

Local Market Update – August 2023

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Hancock and Wyandot Counties

Higher mortgage rates, along with elevated sales prices and a lack of housing inventory, have continued to impact market activity during the summer homebuying season. The average 30-year fixed-rate mortgage has remained above 6.5% since May, recently hitting a two-decade high in August, according to Freddie Mac. As a result, existing-home sales have continued to slow nationwide, dropping 2.2% month-over-month as of last measure, with sales down 16.6% compared to the same time last year, according to the National Association of REALTORS® (NAR).

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing home price of \$406,700, a 1.9% increase from a year earlier.

Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	111	106	-4.5%	822	698	-15.1%
Closed Sales	109	74	-32.1%	717	555	-22.6%
Days on Market	59	61	3.4%	67	69	3.0%
SP\$/SqFt	\$137.84	\$134.57	-2.4%	\$131.57	\$131.91	0.3%
Median Sales Price*	\$220,000	\$207,250	-5.8%	\$210,000	\$205,000	-2.4%
Average Sales Price*	\$264,038	\$238,018	-9.9%	\$250,481	\$237,707	-5.1%
Percent of List Price Received*	98%	100%	2.0%	99%	99%	0.0%
Months Supply of Inventory	10	14	40.0%	---	---	---
Total Volume	\$28,780,100	\$17,394,357	-39.6%	\$179,594,638	\$131,927,648	-26.5%

Condo/Villa	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	8	4	-50.0%	61	50	-18.0%
Closed Sales	14	8	-42.9%	49	52	6.1%
Days on Market	69	63	-8.7%	60	64	6.7%
SP\$/SqFt	\$139.74	\$124.62	-10.8%	\$141.72	\$135.55	-4.4%
Median Sales Price*	\$221,587	\$192,500	-13.1%	\$224,900	\$208,500	-7.3%
Average Sales Price*	\$242,612	\$208,025	-14.3%	\$225,251	\$209,310	-7.1%
Percent of List Price Received*	97%	97%	0.0%	99%	97%	-2.0%
Months Supply of Inventory	3	4	33.3%	---	---	---
Total Volume (in 1000's)	\$3,396,573	\$1,664,200	-51.0%	\$11,037,309	\$10,884,100	-1.4%

*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

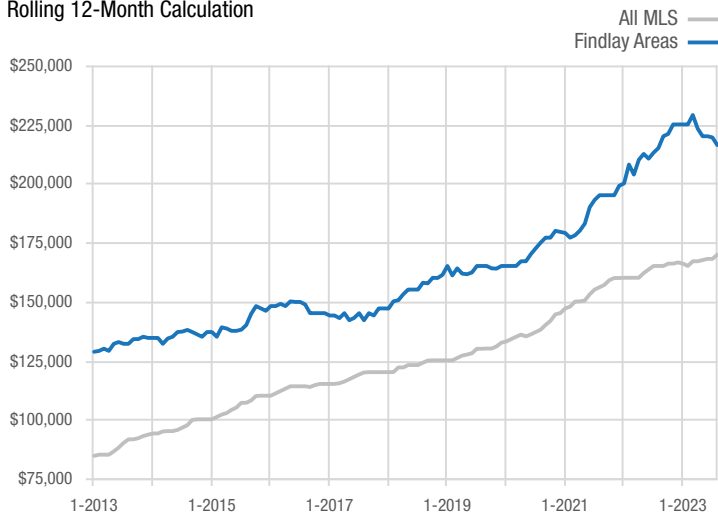
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	67	54	- 19.4%	544	414	- 23.9%
Pending Sales	79	44	- 44.3%	482	339	- 29.7%
Closed Sales	71	41	- 42.3%	472	335	- 29.0%
Days on Market Until Sale	64	49	- 23.4%	60	64	+ 6.7%
Median Sales Price*	\$249,000	\$244,000	- 2.0%	\$230,000	\$218,250	- 5.1%
Average Sales Price*	\$288,377	\$266,782	- 7.5%	\$269,050	\$257,407	- 4.3%
Percent of List Price Received*	98.0%	100.7%	+ 2.8%	99.4%	99.0%	- 0.4%
Inventory of Homes for Sale	124	114	- 8.1%	—	—	—
Months Supply of Inventory	1.9	2.7	+ 42.1%	—	—	—

Condo-Villa	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	6	1	- 83.3%	48	42	- 12.5%
Pending Sales	11	6	- 45.5%	41	47	+ 14.6%
Closed Sales	11	7	- 36.4%	41	46	+ 12.2%
Days on Market Until Sale	54	66	+ 22.2%	52	64	+ 23.1%
Median Sales Price*	\$220,000	\$200,000	- 9.1%	\$228,000	\$214,950	- 5.7%
Average Sales Price*	\$225,764	\$211,329	- 6.4%	\$223,388	\$212,593	- 4.8%
Percent of List Price Received*	98.5%	97.4%	- 1.1%	99.5%	97.6%	- 1.9%
Inventory of Homes for Sale	14	1	- 92.9%	—	—	—
Months Supply of Inventory	2.6	0.2	- 92.3%	—	—	—

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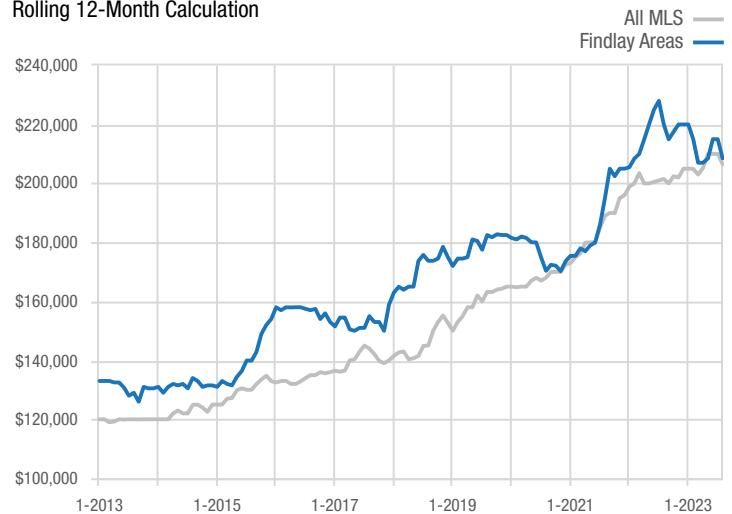
Median Sales Price - Single Family

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

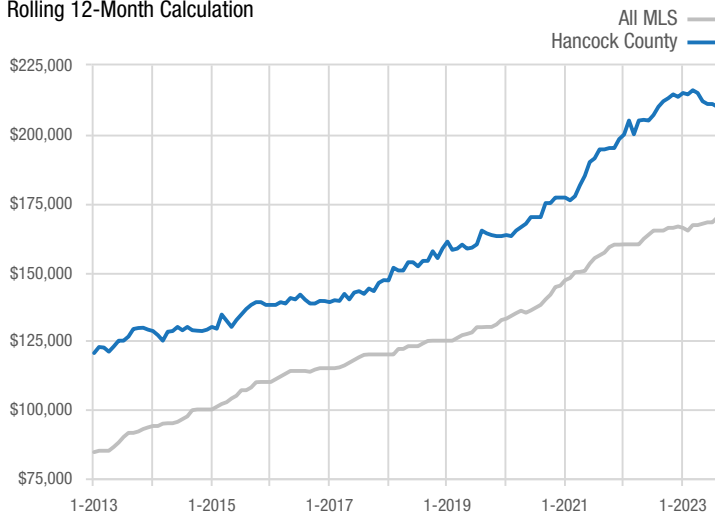
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	91	83	- 8.8%	723	587	- 18.8%
Pending Sales	103	69	- 33.0%	653	478	- 26.8%
Closed Sales	95	63	- 33.7%	642	470	- 26.8%
Days on Market Until Sale	59	59	0.0%	62	65	+ 4.8%
Median Sales Price*	\$225,000	\$214,950	- 4.5%	\$220,000	\$214,950	- 2.3%
Average Sales Price*	\$269,613	\$244,615	- 9.3%	\$258,079	\$250,262	- 3.0%
Percent of List Price Received*	98.4%	100.2%	+ 1.8%	99.5%	99.2%	- 0.3%
Inventory of Homes for Sale	170	174	+ 2.4%	—	—	—
Months Supply of Inventory	1.9	2.9	+ 52.6%	—	—	—

Condo-Villa	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	8	3	- 62.5%	54	49	- 9.3%
Pending Sales	12	7	- 41.7%	45	53	+ 17.8%
Closed Sales	12	8	- 33.3%	45	52	+ 15.6%
Days on Market Until Sale	52	63	+ 21.2%	52	64	+ 23.1%
Median Sales Price*	\$220,000	\$192,500	- 12.5%	\$224,900	\$208,500	- 7.3%
Average Sales Price*	\$222,783	\$208,025	- 6.6%	\$219,731	\$209,310	- 4.7%
Percent of List Price Received*	98.6%	97.4%	- 1.2%	99.5%	97.4%	- 2.1%
Inventory of Homes for Sale	16	3	- 81.3%	—	—	—
Months Supply of Inventory	2.7	0.5	- 81.5%	—	—	—

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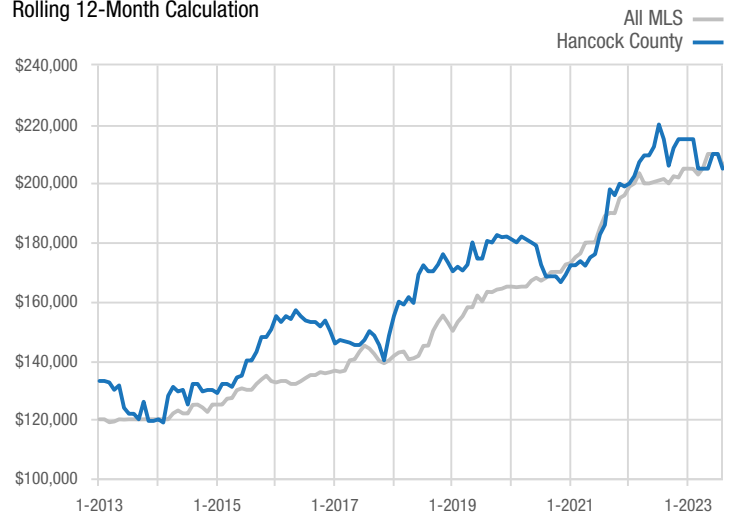
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

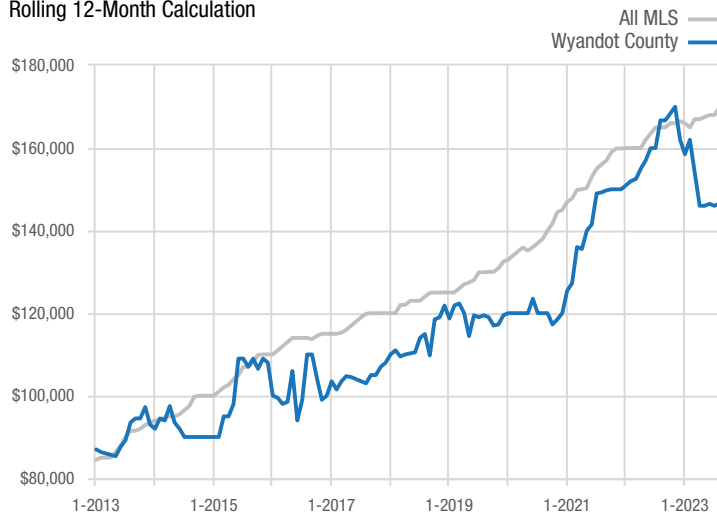
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	20	22	+ 10.0%	99	110	+ 11.1%
Pending Sales	12	7	- 41.7%	77	85	+ 10.4%
Closed Sales	14	9	- 35.7%	75	84	+ 12.0%
Days on Market Until Sale	59	74	+ 25.4%	84	88	+ 4.8%
Median Sales Price*	\$170,000	\$170,000	0.0%	\$172,500	\$149,000	- 13.6%
Average Sales Price*	\$185,146	\$196,333	+ 6.0%	\$181,034	\$169,470	- 6.4%
Percent of List Price Received*	95.9%	95.9%	0.0%	96.0%	96.1%	+ 0.1%
Inventory of Homes for Sale	41	40	- 2.4%	—	—	—
Months Supply of Inventory	4.1	4.0	- 2.4%	—	—	—

Condo-Villa	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	0	0	—	7	0	- 100.0%
Pending Sales	2	0	- 100.0%	4	0	- 100.0%
Closed Sales	2	0	- 100.0%	4	0	- 100.0%
Days on Market Until Sale	168	—	—	144	—	—
Median Sales Price*	\$361,587	—	—	\$229,087	—	—
Average Sales Price*	\$361,587	—	—	\$287,352	—	—
Percent of List Price Received*	89.5%	—	—	97.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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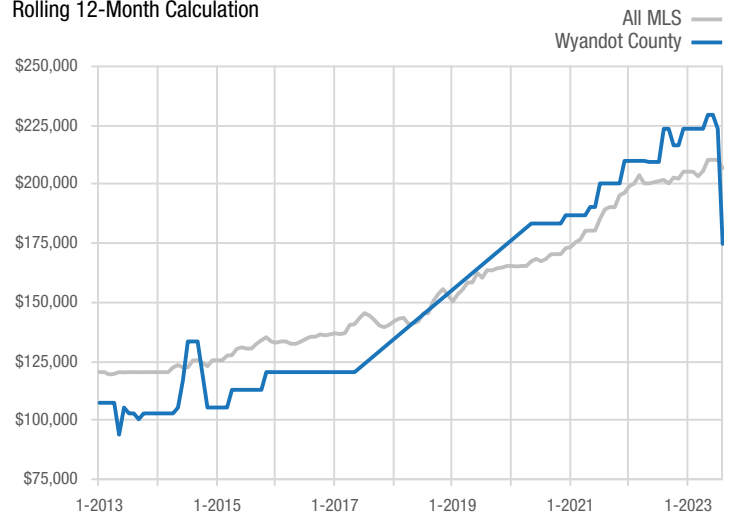
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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