



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 February 2020 Home Sales
DATE: March 20, 2020



The number of homes sold across Ohio in February rose from the pace set during the month a year ago, posting an 8.8 percent increase, according to Ohio REALTORS.

“The Ohio housing marketplace is remaining resilient, as sales activity levels in February posted healthy gains,” said Ohio REALTORS President Chris Reese. “Not only are sales levels exhibiting strength, we are also experiencing a steady rise in the average sales price – good news for current and would-be buyers as housing is a solid, long-term investment.”

“Looking forward, we anticipate ebbs and flows in activity levels throughout the marketplace as a result of the challenges of tight inventory levels of homes being marketed for sale, combined with the emergence and spread of the COVID-19 crisis.”

February's average home price of \$187,576 reflects an 8 percent increase from the \$173,696 mark posted during the month last year.

Sales in February reached 9,382, an 8.8 percent increase from the 8,624 sales recorded during the month a year ago.

Through the first two months of the year, sales activity has risen 10.6 percent from the level posted in 2019. Sales from January through February reached 18,211, a 10.6 percent increase from the 2019 mark of 16,465 sales.

Around the state, 18 of the 19 markets tracked reported upswings in average sales price in February, while 12 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.)

Ohio Local MLS Stats Report for February 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	15	16	6.7%	\$1,656,850	\$2,517,450	51.9%	\$110,457	\$157,341	42.4%
Athens	27	43	59.3%	\$3,252,250	\$7,491,487	130.3%	\$120,454	\$174,221	44.6%
Cincinnati	1,473	1,566	6.3%	\$317,963,445	\$339,031,851	6.6%	\$215,861	\$216,495	0.3%
Columbus	1,744	1,976	13.3%	\$384,890,336	\$465,093,096	20.8%	\$220,694	\$235,371	6.7%
Dayton	915	1002	9.5%	\$146,682,119	\$175,434,750	19.6%	\$160,308	\$175,085	9.2%
Firelands	159	169	6.3%	\$22,389,903	\$28,007,187	25.1%	\$140,817	\$165,723	17.7%
Greater Ports.	44	47	6.8%	\$4,104,556	\$5,189,851	26.4%	\$93,285	\$110,422	18.4%
Guerns.-Musk.	99	105	6.1%	\$11,097,020	\$13,834,701	24.7%	\$112,091	\$131,759	17.5%
Knox	26	29	11.5%	\$4,461,499	\$5,726,050	28.3%	\$171,596	\$197,450	15.1%
Lancaster	31	25	-19.4%	\$4,081,336	\$4,686,175	14.8%	\$131,656	\$187,447	42.4%
Mansfield	112	87	-22.3%	\$14,478,460	\$10,857,175	-25.0%	\$129,272	\$124,795	-3.5%
Marietta	28	24	-14.3%	\$3,483,815	\$4,219,610	21.1%	\$124,422	\$175,817	41.3%
Marion	41	32	-22.0%	\$4,221,083	\$4,937,300	17.0%	\$102,953	\$154,291	49.9%
NORIS*	620	622	0.3%	\$80,769,156	\$92,375,787	14.4%	\$130,273	\$148,514	14.0%
Scioto Valley	64	59	-7.8%	\$7,540,925	\$7,718,700	2.4%	\$117,827	\$130,825	11.0%
Wayne-Holmes	57	46	-19.3%	\$8,093,930	\$7,203,650	-11.0%	\$141,999	\$156,601	10.3%
West Central	131	117	-10.7%	\$15,463,761	\$15,722,994	1.7%	\$118,044	\$134,385	13.8%
WRIST**	327	350	7.0%	\$44,743,854	\$50,751,041	13.4%	\$136,831	\$145,003	6.0%
Yes-MLS***	2,711	3,067	13.1%	\$418,582,291	\$519,041,226	24.0%	\$154,401	\$169,234	9.6%
Statewide	8,624	9,382	8.8%	\$1,497,956,589	\$1,759,840,081	17.5%	\$173,696	\$187,576	8.0%

* 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.

Thursday, March 19, 2020

Ohio Local MLS Stats Report for January through February 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	34	39	14.7%	\$4,158,750	\$5,357,850	28.8%	\$122,316	\$137,381	12.3%
Athens	58	79	36.2%	\$7,548,050	\$11,802,187	56.4%	\$130,139	\$149,395	14.8%
Cincinnati	2,719	2,920	7.4%	\$569,355,886	\$636,300,942	11.8%	\$209,399	\$217,911	4.1%
Columbus	3,360	3,745	11.5%	\$721,160,160	\$869,472,905	20.6%	\$214,631	\$232,169	8.2%
Dayton	1,810	1,938	7.1%	\$276,601,986	\$334,089,446	20.8%	\$152,819	\$172,389	12.8%
Firelands	159	335	110.7%	\$22,389,903	\$54,246,885	142.3%	\$140,817	\$161,931	15.0%
Greater Ports.	97	117	20.6%	\$12,432,239	\$12,853,851	3.4%	\$128,167	\$109,862	-14.3%
Guerns.-Musk.	161	197	22.4%	\$18,409,463	\$25,973,137	41.1%	\$114,344	\$131,843	15.3%
Knox	66	83	25.8%	\$11,300,553	\$15,614,419	38.2%	\$171,221	\$188,126	9.9%
Lancaster	69	46	-33.3%	\$10,810,368	\$8,168,680	-24.4%	\$156,672	\$177,580	13.3%
Mansfield	198	180	-9.1%	\$25,212,205	\$22,779,984	-9.6%	\$127,334	\$126,555	-0.6%
Marietta	50	40	-20.0%	\$7,219,115	\$6,491,760	-10.1%	\$144,382	\$162,294	12.4%
Marion	76	68	-10.5%	\$8,333,273	\$9,698,523	16.4%	\$109,648	\$142,625	30.1%
NORIS*	1,200	1230	2.5%	\$160,237,003	\$179,517,102	12.0%	\$133,531	\$145,949	9.3%
Scioto Valley	168	191	13.7%	\$21,552,151	\$24,147,645	12.0%	\$128,287	\$126,427	-1.4%
Wayne-Holmes	118	109	-7.6%	\$16,841,320	\$18,366,550	9.1%	\$142,723	\$168,500	18.1%
West Central	238	254	6.7%	\$27,627,176	\$34,154,690	23.6%	\$116,081	\$134,467	15.8%
WRIST**	607	687	13.2%	\$84,059,742	\$103,642,581	23.3%	\$138,484	\$150,863	8.9%
Yes-MLS***	5,277	5,953	12.8%	\$831,791,105	\$998,920,228	20.1%	\$157,626	\$167,801	6.5%
Statewide	16,465	18,211	10.6%	\$2,837,040,448	\$3,371,599,365	18.8%	\$172,307	\$185,141	7.4%

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

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

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

****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, March 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

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

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