

Local Market Update – June 2023

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Hancock and Wyandot Counties

Temperatures are heating up, yet the U.S. housing market remains cooler than usual for this time of year due to a combination of low inventory and higher borrowing costs, which have restricted market activity going into the summer homebuying season. According to the latest data from the National Association of REALTORS® (NAR), national existing-home sales climbed 0.2% from the previous month but were down 20.4% compared to the same time last year, as fluctuating mortgage rates and a near all-time low level of inventory continue to influence home sales.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-month's supply at the current sales pace. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

Single Family Key Metrics	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	133	108	-18.8%	593	494	-16.7%
Closed Sales	93	80	-14.0%	501	398	-20.6%
Days on Market	55	63	14.5%	71	73	2.8%
SP\$/SqFt	\$136.78	\$143.51	4.9%	\$129.92	\$131.58	1.3%
Median Sales Price*	\$240,000	\$237,950	-0.9%	\$205,000	\$201,500	-1.7%
Average Sales Price*	\$269,612	\$291,378	8.1%	\$245,575	\$237,787	-3.2%
Percent of List Price Received*	100%	99%	-1.0%	99%	98%	-1.0%
Months Supply of Inventory	11	13	18.2%	---	---	---
Total Volume	\$25,073,950	\$23,310,200	-7.0%	\$123,032,858	\$94,639,236	-23.1%

Condo/Villa Key Metrics	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	10	7	-30.0%	42	45	7.1%
Closed Sales	6	8	33.3%	28	35	25.0%
Days on Market	40	51	27.5%	58	65	12.1%
SP\$/SqFt	\$125.97	\$138.59	10.0%	\$138.99	\$135.08	-2.8%
Median Sales Price*	\$194,950	\$229,000	17.5%	\$216,500	\$207,000	-4.4%
Average Sales Price*	\$181,900	\$230,200	26.6%	\$214,569	\$203,223	-5.3%
Percent of List Price Received*	99%	98%	-1.0%	100%	97%	-3.0%
Months Supply of Inventory	9	6	-33.3%	---	---	---
Total Volume (in 1000's)	\$1,091,400	\$1,816,400	66.4%	\$6,007,936	\$7,317,800	21.8%

*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

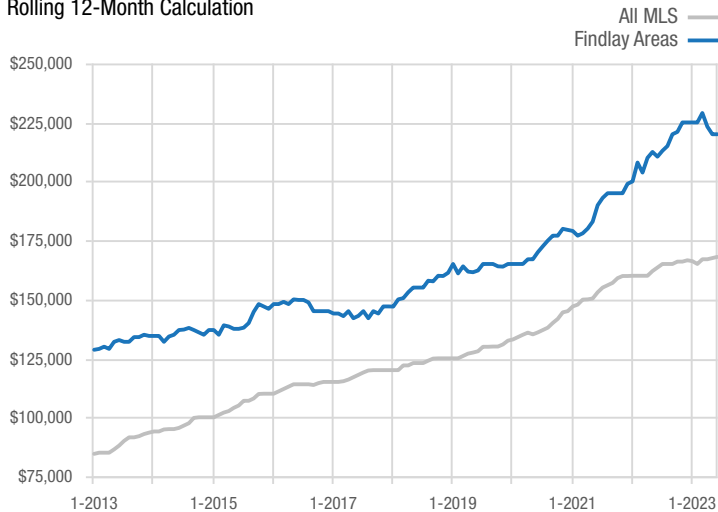
Single Family	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	86	66	- 23.3%	403	300	- 25.6%
Pending Sales	58	50	- 13.8%	334	241	- 27.8%
Closed Sales	66	50	- 24.2%	332	237	- 28.6%
Days on Market Until Sale	48	60	+ 25.0%	62	67	+ 8.1%
Median Sales Price*	\$248,450	\$250,625	+ 0.9%	\$225,000	\$215,000	- 4.4%
Average Sales Price*	\$284,304	\$308,248	+ 8.4%	\$262,447	\$255,570	- 2.6%
Percent of List Price Received*	100.6%	98.7%	- 1.9%	99.7%	98.6%	- 1.1%
Inventory of Homes for Sale	146	110	- 24.7%	—	—	—
Months Supply of Inventory	2.2	2.4	+ 9.1%	—	—	—

Condo-Villa	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	9	6	- 33.3%	32	40	+ 25.0%
Pending Sales	5	7	+ 40.0%	24	33	+ 37.5%
Closed Sales	5	7	+ 40.0%	24	31	+ 29.2%
Days on Market Until Sale	35	51	+ 45.7%	52	66	+ 26.9%
Median Sales Price*	\$195,000	\$229,000	+ 17.4%	\$231,500	\$210,000	- 9.3%
Average Sales Price*	\$196,280	\$230,200	+ 17.3%	\$219,904	\$205,739	- 6.4%
Percent of List Price Received*	101.2%	98.3%	- 2.9%	100.1%	97.4%	- 2.7%
Inventory of Homes for Sale	15	13	- 13.3%	—	—	—
Months Supply of Inventory	3.1	2.2	- 29.0%	—	—	—

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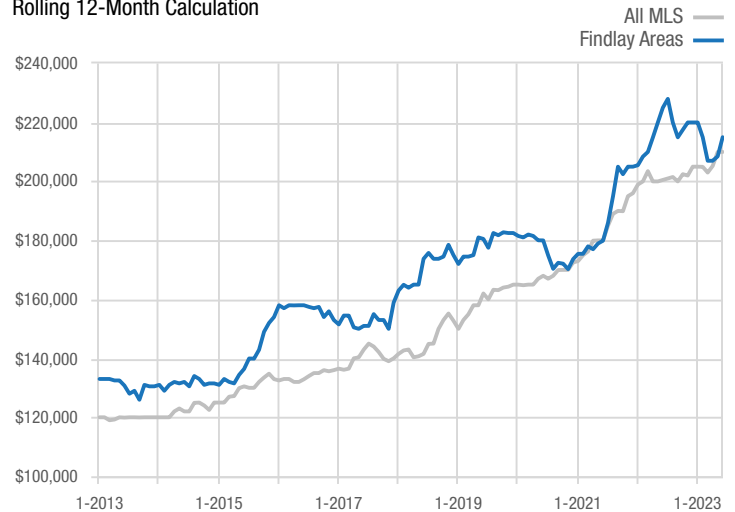
Median Sales Price - Single Family

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

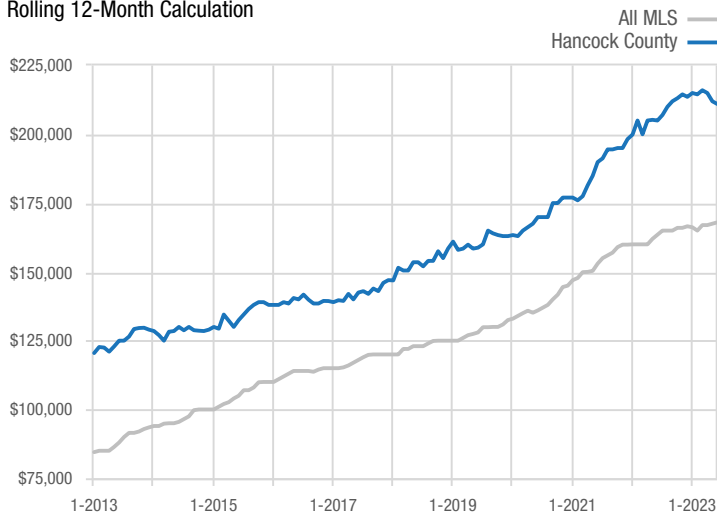
Single Family Key Metrics	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	113	91	- 19.5%	529	416	- 21.4%
Pending Sales	78	71	- 9.0%	455	339	- 25.5%
Closed Sales	84	69	- 17.9%	452	334	- 26.1%
Days on Market Until Sale	52	59	+ 13.5%	65	69	+ 6.2%
Median Sales Price*	\$247,950	\$250,000	+ 0.8%	\$215,000	\$211,000	- 1.9%
Average Sales Price*	\$276,114	\$307,876	+ 11.5%	\$252,811	\$251,905	- 0.4%
Percent of List Price Received*	100.7%	98.8%	- 1.9%	99.8%	99.0%	- 0.8%
Inventory of Homes for Sale	193	158	- 18.1%	—	—	—
Months Supply of Inventory	2.2	2.5	+ 13.6%	—	—	—

Condo-Villa Key Metrics	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	9	7	- 22.2%	35	45	+ 28.6%
Pending Sales	6	7	+ 16.7%	27	37	+ 37.0%
Closed Sales	6	7	+ 16.7%	27	35	+ 29.6%
Days on Market Until Sale	40	51	+ 27.5%	53	65	+ 22.6%
Median Sales Price*	\$194,950	\$229,000	+ 17.5%	\$228,000	\$207,000	- 9.2%
Average Sales Price*	\$181,900	\$230,200	+ 26.6%	\$215,433	\$203,223	- 5.7%
Percent of List Price Received*	99.0%	98.3%	- 0.7%	100.0%	97.2%	- 2.8%
Inventory of Homes for Sale	15	15	0.0%	—	—	—
Months Supply of Inventory	2.8	2.3	- 17.9%	—	—	—

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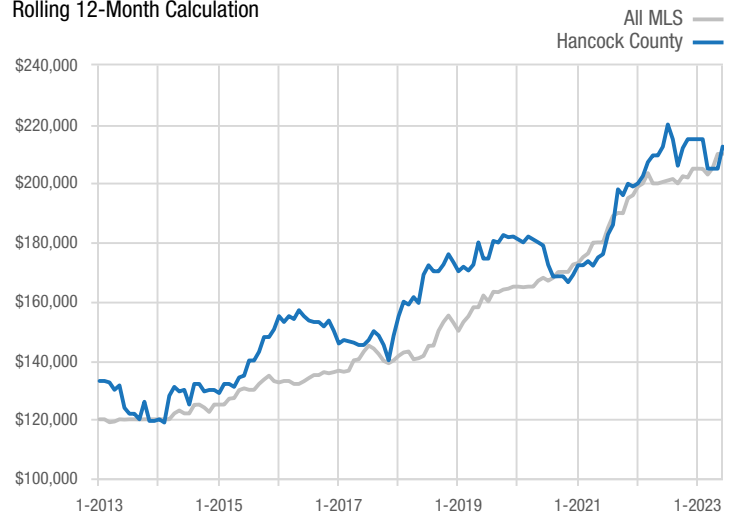
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

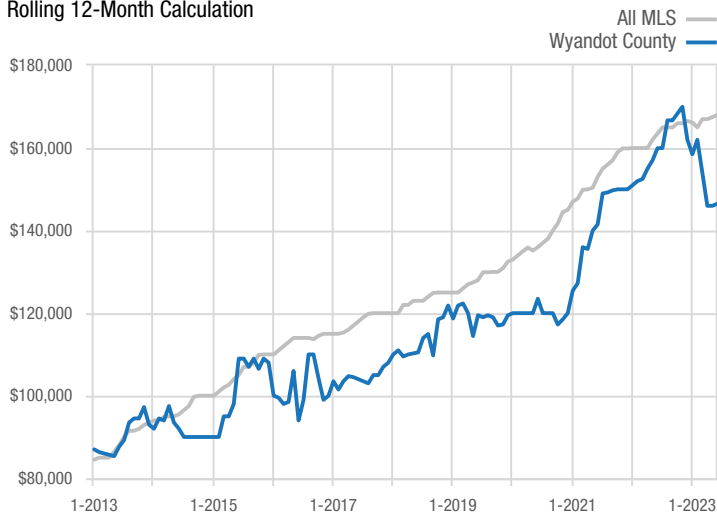
Single Family	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	20	14	- 30.0%	64	75	+ 17.2%
Pending Sales	9	12	+ 33.3%	50	65	+ 30.0%
Closed Sales	9	11	+ 22.2%	49	64	+ 30.6%
Days on Market Until Sale	80	88	+ 10.0%	92	94	+ 2.2%
Median Sales Price*	\$233,750	\$195,000	- 16.6%	\$172,500	\$147,000	- 14.8%
Average Sales Price*	\$233,813	\$187,886	- 19.6%	\$180,503	\$166,302	- 7.9%
Percent of List Price Received*	96.2%	96.9%	+ 0.7%	95.6%	95.6%	0.0%
Inventory of Homes for Sale	34	32	- 5.9%	—	—	—
Months Supply of Inventory	3.8	3.0	- 21.1%	—	—	—

Condo-Villa	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	1	0	- 100.0%	7	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	199	—	—
Median Sales Price*	—	—	—	\$191,236	—	—
Average Sales Price*	—	—	—	\$191,236	—	—
Percent of List Price Received*	—	—	—	111.2%	—	—
Inventory of Homes for Sale	6	0	- 100.0%	—	—	—
Months Supply of Inventory	6.0	—	—	—	—	—

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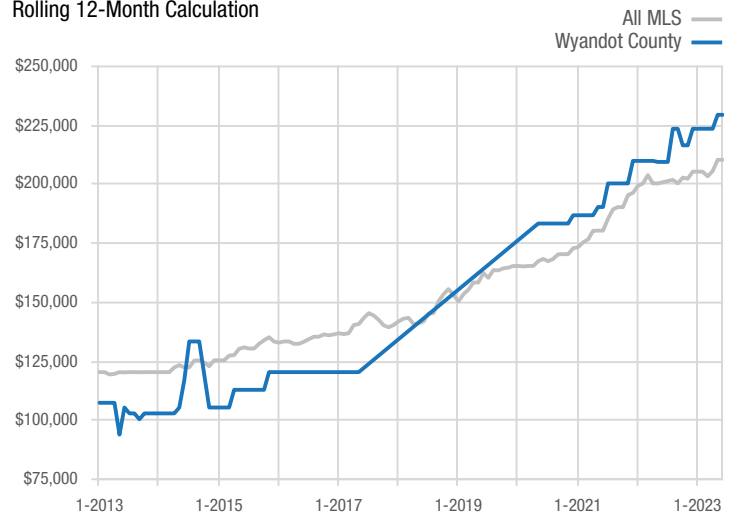
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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