



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Seth Task, CRS GREEN, Ohio REALTORS President, 216.276.1626
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205
RE: Ohio's December & Year-End 2020 Home Sales
DATE: January 22, 2021



The Ohio housing marketplace was remarkably resilient in 2020 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 161,960 in 2020, a 4.3 percent increase from the 2019 year-end level of 155,274. The average sales price across Ohio in 2020 reached \$212,517, a 9.9 percent increase from the \$193,339 mark posted during 2019. Finally, total dollar volume in 2020 reached \$34.4 billion, a 14.7 percent increase from the 2019 level of \$30 billion.

"Ohio's housing market was able to overcome a host of significant, unforeseen challenges throughout 2020 en route to posting healthy gains in both number of homes sold and average price," said Ohio REALTORS President Seth Task. "Despite the onset of the COVID-19 pandemic and the persistent complications posed by the tight supply of homes listed for sale, Ohioans still opted to make a move in 2020 due in large measure to the historic low mortgage rates.

"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, being trusted partners in making the dream of home ownership a reality," Task continued. "We're grateful that Gov. Mike DeWine deemed real estate to be an essential service last spring which allowed the profession to continue meeting the needs of our clients and customers at a time when the importance of home has never been greater. Our members quickly changed our practices to keep buyers and sellers safe and will continue to do so throughout the fight against COVID."

Sales in December 2020 reached 13,927, an 18.4 percent increase from the December 2019 level of 11,767. The market also posted a gain in average home price in December, reaching \$217,825, a 14.3 percent increase from the \$190,506 mark posted in December 2019.

Around the state, 15 of the 16 markets tracked experienced an increase in average sales price for the year compared to 2019. In terms of sales activity, 14 local markets posted year-end increases compared to 2019.

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 35,000 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.)

Seth Task, CRS, GREEN, President • Scott R. Williams, CEO

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Ohio Local MLS Stats Report for December 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	35	45	28.6%	\$5,296,850	\$8,557,275	61.6%	\$151,339	\$190,162	25.7%
Athens	32	52	62.5%	\$5,135,300	\$8,448,725	64.5%	\$160,478	\$162,475	1.2%
Cincinnati	1,873	2,260	20.7%	\$425,623,937	\$575,582,550	35.2%	\$227,242	\$254,683	12.1%
Columbus	2,415	2,715	12.4%	\$568,817,025	\$743,969,730	30.8%	\$235,535	\$274,022	16.3%
Dayton	1,291	1,448	12.2%	\$224,396,006	\$289,114,444	28.8%	\$173,816	\$199,665	14.9%
Firelands	225	301	33.8%	\$37,589,786	\$52,303,033	39.1%	\$167,066	\$173,764	4.0%
Greater Ports.	44	76	72.7%	\$5,751,730	\$8,300,090	44.3%	\$130,721	\$109,212	-16.5%
Knox	50	53	6.0%	\$8,401,400	\$10,289,505	22.5%	\$168,028	\$194,142	15.5%
Lancaster	36	32	-11.1%	\$6,009,888	\$6,633,200	10.4%	\$166,941	\$207,288	24.2%
Mansfield	140	155	10.7%	\$15,552,373	\$22,006,773	41.5%	\$111,088	\$141,979	27.8%
Marion	43	70	62.8%	\$5,365,051	\$11,080,035	106.5%	\$124,769	\$158,286	26.9%
NORIS*	858	935	9.0%	\$138,673,410	\$173,469,312	25.1%	\$161,624	\$185,529	14.8%
Scioto Valley	104	89	-14.4%	\$12,711,199	\$13,480,950	6.1%	\$122,223	\$151,471	23.9%
West Central	161	175	8.7%	\$20,659,228	\$29,916,315	44.8%	\$128,318	\$170,950	33.2%
WRIST**	440	504	14.5%	\$66,620,292	\$92,911,747	39.5%	\$151,410	\$184,349	21.8%
MLS Now***	4,020	5,017	24.8%	\$695,077,663	\$987,578,941	42.1%	\$172,905	\$196,847	13.8%
Statewide	11,767	13,927	18.4%	\$2,241,681,138	\$3,033,642,625	35.3%	\$190,506	\$217,825	14.3%

* 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.

*** MLS Now: 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.

Tuesday, January 19, 2021

Ohio Local MLS Stats Report for January through December 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	420	441	5.0%	\$61,092,519	\$74,545,339	22.0%	\$145,458	\$169,037	16.2%
Athens	593	707	19.2%	\$93,401,113	\$120,033,389	28.5%	\$157,506	\$169,778	7.8%
Cincinnati	25,772	26,678	3.5%	\$5,827,659,825	\$6,605,955,254	13.4%	\$226,124	\$247,618	9.5%
Columbus	32,099	33,431	4.1%	\$7,747,254,145	\$8,886,795,575	14.7%	\$241,355	\$265,825	10.1%
Dayton	16,625	17,283	4.0%	\$2,944,065,136	\$3,402,979,256	15.6%	\$177,087	\$196,897	11.2%
Firelands	2,992	3,289	9.9%	\$474,066,978	\$589,967,956	24.4%	\$158,445	\$179,376	13.2%
Greater Ports.	655	726	10.8%	\$73,758,151	\$87,015,973	18.0%	\$112,608	\$119,857	6.4%
Knox	568	536	-5.6%	\$103,559,001	\$105,736,454	2.1%	\$182,322	\$197,270	8.2%
Lancaster	510	389	-23.7%	\$78,850,290	\$72,977,771	-7.4%	\$154,608	\$187,604	21.3%
Mansfield	1,658	1,607	-3.1%	\$210,949,754	\$227,746,286	8.0%	\$127,231	\$141,721	11.4%
Marion	635	786	23.8%	\$79,721,380	\$115,150,523	44.4%	\$125,545	\$146,502	16.7%
NORIS*	10,863	11,116	2.3%	\$1,731,320,877	\$1,918,006,705	10.8%	\$159,378	\$172,545	8.3%
Scioto Valley	1,130	1,105	-2.2%	\$147,452,014	\$162,272,674	10.1%	\$130,489	\$146,853	12.5%
West Central	2,142	2,313	8.0%	\$284,327,374	\$342,506,890	20.5%	\$132,739	\$148,079	11.6%
WRIST**	5,781	5,898	2.0%	\$906,125,202	\$1,021,568,309	12.7%	\$156,742	\$173,206	10.5%
MLS Now***	52,831	55,655	5.3%	\$9,256,946,393	\$10,686,064,789	15.4%	\$175,218	\$192,005	9.6%
Statewide	155,274	161,960	4.3%	\$30,020,550,152	\$34,419,323,143	14.7%	\$193,339	\$212,517	9.9%

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CONTACT: 2021 Ohio REALTORS President Seth Task – 216.276.1626

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
Beth Rodgers, President | 216.447.4477

Ashland Board

Misty Miller, EO | 419.281.2700
Diane Harper, President | 330.264.2644

Ashtabula County Board

Lisa Brail, EO | 440.998.1152
Debra Woodworth, President | 440.206.6159

Athens County Board

Nadya Hinson, AE | 509.638.5794

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
Daryl Dunn, President | 513.238.7702

Cincinnati Area Board

Rich Fletcher, CEO | 513.761.8800
Stephanie Sudbrack-Busam, President | 513.793.2121

Columbus REALTORS

John Geha, CEO | 614.475.4000
Michael Jones, President | 614.794.9494

Dayton REALTORS

Carlton Jackson, CEO | 937.223.0900
Sharon Geier, President | 937.436.2700

East Central Association

Holly Lehigh, EO | 330.343.7736
Deborah Rodriguez, President | 740.264.7131

Firelands Association

David Freitag, CEO | 419.217.0870
Alex Johnson, President | 419.732.0941

Guernsey Muskingum Valley Association

Steffanie Bush, EO | 740.452.3890

Knox County Board

Jeri Scott, EO | 740.392.8490
Sibley Poland, President | 740.397.3145

Lake & Geauga Area Association

Vicki Pate, CEO | 440.350.9000
Sara DiFranco, President | 440.354.3334

Lancaster Board

Debbie Hoelscher, EO | 740.653.1861

Licking County Board

Patty Osborn, EO | 740.345.2151
Jacqueline VanDorn, President | 740.404.6126

Lorain County Association

Barb Tressel-Bangas, EO | 440.328.4210
David Reddy, President | 440.892.2211

Mansfield Association

Lanie Bauer, | 419.756.1130
Elisa Schunatz, President | 419.5589.7368

Marietta Board

Carrie Hale, EO | 740.373.8194
David Chichester, President | 740.374.7325

Marion Board

Rebecca Williams, EO | 740.387.2928
Jennifer Russell, President | 740.389.2000

Medina County Board

Sherry Stell, EO | 330.722.1000
Robert Wilging, President | 330.722.1000

Midwestern Ohio Association

Brenda Blair, EO | 937.335.8501
Tanya Blair, President | 937.214.0427

NORIS MLS

Megan Foos, CEO | 419.535.3222

Northwest Ohio REALTORS (Toledo Area)

Megan Foos, CEO | 419.535.3222
Joan Rauh, President | 419.531.5600

(Greater) Portsmouth Area Board

Melanie Partin, EO | 740.352.3368
Terrie Zempter, President | 740.354.1151

Scioto Valley Association

Brenda Free, EO | 740.773.7489

Southern Ohio Association

Alexia Billings, EO | 513.528.2657
Carrie McIntosh-Owens, President | 513.677.1830

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

Wayne-Holmes Association

Amy Scott, EO | 330.264.8062
Adam Hanzie, President | 330.466.5338

West Central Association (Lima Area)

Cara Budde, EO | 419.227.5432
Bailey Joseph, President | 419.516.3272

WRIST MLS

Stan Hartke, CEO | 937.335.1117

MLS Now

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