

Local Market Update – January 2024

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Hancock and Wyandot Counties

U.S. existing-home sales slipped 1.0% month-over-month and were down 6.2% year-over-year as of last measure, while pending sales jumped 8.3% from the previous month, marking the largest gain since June 2020, according to the National Association of REALTORS® (NAR). Mortgage rates have dropped significantly from their peak last fall, and homebuyers are beginning to come out of the woodwork, with NAR forecasting a 13% increase in existing-home sales this year compared to 2023.

Despite tepid sales activity, the persistent shortage of housing supply has helped prop up home values nationwide, with the median existing-home price rising 4.4% year-over-year to \$382,600, according to NAR. Total unsold inventory was at 1 million units heading into January, an 11.5% decline from the previous month, for a 3.2 months' supply at the current sales pace. Nationally, listing activity has started to pick up, and with mortgage rates stabilizing and housing completions on the rise, inventory is expected to improve in the coming months.

Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 11-2024	% Change
Key Metrics						
New Listings	65	43	-33.8%	65	43	-33.8%
Closed Sales	36	46	27.8%	36	46	27.8%
Days on Market	95	91	-4.2%	95	91	-4.2%
SP\$/SqFt	\$128.93	\$117.21	-9.1%	\$128.93	\$117.21	-9.1%
Median Sales Price*	\$208,500	\$187,000	-10.3%	\$208,500	\$187,000	-10.3%
Average Sales Price*	\$243,114	\$206,176	-15.2%	\$243,114	\$206,176	-15.2%
Percent of List Price Received*	98%	95%	-3.1%	98%	95%	-3.1%
Months Supply of Inventory	27	21	-22.2%	---	---	---
Total Volume	\$8,752,100	\$9,484,100	8.4%	\$8,752,100	\$9,484,100	8.4%

Condo/Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	3	2	-33.3%	3	2	-33.3%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market	59	46	-22.0%	59	46	-22.0%
SP\$/SqFt	\$149.64	\$106.17	-29.0%	\$149.64	\$106.17	-29.0%
Median Sales Price*	\$252,000	\$117,000	-53.6%	\$252,000	\$117,000	-53.6%
Average Sales Price*	\$252,000	\$117,000	-53.6%	\$252,000	\$117,000	-53.6%
Percent of List Price Received*	99%	103%	4.0%	99%	103%	4.0%
Months Supply of Inventory	42	35	-16.7%	---	---	---
Total Volume (in 1000's)	\$252,000	\$117,000	-53.6%	\$252,000	\$117,000	4.0%

*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.

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Findlay Areas

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

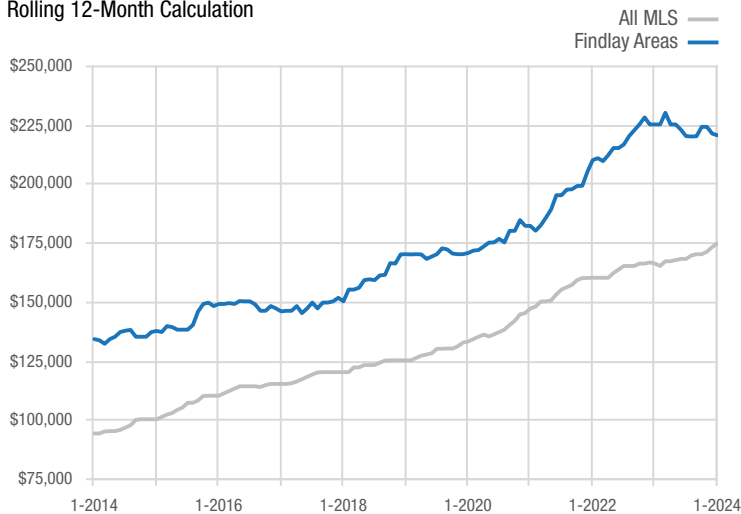
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	45	32	- 28.9%	45	32	- 28.9%
Pending Sales	22	29	+ 31.8%	22	29	+ 31.8%
Closed Sales	21	29	+ 38.1%	21	29	+ 38.1%
Days on Market Until Sale	81	79	- 2.5%	81	79	- 2.5%
Median Sales Price*	\$217,500	\$215,000	- 1.1%	\$217,500	\$215,000	- 1.1%
Average Sales Price*	\$256,767	\$222,255	- 13.4%	\$256,767	\$222,255	- 13.4%
Percent of List Price Received*	98.6%	96.9%	- 1.7%	98.6%	96.9%	- 1.7%
Inventory of Homes for Sale	100	85	- 15.0%	—	—	—
Months Supply of Inventory	1.7	1.9	+ 11.8%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	3	2	- 33.3%	3	2	- 33.3%
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	59	46	- 22.0%	59	46	- 22.0%
Median Sales Price*	\$252,000	\$117,000	- 53.6%	\$252,000	\$117,000	- 53.6%
Average Sales Price*	\$252,000	\$117,000	- 53.6%	\$252,000	\$117,000	- 53.6%
Percent of List Price Received*	98.9%	102.6%	+ 3.7%	98.9%	102.6%	+ 3.7%
Inventory of Homes for Sale	11	5	- 54.5%	—	—	—
Months Supply of Inventory	2.1	0.9	- 57.1%	—	—	—

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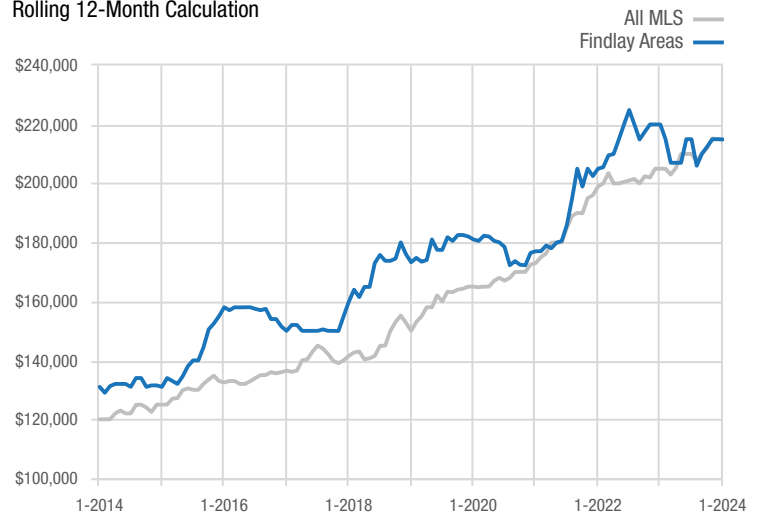
Median Sales Price - Single Family

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

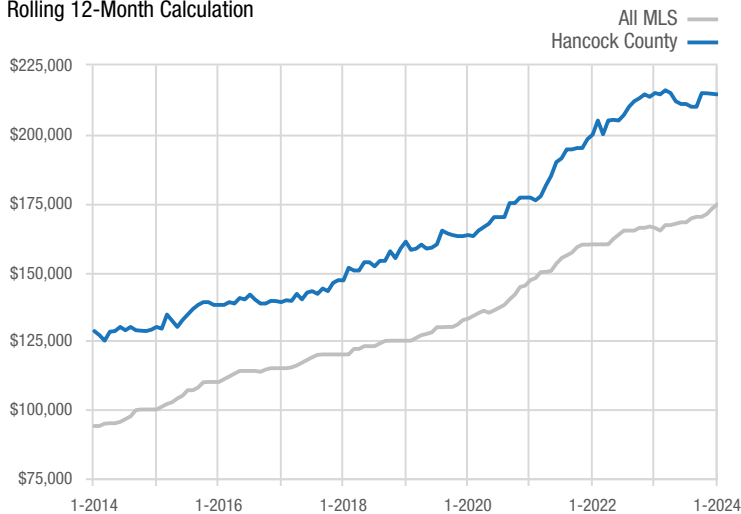
Single Family	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	56	40	- 28.6%	56	40	- 28.6%
Pending Sales	29	36	+ 24.1%	29	36	+ 24.1%
Closed Sales	28	35	+ 25.0%	28	35	+ 25.0%
Days on Market Until Sale	83	86	+ 3.6%	83	86	+ 3.6%
Median Sales Price*	\$219,250	\$215,000	- 1.9%	\$219,250	\$215,000	- 1.9%
Average Sales Price*	\$261,254	\$227,719	- 12.8%	\$261,254	\$227,719	- 12.8%
Percent of List Price Received*	98.7%	96.8%	- 1.9%	98.7%	96.8%	- 1.9%
Inventory of Homes for Sale	133	113	- 15.0%	—	—	—
Months Supply of Inventory	1.9	1.9	0.0%	—	—	—

Condo-Villa	January			Year to Date		
	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
Key Metrics						
New Listings	3	2	- 33.3%	3	2	- 33.3%
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Days on Market Until Sale	59	46	- 22.0%	59	46	- 22.0%
Median Sales Price*	\$252,000	\$117,000	- 53.6%	\$252,000	\$117,000	- 53.6%
Average Sales Price*	\$252,000	\$117,000	- 53.6%	\$252,000	\$117,000	- 53.6%
Percent of List Price Received*	98.9%	102.6%	+ 3.7%	98.9%	102.6%	+ 3.7%
Inventory of Homes for Sale	12	5	- 58.3%	—	—	—
Months Supply of Inventory	2.1	0.9	- 57.1%	—	—	—

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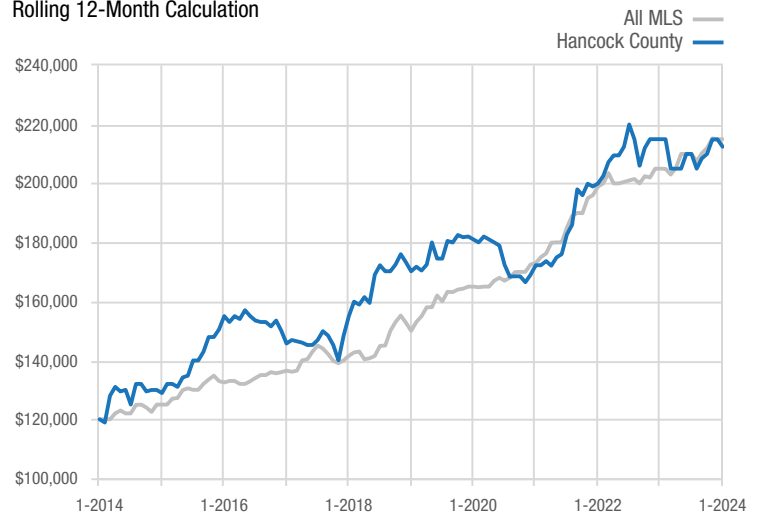
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wyandot County

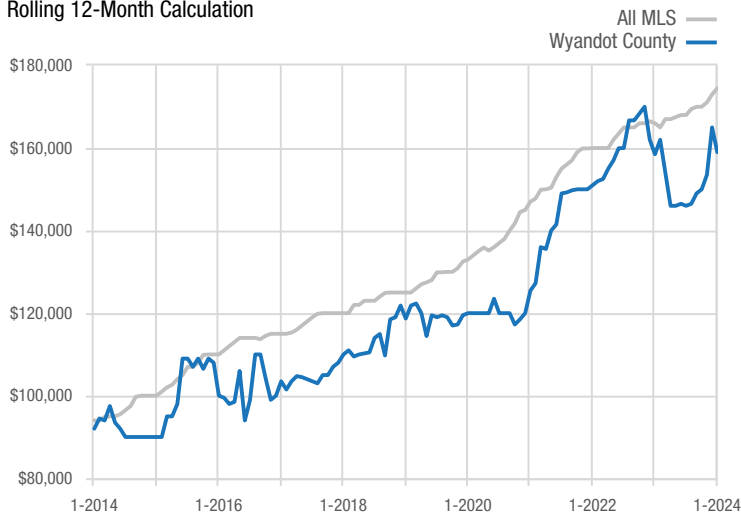
Single Family	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	9	1	- 88.9%	9	1	- 88.9%
Pending Sales	8	11	+ 37.5%	8	11	+ 37.5%
Closed Sales	8	11	+ 37.5%	8	11	+ 37.5%
Days on Market Until Sale	139	105	- 24.5%	139	105	- 24.5%
Median Sales Price*	\$164,500	\$142,000	- 13.7%	\$164,500	\$142,000	- 13.7%
Average Sales Price*	\$179,625	\$137,632	- 23.4%	\$179,625	\$137,632	- 23.4%
Percent of List Price Received*	97.1%	90.3%	- 7.0%	97.1%	90.3%	- 7.0%
Inventory of Homes for Sale	28	25	- 10.7%	—	—	—
Months Supply of Inventory	3.1	2.3	- 25.8%	—	—	—

Condo-Villa	January			Year to Date		
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change
New Listings	0	0	—	0	0	—
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	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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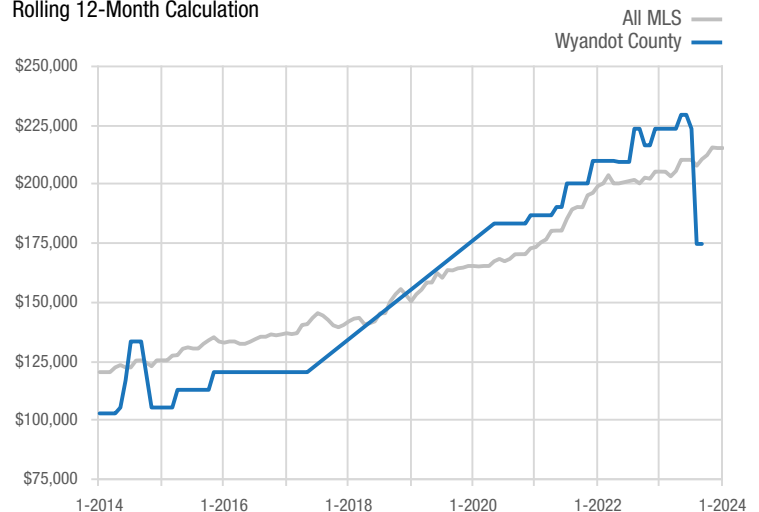
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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