



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 September 2017 Home Sales
DATE: October 20, 2017



The rate of homes sold across Ohio in September reached a best-ever level, posting a marginal increase from the mark posted during the month a year ago, according to Ohio REALTORS.

“Through the three-quarter mark of 2017 the Ohio housing market has been able to display sustained strength in the overall level of sales activity, along with a healthy growth in pricing,” said Ohio REALTORS President Pete Kopf. “It’s evident we’re continuing to make significant progress in rebuilding the foundation of the state’s housing sector.

“The fact that our sales pace in September set a new record is a clear indication that the interest in attaining the dream of home ownership remains strong among Ohioans.”

September’s average home price of \$172,910 reflects a 4.3 percent increase from the \$165,850 mark posted during the month last year.

Sales in September reached a best-ever, seasonally adjusted annual rate of 149,926, nearly identical to the 149,920 level reached during the month a year ago. The rate of sales recorded in September 2017 reached a best-ever level for the month, surpassing the month’s previous record set a year ago.

The market also experienced a 0.5 percent decrease in sales from the August’s seasonally adjusted annual rate of 150,657.

Around the state, 14 of the 18 markets tracked reported upswings in average sales price, while the rate of home sales dropped in 12 markets compared to September 2016.

Home sales during the third quarter of 2017 were up 1.6 percent from same period a year ago. Specifically, third quarter 2017’s seasonally adjusted annual rate reached 150,240, compared to 147,868 during the three-month period a year ago. Third quarter 2017 dollar volume of \$7.4 billion is up 4.1 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. Ohio REALTORS®, with more than 31,000 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 2017

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2016	Sep	149,920	13,777	\$165,850
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
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
% change last month:		-0.5%	-12.7%	
% change last year:		0.0%	-2.1%	4.3%
Year-end				
	2015	139,632		\$155,505
	2016	148,952		\$163,503
	2017p	150,916		\$172,169

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

Ohio Local MLS Stats Report for September 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	51	34	-33.3%	\$6,180,350	\$4,113,864	-33.4%	\$121,183	\$120,996	-0.2%
Athens	49	41	-16.3%	\$7,016,849	\$6,739,769	-3.9%	\$143,201	\$164,385	14.8%
Cincinnati	2,376	2,260	-4.9%	\$455,939,831	\$449,042,875	-1.5%	\$191,894	\$198,692	3.5%
Columbus	2,956	2,827	-4.4%	\$603,683,188	\$601,913,532	-0.3%	\$204,223	\$212,916	4.3%
Dayton	1,478	1,428	-3.4%	\$216,492,454	\$228,050,163	5.3%	\$146,477	\$159,699	9.0%
Firelands	286	251	-12.2%	\$39,435,524	\$39,632,130	0.5%	\$137,886	\$157,897	14.5%
Greater Ports.	43	38	-11.6%	\$3,803,702	\$4,227,300	11.1%	\$88,458	\$111,245	25.8%
Guerns.-Musk.	108	132	22.2%	\$13,191,777	\$15,207,227	15.3%	\$122,146	\$115,206	-5.7%
Heartland	109	124	13.8%	\$15,783,636	\$20,025,838	26.9%	\$144,804	\$161,499	11.5%
Knox	50	72	44.0%	\$7,167,169	\$12,148,119	69.5%	\$143,343	\$168,724	17.7%
Lancaster	57	49	-14.0%	\$7,820,229	\$7,542,570	-3.6%	\$137,197	\$153,930	12.2%
Mansfield	189	214	13.2%	\$20,964,362	\$26,578,600	26.8%	\$110,923	\$124,199	12.0%
Marion	77	74	-3.9%	\$9,241,679	\$9,398,587	1.7%	\$120,022	\$127,008	5.8%
NEOHREX*	4,406	4,423	0.4%	\$667,631,581	\$702,844,526	5.3%	\$151,528	\$158,907	4.9%
Scioto Valley	69	82	18.8%	\$8,754,444	\$8,949,316	2.2%	\$126,876	\$109,138	-14.0%
Toledo	838	802	-4.3%	\$113,233,000	\$115,231,000	1.8%	\$135,123	\$143,680	6.3%
West Central	207	168	-18.8%	\$23,076,442	\$19,539,413	-15.3%	\$111,480	\$116,306	4.3%
WRIST*	532	472	-11.3%	\$82,745,383	\$61,542,192	-25.6%	\$155,536	\$130,386	-16.2%
Statewide	13,881	13,491	-2.8%	\$2,302,161,600	\$2,332,727,021	1.3%	\$165,850	\$172,910	4.3%

* 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 2017

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2016	2017	%Change	2016	2017	%Change	2016	2017	% Change
Ashland	345	322	-6.7%	\$40,591,971	\$40,701,741	0.3%	\$117,658	\$126,403	7.4%
Athens	410	490	19.5%	\$61,251,481	\$73,352,328	19.8%	\$149,394	\$149,699	0.2%
Cincinnati	20,105	19,979	-0.6%	\$3,829,496,692	\$4,041,324,945	5.5%	\$190,475	\$202,279	6.2%
Columbus	24,405	23,986	-1.7%	\$4,960,595,081	\$5,177,825,509	4.4%	\$203,261	\$215,869	6.2%
Dayton	11,901	12,113	1.8%	\$1,750,344,503	\$1,899,156,646	8.5%	\$147,075	\$156,787	6.6%
Firelands	2,329	2,303	-1.1%	\$323,421,054	\$329,955,905	2.0%	\$138,867	\$143,272	3.2%
Greater Ports.	396	403	1.8%	\$42,692,933	\$42,729,306	0.1%	\$107,810	\$106,028	-1.7%
Guerns.-Musk.	912	1,014	11.2%	\$109,984,471	\$121,771,393	10.7%	\$120,597	\$120,090	-0.4%
Heartland	1,079	1,091	1.1%	\$159,850,963	\$161,906,781	1.3%	\$148,147	\$148,402	0.2%
Knox	488	473	-3.1%	\$73,093,777	\$76,318,129	4.4%	\$149,782	\$161,349	7.7%
Lancaster	439	434	-1.1%	\$60,958,401	\$64,196,398	5.3%	\$138,857	\$147,918	6.5%
Mansfield	1,530	1,685	10.1%	\$172,249,867	\$192,938,030	12.0%	\$112,582	\$114,503	1.7%
Marion	608	510	-16.1%	\$70,155,500	\$60,851,383	-13.3%	\$115,387	\$119,316	3.4%
NEOHREX*	36,948	37,656	1.9%	\$5,535,617,004	\$5,943,295,302	7.4%	\$149,822	\$157,831	5.3%
Scioto Valley	678	657	-3.1%	\$77,575,863	\$78,015,742	0.6%	\$114,419	\$118,745	3.8%
Toledo	6,776	6,879	1.5%	\$910,069,000	\$967,646,000	6.3%	\$134,308	\$140,667	4.7%
West Central	1,564	1,622	3.7%	\$175,755,362	\$187,295,062	6.6%	\$112,376	\$115,472	2.8%
WRIST*	4,235	4,207	-0.7%	\$554,945,104	\$572,000,106	3.1%	\$131,038	\$135,964	3.8%
Statewide	115,148	115,824	0.6%	\$18,908,649,027	\$20,031,280,706	5.9%	\$164,212	\$172,946	5.3%

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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

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

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Lisa Brail, EO • 440/998-1152
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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

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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

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Carrie McIntosh-Owen, President • 513/677-1830

Springfield Board

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Lisa Smedley, President • 937/408-7888

Stark County Association

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Debi Zeren, President • 330/418-0063

Toledo Regional Association

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Warren Area Board

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Jayne Fenstermaker, President • 330/856-6100

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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Youngstown Columbiana Area

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