

## Local Market Update – November 2023

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# Hancock and Wyandot Counties

Low inventory, elevated sales prices, and decades-high interest rates continue to weigh on the housing market, causing sales of existing homes to fall to their slowest pace since August 2010. According to the National Association of REALTORS® (NAR), U.S. existing-home sales declined 4.1% month-over-month and 14.6% year-over-year as of last measure, as prospective buyers, faced with rising homeownership costs, wait for mortgage rates, and home prices, to drop.

Inventory remains at historically low levels nationwide, with only 1.15 million homes for sale heading into November, a 5.7% decline compared to the same time last year, for a 3.6 months' supply at the current sales pace. The shortage of available properties for sale has kept pressure on home prices, which have continued to climb despite the slowdown in sales. According to NAR, the U.S. median existing-home sales price increased 3.4% from a year ago to \$391,800, an all-time high for the month, with annual price gains reported in all four regions of the country.

Single Family Key Metrics	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	71	55	-22.5%	1,049	922	-12.1%
Closed Sales	57	71	24.6%	927	759	-18.1%
Days on Market	62	75	21.0%	65	69	6.2%
SP\$/SqFt	\$124.47	<b>\$129.02</b>	3.7%	\$130.20	<b>\$132.46</b>	1.7%
Median Sales Price*	\$206,500	<b>\$205,000</b>	-0.7%	\$208,000	<b>\$207,000</b>	-0.5%
Average Sales Price*	\$235,736	<b>\$245,542</b>	4.2%	\$248,609	<b>\$242,575</b>	-2.4%
Percent of List Price Received*	97%	<b>97%</b>	0.0%	99%	<b>99%</b>	0.0%
Months Supply of Inventory	18	<b>14</b>	-22.2%	---	---	---
Total Volume	\$13,526,974	<b>\$17,433,460</b>	28.9%	\$ 230,550,587.00	<b>\$184,114,664</b>	-20.1%

Condo/Villa Key Metrics	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	5	4	-20.0%	77	61	-20.8%
Closed Sales	6	2	-66.7%	70	64	-8.6%
Days on Market	29	29	0.0%	58	59	1.7%
SP\$/SqFt	\$126.34	<b>\$131.28</b>	3.9%	\$139.24	<b>\$138.61</b>	-0.5%
Median Sales Price*	\$184,000	<b>\$205,400</b>	11.6%	\$220,000	<b>\$214,950</b>	-2.3%
Average Sales Price*	\$194,219	<b>\$205,400</b>	5.8%	\$216,468	<b>\$212,506</b>	-1.8%
Percent of List Price Received*	97%	<b>100%</b>	3.1%	99%	<b>98%</b>	-1.0%
Months Supply of Inventory	7	<b>17</b>	142.9%	---	---	---
Total Volume (in 1000's)	\$1,165,313	<b>\$410,800</b>	-64.7%	\$15,152,748	<b>\$13,600,400</b>	-1.0%

\*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

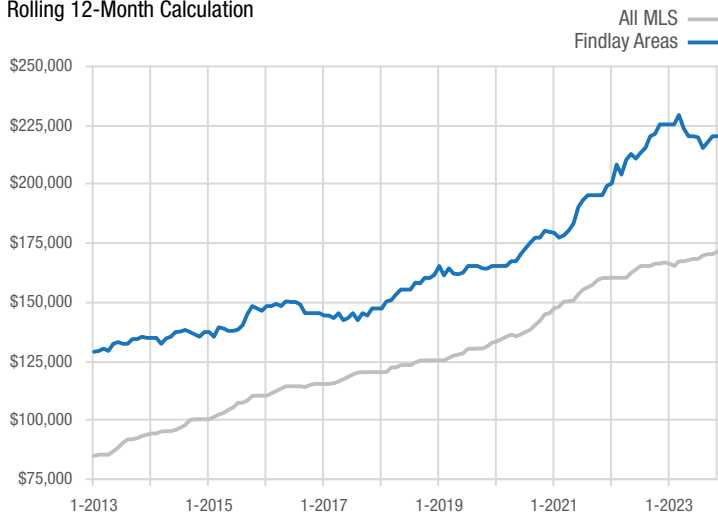
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	37	35	- 5.4%	674	538	- 20.2%
Pending Sales	34	43	+ 26.5%	618	455	- 26.4%
Closed Sales	37	45	+ 21.6%	616	452	- 26.6%
Days on Market Until Sale	64	75	+ 17.2%	60	64	+ 6.7%
Median Sales Price*	\$234,950	<b>\$225,000</b>	- 4.2%	\$229,000	<b>\$225,000</b>	- 1.7%
Average Sales Price*	\$241,543	<b>\$275,328</b>	+ 14.0%	\$267,851	<b>\$264,515</b>	- 1.2%
Percent of List Price Received*	95.6%	<b>96.9%</b>	+ 1.4%	99.0%	<b>98.7%</b>	- 0.3%
Inventory of Homes for Sale	97	95	- 2.1%	—	—	—
Months Supply of Inventory	1.7	2.3	+ 35.3%	—	—	—

Condo-Villa	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	3	3	0.0%	61	53	- 13.1%
Pending Sales	5	3	- 40.0%	58	57	- 1.7%
Closed Sales	5	2	- 60.0%	58	56	- 3.4%
Days on Market Until Sale	26	29	+ 11.5%	51	61	+ 19.6%
Median Sales Price*	\$169,000	<b>\$205,400</b>	+ 21.5%	\$220,000	<b>\$215,000</b>	- 2.3%
Average Sales Price*	\$183,360	<b>\$205,400</b>	+ 12.0%	\$214,439	<b>\$215,011</b>	+ 0.3%
Percent of List Price Received*	97.9%	<b>100.2%</b>	+ 2.3%	98.7%	<b>98.0%</b>	- 0.7%
Inventory of Homes for Sale	8	2	- 75.0%	—	—	—
Months Supply of Inventory	1.6	0.4	- 75.0%	—	—	—

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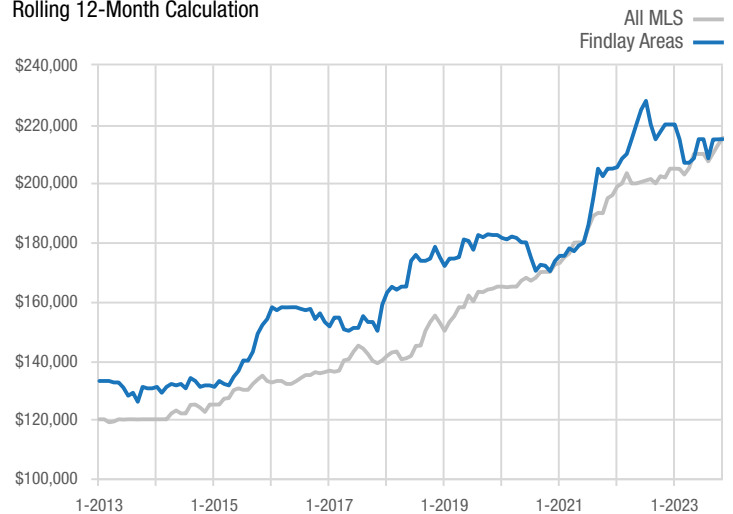
### Median Sales Price - Single Family

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

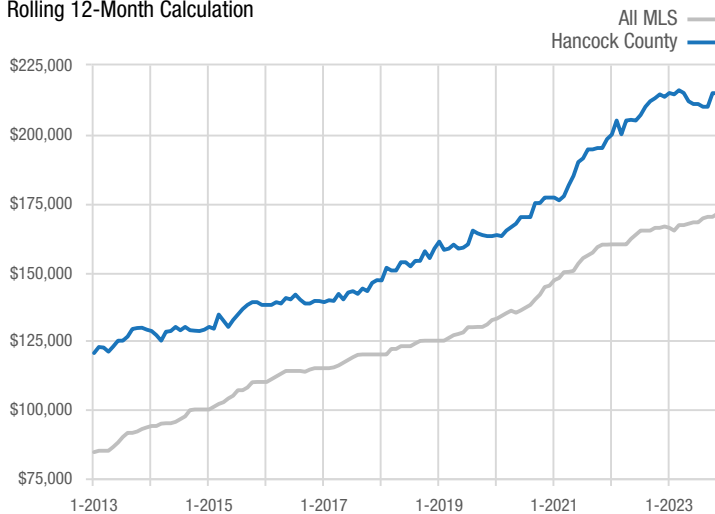
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	61	<b>48</b>	- 21.3%	918	<b>771</b>	- 16.0%
Pending Sales	53	<b>59</b>	+ 11.3%	838	<b>647</b>	- 22.8%
Closed Sales	54	<b>59</b>	+ 9.3%	832	<b>643</b>	- 22.7%
Days on Market Until Sale	64	<b>73</b>	+ 14.1%	61	<b>66</b>	+ 8.2%
Median Sales Price*	\$210,000	<b>\$210,000</b>	0.0%	\$215,000	<b>\$215,000</b>	0.0%
Average Sales Price*	\$239,898	<b>\$254,669</b>	+ 6.2%	\$256,363	<b>\$254,870</b>	- 0.6%
Percent of List Price Received*	96.5%	<b>97.9%</b>	+ 1.5%	99.1%	<b>99.0%</b>	- 0.1%
Inventory of Homes for Sale	147	<b>148</b>	+ 0.7%	—	—	—
Months Supply of Inventory	1.9	<b>2.5</b>	+ 31.6%	—	—	—

Condo-Villa	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
<b>Key Metrics</b>						
New Listings	5	<b>4</b>	- 20.0%	70	<b>61</b>	- 12.9%
Pending Sales	6	<b>3</b>	- 50.0%	65	<b>65</b>	0.0%
Closed Sales	6	<b>2</b>	- 66.7%	65	<b>64</b>	- 1.5%
Days on Market Until Sale	29	<b>29</b>	0.0%	50	<b>59</b>	+ 18.0%
Median Sales Price*	\$184,000	<b>\$205,400</b>	+ 11.6%	\$220,000	<b>\$214,950</b>	- 2.3%
Average Sales Price*	\$194,219	<b>\$205,400</b>	+ 5.8%	\$212,754	<b>\$212,506</b>	- 0.1%
Percent of List Price Received*	97.2%	<b>100.2%</b>	+ 3.1%	98.7%	<b>97.9%</b>	- 0.8%
Inventory of Homes for Sale	10	<b>3</b>	- 70.0%	—	—	—
Months Supply of Inventory	1.8	<b>0.5</b>	- 72.2%	—	—	—

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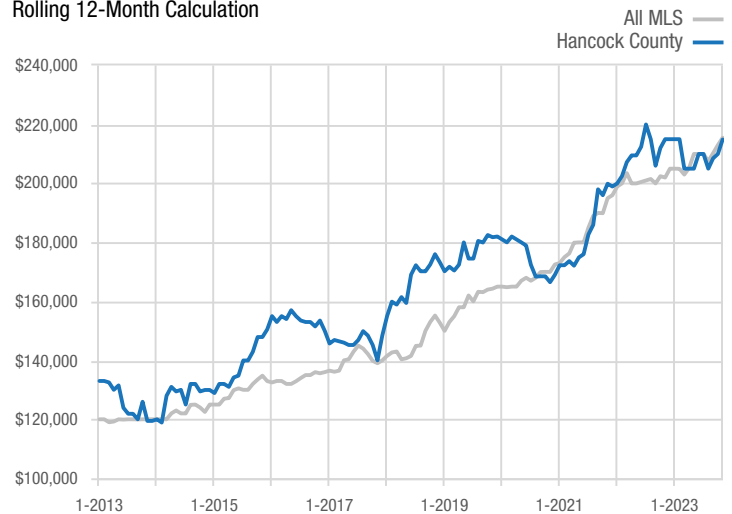
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## Wyandot County

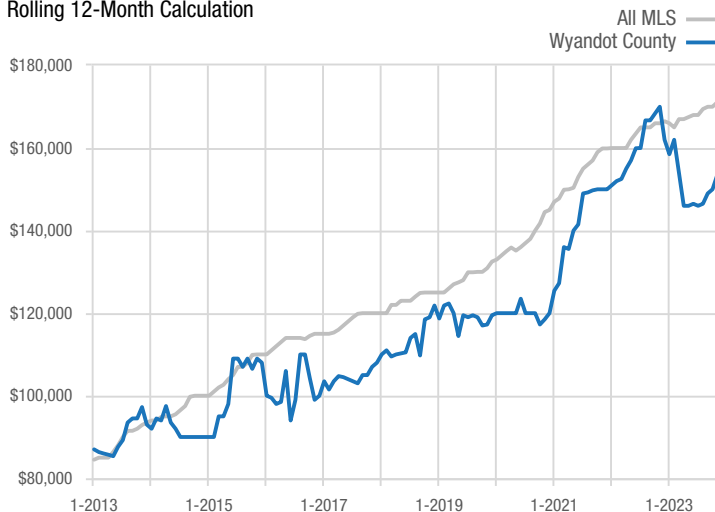
Single Family	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	10	7	- 30.0%	131	151	+ 15.3%
Pending Sales	5	13	+ 160.0%	98	119	+ 21.4%
Closed Sales	4	12	+ 200.0%	96	116	+ 20.8%
Days on Market Until Sale	66	87	+ 31.8%	80	87	+ 8.8%
Median Sales Price*	\$160,250	<b>\$185,000</b>	+ 15.4%	\$170,000	<b>\$164,000</b>	- 3.5%
Average Sales Price*	\$185,600	<b>\$200,667</b>	+ 8.1%	\$179,780	<b>\$175,734</b>	- 2.3%
Percent of List Price Received*	95.9%	<b>93.4%</b>	- 2.6%	95.1%	<b>95.8%</b>	+ 0.7%
Inventory of Homes for Sale	41	39	- 4.9%	—	—	—
Months Supply of Inventory	4.5	3.5	- 22.2%	—	—	—

Condo-Villa	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	0	0	—	5	0	- 100.0%
Closed Sales	0	0	—	5	0	- 100.0%
Days on Market Until Sale	—	—	—	164	—	—
Median Sales Price*	—	—	—	\$223,173	—	—
Average Sales Price*	—	—	—	\$264,752	—	—
Percent of List Price Received*	—	—	—	97.6%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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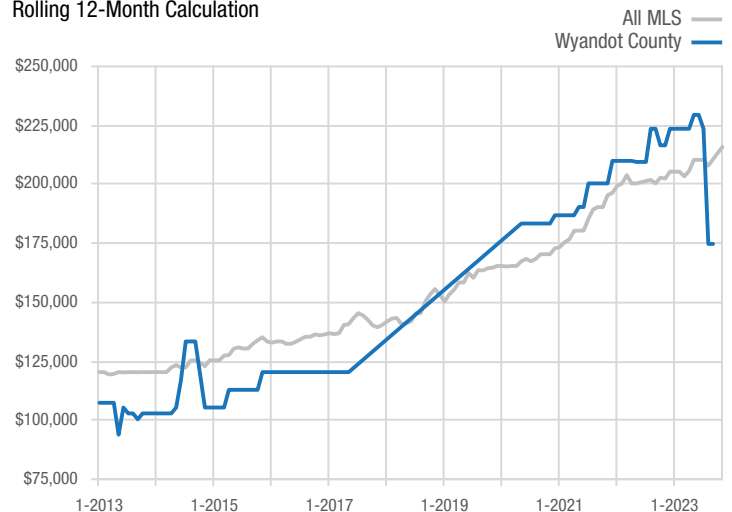
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