



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Tiffany Meyer, Ohio REALTORS President, 419.289.2600
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RE: Ohio's September 2018 Home Sales
DATE: October 19, 2018



The pace of homes sold across Ohio in September fell 4 percent from the month's record-breaking level set a year ago, according to Ohio REALTORS.

"Through the first nine months of 2018 the Ohio housing marketplace has built a strong foundation -- exhibiting positive gains in pricing while simultaneously maintaining a solid pace of sales," said Ohio REALTORS President Tiffany Meyer. "It's evident that the desire

for homeownership remains strong throughout the state and that Ohioans are increasingly confident that a home purchase is a smart, long-term investment.

"Ohio's REALTOR community remains hopeful that we will begin to experience a rise in the number of homes being marketed for sale so that the marketplace can continue to build in the months ahead."

September's average home price of \$183,379 reflects a 6 percent increase from the \$172,924 mark posted during the month last year.

Sales in September reached a seasonally adjusted annual rate of 144,217, a 4 percent decrease from the best-ever 150,287 level during the month a year ago. The market also experienced a 4.7 percent drop in sales from the August 2018 seasonally adjusted annual rate of 151,360.

Around the state, 13 of the 18 markets tracked reported an upswing in average sales price during the month. Additionally, six markets posted gains in the pace of sales.

Home sales during the second quarter were up 0.1 percent from the same period a year ago and 0.3 percent from the mark set in the second quarter 2018. Specifically, the third quarter 2018's seasonally adjusted annual rate reached a best-ever rate for the period of 151,945, a marginal 0.1 increase from the 151,762 mark for third quarter 2017. Sales during the recent quarter were 0.3 percent ahead of the second quarter 2018 mark of 151,765. Third quarter 2018 dollar volume of \$8.2 billion is up 5.8 percent from the same period last year (\$7.7 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.)

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Ohio REALTORS®
Ohio Existing Home Sales*
September 2018

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2017	Sep	150,287	13,491	\$172,924
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
2018	Sept	144,217	12,267	\$183,379
% change last month:		-4.7%	-21.7%	
% change last year:		-4.0%	-9.1%	6.0%
Year-end				
	2016	148,952		\$163,510
	2017	151,748		\$172,870
	2018p	150,269		\$183,242

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

Ohio Local MLS Stats Report for September 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	34	38	11.8%	\$4,113,864	\$5,808,555	41.2%	\$120,996	\$152,857	26.3%
Athens	41	45	9.8%	\$6,739,769	\$6,517,000	-3.3%	\$164,385	\$144,822	-11.9%
Cincinnati	2,270	2,074	-8.6%	\$451,121,376	\$431,361,023	-4.4%	\$198,732	\$207,985	4.7%
Columbus	2,928	2,593	-11.4%	\$619,219,296	\$602,167,204	-2.8%	\$211,482	\$232,228	9.8%
Dayton	1,428	1,325	-7.2%	\$228,050,163	\$222,225,022	-2.6%	\$159,699	\$167,717	5.0%
Firelands	251	247	-1.6%	\$39,632,130	\$38,175,831	-3.7%	\$157,897	\$154,558	-2.1%
Greater Ports.	38	49	28.9%	\$4,227,300	\$5,336,455	26.2%	\$111,245	\$108,907	-2.1%
Guerns.-Musk.	132	118	-10.6%	\$15,207,227	\$16,151,805	6.2%	\$115,206	\$136,880	18.8%
Heartland	124	100	-19.4%	\$20,025,838	\$16,631,422	-17.0%	\$161,499	\$166,314	3.0%
Knox	72	48	-33.3%	\$12,148,119	\$7,864,727	-35.3%	\$168,724	\$163,848	-2.9%
Lancaster	49	42	-14.3%	\$7,542,570	\$6,568,128	-12.9%	\$153,930	\$156,384	1.6%
Mansfield	214	156	-27.1%	\$26,578,600	\$17,841,433	-32.9%	\$124,199	\$114,368	-7.9%
Marion	74	53	-28.4%	\$9,398,587	\$6,808,512	-27.6%	\$127,008	\$128,462	1.1%
Scioto Valley	82	88	7.3%	\$8,949,316	\$12,253,032	36.9%	\$109,138	\$139,239	27.6%
Toledo	802	782	-2.5%	\$115,231,000	\$118,499,000	2.8%	\$143,680	\$151,533	5.5%
West Central	168	201	19.6%	\$19,539,413	\$25,772,575	31.9%	\$116,306	\$128,222	10.2%
WRIST*	472	532	12.7%	\$61,542,192	\$76,985,720	25.1%	\$130,386	\$144,710	11.0%
Yes-MLS*	4,423	4,176	-5.6%	\$702,844,526	\$705,899,827	0.4%	\$158,907	\$169,037	6.4%
Statewide	13,602	12,667	-6.9%	\$2,352,111,286	\$2,322,867,271	-1.2%	\$172,924	\$183,379	6.0%

* 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 September 2018

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2017	2018	%Change	2017	2018	%Change	2017	2018	% Change
Ashland	322	292	-9.3%	\$40,701,741	\$40,131,486	-1.4%	\$126,403	\$137,437	8.7%
Athens	490	498	1.6%	\$73,352,328	\$75,483,574	2.9%	\$149,699	\$151,573	1.3%
Cincinnati	19,989	19,723	-1.3%	\$4,043,403,446	\$4,232,791,340	4.7%	\$202,281	\$214,612	6.1%
Columbus	24,744	23,731	-4.1%	\$5,317,339,659	\$5,453,457,574	2.6%	\$214,894	\$229,803	6.9%
Dayton	12,113	12,287	1.4%	\$1,899,156,646	\$2,044,600,999	7.7%	\$156,787	\$166,404	6.1%
Firelands	2,303	2,402	4.3%	\$329,955,905	\$359,302,061	8.9%	\$143,272	\$149,585	4.4%
Greater Ports.	403	469	16.4%	\$42,729,306	\$51,304,897	20.1%	\$106,028	\$109,392	3.2%
Guerns.-Musk.	1,014	976	-3.7%	\$121,771,393	\$117,677,619	-3.4%	\$120,090	\$120,571	0.4%
Heartland	1,091	1,103	1.1%	\$161,906,781	\$180,011,499	11.2%	\$148,402	\$163,202	10.0%
Knox	473	471	-0.4%	\$76,318,129	\$78,714,829	3.1%	\$161,349	\$167,123	3.6%
Lancaster	434	389	-10.4%	\$64,196,398	\$59,475,697	-7.4%	\$147,918	\$152,894	3.4%
Mansfield	1,685	1,540	-8.6%	\$192,938,030	\$187,197,940	-3.0%	\$114,503	\$121,557	6.2%
Marion	510	447	-12.4%	\$60,851,383	\$55,190,114	-9.3%	\$119,316	\$123,468	3.5%
Scioto Valley	657	726	10.5%	\$78,015,742	\$92,471,565	18.5%	\$118,745	\$127,371	7.3%
Toledo	6,879	7,220	5.0%	\$967,646,000	\$1,073,329,000	10.9%	\$140,667	\$148,661	5.7%
West Central	1,622	1,669	2.9%	\$187,295,062	\$209,216,309	11.7%	\$115,472	\$125,354	8.6%
WRIST*	4,207	4,039	-4.0%	\$572,000,106	\$597,796,569	4.5%	\$135,964	\$148,006	8.9%
Yes-MLS*	37,656	37,715	0.2%	\$5,943,295,302	\$6,295,532,133	5.9%	\$157,831	\$166,924	5.8%
Statewide	116,592	115,697	-0.8%	\$20,172,873,357	\$21,203,685,205	5.1%	\$173,021	\$183,269	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
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

Columbus REALTORS

Stan Collins, EO • 614/475-4000
Sara Walsh, President • 614/581-7700

Dayton Area Board

Andrew Sims, EO • 937/610-1431
Bob Morrison, President • 937/830-0959

East Central Association

Rose Wanosik, EO • 330/343-7736
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
Dave Ogle, President • 740/260-0290

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

Vicki Pate, EO • 440/350-9000
Sharon Zunkley, President • 440/477-3276

Lancaster County Board

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Eric Duemmel, President • 740/243-7991

Licking County Board

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Mike Kennedy, President • 740/403-4723

Lorain County Association

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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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Portage County Association

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Portsmouth Area Board

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Renee Storey, President • 740/935-2543

Scioto Valley Association

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Gayle Smith, President • 740/253-0044

Southern Ohio Association

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Greg Traynor, President • 513/322-2905

Springfield Board

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

Stark County Association

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Toledo Regional Association

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Warren Area Board

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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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Yes-MLS

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Youngstown Columbiana Area

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