



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 April 2020 Home Sales
DATE: May 21, 2020



The number of homes sold across Ohio in April fell 18.6 percent from the pace set during the month a year ago, as the market was affected by the onset of the COVID-19 pandemic, according to Ohio REALTORS.

"The Ohio housing marketplace was significantly impacted by the COVID-19 crisis, as sales activity fell drastically in the days and weeks leading up to state issuing its 'Stay at Home Order' on March 22," said Ohio REALTORS President Chris Reese. "We experienced a slowdown in showings, sellers removing their homes from the market and an overall desire to shelter in place for most of the month.

"Ohio's REALTOR community adapted and was able to meet the unique challenges resulting from the emergence of the coronavirus, providing expert assistance to help consumers during uncertain times," Reese continued. "REALTORS embraced new technologies -- including virtual showings -- and followed the health profession's best practices to ensure the safety and well-being of buyers and sellers looking to make a move."

April's average home price of \$200,887 reflects a 5.6 percent increase from the \$190,184 mark posted during the month last year.

Sales in April reached 11,057, an 18.6 percent decrease from the 13,578 sales recorded during the month a year ago.

Through the first four months of the year, sales activity has kept pace with the level posted in 2019. Sales from January through April reached 41,402, a slight 0.3 percent increase from the 2019 mark of 41,402 sales.

Around the state, 17 of the 19 markets tracked reported upswings in average sales price in April, while all but one posted declines in sales activity.

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.)

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Ohio Local MLS Stats Report for April 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	28	34	21.4%	\$3,597,800	\$5,170,785	43.7%	\$128,493	\$152,082	18.4%
Athens	47	41	-12.8%	\$8,320,950	\$6,660,200	-20.0%	\$177,041	\$162,444	-8.2%
Cincinnati	2,390	1,895	-20.7%	\$531,824,239	\$442,307,951	-16.8%	\$222,521	\$233,408	4.9%
Columbus	2,682	2,277	-15.1%	\$649,212,966	\$570,181,293	-12.2%	\$242,063	\$250,409	3.4%
Dayton	1,457	1,133	-22.2%	\$257,162,074	\$212,509,712	-17.4%	\$176,501	\$187,564	6.3%
Firelands	274	213	-22.3%	\$40,486,571	\$33,641,598	-16.9%	\$147,761	\$157,942	6.9%
Greater Ports.	72	46	-36.1%	\$7,270,800	\$5,478,300	-24.7%	\$100,983	\$119,093	17.9%
Guerns.-Musk.	118	92	-22.0%	\$15,360,801	\$12,632,812	-17.8%	\$130,176	\$137,313	5.5%
Knox	46	31	-32.6%	\$7,090,401	\$6,768,400	-4.5%	\$154,139	\$218,335	41.6%
Lancaster	53	30	-43.4%	\$8,264,926	\$4,975,170	-39.8%	\$155,942	\$165,839	6.3%
Mansfield	131	124	-5.3%	\$16,819,175	\$15,786,137	-6.1%	\$128,391	\$127,308	-0.8%
Marietta	35	27	-22.9%	\$5,297,850	\$4,503,780	-15.0%	\$151,367	\$166,807	10.2%
Marion	52	47	-9.6%	\$6,198,149	\$6,256,501	0.9%	\$119,195	\$133,117	11.7%
NORIS*	993	776	-21.9%	\$159,310,887	\$125,257,970	-21.4%	\$160,434	\$161,415	0.6%
Scioto Valley	79	55	-30.4%	\$11,603,280	\$8,610,400	-25.8%	\$146,877	\$156,553	6.6%
Wayne-Holmes	87	70	-19.5%	\$13,984,875	\$12,159,899	-13.0%	\$160,746	\$173,713	8.1%
West Central	205	174	-15.1%	\$26,891,903	\$23,774,825	-11.6%	\$131,180	\$136,637	4.2%
WRIST**	506	397	-21.5%	\$81,142,724	\$64,696,074	-20.3%	\$160,361	\$162,962	1.6%
Yes-MLS***	4,323	3,595	-16.8%	\$732,477,348	\$659,833,030	-9.9%	\$169,437	\$183,542	8.3%
Statewide	13,578	11,057	-18.6%	\$2,582,317,719	\$2,221,204,837	-14.0%	\$190,184	\$200,887	5.6%

* NORIS (Northwest Ohio Regional Information System): Lucas, Fulton, Defiance, Williams, Henry, Wood, Putnam, Paulding, Hancock, and Wyandot Counties.

** WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer Counties.

*** Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Lorain, Belmont, Harrison and Jefferson 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.

Tuesday, May 19, 2020

Ohio Local MLS Stats Report for January through April 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	92	108	17.4%	\$12,182,100	\$15,460,935	26.9%	\$132,414	\$143,157	8.1%
Athens	139	177	27.3%	\$21,403,250	\$30,254,688	41.4%	\$153,980	\$170,930	11.0%
Cincinnati	7,105	6,832	-3.8%	\$1,510,510,302	\$1,545,435,609	2.3%	\$212,598	\$226,205	6.4%
Columbus	8,298	8,495	2.4%	\$1,894,649,148	\$2,067,801,930	9.1%	\$228,326	\$243,414	6.6%
Dayton	4,473	4,431	-0.9%	\$729,666,487	\$796,208,924	9.1%	\$163,127	\$179,691	10.2%
Firelands	812	801	-1.4%	\$121,008,813	\$126,201,819	4.3%	\$149,026	\$157,555	5.7%
Greater Ports.	200	200	0.0%	\$22,984,809	\$22,329,791	-2.8%	\$114,924	\$111,649	-2.8%
Guerns.-Musk.	392	413	5.4%	\$47,381,118	\$55,455,208	17.0%	\$120,870	\$134,274	11.1%
Knox	167	145	-13.2%	\$29,401,246	\$27,188,019	-7.5%	\$176,055	\$187,504	6.5%
Lancaster	156	109	-30.1%	\$24,024,780	\$18,273,850	-23.9%	\$154,005	\$167,650	8.9%
Mansfield	441	429	-2.7%	\$52,344,475	\$53,135,071	1.5%	\$118,695	\$123,858	4.3%
Marietta	119	98	-17.6%	\$17,603,468	\$15,720,962	-10.7%	\$147,928	\$160,418	8.4%
Marion	183	180	-1.6%	\$19,571,422	\$24,887,388	27.2%	\$106,948	\$138,263	29.3%
NORIS*	2,995	2,839	-5.2%	\$438,103,694	\$443,768,230	1.3%	\$146,278	\$156,311	6.9%
Scioto Valley	297	292	-1.7%	\$40,078,739	\$41,496,340	3.5%	\$134,945	\$142,111	5.3%
Wayne-Holmes	273	258	-5.5%	\$41,957,545	\$44,067,549	5.0%	\$153,691	\$170,804	11.1%
West Central	614	609	-0.8%	\$76,344,822	\$82,545,118	8.1%	\$124,340	\$135,542	9.0%
WRIST**	1,550	1,504	-3.0%	\$230,202,025	\$232,028,575	0.8%	\$148,517	\$154,274	3.9%
Yes-MLS***	13,233	13,482	1.9%	\$2,160,472,498	\$2,371,420,669	9.8%	\$163,264	\$175,895	7.7%
Statewide	41,539	41,402	-0.3%	\$7,489,890,741	\$8,013,680,675	7.0%	\$180,310	\$193,558	7.3%

* Yes-MLS: Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Lorain, Belmont, Harrison and Jefferson Counties.

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*** NORIS (Northwest Ohio Regional Information System):

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Tuesday, May 19, 2020

CONTACT: 2020 Ohio REALTORS President Chris Reese – 614.484.0202

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

Meranda Chesser, AE/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

Steffanie Bush, 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, | 419.625.5787
Amanda Wilson, President | 419.528.5500

Marietta Board

Barbara Ward, EO | 419.625.5787
Kerry Westermeyer, President | 740.373.1523

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

NORIS MLS

Megan Foos, CEO | 419.535.3222

Northwest Ohio REALTORS (Toledo Area)

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

(Greater) 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