



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Tiffany Meyer, Ohio REALTORS President, 419.289.2600
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RE: Ohio's August 2018 Home Sales
DATE: September 20, 2018



The pace of homes sold across Ohio in August reached a best-ever level for the month, increasing a marginal 0.1 percent from the prior record rate posted a year ago, according to Ohio REALTORS.

“The Ohio housing market remained hot in August, as the rate of sales reached record levels,” said Ohio REALTORS President Tiffany Meyer. “Equally important, the marketplace continued to show steady gains in the average sales price, an indication that consumers understand that housing is a solid, long-term investment.

“Ohio’s REALTOR community remains hopeful that the marketplace will experience an uptick in the number of homes listed for sale in the coming months to ensure that the positive momentum that been established in terms of sales activity and pricing will continue moving forward.”

August’s average home price of \$188,898 reflects a 5.6 percent increase from the \$178,836 mark posted during the month last year.

Sales in August reached a seasonally adjusted annual rate of 151,360, a slight 0.1 percent increase from the prior best-ever rate 151,136 reached during the month a year ago.

The market experienced a 0.5 percent decrease in sales from the July 2018 seasonally adjusted annual rate of 152,091.

Around the state, 13 of the 17 markets tracked reported an upswing in average sales price during the month. Additionally, 9 markets posted gains in the pace of sales.

Data provided to Ohio REALTORS by Multiple Listing Services includes residential closings for new and existing single-family homes and condominiums/co-ops. Ohio REALTORS, with more than 33,000 members, is the largest professional trade association in Ohio. The methods addressing Ohio REALTORS reporting of home sales activity is available at www.ohiorealtors.org.

Refer to the following pages for Ohio REALTORS seasonally adjusted Ohio home sales report, as well as a market by market analysis of sales activity throughout Ohio and local contact information.

(NOTE: There might be a slight variance between the reported number of sales contained in this release and actual activity in the various markets due to Ohio REALTORS early reporting requirement. Check with contacts in the particular market.)

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Ohio REALTORS®
Ohio Existing Home Sales*
August 2018

| Year | Month | Sales Activity | | Average Sale Price |
|-----------------------------|-------|------------------------------------|----------------------------|----------------------------|
| | | Seasonally Adjusted Annual Rate | Not Seasonally Adjusted | Not Seasonally Adjusted |
| 2017 | Aug | 151,136 | 15,454 | \$178,836 |
| 2017 | Sep | 150,287 | 13,491 | \$172,910 |
| 2017 | Oct | 152,864 | 13,191 | \$172,303 |
| 2017 | Nov | 159,684 | 11,732 | \$174,689 |
| 2017 | Dec | 153,013 | 11,060 | \$170,706 |
| 2018 | Jan | 146,091 | 8,207 | \$161,897 |
| 2018 | Feb | 149,042 | 8,215 | \$165,899 |
| 2018 | Mar | 153,863 | 11,838 | \$171,396 |
| 2018 | Apr | 156,594 | 12,916 | \$179,366 |
| 2018 | May | 150,991 | 15,133 | \$187,274 |
| 2018 | Jun | 149,278 | 15,865 | \$197,866 |
| 2018 | Jul | 152,091 | 15,066 | \$191,775 |
| 2018 | Aug | 151,360 | 15,672 | \$188,898 |
| % change last month: | | -0.5% | 4.0% | |
| % change last year: | | 0.1% | 1.4% | 5.6% |
| Year-end | | | | |
| 2016 | | 148,952 | | \$163,510 |
| 2017 | | 151,748 | | \$172,870 |
| 2018p | | 152,146 | | \$182,551 |

**Report reflects reported closings by Ohio MLSes and includes new and existing residential single family and condos.*

Ohio Local MLS Stats Report for August 2018

| MLS | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|------------------|----------------------|--------|---------|-----------------|-----------------|---------|--------------------|-----------|----------|
| | 2017 | 2018 | %Change | 2017 | 2018 | %Change | 2017 | 2018 | % Change |
| Ashland | 37 | 41 | 10.8% | \$4,335,475 | \$5,851,752 | 35.0% | \$117,175 | \$142,726 | 21.8% |
| Athens | 64 | 67 | 4.7% | \$10,325,150 | \$9,892,363 | -4.2% | \$161,330 | \$147,647 | -8.5% |
| Cincinnati | 2,615 | 2,582 | -1.3% | \$549,715,203 | \$565,892,732 | 2.9% | \$210,216 | \$219,168 | 4.3% |
| Columbus | 3,357 | 3,249 | -3.2% | \$728,542,854 | \$751,665,897 | 3.2% | \$217,022 | \$231,353 | 6.6% |
| Dayton | 1,606 | 1,647 | 2.6% | \$260,548,765 | \$281,606,165 | 8.1% | \$162,235 | \$170,981 | 5.4% |
| Firelands | 305 | 309 | 1.3% | \$45,610,335 | \$45,792,735 | 0.4% | \$149,542 | \$148,197 | -0.9% |
| Greater Ports. | 64 | 74 | 15.6% | \$7,990,399 | \$7,621,932 | -4.6% | \$124,850 | \$102,999 | -17.5% |
| Guerns.-Musk. | 137 | 128 | -6.6% | \$16,738,657 | \$14,541,360 | -13.1% | \$122,180 | \$113,604 | -7.0% |
| Heartland | 105 | 160 | 52.4% | \$15,139,040 | \$24,834,922 | 64.0% | \$144,181 | \$155,218 | 7.7% |
| Knox | 53 | 61 | 15.1% | \$7,508,715 | \$9,759,473 | 30.0% | \$141,674 | \$159,991 | 12.9% |
| Mansfield | 195 | 158 | -19.0% | \$24,519,954 | \$20,261,360 | -17.4% | \$125,743 | \$128,236 | 2.0% |
| Marion | 81 | 57 | -29.6% | \$9,414,700 | \$7,451,780 | -20.8% | \$116,231 | \$130,733 | 12.5% |
| Scioto Valley | 95 | 82 | -13.7% | \$11,163,735 | \$9,909,454 | -11.2% | \$117,513 | \$120,847 | 2.8% |
| Toledo | 910 | 955 | 4.9% | \$131,366,000 | \$153,595,000 | 16.9% | \$144,358 | \$160,832 | 11.4% |
| West Central | 222 | 191 | -14.0% | \$27,982,599 | \$25,586,746 | -8.6% | \$126,048 | \$133,962 | 6.3% |
| WRIST* | 577 | 567 | -1.7% | \$84,908,435 | \$85,374,891 | 0.5% | \$147,155 | \$150,573 | 2.3% |
| Yes-MLS* | 5,098 | 5,294 | 3.8% | \$839,902,277 | \$931,332,297 | 10.9% | \$164,751 | \$175,922 | 6.8% |
| Statewide | 15,521 | 15,622 | 0.7% | \$2,775,712,293 | \$2,950,970,859 | 6.3% | \$178,836 | \$188,898 | 5.6% |

* Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer counties.

****Report reflects reported closings by MLSes for the above areas and time period. It includes new and existing residential single family and condo/co-ops.**

Ohio Local MLS Stats Report for January thorough August 2018

| MLS | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|------------------|----------------------|---------|---------|------------------|------------------|---------|--------------------|-----------|----------|
| | 2017 | 2018 | %Change | 2017 | 2018 | %Change | 2017 | 2018 | % Change |
| Ashland | 288 | 254 | -11.8% | \$36,587,877 | \$34,322,931 | -6.2% | \$127,041 | \$135,130 | 6.4% |
| Athens | 449 | 453 | 0.9% | \$66,612,559 | \$68,966,574 | 3.5% | \$148,358 | \$152,244 | 2.6% |
| Cincinnati | 17,719 | 17,663 | -0.3% | \$3,592,282,070 | \$3,800,258,066 | 5.8% | \$202,736 | \$215,154 | 6.1% |
| Columbus | 21,816 | 21,138 | -3.1% | \$4,698,120,363 | \$4,851,290,370 | 3.3% | \$215,352 | \$229,506 | 6.6% |
| Dayton | 10,685 | 10,962 | 2.6% | \$1,671,106,483 | \$1,822,375,977 | 9.1% | \$156,397 | \$166,245 | 6.3% |
| Firelands | 2,052 | 2,155 | 5.0% | \$290,323,775 | \$321,126,230 | 10.6% | \$141,483 | \$149,014 | 5.3% |
| Greater Ports. | 365 | 420 | 15.1% | \$38,502,006 | \$45,968,442 | 19.4% | \$105,485 | \$109,449 | 3.8% |
| Guerns.-Musk. | 882 | 858 | -2.7% | \$106,564,166 | \$101,525,814 | -4.7% | \$120,821 | \$118,328 | -2.1% |
| Heartland | 967 | 1,003 | 3.7% | \$141,880,943 | \$163,380,077 | 15.2% | \$146,723 | \$162,891 | 11.0% |
| Knox | 401 | 423 | 5.5% | \$64,170,010 | \$70,850,102 | 10.4% | \$160,025 | \$167,494 | 4.7% |
| Mansfield | 1,471 | 1,384 | -5.9% | \$166,359,430 | \$169,356,507 | 1.8% | \$113,093 | \$122,367 | 8.2% |
| Marion | 436 | 394 | -9.6% | \$51,452,796 | \$48,381,602 | -6.0% | \$118,011 | \$122,796 | 4.1% |
| Scioto Valley | 575 | 638 | 11.0% | \$69,066,426 | \$80,218,533 | 16.1% | \$120,116 | \$125,734 | 4.7% |
| Toledo | 6,077 | 6,438 | 5.9% | \$852,415,000 | \$954,830,000 | 12.0% | \$140,269 | \$148,312 | 5.7% |
| West Central | 1,454 | 1,468 | 1.0% | \$167,755,649 | \$183,443,734 | 9.4% | \$115,375 | \$124,962 | 8.3% |
| WRIST* | 3,735 | 3,507 | -6.1% | \$510,457,914 | \$520,810,849 | 2.0% | \$136,669 | \$148,506 | 8.7% |
| Yes-MLS* | 33,233 | 33,539 | 0.9% | \$5,240,450,776 | \$5,589,632,306 | 6.7% | \$157,688 | \$166,661 | 5.7% |
| Statewide | 102,605 | 102,697 | 0.1% | \$17,764,108,243 | \$18,826,738,114 | 6.0% | \$173,131 | \$183,323 | 5.9% |

* Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer counties.

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**CONTACT: 2018 Ohio REALTORS President
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For more information on home sales activity in a particular marketplace, contact one of the Local Boards/Associations of REALTORS® or Multiple Listing Services:

Akron Cleveland Association

Sandy Naragon, EO • 216/525-4841
Karen O'Donnell, President • 216/831-2911

Ashland Board

Misty Miller, EO • 419/281-2700
Mary Hartley, President • 419/945-2334

Ashtabula County Board

Lisa Brail, EO • 440/992-1152
Clorice Dlugos, President • 440/812-2542

Athens County Board

Suzanne Vazzano, EO • 740/594-4935
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Butler-Warren Association

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Debbie Pennington, President • 513/829-0044

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Jim Abele, EO • 513/761-8833
Phil Morriscal, III, President • 513/368-6382

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East Central Association

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Taylor Cain, President • 740/266-2246

Firelands Association

David Freitag, EO • 419/625-5787
Steve Mack, President • 419/625-7888

Guernsey Muskingum Valley Association

Kathy Warne, EO • 740/452-3890
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Heartland Association

Megan Foos, EO • 419/535-3222
Regina Vent, President • 419/209-0905

Knox County Board

Jeri Scott, EO • 740/392-8490
Rogena Shank, President • 330/674-7610

Lake & Geauga Area Association

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Sharon Zunkley, President • 440/477-3276

Lancaster County Board

Debbie Hoelscher, EO • 740/653-1861
Eric Duemmel, President • 740/243-7991

Licking County Board

Patty Osborn, EO • 740/345-2151
Mike Kennedy, President • 740/403-4723

Lorain County Association

Barb Tressel-Bangas, EO • 440/328-4210
Janet Beane, President • 440/336-5000

Mansfield Association

Lanie Bauer, EO • 419/756-1130
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Marion Board

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Scott Braumiller, President • 614/581-1661

Medina County Board

Sherry Stell, EO • 330/722-1000
Shannon Cannon, President • 216/650-3621

Midwestern Ohio Association

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Mary Niekamp, President • 419/852-3520

Portage County Association

Jennifer Robertson, EO • 330/296-5451
Mark Brady, President • 330/207-7109

Portsmouth Area Board

Opal Porter, EO • 740/353-3079
Renee Storey, President • 740/935-2543

Scioto Valley Association

Brenda Free, EO • 740/773-7489
Gayle Smith, President • 740/253-0044

Southern Ohio Association

Caitlin Baumgartner, EO • 513/528-2657
Greg Traynor, President • 513/322-2905

Springfield Board

Karen Bodey, EO • 937/323-6489
Sunny Dhingra, President • 937/505-9233

Stark County Association

Lisa Yelichek, EO • 330/494-5630
Lennard Lawrence, President • 330/830-2400

Toledo Regional Association

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Doug Kwiatkowski, President • 419/386-0123

Warren Area Board

Roberta Hiller, EO • 330/394-4001
Darlene Mink-Crouse, President • 330/501-3907

Wayne-Holmes Association

Amy Scott, EO • 330/264-8062
Lynda Geitgey, President • 330/465-1508

West Central Association (Lima Area)

Roxann Shaffer, EO • 419/227-5432
Jason Lienen, President • 419/222-1212

Western Regional Information Systems & Technology

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Yes-MLS

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Youngstown Columbiana Area

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