



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 August 2020 Home Sales
DATE: September 22, 2020



Sales activity in the Ohio housing marketplace in August rose 4.2 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

"The Ohio housing marketplace continued to rebound in August, as both sales activity and average price posted healthy gains," said Ohio REALTORS President Chris Reese.

"Our August results mark the second consecutive uptick in monthly activity following the slowdown that occurred following the onset of the COVID-19 pandemic this spring – a clear indication that Ohioans understand that housing is a solid, long-term investment.

"While historically low mortgage rates have helped spur interest in the market in the near term, we're also hopeful that we'll see an rise in the number of homes listed for sale and an increase home construction to meet buyer demands."

August's average home price of \$222,797 reflects a 12.3 percent increase from the \$198,394 mark posted during the month last year.

Sales in August reached 16,311, a 4.2 percent increase from the 15,656 sales recorded during the month a year ago.

Through the first eight months of the year, sales activity has declined 2 percent from the level posted during the same period in 2019. Sales from January through August reached 102,053, marginally behind the 2019 mark of 104,125 sales during the period. The average sales price for the January through August period reached \$208,077, a 7 percent increase from the \$194,453 posted in 2019.

Around the state, all 16 of the markets tracked reported upswings in average sales price in August, while 10 posted gains 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 August 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	44	38	-13.6%	\$6,344,610	\$5,589,200	-11.9%	\$144,196	\$147,084	2.0%
Athens	55	82	49.1%	\$8,780,390	\$14,411,718	64.1%	\$159,643	\$175,753	10.1%
Cincinnati	2,558	2,742	7.2%	\$577,992,493	\$708,172,943	22.5%	\$225,955	\$258,269	14.3%
Columbus	3,230	3,381	4.7%	\$799,641,410	\$943,752,054	18.0%	\$247,567	\$279,134	12.8%
Dayton	1,595	1,707	7.0%	\$284,650,861	\$348,114,929	22.3%	\$178,464	\$203,934	14.3%
Firelands	340	325	-4.4%	\$53,891,530	\$65,042,481	20.7%	\$158,505	\$200,131	26.3%
Greater Ports.	62	71	14.5%	\$6,276,248	\$7,771,219	23.8%	\$101,230	\$109,454	8.1%
Knox	60	58	-3.3%	\$11,587,609	\$11,486,778	-0.9%	\$193,127	\$198,048	2.5%
Lancaster	62	44	-29.0%	\$8,323,498	\$8,834,460	6.1%	\$134,250	\$200,783	49.6%
Mansfield	151	145	-4.0%	\$20,329,962	\$22,137,334	8.9%	\$134,636	\$152,671	13.4%
Marion	69	82	18.8%	\$7,991,200	\$11,802,900	47.7%	\$115,814	\$143,938	24.3%
NORIS*	1,071	1,115	4.1%	\$181,216,534	\$197,221,129	8.8%	\$169,203	\$176,880	4.5%
Scioto Valley	120	114	-5.0%	\$15,857,711	\$16,052,000	1.2%	\$132,148	\$140,807	6.6%
West Central	214	237	10.7%	\$30,775,724	\$36,663,977	19.1%	\$143,812	\$154,700	7.6%
WRIST**	598	613	2.5%	\$99,662,695	\$109,940,438	10.3%	\$166,660	\$179,348	7.6%
Yes-MLS***	5,427	5,557	2.4%	\$992,735,305	\$1,127,048,909	13.5%	\$182,925	\$202,816	10.9%
Statewide	15,656	16,311	4.2%	\$3,106,057,780	\$3,634,042,469	17.0%	\$198,394	\$222,797	12.3%

* 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: Ashtabula, Belmont, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Gernsey, Harrison, Holmes, Jefferson, Lake, Lorain, Mahoning, Medina, Muskingum, Portage, Stark, Summit, Trumbull, Tuscarawas, Washington and Wayne 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.

Thursday, September 17, 2020

Ohio Local MLS Stats Report for January through August 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	268	254	-5.2%	\$37,451,312	\$36,883,885	-1.5%	\$139,744	\$145,212	3.9%
Athens	378	430	13.8%	\$60,861,218	\$74,416,138	22.3%	\$161,009	\$173,061	7.5%
Cincinnati	17,590	16,973	-3.5%	\$3,984,505,664	\$4,133,629,273	3.7%	\$226,521	\$243,541	7.5%
Columbus	21,505	21,216	-1.3%	\$5,237,714,790	\$5,537,312,352	5.7%	\$243,558	\$260,997	7.2%
Dayton	11,099	10,925	-1.6%	\$1,959,571,932	\$2,105,719,680	7.5%	\$176,554	\$192,743	9.2%
Firelands	1,960	2,027	3.4%	\$303,761,166	\$357,937,192	17.8%	\$154,980	\$176,585	13.9%
Greater Ports.	437	459	5.0%	\$48,625,404	\$54,945,730	13.0%	\$111,271	\$119,707	7.6%
Knox	394	363	-7.9%	\$71,276,001	\$70,757,430	-0.7%	\$180,904	\$194,924	7.8%
Lancaster	352	255	-27.6%	\$54,448,399	\$45,607,898	-16.2%	\$154,683	\$178,855	15.6%
Mansfield	1,095	1,011	-7.7%	\$137,353,764	\$139,287,330	1.4%	\$125,437	\$137,772	9.8%
Marion	421	477	13.3%	\$48,477,159	\$68,047,797	40.4%	\$115,148	\$142,658	23.9%
NORIS*	7,356	7,012	-4.7%	\$1,176,920,098	\$1,169,040,606	-0.7%	\$159,995	\$166,720	4.2%
Scioto Valley	740	716	-3.2%	\$97,418,769	\$102,667,799	5.4%	\$131,647	\$143,391	8.9%
West Central	1,431	1,489	4.1%	\$191,124,961	\$213,348,725	11.6%	\$133,560	\$143,283	7.3%
WRIST**	3,843	3,809	-0.9%	\$605,681,524	\$632,308,887	4.4%	\$157,606	\$166,004	5.3%
Yes-MLS***	35,256	34,637	-1.8%	\$6,232,262,873	\$6,492,934,452	4.2%	\$176,772	\$187,457	6.0%
Statewide	104,125	102,053	-2.0%	\$20,247,455,034	\$21,234,845,174	4.9%	\$194,453	\$208,077	7.0%

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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 | 330.383.5554
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, | 419.756.1130
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