

Local Market Update – August 2022

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Hancock and Wyandot Counties

Summer 2022 has been a season of change for the U.S. real estate market. With housing affordability at a 33-year low, existing-home sales have continued to soften nationwide, falling 5.9% month-to-month and 20.9% year-over-year as of last measure, according to the National Association of REALTORS® (NAR). Pending home sales have also continued to decline, while new listings have steadily increased, with unsold inventory reaching 3.3 months' supply at the start of August. The pullback in demand has been particularly hard on homebuilders, causing new-home sales and construction to slow

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Single Family Key Metrics	August			Year to Date		
	2021	2022	% Change	Thru 8 2021	Thru 8 2022	% Change
New Listings	140	110	-21.4%	949	823	-13.3%
Closed Sales	106	108	1.9%	768	716	-6.8%
Days on Market	60	60	0.0%	68	67	-1.5%
SP\$/SqFt	\$125.66	\$136.06	8.3%	\$121.02	\$131.29	8.5%
Median Sales Price*	\$186,000	\$211,500	13.7%	\$195,000	\$210,000	7.7%
Average Sales Price*	\$241,644	\$252,853	4.6%	\$231,375	\$248,776	7.5%
Percent of List Price Received*	99%	98%	-1.0%	99%	99%	0.0%
Months Supply of Inventory	11	10	-9.1%	---	---	---
Total Volume	\$25,614,233	\$27,308,100	6.6%	\$177,696,173	\$178,123,338	0.2%

Condo/Villa Key Metrics	August			Year to Date		
	2021	2022	% Change	Thru 8 2021	Thru 8 2022	% Change
New Listings	11	8	-27.3%	43	61	41.9%
Closed Sales	7	14	100.0%	36	49	36.1%
Days on Market	71	69	-2.8%	77	60	-22.1%
SP\$/SqFt	\$128.53	\$139.74	8.7%	\$121.06	\$141.72	17.1%
Median Sales Price*	\$229,000	\$221,587	-3.2%	\$195,450	\$224,900	15.1%
Average Sales Price*	\$240,686	\$242,612	0.8%	\$192,439	\$225,251	17.1%
Percent of List Price Received*	98%	97%	-1.0%	98%	99%	1.0%
Months Supply of Inventory	7	3	-57.1%	---	---	---
Total Volume (in 1000's)	\$1,684,800	\$3,396,573	101.6%	\$6,927,816	\$11,037,309	59.3%

*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

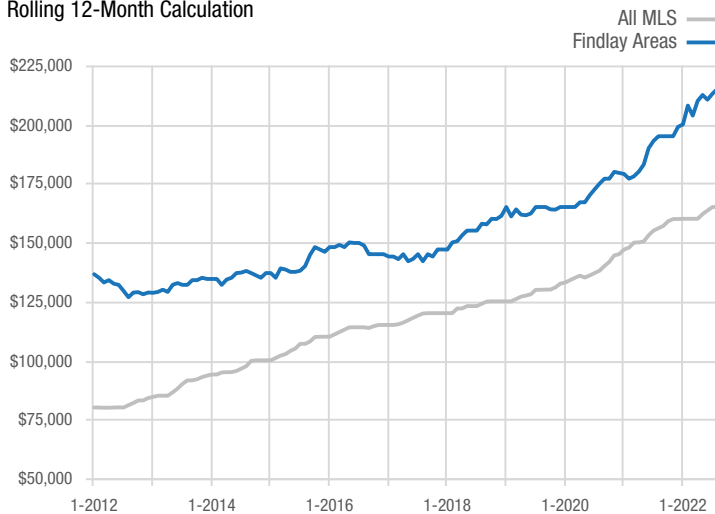
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	91	66	- 27.5%	651	545	- 16.3%
Pending Sales	81	79	- 2.5%	557	481	- 13.6%
Closed Sales	79	70	- 11.4%	559	471	- 15.7%
Days on Market Until Sale	60	64	+ 6.7%	64	60	- 6.3%
Median Sales Price*	\$225,000	\$242,000	+ 7.6%	\$199,300	\$230,000	+ 15.4%
Average Sales Price*	\$269,999	\$271,469	+ 0.5%	\$240,872	\$266,496	+ 10.6%
Percent of List Price Received*	99.4%	97.6%	- 1.8%	99.6%	99.3%	- 0.3%
Inventory of Homes for Sale	172	126	- 26.7%	—	—	—
Months Supply of Inventory	2.5	2.0	- 20.0%	—	—	—

Condo-Villa	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	11	6	- 45.5%	37	48	+ 29.7%
Pending Sales	7	10	+ 42.9%	32	40	+ 25.0%
Closed Sales	6	10	+ 66.7%	32	40	+ 25.0%
Days on Market Until Sale	61	54	- 11.5%	74	52	- 29.7%
Median Sales Price*	\$229,450	\$230,000	+ 0.2%	\$198,950	\$228,000	+ 14.6%
Average Sales Price*	\$267,133	\$226,840	- 15.1%	\$201,794	\$223,598	+ 10.8%
Percent of List Price Received*	98.0%	97.8%	- 0.2%	98.1%	99.4%	+ 1.3%
Inventory of Homes for Sale	13	15	+ 15.4%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

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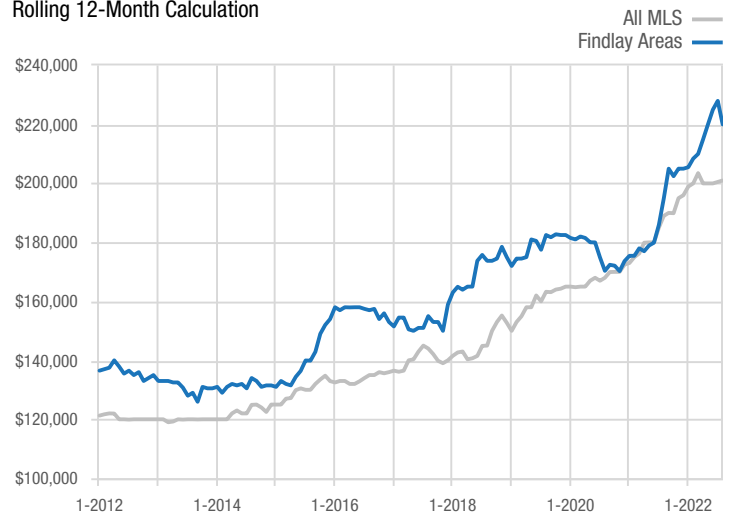
Median Sales Price - Single Family

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

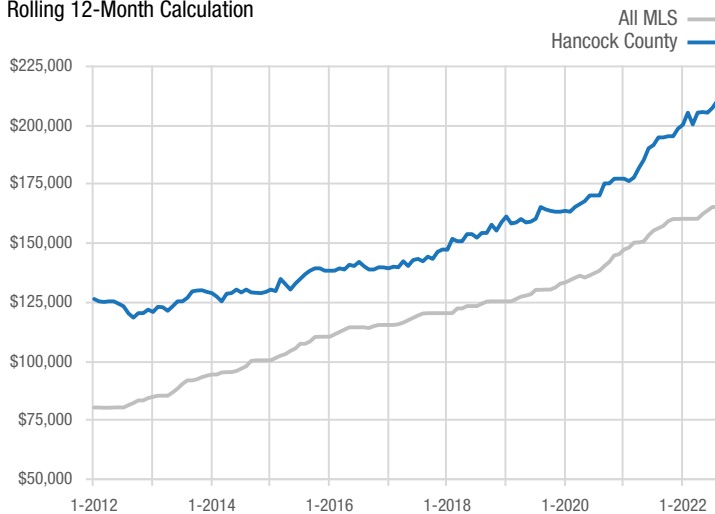
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	126	87	- 31.0%	871	721	- 17.2%
Pending Sales	101	104	+ 3.0%	713	653	- 8.4%
Closed Sales	97	94	- 3.1%	717	641	- 10.6%
Days on Market Until Sale	59	60	+ 1.7%	64	62	- 3.1%
Median Sales Price*	\$195,000	\$222,500	+ 14.1%	\$197,950	\$218,950	+ 10.6%
Average Sales Price*	\$251,869	\$256,821	+ 2.0%	\$236,573	\$256,183	+ 8.3%
Percent of List Price Received*	99.5%	98.1%	- 1.4%	99.5%	99.5%	0.0%
Inventory of Homes for Sale	252	168	- 33.3%	—	—	—
Months Supply of Inventory	2.9	1.9	- 34.5%	—	—	—

Condo-Villa	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	11	8	- 27.3%	43	54	+ 25.6%
Pending Sales	8	11	+ 37.5%	36	44	+ 22.2%
Closed Sales	7	11	+ 57.1%	36	44	+ 22.2%
Days on Market Until Sale	71	53	- 25.4%	72	52	- 27.8%
Median Sales Price*	\$229,000	\$220,000	- 3.9%	\$195,450	\$226,450	+ 15.9%
Average Sales Price*	\$240,686	\$223,491	- 7.1%	\$192,856	\$219,839	+ 14.0%
Percent of List Price Received*	98.3%	98.0%	- 0.3%	98.4%	99.4%	+ 1.0%
Inventory of Homes for Sale	15	17	+ 13.3%	—	—	—
Months Supply of Inventory	3.2	2.9	- 9.4%	—	—	—

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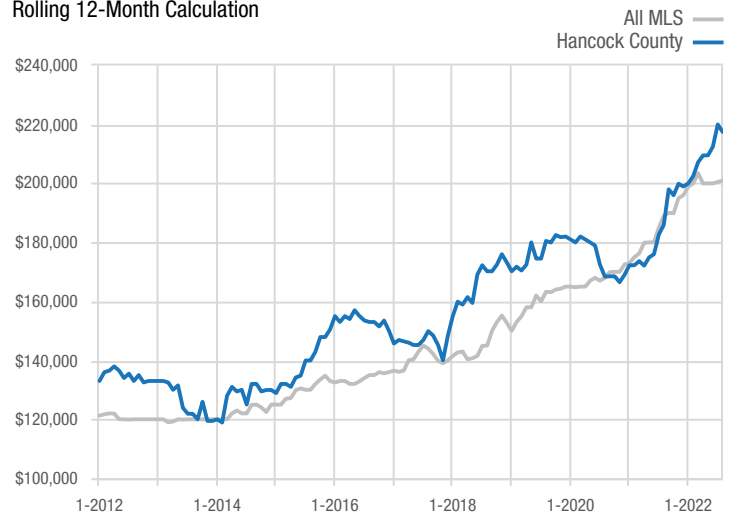
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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Wyandot County

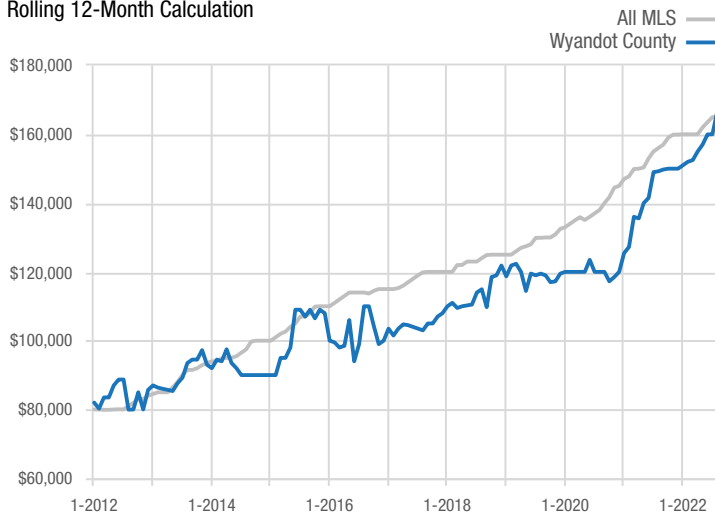
Single Family	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	14	20	+ 42.9%	78	99	+ 26.9%
Pending Sales	9	12	+ 33.3%	66	77	+ 16.7%
Closed Sales	9	14	+ 55.6%	65	75	+ 15.4%
Days on Market Until Sale	76	59	- 22.4%	90	84	- 6.7%
Median Sales Price*	\$148,000	\$170,000	+ 14.9%	\$150,000	\$172,500	+ 15.0%
Average Sales Price*	\$131,433	\$185,146	+ 40.9%	\$165,673	\$181,034	+ 9.3%
Percent of List Price Received*	91.8%	95.9%	+ 4.5%	93.8%	96.0%	+ 2.3%
Inventory of Homes for Sale	32	41	+ 28.1%	—	—	—
Months Supply of Inventory	4.0	4.1	+ 2.5%	—	—	—

Condo-Villa	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
Key Metrics						
New Listings	0	0	—	0	7	—
Pending Sales	0	2	—	1	4	+ 300.0%
Closed Sales	0	2	—	1	4	+ 300.0%
Days on Market Until Sale	—	168	—	232	144	- 37.9%
Median Sales Price*	—	\$361,587	—	\$210,000	\$229,087	+ 9.1%
Average Sales Price*	—	\$361,587	—	\$210,000	\$287,352	+ 36.8%
Percent of List Price Received*	—	89.5%	—	100.0%	97.0%	- 3.0%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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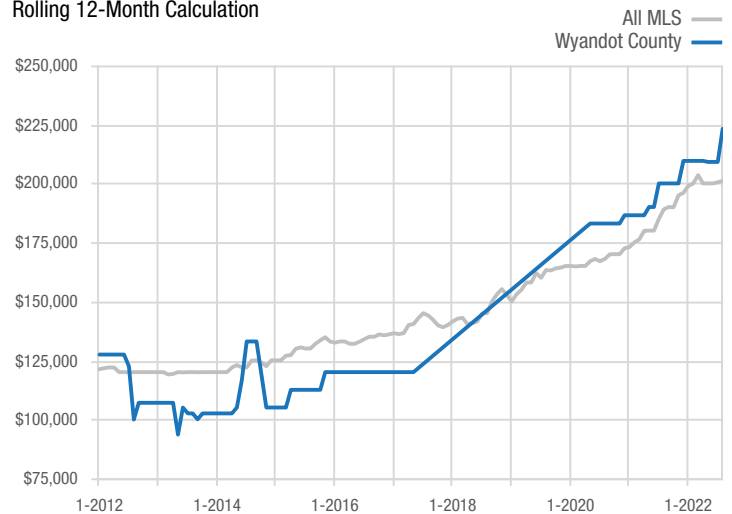
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