



## 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 January 2020 Home Sales  
DATE: February 21, 2020



Activity across the Ohio housing marketplace rose in January, as sales increase 10.3 percent from the level reached during the month a year ago, according to Ohio REALTORS.

Homes sales in January 2020 reached 8,692, a 10.3 percent increase from the 7,878 sales recorded during the month a year ago. The average sales price across Ohio in January reached \$197,410, a 15.8 percent increase from the \$170,476 mark posted during the month in 2019.

“The start of a new year shows a solid foundation for Ohio’s housing sector, with positive gains in pricing and a strong pace of sales across the state in January,” said Ohio REALTORS President Chris Reese. “REALTORS remain bullish on the marketplace’s prospects moving forward – 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, 17 of the 19 markets tracked experienced an increase in sales activity for the month compared to January 2019. Additionally, 15 local markets showed an increase in average price compared to 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 January 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	19	23	21.1%	\$2,501,900	\$2,840,400	13.5%	\$131,679	\$123,496	-6.2%
Athens	31	34	9.7%	\$4,295,800	\$3,959,200	-7.8%	\$138,574	\$116,447	-16.0%
Cincinnati	1,246	1,344	7.9%	\$251,392,441	\$295,181,393	17.4%	\$201,760	\$219,629	8.9%
Columbus	1,602	1,745	8.9%	\$334,036,224	\$399,636,410	19.6%	\$208,512	\$229,018	9.8%
Dayton	882	928	5.2%	\$128,018,659	\$157,545,696	23.1%	\$145,146	\$169,769	17.0%
Firelands	147	166	12.9%	\$23,078,412	\$26,239,952	13.7%	\$156,996	\$158,072	0.7%
Greater Ports.	34	46	35.3%	\$4,544,143	\$4,416,600	-2.8%	\$133,651	\$96,013	-28.2%
Guerns.-Musk.	62	92	48.4%	\$7,312,443	\$12,138,436	66.0%	\$117,943	\$131,940	11.9%
Knox	23	32	39.1%	\$4,061,477	\$6,169,877	51.9%	\$176,586	\$192,809	9.2%
Lancaster	37	21	-43.2%	\$6,597,400	\$124,361,499	1785.0%	\$178,308	\$5,921,976	3221.2%
Mansfield	95	121	27.4%	\$10,106,488	\$17,305,864	71.2%	\$106,384	\$143,024	34.4%
Marietta	22	16	-27.3%	\$3,735,300	\$2,272,150	-39.2%	\$169,786	\$142,009	-16.4%
Marion	35	35	0.0%	\$4,112,190	\$4,608,423	12.1%	\$117,491	\$131,669	12.1%
NORIS*	578	597	3.3%	\$79,354,847	\$86,097,783	8.5%	\$137,292	\$144,217	5.0%
Scioto Valley	51	74	45.1%	\$6,429,125	\$11,480,645	78.6%	\$126,061	\$155,144	23.1%
Wayne-Holmes	61	63	3.3%	\$8,747,390	\$11,162,900	27.6%	\$143,400	\$177,189	23.6%
West Central	107	134	25.2%	\$12,163,415	\$17,872,195	46.9%	\$113,677	\$133,375	17.3%
WRIST**	280	335	19.6%	\$39,315,888	\$52,716,540	34.1%	\$140,414	\$157,363	12.1%
Yes-MLS***	2,566	2,886	12.5%	\$413,208,814	\$479,879,002	16.1%	\$161,032	\$166,278	3.3%
<b>Statewide</b>	<b>7,878</b>	<b>8,692</b>	<b>10.3%</b>	<b>\$1,343,012,356</b>	<b>\$1,715,884,965</b>	<b>27.8%</b>	<b>\$170,476</b>	<b>\$197,410</b>	<b>15.8%</b>

\* 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.***

*Wednesday, February 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