



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Tiffany Meyer, Ohio REALTORS President, 419.289.2600
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RE: Ohio's March 2018 Home Sales
DATE: April 23, 2018



The number of homes sold across Ohio in March kept pace with the level reached during the month a year ago, posting a negligible 0.3 percent decline, according to Ohio REALTORS.

“Activity levels in March were extremely solid across the Buckeye State, as our sales totals nearly matched the record-breaking pace set during the month last year,” said Ohio REALTORS President Tiffany Meyer. “We’re also experiencing a continued, steady rise in the average sale price, an indication that housing is a solid, long-term investment.

“The March sales level provides a welcomed start to the spring home buying season,” Meyer added. “The profession is hopeful that we’ll see an uptick in the number of homes being marketed for sale, a key factor in ensuring that the momentum we’ve attained continues.”

March’s average home price of \$171,396 reflects a 5 percent increase from the \$163,255 mark posted during the month last year.

Sales in March reached a seasonally adjusted annual rate of 153,863, a 0.3 percent decline from the record-setting 154,261 level during the month a year ago. The market also experienced a 3.2 percent rise in sales from the February 2018 seasonally adjusted annual rate of 149,042.

Around the state, 13 of the 18 markets tracked reported upswings in average sales price, while seven posted gains in sales activity.

The first quarter 2018 seasonally adjusted annual rate of 147,786 fell 4.7 percent from the best-ever first quarter 2017 (151,080). Total dollar volume during the first quarter 2018 reached \$4.7 billion, a 3.1 percent increase from first quarter 2017 sales volume of nearly \$4.6 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 32,000 members, is the largest professional trade association in Ohio. The methods addressing OAR’s 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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Tiffany Meyer, President • **Robert E. Fletcher**, CEO

Ohio REALTORS®
Ohio Existing Home Sales*
March 2018

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2017	Mar	154,261	12,245	\$163,255
2017	Apr	151,525	12,124	\$170,318
2017	May	152,734	15,366	\$176,804
2017	Jun	149,809	16,290	\$185,742
2017	Jul	148,247	14,149	\$181,390
2017	Aug	151,136	15,454	\$178,675
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
% change last month:		3.2%	44.1%	
% change last year:		-0.3%	-3.3%	5.0%
Year-end				
2016		148,952		\$161,829
2017		151,748		\$172,237
2018p		150,228		\$186,877

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

Ohio Local MLS Stats Report for March 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	35	32	-8.6%	\$4,162,900	\$3,901,635	-6.3%	\$118,940	\$121,926	2.5%
Athens	49	52	6.1%	\$6,550,200	\$7,241,800	10.6%	\$133,678	\$139,265	4.2%
Cincinnati	2,180	2,076	-4.8%	\$423,190,764	\$427,605,549	1.0%	\$194,124	\$205,976	6.1%
Columbus	2,605	2,381	-8.6%	\$526,819,570	\$523,674,759	-0.6%	\$202,234	\$219,939	8.8%
Dayton	1,301	1,288	-1.0%	\$194,785,740	\$195,179,397	0.2%	\$149,720	\$151,537	1.2%
Firelands	245	286	16.7%	\$28,940,109	\$37,805,632	30.6%	\$118,123	\$132,188	11.9%
Greater Ports.	40	62	55.0%	\$4,236,730	\$6,047,871	42.7%	\$105,918	\$97,546	-7.9%
Guerns.-Musk.	128	87	-32.0%	\$15,720,924	\$10,046,585	-36.1%	\$122,820	\$115,478	-6.0%
Heartland	118	103	-12.7%	\$18,212,794	\$15,751,375	-13.5%	\$154,346	\$152,926	-0.9%
Knox	51	51	0.0%	\$7,844,280	\$6,671,880	-14.9%	\$153,809	\$130,821	-14.9%
Lancaster	56	54	-3.6%	\$8,213,576	\$8,529,246	3.8%	\$146,671	\$157,949	7.7%
Mansfield	174	183	5.2%	\$17,866,703	\$22,124,043	23.8%	\$102,682	\$120,896	17.7%
Marion	47	40	-14.9%	\$5,231,839	\$5,684,040	8.6%	\$111,316	\$142,101	27.7%
NEOHREX*	3,859	3,859	0.0%	\$572,117,826	\$583,843,630	2.0%	\$148,255	\$151,294	2.0%
Scioto Valley	59	85	44.1%	\$6,942,294	\$9,534,365	37.3%	\$117,666	\$112,169	-4.7%
Toledo	747	736	-1.5%	\$96,769,000	\$105,905,000	9.4%	\$129,544	\$143,893	11.1%
West Central	183	182	-0.5%	\$18,555,401	\$19,230,553	3.6%	\$101,396	\$105,662	4.2%
WRIST*	455	281	-38.2%	\$57,102,500	\$40,203,232	-29.6%	\$125,500	\$143,072	14.0%
Statewide	12,332	11,838	-4.0%	\$2,013,263,150	\$2,028,980,592	0.8%	\$163,255	\$171,396	5.0%

* NEOHREX (Northeast Ohio Real Estate Exchange): 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 March 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	84	74	-11.9%	\$9,941,160	\$9,134,834	-8.1%	\$118,347	\$123,444	4.3%
Athens	120	111	-7.5%	\$15,167,499	\$15,023,250	-1.0%	\$126,396	\$135,345	7.1%
Cincinnati	5,038	4,889	-3.0%	\$938,964,731	\$963,475,423	2.6%	\$186,376	\$197,070	5.7%
Columbus	5,990	5,697	-4.9%	\$1,178,792,193	\$1,214,463,095	3.0%	\$196,793	\$213,176	8.3%
Dayton	2,990	3,009	0.6%	\$433,495,587	\$453,199,248	4.5%	\$144,982	\$150,615	3.9%
Firelands	602	671	11.5%	\$76,817,871	\$91,843,760	19.6%	\$127,604	\$136,876	7.3%
Greater Ports.	113	136	20.4%	\$10,825,756	\$13,030,742	20.4%	\$95,803	\$95,814	0.0%
Guerns.-Musk.	276	251	-9.1%	\$32,366,793	\$28,092,407	-13.2%	\$117,271	\$111,922	-4.6%
Heartland	301	280	-7.0%	\$42,121,333	\$45,114,075	7.1%	\$139,938	\$161,122	15.1%
Knox	116	108	-6.9%	\$19,957,097	\$15,575,070	-22.0%	\$172,044	\$144,214	-16.2%
Lancaster	127	104	-18.1%	\$18,167,684	\$16,255,874	-10.5%	\$143,053	\$156,306	9.3%
Mansfield	425	459	8.0%	\$42,733,173	\$52,885,712	23.8%	\$100,549	\$115,219	14.6%
Marion	114	99	-13.2%	\$12,259,658	\$11,307,990	-7.8%	\$107,541	\$114,222	6.2%
NEOHREX*	9,332	9,094	-2.6%	\$1,329,200,360	\$1,362,934,676	2.5%	\$142,435	\$149,872	5.2%
Scioto Valley	146	204	39.7%	\$17,179,572	\$22,442,543	30.6%	\$117,668	\$110,012	-6.5%
Toledo	1,782	1,742	-2.2%	\$226,085,000	\$231,809,000	2.5%	\$126,871	\$133,071	4.9%
West Central	408	462	13.2%	\$40,425,293	\$50,575,593	25.1%	\$99,082	\$109,471	10.5%
WRIST*	1,114	886	-20.5%	\$139,005,425	\$126,684,467	-8.9%	\$124,780	\$142,985	14.6%
Statewide	29,078	28,276	-2.8%	\$4,583,506,185	\$4,723,847,759	3.1%	\$157,628	\$167,062	6.0%

* NEOHREX (Northeast Ohio Real Estate Exchange): 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
Tiffany Meyer – 419.289.2600**

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
Diane Spezza, President • 740/594-4211

Butler-Warren Association

Leslie Besl, EO • 513/939-2881
Debbie Pennington, President • 513/829-0044

Cincinnati Area Board

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

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Sara Walsh, President • 614/581-7700

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Andrew Sims, EO • 937/610-1431
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East Central Association

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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

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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

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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

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Marion Board

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Scott Braumiller, President • 614/581-1661

Medina County Board

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Shannon Cannon, President • 216/650-3621

Midwestern Ohio Association

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NEOHREX (Northeast Ohio Real Estate Exchange)

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John Kurlich, CEO CRIS • 330/376-0015

Portage County Association

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

Portsmouth Area Board

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Renee Storey, President • 740/935-2543

Scioto Valley Association

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Southern Ohio Association

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Greg Traynor, President • 513/322-2905

Springfield Board

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Stark County Association

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Toledo Regional Association

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Warren Area Board

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Darlene Mink-Crouse, President • 330/501-3907

Wayne-Holmes Association

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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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Youngstown Columbiana Area

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