



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Sara Calo, OAR President, 440.525.2927
Carl Horst, OAR Director of Publications & Media Relations, 614.225.6205
RE: Ohio's September Home Sales
DATE: October 20, 2016



The rate of homes sold across Ohio reached a best-ever level in September, increasing 3.8 percent from the level recorded during the month a year ago, according to the Ohio Association of REALTORS.

“Through the three-quarter mark of 2016 the Ohio housing market has been able to display continued strength in the overall level of sales activity, along with a healthy growth in pricing,” said OAR President Sara Calo. “It’s evident we’re continuing to make significant progress in re-establishing a solid foundation for the state’s housing sector.

“The September sales pace set a new record, topping our previous best-ever mark of 147,960 in September 2005, an indication that the interest in attaining the dream of home ownership remains strong among Ohioans.”

September’s average home price of \$165,748 shows a 5.7 percent increase from the \$156,804 mark posted during the month last year.

Sales in September reached a seasonally adjusted annual rate of 151,100, a 3.8 percent increase from the 145,636 level posted in September 2015. The market experienced a 5.1 percent rise in sales activity from the August 2016 seasonally adjusted annual rate of 143,714.

Around the state, 15 of the 18 markets tracked reported increases in average sales price during the month compared to September 2014. The pace of sales increased or remained unchanged in 10 local markets.

Home sales during the third quarter of 2016 were up 1.5 percent from same period a year ago. Specifically, third quarter 2016’s seasonally adjusted annual rate reached 147,163, compared to 145,011 during the three-month period a year ago. Third quarter 2016 dollar volume of \$7.3 billion is up 4.7 percent from the same period last year.

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.)

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

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2015	Sep	145,636	13,200	\$156,804
2015	Oct	145,561	12,403	\$150,509
2015	Nov	132,147	9,495	\$147,804
2015	Dec	146,028	11,006	\$152,108
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
% change last month:		5.1%	-7.6%	
% change last year:		3.8%	4.4%	5.7%
Year-end				
	2014	127,399		\$149,560
	2015	139,632		\$155,247
	2016p	148,241		\$164,096

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

Ohio Local MLS Stats Report for September 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	35	51	45.7%	\$3,947,125	\$6,180,350	56.6%	\$112,775	\$121,183	7.5%
Athens	45	49	8.9%	\$6,009,199	\$7,016,849	16.8%	\$133,538	\$143,201	7.2%
Cincinnati	2,224	2,359	6.1%	\$390,379,110	\$451,132,801	15.6%	\$175,530	\$191,239	8.9%
Columbus	2,649	2,869	8.3%	\$513,651,696	\$589,840,579	14.8%	\$193,904	\$205,591	6.0%
Dayton	1,349	1,478	9.6%	\$190,106,801	\$216,492,454	13.9%	\$140,924	\$146,477	3.9%
Firelands	266	286	7.5%	\$34,086,607	\$39,435,524	15.7%	\$128,145	\$137,886	7.6%
Greater Ports.	59	43	-27.1%	\$6,939,190	\$3,803,702	-45.2%	\$117,613	\$88,458	-24.8%
Guerns.-Musk.	118	108	-8.5%	\$13,044,808	\$13,191,777	1.1%	\$110,549	\$122,146	10.5%
Heartland	138	109	-21.0%	\$19,315,250	\$15,783,636	-18.3%	\$139,966	\$144,804	3.5%
Knox	66	50	-24.2%	\$10,887,415	\$7,167,169	-34.2%	\$164,961	\$143,343	-13.1%
Lancaster	59	57	-3.4%	\$7,414,058	\$7,820,229	5.5%	\$125,662	\$137,197	9.2%
Mansfield	189	189	0.0%	\$20,043,657	\$20,964,362	4.6%	\$106,051	\$110,923	4.6%
Marion	84	77	-8.3%	\$8,095,931	\$9,241,679	14.2%	\$96,380	\$120,022	24.5%
NEOHREX*	4,495	4,406	-2.0%	\$668,046,272	\$667,631,581	-0.1%	\$148,620	\$151,528	2.0%
Scioto Valley	75	69	-8.0%	\$8,903,175	\$8,754,444	-1.7%	\$118,709	\$126,876	6.9%
Toledo	789	838	6.2%	\$105,095,000	\$113,233,000	7.7%	\$133,200	\$135,123	1.4%
West Central	180	207	15.0%	\$20,230,830	\$23,076,442	14.1%	\$112,394	\$111,480	-0.8%
WRIST*	481	532	10.6%	\$59,458,012	\$82,745,383	39.2%	\$123,613	\$155,536	25.8%
Statewide	13,301	13,777	3.6%	\$2,085,654,136	\$2,283,511,961	9.5%	\$156,804	\$165,748	5.7%

* 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 September 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	294	345	17.3%	\$33,545,575	\$40,591,971	21.0%	\$114,101	\$117,658	3.1%
Athens	393	410	4.3%	\$57,183,766	\$61,251,481	7.1%	\$145,506	\$149,394	2.7%
Cincinnati	18,729	19,934	6.4%	\$3,410,666,853	\$3,800,359,545	11.4%	\$182,106	\$190,647	4.7%
Columbus	22,906	23,542	2.8%	\$4,436,362,384	\$4,811,931,321	8.5%	\$193,677	\$204,398	5.5%
Dayton	10,853	11,901	9.7%	\$1,541,913,104	\$1,750,344,503	13.5%	\$142,073	\$147,075	3.5%
Firelands	2,087	2,329	11.6%	\$265,408,540	\$323,421,054	21.9%	\$127,172	\$138,867	9.2%
Greater Ports.	405	396	-2.2%	\$44,055,081	\$42,692,933	-3.1%	\$108,778	\$107,810	-0.9%
Guerns.-Musk.	928	912	-1.7%	\$111,522,140	\$109,984,471	-1.4%	\$120,175	\$120,597	0.4%
Heartland	1,143	1,079	-5.6%	\$160,487,089	\$159,850,963	-0.4%	\$140,409	\$148,147	5.5%
Knox	434	488	12.4%	\$65,080,787	\$73,093,777	12.3%	\$149,956	\$149,782	-0.1%
Lancaster	495	439	-11.3%	\$64,112,409	\$60,958,401	-4.9%	\$129,520	\$138,857	7.2%
Mansfield	1,398	1,530	9.4%	\$143,165,105	\$172,249,867	20.3%	\$102,407	\$112,582	9.9%
Marion	655	608	-7.2%	\$65,495,458	\$70,155,500	7.1%	\$99,993	\$115,387	15.4%
NEOHREX*	35,701	36,948	3.5%	\$5,148,729,397	\$5,535,617,004	7.5%	\$144,218	\$149,822	3.9%
Scioto Valley	723	678	-6.2%	\$81,418,536	\$77,575,863	-4.7%	\$112,612	\$114,419	1.6%
Toledo	6,535	6,776	3.7%	\$839,005,000	\$910,069,000	8.5%	\$128,386	\$134,308	4.6%
West Central	1,294	1,564	20.9%	\$137,917,453	\$175,755,362	27.4%	\$106,582	\$112,376	5.4%
WRIST*	3,949	4,235	7.2%	\$519,115,501	\$554,945,104	6.9%	\$131,455	\$131,038	-0.3%
Statewide	108,922	114,114	4.8%	\$17,125,184,178	\$18,730,848,120	9.4%	\$157,224	\$164,142	4.4%

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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:

2016 OAR President
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Akron Cleveland Association

Sandy Naragon, EO • 216/901-0130
Steve Merkle, President • 330/836-9141

Ashland Area

Misty Miller, EO • 419/281-2700
Trina Swan, President • 567/203-7229

Athens Area

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Butler-Warren Association

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Cincinnati Area

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Patricia Stehlin, President • 513/247-6900

Columbus

Stan Collins, EO • 614/475-4000
John Royer, President • 614/228-2471

Dayton Area

Andrew Sims, EO • 937/223-0900
Michael Martin, President • 937/974-2494

East Central Association

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Michael Durbin, President • 330/602-6022

Firelands Association

David Freitag, EO • 419/625-5787
Sara Riesen, President • 419/447-8579

Guernsey-Muskingum Valley Association

Kathy Warne, EO • 740/453-3890
Cindy Jacobs, President • 740/408-0018

Heartland Association

Sandi Blandzinski, EO • 419/422-3833
Kim Leeper, President • 419/422-4082

Knox County

Jeri Scott, EO • 740/392-8490
Sibley Poland, President • 740/397-3145

Lake & Geauga County Area

Vicki Pate, EO • 440/350-9000
Jennifer Allen, President • 440/796-4833

Lancaster Area

Debbie Hoelscher, EO • 740/653-1861
Jonathon LeMay, President • 740/687-1516

Licking County Board

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Lisa Stewart, President • 740/814-0166

Lorain County Area

Barb Tressel-Bangas, EO • 440/328-4210
Ted Schriver, President • 440/225-5219

Mansfield Area

Barbara Murray, EO • 419/756-1130
Keith Kareff, President • 419/589-7368

Marion

Lori Dye, EO • 740/387-2928
Daniel Dreher, President • 740/389-5500

Medina County

Sherry Stell, EO • 330/722-1000
Karen Thompson, President • 330/725-4137

Midwestern Ohio Association

Jennifer Zeller, EO • 937/335-8501
Melissa Bosley, President • 937/539-6370

NEOHREX (Northeast Ohio Real Estate Exchange)

Carl DeMusz, CEO NORMLS • 216/485-4100
John Kurlich, CEO CRIS • 330/376-0015

Portage County Area

Jennifer Robertson, EO • 330/296-5451
Carol Foote, President • 330/677-0715

Portsmouth Board

Opal Porter, EO • 740/574-2974

Scioto Valley Association

Brenda Free, EO • 740/773-7489
Beth Miller, President • 740/701-2946

Southern Ohio Association

Roberta Sheppard, EO • 513/528-2657
Kelly Weir, President • 513/794-5000

Springfield Area

Karen Bodey, EO • 937/323-6489
Jeff Harvey, President • 937/244-2121

Stark County Association

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Elizabeth Campbell, President • 330/871-8235

Toledo Regional Association

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Jack Amlin, President • 419/276-7653

Warren Area

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Theresa Liguori-Thompson, President • 330/856-7600

Wayne-Holmes Association

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West Central/Lima Area

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Youngstown Columbiana Area

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