



## 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 November 2021 Home Sales  
DATE: December 22, 2021



Activity across the Ohio housing marketplace increased in November, as sales rose 5.5 percent from the level reached during the same month a year ago, according to Ohio REALTORS.

Home unit sales in November 2021 reached 14,290, a 5.5 percent uptick from the 13,545 sales recorded during the month last year. The average sales price across Ohio in November reached \$240,211, a 10.1 percent increase from the \$218,140 mark posted during the month in 2020.

"Activity in November was brisk throughout Ohio with both sales and values experiencing increases, an indication that consumers remain eager to take advantage of the historic low interest rate environment," said Ohio REALTORS President Seth Task.

"REALTORS are beginning to see an increase in the number of homes being marketed for sale, a critical step forward to bring the marketplace into balance as we move into the new year," Task added.

Around the state, 12 of the 15 markets tracked experienced an increase in average price for the month compared to November 2020. Additionally, 11 local markets showed an increase in sales activity compared to a year ago.

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 36,000 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.)*

# Ohio Local MLS Stats Report for November 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	36	44	22.2%	\$6,882,799	\$8,329,017	21.0%	\$191,189	\$189,296	-1.0%
Athens	62	59	-4.8%	\$12,207,512	\$11,190,225	-8.3%	\$196,895	\$189,665	-3.7%
Cincinnati	2,193	2,270	3.5%	\$552,209,564	\$641,445,556	16.2%	\$251,806	\$282,575	12.2%
Columbus	2,777	3,018	8.7%	\$748,098,807	\$892,492,014	19.3%	\$269,391	\$295,723	9.8%
Dayton	1,405	1,476	5.1%	\$279,562,150	\$331,567,138	18.6%	\$198,977	\$224,639	12.9%
Firelands	284	271	-4.6%	\$49,847,957	\$60,347,226	21.1%	\$175,521	\$222,683	26.9%
Greater Ports.	50	52	4.0%	\$6,919,756	\$7,497,211	8.3%	\$138,395	\$144,177	4.2%
Knox	33	52	57.6%	\$5,891,419	\$11,846,577	101.1%	\$178,528	\$227,819	27.6%
Lancaster	20	17	-15.0%	\$3,874,011	\$3,190,710	-17.6%	\$193,701	\$187,689	-3.1%
Mansfield	129	137	6.2%	\$19,648,063	\$24,542,430	24.9%	\$152,311	\$179,142	17.6%
MLS Now <sup>1</sup>	4,752	5,007	5.4%	\$947,486,411	\$1,076,241,717	13.6%	\$199,387	\$214,947	7.8%
NORIS <sup>2</sup>	971	1,032	6.3%	\$176,105,544	\$201,358,214	14.3%	\$181,365	\$195,115	7.6%
Scioto Valley	109	110	0.9%	\$18,035,030	\$18,251,000	1.2%	\$165,459	\$165,918	0.3%
West Central <sup>3</sup>	192	222	15.6%	\$30,720,969	\$37,844,729	23.2%	\$160,005	\$170,472	6.5%
WRIST <sup>4</sup>	532	523	-1.7%	\$97,212,765	\$106,471,536	9.5%	\$182,731	\$203,578	11.4%
<b>Statewide</b>	<b>13,545</b>	<b>14,290</b>	<b>5.5%</b>	<b>\$2,954,702,757</b>	<b>\$3,432,615,300</b>	<b>16.2%</b>	<b>\$218,140</b>	<b>\$240,211</b>	<b>10.1%</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.**

Monday, December 20, 2021

# Ohio Local MLS Stats Report for January through November 2021

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2020	2021	%Change	2020	2021	%Change	2020	2021	% Change
Ashland	398	459	15.3%	\$66,917,064	\$82,322,654	23.0%	\$168,133	\$179,352	6.7%
Athens	648	716	10.5%	\$111,397,664	\$137,465,517	23.4%	\$171,910	\$191,991	11.7%
Cincinnati	24,429	25,459	4.2%	\$6,034,308,019	\$7,169,897,448	18.8%	\$247,014	\$281,625	14.0%
Columbus	30,703	33,548	9.3%	\$8,140,562,717	\$10,011,763,188	23.0%	\$265,139	\$298,431	12.6%
Dayton	15,787	16,125	2.1%	\$3,104,416,420	\$3,537,222,288	13.9%	\$196,644	\$219,363	11.6%
Firelands	2,989	3,029	1.3%	\$537,587,923	\$608,430,131	13.2%	\$179,855	\$200,868	11.7%
Greater Ports.	566	602	6.4%	\$69,772,525	\$84,435,122	21.0%	\$123,273	\$140,258	13.8%
Knox	507	512	1.0%	\$99,915,249	\$110,044,199	10.1%	\$197,071	\$214,930	9.1%
Lancaster	360	241	-33.1%	\$67,111,571	\$117,690,577	75.4%	\$186,421	\$488,343	162.0%
Mansfield	1,453	1,658	14.1%	\$205,765,616	\$265,208,756	28.9%	\$141,614	\$159,957	13.0%
MLS Now <sup>1</sup>	50,637	52,973	4.6%	\$9,698,357,348	\$11,334,604,706	16.9%	\$191,527	\$213,969	11.7%
NORIS <sup>2</sup>	10,229	10,966	7.2%	\$1,748,284,765	\$2,101,605,903	20.2%	\$170,915	\$191,647	12.1%
Scioto Valley	1,055	1,178	11.7%	\$165,280,695	\$209,492,806	26.7%	\$156,664	\$177,838	13.5%
West Central <sup>3</sup>	2,135	2,308	8.1%	\$312,896,575	\$378,399,563	20.9%	\$146,556	\$163,951	11.9%
WRIST <sup>4</sup>	5,399	5,363	-0.7%	\$929,947,962	\$1,044,537,291	12.3%	\$172,244	\$194,767	13.1%
<b>Statewide</b>	<b>147,295</b>	<b>155,137</b>	<b>5.3%</b>	<b>\$31,292,522,113</b>	<b>\$37,193,120,149</b>	<b>18.9%</b>	<b>\$212,448</b>	<b>\$239,744</b>	<b>12.8%</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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Monday, December 20, 2021

## 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

Meranda Chesser, Interim EO | 740.856.0550  
Joshua Bodimer, President | 740.446.3643

### 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

Brent Swander, CEO | 614.475.4000  
Michael Jones, President | 614.794.9494

### Dayton REALTORS

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

### Delaware County Board

Joni Regula, EO | 740.363.3227  
April Scowden, President | 614.825.2940

### 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  
Roberta Lepi, President | 740.516.3272

### Knox County Board

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

### Lake & Geauga Area Association

Interim CEO | 440.350.9000  
Sara DiFranco, President | 440.354.3334

### Lancaster Board

Debbie Hoelscher, EO | 740.653.1861  
Cindy Collins, President | 614.944.5900

### 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

### 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

Amy Patrick, EO | 740.353.3079  
Terrie Zempter, President | 740.354.1151

### Scioto Valley Association

Brenda Free, EO | 740.773.7489  
Marian Everhart, President | 740.998.4021

### 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 Trumbull Area REALTORS

Collene Burgess, 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