



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Pete Kopf, OAR President, 513.235.3867
Carl Horst, OAR Director of Publications & Media Relations, 614.225.6205
RE: Ohio's 2016 Year-End Home Sales
DATE: January 24, 2017



The Ohio housing marketplace was extremely robust in 2016, as the sector established record-setting levels in the rate of sales activity, average sales price and total dollar volume, according to the Ohio Association of REALTORS.

Homes sales finished 2016 with a seasonally adjusted annual rate of 148,952, a 6.7 percent increase from the 2015 year-end rate of 139,632. The average sales price across Ohio in 2016 reached \$163,503, a 5.1 percent increase from the \$155,505 mark posted during 2015.

The previous best-ever annualized rate of home sales in Ohio was recorded in 2005, when the market reached a pace of 145,565.

"It was a remarkable year for the Ohio housing market, as we experienced record gains in sales and average prices," said OAR President Pete Kopf. "Ohio's REALTOR community played an integral role in helping people navigate the complexities of the home buying process and, most importantly, were trusted partners in making the dream of ownership a reality.

"The steady growth in sales over the past year, combined with the positive gains in average pricing, serves as a solid, stable foundation for Ohio's housing marketplace moving forward."

Sales in December reached a seasonally adjusted annual rate of 152,892, a 3.0 percent increase from the 148,456 level posted in November 2016. The market experienced a 4.7 percent increase in sales from December 2015's seasonally adjusted annual rate of 146,028. Sales during December 2016 reached the highest level for the month since OAR began tracking Ohio sales data in 1998.

December's average home price of \$159,531 reflects a 4.8 percent increase from the \$152,200 mark posted in December 2015.

Around the state, 15 of the 18 markets tracked reported year-over-year increases in sales activity levels for the year. Every local market showed an increase in average sale price compared to 2015.

Home sales during the fourth quarter of 2016 increased from the same three-month period a year ago. Specifically, fourth quarter 2016's seasonally adjusted annual rate reached 154,149, an 11.1 percent increase from the fourth quarter 2015 mark of 138,811. Total dollar volume in 2016 reached a record-breaking \$24.8 billion, a 13 percent increase from the 2015 level of \$22 billion.

Data provided to OAR by Multiple Listing Services includes residential closings for new and existing single-family homes and condominiums/co-ops. The Ohio Association of REALTORS®, with more than 30,000 members, is the largest professional trade association in Ohio. The methods addressing OAR's reporting of home sales activity is available at www.ohiorealtors.org.

Refer to the following pages for OAR's seasonally adjusted Ohio home sales report, as well as 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 OAR's early reporting requirement. Check with contacts in the particular market.)

200 EAST
TOWN STREET
COLUMBUS, OHIO
43215-4648

TELEPHONE
614.228.6675

FAX:
614.241.2848

SARA CALO
ABR, CRS, PMN, EPRO
PRESIDENT

ROBERT E. FLETCHER
CEO

E-MAIL: INFO@OHIOREALTORS.ORG
[HTTP://WWW.OHIOREALTORS.ORG](http://WWW.OHIOREALTORS.ORG)

Ohio Association of REALTORS®
Ohio Existing Home Sales*
December 2016

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2015	Dec	146,028	11,006	\$152,200
2016	Jan	143,941	8,031	\$143,562
2016	Feb	138,389	8,256	\$141,994
2016	Mar	144,430	11,409	\$153,607
2016	Apr	153,863	12,836	\$162,116
2016	May	149,818	14,407	\$167,861
2016	Jun	150,880	15,838	\$178,592
2016	Jul	146,746	14,377	\$173,091
2016	Aug	143,714	14,909	\$168,212
2016	Sep	151,100	13,777	\$165,748
2016	Oct	156,872	12,696	\$163,279
2016	Nov	148,456	11,179	\$161,913
2016	Dec	152,892	11,316	\$159,531
% change last month:		3.0%	1.2%	
% change last year:		4.7%	2.8%	4.8%
Year-end				
2014		127,399		\$149,560
2015		139,632		\$155,505
2016		148,952		\$163,503

**Report reflects reported closings by Ohio MLSes and includes new and existing residential single family and condos.*

Ohio Local MLS Stats Report for December 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	22	25	13.6%	\$2,326,910	\$2,172,000	-6.7%	\$105,769	\$86,880	-17.9%
Athens	32	38	18.8%	\$4,290,501	\$5,867,750	36.8%	\$134,078	\$154,414	15.2%
Cincinnati	1,809	1,923	6.3%	\$324,805,932	\$365,355,084	12.5%	\$179,550	\$189,992	5.8%
Columbus	2,252	2,252	0.0%	\$412,289,404	\$441,898,700	7.2%	\$183,077	\$196,225	7.2%
Dayton	1,073	1,175	9.5%	\$144,156,741	\$162,268,929	12.6%	\$134,349	\$138,101	2.8%
Firelands	211	214	1.4%	\$25,958,777	\$27,938,434	7.6%	\$123,027	\$130,553	6.1%
Greater Ports.	54	51	-5.6%	\$5,319,266	\$3,874,675	-27.2%	\$98,505	\$75,974	-22.9%
Guerns.-Musk.	83	108	30.1%	\$7,562,234	\$13,177,840	74.3%	\$91,111	\$122,017	33.9%
Heartland	115	85	-26.1%	\$13,955,000	\$10,180,510	-27.0%	\$121,348	\$119,771	-1.3%
Knox	32	40	25.0%	\$3,947,028	\$5,900,650	49.5%	\$123,345	\$147,516	19.6%
Lancaster	60	49	-18.3%	\$7,795,620	\$7,421,393	-4.8%	\$129,927	\$151,457	16.6%
Mansfield	142	176	23.9%	\$15,429,369	\$19,005,801	23.2%	\$108,658	\$107,988	-0.6%
Marion	73	53	-27.4%	\$7,274,111	\$6,145,505	-15.5%	\$99,645	\$115,953	16.4%
NEOHREX*	3,913	3,753	-4.1%	\$563,001,198	\$557,502,304	-1.0%	\$143,880	\$148,548	3.2%
Scioto Valley	65	86	32.3%	\$8,572,980	\$9,907,716	15.6%	\$131,892	\$115,206	-12.7%
Toledo	682	675	-1.0%	\$90,211,000	\$89,990,000	-0.2%	\$132,274	\$133,319	0.8%
West Central	152	169	11.2%	\$16,393,055	\$18,058,869	10.2%	\$107,849	\$106,857	-0.9%
WRIST*	400	444	11.0%	\$46,780,229	\$58,588,020	25.2%	\$116,951	\$131,955	12.8%
Statewide	11,170	11,316	1.3%	\$1,700,069,355	\$1,805,254,180	6.2%	\$152,200	\$159,531	4.8%

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson Counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer 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.

Ohio Local MLS Stats Report for January through December (Year-end) 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	381	444	16.5%	\$42,970,809	\$51,944,012	20.9%	\$112,784	\$116,991	3.7%
Athens	485	542	11.8%	\$69,742,767	\$79,723,912	14.3%	\$143,800	\$147,092	2.3%
Cincinnati	24,111	26,096	8.2%	\$4,355,726,994	\$4,978,854,064	14.3%	\$180,653	\$190,790	5.6%
Columbus	29,514	31,532	6.8%	\$5,641,187,904	\$6,376,527,168	13.0%	\$191,136	\$202,224	5.8%
Dayton	14,623	16,079	10.0%	\$2,036,966,397	\$2,360,177,839	15.9%	\$139,299	\$146,786	5.4%
Firelands	2,770	3,099	11.9%	\$353,504,036	\$421,343,372	19.2%	\$127,619	\$135,961	6.5%
Greater Ports.	555	563	1.4%	\$58,697,172	\$59,716,140	1.7%	\$105,761	\$106,068	0.3%
Guerns.-Musk.	1,151	1,236	7.4%	\$133,415,721	\$148,491,639	11.3%	\$115,913	\$120,139	3.6%
Heartland	1,505	1,410	-6.3%	\$206,637,860	\$206,593,137	0.0%	\$137,301	\$146,520	6.7%
Knox	550	632	14.9%	\$82,342,271	\$95,864,221	16.4%	\$149,713	\$151,684	1.3%
Lancaster	684	598	-12.6%	\$87,032,314	\$83,322,809	-4.3%	\$127,240	\$139,336	9.5%
Mansfield	1,849	2,060	11.4%	\$188,272,526	\$230,865,317	22.6%	\$101,824	\$112,071	10.1%
Marion	853	806	-5.5%	\$85,474,640	\$92,645,995	8.4%	\$100,205	\$114,945	14.7%
NEOHREX*	45,523	48,995	7.6%	\$6,531,771,084	\$7,326,239,926	12.2%	\$143,483	\$149,530	4.2%
Scioto Valley	915	923	0.9%	\$103,676,086	\$106,711,012	2.9%	\$113,307	\$115,613	2.0%
Toledo	8,666	8,930	3.0%	\$1,105,266,000	\$1,203,292,000	8.9%	\$127,541	\$134,747	5.7%
West Central	1,752	2,055	17.3%	\$186,652,005	\$229,338,624	22.9%	\$106,537	\$111,600	4.8%
WRIST*	5,165	5,594	8.3%	\$665,023,251	\$734,366,817	10.4%	\$128,756	\$131,278	2.0%
Statewide	141,052	151,594	7.5%	\$21,934,359,837	\$24,786,018,004	13.0%	\$155,505	\$163,503	5.1%

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson Counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer 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.

For more information on home sales activity in a particular marketplace, contact one of the following Local Boards/Associations of REALTORS® or Multiple Listing Services:

2017 OAR President
Pete Kopf – 513.235.3867

Akron Cleveland Association

Sandy Naragon, EO • 216/525-4841
Jim Fox, President • 330/835-4900

Ashland Board

Misty Miller, EO • 419/281-2700
Sue Ann Graham, President • 419/651-5082

Athens County Board

Suzanne Vazzano, EO • 740/594-4935
Joshua Radcliff, President • 740/592-3015

Butler-Warren Association

Leslie Besl, EO • 513/939-2881
Kelly Umbstead, President • 513/521-2181

Cincinnati Area Board

Jim Abele, EO • 513/761-8800
David Welch, President • 513/777-2333

Columbus REALTORS

Stan Collins, EO • 614/475-4000
Mic Gordon, President • 614/944-5900

Dayton Area Board

Andrew Sims, EO • 937/223-0900
Karen O'Grady-Hughey, President • 937/470-7756

East Central Association

Rose Wanosik, EO • 330/343-7736
Rick DeLuca, President • 740/264-6989

Firelands Association

David Freitag, EO • 419/625-5787
Alex Johnson, President • 419/656-6822

Guernsey Muskingum Valley Association

Kathy Warne, EO • 740/562-3000
Susan McCollister, President • 740/252-1602

Heartland Association

Sandi Blandzinski, EO • 419/422-3833
Kent Hilty, President • 419/348-8691

Knox County Board

Jeri Scott, EO • 740/392-8490
Martha Edelblute, President • 740/397-4060

Lake & Geauga Area Association

Vicki Pate, EO • 440/350-9000
Michael Ross, President • 440/520-9294

Lancaster County Board

Debbie Hoelscher, EO • 740/215-7711
Jeff Sauer, President • 740/689-9090

Licking County Board

Patty Osborn, EO • 740/345-2151
Tracie Cope, President • 740/405-6231

Lorain County Association

Barb Tressel-Bangas, EO • 440/328-4210
Chad Schneider, President • 440/225-8449

Mansfield Association

Barbara Murray, EO • 419/756-1130
Debra Jones, President • 419/527-3047

Marion Board

Lori Dye, EO • 740/387-2928
Becky Richardson, President • 740/389-5500

Medina County Board

Sherry Stell, EO • 330/722-1000
Ruthie Lowrey, President • 440/476-2795

Midwestern Ohio Association

Brenda Blair, EO • 937/335-8501
Bert Barnes, President • 937/339-0508

NEOHREX (Northeast Ohio Real Estate Exchange)

Carl DeMusz, CEO NORMLS • 216/486-4121
John Kurlich, CEO CRIS • 330/376-0015

Portage County Association

Jennifer Robertson, EO • 330/296-5451
Polly Kordinack, President • 330/562-6188

Portsmouth Board

Opal Porter, EO • 740/574-2974
Renee Storey, President • 740/935-2543

Scioto Valley Association

Brenda Free, EO • 740/773-7489
Dirck Everhart, President • 740/703-4895

Southern Ohio Association

Roberta Sheppard, EO • 513/528-2657
Carrie McIntosh-Owen, President • 513/677-1830

Springfield Board

Karen Bodey, EO • 937/323-6489
Lisa Smedley, President • 937/408-7888

Stark County Association

Lisa Yelichek, EO • 330/494-5630
Debbie Zeren, President • 330/418-0063

Toledo Regional Association

Megan Foos, EO • 419/535-3222
Mark Remeis, President • 419/601-0479

Warren Area Board

Roberta Hiller, EO • 330/394-4001
Jayne Fenstermaker, President • 330/856-6100

Wayne-Holmes Association

Amy Scott, EO • 330/264-8062
Lauri Besancon, President • 330/683-4663

West Central Association (Lima Area)

Roxann Shaffer, EO • 419/227-5432
Kimberly Eilerman, President • 419/991-4664

Western Regional Information Systems & Technology

Stan Hartke, EO • 937/335-1117

Youngstown Columbiana Area

Julie Larson, EO • 330/788-7026
Maureen Cline, President • 330/629-9200