	12	11	- 8.3%	61	75	+ 23.0%
Days on Market Until Sale	81	66	- 18.5%	90	90	0.0%
Median Sales Price*	\$175,000	\$139,500	- 20.3%	\$175,000	\$146,500	- 16.3%
Average Sales Price*	\$178,491	\$165,636	- 7.2%	\$180,128	\$166,203	- 7.7%
Percent of List Price Received*	97.9%	99.4%	+ 1.5%	96.0%	96.1%	+ 0.1%
Inventory of Homes for Sale	33	31	- 6.1%	—	—	—
Months Supply of Inventory	3.4	3.0	- 11.8%	—	—	—

Condo-Villa	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	1	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Days on Market Until Sale	43	—	—	121	—	—
Median Sales Price*	\$235,000	—	—	\$213,118	—	—
Average Sales Price*	\$235,000	—	—	\$213,118	—	—
Percent of List Price Received*	97.9%	—	—	104.6%	—	—
Inventory of Homes for Sale	5	0	- 100.0%	—	—	—
Months Supply of Inventory	5.0	—	—	—	—	—

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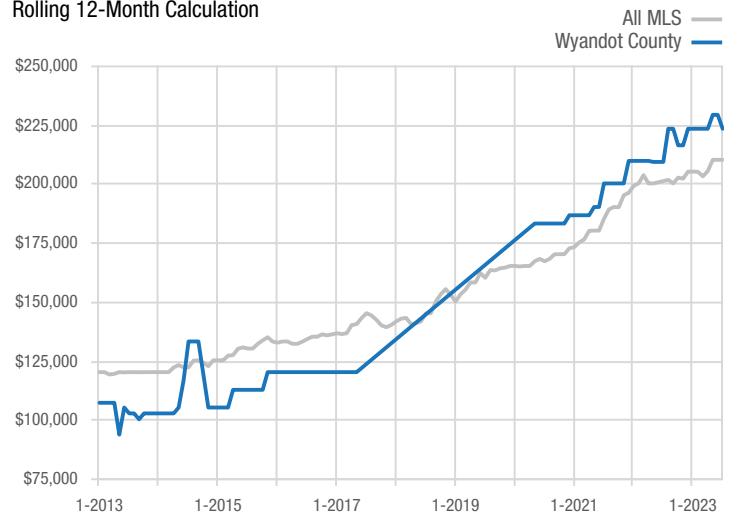
Median Sales Price - Single Family

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