



## FOR IMMEDIATE RELEASE

TO: All News Media  
FROM: Chris Reese, Ohio REALTORS President, 614.484.0202  
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205  
RE: Ohio's 2019 Year-End Home Sales  
DATE: January 22, 2020



The Ohio housing marketplace was extremely active in 2019 as the sector surpassed the prior year's levels in sales activity, average sales price and total dollar volume, according to Ohio REALTORS.

Homes sales reached 154,650 in 2019, a 1.6 percent increase from the 2018 year-end level of 152,208. The average sales price across Ohio in 2019 reached \$193,663, a 5.9 percent increase from the \$182,843 mark posted during 2018. Finally, total dollar volume in 2019 reached \$29.9 billion, a 7.6 percent increase from the 2018 level of \$27.8 billion.

"It was a solid year for the Ohio housing market, as we experienced healthy gains in sales activity and in average pricing," said Ohio REALTORS President Chris Reese. "It is evident that Ohioans appreciate and understand that housing is a solid, long-term investment.

"Ohio's REALTOR community is proud to have 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 11,634, a 12.4 percent increase from the December 2018 level of 10,352. The market also posted a gain in average home price in December, reaching \$191,250, a 6.2 percent increase from the \$180,148 mark posted in December 2018.

Around the state, 14 of the 18 markets tracked experienced an increase in average sales price for the year compared to 2018. In terms of sales activity, 10 local markets posted year-end increases compared to 2018.

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.

Refer to the following pages for 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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Chris Reese, 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 Local MLS Stats Report for December 2019

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2018	2019	%Change	2018	2019	%Change	2018	2019	% Change
Ashland	23	33	43.5%	\$4,285,400	\$4,929,750	15.0%	\$186,322	\$149,386	-19.8%
Athens	52	44	-15.4%	\$7,120,406	\$6,559,750	-7.9%	\$136,931	\$149,085	8.9%
Cincinnati	1,670	1,862	11.5%	\$349,940,150	\$424,256,700	21.2%	\$209,545	\$227,850	8.7%
Columbus	2,052	2,415	17.7%	\$454,719,096	\$568,817,025	25.1%	\$221,598	\$235,535	6.3%
Dayton	1,029	1,291	25.5%	\$170,647,178	\$224,396,006	31.5%	\$165,838	\$173,816	4.8%
Firelands	200	207	3.5%	\$26,378,208	\$35,454,858	34.4%	\$131,891	\$171,280	29.9%
Greater Ports.	39	43	10.3%	\$4,245,800	\$5,681,730	33.8%	\$108,867	\$132,133	21.4%
Guerns.-Musk.	96	97	1.0%	\$12,743,235	\$12,731,968	-0.1%	\$132,742	\$131,257	-1.1%
Heartland	127	121	-4.7%	\$21,500,504	\$24,642,337	14.6%	\$169,295	\$203,656	20.3%
Knox	29	50	72.4%	\$4,598,650	\$8,401,400	82.7%	\$158,574	\$168,028	6.0%
Lancaster	25	35	40.0%	\$5,059,975	\$5,861,380	15.8%	\$202,399	\$167,468	-17.3%
Mansfield	145	165	13.8%	\$18,592,792	\$18,949,937	1.9%	\$128,226	\$114,848	-10.4%
Marion	51	41	-19.6%	\$5,202,720	\$4,950,051	-4.9%	\$102,014	\$120,733	18.3%
Scioto Valley	58	83	43.1%	\$7,543,712	\$11,405,113	51.2%	\$130,064	\$137,411	5.6%
Toledo	742	748	0.8%	\$103,184,452	\$118,617,590	15.0%	\$139,063	\$158,580	14.0%
West Central	152	160	5.3%	\$19,173,420	\$20,567,728	7.3%	\$126,141	\$128,548	1.9%
WRIST*	394	431	9.4%	\$57,412,183	\$65,321,849	13.8%	\$145,716	\$151,559	4.0%
Yes-MLS*	3,468	3,808	9.8%	\$592,543,169	\$663,452,591	12.0%	\$170,860	\$174,226	2.0%
<b>Statewide</b>	<b>10,352</b>	<b>11,634</b>	<b>12.4%</b>	<b>\$1,864,891,050</b>	<b>\$2,224,997,763</b>	<b>19.3%</b>	<b>\$180,148</b>	<b>\$191,250</b>	<b>6.2%</b>

\* Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes, Marietta, 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.**

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## Ohio Local MLS Stats Report for January through December 2019

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2018	2019	%Change	2018	2019	%Change	2018	2019	% Change
Ashland	415	418	0.7%	\$60,465,535	\$60,725,419	0.4%	\$145,700	\$145,276	-0.3%
Athens	799	722	-9.6%	\$121,300,162	\$108,670,279	-10.4%	\$151,815	\$150,513	-0.9%
Cincinnati	25,641	25,752	0.4%	\$5,488,840,665	\$5,823,557,280	6.1%	\$214,065	\$226,140	5.6%
Columbus	31,520	32,099	1.8%	\$7,175,780,160	\$7,747,254,145	8.0%	\$227,658	\$241,355	6.0%
Dayton	16,266	16,625	2.2%	\$2,693,417,846	\$2,944,065,136	9.3%	\$165,586	\$177,087	6.9%
Firelands	3,161	2858	-9.6%	\$485,299,148	\$460,825,501	-5.0%	\$153,527	\$161,241	5.0%
Greater Ports.	622	650	4.5%	\$67,932,975	\$73,387,251	8.0%	\$109,217	\$112,903	3.4%
Guerns.-Musk.	1,285	1388	8.0%	\$156,973,114	\$181,471,394	15.6%	\$122,158	\$130,743	7.0%
Heartland	1,511	1620	7.2%	\$248,028,932	\$280,502,150	13.1%	\$164,149	\$173,149	5.5%
Knox	568	1185	108.6%	\$103,559,001	\$204,977,312	97.9%	\$182,322	\$172,977	-5.1%
Lancaster	558	508	-9.0%	\$88,723,116	\$78,669,896	-11.3%	\$159,002	\$154,862	-2.6%
Mansfield	2,032	2026	-0.3%	\$251,344,010	\$267,080,755	6.3%	\$123,693	\$131,827	6.6%
Marion	640	628	-1.9%	\$77,222,665	\$78,773,430	2.0%	\$120,660	\$125,435	4.0%
Scioto Valley	972	962	-1.0%	\$128,925,108	\$136,488,560	5.9%	\$132,639	\$141,880	7.0%
Toledo	9,707	9408	-3.1%	\$1,448,684,046	\$1,496,470,772	3.3%	\$149,241	\$159,064	6.6%
West Central	2,233	2135	-4.4%	\$277,833,730	\$283,476,974	2.0%	\$124,422	\$132,776	6.7%
WRIST*	5,701	5755	0.9%	\$839,451,924	\$902,873,809	7.6%	\$147,246	\$156,885	6.5%
Yes-MLS*	48,577	49,911	2.7%	\$8,116,399,667	\$8,820,787,538	8.7%	\$167,083	\$176,730	5.8%
<b>Statewide</b>	<b>152,208</b>	<b>154,650</b>	<b>1.6%</b>	<b>\$27,830,181,804</b>	<b>\$29,950,057,601</b>	<b>7.6%</b>	<b>\$182,843</b>	<b>\$193,663</b>	<b>5.9%</b>

\* Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes, Marietta, 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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*For more information on home sales activity in a particular marketplace, contact one of the Local Boards/Associations or Multiple Listing Services below.*

**Akron Cleveland Association**

Sandy Naragon, CEO | 216.901.0130  
Brant Smith, President | 216.801.4900

**Ashland Board**

Misty Miller, EO | 419.281.2700  
Stephanie Starkey, President | 419.281.2000

**Ashtabula County Board**

Lisa Brail, EO | 440.998.1152  
Debra Woodworth, President | 440.563.3760

**Athens County Board**

Dawn Gagliano, EO | 740.331.2223  
Meranda Chesser, President | 740.592.3015

**Beaver Creek Area Association**

Dale Meller, EO | 330.385.4900  
Barbara Stamp, President | 330.314.6125

**Butler-Warren Association**

Leslie Besl, EO | 513.939.2881  
William Gabbard, President | 513.759.1100

**Cincinnati Area Board**

Jim Abele, CEO | 513.761.8800  
Kelly Meyer, President | 513.793.2121

**Columbus REALTORS**

John Geha, CEO | 614.475.4000  
John Mills, President | 614.582.5521

**Dayton REALTORS**

Carlton Jackson, CEO | 937.223.0900  
Sham Reddy, President | 937.443.1776

**East Central Association**

Holly Lehigh, EO | 330.343.7736  
Michael Sulek, President | 740.699.0909

**Firelands Association**

David Freitag, CEO | 419.217.0870  
Marcia Shockley, President | 419.547.3800

**Guernsey Muskingum Valley Association**

Kathy Warne, EO | 740.452.3890  
Susan Rae McCollister, President | 740.455.4300

**Knox County Board**

Jeri Scott, EO | 740.392.8490  
Allen Lindeman, President | 740.392.7000

**Lake & Geauga Area Association**

Vicki Pate, CEO | 440.350.9000  
Richard Piraino, President | 440.729.1600

**Lancaster Board**

Debbie Hoelscher, EO | 740.653.1861  
Cindy Lou Collins, President | 740.653.3583

**Licking County Board**

Patty Osborn, EO | 740.345.2151  
Mitchell Fellows, President | 740.345.4001

**Lorain County Association**

Barb Tressel-Bangas, EO | 440.328.4210  
Laurie Brill, President | 216.447.4477

**Mansfield Association**

Lanie Bauer, EO | 419.625.5787  
Amanda Wilson, President | 419.528.5500

**Marion Board**

Lori Dye, EO | 740.387.2928  
Jennifer Russell, President | 740.389.2000

**Medina County Board**

Sherry Stell, EO | 330.722.1000  
Janet Gommel, President | 330.725.4137

**Midwestern Ohio Association**

Brenda Blair, EO | 937.335.8501  
Krista Opperman, President | 419.394.7402

**Northwest Ohio REALTORS (Heartland/Toledo)**

Megan Foos, CEO | 419.535.3222  
Lisa Smith, President | 419.304.0111

**Portage County Association**

Sandy Naragon, CEO | 330.296.5451

**Portsmouth Area Board**

Melanie Partin, EO | 740.352.3368  
Renee Storey, President | 740.354.3118

**Scioto Valley Association**

Brenda Free, EO | 740.773.7489  
Sandra Green, President | 740.774.1123

**Southern Ohio Association**

Caitlin Baumgartner, EO | 513.528.2657  
Jamie Dales-Reynolds, President | 937.444.1771

**Springfield Board**

Karen Bodey, EO | 937.323.6489  
Brock Bowen, President | 937.429.4500

**Stark County Association**

Lisa Yelichek, CEO | 330.494.5630  
Richard Cosgrove, President | 330.433.6005

**Warren Area Board**

Roberta Hiller, EO | 330.394.4001  
Fran Cunningham, President | 330.856.2299

**Wayne-Holmes Association**

Amy Scott, EO | 330.264.8062  
Linda Wengerd, President | 330.464.9175

**West Central Association (Lima Area)**

Roxann Shaffer, EO | 419.227.5432  
Kate Shulaw, President | 937.848.6255

**WRIST MLS**

Stan Hartke, CEO | 937.335.1117

**Yes-MLS**

Carl DeMusz, CEO | 216.485.4100  
John Kurlich, COO | 216.485.4100

**Youngstown Columbiana Association**

Julie Larson, CEO | 330.788.7026  
Patrick Burgan, President | 330.783.0055