



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 July 2020 Home Sales
DATE: August 21, 2020



Activity in the Ohio housing marketplace heated up in July, as the pace of sales rose 8.6 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

"The Ohio housing marketplace displayed remarkable resiliency in July -- with both the level of sales activity and average price posted robust results," said Ohio REALTORS President Chris Reese. "The market's positive results during the month is a welcome outcome following the slowdown that occurred following the onset of COVID-19 this spring and an indication that consumers understand and appreciate 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 uptick in the number of homes listed for sale and an increase home construction to meet buyer demands."

July's average home price of \$223,344 reflects an 8.6 percent increase from the \$205,634 mark posted during the month last year.

Sales in July reached 17,006, an 8.6 percent increase from the 15,658 sales recorded during the month a year ago.

Through the first seven months of the year, sales activity has declined 3.2 percent from the level posted during the same period in 2019. Sales from January through July reached 85,562, slightly behind the 2019 mark of 88,352 sales during the period. The average sales price for the January through July period reached \$205,248, a 5.9 percent increase from the \$193,726 posted in 2019.

Around the state, 15 of the 16 markets tracked reported upswings in average sales price in July, 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.)

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Ohio Local MLS Stats Report for July 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	51	44	-13.7%	\$7,558,400	\$6,204,550	-17.9%	\$148,204	\$141,013	-4.9%
Athens	66	60	-9.1%	\$11,177,043	\$12,419,731	11.1%	\$169,349	\$206,996	22.2%
Cincinnati	2,547	2,815	10.5%	\$612,324,260	\$744,803,922	21.6%	\$240,410	\$264,584	10.1%
Columbus	3,334	3,536	6.1%	\$839,954,624	\$983,163,584	17.0%	\$251,936	\$278,044	10.4%
Dayton	1,668	1,773	6.3%	\$315,168,484	\$366,566,948	16.3%	\$188,950	\$206,750	9.4%
Firelands	293	342	16.7%	\$41,805,489	\$62,615,355	49.8%	\$142,681	\$183,086	28.3%
Greater Ports.	56	58	3.6%	\$5,188,970	\$9,503,600	83.2%	\$92,660	\$163,855	76.8%
Knox	60	64	6.7%	\$11,139,881	\$12,297,006	10.4%	\$185,665	\$192,141	3.5%
Lancaster	47	38	-19.1%	\$8,024,838	\$6,812,315	-15.1%	\$170,741	\$179,271	5.0%
Mansfield	170	168	-1.2%	\$21,014,591	\$24,760,736	17.8%	\$123,615	\$147,385	19.2%
Marion	53	89	67.9%	\$6,831,662	\$13,551,110	98.4%	\$128,899	\$152,260	18.1%
NORIS*	1,080	1,173	8.6%	\$181,953,057	\$206,912,490	13.7%	\$168,475	\$176,396	4.7%
Scioto Valley	96	99	3.1%	\$12,567,797	\$15,015,948	19.5%	\$130,915	\$151,676	15.9%
West Central	213	249	16.9%	\$31,070,175	\$36,504,600	17.5%	\$145,869	\$146,605	0.5%
WRIST**	526	600	14.1%	\$87,023,318	\$106,126,356	22.0%	\$165,444	\$176,877	6.9%
Yes-MLS***	5,398	5,898	9.3%	\$1,027,012,105	\$1,190,936,601	16.0%	\$190,258	\$201,922	6.1%
Statewide	15,658	17,006	8.6%	\$3,219,814,694	\$3,798,194,852	18.0%	\$205,634	\$223,344	8.6%

* 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: 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.

Wednesday, August 19, 2020

Ohio Local MLS Stats Report for January through July 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	224	215	-4.0%	\$31,106,702	\$31,180,685	0.2%	\$138,869	\$145,026	4.4%
Athens	323	347	7.4%	\$52,080,828	\$59,973,409	15.2%	\$161,241	\$172,834	7.2%
Cincinnati	15,032	14,195	-5.6%	\$3,406,513,171	\$3,414,155,736	0.2%	\$226,617	\$240,518	6.1%
Columbus	18,227	17,803	-2.3%	\$4,427,320,073	\$4,585,589,922	3.6%	\$242,899	\$257,574	6.0%
Dayton	9,474	9,172	-3.2%	\$1,669,882,543	\$1,750,126,850	4.8%	\$176,260	\$190,812	8.3%
Firelands	1,620	1,702	5.1%	\$249,869,636	\$292,894,711	17.2%	\$154,241	\$172,089	11.6%
Greater Ports.	375	382	1.9%	\$42,349,156	\$46,601,711	10.0%	\$112,931	\$121,994	8.0%
Knox	323	301	-6.8%	\$58,677,592	\$58,499,611	-0.3%	\$181,664	\$194,351	7.0%
Lancaster	253	197	-22.1%	\$39,793,313	\$33,928,165	-14.7%	\$157,286	\$172,224	9.5%
Mansfield	944	863	-8.6%	\$117,023,802	\$116,844,596	-0.2%	\$123,966	\$135,394	9.2%
Marion	352	392	11.4%	\$40,485,959	\$56,070,397	38.5%	\$115,017	\$143,037	24.4%
NORIS*	6,308	5,905	-6.4%	\$996,416,863	\$970,267,551	-2.6%	\$157,961	\$164,313	4.0%
Scioto Valley	606	587	-3.1%	\$78,669,308	\$84,782,357	7.8%	\$129,817	\$144,433	11.3%
West Central	1,217	1,242	2.1%	\$160,349,534	\$174,553,468	8.9%	\$131,758	\$140,542	6.7%
WRIST**	3,245	3,178	-2.1%	\$506,018,829	\$519,818,013	2.7%	\$155,938	\$163,568	4.9%
Yes-MLS***	29,829	29,081	-2.5%	\$5,239,527,568	\$5,366,112,543	2.4%	\$175,652	\$184,523	5.1%
Statewide	88,352	85,562	-3.2%	\$17,116,084,877	\$17,561,399,725	2.6%	\$193,726	\$205,248	5.9%

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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