

## Local Market Update – March 2022

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# Hancock and Wyandot Counties

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru3-2022	% Change
<b>Key Metrics</b>						
New Listings	119	<b>86</b>	-27.7%	255	<b>237</b>	-7.1%
Closed Sales	94	<b>80</b>	-14.9%	212	<b>234</b>	+10.4%
Days on Market	85	<b>73</b>	-14.1%	90	<b>75</b>	-16.7%
SP\$/SqFt	\$120.00	<b>\$119.74</b>	-0.2%	\$112.56	<b>\$123.56</b>	+9.8%
Median Sales Price*	\$215,000	<b>\$179,900</b>	-16.3%	\$174,900	<b>\$185,000</b>	+5.8%
Average Sales Price*	\$236,206	<b>\$203,631</b>	-13.8%	\$211,378	<b>\$227,015</b>	-7.4%
Percent of List Price Received*	99%	<b>98%</b>	-1.0%	98%	<b>98%</b>	---
Months Supply of Inventory	11	<b>12</b>	+9.1%	---	---	---
Total Volume	\$22,203,365	<b>\$16,290,480</b>	-26.6%	\$44,812,065	<b>\$53,121,481</b>	+18.5%

Condo	February			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
<b>Key Metrics</b>						
New Listings	3	<b>10</b>	+233.3%	11	<b>18</b>	+63.6%
Closed Sales	3	<b>5</b>	+66.7%	9	<b>11</b>	+22.2%
Days on Market	62	<b>68</b>	+9.7%	82	<b>71</b>	-13.4%
SP\$/SqFt	\$117.96	<b>\$149.60</b>	+26.8%	\$129.70	<b>\$144.31</b>	+11.3%
Median Sales Price*	\$194,900	<b>\$270,000</b>	+38.5%	\$182,500	<b>\$265,000</b>	+45.2%
Average Sales Price*	\$183,567	<b>\$279,100</b>	+52.0%	\$187,011	<b>\$251,036</b>	+34.2%
Percent of List Price Received*	101%	<b>100%</b>	-1.0%	99%	<b>99%</b>	---
Months Supply of Inventory	14	<b>9</b>	-35.7%	---	---	---
Total Volume	\$550,700	<b>\$1,395,500</b>	+153.4%	\$1,683,100	<b>\$2,761,400</b>	+64.1%

\*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

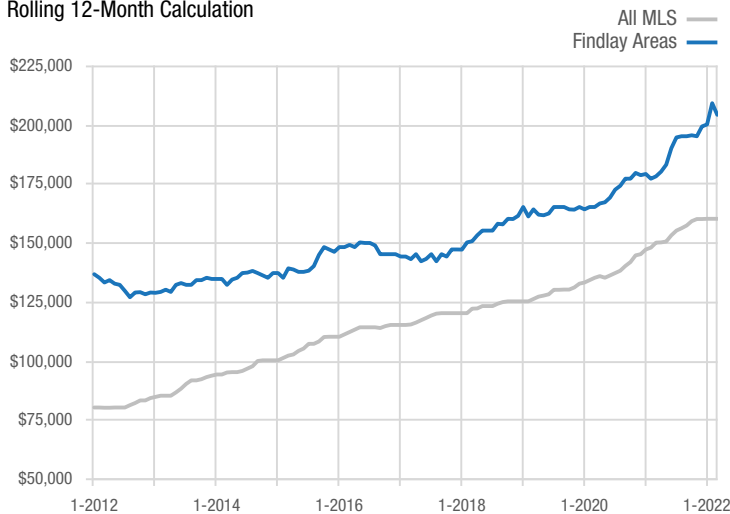
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	83	55	- 33.7%	185	159	- 14.1%
Pending Sales	65	49	- 24.6%	157	151	- 3.8%
Closed Sales	61	51	- 16.4%	149	148	- 0.7%
Days on Market Until Sale	69	64	- 7.2%	76	72	- 5.3%
Median Sales Price*	\$213,000	<b>\$178,000</b>	- 16.4%	\$174,950	<b>\$190,750</b>	+ 9.0%
Average Sales Price*	\$239,558	<b>\$206,168</b>	- 13.9%	\$211,503	<b>\$235,303</b>	+ 11.3%
Percent of List Price Received*	99.5%	<b>100.6%</b>	+ 1.1%	98.2%	<b>99.0%</b>	+ 0.8%
Inventory of Homes for Sale	134	94	- 29.9%	—	—	—
Months Supply of Inventory	2.2	1.3	- 40.9%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	4	5	+ 25.0%	17	10	- 41.2%
Pending Sales	3	3	0.0%	9	11	+ 22.2%
Closed Sales	2	5	+ 150.0%	8	11	+ 37.5%
Days on Market Until Sale	87	68	- 21.8%	91	71	- 22.0%
Median Sales Price*	\$197,400	<b>\$270,000</b>	+ 36.8%	\$188,700	<b>\$265,000</b>	+ 40.4%
Average Sales Price*	\$197,400	<b>\$279,100</b>	+ 41.4%	\$190,900	<b>\$251,036</b>	+ 31.5%
Percent of List Price Received*	100.0%	<b>100.0%</b>	0.0%	98.7%	<b>99.2%</b>	+ 0.5%
Inventory of Homes for Sale	17	7	- 58.8%	—	—	—
Months Supply of Inventory	4.5	1.4	- 68.9%	—	—	—

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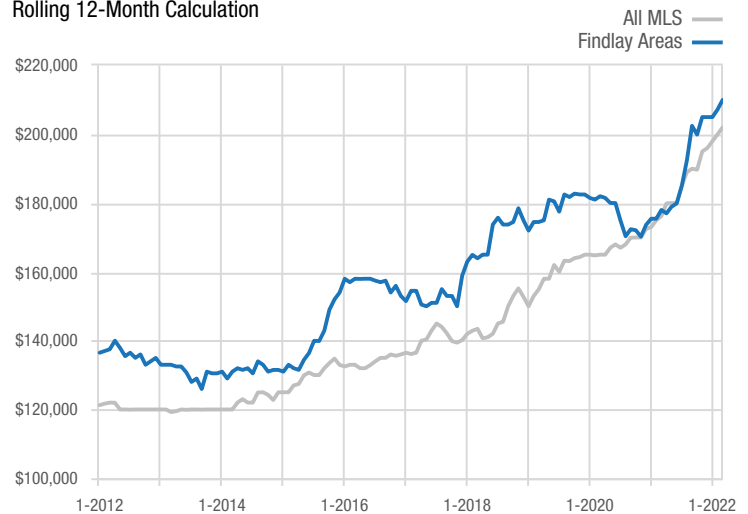
### Median Sales Price - Single Family

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

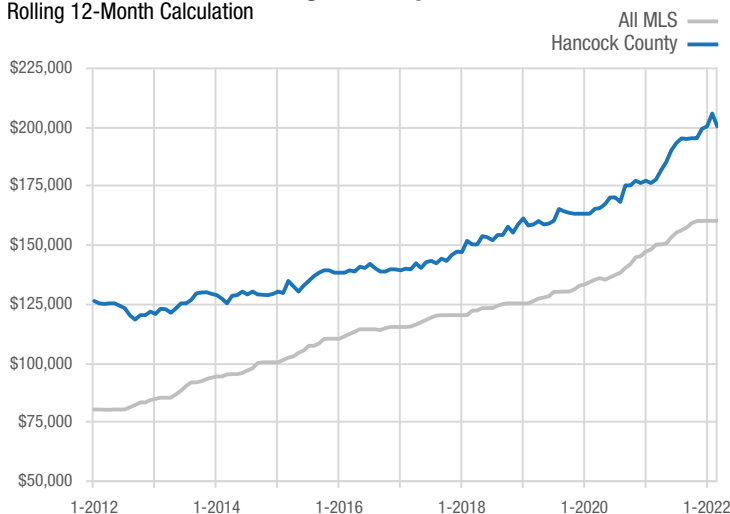
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	106	<b>79</b>	- 25.5%	234	<b>212</b>	- 9.4%
Pending Sales	93	<b>77</b>	- 17.2%	204	<b>217</b>	+ 6.4%
Closed Sales	86	<b>75</b>	- 12.8%	192	<b>210</b>	+ 9.4%
Days on Market Until Sale	78	<b>71</b>	- 9.0%	79	<b>75</b>	- 5.1%
Median Sales Price*	\$219,000	<b>\$179,900</b>	- 17.9%	\$177,000	<b>\$186,300</b>	+ 5.3%
Average Sales Price*	\$241,986	<b>\$207,460</b>	- 14.3%	\$215,431	<b>\$232,458</b>	+ 7.9%
Percent of List Price Received*	99.1%	<b>98.5%</b>	- 0.6%	98.2%	<b>98.2%</b>	0.0%
Inventory of Homes for Sale	165	<b>128</b>	- 22.4%	—	—	—
Months Supply of Inventory	2.1	<b>1.4</b>	- 33.3%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	4	<b>7</b>	+ 75.0%	19	<b>13</b>	- 31.6%
Pending Sales	4	<b>5</b>	+ 25.0%	10	<b>13</b>	+ 30.0%
Closed Sales	3	<b>5</b>	+ 66.7%	9	<b>11</b>	+ 22.2%
Days on Market Until Sale	62	<b>68</b>	+ 9.7%	82	<b>71</b>	- 13.4%
Median Sales Price*	\$194,900	<b>\$270,000</b>	+ 38.5%	\$182,500	<b>\$265,000</b>	+ 45.2%
Average Sales Price*	\$183,567	<b>\$279,100</b>	+ 52.0%	\$187,011	<b>\$251,036</b>	+ 34.2%
Percent of List Price Received*	101.3%	<b>100.0%</b>	- 1.3%	99.3%	<b>99.2%</b>	- 0.1%
Inventory of Homes for Sale	18	<b>8</b>	- 55.6%	—	—	—
Months Supply of Inventory	4.0	<b>1.5</b>	- 62.5%	—	—	—

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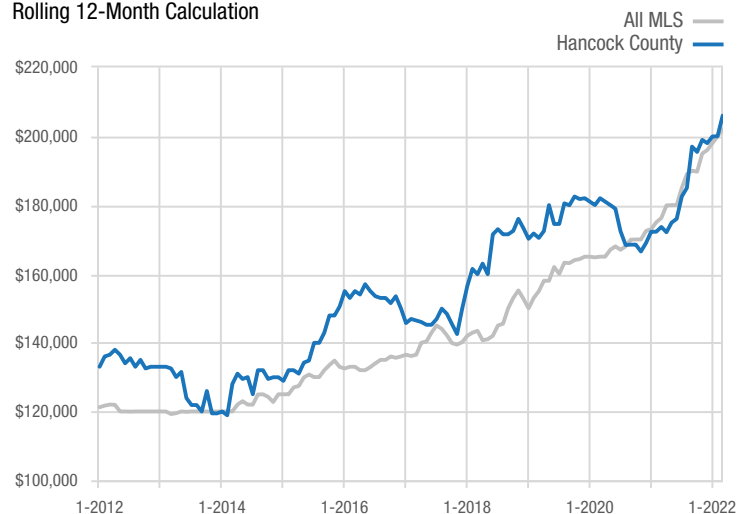
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## Wyandot County

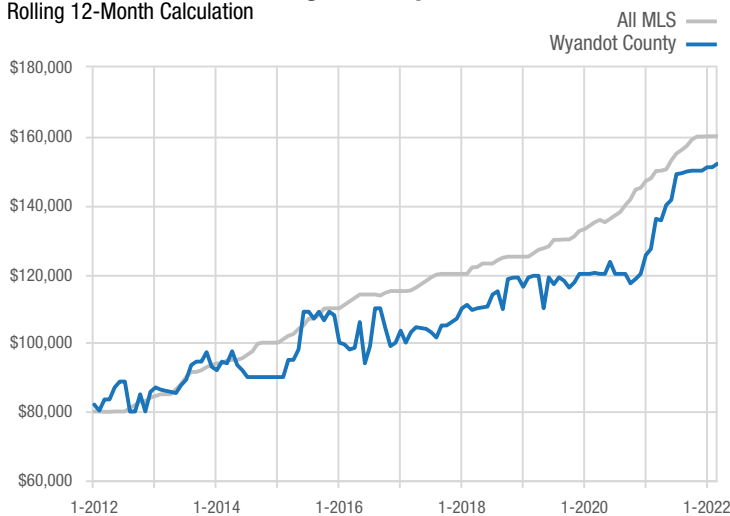
Single Family	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
<b>Key Metrics</b>						
New Listings	13	5	- 61.5%	21	23	+ 9.5%
Pending Sales	7	5	- 28.6%	21	26	+ 23.8%
Closed Sales	8	5	- 37.5%	20	24	+ 20.0%
Days on Market Until Sale	166	96	- 42.2%	118	78	- 33.9%
Median Sales Price*	\$152,875	<b>\$155,000</b>	+ 1.4%	\$150,500	<b>\$160,000</b>	+ 6.3%
Average Sales Price*	\$192,494	<b>\$146,200</b>	- 24.0%	\$178,510	<b>\$174,854</b>	- 2.0%
Percent of List Price Received*	93.1%	<b>93.6%</b>	+ 0.5%	93.5%	<b>95.1%</b>	+ 1.7%
Inventory of Homes for Sale	22	23	+ 4.5%	—	—	—
Months Supply of Inventory	2.9	2.4	- 17.2%	—	—	—

Condo-Villa	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
<b>Key Metrics</b>						
New Listings	0	3	—	0	5	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	1	6	+ 500.0%	—	—	—
Months Supply of Inventory	1.0	6.0	+ 500.0%	—	—	—

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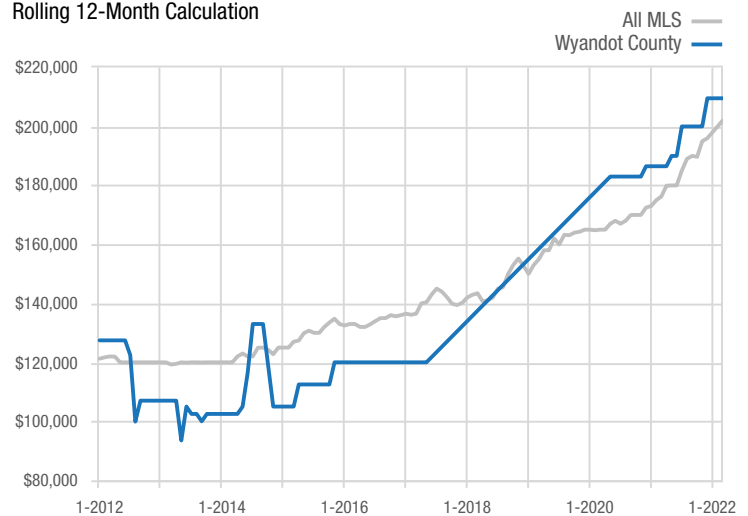
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