



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Seth Task, CRS, GREEN, AHWD, C2EX Ohio REALTORS President, 216.276.1626
Carl Horst, Ohio REALTORS Vice President of External Affairs, 614.225.6205
RE: Ohio's October 2021 Home Sales
DATE: November 22, 2021



Ohio home sales slightly dipped in October 2021 as compared to October 2020, according to Ohio REALTORS.

Home unit sales in October 2021 reached 15,731, a 1.4% decrease from the 15,949 sales recorded during the month last year. The average sales price across Ohio this October rose to \$240,509, an 8.2% increase from the \$222,216 mark posted during the same month last year.

"Overall, we are still seeing inventory levels and volume that indicate a strong housing market. This October's minor decrease in units sold as compared to last year shows signs that the housing market is beginning to stabilize," said Ohio REALTORS President Seth Task.

"We are continuing to see a steady rise in the average sales price – good news for current and would-be buyers showing that housing is a solid, long-term investment," said Task. "While inventory levels continue to creep up, they are still historically lower than before this very active market that began Spring of 2020. We continue to collaborate with other industry partners and government agencies and legislators at all levels of government to work towards solutions that will increase the level of affordable and workforce housing throughout the state."

Around the state, 13 of 15 markets tracked experienced an increase in average home price for the month compared to October 2020. About half of the markets tracked saw an increase in home units sold, while the other half saw a decrease in home units sold.

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 nearly 37,000 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.)

Seth Task, CRS, GREEN, AHWD, C2EX, President • Scott R. Williams, RCE, CEO

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Ohio Local MLS Stats Report for October 2021

| MLS | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|---------------------------|----------------------|---------------|--------------|------------------------|------------------------|-------------|--------------------|------------------|-------------|
| | 2020 | 2021 | %Change | 2020 | 2021 | %Change | 2020 | 2021 | % Change |
| Ashland | 59 | 59 | 0.0% | \$13,275,210 | \$10,542,700 | -20.6% | \$225,004 | \$178,690 | -20.6% |
| Athens | 68 | 79 | 16.2% | \$11,830,370 | \$15,799,500 | 33.6% | \$173,976 | \$199,994 | 15.0% |
| Cincinnati | 2,574 | 2,482 | -3.6% | \$661,706,000 | \$695,837,563 | 5.2% | \$257,073 | \$280,354 | 9.1% |
| Columbus | 3,234 | 3,395 | 5.0% | \$892,166,814 | \$1,013,315,835 | 13.6% | \$275,871 | \$298,473 | 8.2% |
| Dayton | 1,651 | 1,561 | -5.5% | \$340,117,884 | \$346,526,556 | 1.9% | \$206,007 | \$221,990 | 7.8% |
| Firelands | 349 | 312 | -10.6% | \$69,333,847 | \$66,295,521 | -4.4% | \$198,664 | \$212,486 | 7.0% |
| Greater Ports. | 61 | 73 | 19.7% | \$7,178,268 | \$11,492,679 | 60.1% | \$117,677 | \$157,434 | 33.8% |
| Knox | 52 | 48 | -7.7% | \$11,481,700 | \$9,304,873 | -19.0% | \$220,802 | \$193,852 | -12.2% |
| Lancaster | 33 | 28 | -15.2% | \$6,171,380 | \$5,894,350 | -4.5% | \$187,012 | \$210,513 | 12.6% |
| Mansfield | 142 | 189 | 33.1% | \$21,731,225 | \$33,176,954 | 52.7% | \$153,037 | \$175,539 | 14.7% |
| MLS Now ¹ | 5,749 | 5,497 | -4.4% | \$1,157,264,846 | \$1,186,759,265 | 2.5% | \$201,298 | \$215,892 | 7.2% |
| NORIS ² | 1,102 | 1,122 | 1.8% | \$192,984,331 | \$220,556,160 | 14.3% | \$175,122 | \$196,574 | 12.2% |
| Scioto Valley | 98 | 130 | 32.7% | \$16,470,937 | \$25,144,503 | 52.7% | \$168,071 | \$193,419 | 15.1% |
| West Central ³ | 220 | 222 | 0.9% | \$34,308,229 | \$36,445,965 | 6.2% | \$155,946 | \$164,171 | 5.3% |
| WRIST ⁴ | 557 | 534 | -4.1% | \$108,109,540 | \$106,351,285 | -1.6% | \$194,093 | \$199,160 | 2.6% |
| Statewide | 15,949 | 15,731 | -1.4% | \$3,544,130,581 | \$3,783,443,709 | 6.8% | \$222,216 | \$240,509 | 8.2% |

¹ 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.

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

³ West Central: Allen, Hardin and Van Wert Counties.

⁴ 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.

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Ohio Local MLS Stats Report for January through October 2021

| MLS | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|---------------------------|----------------------|----------------|-------------|-------------------------|-------------------------|--------------|--------------------|------------------|--------------|
| | 2020 | 2021 | %Change | 2020 | 2021 | %Change | 2020 | 2021 | % Change |
| Ashland | 362 | 416 | 14.9% | \$60,034,265 | \$74,053,637 | 23.4% | \$165,841 | \$178,014 | 7.3% |
| Athens | 585 | 656 | 12.1% | \$104,329,731 | \$126,199,792 | 21.0% | \$178,341 | \$192,378 | 7.9% |
| Cincinnati | 23,500 | 24,305 | 3.4% | \$5,801,729,183 | \$6,847,701,634 | 18.0% | \$246,882 | \$281,740 | 14.1% |
| Columbus | 27,914 | 30,497 | 9.3% | \$7,389,226,596 | \$9,110,368,810 | 23.3% | \$264,714 | \$298,730 | 12.9% |
| Dayton | 14,349 | 14,610 | 1.8% | \$2,818,351,913 | \$3,198,520,456 | 13.5% | \$196,415 | \$218,927 | 11.5% |
| Firelands | 2,706 | 2,758 | 1.9% | \$487,739,966 | \$548,082,905 | 12.4% | \$180,244 | \$198,725 | 10.3% |
| Greater Ports. | 516 | 544 | 5.4% | \$62,852,769 | \$76,014,511 | 20.9% | \$121,808 | \$139,733 | 14.7% |
| Knox | 458 | 453 | -1.1% | \$91,088,030 | \$97,032,495 | 6.5% | \$198,882 | \$214,200 | 7.7% |
| Lancaster | 340 | 222 | -34.7% | \$63,237,560 | \$114,252,507 | 80.7% | \$185,993 | \$514,651 | 176.7% |
| Mansfield | 1,323 | 1,517 | 14.7% | \$186,082,553 | \$240,166,326 | 29.1% | \$140,652 | \$158,317 | 12.6% |
| MLS Now ¹ | 45,885 | 47,966 | 4.5% | \$8,750,870,937 | \$10,258,272,989 | 17.2% | \$190,713 | \$213,866 | 12.1% |
| NORIS ² | 9,226 | 9,882 | 7.1% | \$1,570,635,949 | \$1,897,499,439 | 20.8% | \$170,240 | \$192,016 | 12.8% |
| Scioto Valley | 946 | 1,067 | 12.8% | \$147,245,665 | \$191,061,906 | 29.8% | \$155,651 | \$179,065 | 15.0% |
| West Central ³ | 1,943 | 2,086 | 7.4% | \$282,175,606 | \$340,554,834 | 20.7% | \$145,227 | \$163,257 | 12.4% |
| WRIST ⁴ | 4,895 | 4,844 | -1.0% | \$844,495,151 | \$941,895,954 | 11.5% | \$172,522 | \$194,446 | 12.7% |
| Statewide | 134,948 | 141,823 | 5.1% | \$28,660,095,874 | \$34,061,678,195 | 18.8% | \$212,379 | \$240,170 | 13.1% |

¹ 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

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