



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 November 2020 Home Sales
DATE: December 22, 2020



Sales activity in the Ohio housing marketplace in November rose 14.2 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

“Activity throughout Ohio’s housing marketplace posted strong gains in sales levels and average price for the fifth consecutive month, despite the challenges posed by the ongoing COVID-19 pandemic,” said Ohio REALTORS President Chris Reese. “It’s increasingly evident that Ohioans appreciate that housing is a solid, long-term investment.

“In addition, buyers are eager to take advantage of the historic low mortgage rates to achieve their housing dreams. Moving forward we remain hopeful that we’ll see a rise in the number of homes listed for sale and an increase home construction to meet ongoing buyer demands.”

Sales in November reached 13,551, a 14.2 percent increase from the 11,850 sales recorded during the month a year ago.

November’s average home price of \$217,576 reflects a 14.4 percent increase from the \$190,154 mark posted during the month last year.

Through the first 11 months of the year, sales activity has posted a 3.1 percent gain from the level posted during the same period in 2019. Sales from January through November reached 147,844, besting the 2019 mark of 143,417 sales during the period. The average sales price for the January through November period reached \$211,962, a 9.5 percent increase from the \$193,510 posted in 2019.

Around the state, 14 of the 16 markets tracked reported upswings in average sales price in November, while 12 posted gains or match the prior year’s tally 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 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.)

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Ohio Local MLS Stats Report for November 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	40	36	-10.0%	\$5,932,007	\$6,882,799	16.0%	\$148,300	\$191,189	28.9%
Athens	55	59	7.3%	\$9,009,100	\$11,003,512	22.1%	\$163,802	\$186,500	13.9%
Cincinnati	1,914	2,150	12.3%	\$433,609,220	\$540,767,150	24.7%	\$226,546	\$251,520	11.0%
Columbus	2,465	2,777	12.7%	\$575,804,280	\$748,098,807	29.9%	\$233,592	\$269,391	15.3%
Dayton	1,181	1,405	19.0%	\$213,619,991	\$279,562,150	30.9%	\$180,881	\$198,977	10.0%
Firelands	258	284	10.1%	\$41,826,660	\$49,849,957	19.2%	\$162,119	\$175,528	8.3%
Greater Ports.	58	57	-1.7%	\$7,039,555	\$7,574,807	7.6%	\$121,372	\$132,891	9.5%
Knox	44	33	-25.0%	\$9,023,850	\$5,891,419	-34.7%	\$205,088	\$178,528	-13.0%
Lancaster	36	20	-44.4%	\$5,374,299	\$3,874,011	-27.9%	\$149,286	\$193,701	29.8%
Mansfield	117	128	9.4%	\$15,703,230	\$19,564,860	24.6%	\$134,216	\$152,850	13.9%
Marion	57	71	24.6%	\$9,225,800	\$11,327,899	22.8%	\$161,856	\$159,548	-1.4%
NORIS*	819	948	15.8%	\$125,213,529	\$172,253,844	37.6%	\$152,886	\$181,702	18.8%
Scioto Valley	93	105	12.9%	\$14,079,258	\$16,245,284	15.4%	\$151,390	\$154,717	2.2%
West Central	153	189	23.5%	\$20,468,299	\$29,813,469	45.7%	\$133,780	\$157,743	17.9%
WRIST**	483	514	6.4%	\$74,393,142	\$93,309,086	25.4%	\$154,023	\$181,535	17.9%
Yes-MLS***	4,077	4,755	16.6%	\$693,000,473	\$947,999,911	36.8%	\$169,978	\$199,369	17.3%
Statewide	11,850	13,531	14.2%	\$2,253,322,693	\$2,944,018,965	30.7%	\$190,154	\$217,576	14.4%

* 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.

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Ohio Local MLS Stats Report for January through November 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	385	396	2.9%	\$55,795,669	\$65,988,064	18.3%	\$144,924	\$166,637	15.0%
Athens	558	653	17.0%	\$87,947,263	\$110,780,664	26.0%	\$157,612	\$169,649	7.6%
Cincinnati	23,898	24,323	1.8%	\$5,401,928,888	\$6,005,411,971	11.2%	\$226,041	\$246,903	9.2%
Columbus	29,630	30,703	3.6%	\$7,164,830,300	\$8,140,562,717	13.6%	\$241,810	\$265,139	9.6%
Dayton	15,265	15,787	3.4%	\$2,706,425,382	\$3,104,416,420	14.7%	\$177,296	\$196,644	10.9%
Firelands	2,767	2,989	8.0%	\$436,479,192	\$537,359,723	23.1%	\$157,745	\$179,779	14.0%
Greater Ports.	611	650	6.4%	\$68,006,421	\$78,715,883	15.7%	\$111,303	\$121,101	8.8%
Knox	518	483	-6.8%	\$95,157,601	\$95,446,949	0.3%	\$183,702	\$197,613	7.6%
Lancaster	474	357	-24.7%	\$72,840,402	\$66,354,571	-8.9%	\$153,672	\$185,867	21.0%
Mansfield	1,518	1,448	-4.6%	\$195,397,381	\$205,208,613	5.0%	\$128,720	\$141,719	10.1%
Marion	593	704	18.7%	\$74,356,329	\$101,044,566	35.9%	\$125,390	\$143,529	14.5%
NORIS*	10,005	10,161	1.6%	\$1,592,647,467	\$1,740,790,692	9.3%	\$159,185	\$171,321	7.6%
Scioto Valley	1,026	1,013	-1.3%	\$134,740,815	\$148,353,724	10.1%	\$131,326	\$146,450	11.5%
West Central	2,017	2,160	7.1%	\$264,764,722	\$312,993,475	18.2%	\$131,267	\$144,904	10.4%
WRIST**	5,341	5,377	0.7%	\$839,504,910	\$925,042,482	10.2%	\$157,181	\$172,037	9.5%
Yes-MLS***	48,811	50,640	3.7%	\$8,561,868,730	\$9,698,870,848	13.3%	\$175,409	\$191,526	9.2%
Statewide	143,417	147,844	3.1%	\$27,752,691,472	\$31,337,341,362	12.9%	\$193,510	\$211,962	9.5%

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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

Nadya Hinson, AE | 509.638.5794
Meranda Chesser, 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

Carrie Hale, EO | 740.373.8194
Kerry Westermeyer, President | 740.373.1523

Marion Board

Rebecca Williams, 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

Alexia Billings, 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