

## Local Market Update – October 2022

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# Hancock and Wyandot Counties

Existing home sales declined nationwide for the eighth consecutive month, falling 1.5% as of last measure, according to the National Association of REALTORS® (NAR), with sales down nearly 24% from the same period last year. Pending home sales also declined, dropping 10.9% month-to-month, exceeding economists' expectations. Stubbornly high inflation and soaring borrowing costs have eroded buyer purchasing power and have caused the market to cool rapidly this year.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

| Single Family<br>Key Metrics    | October      |                     |          | Year to Date  |                      |          |
|---------------------------------|--------------|---------------------|----------|---------------|----------------------|----------|
|                                 | 2021         | 2022                | % Change | Thru 10 2021  | Thru 10 2022         | % Change |
| New Listings                    | 127          | <b>73</b>           | -42.5%   | 1,207         | <b>977</b>           | -19.1%   |
| Closed Sales                    | 116          | <b>78</b>           | -32.8%   | 993           | <b>870</b>           | -12.4%   |
| Days on Market                  | 60           | <b>62</b>           | 3.3%     | 99            | <b>65</b>            | -34.3%   |
| SP\$/SqFt                       | \$127.06     | <b>\$127.12</b>     | 0.0%     | \$121.92      | <b>\$130.78</b>      | 7.3%     |
| Median Sales Price*             | \$187,450    | <b>\$199,950</b>    | 6.7%     | \$194,500     | <b>\$208,500</b>     | 7.2%     |
| Average Sales Price*            | \$229,498    | <b>\$252,771</b>    | 10.1%    | \$230,423     | <b>\$249,453</b>     | 8.3%     |
| Percent of List Price Received* | 99%          | <b>97%</b>          | -2.0%    | 99%           | <b>99%</b>           | 0.0%     |
| Months Supply of Inventory      | 10           | <b>13</b>           | 30.0%    | ---           | ---                  | ---      |
| Total Volume                    | \$26,621,772 | <b>\$19,716,150</b> | -25.9%   | \$228,809,922 | <b>\$217,024,313</b> | -5.2%    |

| Condo/Villa<br>Key Metrics      | October     |                    |          | Year to Date |                     |          |
|---------------------------------|-------------|--------------------|----------|--------------|---------------------|----------|
|                                 | 2021        | 2022               | % Change | Thru 10 2021 | Thru 10 2022        | % Change |
| New Listings                    | 6           | <b>7</b>           | 16.7%    | 57           | <b>72</b>           | 26.3%    |
| Closed Sales                    | 10          | <b>6</b>           | -40.0%   | 55           | <b>64</b>           | 16.4%    |
| Days on Market                  | 46          | <b>96</b>          | 108.7%   | 66           | <b>61</b>           | -7.6%    |
| SP\$/SqFt                       | \$127.57    | <b>\$147.66</b>    | 15.7%    | \$123.34     | <b>\$140.45</b>     | 13.9%    |
| Median Sales Price*             | \$172,750   | <b>\$197,500</b>   | 14.3%    | \$198,000    | <b>\$220,000</b>    | 11.1%    |
| Average Sales Price*            | \$196,030   | <b>\$202,371</b>   | 3.2%     | \$199,749    | <b>\$218,554</b>    | 9.4%     |
| Percent of List Price Received* | 97%         | <b>97%</b>         | 0.0%     | 98%          | <b>99%</b>          | 1.0%     |
| Months Supply of Inventory      | 4           | <b>7</b>           | 75.0%    | ---          | ---                 | ---      |
| Total Volume (in 1000's)        | \$1,960,300 | <b>\$1,214,226</b> | -38.1%   | \$10,986,216 | <b>\$13,987,435</b> | 27.3%    |

\*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

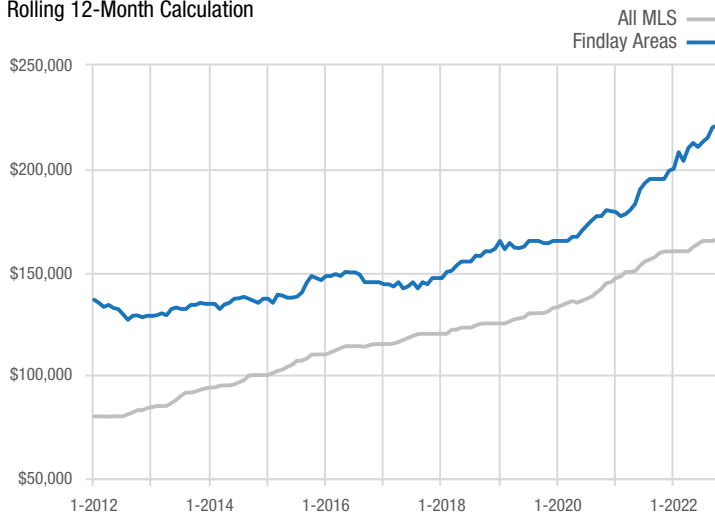
| Single Family                   | October   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2021      | 2022             | % Change | Thru 10-2021 | Thru 10-2022     | % Change |
| <b>Key Metrics</b>              |           |                  |          |              |                  |          |
| New Listings                    | 90        | 42               | - 53.3%  | 822          | 636              | - 22.6%  |
| Pending Sales                   | 72        | 55               | - 23.6%  | 705          | 583              | - 17.3%  |
| Closed Sales                    | 74        | 55               | - 25.7%  | 708          | 579              | - 18.2%  |
| Days on Market Until Sale       | 54        | 64               | + 18.5%  | 62           | 60               | - 3.2%   |
| Median Sales Price*             | \$195,000 | <b>\$205,000</b> | + 5.1%   | \$198,650    | <b>\$229,000</b> | + 15.3%  |
| Average Sales Price*            | \$234,638 | <b>\$281,811</b> | + 20.1%  | \$239,044    | <b>\$269,487</b> | + 12.7%  |
| Percent of List Price Received* | 98.1%     | <b>98.2%</b>     | + 0.1%   | 99.4%        | <b>99.2%</b>     | - 0.2%   |
| Inventory of Homes for Sale     | 181       | 99               | - 45.3%  | —            | —                | —        |
| Months Supply of Inventory      | 2.7       | 1.6              | - 40.7%  | —            | —                | —        |

| Condo-Villa                     | October   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2021      | 2022             | % Change | Thru 10-2021 | Thru 10-2022     | % Change |
| <b>Key Metrics</b>              |           |                  |          |              |                  |          |
| New Listings                    | 5         | 6                | + 20.0%  | 50           | 58               | + 16.0%  |
| Pending Sales                   | 9         | 4                | - 55.6%  | 49           | 53               | + 8.2%   |
| Closed Sales                    | 9         | 5                | - 44.4%  | 50           | 53               | + 6.0%   |
| Days on Market Until Sale       | 44        | 67               | + 52.3%  | 63           | 54               | - 14.3%  |
| Median Sales Price*             | \$156,500 | <b>\$215,000</b> | + 37.4%  | \$206,708    | <b>\$220,000</b> | + 6.4%   |
| Average Sales Price*            | \$196,811 | <b>\$207,975</b> | + 5.7%   | \$206,536    | <b>\$217,371</b> | + 5.2%   |
| Percent of List Price Received* | 96.8%     | <b>96.4%</b>     | - 0.4%   | 98.2%        | <b>98.7%</b>     | + 0.5%   |
| Inventory of Homes for Sale     | 8         | 10               | + 25.0%  | —            | —                | —        |
| Months Supply of Inventory      | 1.7       | 2.0              | + 17.6%  | —            | —                | —        |

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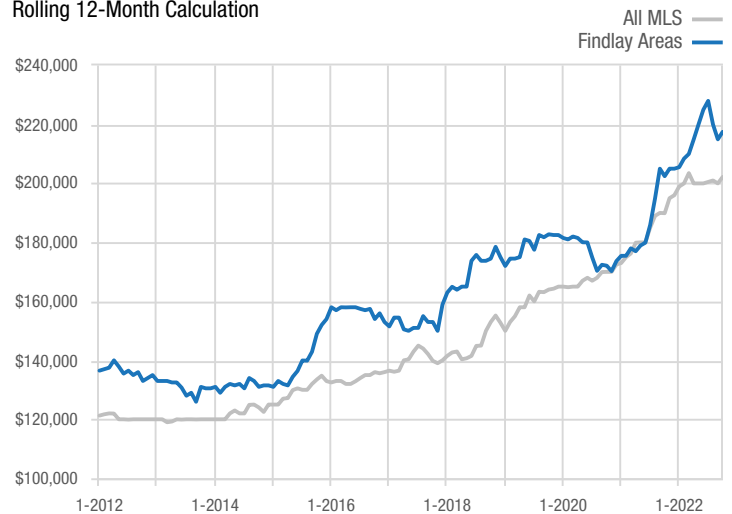
### Median Sales Price - Single Family

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

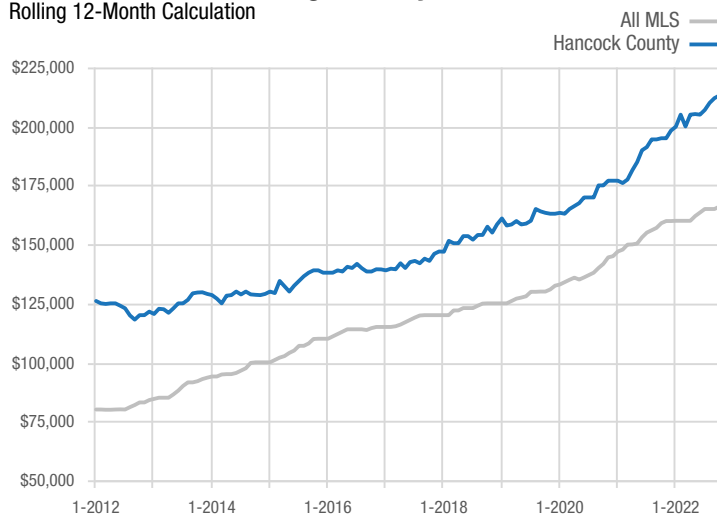
| Single Family                   | October   |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
|                                 | 2021      | 2022      | % Change | Thru 10-2021 | Thru 10-2022 | % Change |
| New Listings                    | 120       | 60        | - 50.0%  | 1,104        | 855          | - 22.6%  |
| Pending Sales                   | 102       | 73        | - 28.4%  | 921          | 784          | - 14.9%  |
| Closed Sales                    | 103       | 72        | - 30.1%  | 923          | 778          | - 15.7%  |
| Days on Market Until Sale       | 58        | 62        | + 6.9%   | 63           | 61           | - 3.2%   |
| Median Sales Price*             | \$195,000 | \$200,000 | + 2.6%   | \$197,375    | \$215,000    | + 8.9%   |
| Average Sales Price*            | \$237,711 | \$260,335 | + 9.5%   | \$235,845    | \$257,489    | + 9.2%   |
| Percent of List Price Received* | 98.8%     | 97.9%     | - 0.9%   | 99.3%        | 99.3%        | 0.0%     |
| Inventory of Homes for Sale     | 250       | 150       | - 40.0%  | —            | —            | —        |
| Months Supply of Inventory      | 2.8       | 1.8       | - 35.7%  | —            | —            | —        |

| Condo-Villa                     | October   |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
|                                 | 2021      | 2022      | % Change | Thru 10-2021 | Thru 10-2022 | % Change |
| New Listings                    | 6         | 6         | 0.0%     | 57           | 65           | + 14.0%  |
| Pending Sales                   | 10        | 4         | - 60.0%  | 54           | 59           | + 9.3%   |
| Closed Sales                    | 10        | 5         | - 50.0%  | 55           | 59           | + 7.3%   |
| Days on Market Until Sale       | 46        | 67        | + 45.7%  | 63           | 52           | - 17.5%  |
| Median Sales Price*             | \$172,750 | \$215,000 | + 24.5%  | \$198,000    | \$220,000    | + 11.1%  |
| Average Sales Price*            | \$196,030 | \$207,975 | + 6.1%   | \$200,022    | \$214,639    | + 7.3%   |
| Percent of List Price Received* | 96.5%     | 96.4%     | - 0.1%   | 98.3%        | 98.8%        | + 0.5%   |
| Inventory of Homes for Sale     | 9         | 11        | + 22.2%  | —            | —            | —        |
| Months Supply of Inventory      | 1.7       | 1.9       | + 11.8%  | —            | —            | —        |

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## Wyandot County

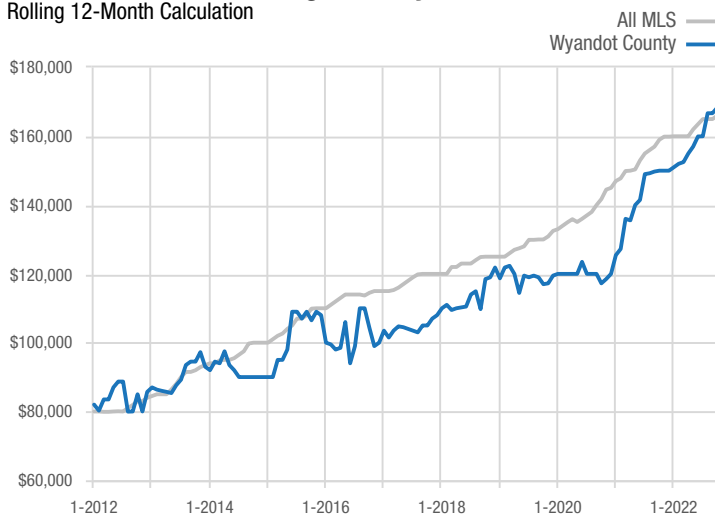
| Single Family                   | October   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2021      | 2022             | % Change | Thru 10-2021 | Thru 10-2022     | % Change |
| <b>Key Metrics</b>              |           |                  |          |              |                  |          |
| New Listings                    | 7         | <b>11</b>        | + 57.1%  | 103          | <b>120</b>       | + 16.5%  |
| Pending Sales                   | 15        | <b>7</b>         | - 53.3%  | 86           | <b>93</b>        | + 8.1%   |
| Closed Sales                    | 13        | <b>6</b>         | - 53.8%  | 84           | <b>92</b>        | + 9.5%   |
| Days on Market Until Sale       | 78        | <b>63</b>        | - 19.2%  | 85           | <b>81</b>        | - 4.7%   |
| Median Sales Price*             | \$150,000 | <b>\$141,000</b> | - 6.0%   | \$150,000    | <b>\$170,000</b> | + 13.3%  |
| Average Sales Price*            | \$164,423 | <b>\$162,000</b> | - 1.5%   | \$164,424    | <b>\$179,515</b> | + 9.2%   |
| Percent of List Price Received* | 96.5%     | <b>93.2%</b>     | - 3.4%   | 94.3%        | <b>95.1%</b>     | + 0.8%   |
| Inventory of Homes for Sale     | 31        | <b>42</b>        | + 35.5%  | —            | —                | —        |
| Months Supply of Inventory      | 3.7       | <b>4.4</b>       | + 18.9%  | —            | —                | —        |

| Condo-Villa                     | October |                  |          | Year to Date |                  |          |
|---------------------------------|---------|------------------|----------|--------------|------------------|----------|
|                                 | 2021    | 2022             | % Change | Thru 10-2021 | Thru 10-2022     | % Change |
| <b>Key Metrics</b>              |         |                  |          |              |                  |          |
| New Listings                    | 0       | <b>0</b>         | —        | 0            | <b>7</b>         | —        |
| Pending Sales                   | 0       | <b>0</b>         | —        | 1            | <b>5</b>         | + 400.0% |
| Closed Sales                    | 0       | <b>1</b>         | —        | 1            | <b>5</b>         | + 400.0% |
| Days on Market Until Sale       | —       | <b>242</b>       | —        | 232          | <b>164</b>       | - 29.3%  |
| Median Sales Price*             | —       | <b>\$174,350</b> | —        | \$210,000    | <b>\$223,173</b> | + 6.3%   |
| Average Sales Price*            | —       | <b>\$174,350</b> | —        | \$210,000    | <b>\$264,752</b> | + 26.1%  |
| Percent of List Price Received* | —       | <b>100.0%</b>    | —        | 100.0%       | <b>97.6%</b>     | - 2.4%   |
| Inventory of Homes for Sale     | 0       | <b>0</b>         | —        | —            | —                | —        |
| Months Supply of Inventory      | —       | —                | —        | —            | —                | —        |

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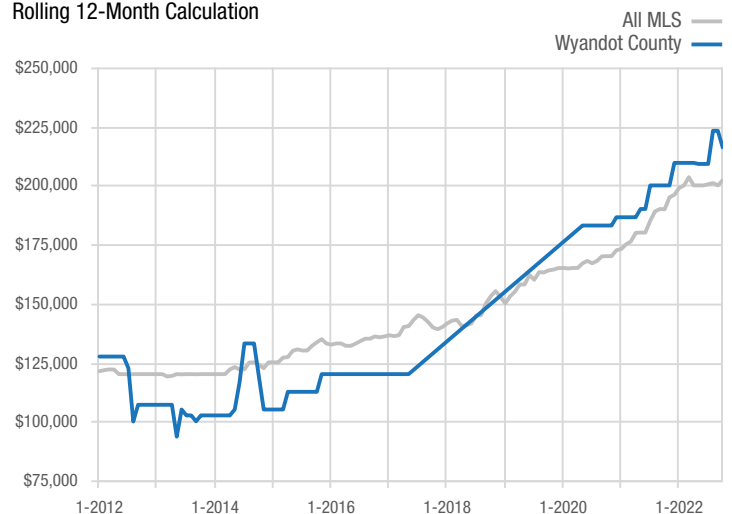
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