

Local Market Update – April 2022

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Hancock and Wyandot Counties

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many

Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4 2021	Thru 4 2022	% Change
Key Metrics						
New Listings	133	94	-29.3%	388	331	+14.7%
Closed Sales	96	79	-17.7%	308	313	1.6%
Days on Market	69	69	---	83	74	-13.3%
SP\$/SqFt	\$116.48	\$139.35	+19.6%	\$113.78	\$127.55	+12.1%
Median Sales Price*	\$181,000	\$220,000	+21.5%	\$174,950	\$192,500	+10.0%
Average Sales Price*	\$220,810	\$268,461	+21.6%	\$214,318	\$237,476	+10.8%
Percent of List Price Received*	99%	101%	+2.0%	98%	99%	+1.0%
Months Supply of Inventory	11	12	+9.1%	---	---	---
Total Volume	\$21,069,806	\$21,208,429	+0.7%	\$65,881,781	\$74,329,910	+12.8%

Condo	April			Year to Date		
	2021	2022	% Change	Thru 4 2021	Thru 4 2022	% Change
Key Metrics						
New Listings	6	4	-33.3%	17	22	+29.4%
Closed Sales	7	5	-28.6%	16	16	---
Days on Market	97	34	-64.9%	89	59	-33.7%
SP\$/SqFt	\$100.19	\$127.10	+26.9%	\$116.79	\$138.93	+19.0%
Median Sales Price*	\$170,000	\$190,000	+28.6%	\$179,250	\$245,000	+36.7%
Average Sales Price*	\$149,286	\$194,580	+30.3%	\$170,506	\$233,394	+36.9%
Percent of List Price Received*	95%	102%	+7.4%	97%	100%	+3.1%
Months Supply of Inventory	6	9	+50.0%	---	---	---
Total Volume	\$1,045,000	\$972,900	-6.9%	\$2,728,100	\$3,734,300	+36.9%

*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

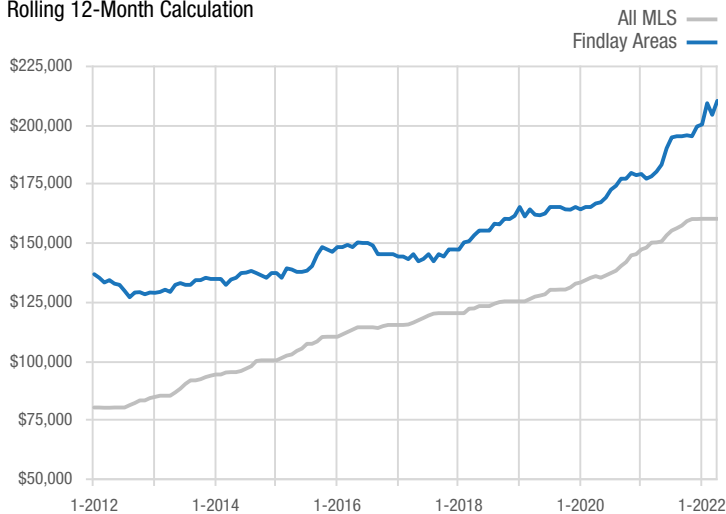
Single Family	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	95	68	- 28.4%	280	229	- 18.2%
Pending Sales	75	53	- 29.3%	232	205	- 11.6%
Closed Sales	72	53	- 26.4%	221	201	- 9.0%
Days on Market Until Sale	66	66	0.0%	73	70	- 4.1%
Median Sales Price*	\$192,450	\$245,000	+ 27.3%	\$177,000	\$216,000	+ 22.0%
Average Sales Price*	\$236,027	\$306,244	+ 29.7%	\$219,529	\$254,009	+ 15.7%
Percent of List Price Received*	99.6%	99.4%	- 0.2%	98.6%	99.1%	+ 0.5%
Inventory of Homes for Sale	150	105	- 30.0%	—	—	—
Months Supply of Inventory	2.4	1.5	- 37.5%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	4	4	0.0%	21	14	- 33.3%
Pending Sales	5	6	+ 20.0%	14	17	+ 21.4%
Closed Sales	6	5	- 16.7%	14	16	+ 14.3%
Days on Market Until Sale	105	34	- 67.6%	97	59	- 39.2%
Median Sales Price*	\$183,000	\$190,000	+ 3.8%	\$188,700	\$245,000	+ 29.8%
Average Sales Price*	\$155,750	\$194,580	+ 24.9%	\$175,836	\$233,394	+ 32.7%
Percent of List Price Received*	94.6%	101.8%	+ 7.6%	97.0%	100.0%	+ 3.1%
Inventory of Homes for Sale	16	4	- 75.0%	—	—	—
Months Supply of Inventory	4.2	0.8	- 81.0%	—	—	—

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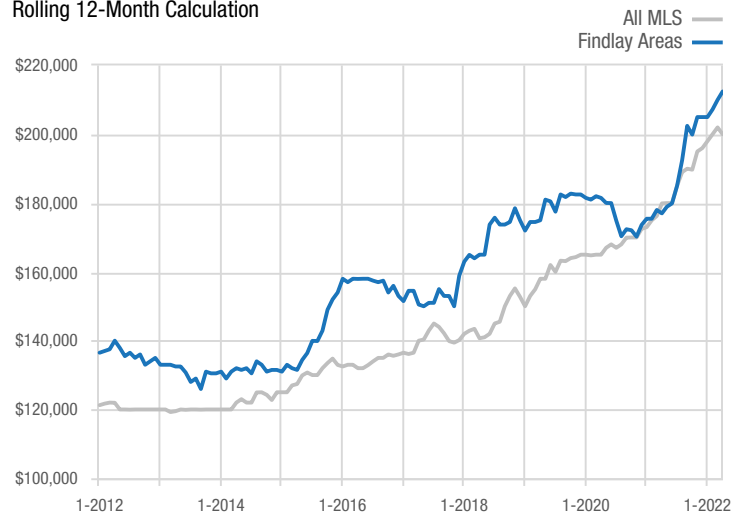
Median Sales Price - Single Family

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

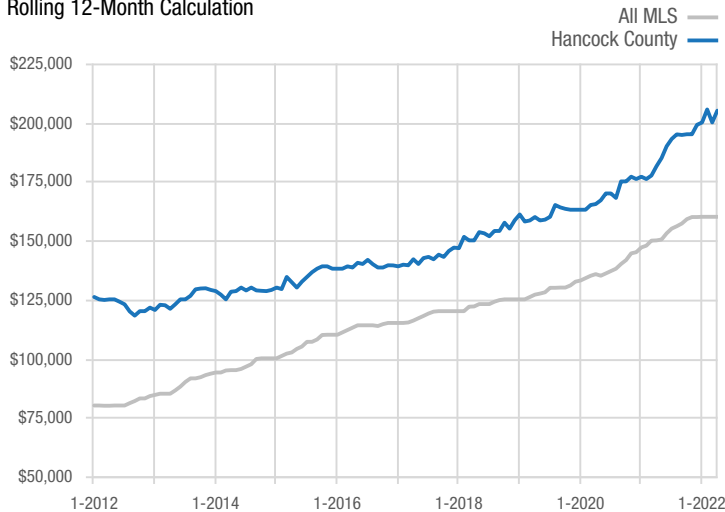
Single Family	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	125	86	- 31.2%	359	300	- 16.4%
Pending Sales	90	68	- 24.4%	294	287	- 2.4%
Closed Sales	90	71	- 21.1%	282	281	- 0.4%
Days on Market Until Sale	68	62	- 8.8%	75	72	- 4.0%
Median Sales Price*	\$192,450	\$225,000	+ 16.9%	\$182,500	\$199,950	+ 9.6%
Average Sales Price*	\$228,132	\$278,774	+ 22.2%	\$219,499	\$244,202	+ 11.3%
Percent of List Price Received*	99.2%	101.0%	+ 1.8%	98.5%	98.9%	+ 0.4%
Inventory of Homes for Sale	195	140	- 28.2%	—	—	—
Months Supply of Inventory	2.4	1.5	- 37.5%	—	—	—

Condo-Villa	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	6	4	- 33.3%	25	17	- 32.0%
Pending Sales	6	6	0.0%	16	19	+ 18.8%
Closed Sales	7	5	- 28.6%	16	16	0.0%
Days on Market Until Sale	97	34	- 64.9%	89	59	- 33.7%
Median Sales Price*	\$170,000	\$190,000	+ 11.8%	\$179,250	\$245,000	+ 36.7%
Average Sales Price*	\$149,286	\$194,580	+ 30.3%	\$170,506	\$233,394	+ 36.9%
Percent of List Price Received*	94.8%	101.8%	+ 7.4%	97.4%	100.0%	+ 2.7%
Inventory of Homes for Sale	18	5	- 72.2%	—	—	—
Months Supply of Inventory	3.9	0.9	- 76.9%	—	—	—

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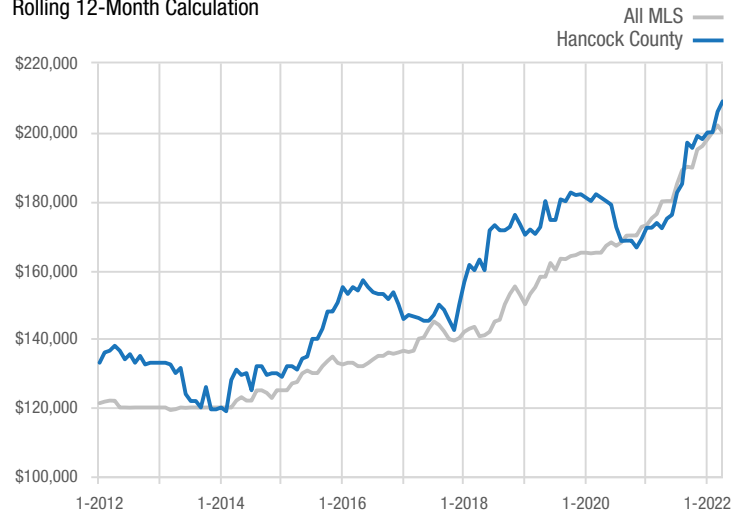
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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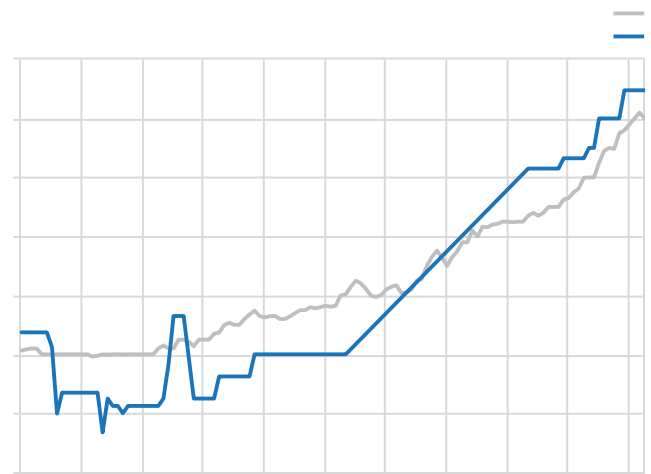
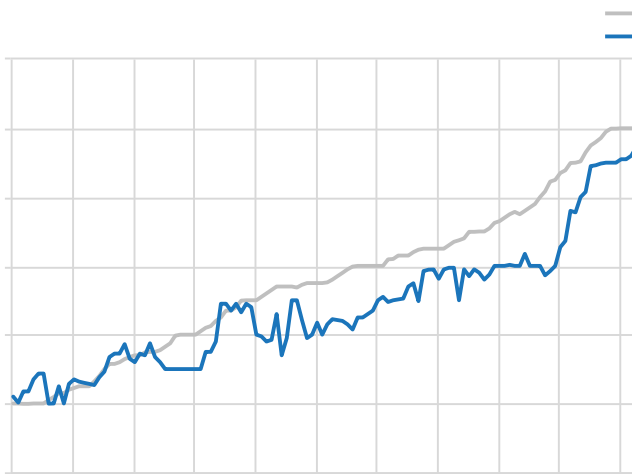


Wyandot County

Single Family	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	8	7	- 12.5%	29	30	+ 3.4%
Pending Sales	7	8	+ 14.3%	28	34	+ 21.4%
Closed Sales	5	8	+ 60.0%	25	32	+ 28.0%
Days on Market Until Sale	82	130	+ 58.5%	111	91	- 18.0%
Median Sales Price*	\$90,000	\$180,000	+ 100.0%	\$149,500	\$167,500	+ 12.0%
Average Sales Price*	\$107,580	\$169,063	+ 57.2%	\$164,324	\$173,406	+ 5.5%
Percent of List Price Received*	91.7%	97.0%	+ 5.8%	93.1%	95.6%	+ 2.7%
Inventory of Homes for Sale	23	21	- 8.7%	—	—	—
Months Supply of Inventory	3.0	2.2	- 26.7%	—	—	—

Condo-Villa	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
Key Metrics						
New Listings	0	0	—	0	5	—
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	6	+ 500.0%	—	—	—
Months Supply of Inventory	1.0	6.0	+ 500.0%	—	—	—

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