

Local Market Update – July 2022

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Hancock and Wyandot Counties

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Single Family	July			Year to Date		
	2021	2022	% Change	2021	2022	% Change
Key Metrics						
New Listings	150	115	-23.3%	809	712	-12.0%
Closed Sales	106	107	0.9%	662	608	-8.2%
Days on Market	54	53	-1.9%	70	68	-2.9%
SP\$/SqFt	\$128.74	\$132.89	3.2%	\$120.27	\$130.44	8.5%
Median Sales Price*	\$213,450	\$228,000	6.8%	\$195,000	\$208,500	6.9%
Average Sales Price*	\$240,210	\$259,642	8.1%	\$229,731	\$248,051	8.0%
Percent of List Price Received*	100%	99%	-1.0%	99%	99%	0.0%
Months Supply of Inventory	10	10	0.0%	---	---	---
Total Volume (in 1000's)	\$25,462,283	\$27,781,680	9.1%	\$152,081,940	\$150,815,238	-0.8%

Condo/Villa	July			Year to Date		
	2021	2022	% Change	2021	2022	% Change
Key Metrics						
New Listings	5	11	120.0%	32	53	65.6%
Closed Sales	4	7	75.0%	29	35	20.7%
Days on Market	97	46	-52.6%	78	56	-28.2%
SP\$/SqFt	\$139.21	\$156.60	12.5%	\$119.26	\$142.51	19.5%
Median Sales Price*	\$207,500	\$228,000	9.9%	\$186,900	\$228,000	22.0%
Average Sales Price*	\$219,225	\$233,257	6.4%	\$180,794	\$218,307	20.7%
Percent of List Price Received*	97%	99%	2.1%	98%	100%	2.0%
Months Supply of Inventory	11	8	-27.3%	---	---	---
Total Volume (in 1000's)	\$876,900	\$1,632,800	86.2%	\$5,243,016	\$7,640,736	45.7%

*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.

Local Market Update – July 2022

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Findlay Areas

MLS Areas: 116 NW Findlay, 117 NE Findlay, 118 SE Findlay, 119 SW Findlay

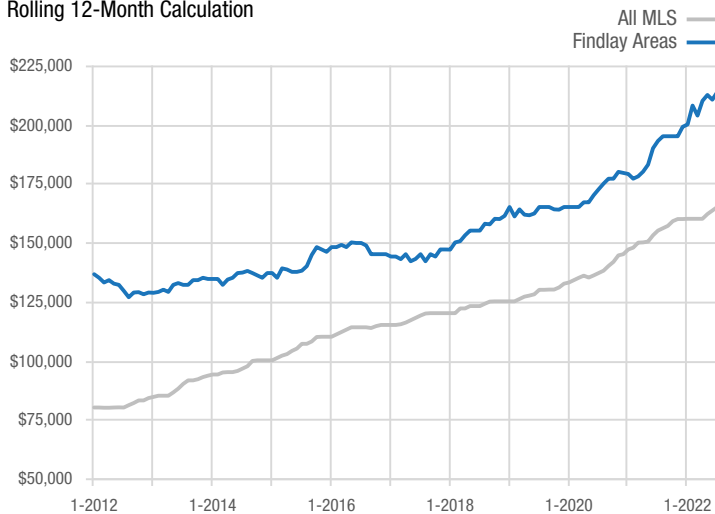
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	98	72	- 26.5%	560	478	- 14.6%
Pending Sales	76	67	- 11.8%	476	401	- 15.8%
Closed Sales	85	68	- 20.0%	480	400	- 16.7%
Days on Market Until Sale	55	47	- 14.5%	65	59	- 9.2%
Median Sales Price*	\$220,000	\$242,500	+ 10.2%	\$197,950	\$229,700	+ 16.0%
Average Sales Price*	\$249,676	\$282,790	+ 13.3%	\$235,977	\$265,905	+ 12.7%
Percent of List Price Received*	100.1%	99.5%	- 0.6%	99.6%	99.6%	0.0%
Inventory of Homes for Sale	170	145	- 14.7%	—	—	—
Months Supply of Inventory	2.6	2.3	- 11.5%	—	—	—

Condo-Villa	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	4	10	+ 150.0%	26	42	+ 61.5%
Pending Sales	3	6	+ 100.0%	25	30	+ 20.0%
Closed Sales	4	6	+ 50.0%	26	30	+ 15.4%
Days on Market Until Sale	52	47	- 9.6%	77	51	- 33.8%
Median Sales Price*	\$215,000	\$226,450	+ 5.3%	\$194,900	\$228,000	+ 17.0%
Average Sales Price*	\$222,975	\$232,967	+ 4.5%	\$186,716	\$222,517	+ 19.2%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.1%	99.9%	+ 1.8%
Inventory of Homes for Sale	9	19	+ 111.1%	—	—	—
Months Supply of Inventory	2.4	3.7	+ 54.2%	—	—	—

* 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.

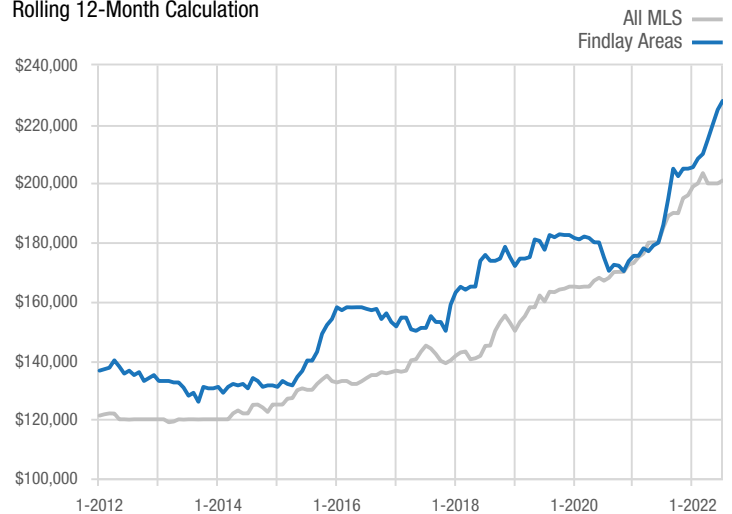
Median Sales Price - Single Family

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.

Local Market Update – July 2022

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Hancock County

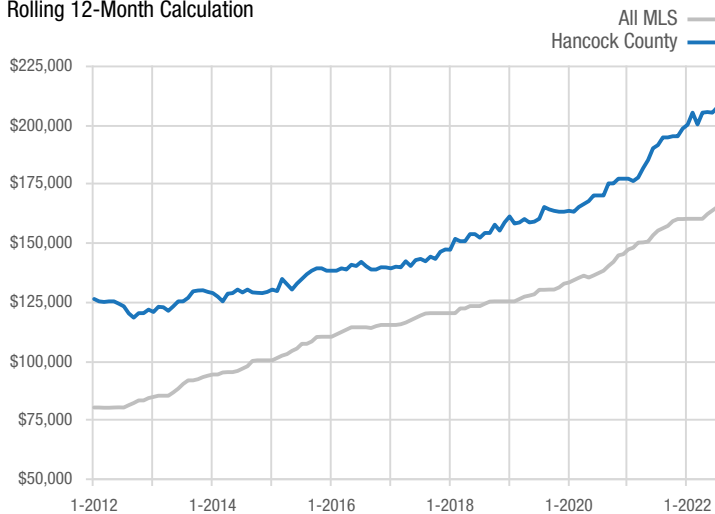
Single Family	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	140	98	- 30.0%	745	631	- 15.3%
Pending Sales	95	93	- 2.1%	612	548	- 10.5%
Closed Sales	111	94	- 15.3%	620	546	- 11.9%
Days on Market Until Sale	53	50	- 5.7%	65	62	- 4.6%
Median Sales Price*	\$213,450	\$231,500	+ 8.5%	\$198,000	\$218,000	+ 10.1%
Average Sales Price*	\$240,387	\$272,797	+ 13.5%	\$234,137	\$256,259	+ 9.4%
Percent of List Price Received*	100.1%	99.4%	- 0.7%	99.6%	99.7%	+ 0.1%
Inventory of Homes for Sale	238	190	- 20.2%	—	—	—
Months Supply of Inventory	2.8	2.2	- 21.4%	—	—	—

Condo-Villa	July			Year to Date		
	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
Key Metrics						
New Listings	5	11	+ 120.0%	32	46	+ 43.8%
Pending Sales	3	6	+ 100.0%	28	33	+ 17.9%
Closed Sales	4	6	+ 50.0%	29	33	+ 13.8%
Days on Market Until Sale	52	47	- 9.6%	73	52	- 28.8%
Median Sales Price*	\$215,000	\$226,450	+ 5.3%	\$186,900	\$228,000	+ 22.0%
Average Sales Price*	\$222,975	\$232,967	+ 4.5%	\$181,311	\$218,621	+ 20.6%
Percent of List Price Received*	96.4%	99.1%	+ 2.8%	98.4%	99.8%	+ 1.4%
Inventory of Homes for Sale	12	20	+ 66.7%	—	—	—
Months Supply of Inventory	2.8	3.5	+ 25.0%	—	—	—

* 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.

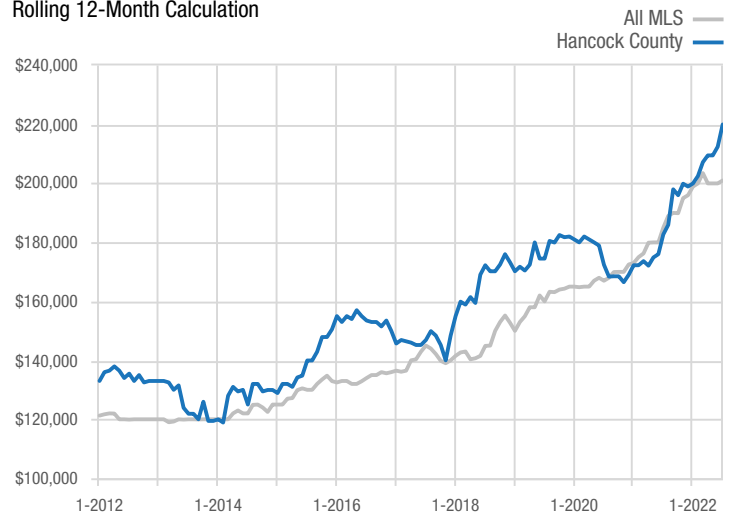
Median Sales Price - Single Family

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.

Local Market Update – July 2022

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Wyandot County

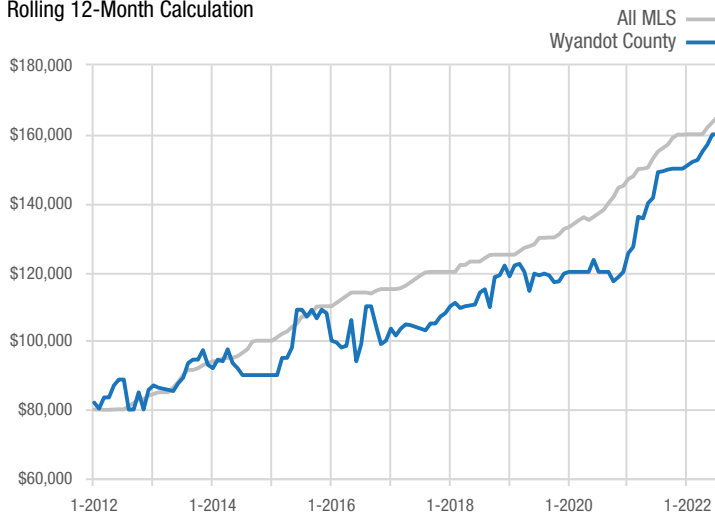
Single Family	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	10	15	+ 50.0%	64	79	+ 23.4%
Pending Sales	7	15	+ 114.3%	57	65	+ 14.0%
Closed Sales	9	12	+ 33.3%	56	61	+ 8.9%
Days on Market Until Sale	89	81	- 9.0%	92	90	- 2.2%
Median Sales Price*	\$171,900	\$175,000	+ 1.8%	\$151,000	\$175,000	+ 15.9%
Average Sales Price*	\$163,963	\$178,491	+ 8.9%	\$171,276	\$180,128	+ 5.2%
Percent of List Price Received*	94.5%	97.9%	+ 3.6%	94.2%	96.0%	+ 1.9%
Inventory of Homes for Sale	27	33	+ 22.2%	—	—	—
Months Supply of Inventory	3.5	3.4	- 2.9%	—	—	—

Condo-Villa	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	0	0	—	0	7	—
Pending Sales	1	1	0.0%	1	2	+ 100.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	232	43	- 81.5%	232	121	- 47.8%
Median Sales Price*	\$210,000	\$235,000	+ 11.9%	\$210,000	\$213,118	+ 1.5%
Average Sales Price*	\$210,000	\$235,000	+ 11.9%	\$210,000	\$213,118	+ 1.5%
Percent of List Price Received*	100.0%	97.9%	- 2.1%	100.0%	104.6%	+ 4.6%
Inventory of Homes for Sale	0	5	—	—	—	—
Months Supply of Inventory	—	5.0	—	—	—	—

* 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.

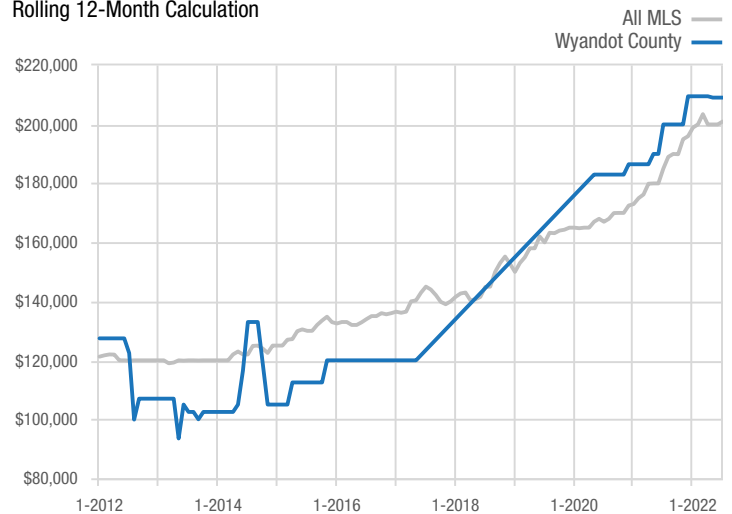
Median Sales Price - Single Family

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.