



**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 November 2017 Home Sales  
DATE: December 20, 2017



The rate of homes sold across Ohio in November reached a best-ever level, posting a 6.9 percent increase from the prior record-setting level reached during the month a year ago, according to Ohio REALTORS.

“Home sales across Ohio in November were remarkably strong, as sales activity during the month reached an all-time high – besting any month since we began tracking data in 1998,” said Ohio REALTORS President Pete Kopf. “Equally important, the marketplace is continuing to experience a healthy, sustained increase in average pricing.

“Ohio’s REALTOR community is hopeful that we’ll continue to see an uptick in the number of homes being marketed for sale so we can continue to build on the positive momentum that has been established during the first 11 months of the year.”

Sales in November reached a seasonally adjusted annual rate of 160,511, a 6.9 percent increase from the 150,157 level reached during the month a year ago. The market also experienced a 4.3 percent increase in sales from the October 2017 seasonally adjusted annual rate of 153,882.

November’s average home price of \$174,689 reflects a 7.7 percent increase from the \$162,152 mark posted during the month last year.

The previous all-time best sales month was attained earlier this year when the rate of sales reached 156,096 in March.

Around the state, 11 of the 18 markets tracked reported upswings in average sales price, while the rate of home sales increased in 10 markets compared to November 2016.

Data provided to OAR 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](http://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\***  
**November 2017**

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2016	Nov	150,157	11,179	\$162,152
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
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
<b>% change last month:</b>		4.3%	-11.1%	
<b>% change last year:</b>		6.9%	4.9%	7.7%
<b>Year-end</b>				
	2015	139,632		\$155,505
	2016	148,952		\$163,503
	2017p	152,107		\$176,093

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

# Ohio Local MLS Stats Report for November 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	33	34	3.0%	\$4,046,591	\$4,980,950	23.1%	\$122,624	\$146,499	19.5%
Athens	42	55	31.0%	\$6,104,804	\$7,833,748	28.3%	\$145,352	\$142,432	-2.0%
Cincinnati	1,872	1,982	5.9%	\$357,963,264	\$407,342,611	13.8%	\$191,220	\$205,521	7.5%
Columbus	2,304	2,377	3.2%	\$458,058,240	\$505,587,674	10.4%	\$198,810	\$212,700	7.0%
Dayton	1,201	1,219	1.5%	\$178,966,344	\$186,464,350	4.2%	\$149,014	\$152,965	2.7%
Firelands	269	262	-2.6%	\$33,593,564	\$38,909,972	15.8%	\$124,883	\$148,511	18.9%
Greater Ports.	45	33	-26.7%	\$3,971,404	\$2,893,150	-27.2%	\$88,253	\$87,671	-0.7%
Guerns.-Musk.	109	104	-4.6%	\$13,016,395	\$12,142,287	-6.7%	\$119,416	\$116,753	-2.2%
Heartland	130	70	-46.2%	\$19,646,898	\$9,867,290	-49.8%	\$151,130	\$140,961	-6.7%
Knox	57	44	-22.8%	\$10,099,750	\$6,394,100	-36.7%	\$177,189	\$145,320	-18.0%
Lancaster	45	57	26.7%	\$5,756,175	\$8,866,179	54.0%	\$127,915	\$155,547	21.6%
Mansfield	173	191	10.4%	\$19,642,815	\$23,506,830	19.7%	\$113,542	\$123,072	8.4%
Marion	71	41	-42.3%	\$8,000,610	\$4,688,115	-41.4%	\$112,685	\$114,344	1.5%
NEOHREX*	3,640	3,952	8.6%	\$538,087,566	\$655,748,357	21.9%	\$147,826	\$165,928	12.2%
Scioto Valley	68	78	14.7%	\$7,970,824	\$10,431,486	30.9%	\$117,218	\$133,737	14.1%
Toledo	643	673	4.7%	\$88,848,000	\$91,471,000	3.0%	\$138,177	\$135,915	-1.6%
West Central	149	148	-0.7%	\$16,701,997	\$17,642,758	5.6%	\$112,094	\$119,208	6.3%
WRIST*	416	412	-1.0%	\$56,491,136	\$54,683,112	-3.2%	\$135,796	\$132,726	-2.3%
<b>Statewide</b>	11,267	11,732	4.1%	\$1,826,966,377	\$2,049,453,969	12.2%	\$162,152	\$174,689	7.7%

\* 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 to November 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	419	385	-8.1%	\$49,772,012	\$49,431,579	-0.7%	\$118,788	\$128,394	8.1%
Athens	504	597	18.5%	\$73,856,162	\$92,145,353	24.8%	\$146,540	\$154,347	5.3%
Cincinnati	24,173	24,029	-0.6%	\$4,613,498,980	\$4,861,335,097	5.4%	\$190,853	\$202,311	6.0%
Columbus	29,353	29,123	-0.8%	\$5,946,210,641	\$6,277,630,143	5.6%	\$202,576	\$215,556	6.4%
Dayton	14,427	14,699	1.9%	\$2,128,078,366	\$2,297,089,605	7.9%	\$147,507	\$156,275	5.9%
Firelands	2,885	2,862	-0.8%	\$393,404,938	\$412,718,641	4.9%	\$136,362	\$144,206	5.8%
Greater Ports.	512	487	-4.9%	\$55,841,465	\$51,459,386	-7.8%	\$109,065	\$105,666	-3.1%
Guerns.-Musk.	1,129	1,232	9.1%	\$135,481,633	\$149,202,744	10.1%	\$120,001	\$121,106	0.9%
Heartland	1,325	1,293	-2.4%	\$196,412,627	\$191,740,736	-2.4%	\$148,236	\$148,291	0.0%
Knox	592	565	-4.6%	\$89,963,571	\$90,517,010	0.6%	\$151,965	\$160,207	5.4%
Lancaster	549	540	-1.6%	\$75,901,416	\$80,694,670	6.3%	\$138,254	\$149,435	8.1%
Mansfield	1,884	2,092	11.0%	\$211,859,516	\$242,421,405	14.4%	\$112,452	\$115,880	3.0%
Marion	753	610	-19.0%	\$86,500,490	\$71,688,307	-17.1%	\$114,874	\$117,522	2.3%
NEOHREX*	44,660	45,968	2.9%	\$6,684,212,926	\$7,297,656,446	9.2%	\$149,669	\$158,755	6.1%
Scioto Valley	837	825	-1.4%	\$96,803,296	\$100,195,288	3.5%	\$115,655	\$121,449	5.0%
Toledo	8,160	8,344	2.3%	\$1,100,599,000	\$1,166,044,000	5.9%	\$134,877	\$139,746	3.6%
West Central	1,886	2,004	6.3%	\$211,279,755	\$232,386,234	10.0%	\$112,025	\$115,961	3.5%
WRIST*	5,150	5,115	-0.7%	\$675,778,797	\$693,408,114	2.6%	\$131,219	\$135,564	3.3%
<b>Statewide</b>	139,198	140,770	1.1%	\$22,825,455,591	\$24,357,764,758	6.7%	\$163,978	\$173,032	5.5%

\* 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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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  
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**Ashland Board**

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**Ashtabula County Board**

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**Athens County Board**

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**Butler-Warren Association**

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**Cincinnati Area Board**

Jim Abele, EO • 513/761-8800  
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**Columbus REALTORS**

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**Dayton Area Board**

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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**

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Alex Johnson, President • 419/656-6822

**Guernsey Muskingum Valley Association**

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

**Heartland Association**

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Kent Hilty, President • 419/348-8691

**Knox County Board**

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Martha Edelblute, President • 740/397-4060

**Lake & Geauga Area Association**

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Michael Ross, President • 440/520-9294

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Jeff Sauer, President • 740/689-9090

**Licking County Board**

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**Lorain County Association**

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**Mansfield Association**

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Debra Jones, President • 419/527-3047

**Marion Board**

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**Medina County Board**

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**Midwestern Ohio Association**

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**NEOHREX (Northeast Ohio Real Estate Exchange)**

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**Portage County Association**

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**Portsmouth Board**

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**Scioto Valley Association**

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**Southern Ohio Association**

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**Stark County Association**

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**Toledo Regional Association**

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**Warren Area Board**

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**Wayne-Holmes Association**

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**West Central Association (Lima Area)**

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