

Local Market Update – March 2023

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Hancock and Wyandot Counties

Nationally, existing home sales jumped 14.5% month-over-month as of last measure, the first monthly gain in 12 months, and representing the largest monthly increase since July 2020, according to the National Association of REALTORS® (NAR). The sudden uptick in sales activity stems from contracts signed toward the beginning of the year, when mortgage rates dipped to the low 6% range, causing a surge in homebuyer activity. Pending sales have continued to improve heading into spring, increasing for the third consecutive month, according to NAR.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.

Single Family Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3 2022	Thru 3 2023	% Change
New Listings	86	86	0.0%	237	208	-12.2%
Closed Sales	80	66	-17.5%	235	160	-31.9%
Days on Market	73	75	2.7%	75	77	2.7%
SP\$/SqFt	\$11,974.00	\$131.04	-98.9%	\$123.64	\$126.51	2.3%
Median Sales Price*	\$179,900	\$207,000	15.1%	\$185,000	\$199,000	7.6%
Average Sales Price*	\$203,631	\$229,799	12.9%	\$226,964	\$225,327	-0.7%
Percent of List Price Received*	98%	131%	33.7%	98%	99%	1.0%
Months Supply of Inventory	12	15	25.0%	---	---	---
Total Volume	\$16,290,480	\$15,166,764	-6.9%	\$53,336,481	\$36,052,364	-32.4%

Condo/Villa Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3 2022	Thru 3 2023	% Change
New Listings	10	7	500.0%	18	16	-11.1%
Closed Sales	5	7	40.0%	11	12	9.1%
Days on Market	68	85	25.0%	71	91	28.2%
SP\$/SqFt	\$149.60	\$142.20	-4.9%	\$144.31	\$138.71	-3.9%
Median Sales Price*	\$270,000	\$197,500	-26.9%	\$265,000	\$201,250	-24.1%
Average Sales Price*	\$279,100	\$188,486	-32.5%	\$251,036	\$201,367	-19.8%
Percent of List Price Received*	100%	97%	-3.0%	99%	97%	-2.0%
Months Supply of Inventory	9	7	-22.2%	---	---	---
Total Volume (in 1000's)	\$1,395,500	\$1,319,400	-5.5%	\$2,761,400	\$2,416,400	-12.5%

*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.

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Findlay Areas

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

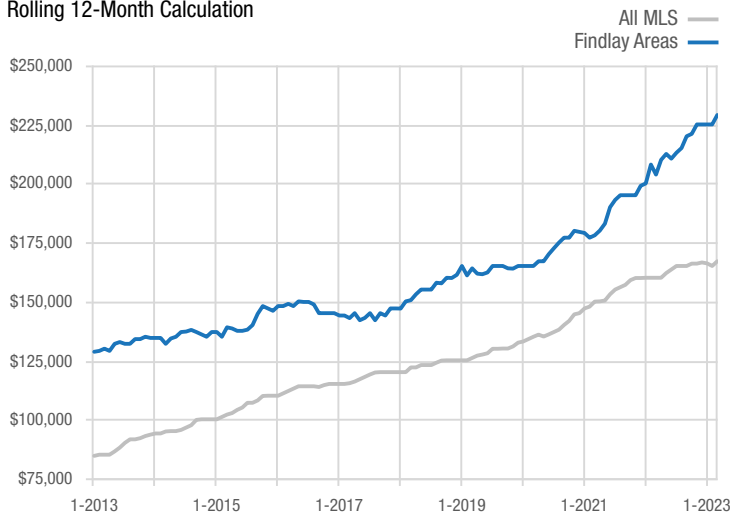
Single Family	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	57	48	- 15.8%	161	126	- 21.7%
Pending Sales	50	49	- 2.0%	151	108	- 28.5%
Closed Sales	51	45	- 11.8%	148	102	- 31.1%
Days on Market Until Sale	64	83	+ 29.7%	72	71	- 1.4%
Median Sales Price*	\$178,000	\$249,900	+ 40.4%	\$190,750	\$217,500	+ 14.0%
Average Sales Price*	\$206,168	\$249,050	+ 20.8%	\$235,303	\$242,889	+ 3.2%
Percent of List Price Received*	100.6%	99.1%	- 1.5%	99.0%	98.8%	- 0.2%
Inventory of Homes for Sale	97	78	- 19.6%	—	—	—
Months Supply of Inventory	1.4	1.5	+ 7.1%	—	—	—

Condo-Villa	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	5	5	0.0%	10	14	+ 40.0%
Pending Sales	3	6	+ 100.0%	11	12	+ 9.1%
Closed Sales	5	7	+ 40.0%	11	11	0.0%
Days on Market Until Sale	68	85	+ 25.0%	71	91	+ 28.2%
Median Sales Price*	\$270,000	\$197,500	- 26.9%	\$265,000	\$197,500	- 25.5%
Average Sales Price*	\$279,100	\$188,486	- 32.5%	\$251,036	\$201,036	- 19.9%
Percent of List Price Received*	100.0%	96.7%	- 3.3%	99.2%	96.6%	- 2.6%
Inventory of Homes for Sale	6	10	+ 66.7%	—	—	—
Months Supply of Inventory	1.2	1.9	+ 58.3%	—	—	—

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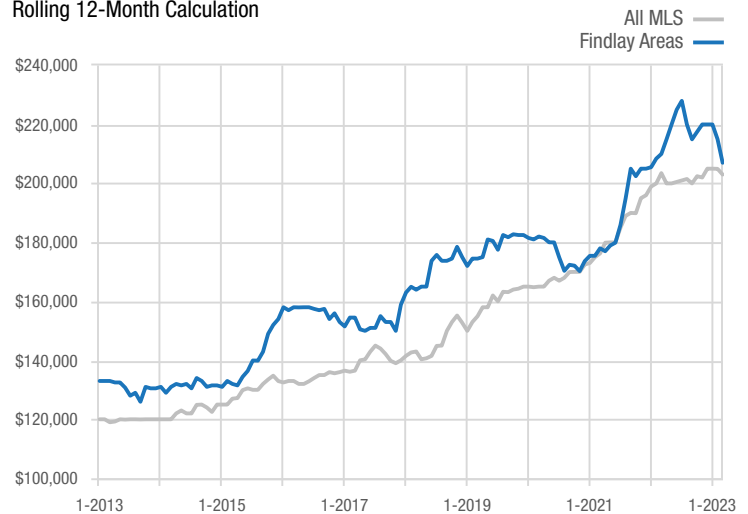
Median Sales Price - Single Family

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

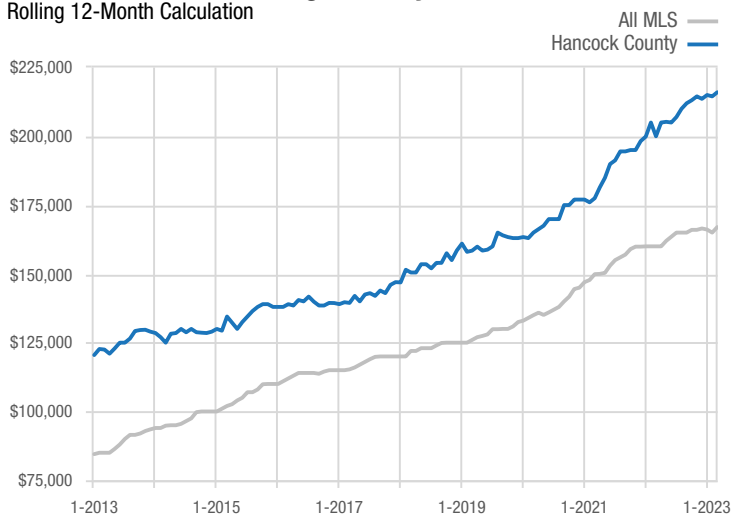
Single Family Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	81	65	- 19.8%	214	168	- 21.5%
Pending Sales	79	63	- 20.3%	218	143	- 34.4%
Closed Sales	75	59	- 21.3%	210	137	- 34.8%
Days on Market Until Sale	71	76	+ 7.0%	75	71	- 5.3%
Median Sales Price*	\$179,900	\$217,500	+ 20.9%	\$186,300	\$210,500	+ 13.0%
Average Sales Price*	\$207,460	\$240,643	+ 16.0%	\$232,458	\$236,963	+ 1.9%
Percent of List Price Received*	98.5%	100.4%	+ 1.9%	98.2%	99.2%	+ 1.0%
Inventory of Homes for Sale	130	120	- 7.7%	—	—	—
Months Supply of Inventory	1.4	1.8	+ 28.6%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	7	7	0.0%	13	16	+ 23.1%
Pending Sales	5	6	+ 20.0%	13	13	0.0%
Closed Sales	5	7	+ 40.0%	11	12	+ 9.1%
Days on Market Until Sale	68	85	+ 25.0%	71	91	+ 28.2%
Median Sales Price*	\$270,000	\$197,500	- 26.9%	\$265,000	\$201,250	- 24.1%
Average Sales Price*	\$279,100	\$188,486	- 32.5%	\$251,036	\$201,367	- 19.8%
Percent of List Price Received*	100.0%	96.7%	- 3.3%	99.2%	96.5%	- 2.7%
Inventory of Homes for Sale	7	13	+ 85.7%	—	—	—
Months Supply of Inventory	1.3	2.2	+ 69.2%	—	—	—

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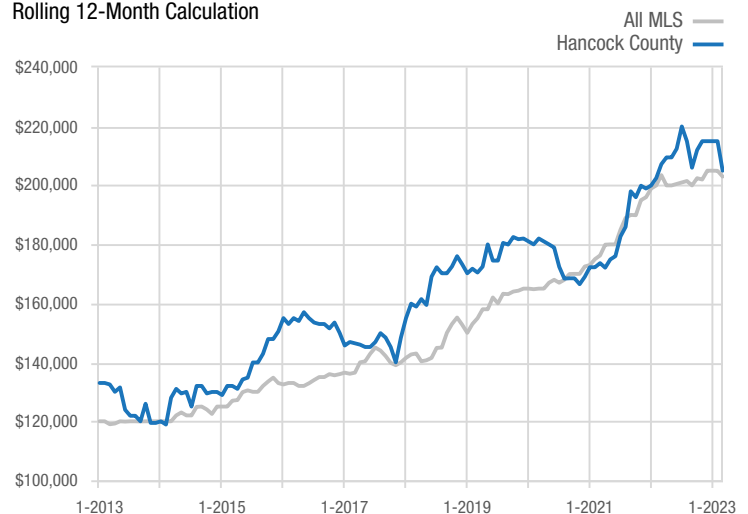
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

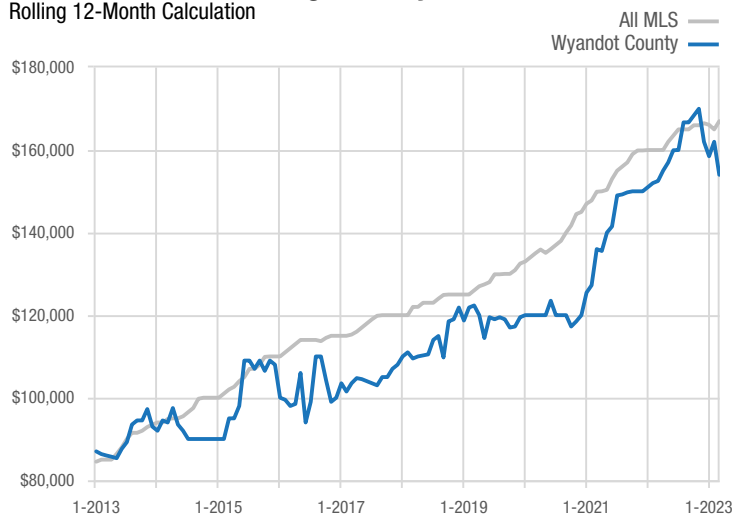
Single Family Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	5	18	+ 260.0%	23	37	+ 60.9%
Pending Sales	5	11	+ 120.0%	26	27	+ 3.8%
Closed Sales	5	7	+ 40.0%	25	23	- 8.0%
Days on Market Until Sale	96	71	- 26.0%	80	113	+ 41.3%
Median Sales Price*	\$155,000	\$125,000	- 19.4%	\$165,000	\$137,500	- 16.7%
Average Sales Price*	\$146,200	\$138,407	- 5.3%	\$176,460	\$160,450	- 9.1%
Percent of List Price Received*	93.6%	96.3%	+ 2.9%	94.9%	94.7%	- 0.2%
Inventory of Homes for Sale	22	37	+ 68.2%	—	—	—
Months Supply of Inventory	2.3	4.0	+ 73.9%	—	—	—

Condo-Villa Key Metrics	March			Year to Date		
	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	3	0	- 100.0%	5	0	- 100.0%
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	6	0	- 100.0%	—	—	—
Months Supply of Inventory	6.0	—	—	—	—	—

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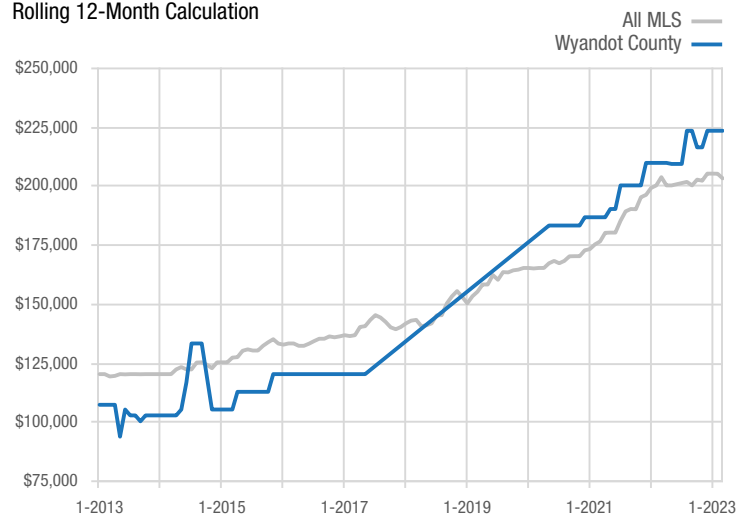
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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