



## FOR IMMEDIATE RELEASE

TO: All News Media  
FROM: Anjanette Frye, Ohio REALTORS President, 937.609.4281  
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205  
RE: Ohio's February 2109 Home Sales  
DATE: March 22, 2019



Activity across the Ohio housing marketplace rose in February, as sales increased 2.6 percent from the level reached during the month a year ago, according to Ohio REALTORS.

Home sales in February 2019 reached 8,871, a 2.6 percent increase from the 8,650 sales recorded during the month a year ago. The average sales price across Ohio in February reached \$184,582, a 10.6 percent increase from the \$166,840 mark posted during the month in 2018.

"The Ohio housing marketplace was active in February, with positive pricing gains and an uptick in the pace of sales," said Ohio REALTORS President Anjanette "AJ" Frye. "REALTORS are upbeat on the market as we approach the start of the spring home buying season – with attractive interest rates, solid gains in average sales price, sellers realistic in their pricing expectations, and consumers understanding that long-term, owning a home is a tremendous investment."

Around the state, 11 of the 18 markets tracked experienced an increase in average sales price for the month compared to February 2018. Ten local markets showed an increase in sales activity compared to a year ago.

During the first two months of the year, home sales activity is a slight 1.2 percent behind the pace set in 2018. Year-to-date sales (January-February 2019) reached 17,046, just off the two-month pace of 17,249 a year ago. The average sales price during the period this year is \$177,126, an 8.5 percent increase from the \$163,192 mark set a year ago.

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.

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.)*

## Ohio Local MLS Stats Report for February 2019

| MLS                  | Number of Units Sold |              |             | Dollar Volume          |                        |              | Average Sale Price  |                     |              |
|----------------------|----------------------|--------------|-------------|------------------------|------------------------|--------------|---------------------|---------------------|--------------|
|                      | 2018                 | 2019         | %Change     | 2018                   | 2019                   | %Change      | 2018                | 2019                | % Change     |
| Ashland              | 29                   | 21           | -27.6%      | \$2,838,607            | \$2,298,807            | -19.0%       | \$97,883            | \$109,467           | 11.8%        |
| Athens               | 30                   | 26           | -13.3%      | \$3,804,510            | \$3,212,248            | -15.6%       | \$126,817           | \$123,548           | -2.6%        |
| Cincinnati           | 1,501                | 1,464        | -2.5%       | \$283,321,255          | \$315,260,688          | 11.3%        | \$188,755           | \$215,342           | 14.1%        |
| Columbus             | 1,753                | 1,798        | 2.6%        | \$371,600,940          | \$399,792,492          | 7.6%         | \$211,980           | \$222,354           | 4.9%         |
| Dayton               | 856                  | 879          | 2.7%        | \$130,568,248          | \$140,950,287          | 8.0%         | \$152,533           | \$160,353           | 5.1%         |
| Firelands            | 162                  | 151          | -6.8%       | \$24,626,916           | \$20,998,664           | -14.7%       | \$152,018           | \$139,064           | -8.5%        |
| Greater Ports.       | 31                   | 37           | 19.4%       | \$2,596,126            | \$3,332,109            | 28.3%        | \$83,746            | \$90,057            | 7.5%         |
| <b>Guerns.-Musk.</b> | <b>91</b>            | <b>99</b>    | <b>8.8%</b> | <b>\$10,156,419</b>    | <b>\$11,097,009</b>    | <b>9.3%</b>  | <b>\$111,609</b>    | <b>\$112,091</b>    | <b>0.4%</b>  |
| Heartland            | 84                   | 89           | 6.0%        | \$14,720,496           | \$13,504,237           | -8.3%        | \$175,244           | \$151,733           | -13.4%       |
| Knox                 | 28                   | 31           | 10.7%       | \$4,390,232            | \$5,475,158            | 24.7%        | \$156,794           | \$176,618           | 12.6%        |
| Lancaster            | 26                   | 25           | -3.8%       | \$4,146,402            | \$3,553,500            | -14.3%       | \$159,477           | \$142,140           | -10.9%       |
| Mansfield            | 129                  | 106          | -17.8%      | \$14,935,878           | \$13,351,548           | -10.6%       | \$115,782           | \$125,958           | 8.8%         |
| Marion               | 29                   | 31           | 6.9%        | \$2,661,736            | \$2,719,165            | 2.2%         | \$91,784            | \$87,715            | -4.4%        |
| Scioto Valley        | 57                   | 64           | 12.3%       | \$5,877,612            | \$7,875,392            | 34.0%        | \$103,116           | \$123,053           | 19.3%        |
| Toledo               | 513                  | 504          | -1.8%       | \$66,385,791           | \$63,634,032           | -4.1%        | \$129,407           | \$126,258           | -2.4%        |
| West Central         | 118                  | 116          | -1.7%       | \$17,875,219           | \$11,757,015           | -34.2%       | \$105,721           | \$117,545           | 11.2%        |
| WRIST*               | 277                  | 317          | 14.4%       | \$43,936,355           | \$43,810,351           | -0.3%        | \$158,615           | \$138,203           | -12.9%       |
| <b>Yes-MLS*</b>      | <b>2,936</b>         | <b>3,113</b> | <b>6.0%</b> | <b>\$438,723,544</b>   | <b>\$574,806,111</b>   | <b>31.0%</b> | <b>\$149,429</b>    | <b>\$184,647</b>    | <b>23.6%</b> |
| <b>Statewide</b>     | <b>8,650</b>         | <b>8,871</b> | <b>2.6%</b> | <b>\$1,443,166,286</b> | <b>\$1,637,428,813</b> | <b>13.5%</b> | <b>\$166,840.03</b> | <b>\$184,582.21</b> | <b>10.6%</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.**

Monday, March 18, 2019

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

| MLS                  | Number of Units Sold |               |              | Dollar Volume          |                        |              | Average Sale Price  |                     |              |
|----------------------|----------------------|---------------|--------------|------------------------|------------------------|--------------|---------------------|---------------------|--------------|
|                      | 2018                 | 2019          | %Change      | 2018                   | 2019                   | %Change      | 2018                | 2019                | % Change     |
| Ashland              | 68                   | 42            | -38.2%       | \$8,183,052            | \$5,037,732            | -38.4%       | \$120,339           | \$119,946           | -0.3%        |
| Athens               | 59                   | 57            | -3.4%        | \$7,781,451            | \$7,470,477            | -4.0%        | \$131,889           | \$131,061           | -0.6%        |
| Cincinnati           | 2,848                | 2,702         | -5.1%        | \$546,907,136          | \$564,293,786          | 3.2%         | \$192,032           | \$208,843           | 8.8%         |
| Columbus             | 3,461                | 3,432         | -0.8%        | \$724,145,030          | \$743,168,712          | 2.6%         | \$209,230           | \$216,541           | 3.5%         |
| Dayton               | 1,672                | 1,755         | 5.0%         | \$246,544,760          | \$266,502,015          | 8.1%         | \$147,455           | \$151,853           | 3.0%         |
| Firelands            | 329                  | 296           | -10.0%       | \$47,551,686           | \$43,629,216           | -8.2%        | \$144,534           | \$147,396           | 2.0%         |
| Greater Ports.       | 65                   | 65            | 0.0%         | \$6,346,665            | \$6,174,935            | -2.7%        | \$97,641            | \$94,999            | -2.7%        |
| <b>Guerns.-Musk.</b> | <b>157</b>           | <b>161</b>    | <b>2.5%</b>  | <b>\$17,018,643</b>    | <b>\$18,409,384</b>    | <b>8.2%</b>  | <b>\$108,399</b>    | <b>\$114,344</b>    | <b>5.5%</b>  |
| Heartland            | 169                  | 160           | -5.3%        | \$28,262,377           | \$24,568,960           | -13.1%       | \$167,233           | \$153,556           | -8.2%        |
| Knox                 | 57                   | 53            | -7.0%        | \$8,868,231            | \$8,874,850            | 0.1%         | \$155,583           | \$167,450           | 7.6%         |
| Lancaster            | 49                   | 55            | 12.2%        | \$7,316,141            | \$8,902,025            | 21.7%        | \$149,309           | \$161,855           | 8.4%         |
| Mansfield            | 276                  | 188           | -31.9%       | \$30,761,580           | \$21,928,696           | -28.7%       | \$111,455           | \$116,642           | 4.7%         |
| Marion               | 57                   | 61            | 7.0%         | \$5,488,644            | \$6,007,402            | 9.5%         | \$96,292            | \$98,482            | 2.3%         |
| Scioto Valley        | 126                  | 126           | 0.0%         | \$13,360,914           | \$16,474,500           | 23.3%        | \$106,039           | \$130,750           | 23.3%        |
| Toledo               | 1,009                | 999           | -1.0%        | \$127,346,899          | \$130,174,695          | 2.2%         | \$126,211           | \$130,305           | 3.2%         |
| West Central         | 260                  | 214           | -17.7%       | \$17,875,219           | \$11,757,015           | -34.2%       | \$111,831           | \$115,468           | 3.3%         |
| WRIST*               | 605                  | 586           | -3.1%        | \$86,481,120           | \$81,155,140           | -6.2%        | \$142,944           | \$138,490           | -3.1%        |
| <b>Yes-MLS*</b>      | <b>5,982</b>         | <b>6,094</b>  | <b>1.9%</b>  | <b>\$884,660,034</b>   | <b>\$1,054,761,708</b> | <b>19.2%</b> | <b>\$147,887</b>    | <b>\$173,082</b>    | <b>17.0%</b> |
| <b>Statewide</b>     | <b>17,249</b>        | <b>17,046</b> | <b>-1.2%</b> | <b>\$2,814,899,582</b> | <b>\$3,019,291,248</b> | <b>7.3%</b>  | <b>\$163,192.04</b> | <b>\$177,126.09</b> | <b>8.5%</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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**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  
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**Athens County Board**

Piper Toth, EO • 216/978-9763  
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**Butler-Warren Association**

Leslie Besl, EO • 513/939-2881  
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**Cincinnati Area Board**

Jim Abele, EO • 513/761-8800  
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**Columbus REALTORS**

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**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  
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**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  
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**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**

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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**

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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**

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Jason Westendof, President • 419/264-4677

**Warren Area Board**

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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