



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 September 2020 Home Sales
DATE: October 22, 2020



Sales activity in the Ohio housing marketplace in September surged 18.1 percent from the level of closings that occurred during the month a year ago, according to Ohio REALTORS.

"The Ohio housing marketplace attained robust activity in September, as we posted big gains in both sales levels and average price," said Ohio REALTORS President Chris Reese.

"Our September results mark the third consecutive uptick in monthly activity following the slowdown that occurred following the onset of the COVID-19 pandemic this spring – a clear indication that Ohioans understand that housing is a solid, long-term investment.

"While historically low mortgage rates have helped bolster interest in the market in the near term, we're also hopeful that we'll see a rise in the number of homes listed for sale and an increase in home construction to meet ongoing buyer demands moving forward."

Sales in September reached 15,851, an 18.1 percent increase from the 13,421 sales recorded during the month a year ago.

September's average home price of \$224,081 reflects a 15.7 percent increase from the \$193,713 mark posted during the month last year.

Through the first nine months of the year, sales activity has posted a 0.5 percent gain from the level posted during the same period in 2019. Sales from January through September reached 118,287, slightly ahead of the 2019 mark of 117,706 sales during the period. The average sales price for the January through September period reached \$209,663, an 8 percent increase from the \$194,116 posted in 2019.

Around the state, all 16 of the markets tracked reported upswings in average sales price in September, while 14 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 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 September 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	36	45	25.0%	\$6,579,000	\$9,278,270	41.0%	\$182,750	\$206,184	12.8%
Athens	35	57	62.9%	\$4,511,000	\$9,008,261	99.7%	\$128,886	\$158,040	22.6%
Cincinnati	2,133	2,570	20.5%	\$482,504,994	\$655,138,501	35.8%	\$226,210	\$254,918	12.7%
Columbus	2,824	3,394	20.2%	\$676,528,736	\$942,961,808	39.4%	\$239,564	\$277,832	16.0%
Dayton	1,425	1,705	19.6%	\$258,376,767	\$358,996,607	38.9%	\$181,317	\$210,555	16.1%
Firelands	180	213	18.3%	\$45,894,391	\$60,163,727	31.1%	\$254,969	\$282,459	10.8%
Greater Ports.	62	53	-14.5%	\$6,443,260	\$7,261,821	12.7%	\$103,924	\$137,015	31.8%
Knox	52	52	0.0%	\$9,064,800	\$11,838,000	30.6%	\$174,323	\$227,654	30.6%
Lancaster	44	42	-4.5%	\$7,142,900	\$8,874,342	24.2%	\$162,339	\$211,294	30.2%
Mansfield	161	166	3.1%	\$22,531,407	\$24,515,098	8.8%	\$139,947	\$147,681	5.5%
Marion	59	78	32.2%	\$7,726,687	\$10,288,500	33.2%	\$130,961	\$131,904	0.7%
NORIS*	913	1,086	18.9%	\$146,461,591	\$203,558,371	39.0%	\$160,418	\$187,439	16.8%
Scioto Valley	88	95	8.0%	\$10,263,950	\$14,188,250	38.2%	\$116,636	\$149,350	28.0%
West Central	181	227	25.4%	\$22,919,073	\$33,250,752	45.1%	\$126,625	\$146,479	15.7%
WRIST**	518	565	9.1%	\$78,893,323	\$102,187,945	29.5%	\$152,304	\$180,864	18.8%
Yes-MLS***	4,710	5,503	16.8%	\$813,976,440	\$1,100,399,139	35.2%	\$172,819	\$199,963	15.7%
Statewide	13,421	15,851	18.1%	\$2,599,818,319	\$3,551,909,392	36.6%	\$193,713	\$224,081	15.7%

* 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.

Monday, October 19, 2020

Ohio Local MLS Stats Report for January through September 2020

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2019	2020	%Change	2019	2020	%Change	2019	2020	% Change
Ashland	304	300	-1.3%	\$44,030,312	\$46,325,655	5.2%	\$144,837	\$154,419	6.6%
Athens	446	525	17.7%	\$68,252,918	\$87,849,282	28.7%	\$153,033	\$167,332	9.3%
Cincinnati	19,723	19,568	-0.8%	\$4,467,010,658	\$4,795,004,914	7.3%	\$226,487	\$245,043	8.2%
Columbus	24,387	24,635	1.0%	\$5,925,699,582	\$6,486,223,055	9.5%	\$242,986	\$263,293	8.4%
Dayton	12,561	12,662	0.8%	\$2,222,527,849	\$2,471,234,447	11.2%	\$176,939	\$195,169	10.3%
Firelands	2,236	2,562	14.6%	\$349,655,557	\$418,100,919	19.6%	\$156,375	\$163,193	4.4%
Greater Ports.	499	515	3.2%	\$55,068,664	\$62,465,051	13.4%	\$110,358	\$121,291	9.9%
Knox	445	416	-6.5%	\$80,868,801	\$81,252,530	0.5%	\$181,728	\$195,319	7.5%
Lancaster	396	297	-25.0%	\$51,591,299	\$54,982,280	6.6%	\$130,281	\$185,126	42.1%
Mansfield	1,257	1,178	-6.3%	\$160,034,171	\$163,948,428	2.4%	\$127,314	\$139,175	9.3%
Marion	480	556	15.8%	\$56,203,846	\$78,406,197	39.5%	\$117,091	\$141,018	20.4%
NORIS*	8,269	8,108	-1.9%	\$1,323,381,688	\$1,374,074,178	3.8%	\$160,041	\$169,471	5.9%
Scioto Valley	828	811	-2.1%	\$107,682,719	\$116,856,049	8.5%	\$130,052	\$144,089	10.8%
West Central	1,612	1,717	6.5%	\$214,044,034	\$246,684,477	15.2%	\$132,782	\$143,672	8.2%
WRIST**	4,297	4,299	0.0%	\$676,355,203	\$723,897,507	7.0%	\$157,402	\$168,387	7.0%
Yes-MLS***	39,966	40,138	0.4%	\$7,046,239,313	\$7,593,068,591	7.8%	\$176,306	\$189,174	7.3%
Statewide	117,706	118,287	0.5%	\$22,848,646,614	\$24,800,373,560	8.5%	\$194,116	\$209,663	8.0%

* NORIS (Northwest Ohio Regional Information System): Lucas, Fulton, Defiance, Williams, Henry, Wood, Putnam, Paulding, Hancock, and Wyandot Counties.

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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