

Local Market Update – March 2024

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Hancock & Wyandot Counties

U.S. existing-home sales improved for the second month in a row, jumping 9.5% to a seasonally adjusted annual rate of 4.38 million units, exceeding economists' expectations and marking the largest monthly gain in a year, according to the National Association of REALTORS® (NAR). The rebound in home sales comes amid fluctuating mortgage rates and elevated sales prices, indicating there is plenty of buyer demand heading into the spring selling season.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

Single Family Key Metrics	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	86	67	-22.1%	208	178	-14.4%
Closed Sales	66	59	-10.6%	160	153	-4.4%
Days on Market	75	97	29.3%	77	89	15.6%
SP\$/SqFt	\$131.04	\$131.37	0.3%	\$126.51	\$126.78	0.2%
Median Sales Price*	\$207,000	\$200,500	-3.1%	\$199,000	\$200,000	0.5%
Average Sales Price*	\$229,799	\$224,122	-2.5%	\$225,327	\$222,358	-1.3%
Percent of List Price Received*	100%	98%	-2.0%	99%	97%	-2.0%
Months Supply of Inventory	15	16	6.7%	---	---	---
Total Volume	\$15,166,764	\$13,223,216	-12.8%	\$36,052,364	\$34,020,738	-5.6%

Condo/Villa Key Metrics	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	7	5	-28.6%	16	14	-12.5%
Closed Sales	7	4	-42.9%	12	9	-25.0%
Days on Market	85	28	-67.1%	91	40	-56.0%
SP\$/SqFt	\$142.20	\$149.50	5.1%	\$138.71	\$147.82	6.6%
Median Sales Price*	\$197,500	\$232,500	17.7%	\$201,250	\$220,000	9.3%
Average Sales Price*	\$188,486	\$223,725	18.7%	\$201,367	\$231,739	15.1%
Percent of List Price Received*	97%	100%	3.1%	97%	99%	2.1%
Months Supply of Inventory	7	10	42.9%	---	---	---
Total Volume (in 1000's)	\$1,319,400	\$894,900	-32.2%	\$2,416,400	\$2,085,650	2.1%

*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

Zip Code 45840

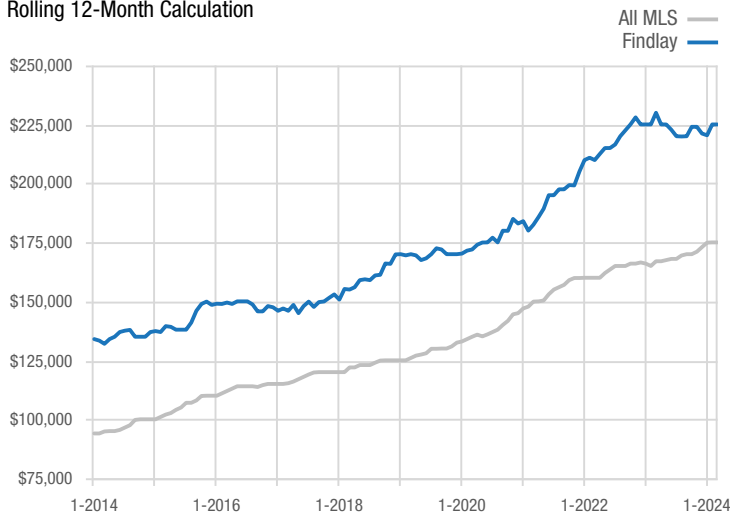
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	56	47	- 16.1%	139	127	- 8.6%
Pending Sales	51	40	- 21.6%	113	105	- 7.1%
Closed Sales	49	34	- 30.6%	108	99	- 8.3%
Days on Market Until Sale	81	91	+ 12.3%	70	82	+ 17.1%
Median Sales Price*	\$249,900	\$234,900	- 6.0%	\$219,000	\$228,000	+ 4.1%
Average Sales Price*	\$257,723	\$250,090	- 3.0%	\$248,032	\$245,783	- 0.9%
Percent of List Price Received*	100.6%	97.1%	- 3.5%	99.5%	97.4%	- 2.1%
Inventory of Homes for Sale	96	98	+ 2.1%	—	—	—
Months Supply of Inventory	1.7	2.2	+ 29.4%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	7	5	- 28.6%	16	12	- 25.0%
Pending Sales	6	4	- 33.3%	13	9	- 30.8%
Closed Sales	7	4	- 42.9%	12	9	- 25.0%
Days on Market Until Sale	85	28	- 67.1%	91	40	- 56.0%
Median Sales Price*	\$197,500	\$232,500	+ 17.7%	\$201,250	\$220,000	+ 9.3%
Average Sales Price*	\$188,486	\$223,725	+ 18.7%	\$201,367	\$231,739	+ 15.1%
Percent of List Price Received*	96.7%	99.8%	+ 3.2%	96.5%	99.5%	+ 3.1%
Inventory of Homes for Sale	12	7	- 41.7%	—	—	—
Months Supply of Inventory	2.2	1.3	- 40.9%	—	—	—

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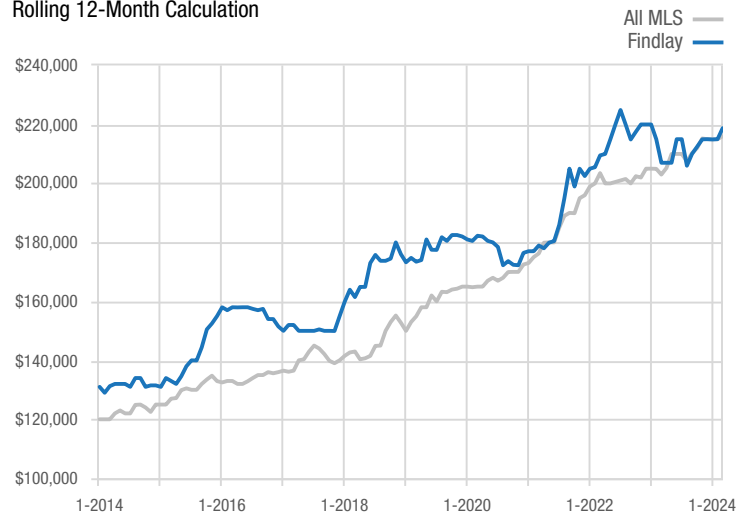
Median Sales Price - Single Family

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

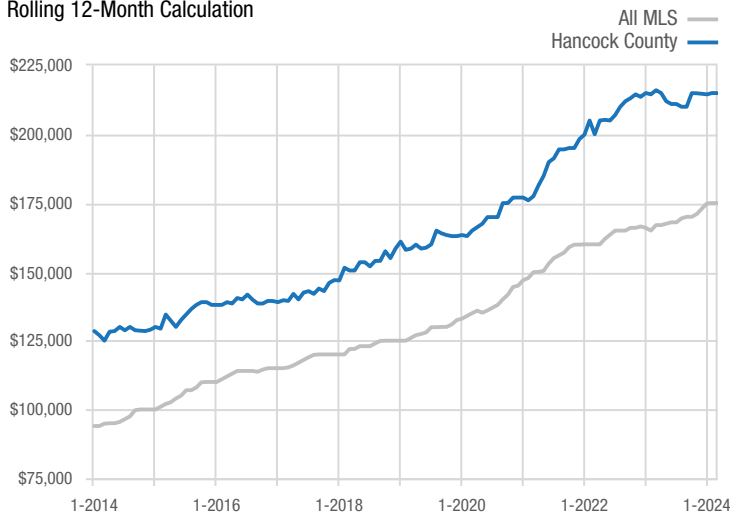
Single Family	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	68	64	- 5.9%	171	165	- 3.5%
Pending Sales	61	55	- 9.8%	141	134	- 5.0%
Closed Sales	59	51	- 13.6%	137	128	- 6.6%
Days on Market Until Sale	76	89	+ 17.1%	71	83	+ 16.9%
Median Sales Price*	\$217,500	\$209,900	- 3.5%	\$210,500	\$217,000	+ 3.1%
Average Sales Price*	\$240,643	\$231,095	- 4.0%	\$236,963	\$235,964	- 0.4%
Percent of List Price Received*	100.4%	98.2%	- 2.2%	99.2%	97.8%	- 1.4%
Inventory of Homes for Sale	125	130	+ 4.0%	—	—	—
Months Supply of Inventory	1.8	2.3	+ 27.8%	—	—	—

Condo-Villa	March			Year to Date		
	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
Key Metrics						
New Listings	7	5	- 28.6%	16	13	- 18.8%
Pending Sales	6	4	- 33.3%	13	10	- 23.1%
Closed Sales	7	4	- 42.9%	12	9	- 25.0%
Days on Market Until Sale	85	28	- 67.1%	91	40	- 56.0%
Median Sales Price*	\$197,500	\$232,500	+ 17.7%	\$201,250	\$220,000	+ 9.3%
Average Sales Price*	\$188,486	\$223,725	+ 18.7%	\$201,367	\$231,739	+ 15.1%
Percent of List Price Received*	96.7%	99.8%	+ 3.2%	96.5%	99.5%	+ 3.1%
Inventory of Homes for Sale	13	7	- 46.2%	—	—	—
Months Supply of Inventory	2.2	1.3	- 40.9%	—	—	—

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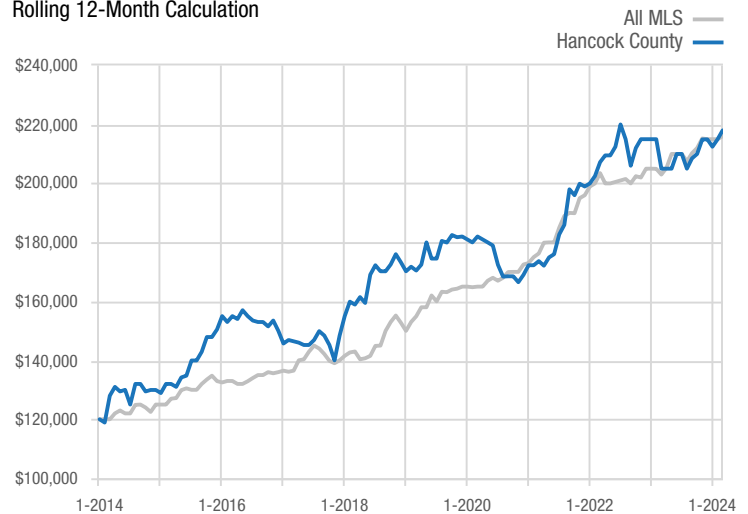
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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Wyandot County

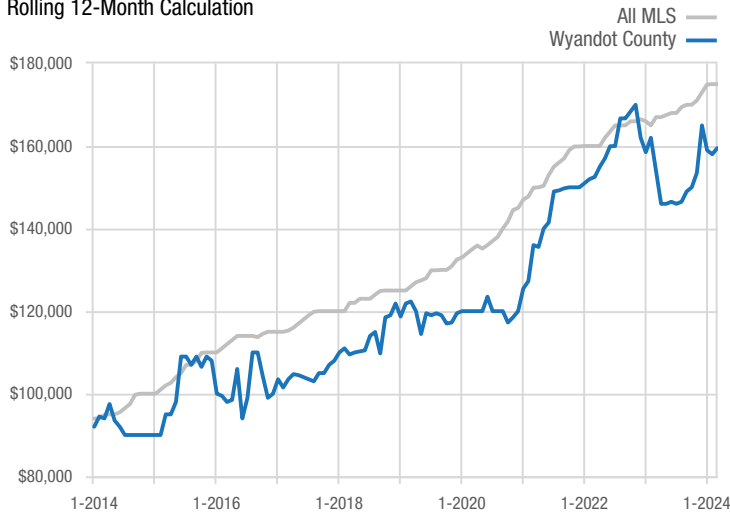
Single Family	March			Year to Date		
Key Metrics	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	18	4	- 77.8%	37	17	- 54.1%
Pending Sales	11	9	- 18.2%	27	26	- 3.7%
Closed Sales	7	8	+ 14.3%	23	25	+ 8.7%
Days on Market Until Sale	71	149	+ 109.9%	113	119	+ 5.3%
Median Sales Price*	\$125,000	\$152,000	+ 21.6%	\$137,500	\$143,500	+ 4.4%
Average Sales Price*	\$138,407	\$179,669	+ 29.8%	\$160,450	\$151,221	- 5.8%
Percent of List Price Received*	96.3%	95.1%	- 1.2%	94.7%	92.4%	- 2.4%
Inventory of Homes for Sale	37	23	- 37.8%	—	—	—
Months Supply of Inventory	4.0	2.2	- 45.0%	—	—	—

Condo-Villa	March			Year to Date		
Key Metrics	2023	2024	% Change	Thru 3-2023	Thru 3-2024	% Change
New Listings	0	0	—	0	1	—
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	0	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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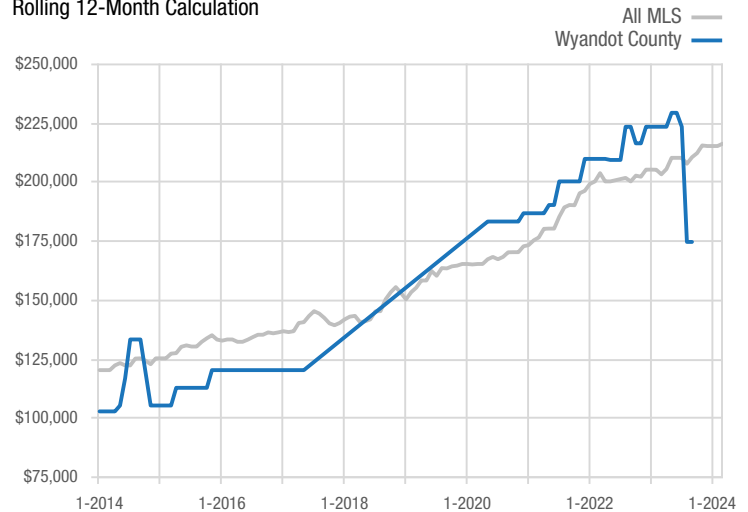
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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