

Local Market Update – May 2023

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Hancock and Wyandot Counties

Existing-home sales slid for the second consecutive month, falling 3.4% nationwide as of last measure, according to the National Association of REALTORS® (NAR), as higher interest rates continue to impact buyer affordability. Sales are down 23% compared to the same period a year ago, while contract signings dropped 20.3% year-over-year. With sales cooling, buyers in some parts of the country have found relief in the form of declining sales prices, which are down 1.7% year-over-year nationally, although more affordable markets continue to see price gains.

While fluctuating interest rates have pushed some buyers to the sidelines, a shortage of inventory is also to blame for lower-than-average home sales this time of year, as current homeowners, many of whom locked in mortgage rates several percentage points below today's current rates, are delaying the decision to sell until market conditions improve. With only 2.9 months' supply heading into May, available homes are moving fast, with the typical home spending just over three weeks on the market, according to NAR.

Single Family Key Metrics	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	128	92	-28.1%	460	386	-16.1%
Closed Sales	93	79	-15.1%	408	318	-22.1%
Days on Market	77	72	-6.5%	75	75	0.0%
SP\$/SqFt	\$131.30	\$125.58	-4.4%	\$128.35	\$128.58	0.2%
Median Sales Price*	\$205,000	\$176,000	-14.1%	\$196,500	\$194,950	-0.8%
Average Sales Price*	\$250,140	\$217,352	-13.1%	\$240,095	\$224,305	-6.6%
Percent of List Price Received*	101%	98%	-3.0%	99%	98%	---
Months Supply of Inventory	11	13	18.2%	---	---	---
Total Volume	\$23,262,999	\$17,170,819	-26.2%	\$97,958,908	\$71,329,036	-27.2%

Condo/Villa Key Metrics	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	10	12	500.0%	32	38	18.8%
Closed Sales	6	11	83.3%	22	28	27.3%
Days on Market	76	49	-35.5%	64	69	7.8%
SP\$/SqFt	\$152.16	\$131.96	-13.3%	\$142.54	\$134.20	-5.9%
Median Sales Price*	\$173,118	\$202,000	16.7%	\$236,500	\$199,750	-15.5%
Average Sales Price*	\$197,039	\$199,600	1.3%	\$223,479	\$196,479	-12.1%
Percent of List Price Received*	103%	97%	-5.8%	101%	97%	-4.0%
Months Supply of Inventory	8	4	-50.0%	---	---	---
Total Volume (in 1000's)	\$1,182,236	\$2,195,600	85.7%	\$4,916,536	\$5,501,400	11.9%

*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.

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Findlay Areas

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

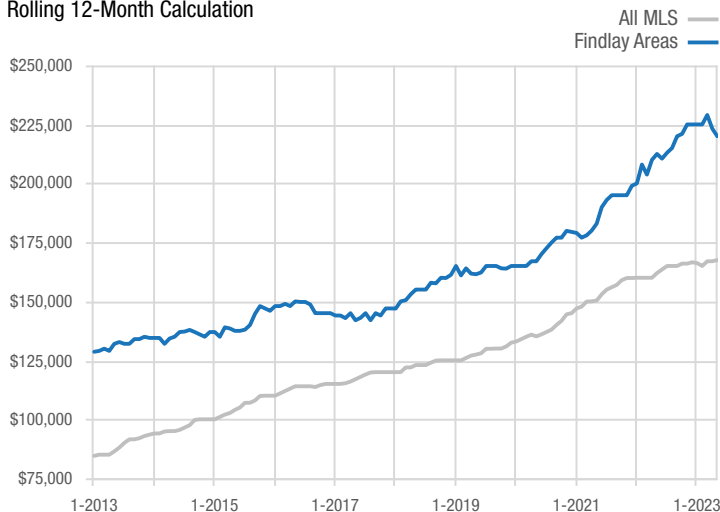
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	86	55	- 36.0%	317	233	- 26.5%
Pending Sales	71	38	- 46.5%	276	190	- 31.2%
Closed Sales	65	37	- 43.1%	266	187	- 29.7%
Days on Market Until Sale	49	62	+ 26.5%	65	68	+ 4.6%
Median Sales Price*	\$219,900	\$195,000	- 11.3%	\$219,950	\$210,000	- 4.5%
Average Sales Price*	\$265,375	\$235,133	- 11.4%	\$257,023	\$241,410	- 6.1%
Percent of List Price Received*	100.2%	96.4%	- 3.8%	99.5%	98.6%	- 0.9%
Inventory of Homes for Sale	122	98	- 19.7%	—	—	—
Months Supply of Inventory	1.8	2.1	+ 16.7%	—	—	—

Condo-Villa	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	9	12	+ 33.3%	23	34	+ 47.8%
Pending Sales	2	9	+ 350.0%	19	26	+ 36.8%
Closed Sales	3	8	+ 166.7%	19	24	+ 26.3%
Days on Market Until Sale	43	50	+ 16.3%	56	70	+ 25.0%
Median Sales Price*	\$155,000	\$210,950	+ 36.1%	\$245,000	\$199,750	- 18.5%
Average Sales Price*	\$187,333	\$208,213	+ 11.1%	\$226,121	\$198,604	- 12.2%
Percent of List Price Received*	98.5%	97.5%	- 1.0%	99.8%	97.1%	- 2.7%
Inventory of Homes for Sale	11	14	+ 27.3%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

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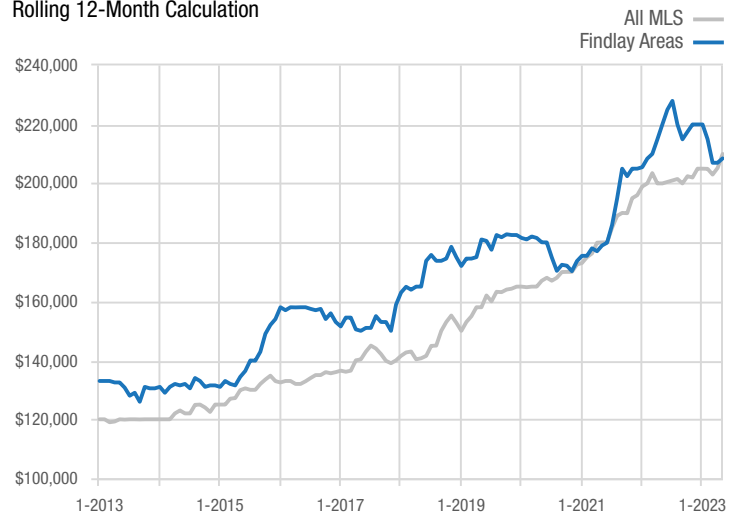
Median Sales Price - Single Family

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

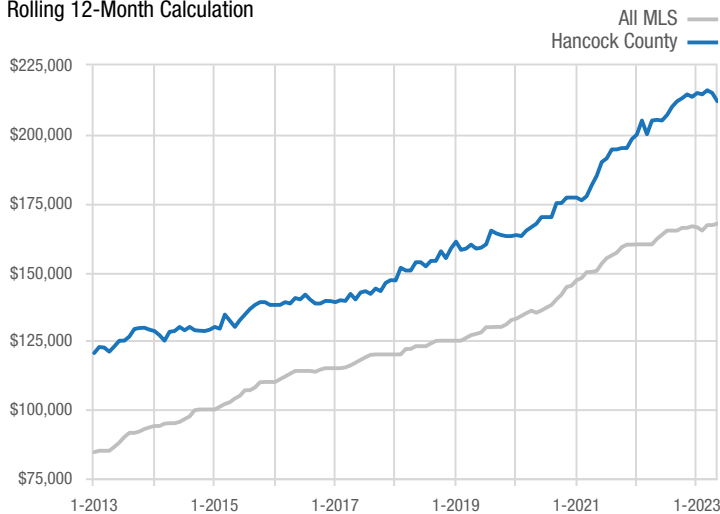
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	114	77	- 32.5%	416	321	- 22.8%
Pending Sales	89	63	- 29.2%	377	267	- 29.2%
Closed Sales	86	63	- 26.7%	368	265	- 28.0%
Days on Market Until Sale	50	66	+ 32.0%	67	71	+ 6.0%
Median Sales Price*	\$214,750	\$180,500	- 15.9%	\$205,000	\$204,750	- 0.1%
Average Sales Price*	\$258,527	\$228,688	- 11.5%	\$247,477	\$237,276	- 4.1%
Percent of List Price Received*	101.4%	98.1%	- 3.3%	99.6%	99.1%	- 0.5%
Inventory of Homes for Sale	165	141	- 14.5%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Condo-Villa	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	9	12	+ 33.3%	26	38	+ 46.2%
Pending Sales	2	11	+ 450.0%	21	30	+ 42.9%
Closed Sales	5	10	+ 100.0%	21	27	+ 28.6%
Days on Market Until Sale	51	50	- 2.0%	57	70	+ 22.8%
Median Sales Price*	\$155,000	\$210,950	+ 36.1%	\$245,000	\$202,000	- 17.6%
Average Sales Price*	\$198,200	\$201,060	+ 1.4%	\$225,014	\$196,904	- 12.5%
Percent of List Price Received*	101.0%	96.9%	- 4.1%	100.3%	96.9%	- 3.4%
Inventory of Homes for Sale	12	16	+ 33.3%	—	—	—
Months Supply of Inventory	2.2	2.4	+ 9.1%	—	—	—

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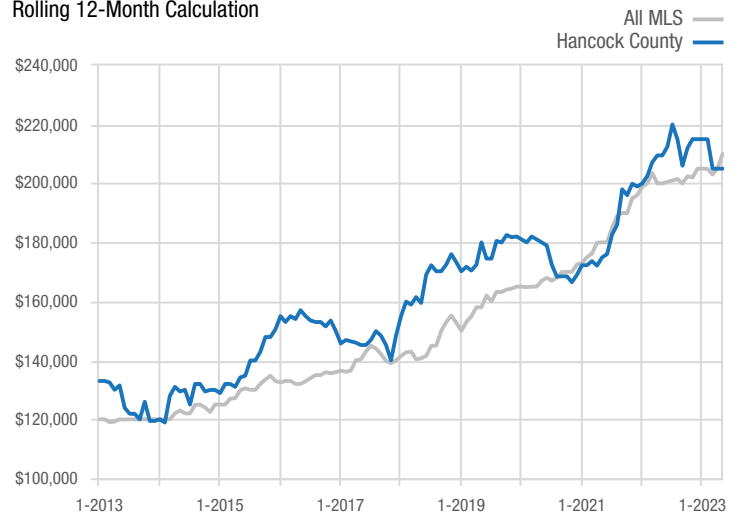
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

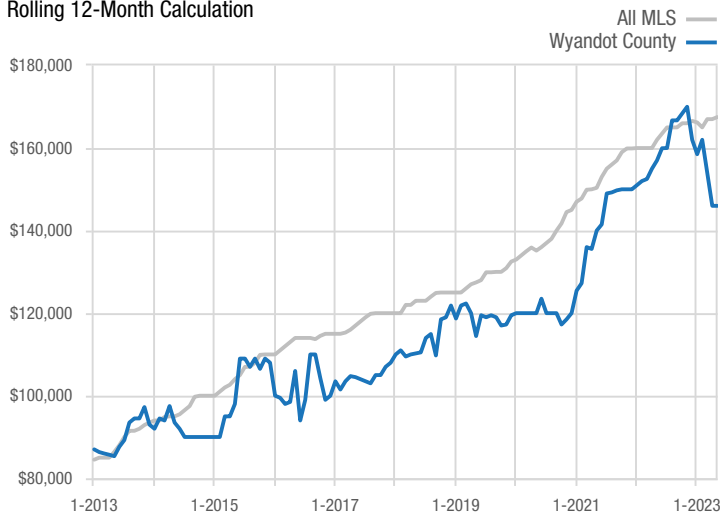
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	14	11	- 21.4%	44	61	+ 38.6%
Pending Sales	7	13	+ 85.7%	41	53	+ 29.3%
Closed Sales	7	16	+ 128.6%	40	53	+ 32.5%
Days on Market Until Sale	106	96	- 9.4%	95	95	0.0%
Median Sales Price*	\$135,000	\$143,500	+ 6.3%	\$163,500	\$139,000	- 15.0%
Average Sales Price*	\$147,093	\$172,719	+ 17.4%	\$169,841	\$161,736	- 4.8%
Percent of List Price Received*	95.8%	96.3%	+ 0.5%	95.5%	95.3%	- 0.2%
Inventory of Homes for Sale	23	32	+ 39.1%	—	—	—
Months Supply of Inventory	2.5	3.1	+ 24.0%	—	—	—

Condo-Villa	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	1	0	- 100.0%	6	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	199	—	—	199	—	—
Median Sales Price*	\$191,236	—	—	\$191,236	—	—
Average Sales Price*	\$191,236	—	—	\$191,236	—	—
Percent of List Price Received*	111.2%	—	—	111.2%	—	—
Inventory of Homes for Sale	6	0	- 100.0%	—	—	—
Months Supply of Inventory	6.0	—	—	—	—	—

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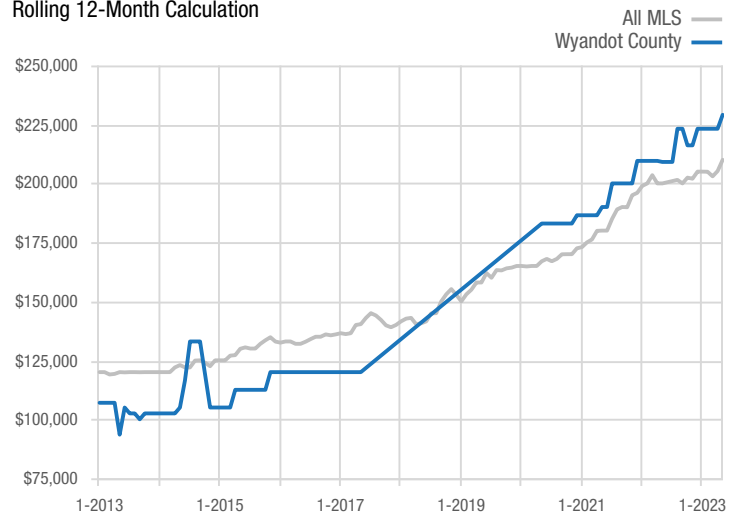
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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