

Local Market Update – September 2023

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Hancock and Wyandot Counties

National sales of existing homes recently fell to a 7-month low, as surging borrowing costs, rising sales prices, and limited inventory continue to keep many would-be buyers out of the market. Borrowers have become increasingly sensitive to fluctuations in mortgage rates, which have remained above 7% since mid-August. With fewer buyers able to afford the costs of homeownership, existing-home sales declined 0.7% month-over-month and were down 15.3% year-over-year, according to the National Association of REALTORS® (NAR).

Prices have continued to increase this fall despite softening home sales nationwide, as a lack of inventory has kept the market competitive for prospective buyers, sparking bidding wars and causing homes to sell for above asking price in some areas. Heading into September there were only 1.1 million units available for sale, 0.9% fewer than a month ago and 14.1% fewer than the same period last year, according to NAR. As a result, the U.S. median existing-home sales price rose 3.9% year-over-year to \$407,100, marking the third consecutive month that the median sales price topped \$400,000.

Single Family Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	82	71	-13.4%	907	769	-15.2%
Closed Sales	75	69	-8.0%	792	624	-21.2%
Days on Market	55	72	30.9%	66	69	4.5%
SP\$/SqFt	\$127.02	\$138.51	9.0%	\$131.13	\$132.64	1.2%
Median Sales Price*	\$21,000	\$239,900	1042.4%	\$210,000	\$208,500	-0.7%
Average Sales Price*	\$236,171	\$282,817	19.8%	\$249,126	\$242,696	-2.6%
Percent of List Price Received*	97%	98%	1.0%	99%	99%	0.0%
Months Supply of Inventory	14	15	7.1%	---	---	---
Total Volume	\$17,712,825	\$19,514,348	10.2%	\$197,307,463	\$151,441,996	-23.2%

Condo/Villa Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	5	4	-20.0%	66	54	-18.2%
Closed Sales	9	4	-55.6%	58	56	-3.4%
Days on Market	46	30	-34.8%	58	61	5.2%
SP\$/SqFt	\$128.77	\$142.11	10.4%	\$139.71	\$136.02	-2.6%
Median Sales Price*	\$202,400	\$227,500	12.4%	\$221,587	\$212,450	-4.1%
Average Sales Price*	\$192,878	\$213,750	10.8%	\$220,228	\$209,627	-4.8%
Percent of List Price Received*	97%	101%	4.1%	99%	98%	-1.0%
Months Supply of Inventory	5	9	80.0%	---	---	---
Total Volume (in 1000's)	\$1,735,900	\$855,000	-50.7%	\$12,773,209	\$11,739,100	-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

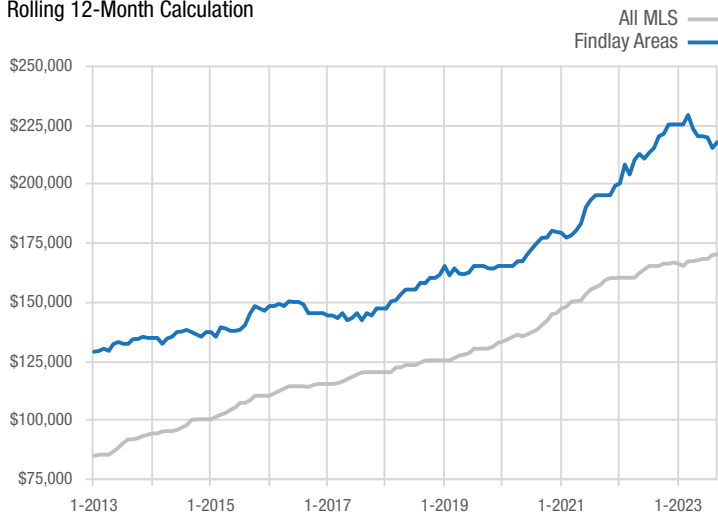
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	50	37	- 26.0%	594	451	- 24.1%
Pending Sales	46	33	- 28.3%	528	372	- 29.5%
Closed Sales	52	35	- 32.7%	524	371	- 29.2%
Days on Market Until Sale	51	62	+ 21.6%	59	63	+ 6.8%
Median Sales Price*	\$226,500	\$300,000	+ 32.5%	\$229,700	\$220,000	- 4.2%
Average Sales Price*	\$260,416	\$322,527	+ 23.9%	\$268,194	\$263,427	- 1.8%
Percent of List Price Received*	98.3%	97.8%	- 0.5%	99.3%	98.9%	- 0.4%
Inventory of Homes for Sale	121	112	- 7.4%	—	—	—
Months Supply of Inventory	2.0	2.7	+ 35.0%	—	—	—

Condo-Villa	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	4	4	0.0%	52	47	- 9.6%
Pending Sales	8	3	- 62.5%	49	50	+ 2.0%
Closed Sales	7	2	- 71.4%	48	48	0.0%
Days on Market Until Sale	55	33	- 40.0%	52	63	+ 21.2%
Median Sales Price*	\$202,400	\$200,000	- 1.2%	\$222,450	\$214,950	- 3.4%
Average Sales Price*	\$188,843	\$200,000	+ 5.9%	\$218,350	\$212,069	- 2.9%
Percent of List Price Received*	95.8%	101.5%	+ 5.9%	99.0%	97.8%	- 1.2%
Inventory of Homes for Sale	9	3	- 66.7%	—	—	—
Months Supply of Inventory	1.7	0.6	- 64.7%	—	—	—

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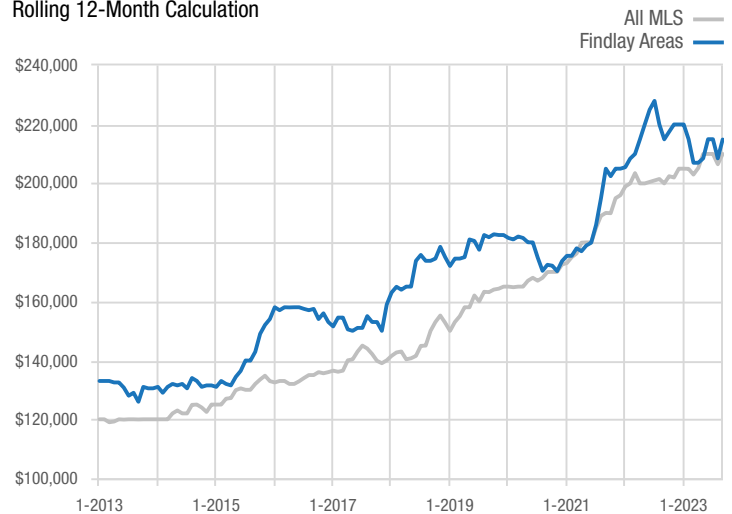
Median Sales Price - Single Family

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

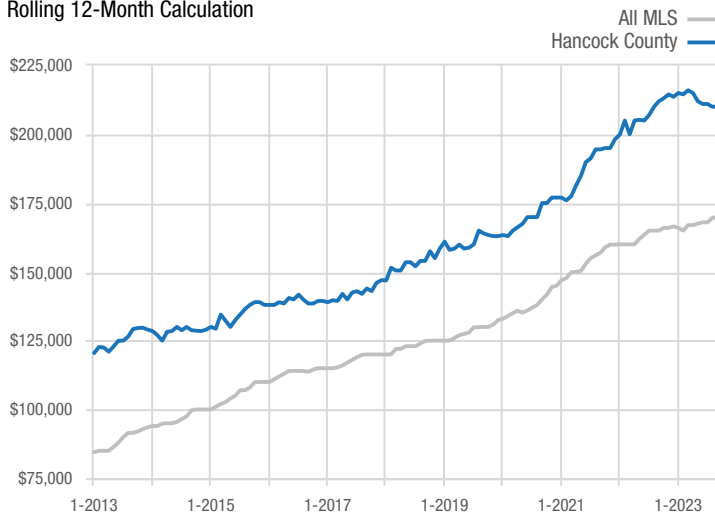
Single Family Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	72	54	- 25.0%	795	642	- 19.2%
Pending Sales	58	54	- 6.9%	711	532	- 25.2%
Closed Sales	64	60	- 6.3%	706	531	- 24.8%
Days on Market Until Sale	52	68	+ 30.8%	61	66	+ 8.2%
Median Sales Price*	\$220,000	\$242,500	+ 10.2%	\$220,000	\$215,000	- 2.3%
Average Sales Price*	\$248,220	\$294,447	+ 18.6%	\$257,197	\$255,189	- 0.8%
Percent of List Price Received*	98.0%	98.5%	+ 0.5%	99.4%	99.2%	- 0.2%
Inventory of Homes for Sale	174	167	- 4.0%	—	—	—
Months Supply of Inventory	2.1	2.8	+ 33.3%	—	—	—

Condo-Villa Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	5	4	- 20.0%	59	54	- 8.5%
Pending Sales	10	5	- 50.0%	55	58	+ 5.5%
Closed Sales	9	4	- 55.6%	54	56	+ 3.7%
Days on Market Until Sale	46	30	- 34.8%	51	61	+ 19.6%
Median Sales Price*	\$202,400	\$227,500	+ 12.4%	\$220,000	\$212,450	- 3.4%
Average Sales Price*	\$192,878	\$213,750	+ 10.8%	\$215,256	\$209,627	- 2.6%
Percent of List Price Received*	96.7%	101.5%	+ 5.0%	99.0%	97.7%	- 1.3%
Inventory of Homes for Sale	10	3	- 70.0%	—	—	—
Months Supply of Inventory	1.6	0.5	- 68.8%	—	—	—

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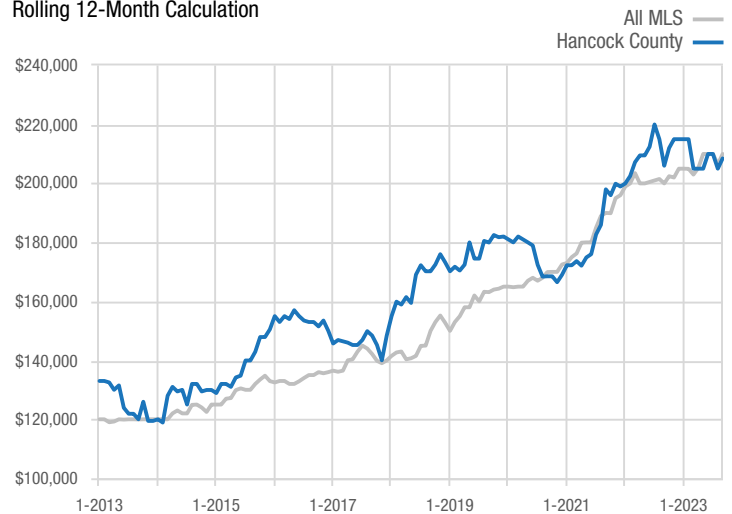
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

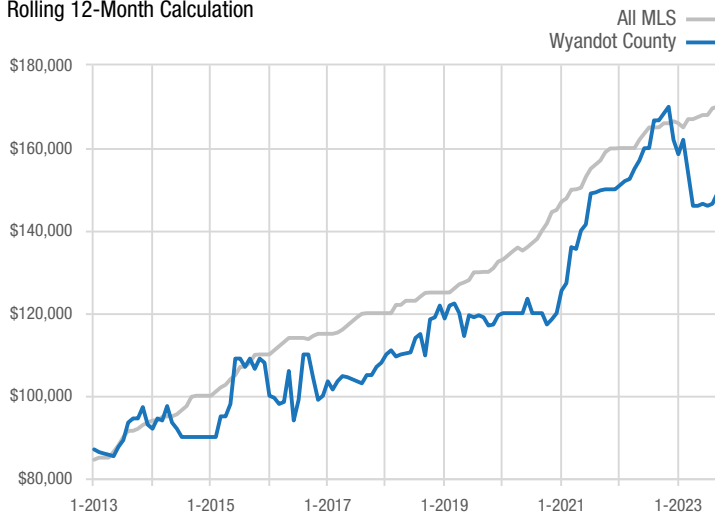
Single Family	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	10	13	+ 30.0%	109	123	+ 12.8%
Pending Sales	9	12	+ 33.3%	86	97	+ 12.8%
Closed Sales	11	9	- 18.2%	86	93	+ 8.1%
Days on Market Until Sale	71	100	+ 40.8%	82	89	+ 8.5%
Median Sales Price*	\$145,000	\$220,000	+ 51.7%	\$170,000	\$158,700	- 6.6%
Average Sales Price*	\$179,090	\$205,278	+ 14.6%	\$180,797	\$172,973	- 4.3%
Percent of List Price Received*	89.7%	94.8%	+ 5.7%	95.2%	96.0%	+ 0.8%
Inventory of Homes for Sale	38	37	- 2.6%	—	—	—
Months Supply of Inventory	3.7	3.6	- 2.7%	—	—	—

Condo-Villa	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
Key Metrics						
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	1	0	- 100.0%	5	0	- 100.0%
Closed Sales	0	0	—	4	0	- 100.0%
Days on Market Until Sale	—	—	—	144	—	—
Median Sales Price*	—	—	—	\$229,087	—	—
Average Sales Price*	—	—	—	\$287,352	—	—
Percent of List Price Received*	—	—	—	97.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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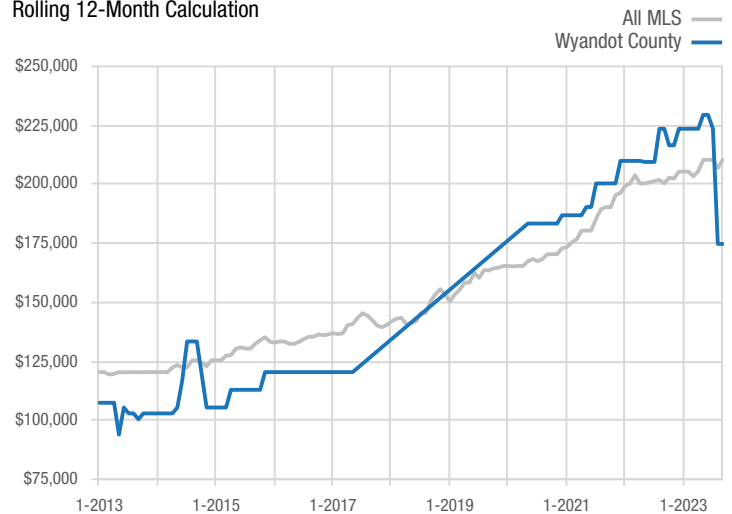
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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