



## FOR IMMEDIATE RELEASE

TO: All News Media  
FROM: Seth Task, CRS, GREEN, Ohio REALTORS President, 216.276.1626  
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205  
RE: Ohio's March 2021 Home Sales  
DATE: April 22, 2021



Activity across the Ohio housing marketplace rose in March, as sales increased 3.1 percent from the level reached during the same month a year ago, according to Ohio REALTORS.

Home unit sales in March 2021 reached 12,473, a 3.1 percent uptick from the 12,094 sales recorded during the month last year. The average sales price across Ohio in March reached \$220,603, a 10.6 percent increase from the \$199,374 mark posted during the month in 2020.

"The Ohio housing market is continuing to experience vigorous levels of activity, despite historically low levels of inventory for sale in most areas across the state," said Ohio REALTORS President Seth Task.

"In many of our markets, the inventory level of homes listed for sale in March were about half of what was available during the month a year ago," Task said. "The low inventory combined with low interest rates and increased buyer demand continue to push prices higher across the state."

Around the state, 13 of the 16 markets tracked experienced an increase in average price for the month compared to March 2020. Additionally, 12 local markets showed an increase in sales activity compared to a year ago.

During the first quarter of 2021, both home sales activity and average pricing have increased when compared to the three-month period a year ago. Sales in the first quarter 2021 reached 31,503, a 4.4 percent increase from the 30,167 level of a year ago. The average price of \$214,822 this year marks a 13.5 percent from the 2020 average of \$189,273.

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 35,000 members, is the largest professional trade association in Ohio.

Refer to the following pages for 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 Local MLS Stats Report for March 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	34	49	44.1%	\$4,822,300	\$9,839,875	104.0%	\$141,832	\$200,814	41.6%
Athens	67	55	-17.9%	\$12,122,181	\$9,380,650	-22.6%	\$180,928	\$170,557	-5.7%
Cincinnati	2,006	2,101	4.7%	\$465,354,851	\$560,338,056	20.4%	\$231,981	\$266,701	15.0%
Columbus	2,431	2,493	2.6%	\$620,724,247	\$710,048,781	14.4%	\$255,337	\$284,817	11.5%
Dayton	1,321	1,255	-5.0%	\$244,062,634	\$256,998,168	5.3%	\$184,756	\$204,779	10.8%
Firelands	227	256	12.8%	\$34,439,114	\$43,120,472	25.2%	\$151,714	\$168,439	11.0%
Greater Ports.	61	62	1.6%	\$7,245,040	\$5,975,045	-17.5%	\$118,771	\$96,372	-18.9%
Knox	36	37	2.8%	\$6,079,842	\$6,914,360	13.7%	\$168,885	\$186,875	10.7%
Lancaster	32	20	-37.5%	\$4,950,500	\$3,335,376	-32.6%	\$154,703	\$166,769	7.8%
Mansfield	137	147	7.3%	\$15,646,250	\$20,805,008	33.0%	\$114,206	\$141,531	23.9%
Marion	59	36	-39.0%	\$7,700,864	\$5,890,900	-23.5%	\$130,523	\$163,636	25.4%
MLS Now <sup>1</sup>	4,169	4,300	3.1%	\$747,843,693	\$833,371,542	11.4%	\$179,382	\$193,807	8.0%
NORIS <sup>2</sup>	823	899	9.2%	\$137,680,000	\$156,901,000	14.0%	\$167,290	\$174,528	4.3%
Scioto Valley	93	141	51.6%	\$14,516,075	\$21,220,300	46.2%	\$156,087	\$150,499	-3.6%
West Central <sup>3</sup>	175	175	0.0%	\$24,627,093	\$27,183,302	10.4%	\$140,726	\$155,333	10.4%
WRIST <sup>4</sup>	423	447	5.7%	\$63,420,050	\$80,264,608	26.6%	\$149,929	\$179,563	19.8%
<b>Statewide</b>	<b>12,094</b>	<b>12,473</b>	<b>3.1%</b>	<b>\$2,411,234,734</b>	<b>\$2,751,587,443</b>	<b>14.1%</b>	<b>\$199,374</b>	<b>\$220,603</b>	<b>10.6%</b>

<sup>1</sup> MLS Now: Ashtabula, Belmont, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Gernsey, Harrison, Holmes, Jefferson, Lake, Lorain, Mahoning, Medina, Muskingum, Portage, Stark, Summit, Trumbull, Tuscarawas, Washington and Wayne Counties.

<sup>2</sup> NORIS (Northwest Ohio Regional Information System): Lucas, Fulton, Defiance, Williams, Henry, Wood, Putnam, Paulding, Hancock, and Wyandot Counties.

<sup>3</sup> West Central: Allen, Hardin and Van Wert Counties.

<sup>4</sup> 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.***

Wednesday, April 21, 2021

# Ohio Local MLS Stats Report for January through March 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	74	100	35.1%	\$10,290,150	\$17,833,875	73.3%	\$139,056	\$178,339	28.2%
Athens	146	124	-15.1%	\$23,924,368	\$21,242,231	-11.2%	\$163,866	\$171,308	4.5%
Cincinnati	4,961	5,252	5.9%	\$1,107,740,644	\$1,338,812,576	20.9%	\$223,290	\$254,915	14.2%
Columbus	6,195	6,365	2.7%	\$1,493,493,240	\$1,735,881,895	16.2%	\$241,080	\$272,723	13.1%
Dayton	3,282	3,328	1.4%	\$518,129,170	\$656,793,875	26.8%	\$157,870	\$197,354	25.0%
Firelands	588	657	11.7%	\$92,560,221	\$119,078,666	28.6%	\$157,415	\$181,246	15.1%
Greater Ports.	154	142	-7.8%	\$16,851,491	\$15,337,488	-9.0%	\$109,425	\$108,010	-1.3%
Knox	98	97	-1.0%	\$18,105,669	\$17,041,879	-5.9%	\$184,752	\$175,689	-4.9%
Lancaster	80	44	-45.0%	\$13,423,694	\$8,032,946	-40.2%	\$167,796	\$182,567	8.8%
Mansfield	306	340	11.1%	\$37,408,834	\$46,968,058	25.6%	\$122,251	\$138,141	13.0%
Marion	135	120	-11.1%	\$18,622,387	\$18,691,614	0.4%	\$137,944	\$155,763	12.9%
MLS Now <sup>1</sup>	10,467	10,747	2.7%	\$1,797,534,867	\$2,043,449,229	13.7%	\$171,734	\$190,141	10.7%
NORIS <sup>2</sup>	2,055	2,233	8.7%	\$319,006,000	\$394,639,000	23.7%	\$155,234	\$176,730	13.8%
Scioto Valley	246	265	7.7%	\$38,037,120	\$46,254,508	21.6%	\$154,622	\$174,545	12.9%
West Central <sup>3</sup>	272	530	94.9%	\$37,217,953	\$81,828,517	119.9%	\$136,831	\$154,393	12.8%
WRIST <sup>4</sup>	1,108	1,159	4.6%	\$167,451,901	\$205,638,867	22.8%	\$151,130	\$177,428	17.4%
<b>Statewide</b>	<b>30,167</b>	<b>31,503</b>	<b>4.4%</b>	<b>\$5,709,797,709</b>	<b>\$6,767,525,224</b>	<b>18.5%</b>	<b>\$189,273</b>	<b>\$214,822</b>	<b>13.5%</b>

<sup>1</sup> MLS Now: Ashtabula, Belmont, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Gernsey, Harrison, Holmes, Jefferson, Lake, Lorain, Mahoning, Medina, Muskingum, Portage, Stark, Summit, Trumbull, Tuscarawas, Washington and Wayne Counties.

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**CONTACT: 2021 Ohio REALTORS President Seth Task – 216.276.1626**

For more information on home sales activity in a particular marketplace, contact one of the Local Boards/Associations or Multiple Listing Services below.

**Akron Cleveland Association**

Sandy Naragon, CEO | 216.901.0130  
Beth Rodgers, President | 216.447.4477

**Ashland Board**

Misty Miller, EO | 419.281.2700  
Diane Harper, President | 330.264.2644

**Ashtabula County Board**

Lisa Brail, EO | 440.998.1152  
Debra Woodworth, President | 440.206.6159

**Athens County Board**

Nadya Hinson, AE | 509.638.5794

**Beaver Creek Area Association**

Dale Meller, EO | 330.383.5554  
Barbara Stamp, President | 330.314.6125

**Butler-Warren Association**

Leslie Besl, EO | 513.939.2881  
Daryl Dunn, President | 513.238.7702

**Cincinnati Area Board**

Rich Fletcher, CEO | 513.761.8800  
Stephanie Sudbrack-Busam, President | 513.793.2121

**Columbus REALTORS**

John Geha, CEO | 614.475.4000  
Michael Jones, President | 614.794.9494

**Dayton REALTORS**

Carlton Jackson, CEO | 937.223.0900  
Sharon Geier, President | 937.436.2700

**East Central Association**

Holly Lehigh, EO | 330.343.7736  
Deborah Rodriguez, President | 740.264.7131

**Firelands Association**

David Freitag, CEO | 419.217.0870  
Alex Johnson, President | 419.732.0941

**Guernsey Muskingum Valley Association**

Steffanie Bush, EO | 740.452.3890

**Knox County Board**

Jeri Scott, EO | 740.392.8490  
Sibley Poland, President | 740.397.3145

**Lake & Geauga Area Association**

Vicki Pate, CEO | 440.350.9000  
Sara DiFranco, President | 440.354.3334

**Lancaster Board**

Debbie Hoelscher, EO | 740.653.1861

**Licking County Board**

Patty Osborn, EO | 740.345.2151  
Jacqueline VanDorn, President | 740.404.6126

**Lorain County Association**

Barb Tressel-Bangas, EO | 440.328.4210  
David Reddy, President | 440.892.2211

**Mansfield Association**

Lanie Bauer, EO | 419.756.1130  
Elisa Schunatz, President | 419.5589.7368

**Marietta Board**

Carrie Hale, EO | 740.373.8194  
David Chichester, President | 740.374.7325

**Marion Board**

Rebecca Williams, EO | 740.387.2928  
Jennifer Russell, President | 740.389.2000

**Medina County Board**

Sherry Stell, EO | 330.722.1000  
Robert Wilging, President | 330.722.1000

**Midwestern Ohio Association**

Brenda Blair, EO | 937.335.8501  
Tanya Blair, President | 937.214.0427

**MLS Now**

Carl DeMusz, CEO | 216.485.4100  
John Kurlich, COO | 216.485.4100

**NORIS MLS**

Megan Foos, CEO | 419.535.3222

**Northwest Ohio REALTORS (Toledo Area)**

Megan Foos, CEO | 419.535.3222  
Joan Rauh, President | 419.720.5600

**(Greater) Portsmouth Area Board**

Melanie Partin, EO | 740.352.3368  
Terrie Zempter, President | 740.354.1151

**Scioto Valley Association**

Brenda Free, EO | 740.773.7489

**Southern Ohio Association**

Alexia Billings, EO | 513.528.2657  
Carrie McIntosh-Owens, President | 513.677.1830

**Springfield Board**

Karen Bodey, EO | 937.323.6489  
Brock Bowen, President | 937.429.4500

**Stark County Association**

Lisa Yelichek, CEO | 330.494.5630  
Richard Cosgrove, President | 330.433.6005

**Wayne-Holmes Association**

Amy Scott, EO | 330.264.8062  
Adam Hanzie, President | 330.466.5338

**West Central Association (Lima Area)**

Cara Budde, EO | 419.227.5432  
Bailey Joseph, President | 419.516.3272

**WRIST MLS**

Stan Hartke, CEO | 937.335.1117

**Youngstown Columbiana Association**

Julie Larson, CEO | 330.788.7026  
Patrick Burgan, President | 330.783.0055