

Local Market Update – November 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

Housing affordability continues to be a major roadblock for market participants, with mortgage rates more than double compared to this time last year. Buyers are delaying home purchases in hopes rates will drop, while many sellers are holding off on listing their homes due to weakening buyer demand, unwilling to trade in their current lower rates for significantly higher borrowing costs on their next property. As a result, existing-home and pending home sales have continued to slow as we move into winter.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11 2021	Thru 11 2022	% Change
New Listings	98	71	-27.6%	1,305	1,049	-19.6%
Closed Sales	116	57	-50.9%	1,109	927	-16.4%
Days on Market	69	62	-10.1%	66	65	-1.5%
SP\$/SqFt	\$126.42	\$121.45	-3.9%	\$122.39	\$130.20	6.4%
Median Sales Price*	\$191,500	\$206,500	7.8%	\$194,500	\$208,000	6.9%
Average Sales Price*	\$241,419	\$235,736	-2.4%	\$231,573	\$248,610	7.4%
Percent of List Price Received*	99%	97%	-2.0%	99%	99%	0.0%
Months Supply of Inventory	9	18	100.0%	---	---	---
Total Volume	\$28,004,575	\$13,436,974	-52.0%	\$256,814,497	\$230,461,287	-10.3%

Condo/Villa	November			Year to Date		
	2021	2022	% Change	Thru 11 2021	Thru 11 2022	% Change
New Listings	10	5	-50.0%	67	77	14.9%
Closed Sales	7	6	-14.3%	62	70	12.9%
Days on Market	51	29	-43.1%	64	58	-9.4%
SP\$/SqFt	\$115.59	\$126.34	9.3%	\$122.46	\$139.24	13.7%
Median Sales Price*	\$200,000	\$184,000	-8.0%	\$198,950	\$220,000	10.6%
Average Sales Price*	\$176,986	\$194,219	9.7%	\$197,179	\$216,468	9.8%
Percent of List Price Received*	98%	97%	-1.0%	98%	99%	1.0%
Months Supply of Inventory	6	7	16.7%	---	---	---
Total Volume (in 1000's)	\$1,238,900	\$1,165,313	-5.9%	\$12,225,116	\$15,152,748	23.9%

*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 – November 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

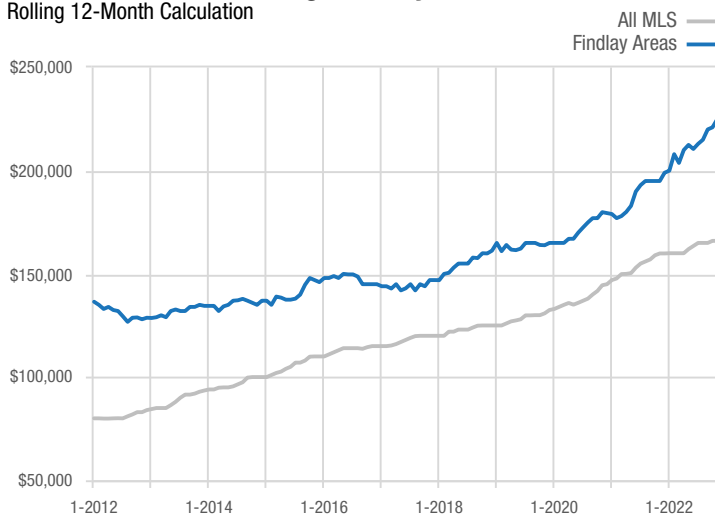
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	55	37	- 32.7%	877	673	- 23.3%
Pending Sales	82	33	- 59.8%	787	617	- 21.6%
Closed Sales	78	35	- 55.1%	786	614	- 21.9%
Days on Market Until Sale	68	64	- 5.9%	63	60	- 4.8%
Median Sales Price*	\$195,000	\$257,450	+ 32.0%	\$197,950	\$229,000	+ 15.7%
Average Sales Price*	\$247,332	\$248,163	+ 0.3%	\$239,877	\$268,304	+ 11.9%
Percent of List Price Received*	99.1%	95.4%	- 3.7%	99.3%	99.0%	- 0.3%
Inventory of Homes for Sale	144	97	- 32.6%	—	—	—
Months Supply of Inventory	2.0	1.7	- 15.0%	—	—	—

Condo-Villa	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	7	3	- 57.1%	57	61	+ 7.0%
Pending Sales	6	5	- 16.7%	55	58	+ 5.5%
Closed Sales	6	5	- 16.7%	56	58	+ 3.6%
Days on Market Until Sale	53	26	- 50.9%	62	51	- 17.7%
Median Sales Price*	\$202,500	\$169,000	- 16.5%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$193,650	\$183,360	- 5.3%	\$205,156	\$214,439	+ 4.5%
Percent of List Price Received*	98.4%	97.9%	- 0.5%	98.3%	98.7%	+ 0.4%
Inventory of Homes for Sale	9	8	- 11.1%	—	—	—
Months Supply of Inventory	1.8	1.6	- 11.1%	—	—	—

* 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.

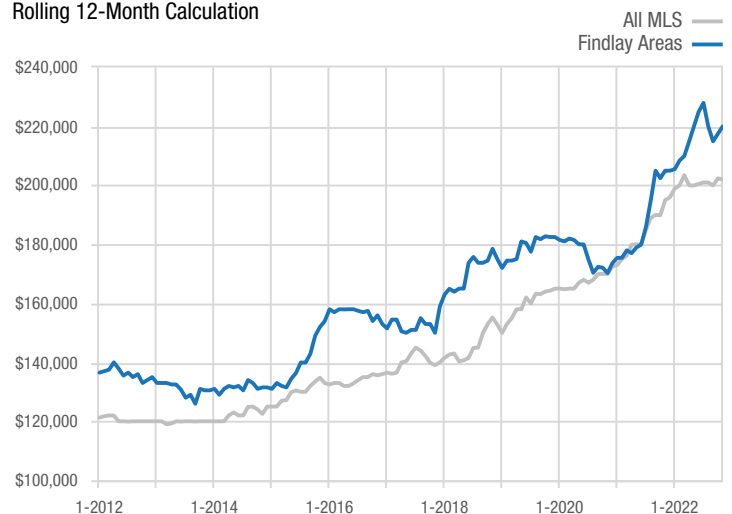
Median Sales Price - Single Family

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 – November 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

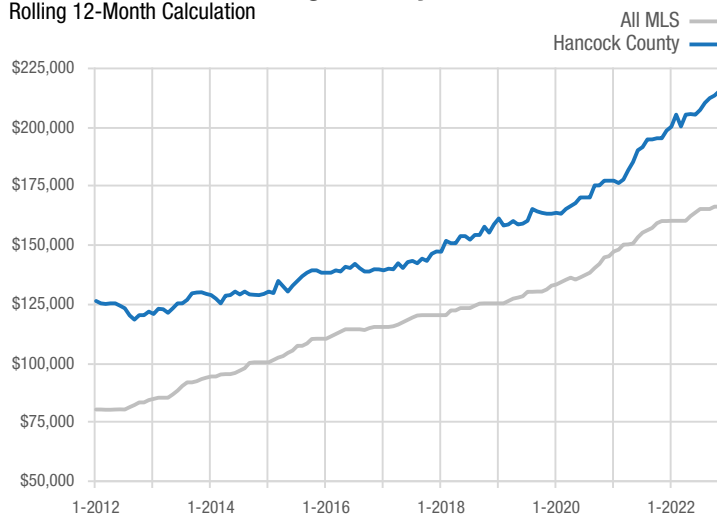
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	81	61	- 24.7%	1,185	917	- 22.6%
Pending Sales	106	52	- 50.9%	1,027	837	- 18.5%
Closed Sales	106	51	- 51.9%	1,029	829	- 19.4%
Days on Market Until Sale	68	62	- 8.8%	63	61	- 3.2%
Median Sales Price*	\$203,000	\$234,950	+ 15.7%	\$197,950	\$215,000	+ 8.6%
Average Sales Price*	\$251,952	\$247,331	- 1.8%	\$237,522	\$256,874	+ 8.1%
Percent of List Price Received*	99.3%	96.8%	- 2.5%	99.3%	99.1%	- 0.2%
Inventory of Homes for Sale	212	147	- 30.7%	—	—	—
Months Supply of Inventory	2.3	1.9	- 17.4%	—	—	—

Condo-Villa	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	8	5	- 37.5%	65	70	+ 7.7%
Pending Sales	7	6	- 14.3%	61	65	+ 6.6%
Closed Sales	7	6	- 14.3%	62	65	+ 4.8%
Days on Market Until Sale	51	29	- 43.1%	61	50	- 18.0%
Median Sales Price*	\$200,000	\$184,000	- 8.0%	\$198,950	\$220,000	+ 10.6%
Average Sales Price*	\$176,986	\$194,219	+ 9.7%	\$197,421	\$212,754	+ 7.8%
Percent of List Price Received*	98.3%	97.2%	- 1.1%	98.3%	98.7%	+ 0.4%
Inventory of Homes for Sale	10	10	0.0%	—	—	—
Months Supply of Inventory	1.8	1.8	0.0%	—	—	—

* 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.

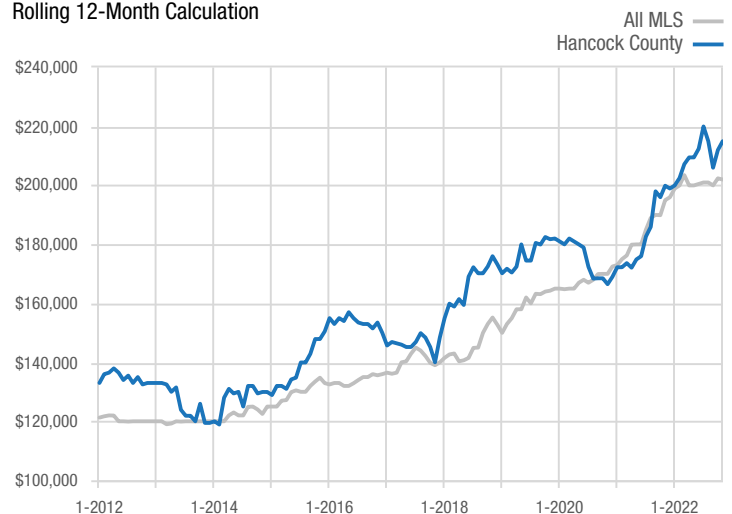
Median Sales Price - Single Family

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 – November 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

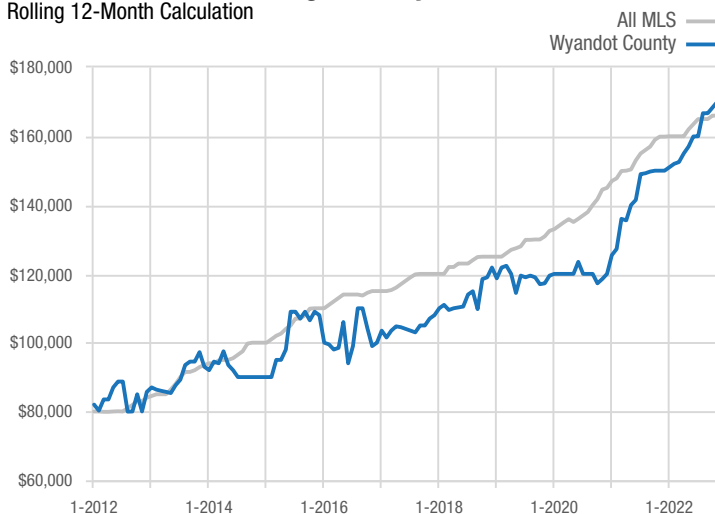
Single Family	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	17	10	- 41.2%	120	131	+ 9.2%
Pending Sales	10	5	- 50.0%	96	98	+ 2.1%
Closed Sales	10	4	- 60.0%	94	96	+ 2.1%
Days on Market Until Sale	84	66	- 21.4%	85	80	- 5.9%
Median Sales Price*	\$124,500	\$160,250	+ 28.7%	\$150,000	\$170,000	+ 13.3%
Average Sales Price*	\$129,770	\$185,600	+ 43.0%	\$160,698	\$179,780	+ 11.9%
Percent of List Price Received*	92.8%	95.9%	+ 3.3%	94.2%	95.1%	+ 1.0%
Inventory of Homes for Sale	36	41	+ 13.9%	—	—	—
Months Supply of Inventory	4.1	4.5	+ 9.8%	—	—	—

Condo-Villa	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	2	0	- 100.0%	2	7	+ 250.0%
Pending Sales	0	0	—	1	5	+ 400.0%
Closed Sales	0	0	—	1	5	+ 400.0%
Days on Market Until Sale	—	—	—	232	164	- 29.3%
Median Sales Price*	—	—	—	\$210,000	\$223,173	+ 6.3%
Average Sales Price*	—	—	—	\$210,000	\$264,752	+ 26.1%
Percent of List Price Received*	—	—	—	100.0%	97.6%	- 2.4%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

* 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.

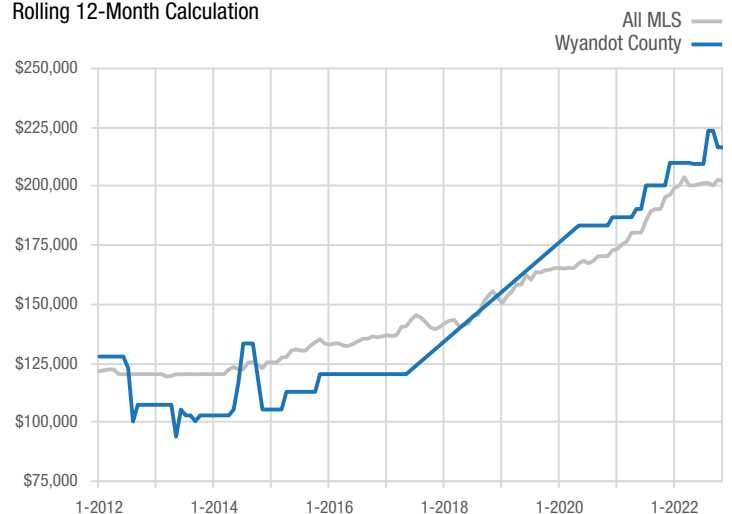
Median Sales Price - Single Family

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.