



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Pete Kopf, OAR President, 513.235.3867
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RE: Ohio's March 2017 Home Sales
DATE: April 21, 2017



The rate of homes sold across Ohio in March rose 6.3 percent from the level posted during the month a year ago, according to the Ohio Association of REALTORS.

“Activity in the housing marketplace in March displayed continued resiliency, as the rate of sales posted a best-ever for the month since Ohio’s REALTORS began tracking data in 1998,” said Pete Kopf, president of the Ohio Association of REALTORS. “We also experienced a healthy rise in the average sales price, evidence that housing is a solid, long-term investment.

“The sales activity in March is a welcomed start to the traditional home buying season,” Kopf added. “Ohio’s REALTORS are hopeful that we’ll see an uptick in the number of homes listed for sale, as having an adequate inventory of homes being marketed is important in continuing the positive momentum that has been established.”

March’s average home price of \$163,382 reflects a 6.2 percent increase from the \$153,800 mark posted during the month last year.

Sales in March reached a seasonally adjusted annual rate of 156,096, a 6.3 percent increase from the 146,819 level during the month a year ago. The market experienced a 4.9 percent increase in sales from February’s seasonally adjusted annual rate of 148,826.

Around the state, the total sales activity increased in 15 of the 18 markets tracked. A total of 13 markets experienced an uptick in average sales price.

The first quarter of 2017 seasonally adjusted annual rate of 151,327 increased 2.9 percent from the first quarter 2016 (147,062). Total dollar volume during the first quarter 2017 reached \$4.6 billion, a 10.2 percent increase from the first quarter 2016 level of \$4.1 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.)

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

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2016	Mar	146,819	11,409	\$153,800
2016	Apr	152,708	12,836	\$162,116
2016	May	149,002	14,407	\$167,861
2016	Jun	148,312	15,838	\$178,592
2016	Jul	145,835	14,377	\$173,091
2016	Aug	144,627	14,909	\$168,212
2016	Sep	149,920	13,777	\$165,748
2016	Oct	154,034	12,696	\$163,279
2016	Nov	150,157	11,179	\$161,913
2016	Dec	153,477	11,316	\$159,531
2017	Jan	150,431	8,228	\$154,466
2017	Feb	148,826	8,381	\$152,236
2017	Mar	156,096	12,245	\$163,382
% change last month:		4.9%	46.1%	
% change last year:		6.3%	7.3%	6.2%
Year-end				
2015		139,632		\$155,505
2016		148,952		\$163,503
2017p		153,516		\$174,948

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

Ohio Local MLS Stats Report for March 2017**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	33	35	6.1%	\$3,955,750	\$4,162,900	5.2%	\$119,871	\$118,940	-0.8%
Athens	31	49	58.1%	\$4,140,022	\$6,550,200	58.2%	\$133,549	\$133,678	0.1%
Cincinnati	1,976	2,167	9.7%	\$367,432,604	\$421,232,698	14.6%	\$185,948	\$194,385	4.5%
Columbus	2,436	2,531	3.9%	\$465,227,280	\$516,131,644	10.9%	\$190,980	\$203,924	6.8%
Dayton	1,148	1,301	13.3%	\$163,941,377	\$194,785,740	18.8%	\$142,806	\$149,720	4.8%
Firelands	261	245	-6.1%	\$34,672,518	\$28,940,109	-16.5%	\$132,845	\$118,123	-11.1%
Greater Ports.	39	40	2.6%	\$3,966,505	\$4,236,730	6.8%	\$101,705	\$105,918	4.1%
Guerns.-Musk.	98	128	30.6%	\$12,627,473	\$15,720,924	24.5%	\$128,852	\$122,820	-4.7%
Heartland	106	118	11.3%	\$15,888,904	\$18,212,794	14.6%	\$149,895	\$154,346	3.0%
Knox	48	51	6.3%	\$6,632,096	\$7,844,280	18.3%	\$138,169	\$153,809	11.3%
Lancaster	36	56	55.6%	\$3,814,992	\$8,213,576	115.3%	\$105,972	\$146,671	38.4%
Mansfield	154	174	13.0%	\$16,775,109	\$17,866,703	6.5%	\$108,929	\$102,682	-5.7%
Marion	69	47	-31.9%	\$7,419,779	\$5,231,839	-29.5%	\$107,533	\$111,316	3.5%
NEOHREX*	3,745	3,859	3.0%	\$507,108,964	\$572,117,826	12.8%	\$135,410	\$148,255	9.5%
Scioto Valley	79	59	-25.3%	\$9,132,558	\$6,942,294	-24.0%	\$115,602	\$117,666	1.8%
Toledo	695	747	7.5%	\$85,309,000	\$96,769,000	13.4%	\$122,747	\$129,544	5.5%
West Central	162	183	13.0%	\$16,538,027	\$18,555,401	12.2%	\$102,087	\$101,396	-0.7%
WRIST*	429	455	6.1%	\$51,034,145	\$57,102,500	11.9%	\$118,961	\$125,500	5.5%
Statewide	11,545	12,245	6.1%	\$1,775,617,103	\$2,000,617,158	12.7%	\$153,800	\$163,382	6.2%

* 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 March 2017**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	81	84	3.7%	\$8,858,607	\$9,941,160	12.2%	\$109,366	\$118,347	8.2%
Athens	69	120	73.9%	\$8,748,007	\$15,167,499	73.4%	\$126,783	\$126,396	-0.3%
Cincinnati	4,824	5,025	4.2%	\$832,907,665	\$937,006,665	12.5%	\$172,659	\$186,469	8.0%
Columbus	5,678	5,803	2.2%	\$1,061,825,369	\$1,148,117,930	8.1%	\$187,007	\$197,849	5.8%
Dayton	2,769	2,990	8.0%	\$364,099,408	\$433,495,587	19.1%	\$131,491	\$144,982	10.3%
Firelands	594	602	1.3%	\$74,717,145	\$76,817,871	2.8%	\$125,786	\$127,604	1.4%
Greater Ports.	106	113	6.6%	\$11,403,485	\$10,825,756	-5.1%	\$107,580	\$95,803	-10.9%
Guerns.-Musk.	240	276	15.0%	\$28,183,429	\$32,366,793	14.8%	\$117,431	\$117,271	-0.1%
Heartland	266	301	13.2%	\$37,633,513	\$42,121,333	11.9%	\$141,479	\$139,938	-1.1%
Knox	128	116	-9.4%	\$18,010,065	\$19,957,097	10.8%	\$140,704	\$172,044	22.3%
Lancaster	106	127	19.8%	\$12,700,232	\$18,167,684	43.1%	\$119,814	\$143,053	19.4%
Mansfield	384	425	10.7%	\$41,376,786	\$42,733,173	3.3%	\$107,752	\$100,549	-6.7%
Marion	167	114	-31.7%	\$17,995,982	\$12,259,658	-31.9%	\$107,760	\$107,541	-0.2%
NEOHREX*	9,265	9,332	0.7%	\$1,223,950,094	\$1,329,200,360	8.6%	\$132,105	\$142,435	7.8%
Scioto Valley	200	146	-27.0%	\$21,322,825	\$17,179,572	-19.4%	\$106,614	\$117,668	10.4%
Toledo	1,714	1,782	4.0%	\$203,789,000	\$226,085,000	10.9%	\$118,897	\$126,871	6.7%
West Central	389	408	4.9%	\$40,757,907	\$40,425,293	-0.8%	\$104,776	\$99,082	-5.4%
WRIST*	1,057	1,114	5.4%	\$121,686,429	\$139,005,425	14.2%	\$115,124	\$124,780	8.4%
Statewide	28,037	28,878	3.0%	\$4,129,965,948	\$4,550,873,856	10.2%	\$147,304	\$157,590	7.0%

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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:

2017 OAR President
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Akron Cleveland Association

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Jim Fox, President • 330/835-4900

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Sue Ann Graham, President • 419/651-5082

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Lake & Geauga Area Association

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Licking County Board

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Lorain County Association

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Chad Schneider, President • 440/225-8449

Mansfield Association

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Debra Jones, President • 419/527-3047

Marion Board

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Becky Richardson, President • 740/389-5500

Medina County Board

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Midwestern Ohio Association

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NEOHREX (Northeast Ohio Real Estate Exchange)

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John Kurlich, CEO CRIS • 330/376-0015

Portage County Association

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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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