

Local Market Update – October 2023

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Hancock and Wyandot Counties

U.S. sales of existing homes recently fell to a 13-year low, dropping 2.0% month-over-month and 15.4% year-over-year as of last measure, according to the National Association of REALTORS® (NAR), as surging interest rates and elevated sales prices continue to make homeownership unaffordable for many prospective buyers. Purchase activity is down significantly compared to this time last year, but rising interest rates are also keeping many current homeowners from selling, causing inventory to remain at historically low levels nationwide.

Total housing inventory going into October was at 1.13 million units, up 2.7% from the previous month but down 8.1% compared to the same time last year, for a 3.4 months' supply at the current sales pace, according to NAR. The shortage of homes for sale is making it harder for buyers to find a home to purchase while at the same time pushing sales prices higher nationwide, with the median existing-home sales price rising 2.8% annually to \$394,300, the third consecutive month of year-over-year price increases.

Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	74	97	31.1%	978	867	-11.3%
Closed Sales	78	64	-17.9%	870	688	-20.9%
Days on Market	62	60	-3.2%	97	68	-29.9%
SP\$/SqFt	\$127.12	\$134.47	5.8%	\$130.77	\$132.81	1.6%
Median Sales Price*	\$199,950	\$199,500	-0.2%	\$208,500	\$207,500	-0.5%
Average Sales Price*	\$252,771	\$238,113	-5.8%	\$249,452	\$242,269	-2.9%
Percent of List Price Received*	97%	98%	1.0%	99%	99%	0.0%
Months Supply of Inventory	13	16	23.1%	---	---	---
Total Volume	\$19,716,150	\$15,239,208	-22.7%	217,023,613	\$166,681,204	-23.2%

Condo/Villa	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	7	3	-57.1%	72	57	-20.8%
Closed Sales	6	6	0.0%	64	62	-3.1%
Days on Market	96	51	-46.9%	61	60	-1.6%
SP\$/SqFt	\$147.66	\$165.28	11.9%	\$140.45	\$138.85	-1.1%
Median Sales Price*	\$197,500	\$227,500	15.2%	\$220,000	\$214,950	-2.3%
Average Sales Price*	\$202,371	\$241,750	19.5%	\$218,554	\$212,735	-2.7%
Percent of List Price Received*	97%	99%	2.1%	99%	98%	-1.0%
Months Supply of Inventory	7	6	-14.3%	---	---	---
Total Volume (in 1000's)	\$1,214,226	\$1,450,500	19.5%	\$13,987,435	\$13,189,600	-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

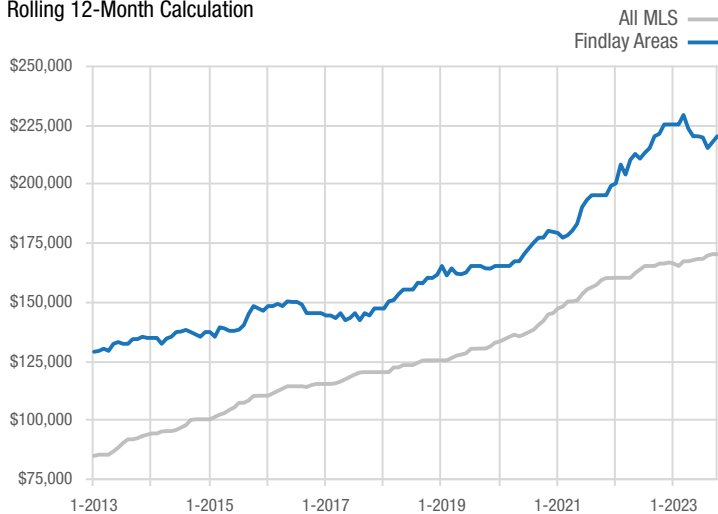
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	43	50	+ 16.3%	637	503	- 21.0%
Pending Sales	56	40	- 28.6%	584	412	- 29.5%
Closed Sales	55	36	- 34.5%	579	407	- 29.7%
Days on Market Until Sale	64	59	- 7.8%	60	63	+ 5.0%
Median Sales Price*	\$205,000	\$244,150	+ 19.1%	\$229,000	\$224,500	- 2.0%
Average Sales Price*	\$281,811	\$262,177	- 7.0%	\$269,487	\$263,316	- 2.3%
Percent of List Price Received*	98.2%	98.4%	+ 0.2%	99.2%	98.9%	- 0.3%
Inventory of Homes for Sale	99	111	+ 12.1%	—	—	—
Months Supply of Inventory	1.6	2.8	+ 75.0%	—	—	—

Condo-Villa	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
New Listings	6	3	- 50.0%	58	50	- 13.8%
Pending Sales	4	4	0.0%	53	54	+ 1.9%
Closed Sales	5	6	+ 20.0%	53	54	+ 1.9%
Days on Market Until Sale	67	51	- 23.9%	54	62	+ 14.8%
Median Sales Price*	\$215,000	\$227,500	+ 5.8%	\$220,000	\$215,000	- 2.3%
Average Sales Price*	\$207,975	\$241,750	+ 16.2%	\$217,371	\$215,367	- 0.9%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.7%	97.9%	- 0.8%
Inventory of Homes for Sale	10	2	- 80.0%	—	—	—
Months Supply of Inventory	2.0	0.4	- 80.0%	—	—	—

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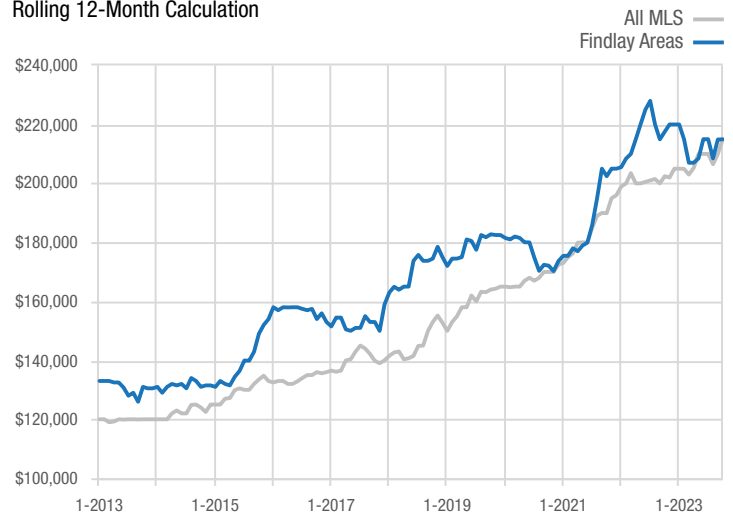
Median Sales Price - Single Family

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

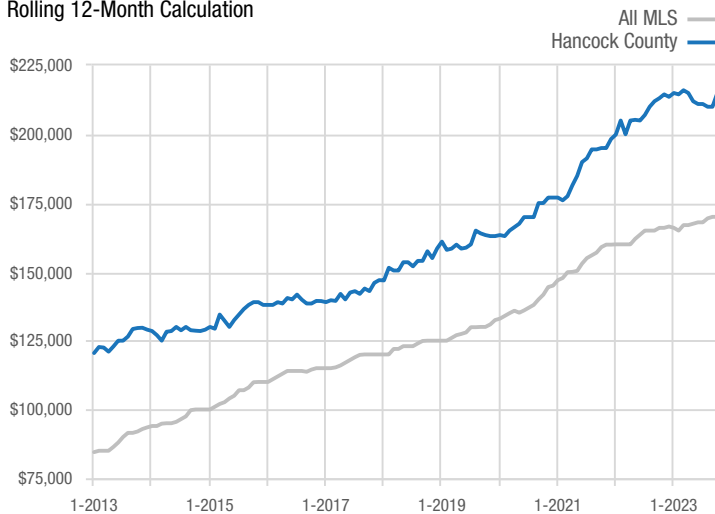
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	62	77	+ 24.2%	857	723	- 15.6%
Pending Sales	74	56	- 24.3%	785	588	- 25.1%
Closed Sales	72	53	- 26.4%	778	584	- 24.9%
Days on Market Until Sale	62	58	- 6.5%	61	65	+ 6.6%
Median Sales Price*	\$200,000	\$227,000	+ 13.5%	\$215,000	\$215,000	0.0%
Average Sales Price*	\$260,335	\$251,911	- 3.2%	\$257,488	\$254,890	- 1.0%
Percent of List Price Received*	97.9%	98.6%	+ 0.7%	99.2%	99.1%	- 0.1%
Inventory of Homes for Sale	151	172	+ 13.9%	—	—	—
Months Supply of Inventory	1.9	3.0	+ 57.9%	—	—	—

Condo-Villa	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	6	3	- 50.0%	65	57	- 12.3%
Pending Sales	4	4	0.0%	59	62	+ 5.1%
Closed Sales	5	6	+ 20.0%	59	62	+ 5.1%
Days on Market Until Sale	67	51	- 23.9%	52	60	+ 15.4%
Median Sales Price*	\$215,000	\$227,500	+ 5.8%	\$220,000	\$214,950	- 2.3%
Average Sales Price*	\$207,975	\$241,750	+ 16.2%	\$214,639	\$212,735	- 0.9%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.8%	97.8%	- 1.0%
Inventory of Homes for Sale	11	2	- 81.8%	—	—	—
Months Supply of Inventory	1.9	0.3	- 84.2%	—	—	—

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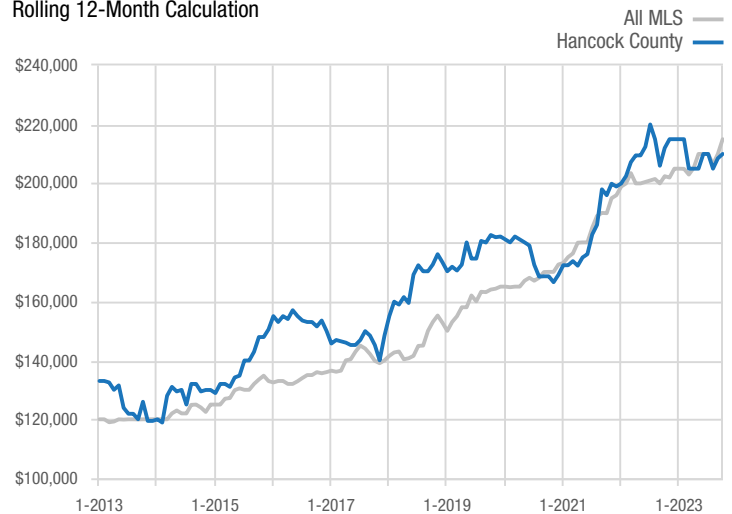
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

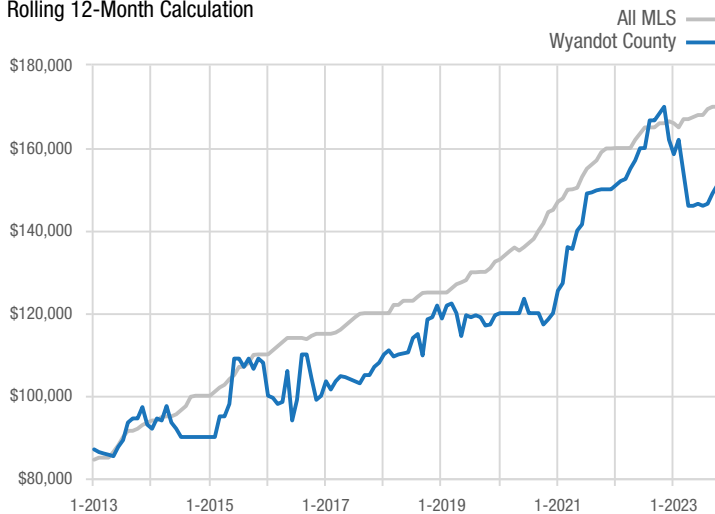
Single Family	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	12	20	+ 66.7%	121	144	+ 19.0%
Pending Sales	7	8	+ 14.3%	93	105	+ 12.9%
Closed Sales	6	10	+ 66.7%	92	103	+ 12.0%
Days on Market Until Sale	63	67	+ 6.3%	81	87	+ 7.4%
Median Sales Price*	\$141,000	\$161,750	+ 14.7%	\$170,000	\$158,700	- 6.6%
Average Sales Price*	\$162,000	\$174,090	+ 7.5%	\$179,515	\$173,082	- 3.6%
Percent of List Price Received*	93.2%	97.8%	+ 4.9%	95.1%	96.2%	+ 1.2%
Inventory of Homes for Sale	43	47	+ 9.3%	—	—	—
Months Supply of Inventory	4.5	4.6	+ 2.2%	—	—	—

Condo-Villa	October			Year to Date		
	2022	2023	% Change	Thru 10-2022	Thru 10-2023	% Change
Key Metrics						
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	0	0	—	5	0	- 100.0%
Closed Sales	1	0	- 100.0%	5	0	- 100.0%
Days on Market Until Sale	242	—	—	164	—	—
Median Sales Price*	\$174,350	—	—	\$223,173	—	—
Average Sales Price*	\$174,350	—	—	\$264,752	—	—
Percent of List Price Received*	100.0%	—	—	97.6%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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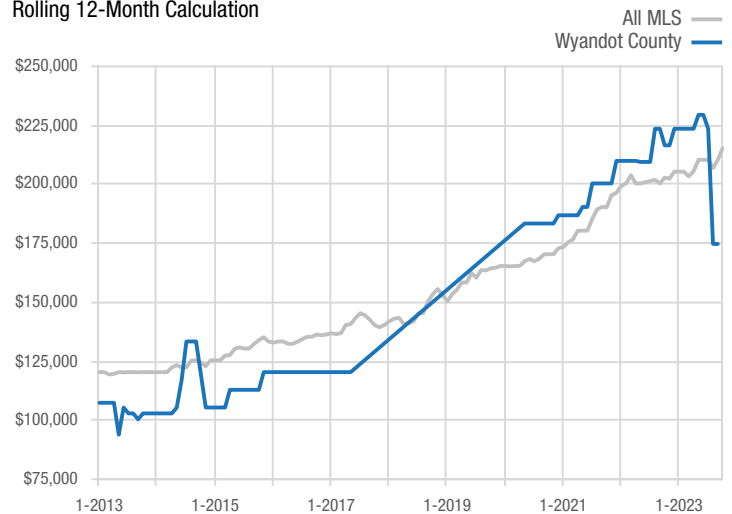
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