

# Local Market Update – September 2024

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## Hancock & Wyandot Counties

U.S. existing-home sales slid 2.5% month-over-month and 4.2% year-over year to a seasonally adjusted annual rate of 3.86 million units, according to the National Association of REALTORS® (NAR). Meanwhile, home prices have continued to reach record heights nationwide, with NAR reporting a median sales price of \$416,700 as of last measure, a 3.1% increase from the same time last year and a new high for the month.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9 2023	Thru 9 2024	% Change
<b>Key Metrics</b>						
New Listings	72	<b>89</b>	23.6%	770	<b>739</b>	-4.0%
Closed Sales	69	<b>72</b>	4.3%	624	<b>595</b>	-4.6%
Days on Market	72	<b>54</b>	-25.0%	69	<b>69</b>	0.0%
SP\$/SqFt	\$138.51	<b>\$148.21</b>	7.0%	\$132.40	<b>\$139.30</b>	5.2%
Median Sales Price*	\$239,900	<b>\$220,000</b>	-8.3%	\$208,500	<b>\$215,000</b>	3.1%
Average Sales Price*	\$282,817	<b>\$261,300</b>	-7.6%	\$242,696	<b>\$254,219</b>	4.7%
Percent of List Price Received*	98%	<b>99%</b>	1.0%	99%	<b>99%</b>	---
Months Supply of Inventory	15	<b>14</b>	-6.7%	---	---	---
Total Volume	\$19,514,348	<b>\$18,813,600</b>	-3.6%	\$151,441,996	<b>\$151,260,598</b>	-0.1%

Condo/Villa	September			Year to Date		
	2023	2024	% Change	Thru 9 2023	Thru 9 2024	% Change
<b>Key Metrics</b>						
New Listings	4	<b>9</b>	125.0%	54	<b>57</b>	5.6%
Closed Sales	4	<b>3</b>	-25.0%	56	<b>36</b>	-35.7%
Days on Market	30	<b>45</b>	50.0%	61	<b>54</b>	-11.5%
SP\$/SqFt	\$142.11	<b>\$157.46</b>	10.8%	\$136.02	<b>\$148.49</b>	9.2%
Median Sales Price*	\$227,500	<b>\$285,000</b>	25.3%	\$212,450	<b>\$237,500</b>	11.8%
Average Sales Price*	\$213,750	<b>\$282,787</b>	32.3%	\$209,627	<b>\$235,206</b>	12.2%
Percent of List Price Received*	101%	<b>98%</b>	-3.0%	98%	<b>99%</b>	1.0%
Months Supply of Inventory	9	<b>3</b>	-66.7%	---	---	---
Total Volume (in 1000's)	\$855,000	<b>\$848,360</b>	-0.8%	\$11,739,100	<b>\$8,467,410</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

Zip Code 45840

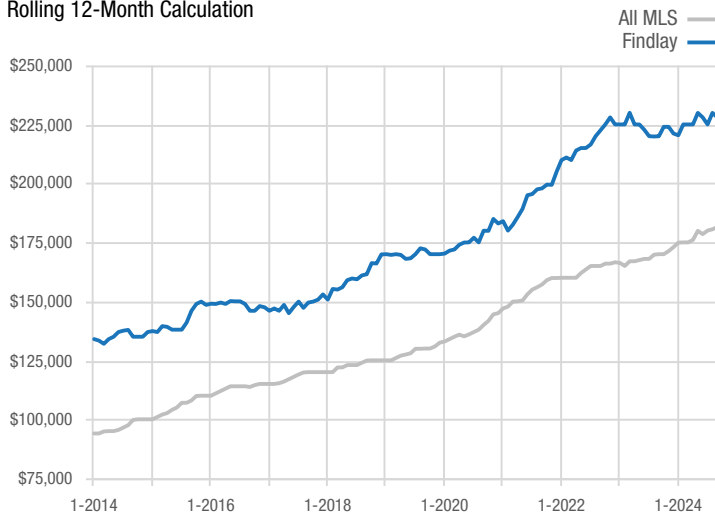
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	43	<b>62</b>	+ 44.2%	508	<b>519</b>	+ 2.2%
Pending Sales	37	<b>46</b>	+ 24.3%	420	<b>409</b>	- 2.6%
Closed Sales	40	<b>46</b>	+ 15.0%	419	<b>416</b>	- 0.7%
Days on Market Until Sale	74	<b>56</b>	- 24.3%	64	<b>64</b>	0.0%
Median Sales Price*	\$254,950	<b>\$220,000</b>	- 13.7%	\$225,000	<b>\$230,000</b>	+ 2.2%
Average Sales Price*	\$313,629	<b>\$271,286</b>	- 13.5%	\$266,344	<b>\$276,725</b>	+ 3.9%
Percent of List Price Received*	98.2%	<b>98.6%</b>	+ 0.4%	99.3%	<b>98.7%</b>	- 0.6%
Inventory of Homes for Sale	130	<b>150</b>	+ 15.4%	—	—	—
Months Supply of Inventory	2.8	<b>3.4</b>	+ 21.4%	—	—	—

Condo-Villa	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	4	<b>8</b>	+ 100.0%	52	<b>53</b>	+ 1.9%
Pending Sales	4	<b>4</b>	0.0%	56	<b>34</b>	- 39.3%
Closed Sales	3	<b>3</b>	0.0%	54	<b>34</b>	- 37.0%
Days on Market Until Sale	32	<b>45</b>	+ 40.6%	62	<b>51</b>	- 17.7%
Median Sales Price*	\$230,000	<b>\$285,000</b>	+ 23.9%	\$212,450	<b>\$238,450</b>	+ 12.2%
Average Sales Price*	\$210,000	<b>\$282,787</b>	+ 34.7%	\$209,798	<b>\$237,133</b>	+ 13.0%
Percent of List Price Received*	102.6%	<b>97.7%</b>	- 4.8%	97.7%	<b>98.5%</b>	+ 0.8%
Inventory of Homes for Sale	3	<b>18</b>	+ 500.0%	—	—	—
Months Supply of Inventory	0.5	<b>4.8</b>	+ 860.0%	—	—	—

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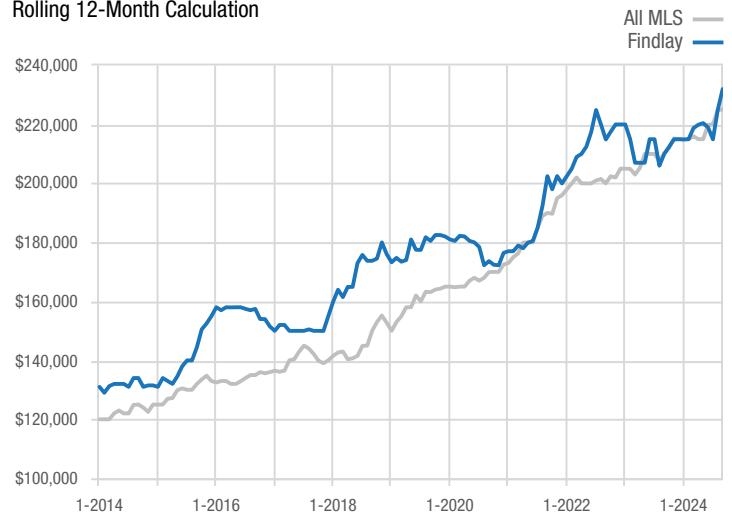
### Median Sales Price - Single Family

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

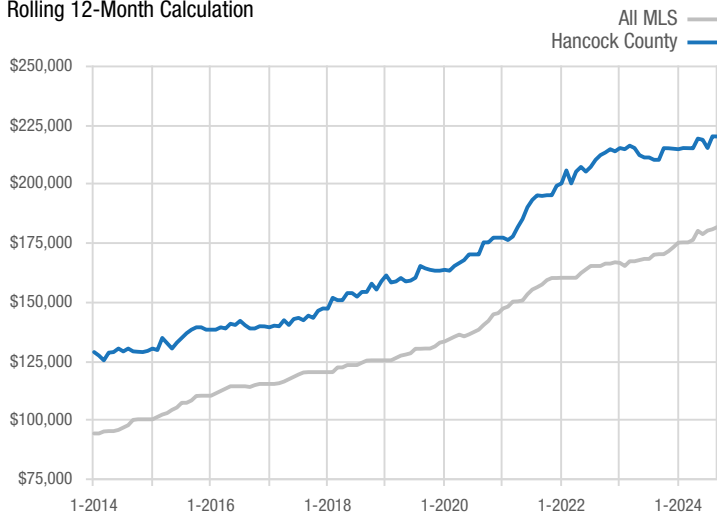
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	58	<b>79</b>	+ 36.2%	646	<b>643</b>	- 0.5%
Pending Sales	54	<b>63</b>	+ 16.7%	532	<b>518</b>	- 2.6%
Closed Sales	60	<b>62</b>	+ 3.3%	531	<b>525</b>	- 1.1%
Days on Market Until Sale	68	<b>53</b>	- 22.1%	66	<b>65</b>	- 1.5%
Median Sales Price*	\$242,500	<b>\$222,500</b>	- 8.2%	\$215,000	<b>\$224,900</b>	+ 4.6%
Average Sales Price*	\$294,447	<b>\$268,510</b>	- 8.8%	\$255,189	<b>\$266,117</b>	+ 4.3%
Percent of List Price Received*	98.5%	<b>99.3%</b>	+ 0.8%	99.2%	<b>99.1%</b>	- 0.1%
Inventory of Homes for Sale	172	<b>180</b>	+ 4.7%	—	—	—
Months Supply of Inventory	2.9	<b>3.2</b>	+ 10.3%	—	—	—

Condo-Villa	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	4	<b>8</b>	+ 100.0%	54	<b>55</b>	+ 1.9%
Pending Sales	5	<b>4</b>	- 20.0%	58	<b>36</b>	- 37.9%
Closed Sales	4	<b>3</b>	- 25.0%	56	<b>36</b>	- 35.7%
Days on Market Until Sale	30	<b>45</b>	+ 50.0%	61	<b>51</b>	- 16.4%
Median Sales Price*	\$227,500	<b>\$285,000</b>	+ 25.3%	\$212,450	<b>\$228,500</b>	+ 7.6%
Average Sales Price*	\$213,750	<b>\$282,787</b>	+ 32.3%	\$209,627	<b>\$234,706</b>	+ 12.0%
Percent of List Price Received*	101.5%	<b>97.7%</b>	- 3.7%	97.7%	<b>98.5%</b>	+ 0.8%
Inventory of Homes for Sale	3	<b>18</b>	+ 500.0%	—	—	—
Months Supply of Inventory	0.5	<b>4.9</b>	+ 880.0%	—	—	—

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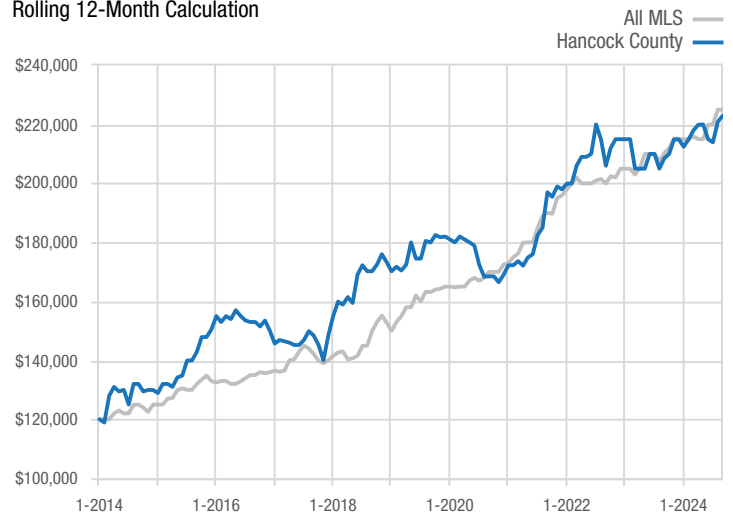
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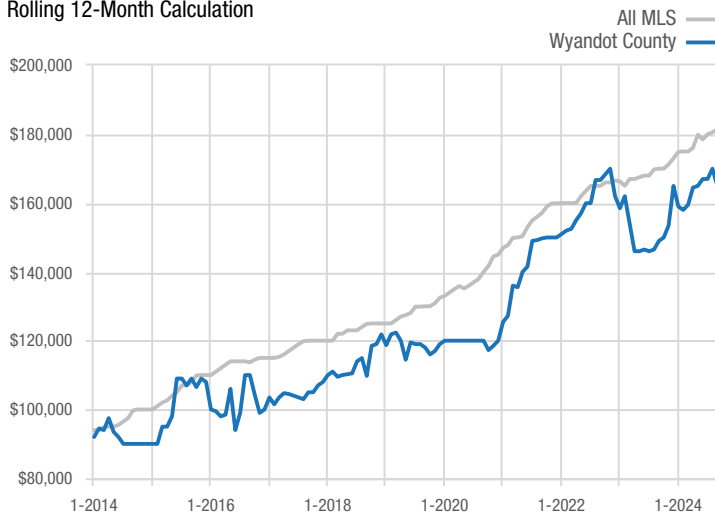
Single Family	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	14	5	- 64.3%	124	91	- 26.6%
Pending Sales	12	11	- 8.3%	97	84	- 13.4%
Closed Sales	9	10	+ 11.1%	93	84	- 9.7%
Days on Market Until Sale	100	61	- 39.0%	89	97	+ 9.0%
Median Sales Price*	\$220,000	<b>\$198,450</b>	- 9.8%	\$158,700	<b>\$164,500</b>	+ 3.7%
Average Sales Price*	\$205,278	<b>\$216,600</b>	+ 5.5%	\$172,973	<b>\$172,202</b>	- 0.4%
Percent of List Price Received*	94.8%	<b>98.5%</b>	+ 3.9%	96.0%	<b>95.1%</b>	- 0.9%
Inventory of Homes for Sale	38	28	- 26.3%	—	—	—
Months Supply of Inventory	3.7	2.9	- 21.6%	—	—	—

Condo-Villa	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	174	—
Median Sales Price*	—	—	—	—	<b>\$243,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$243,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>99.2%</b>	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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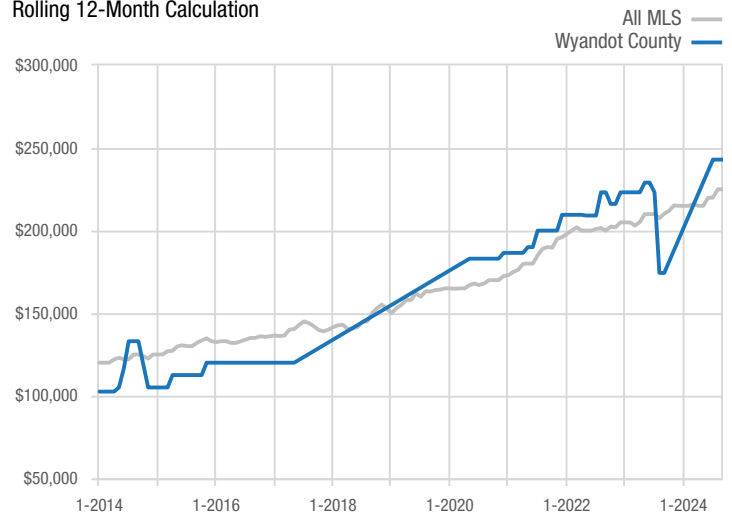
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