



## 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 October 2020 Home Sales  
DATE: November 19, 2020



Sales activity in the Ohio housing marketplace in October rose 16.5 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

"Activity in the Ohio housing marketplace was brisk in October, as we posted healthy gains in sales levels and average price," said Ohio REALTORS President Chris Reese.

"Our October results mark the fourth consecutive uptick in monthly activity following the slowdown that occurred following the onset of the COVID-19 pandemic this spring.

"It's increasingly evident that Ohioans appreciate that housing is a solid, long-term investment," Reese added. "In addition, they're 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 October reached 15,849, a 16.5 percent increase from the 13,604 sales recorded during the month a year ago.

October's average home price of \$223,444 reflects a 16.2 percent increase from the \$192,347 mark posted during the month last year.

Through the first 10 months of the year, sales activity has posted a 2.2 percent gain from the level posted during the same period in 2019. Sales from January through October reached 134,309, besting the 2019 mark of 131,422 sales during the period. The average sales price for the January through October period reached \$211,229, an 8.9 percent increase from the \$193,943 posted in 2019.

Around the state, 13 of the 16 markets tracked reported upswings in average sales price in October, 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 34,000 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 October 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	41	56	36.6%	\$5,833,350	\$12,191,210	109.0%	\$142,277	\$217,700	53.0%
Athens	57	67	17.5%	\$10,685,245	\$11,790,370	10.3%	\$187,460	\$175,976	-6.1%
Cincinnati	2,261	2,557	13.1%	\$501,309,010	\$657,547,646	31.2%	\$221,720	\$257,156	16.0%
Columbus	2,709	3,234	19.4%	\$649,425,861	\$892,816,848	37.5%	\$239,729	\$276,072	15.2%
Dayton	1,445	1,651	14.3%	\$257,805,736	\$340,117,884	31.9%	\$178,412	\$206,007	15.5%
Firelands	183	229	25.1%	\$44,996,975	\$69,410,847	54.3%	\$245,885	\$303,104	23.3%
Greater Ports.	54	76	40.7%	\$5,898,202	\$8,215,025	39.3%	\$109,226	\$108,092	-1.0%
Knox	52	52	0.0%	\$9,488,240	\$11,481,700	21.0%	\$182,466	\$220,802	21.0%
Lancaster	42	33	-21.4%	\$5,874,804	\$6,181,380	5.2%	\$139,876	\$187,315	33.9%
Mansfield	143	140	-2.1%	\$19,447,980	\$21,481,425	10.5%	\$136,000	\$153,439	12.8%
Marion	48	61	27.1%	\$8,245,783	\$8,620,403	4.5%	\$171,787	\$141,318	-17.7%
NORIS*	918	1,090	18.7%	\$144,109,250	\$190,639,031	32.3%	\$156,982	\$174,898	11.4%
Scioto Valley	105	90	-14.3%	\$12,978,838	\$14,062,990	8.4%	\$123,608	\$156,255	26.4%
West Central	217	219	0.9%	\$29,201,813	\$34,275,329	17.4%	\$134,571	\$156,508	16.3%
WRIST**	561	542	-3.4%	\$88,756,565	\$103,746,740	16.9%	\$158,211	\$191,415	21.0%
Yes-MLS***	4,768	5,752	20.6%	\$822,628,944	\$1,158,792,846	40.9%	\$172,531	\$201,459	16.8%
<b>Statewide</b>	<b>13,604</b>	<b>15,849</b>	<b>16.5%</b>	<b>\$2,616,686,596</b>	<b>\$3,541,371,674</b>	<b>35.3%</b>	<b>\$192,347</b>	<b>\$223,444</b>	<b>16.2%</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: 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 October 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	345	358	3.8%	\$49,863,662	\$58,786,765	17.9%	\$144,532	\$164,209	13.6%
Athens	503	592	17.7%	\$78,938,163	\$99,639,652	26.2%	\$156,935	\$168,310	7.2%
Cincinnati	21,984	22,154	0.8%	\$4,968,319,668	\$5,460,859,826	9.9%	\$225,997	\$246,495	9.1%
Columbus	27,130	27,922	2.9%	\$6,581,358,180	\$7,385,117,702	12.2%	\$242,586	\$264,491	9.0%
Dayton	14,048	14,349	2.1%	\$2,487,636,851	\$2,818,351,913	13.3%	\$177,081	\$196,415	10.9%
Firelands	2,419	2,791	15.4%	\$394,652,532	\$487,511,766	23.5%	\$163,147	\$174,673	7.1%
Greater Ports.	553	592	7.1%	\$60,966,866	\$71,045,076	16.5%	\$110,247	\$120,009	8.9%
Knox	490	458	-6.5%	\$88,445,151	\$91,089,949	3.0%	\$180,500	\$198,886	10.2%
Lancaster	438	332	-24.2%	\$67,466,103	\$61,048,560	-9.5%	\$154,032	\$183,881	19.4%
Mansfield	1,400	1,320	-5.7%	\$179,482,151	\$185,643,753	3.4%	\$128,202	\$140,639	9.7%
Marion	528	617	16.9%	\$64,449,629	\$87,026,600	35.0%	\$122,064	\$141,048	15.6%
NORIS*	9,228	9,238	0.1%	\$1,468,876,938	\$1,568,836,222	6.8%	\$159,176	\$169,824	6.7%
Scioto Valley	935	906	-3.1%	\$120,661,557	\$131,948,939	9.4%	\$129,050	\$145,639	12.9%
West Central	1,829	1,940	6.1%	\$243,245,847	\$281,876,706	15.9%	\$132,994	\$145,297	9.3%
WRIST**	4,858	4,851	-0.1%	\$765,111,768	\$829,639,297	8.4%	\$157,495	\$171,024	8.6%
Yes-MLS***	44,734	45,889	2.6%	\$7,868,868,257	\$8,751,483,937	11.2%	\$175,904	\$190,710	8.4%
<b>Statewide</b>	<b>131,422</b>	<b>134,309</b>	<b>2.2%</b>	<b>\$25,488,343,323</b>	<b>\$28,369,906,663</b>	<b>11.3%</b>	<b>\$193,943</b>	<b>\$211,229</b>	<b>8.9%</b>

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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