



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Anjanette Frye, Ohio REALTORS President, 937.609.4281
Carl Horst, Ohio REALTORS Director of Publications & Media Relations, 614.225.6205
RE: Ohio's 2018 Year-End Home Sales
DATE: January 22, 2019



The Ohio housing marketplace was extremely active in 2018 as the sector established record-setting levels in average sales price and total dollar volume, while nearly mirroring the best ever the rate of sales activity, according to Ohio REALTORS.

Homes sales finished 2018 with a seasonally adjusted annual rate of 150,258, a 1 percent decrease from the record-setting 2018 year-end rate of 151,748. The average sales price across Ohio in 2018 reached \$182,561, a 5.6 percent increase from the \$172,884 mark posted during 2017.

“It was a solid year for the Ohio housing market, as we experienced record gains in average prices and nearly matched our best-ever level of sales activity,” said Ohio REALTORS President Anjanette Frye. “Ohio’s REALTOR community played an integral role in helping people navigate the complexities of the home buying process and, most importantly, were trusted partners in making the dream of ownership a reality.”

Sales in December reached a seasonally adjusted annual rate of 144,916, a 5.3 percent decline from the month’s best-ever mark of 153,013 posted in December 2017. The market experienced an 8.1 percent decrease in sales from November 2017’s seasonally adjusted annual rate of 157,655.

December’s average home price of \$180,284 reflects a 5.6 percent increase from the \$170,727 mark posted in December 2017.

Around the state, 17 of the 18 markets tracked experienced an increase in average sales price for the year compared to 2017. Nine local markets showed a year-end increase in sales activity compared to 2017.

Home sales during the fourth quarter of 2018 slowed somewhat compared to the same three-month period a year ago. Specifically, fourth quarter 2018’s seasonally adjusted annual rate reached 151,330, a 2.4 percent decrease from the fourth quarter 2017 mark of 155,092. Total dollar volume in 2018 reached a record-breaking \$27.8 billion, a 4.9 percent increase from the 2017 level of \$26.5 billion.

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.)

Anjanette Frye, President • Scott R. Williams, CEO

200 E. Town St. • Columbus OH, 43215-4648

P 614.228.6675 • F 614.228.2601 • info@ohiorealtors.org • www.ohiorealtors.org



Ohio REALTORS®
Ohio Existing Home Sales*
December 2018

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2017	Dec	153,013	11,060	\$170,727
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
2018	Sept	144,217	12,267	\$183,379
2018	Oct	147,982	13,205	\$181,970
2018	Nov	157,655	11,789	\$178,882
2018	Dec	144,916	10,236	\$180,284
% change last month:		-8.1%	-13.2%	
% change last year:		-5.3%	-7.5%	5.6%
Year-end				
	2016	148,952		\$163,510
	2017	151,748		\$172,884
	2018	150,258		\$182,561
% change last year:		-1.0%		5.6%

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

Ohio Local MLS Stats Report for December 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	43	22	-48.8%	\$6,423,005	\$4,222,400	-34.3%	\$149,372	\$191,927	28.5%
Athens	38	46	21.1%	\$5,994,615	\$6,491,006	8.3%	\$157,753	\$141,109	-10.6%
Cincinnati	1,844	1,642	-11.0%	\$364,827,798	\$342,596,539	-6.1%	\$197,846	\$208,646	5.5%
Columbus	2,261	2,052	-9.2%	\$485,515,835	\$454,719,096	-6.3%	\$214,735	\$221,598	3.2%
Dayton	1,076	1,029	-4.4%	\$164,587,989	\$170,647,178	3.7%	\$152,963	\$165,838	8.4%
Firelands	211	193	-8.5%	\$30,416,263	\$25,697,928	-15.5%	\$144,153	\$133,150	-7.6%
Greater Ports.	39	37	-5.1%	\$3,743,350	\$4,139,800	10.6%	\$95,983	\$111,886	16.6%
Guerns.-Musk.	102	96	-5.9%	\$11,469,887	\$12,743,235	11.1%	\$112,450	\$132,742	18.0%
Heartland	99	125	26.3%	\$13,780,157	\$21,337,492	54.8%	\$139,194	\$170,700	22.6%
Knox	37	29	-21.6%	\$5,326,100	\$4,598,650	-13.7%	\$143,949	\$158,574	10.2%
Lancaster	29	25	-13.8%	\$4,372,881	\$5,059,975	15.7%	\$150,789	\$202,399	34.2%
Mansfield	91	133	46.2%	\$10,495,580	\$15,452,038	47.2%	\$115,336	\$116,181	0.7%
Marion	50	47	-6.0%	\$4,690,650	\$4,847,820	3.4%	\$93,813	\$103,145	9.9%
Scioto Valley	68	58	-14.7%	\$8,240,852	\$7,229,468	-12.3%	\$121,189	\$124,646	2.9%
Toledo	678	610	-10.0%	\$94,465,000	\$84,971,000	-10.1%	\$139,329	\$139,297	0.0%
West Central	166	151	-9.0%	\$19,715,009	\$19,138,420	-2.9%	\$118,765	\$126,745	6.7%
WRIST*	383	380	-0.8%	\$53,206,306	\$55,007,280	3.4%	\$138,920	\$144,756	4.2%
Yes-MLS*	3,785	3,561	-5.9%	\$590,728,968	\$606,488,514	2.7%	\$156,071	\$170,314	9.1%
Statewide	11,000	10,236	-6.9%	\$1,878,000,245	\$1,845,387,839	-1.7%	\$170,727	\$180,284	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 through December 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	428	379	-11.4%	\$55,854,584	\$54,835,735	-1.8%	\$130,501	\$144,685	10.9%
Athens	635	651	2.5%	\$98,139,968	\$98,939,355	0.8%	\$154,551	\$151,981	-1.7%
Cincinnati	25,897	25,439	-1.8%	\$5,231,624,898	\$5,435,501,369	3.9%	\$202,017	\$213,668	5.8%
Columbus	32,142	30,917	-3.8%	\$6,905,660,128	\$7,052,756,280	2.1%	\$214,848	\$228,119	6.2%
Dayton	15,775	15,955	1.1%	\$2,461,677,594	\$2,652,107,049	7.7%	\$156,049	\$166,224	6.5%
Firelands	3,073	3,145	2.3%	\$443,134,904	\$474,245,054	7.0%	\$144,203	\$150,793	4.6%
Greater Ports.	526	585	11.2%	\$55,202,736	\$64,394,175	16.7%	\$104,948	\$110,076	4.9%
Guerns.-Musk.	1,334	1,284	-3.7%	\$160,672,631	\$156,973,114	-2.3%	\$120,444	\$122,253	1.5%
Heartland	1,392	1,470	5.6%	\$205,520,893	\$241,256,696	17.4%	\$147,644	\$164,120	11.2%
Knox	602	608	1.0%	\$95,843,110	\$100,152,461	4.5%	\$159,208	\$164,724	3.5%
Lancaster	569	496	-12.8%	\$85,067,551	\$78,827,325	-7.3%	\$149,504	\$158,926	6.3%
Mansfield	2,121	1,925	-9.2%	\$243,741,135	\$231,693,855	-4.9%	\$114,918	\$120,360	4.7%
Marion	660	580	-12.1%	\$76,378,957	\$70,276,924	-8.0%	\$115,726	\$121,167	4.7%
Scioto Valley	893	942	5.5%	\$108,436,140	\$121,664,207	12.2%	\$121,429	\$129,155	6.4%
Toledo	9,022	9,444	4.7%	\$1,260,509,000	\$1,390,268,000	10.3%	\$139,715	\$147,212	5.4%
West Central	2,170	2,181	0.5%	\$252,101,243	\$273,419,333	8.5%	\$116,176	\$125,364	7.9%
WRIST*	5,498	5,379	-2.2%	\$746,614,420	\$795,726,786	6.6%	\$135,797	\$147,932	8.9%
Yes-MLS*	49,753	49,627	-0.3%	\$7,888,385,414	\$8,283,553,892	5.0%	\$158,551	\$166,916	5.3%
Statewide	152,490	151,007	-1.0%	\$26,374,565,306	\$27,576,591,610	4.6%	\$172,959	\$182,618	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 Year-End 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	428	379	-11.4%	\$55,854,584	\$54,835,735	-1.8%	\$130,501	\$144,685	10.9%
Athens	635	651	2.5%	\$98,139,968	\$98,939,355	0.8%	\$154,551	\$151,981	-1.7%
Cincinnati	25,897	25,439	-1.8%	\$5,231,624,898	\$5,435,501,369	3.9%	\$202,017	\$213,668	5.8%
Columbus	32,218	31,520	-2.2%	\$6,920,490,836	\$7,175,780,160	3.7%	\$214,802	\$227,658	6.0%
Dayton	16,149	16,266	0.7%	\$2,513,130,160	\$2,693,417,846	7.2%	\$155,621	\$165,586	6.4%
Firelands	3,073	3,145	2.3%	\$443,134,904	\$474,245,054	7.0%	\$144,203	\$150,793	4.6%
Greater Ports.	526	585	11.2%	\$55,202,736	\$64,394,175	16.7%	\$104,948	\$110,076	4.9%
Guerns.-Musk.	1,334	1,285	-3.7%	\$160,672,631	\$156,973,114	-2.3%	\$120,444	\$122,158	1.4%
Heartland	1,392	1,470	5.6%	\$205,520,893	\$241,256,696	17.4%	\$147,644	\$164,120	11.2%
Knox	602	608	1.0%	\$95,843,110	\$100,152,461	4.5%	\$159,208	\$164,724	3.5%
Lancaster	569	496	-12.8%	\$85,067,551	\$78,827,325	-7.3%	\$149,504	\$158,926	6.3%
Mansfield	2,121	1,925	-9.2%	\$243,741,135	\$231,693,855	-4.9%	\$114,918	\$120,360	4.7%
Marion	660	580	-12.1%	\$76,378,957	\$70,276,924	-8.0%	\$115,726	\$121,167	4.7%
Scioto Valley	893	942	5.5%	\$108,436,140	\$121,664,207	12.2%	\$121,429	\$129,155	6.4%
Toledo	9,185	9,567	4.2%	\$1,288,479,000	\$1,409,481,000	9.4%	\$140,281	\$147,327	5.0%
West Central	2,170	2,181	0.5%	\$252,101,243	\$273,419,333	8.5%	\$116,176	\$125,364	7.9%
WRIST*	5,498	5,379	-2.2%	\$746,614,420	\$795,726,786	6.6%	\$135,797	\$147,932	8.9%
Yes-MLS*	49,748	49,644	-0.2%	\$7,887,769,519	\$8,284,029,657	5.0%	\$158,555	\$166,869	5.2%
Statewide	153,098	152,062	-0.7%	\$26,468,202,685	\$27,760,615,052	4.9%	\$172,884	\$182,561	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.**

**CONTACT: 2019 Ohio REALTORS President
Anjanette Frye – 937.609.4281**

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
Judy Darwal, President • 216/396-1955

Ashland Board

Misty Miller, EO • 419/281-2700
Fred Troyer, President • 330/465-5730

Ashtabula County Board

Lisa Brail, EO • 440/998-1152
Clorice Dlugos, President • 440/812-2542

Athens County Board

Piper Toth, EO • 216/978-9763
Diane Spezza, President • 740/594-4211

Butler-Warren Association

Leslie Besl, EO • 513/939-2881
John Prazynski, President • 513/870-9100

Cincinnati Area Board

Jim Abele, EO • 513/761-8800
Michelle Billings, President • 513/516-0495

Columbus REALTORS

Stan Collins, EO • 614/475-4000
John Myers, President • 614/486-2933

Dayton REALTORS

Andrew Sims, EO • 937/610-1431
Jan Leverett, President • 937/901-4491

East Central Association

Rose Wanosik, EO • 330/343-7736
Amy Myers, President • 740/229-6773

Firelands Association

David Freitag, EO • 419/625-5787
Scott Myers, President • 419/706-2197

Guernsey Muskingum Valley Association

Kathy Warne, EO • 740/452-3890
Monica Fry, President • 740/682-0093

Heartland Board

Megan Foos, EO • 419/535-3222
Cheryl Sterling, President • 419/722-8991

Knox County Board

Jeri Scott, EO • 740/392-8490
Gina Oswald, President • 740/501-8690

Lake & Geauga Area Association

Vicki Pate, EO • 440/350-9000
Kayleen McDowell, President • 440/205-2000

Lancaster County Board

Debbie Hoelscher, EO • 740/653-1861
Cindy Lape, President • 740/689-9090

Licking County Board

Patty Osborn, EO • 740/345-2151
Charmin Patterson, President • 740/403-1944

Lorain County Association

Barb Tressel-Bangas, EO • 440/328-4210
Ed Cyrek, President • 440/320-8981

Mansfield Association

Lanie Bauer, EO • 419/756-1130
Melissa Viers, President • 419/348-4375

Marion Board

Lori Dye, EO • 740/387-2928
Rick Roe, President • 740/360-3015

Medina County Board

Sherry Stell, EO • 330/722-1000
Lisa Bitto, President • 216/409-0969

Midwestern Ohio Association

Brenda Blair, EO • 937/335-8501
Bryn Daring-Stewart, President • 937/592-7653

Portage County Association

Sandy Naragon, EO • 216/525-4841
Jeremy Fennell, President • 330/388-8189

Portsmouth Area Board

Melanie Parlin, EO • 740/352-3368
Renee Storey, President • 740/935-2543

Scioto Valley Association

Brenda Free, EO • 740/773-7489
Beth Miller, President • 740/775-8500

Southern Ohio Association

Caitlin Baumgartner, EO • 513/528-2657
Tricia Hudson, President • 937/444-1771

Springfield Board

Karen Bodey, EO • 937/323-6489
Susie Burk, President • 937/215-8320

Stark County Association

Lisa Yelichek, EO • 330/494-5630
Joe Marino, III, President • 330/412-2221

Toledo Regional Association

Megan Foos, EO • 419/535-3222
Jason Westendof, President • 419/264-4677

Warren Area Board

Roberta Hiller, EO • 330/394-4001
Marlin Palich, President • 330/727-1723

Wayne-Holmes Association

Amy Scott, EO • 330/264-8062
Traci Pauley, President • 330/749-0029

West Central Association (Lima Area)

Roxann Shaffer, EO • 419/227-5432
Dawn Arbeit, President • 419/371-4633

Western Regional Information Systems & Technology

Stan Hartke, EO • 937/335-1117

Yes-MLS

Carl DeMusz, CEO • 216/485-4100
John Kurlich, COO • 216/485-4100

Youngstown Columbiana Area

Julie Larson, EO • 330/788-7026
Geraldine Florio, President • 330/727-2025