

Local Market Update – February 2024

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Hancock & Wyandot Counties

U.S. existing-home sales grew 3.1% month-over-month to a seasonally adjusted annual rate of 4.00 million, exceeding economists' expectations and marking the strongest sales pace since August 2023, according to the National Association of REALTORS® (NAR). Falling interest rates late last year, coupled with a recent uptick in inventory, helped existing-home sales to climb following last month's decline, with monthly gains reported in the Midwest, South, and West regions.

Total inventory heading into February stood at 1.01 million units, a 2% increase from the previous month and a 3.1% increase from the same time last year, for a 3 months' supply at the current sales pace, according to NAR. Although buyers may find additional options in their home search, inventory remains below the 5-6 months' supply of a balanced market, and demand is exceeding supply. As a result, existing-home sales prices have continued to rise, climbing 5.1% year-over-year to \$379,100.

Single Family Key Metrics	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	57	68	19.3%	122	111	-9.0%
Closed Sales	58	48	-17.2%	94	94	0.0%
Days on Market	67	78	16.4%	78	84	7.7%
SP\$/SqFt	\$119.85	\$130.31	8.7%	\$123.32	\$123.90	0.5%
Median Sales Price*	\$171,750	\$217,000	26.3%	\$194,950	\$199,950	2.6%
Average Sales Price*	\$209,198	\$235,696	12.7%	\$222,187	\$221,250	-0.4%
Percent of List Price Received*	97%	98%	---	98%	96%	-2.0%
Months Supply of Inventory	17	20	17.6%	---	---	---
Total Volume	\$12,133,500	\$11,313,422	-6.8%	\$20,885,600	\$20,797,522	-0.4%

Condo/Villa Key Metrics	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	6	7	16.7%	9	9	0.0%
Closed Sales	4	4	0.0%	5	5	0.0%
Days on Market	110	51	-53.6%	99	50	-49.5%
SP\$/SqFt	\$129.87	\$156.55	20.5%	\$133.83	\$146.48	9.5%
Median Sales Price*	\$187,500	\$252,500	34.7%	\$205,000	\$200,000	-2.4%
Average Sales Price*	\$211,250	\$268,438	27.1%	\$219,400	\$238,150	8.5%
Percent of List Price Received*	96%	98%	2.1%	96%	99%	3.1%
Months Supply of Inventory	11	10	-9.1%	---	---	---
Total Volume (in 1000's)	\$845,000	\$1,073,750	27.1%	\$1,097,000	\$1,190,750	3.1%

*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.

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Findlay

Zip Code 45840

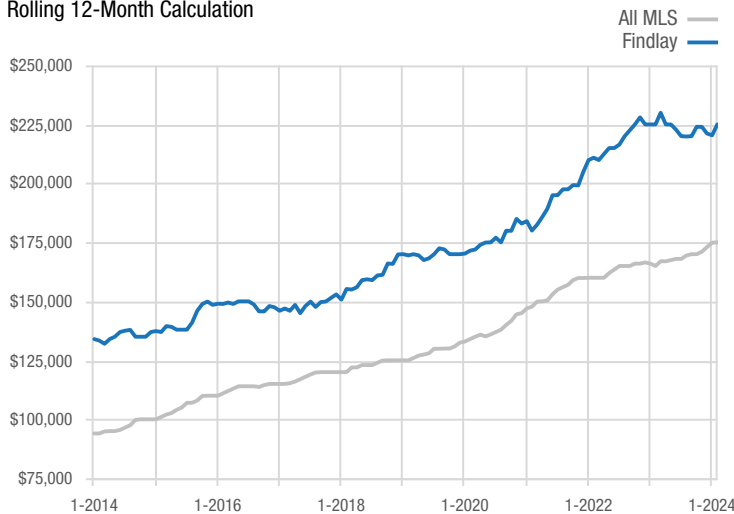
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	38	47	+ 23.7%	83	80	- 3.6%
Pending Sales	40	36	- 10.0%	62	65	+ 4.8%
Closed Sales	38	36	- 5.3%	59	65	+ 10.2%
Days on Market Until Sale	49	77	+ 57.1%	61	78	+ 27.9%
Median Sales Price*	\$210,000	\$243,000	+ 15.7%	\$210,000	\$221,000	+ 5.2%
Average Sales Price*	\$230,241	\$260,667	+ 13.2%	\$239,845	\$243,530	+ 1.5%
Percent of List Price Received*	98.7%	97.9%	- 0.8%	98.7%	97.5%	- 1.2%
Inventory of Homes for Sale	94	93	- 1.1%	—	—	—
Months Supply of Inventory	1.7	2.1	+ 23.5%	—	—	—

Condo-Villa	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	6	5	- 16.7%	9	7	- 22.2%
Pending Sales	6	4	- 33.3%	7	5	- 28.6%
Closed Sales	4	4	0.0%	5	5	0.0%
Days on Market Until Sale	110	51	- 53.6%	99	50	- 49.5%
Median Sales Price*	\$187,500	\$252,500	+ 34.7%	\$205,000	\$200,000	- 2.4%
Average Sales Price*	\$211,250	\$268,438	+ 27.1%	\$219,400	\$238,150	+ 8.5%
Percent of List Price Received*	95.6%	98.3%	+ 2.8%	96.2%	99.2%	+ 3.1%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	2.0	1.1	- 45.0%	—	—	—

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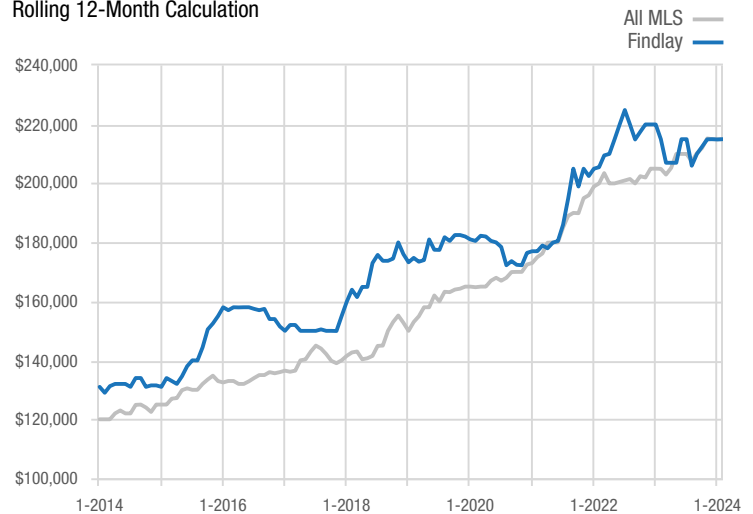
Median Sales Price - Single Family

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

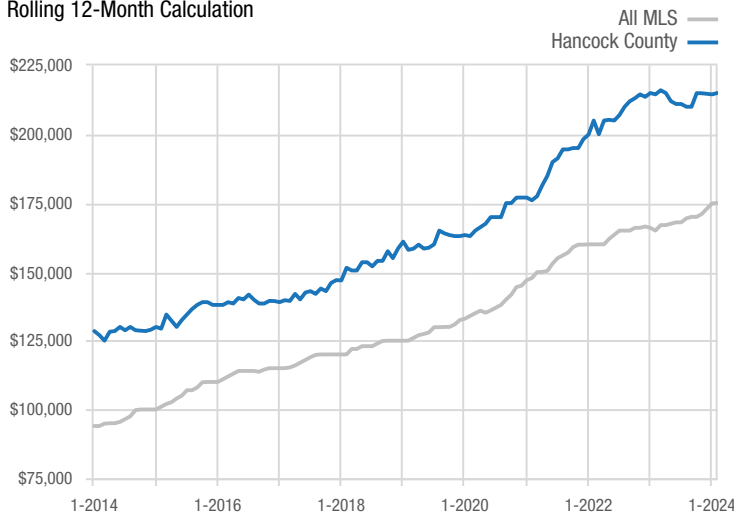
Single Family	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	47	60	+ 27.7%	103	101	- 1.9%
Pending Sales	51	44	- 13.7%	80	79	- 1.3%
Closed Sales	50	42	- 16.0%	78	77	- 1.3%
Days on Market Until Sale	58	74	+ 27.6%	67	80	+ 19.4%
Median Sales Price*	\$195,000	\$226,950	+ 16.4%	\$210,000	\$219,000	+ 4.3%
Average Sales Price*	\$218,653	\$248,748	+ 13.8%	\$234,144	\$239,189	+ 2.2%
Percent of List Price Received*	98.0%	98.1%	+ 0.1%	98.3%	97.5%	- 0.8%
Inventory of Homes for Sale	125	125	0.0%	—	—	—
Months Supply of Inventory	1.8	2.2	+ 22.2%	—	—	—

Condo-Villa	February			Year to Date		
	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
Key Metrics						
New Listings	6	6	0.0%	9	8	- 11.1%
Pending Sales	6	5	- 16.7%	7	6	- 14.3%
Closed Sales	4	4	0.0%	5	5	0.0%
Days on Market Until Sale	110	51	- 53.6%	99	50	- 49.5%
Median Sales Price*	\$187,500	\$252,500	+ 34.7%	\$205,000	\$200,000	- 2.4%
Average Sales Price*	\$211,250	\$268,438	+ 27.1%	\$219,400	\$238,150	+ 8.5%
Percent of List Price Received*	95.6%	98.3%	+ 2.8%	96.2%	99.2%	+ 3.1%
Inventory of Homes for Sale	12	6	- 50.0%	—	—	—
Months Supply of Inventory	2.1	1.1	- 47.6%	—	—	—

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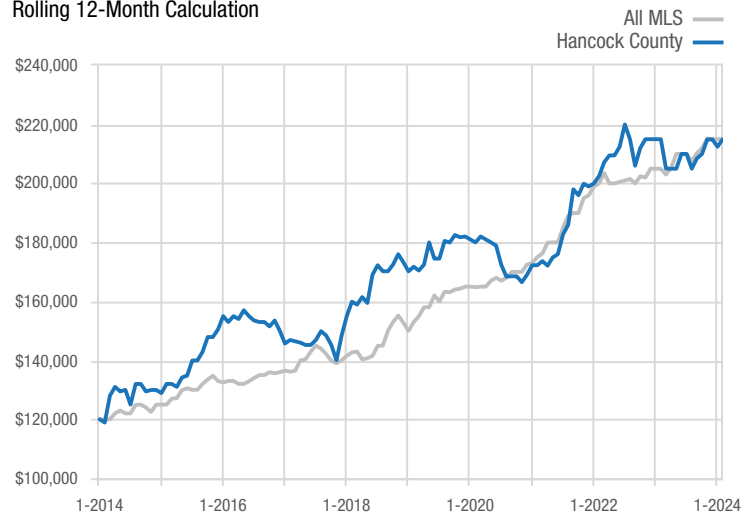
Median Sales Price - Single Family

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Median Sales Price - Condo-Villa

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Wyandot County

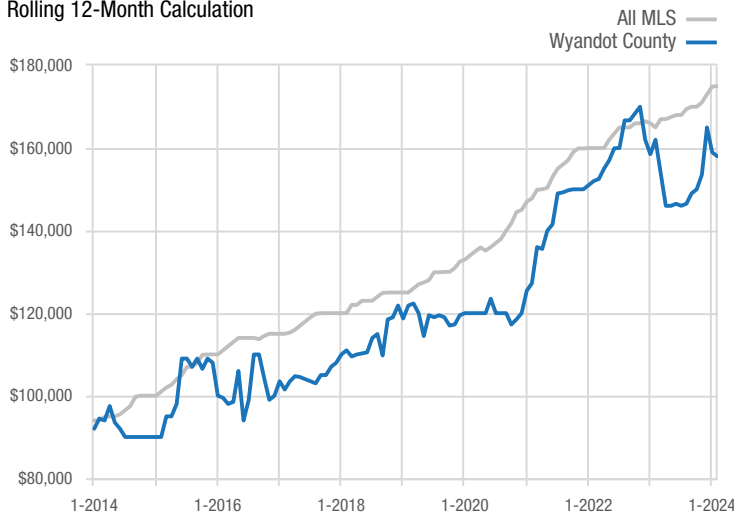
Single Family	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	10	11	+ 10.0%	19	13	- 31.6%
Pending Sales	8	6	- 25.0%	16	17	+ 6.3%
Closed Sales	8	6	- 25.0%	16	17	+ 6.3%
Days on Market Until Sale	122	104	- 14.8%	131	104	- 20.6%
Median Sales Price*	\$153,750	\$136,000	- 11.5%	\$164,500	\$139,000	- 15.5%
Average Sales Price*	\$160,563	\$135,600	- 15.5%	\$170,094	\$136,997	- 19.5%
Percent of List Price Received*	90.8%	92.7%	+ 2.1%	93.9%	91.1%	- 3.0%
Inventory of Homes for Sale	30	29	- 3.3%	—	—	—
Months Supply of Inventory	3.4	2.7	- 20.6%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2023	2024	% Change	Thru 2-2023	Thru 2-2024	% Change
New Listings	0	1	—	0	1	—
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	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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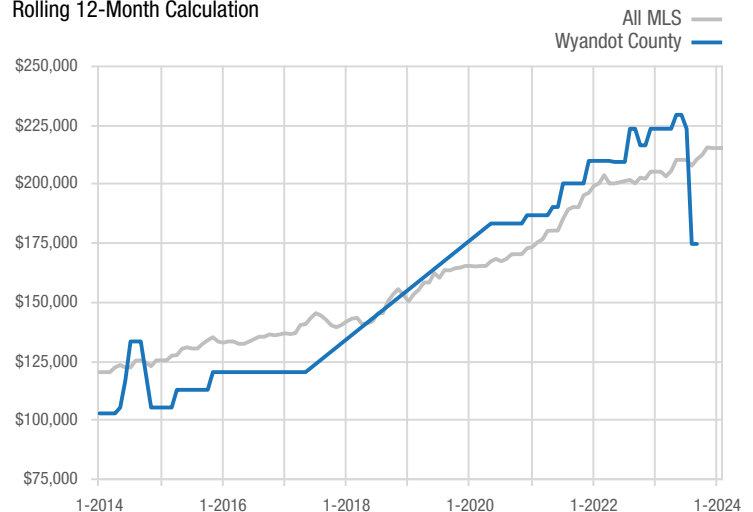
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