

Local Market Update – July 2022

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Hancock and Wyandot Counties

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Single Family	July			Year to Date		
	2021	2022	% Change	2021	2022	% Change
Key Metrics						
New Listings	150	115	-23.3%	809	712	-12.0%
Closed Sales	106	107	0.9%	662	608	-8.2%
Days on Market	54	53	-1.9%	70	68	-2.9%
SP\$/SqFt	\$128.74	\$132.89	3.2%	\$120.27	\$130.44	8.5%
Median Sales Price*	\$213,450	\$228,000	6.8%	\$195,000	\$208,500	6.9%
Average Sales Price*	\$240,210	\$259,642	8.1%	\$229,731	\$248,051	8.0%
Percent of List Price Received*	100%	99%	-1.0%	99%	99%	0.0%
Months Supply of Inventory	10	10	0.0%	---	---	---
Total Volume (in 1000's)	\$25,462,283	\$27,781,680	9.1%	\$152,081,940	\$150,815,238	-0.8%

Condo/Villa	July			Year to Date		
	2021	2022	% Change	2021	2022	% Change
Key Metrics						
New Listings	5	11	120.0%	32	53	65.6%
Closed Sales	4	7	75.0%	29	35	20.7%
Days on Market	97	46	-52.6%	78	56	-28.2%
SP\$/SqFt	\$139.21	\$156.60	12.5%	\$119.26	\$142.51	19.5%
Median Sales Price*	\$207,500	\$228,000	9.9%	\$186,900	\$228,000	22.0%
Average Sales Price*	\$219,225	\$233,257	6.4%	\$180,794	\$218,307	20.7%
Percent of List Price Received*	97%	99%	2.1%	98%	100%	2.0%
Months Supply of Inventory	11	8	-27.3%	---	---	---
Total Volume (in 1000's)	\$876,900	\$1,632,800	86.2%	\$5,243,016	\$7,640,736	45.7%

*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

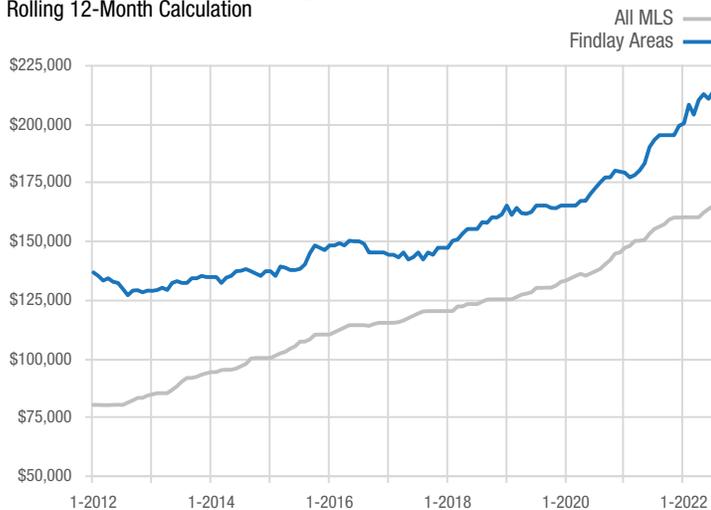
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	98	72	- 26.5%	560	478	- 14.6%
Pending Sales	76	67	- 11.8%	476	401	- 15.8%
Closed Sales	85	68	- 20.0%	480	400	- 16.7%
Days on Market Until Sale	55	47	- 14.5%	65	59	- 9.2%
Median Sales Price*	\$220,000	\$242,500	+ 10.2%	\$197,950	\$229,700	+ 16.0%
Average Sales Price*	\$249,676	\$282,790	+ 13.3%	\$235,977	\$265,905	+ 12.7%
Percent of List Price Received*	100.1%	99.5%	- 0.6%	99.6%	99.6%	0.0%
Inventory of Homes for Sale	170	145	- 14.7%	—	—	—
Months Supply of Inventory	2.6	2.3	- 11.5%	—	—	—

Condo-Villa	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	4	10	+ 150.0%	26	42	+ 61.5%
Pending Sales	3	6	+ 100.0%	25	30	+ 20.0%
Closed Sales	4	6	+ 50.0%	26	30	+ 15.4%
Days on Market Until Sale	52	47	- 9.6%	77	51	- 33.8%
Median Sales Price*	\$215,000	\$226,450	+ 5.3%	\$194,900	\$228,000	+ 17.0%
Average Sales Price*	\$222,975	\$232,967	+ 4.5%	\$186,716	\$222,517	+ 19.2%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.1%	99.9%	+ 1.8%
Inventory of Homes for Sale	9	19	+ 111.1%	—	—	—
Months Supply of Inventory	2.4	3.7	+ 54.2%	—	—	—

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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

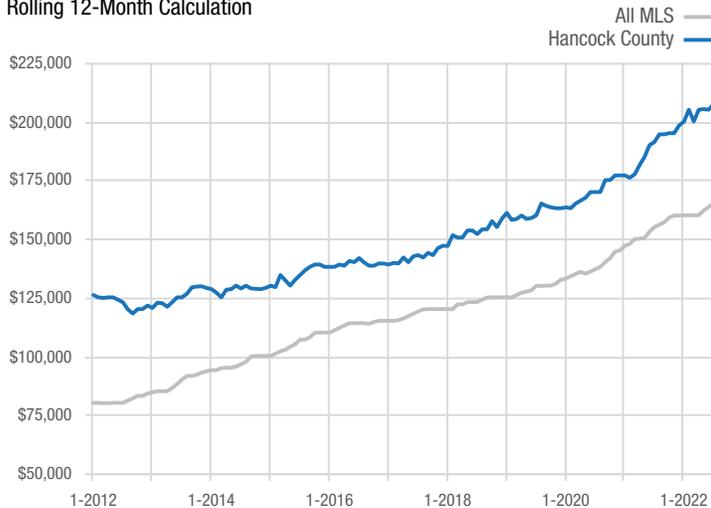
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	140	98	- 30.0%	745	631	- 15.3%
Pending Sales	95	93	- 2.1%	612	548	- 10.5%
Closed Sales	111	94	- 15.3%	620	546	- 11.9%
Days on Market Until Sale	53	50	- 5.7%	65	62	- 4.6%
Median Sales Price*	\$213,450	\$231,500	+ 8.5%	\$198,000	\$218,000	+ 10.1%
Average Sales Price*	\$240,387	\$272,797	+ 13.5%	\$234,137	\$256,259	+ 9.4%
Percent of List Price Received*	100.1%	99.4%	- 0.7%	99.6%	99.7%	+ 0.1%
Inventory of Homes for Sale	238	190	- 20.2%	—	—	—
Months Supply of Inventory	2.8	2.2	- 21.4%	—	—	—

Condo-Villa	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	5	11	+ 120.0%	32	46	+ 43.8%
Pending Sales	3	6	+ 100.0%	28	33	+ 17.9%
Closed Sales	4	6	+ 50.0%	29	33	+ 13.8%
Days on Market Until Sale	52	47	- 9.6%	73	52	- 28.8%
Median Sales Price*	\$215,000	\$226,450	+ 5.3%	\$186,900	\$228,000	+ 22.0%
Average Sales Price*	\$222,975	\$232,967	+ 4.5%	\$181,311	\$218,621	+ 20.6%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.4%	99.8%	+ 1.4%
Inventory of Homes for Sale	12	20	+ 66.7%	—	—	—
Months Supply of Inventory	2.8	3.5	+ 25.0%	—	—	—

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Median Sales Price - Single Family

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Wyandot County

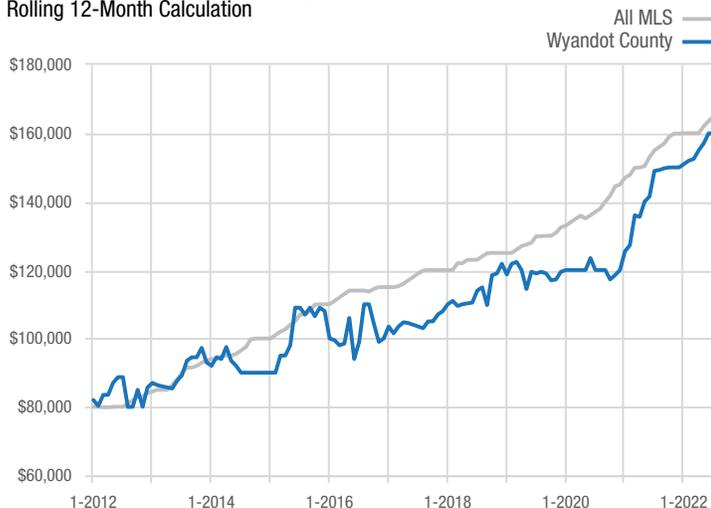
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	10	15	+ 50.0%	64	79	+ 23.4%
Pending Sales	7	15	+ 114.3%	57	65	+ 14.0%
Closed Sales	9	12	+ 33.3%	56	61	+ 8.9%
Days on Market Until Sale	89	81	- 9.0%	92	90	- 2.2%
Median Sales Price*	\$171,900	\$175,000	+ 1.8%	\$151,000	\$175,000	+ 15.9%
Average Sales Price*	\$163,963	\$178,491	+ 8.9%	\$171,276	\$180,128	+ 5.2%
Percent of List Price Received*	94.5%	97.9%	+ 3.6%	94.2%	96.0%	+ 1.9%
Inventory of Homes for Sale	27	33	+ 22.2%	—	—	—
Months Supply of Inventory	3.5	3.4	- 2.9%	—	—	—

Condo-Villa	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	—	0	7	—
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	232	43	- 81.5%	232	121	- 47.8%
Median Sales Price*	\$210,000	\$235,000	+ 11.9%	\$210,000	\$213,118	+ 1.5%
Average Sales Price*	\$210,000	\$235,000	+ 11.9%	\$210,000	\$213,118	+ 1.5%
Percent of List Price Received*	100.0%	97.9%	- 2.1%	100.0%	104.6%	+ 4.6%
Inventory of Homes for Sale	0	5	—	—	—	—
Months Supply of Inventory	—	5.0	—	—	—	—

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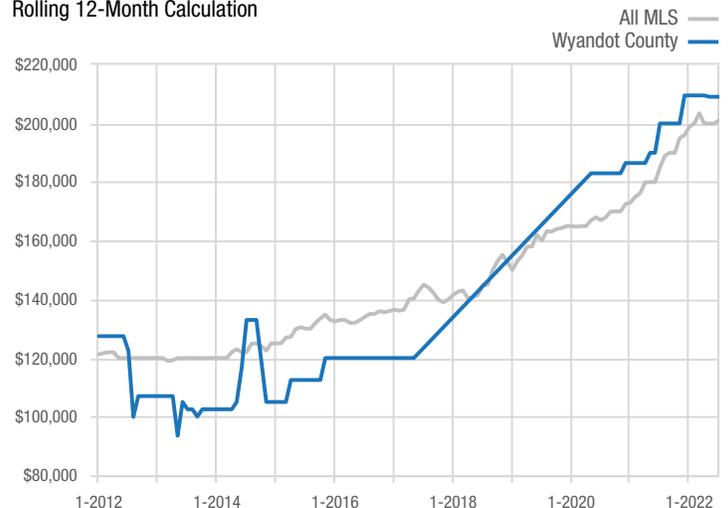
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