

Local Market Update – September 2022

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Hancock and Wyandot Counties

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continues to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

Single Family Key Metrics	September			Year to Date		
	2021	2022	% Change	Thru 9 2021	Thru 9 2022	% Change
New Listings	131	81	-38.2%	1,080	904	-16.3%
Closed Sales	109	75	-31.2%	877	792	-9.7%
Days on Market	56	55	-1.8%	67	66	-1.5%
SP\$/SqFt	\$112.85	\$127.02	12.6%	\$121.24	\$131.14	8.2%
Median Sales Price*	\$194,400	\$210,000	8.0%	\$195,000	\$210,000	7.7%
Average Sales Price*	\$224,697	\$236,171	5.1%	\$230,545	\$249,126	8.1%
Percent of List Price Received*	98%	97%	-1.0%	99%	99%	0.0%
Months Supply of Inventory	10	14	40.0%	---	---	---
Total Volume	\$24,491,977	\$17,712,825	-27.7%	\$202,188,150	\$197,308,163	-2.4%

Condo/Villa Key Metrics	September			Year to Date		
	2021	2022	% Change	Thru 9 2021	Thru 9 2022	% Change
New Listings	8	5	-37.5%	51	66	29.4%
Closed Sales	9	9	0.0%	45	58	28.9%
Days on Market	44	46	4.5%	70	58	-17.1%
SP\$/SqFt	\$127.73	\$128.77	0.8%	\$122.40	\$139.71	14.1%
Median Sales Price*	\$240,900	\$202,400	-16.0%	\$199,900	\$221,587	10.8%
Average Sales Price*	\$233,122	\$192,878	-17.3%	\$200,576	\$220,228	9.8%
Percent of List Price Received*	100%	97%	-3.0%	99%	99%	0.0%
Months Supply of Inventory	5	5	0.0%	---	---	---
Total Volume (in 1000's)	\$2,098,100	\$1,735,900	-17.3%	\$9,025,916	\$12,773,209	41.5%

*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

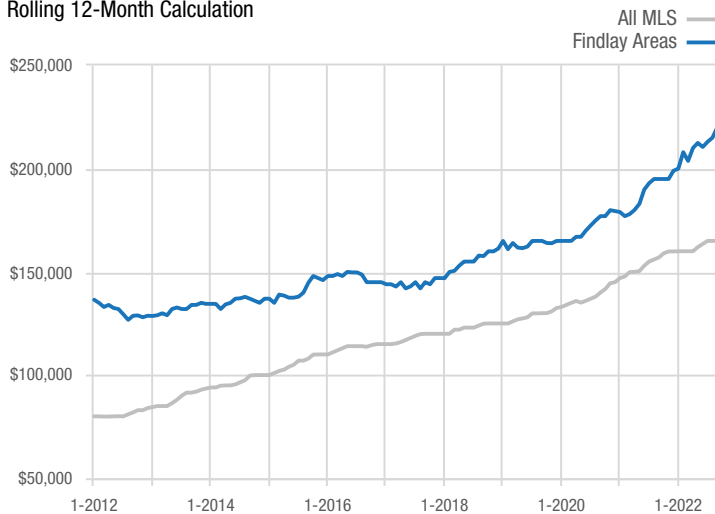
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	81	48	- 40.7%	732	593	- 19.0%
Pending Sales	76	46	- 39.5%	633	528	- 16.6%
Closed Sales	75	52	- 30.7%	634	524	- 17.4%
Days on Market Until Sale	57	51	- 10.5%	63	59	- 6.3%
Median Sales Price*	\$204,161	\$226,500	+ 10.9%	\$199,400	\$229,700	+ 15.2%
Average Sales Price*	\$230,006	\$260,416	+ 13.2%	\$239,566	\$268,194	+ 11.9%
Percent of List Price Received*	98.7%	98.3%	- 0.4%	99.5%	99.3%	- 0.2%
Inventory of Homes for Sale	171	120	- 29.8%	—	—	—
Months Supply of Inventory	2.5	1.9	- 24.0%	—	—	—

Condo-Villa	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	8	4	- 50.0%	45	52	+ 15.6%
Pending Sales	8	8	0.0%	40	49	+ 22.5%
Closed Sales	9	7	- 22.2%	41	48	+ 17.1%
Days on Market Until Sale	44	55	+ 25.0%	67	52	- 22.4%
Median Sales Price*	\$240,900	\$202,400	- 16.0%	\$208,416	\$222,450	+ 6.7%
Average Sales Price*	\$233,122	\$188,843	- 19.0%	\$208,671	\$218,350	+ 4.6%
Percent of List Price Received*	100.2%	95.8%	- 4.4%	98.6%	99.0%	+ 0.4%
Inventory of Homes for Sale	13	9	- 30.8%	—	—	—
Months Supply of Inventory	3.1	1.7	- 45.2%	—	—	—

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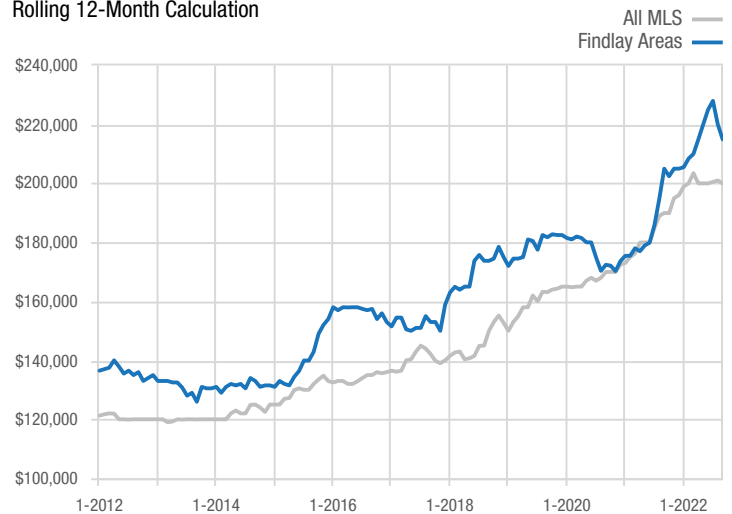
Median Sales Price - Single Family

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

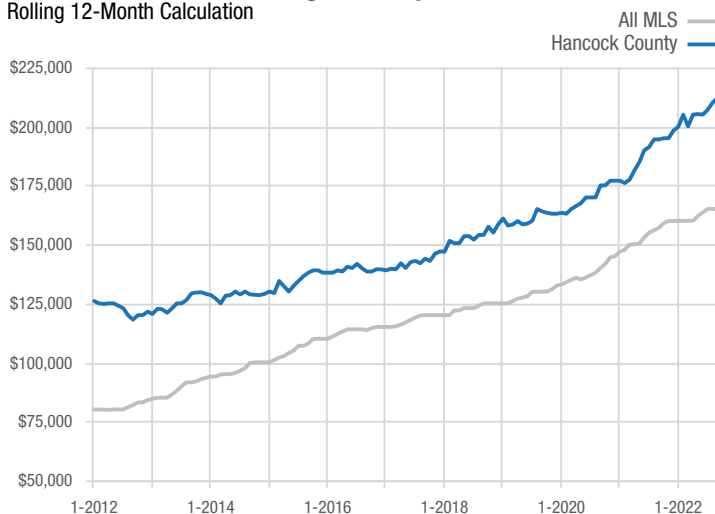
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	113	70	- 38.1%	984	794	- 19.3%
Pending Sales	106	58	- 45.3%	819	712	- 13.1%
Closed Sales	103	64	- 37.9%	820	706	- 13.9%
Days on Market Until Sale	56	52	- 7.1%	63	61	- 3.2%
Median Sales Price*	\$195,400	\$220,000	+ 12.6%	\$197,900	\$220,000	+ 11.2%
Average Sales Price*	\$228,984	\$248,220	+ 8.4%	\$235,607	\$257,198	+ 9.2%
Percent of List Price Received*	98.4%	98.0%	- 0.4%	99.4%	99.4%	0.0%
Inventory of Homes for Sale	250	172	- 31.2%	—	—	—
Months Supply of Inventory	2.8	2.1	- 25.0%	—	—	—

Condo-Villa	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	8	5	- 37.5%	51	59	+ 15.7%
Pending Sales	8	10	+ 25.0%	44	55	+ 25.0%
Closed Sales	9	9	0.0%	45	54	+ 20.0%
Days on Market Until Sale	44	46	+ 4.5%	67	51	- 23.9%
Median Sales Price*	\$240,900	\$202,400	- 16.0%	\$199,900	\$220,000	+ 10.1%
Average Sales Price*	\$233,122	\$192,878	- 17.3%	\$200,909	\$215,256	+ 7.1%
Percent of List Price Received*	100.2%	96.7%	- 3.5%	98.7%	99.0%	+ 0.3%
Inventory of Homes for Sale	15	10	- 33.3%	—	—	—
Months Supply of Inventory	3.2	1.6	- 50.0%	—	—	—

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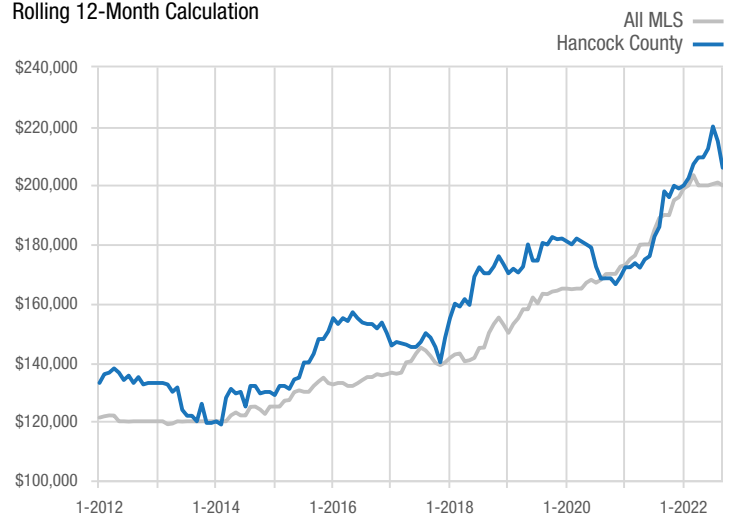
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

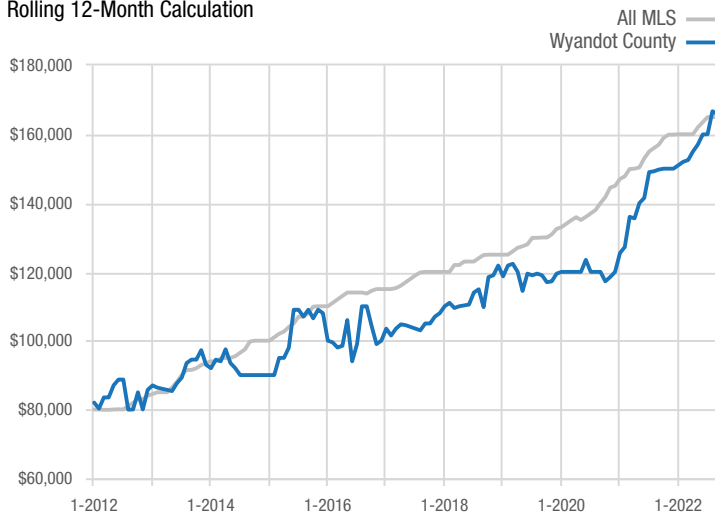
Single Family	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	18	10	- 44.4%	96	109	+ 13.5%
Pending Sales	5	9	+ 80.0%	71	86	+ 21.1%
Closed Sales	6	10	+ 66.7%	71	85	+ 19.7%
Days on Market Until Sale	54	71	+ 31.5%	87	83	- 4.6%
Median Sales Price*	\$143,850	\$120,000	- 16.6%	\$150,000	\$170,000	+ 13.3%
Average Sales Price*	\$151,100	\$154,544	+ 2.3%	\$164,424	\$178,091	+ 8.3%
Percent of List Price Received*	95.0%	90.1%	- 5.2%	93.9%	95.4%	+ 1.6%
Inventory of Homes for Sale	43	38	- 11.6%	—	—	—
Months Supply of Inventory	5.6	3.7	- 33.9%	—	—	—

Condo-Villa	September			Year to Date		
	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
Key Metrics						
New Listings	0	0	—	0	7	—
Pending Sales	0	1	—	1	5	+ 400.0%
Closed Sales	0	0	—	1	4	+ 300.0%
Days on Market Until Sale	—	—	—	232	144	- 37.9%
Median Sales Price*	—	—	—	\$210,000	\$229,087	+ 9.1%
Average Sales Price*	—	—	—	\$210,000	\$287,352	+ 36.8%
Percent of List Price Received*	—	—	—	100.0%	97.0%	- 3.0%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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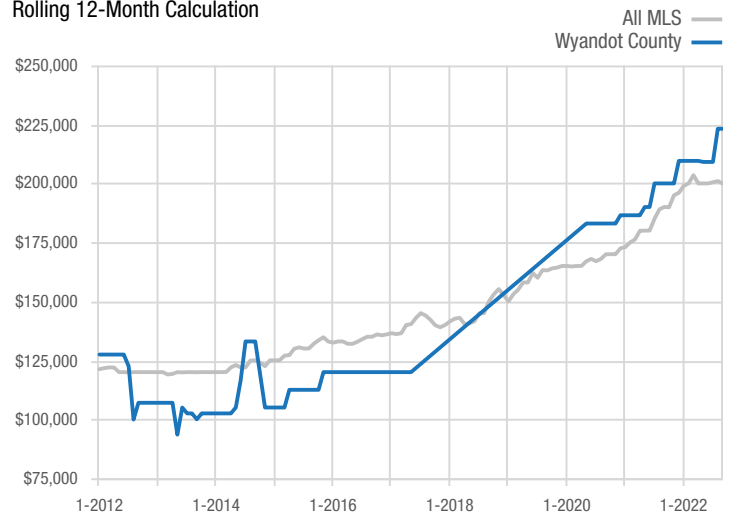
Median Sales Price - Single Family

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