



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Tiffany Meyer, Ohio REALTORS President, 419.289.2600
Carl Horst, Ohio REALTORS Director of Publications & Media Relations, 614.225.6205
RE: Ohio's 2017 Year-End Home Sales
DATE: January 24, 2018



The Ohio housing marketplace was extremely robust in 2017, as the sector established record-setting levels in the rate of sales activity, average sales price and total dollar volume, according to Ohio REALTORS.

Homes sales finished 2017 with a seasonally adjusted annual rate of 151,748, a 1.9 percent increase from the 2016 year-end rate of 148,952. The average sales price across Ohio in 2017 reached \$172,870, a 5.7 percent increase from the \$163,510 mark posted during 2016.

"It was a remarkable year for the Ohio housing market, as we experienced record gains in sales and average prices," said Ohio REALTORS President Tiffany Meyer. "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 153,517, slightly ahead of the 153,477 level posted in December 2016. The market experienced a 4.4 percent decrease in sales from November 2016's seasonally adjusted annual rate of 160,511. Sales during December 2017 reached the highest level for the month since Ohio REALTORS began tracking Ohio sales data in 1998.

December's average home price of \$170,706 reflects a 6.9 percent increase from the \$159,655 mark posted in December 2016.

Around the state, 17 of the 18 markets tracked experienced an increase in average sales price for the year compared to 2016. Eight local markets showed a year-end increase in sales activity compared to 2016.

Home sales during the fourth quarter of 2017 increased from the same three-month period a year ago. Specifically, fourth quarter 2017's seasonally adjusted annual rate reached 156,726, a 2.9 percent increase from the fourth quarter 2016 mark of 152,294. Total dollar volume in 2017 reached a record-breaking \$26.5 billion, a 6.7 percent increase from the 2016 level of \$24.8 billion.

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 32,000 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 Ohio REALTORS 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 Ohio REALTORS early reporting requirement. Check with contacts in the particular market.)

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Ohio Association of REALTORS®
Ohio Existing Home Sales*
December 2017

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2016	Dec	153,477	11,316	\$159,653
2017	Jan	150,431	8,228	\$154,466
2017	Feb	148,826	8,381	\$152,236
2017	Mar	156,096	12,245	\$163,382
2017	Apr	152,322	12,124	\$170,318
2017	May	154,106	15,366	\$176,804
2017	Jun	149,185	16,290	\$185,742
2017	Jul	146,762	14,149	\$181,390
2017	Aug	150,657	15,454	\$178,675
2017	Sep	149,926	13,491	\$172,910
2017	Oct	153,882	13,191	\$172,303
2017	Nov	160,511	11,732	\$174,689
2017	Dec	153,517	11,060	\$170,706
% change last month:		-4.4%	-5.7%	
% change last year:		0.0%	-2.3%	6.9%
Year-end				
	2015	139,632		\$155,505
	2016	148,952		\$163,510
	2017	151,748		\$172,870

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

Ohio Local MLS Stats Report for December 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	25	43	72.0%	\$2,172,000	\$6,423,005	195.7%	\$86,880	\$149,372	71.9%
Athens	38	38	0.0%	\$5,867,750	\$5,994,615	2.2%	\$154,414	\$157,753	2.2%
Cincinnati	1,938	1,837	-5.2%	\$368,736,841	\$364,662,276	-1.1%	\$190,267	\$198,510	4.3%
Columbus	2,330	2,261	-3.0%	\$454,748,430	\$485,515,835	6.8%	\$195,171	\$214,735	10.0%
Dayton	1,175	1,076	-8.4%	\$162,268,929	\$164,587,989	1.4%	\$138,101	\$152,963	10.8%
Firelands	214	211	-1.4%	\$27,938,434	\$30,416,263	8.9%	\$130,553	\$144,153	10.4%
Greater Ports.	51	39	-23.5%	\$3,874,675	\$3,743,350	-3.4%	\$75,974	\$95,983	26.3%
Guerns.-Musk.	108	102	-5.6%	\$13,177,840	\$11,469,887	-13.0%	\$122,017	\$112,450	-7.8%
Heartland	85	99	16.5%	\$10,180,510	\$13,780,157	35.4%	\$119,771	\$139,194	16.2%
Knox	40	37	-7.5%	\$5,900,650	\$5,326,100	-9.7%	\$147,516	\$143,949	-2.4%
Lancaster	49	29	-40.8%	\$7,421,393	\$4,372,881	-41.1%	\$151,457	\$150,789	-0.4%
Mansfield	176	158	-10.2%	\$19,005,801	\$20,663,830	8.7%	\$107,988	\$130,784	21.1%
Marion	53	50	-5.7%	\$6,145,505	\$4,690,650	-23.7%	\$115,953	\$93,813	-19.1%
NEOHREX*	3,753	3,785	0.9%	\$557,502,304	\$590,728,968	6.0%	\$148,548	\$156,071	5.1%
Scioto Valley	86	68	-20.9%	\$9,907,716	\$8,240,852	-16.8%	\$115,206	\$121,189	5.2%
Toledo	675	678	0.4%	\$89,990,000	\$94,465,000	5.0%	\$133,319	\$139,329	4.5%
West Central	169	166	-1.8%	\$18,058,869	\$19,715,009	9.2%	\$106,857	\$118,765	11.1%
WRIST*	444	383	-13.7%	\$58,588,020	\$53,206,306	-9.2%	\$131,955	\$138,920	5.3%
Statewide	11,409	11,060	-3.1%	\$1,821,485,667	\$1,888,002,973	3.7%	\$159,653	\$170,706	6.9%

* 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 to December (Year-end) 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	444	428	-3.6%	\$51,944,012	\$55,854,584	7.5%	\$116,991	\$130,501	11.5%
Athens	542	635	17.2%	\$79,723,912	\$98,139,968	23.1%	\$147,092	\$154,551	5.1%
Cincinnati	26,111	25,890	-0.8%	\$4,982,235,821	\$5,231,459,376	5.0%	\$190,810	\$202,065	5.9%
Columbus	31,689	32,218	1.7%	\$6,401,906,847	\$6,920,490,836	8.1%	\$202,023	\$214,802	6.3%
Dayton	16,079	16,149	0.4%	\$2,360,177,839	\$2,513,130,160	6.5%	\$146,786	\$155,621	6.0%
Firelands	3,099	3,073	-0.8%	\$421,343,372	\$443,134,904	5.2%	\$135,961	\$144,203	6.1%
Greater Ports.	563	526	-6.6%	\$59,716,140	\$55,202,736	-7.6%	\$106,068	\$104,948	-1.1%
Guerns.-Musk.	1,236	1,334	7.9%	\$148,491,639	\$160,672,631	8.2%	\$120,139	\$120,444	0.3%
Heartland	1,410	1,392	-1.3%	\$206,593,137	\$205,520,893	-0.5%	\$146,520	\$147,644	0.8%
Knox	632	602	-4.7%	\$95,864,221	\$95,843,110	0.0%	\$151,684	\$159,208	5.0%
Lancaster	598	569	-4.8%	\$83,322,809	\$85,067,551	2.1%	\$139,336	\$149,504	7.3%
Mansfield	2,060	2,250	9.2%	\$230,865,317	\$263,085,235	14.0%	\$112,071	\$116,927	4.3%
Marion	806	660	-18.1%	\$92,645,995	\$76,378,957	-17.6%	\$114,945	\$115,726	0.7%
NEOHREX*	48,993	49,748	1.5%	\$7,325,974,426	\$7,887,769,519	7.7%	\$149,531	\$158,555	6.0%
Scioto Valley	923	893	-3.3%	\$106,711,012	\$108,436,140	1.6%	\$115,613	\$121,429	5.0%
Toledo	8,954	9,172	2.4%	\$1,207,573,000	\$1,285,984,000	6.5%	\$134,864	\$140,208	4.0%
West Central	2,055	2,170	5.6%	\$229,338,624	\$252,101,243	9.9%	\$111,600	\$116,176	4.1%
WRIST*	5,594	5,498	-1.7%	\$734,366,817	\$746,614,420	1.7%	\$131,278	\$135,797	3.4%
Statewide	151,788	153,207	0.9%	\$24,818,794,940	\$26,484,886,263	6.7%	\$163,510	\$172,870	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.

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**CONTACT: 2018 Ohio REALTORS President
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For more information on home sales activity in a particular marketplace, contact one of the Local Boards/Associations of REALTORS® or Multiple Listing Services:

Akron Cleveland Association

Sandy Naragon, EO • 216/525-4841
Karen O'Donnell, President • 216/831-2911

Ashland Board

Misty Miller, EO • 419/281-2700
Mary Hartley, President • 419/945-2334

Ashtabula County Board

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Clorice Dlugos, President • 440/812-2542

Athens County Board

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Diane Spezza, President • 740/594-4211

Butler-Warren Association

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Cincinnati Area Board

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Sara Walsh, President • 614/581-7700

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Bob Morrison, President • 937/830-0959

East Central Association

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Taylor Cain, President • 740/266-2246

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Steve Mack, President • 419/625-7888

Guernsey Muskingum Valley Association

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Heartland Association

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NEOHREX (Northeast Ohio Real Estate Exchange)

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Portage County Association

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Portsmouth Area Board

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Scioto Valley Association

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Southern Ohio Association

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Springfield Board

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Stark County Association

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Toledo Regional Association

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Wayne-Holmes Association

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West Central Association (Lima Area)

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Western Regional Information Systems & Technology

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