



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Chris Reese, Ohio REALTORS President, 614.484.0202
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RE: Ohio's March 2020 Home Sales
DATE: April 21, 2020



The number of homes sold across Ohio in March rose from the pace set during the month a year ago, posting a 6.5 percent increase, according to Ohio REALTORS.

“The foundation of the 2020 housing marketplace exhibited tremendous stability to begin the year, as we posted solid gains in sales activity and average prices,” said Ohio REALTORS President Chris Reese. “It’s evident that, through the first quarter of the year, consumer confidence in achieving the American Dream is robust throughout Ohio.

“While the onset of the COVID-19 pandemic during the start of the traditional spring home buying season has created some uncertainty for the sector moving forward, the real estate profession remains hopeful that favorable interest rates, combined with pent-up buyer demand, will help stabilize the Ohio marketplace in the near-term,” Reese added.

March’s average home price of \$199,445 reflects a 10.5 percent increase from the \$180,452 mark posted during the month last year.

Sales in March reached 12,007, a 6.5 percent increase from the 11,269 sales recorded during the month a year ago.

Around the state, 17 of the 19 markets tracked reported upswings in average sales price, while 13 posted gains in sales activity.

The first quarter 2020 sales of 30,210 increased 8.6 percent from the first quarter 2019 mark of 27,830. Total dollar volume during the first quarter 2020 reached \$5.8 billion, an 18.1 percent increase from first quarter 2019 sales volume of \$4.9 billion.

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 March 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	30	34	13.3%	\$4,425,550	\$4,822,300	9.0%	\$147,518	\$141,832	-3.9%
Athens	31	61	96.8%	\$5,255,180	\$10,793,181	105.4%	\$169,522	\$176,937	4.4%
Cincinnati	1,996	1,979	-0.9%	\$409,330,177	\$459,136,783	12.2%	\$205,075	\$232,004	13.1%
Columbus	2,175	2,431	11.8%	\$504,967,575	\$620,724,247	22.9%	\$232,169	\$255,337	10.0%
Dayton	1,182	1,321	11.8%	\$191,855,727	\$244,062,634	27.2%	\$162,314	\$184,756	13.8%
Firelands	198	228	15.2%	\$29,521,008	\$34,786,188	17.8%	\$149,096	\$152,571	2.3%
Greater Ports.	50	61	22.0%	\$7,065,310	\$7,245,040	2.5%	\$141,306	\$118,771	-15.9%
Guerns.-Musk.	113	124	9.7%	\$13,610,854	\$16,849,259	23.8%	\$120,450	\$135,881	12.8%
Knox	39	11	-71.8%	\$6,500,581	\$1,919,300	-70.5%	\$166,682	\$174,482	4.7%
Lancaster	34	32	-5.9%	\$4,949,516	\$4,950,496	0.0%	\$145,574	\$154,703	6.3%
Mansfield	122	135	10.7%	\$13,373,000	\$15,479,850	15.8%	\$109,615	\$114,666	4.6%
Marietta	34	31	-8.8%	\$5,086,503	\$4,725,422	-7.1%	\$149,603	\$152,433	1.9%
Marion	55	61	10.9%	\$5,040,000	\$8,118,364	61.1%	\$91,636	\$133,088	45.2%
NORIS*	800	819	2.4%	\$123,496,903	\$136,395,804	10.4%	\$154,371	\$166,539	7.9%
Scioto Valley	90	68	-24.4%	\$13,863,101	\$11,599,475	-16.3%	\$154,034	\$170,581	10.7%
Wayne-Holmes	68	79	16.2%	\$11,131,350	\$13,541,100	21.6%	\$163,696	\$171,406	4.7%
West Central	175	180	2.9%	\$22,000,143	\$24,285,093	10.4%	\$125,715	\$134,917	7.3%
WRIST**	444	417	-6.1%	\$65,831,557	\$62,574,650	-4.9%	\$148,269	\$150,059	1.2%
Yes-MLS***	3,633	3,935	8.3%	\$596,204,045	\$712,727,912	19.5%	\$164,108	\$181,125	10.4%
Statewide	11,269	12,007	6.5%	\$2,033,508,080	\$2,394,737,098	17.8%	\$180,452	\$199,445	10.5%

* 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.

Monday, April 20, 2020

Ohio Local MLS Stats Report for January through March 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	64	74	15.6%	\$8,584,300	\$10,290,150	19.9%	\$134,130	\$139,056	3.7%
Athens	92	136	47.8%	\$12,424,930	\$22,063,368	77.6%	\$135,054	\$162,231	20.1%
Cincinnati	4,715	4,917	4.3%	\$978,686,063	\$1,098,843,625	12.3%	\$207,569	\$223,478	7.7%
Columbus	5,569	6,195	11.2%	\$1,232,820,668	\$1,493,193,240	21.1%	\$221,372	\$241,032	8.9%
Dayton	3,002	3,282	9.3%	\$470,596,213	\$581,129,170	23.5%	\$156,761	\$177,066	13.0%
Firelands	504	568	12.7%	\$74,989,152	\$89,550,312	19.4%	\$148,788	\$157,659	6.0%
Greater Ports.	128	154	20.3%	\$15,714,009	\$16,851,491	7.2%	\$122,766	\$109,425	-10.9%
Guerns.-Musk.	274	321	17.2%	\$32,020,317	\$42,822,396	33.7%	\$116,862	\$133,403	14.2%
Knox	105	109	3.8%	\$18,073,307	\$20,024,969	10.8%	\$172,127	\$183,715	6.7%
Lancaster	103	78	-24.3%	\$15,759,927	\$13,119,132	-16.8%	\$153,009	\$168,194	9.9%
Mansfield	310	304	-1.9%	\$35,525,300	\$37,242,436	4.8%	\$114,598	\$122,508	6.9%
Marietta	84	71	-15.5%	\$12,305,618	\$11,217,182	-8.8%	\$146,495	\$157,988	7.8%
Marion	131	133	1.5%	\$13,373,273	\$18,630,887	39.3%	\$102,086	\$140,082	37.2%
NORIS*	1,995	2,050	2.8%	\$283,537,006	\$316,829,986	11.7%	\$142,124	\$154,551	8.7%
Scioto Valley	198	204	3.0%	\$31,480,251	\$33,749,120	7.2%	\$158,991	\$165,437	4.1%
Wayne-Holmes	186	188	1.1%	\$27,972,670	\$31,907,650	14.1%	\$150,391	\$169,722	12.9%
West Central	416	438	5.3%	\$49,700,319	\$58,724,293	18.2%	\$119,472	\$134,074	12.2%
WRIST**	1,044	1,100	5.4%	\$149,059,301	\$166,248,001	11.5%	\$142,777	\$151,135	5.9%
Yes-MLS***	8,910	9,888	11.0%	\$1,427,995,150	\$1,711,648,140	19.9%	\$160,269	\$173,104	8.0%
Statewide	27,830	30,210	8.6%	\$4,890,617,774	\$5,774,085,548	18.1%	\$175,732	\$191,132	8.8%

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

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*** 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.**

Monday, April 20, 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

Meranda Chesser, AE/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