

# POINT OF SALE (POS) ORDINANCES AND THEIR POTENTIAL EFFECT ON THE REAL ESTATE MARKET IN CUYAHOGA COUNTY MUNICIPALITIES



*The Voice of Real Estate in Northeast Ohio*

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# Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

## EXECUTIVE SUMMARY

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- Strategy Design Partners (SDP) was engaged by the Akron Cleveland Association of REALTORS® (ACAR) to provide data analysis on the potential impact of municipal Point of Sale (POS) regulations on the Cuyahoga County real estate market.
- This analysis reviews 2012-2014 property sales records for the following pairs of Cuyahoga County municipalities that do and do not have POS requirements in place, as well as aggregate data on the county as a whole and all municipalities with and without POS requirements.
  - **Cleveland Heights** (POS requirement) and **Lakewood** (no POS requirement)
  - **Euclid** (POS requirement) and **Parma** (no POS requirement)
  - **Maple Heights** (POS requirement) and **Garfield Heights\*** (no escrow requirement)
  - **Shaker Heights** (POS requirement) and **Rocky River** (no POS requirement)
- These pairings were arrived at by consulting with ACAR regarding comparable cities in terms of age, size, and quality of housing stock, both with and without POS regulations.
- After completing the analysis, the data indicates that within the pairings and in aggregate analysis, cities without POS regulation had a more robust real estate market.
- Gross annual residential sales in cities without a POS requirement were higher than those with a POS requirement, but turnover rates were comparable in each city pair and in aggregate data for the county.
- A review of short sales in each city showed insignificant differences in the number of short sales between comparison cities and in aggregate data for the county.

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*

## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

- Closing prices in cities without a POS requirement were higher than those with a POS requirement, and this was consistent over a three-year look-back.
- Homes in cities with POS requirements spent significantly more days on the market than those in cities without POS requirements.
- Garfield Heights presented a special case as it has POS requirements but eliminated the escrow requirement. Its comparison to Maple Heights served a quasi-control group role and demonstrated again the consistency of data for cities with POS.
- Overall, analysis of MLS sales data shows that real estate sales in cities in Cuyahoga County with POS requirements have been less robust than those without such policies in terms of days on the market and average sales prices.
- Additional factors that might impact days on market and close price could be studied. Further analysis is possible comparing and controlling for such variables at a micro level on houses, e.g., age of houses, price per square footage.
- ACAR may want to further test the implications of this data by performing additional qualitative research through focus groups or polling with homebuyers to elicit comments on the impact of point of sale on their homebuying decisions.

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# Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

## FULL REPORT

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### **INTRODUCTION**

Strategy Design Partners (SDP) was engaged by the Akron Cleveland Association of REALTORS® (ACAR) to provide data collection and analysis on the potential impact of municipal Point of Sale (POS) regulations on the local real estate market. In consultation with ACAR, four pairs of municipalities were identified with comparable housing stock in age, size, and quality. In each pair, one municipality has POS requirements in place and one municipality has none or waives parts of the requirement. The analysis explored whether data analysis would support or contradict real estate professionals' assumptions that POS negatively impact elements of the homebuying process. Property and sales data in these municipality pairs and in aggregate data for municipalities with and without POS requirements in the county were the main data source analyzed.

### **CONTEXT**

As a member of the National Association of REALTORS® (NAR), ACAR has identified the elimination of department-generated fees as an advocacy platform within local and state governments. ACAR and other members of NAR believe that administrative costs associated with the real estate industry should be paid from the appropriation of general tax revenues and not the imposition of fees. NAR members find it critical that local governments enforce property maintenance standards, but advocate for consistent, reasonable, and timely inspections of all property, not just those that are for sale. For many years, ACAR and other member institutions have felt that POS requirements negatively impact the homebuying process through fewer sales, longer time on the market per sale, and decreased sale values for comparable properties. This analysis was commissioned in order to identify if such claims are supported by real estate data collected in Cuyahoga County over a three-year period. While analysis will not show causal relationships, it will indicate whether or not the data supports the theory through various means.

# Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

## METHODOLOGY

This analysis reviews 2012-2014 property sales for the following pairs of Cuyahoga County municipalities that do and do not have POS requirements in place:

- **Cleveland Heights** (POS requirement) and **Lakewood** (no POS requirement)
- **Euclid** (POS requirement) and **Parma** (no POS requirement)
- **Maple Heights** (POS requirement) and **Garfield Heights\*** (no escrow requirement)
- **Shaker Heights** (POS requirement) and **Rocky River** (no POS requirement)

Analysis also was performed for an aggregate of all Cuyahoga County municipalities. A list of those municipalities and the status of POS requirements for the purpose of this analysis can be found in Appendix A.

Table 1 identifies demographic data for each municipality, collected from the 2010 Census:

- Population:
  - Total
  - Density: population per square mile
- Housing Units
  - Total Units
  - Occupancy: occupied/vacant status, owner/renter occupancy
  - Density: Single-, multi-family units

This data was highlighted in order to review comparability within each municipality pair.

All data in Tables 2-8 was obtained from the Northern Ohio Regional Multiple Listing Service (NORMLS) for the years 2012-2014. While the data available in this dataset is abundant, this analysis reviewed the following variables for each municipality for the 2012-2014 time period:

- Age: year built
- Size: square footage

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*

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## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

- Residential Sales Type: single-family, condominium
- Short Sales: total number
- Prices: list price, closing price
- Duration: days on market

Table 2A continues the review of comparability within each municipality pair, as age and size of housing was a factor in ACAR's selection. Both the median and mean age (relative to 2015) and median and mean square footage were calculated for each municipality, compared across 2012, 2013, and 2014. Table 2B shows the same calculations for Cuyahoga County as a whole and for all municipalities with and without POS requirements, respectively.

Table 3A compares the total number of residential sales and rates of turnover (sales as percent of total housing units) for each municipality across 2012, 2013, and 2014. Table 3B shows the same calculations for Cuyahoga County as a whole and for all municipalities with and without POS requirements, respectively.

Table 4A compares the total number of short sales for each municipality across 2012, 2013, and 2014. Table 4B shows the same calculations for Cuyahoga County as a whole and for all municipalities with and without POS requirements, respectively.

Table 5A compares median original list price, median list price, and median close price for each municipality in the 2012-2014 time period. It also indicates the difference between the median original list price and the median close price for each municipality. Table 5B shows the same calculations for Cuyahoga County as a whole and for all municipalities with and without POS requirements, respectively.

Table 6 uses the same variables as the previous table, but compares across 2012, 2013, and 2014, including when indicating the difference between the median original list price and the median close price for each municipality.

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*

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## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 7A compares the mean and median days on market for each municipality in the 2012-2014 time period. It also indicates the difference between each municipality within its pair in terms of mean and median days on the market for that same time period. Table 7B shows the same calculations for Cuyahoga County as a whole and for all municipalities with and without POS requirements, respectively.

Table 8 reviews Garfield Heights as a special case, considering that it has POS requirements but has eliminated the escrow requirement. This table compares days on the market, median original list price, median list price, and median close price for Garfield Heights across 2012, 2013, and 2014.

### ANALYSIS

Table 1 – Demographics by Municipality

	Cuyahoga County	Cleveland Heights	Euclid	Garfield Heights	Lakewood	Maple Heights	Parma	Rocky River	Shaker Heights
<b>Total Population</b>	<b>1,280,122</b>	<b>46,121</b>	<b>48,920</b>	<b>28,849</b>	<b>52,131</b>	<b>23,138</b>	<b>81,601</b>	<b>20,213</b>	<b>28,448</b>
Population/square mile	2,800	5,689	4,602	3,990	9,419	4,474	4,075	4,266	4,528
<b>Total Housing Units</b>	<b>621,763</b>	<b>22,465</b>	<b>26,037</b>	<b>13,125</b>	<b>28,498</b>	<b>10,894</b>	<b>36,608</b>	<b>10,181</b>	<b>13,318</b>
Occupied Housing Units	545,056	19,957	22,685	11,691	25,274	9,515	34,489	9,283	11,840
Occupancy Rate	88%	89%	87%	89%	89%	87%	94%	91%	89%
Owner-occupied Housing Units	331,876	11,242	12,259	8,137	10,956	7,013	25,576	6,697	7,569
Renter-occupied Housing Units	213,180	8,715	10,426	3,554	14,318	2,502	8,913	2,586	4,271
Vacant Housing Units	76,707	2,508	3,352	1,434	3,224	1,379	2,119	898	1,478
Vacancy Rate	12%	11%	13%	11%	11%	13%	6%	9%	11%
Single Family Housing Units (attached + detached)	399,603	14,477	15,138	10,669	10,540	9,732	28,676	6,302	7,799
% Single Family Housing Units	64%	64%	58%	81%	37%	89%	78%	62%	59%
Non-Single Family Housing Units	222,160	7,988	10,899	2,456	17,958	1,162	7,932	3,879	5,519
% Non-Single Family Housing Units	36%	36%	42%	19%	63%	11%	22%	38%	41%



*Source: 2010 Census*

Table 1 documents the population and housing numbers for each municipality being studied as well as those statistics for Cuyahoga County. While these numbers do not show direct parallels between the pairs, ACAR considers the housing stocks comparable due to the age, size, and quality of housing stock (see Table 2A below).

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*

# Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 2A – City Pairs: Year Built and Square Footage

 = Municipality with POS requirements  
 = Municipality without POS requirements

CITY PAIRS: YEAR BUILT AND SQUARE FOOTAGE				
	Year Built		Square Footage	
	Median	Mean	Median	Mean
Cleveland Heights	1925	1933	1,628	1,979
Lakewood	1921	1927	1,410	1,634
Euclid	1951	1948	1,247	1,382
Parma	1954	1955	1,251	1,401
Maple Heights	1951	1951	1,131	1,254
Garfield Heights*	1952	1948	1,170	1,309
Shaker Heights	1938	1941	2,107	2,522
Rocky River	1957	1958	1,625	1,909

Table 2A notes the age and square footage figures for each pairing that was analyzed in this study. As can be seen, the figures are highly comparable. The largest variance can be seen in the pairing of Shaker Heights and Rocky River, which potentially was influenced by the former's housing stock including older, generally larger homes.

Table 2B – Cuyahoga County: Year Built and Square Footage

CUYAHOGA COUNTY: YEAR BUILT AND SQUARE FOOTAGE				
	Year Built		Square Footage	
	Median	Mean	Median	Mean
Cuyahoga County (CC)	1955	1956	1,550	1,791
CC Municipalities with POS	1950	1946	1,373	1,728
CC Municipalities without POS	1958	1960	1,447	1,819

Table 2B displays the age and square footage figures for Cuyahoga County as a whole and for all municipalities with and without POS requirements respectively. As seen in the table, the figures continue to show comparability.

\*Garfield Heights has eliminated escrow requirements but still has POS requirements.



## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 3A – City Pairs: Total Residential Sales and Turnover

	= Municipality with POS requirements		
	= Municipality without POS requirements		

CITY PAIRS: TOTAL RESIDENTIAL SALES AND TURNOVER			
	2012	2013	2014
Cleveland Heights	446	539	509
Sales as percent of Housing Units	2.0%	2.4%	2.3%
Lakewood	505	538	572
Sales as percent of Housing Units	1.6%	1.9%	1.8%
Euclid	550	575	557
Sales as percent of Housing Units	2.1%	2.2%	2.1%
Parma	794	931	951
Sales as percent of Housing Units	1.5%	1.6%	1.5%
Maple Heights	259	295	259
Sales as percent of Housing Units	5.0%	5.3%	5.1%
Garfield Heights*	325	350	363
Sales as percent of Housing Units	4.2%	4.4%	4.2%
Shaker Heights	358	396	414
Sales as percent of Housing Units	4.1%	4.3%	4.2%
Rocky River	341	406	387
Sales as percent of Housing Units	5.4%	5.6%	5.5%

As can be seen in Table 3A above, ***Total Residential Sales in each city without a POS requirement were higher than those with a POS requirement***, with the exception of Rocky River, which had fewer Total Residential Sales in 2012 and 2014 than Shaker Heights. The table also illustrates turnover rates, or sales as a percentage of total housing units in the municipality (recorded in the 2010 census). ***While total sales varied in municipality pairs, difference in turnover rates within each pair were insignificant.***

Table 3B – Cuyahoga County: Total Residential Sales and Turnover by Year

CUYAHOGA COUNTY: TOTAL RESIDENTIAL SALES AND TURNOVER			
	2012	2013	2014
Cuyahoga County (CC)	11,548	13,367	12,980
Sales as percent of Housing Units	1.86%	2.15%	2.09%
CC Municipalities with POS	3,635	4,135	4,128
Sales as percent of Housing Units	1.93%	2.20%	2.19%
CC Municipalities without POS	7,913	9,232	8,852
Sales as percent of Housing Units	1.82%	2.13%	2.04%

Table 3B reviews this data for Cuyahoga County as a whole and all municipalities with and without POS ordinances in the county. Again, ***while the total number of houses sold was significantly higher for municipalities without POS, differences in turnover rates were negligible.***

\*Garfield Heights has eliminated escrow requirements but still has POS requirements.

## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 4A – City Pairs: Short Sales by Year

= Municipality with POS requirements  
 = Municipality without POS requirements

CITY PAIRS: SHORT SALES BY YEAR									
	2012			2013			2014		
	Short Sales	Total Sales	% Short Sale	Short Sales	Total Sales	% Short Sale	Short Sales	Total Sales	% Short Sale
Cleveland Heights	14	446	3.1%	17	539	3.2%	14	509	2.8%
Lakewood	21	505	4.2%	17	538	3.2%	10	572	1.7%
Euclid	33	550	6.0%	37	575	6.4%	18	557	3.2%
Parma	32	794	4.0%	32	931	3.4%	34	951	3.6%
Maple Heights	16	259	6.2%	9	295	3.1%	19	259	7.3%
Garfield Heights*	18	325	5.5%	30	350	8.6%	16	363	4.4%
Shaker Heights	8	358	2.2%	7	396	1.8%	5	414	1.2%
Rocky River	9	341	2.6%	5	406	1.2%	3	387	0.8%

A review of short sales in each city showed *insignificant differences in number of short sales between comparison cities*. This suggests that crisis situations in sales (short sales, foreclosure, estate sales, etc.) were not a factor that influenced this analysis.

Table 4B – Cuyahoga County: Short Sales by Year

CUYAHOGA COUNTY: SHORT SALES BY YEAR									
	2012			2013			2014		
	Short Sales	Total Sales	% Short Sale	Short Sales	Total Sales	% Short Sale	Short Sales	Total Sales	% Short Sale
Cuyahoga County (CC)	440	11548	3.8%	490	13367	3.7%	351	12980	2.7%
CC Municipalities with POS	159	3635	4.4%	177	4135	4.3%	125	4128	3.0%
CC Municipalities without POS	281	7913	3.6%	313	9232	3.4%	226	8852	2.6%

Table 4B shows a comparison of short sales for Cuyahoga County as a whole and for municipalities with POS and without POS requirements. The larger data set again demonstrates an *insignificant difference in number of short sales between municipalities with and without POS requirement*.

\*Garfield Heights has eliminated escrow requirements but still has POS requirements.

## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 5A – City Pairs: List Prices and Closing Prices 2012-2014

	= Municipality with POS requirements			
	= Municipality without POS requirements			

CITY PAIRS: LIST PRICES AND CLOSING PRICES 2012-2014				
	Median Original List Price	Median List Price	Median Close Price	Median Original List Less Median Close
Cleveland Heights	\$ 89,450	\$ 99,900	\$ 93,000	-\$ 3,550
Lakewood	\$ 124,900	\$ 119,000	\$ 113,000	\$ 11,900
Euclid	\$ 47,000	\$ 39,900	\$ 35,000	\$ 12,000
Parma	\$ 94,000	\$ 87,900	\$ 82,550	\$ 11,450
Maple Heights	\$ 31,000	\$ 25,500	\$ 22,500	\$ 8,500
Garfield Heights*	\$ 44,900	\$ 38,950	\$ 33,438	\$ 11,463
Shaker Heights	\$ 214,900	\$ 199,900	\$ 189,950	\$ 24,950
Rocky River	\$ 211,000	\$ 200,000	\$ 195,250	\$ 15,750

Table 5A above indicates **higher closing prices in cities without a POS requirement than those with a POS requirement**. Euclid and Shaker Heights (with POS requirements) noted more significant differences in median list price less median close price (\$12,000 and \$24,950 respectively) than their counterparts (Parma: \$11,450, Rocky River: \$15,750). Garfield Heights saw greater differences than Maple Heights (\$11,463 vs. \$8,500) and Cleveland Heights actually showed a higher median close price than median list price, resulting in a “surplus” of \$3,550, while Lakewood (without POS) saw decreases of \$11,900. Discussion with staff at NORMLS suggests that the discrepancy in Cleveland Heights was due to the large number of auctions, REOs, and foreclosures in that municipality, leading to high closing prices from interested buyers.

Table 5B – Cuyahoga County: List Prices and Closing Prices 2012-2014

CUYAHOGA COUNTY: LIST PRICES AND CLOSING PRICES 2012-2014				
	Median Original List Price	Median List Price	Median Close Price	Median Original List Less Median Close
Cuyahoga County (CC)	\$ 115,000	\$ 109,500	\$ 101,000	\$ 14,000
CC Municipalities with POS	\$ 89,900	\$ 79,900	\$ 75,000	\$ 14,900
CC Municipalities without POS	\$ 127,000	\$ 119,900	\$ 115,000	\$ 12,000

Table 5B indicates **higher closing prices in cities without a POS requirement than those with a POS requirement across the County**.

\*Garfield Heights has eliminated escrow requirements but still has POS requirements.

## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 6 – City Pairs: List Prices and Closing Prices by Year

CITY PAIRS: LIST PRICES AND CLOSING PRICES BY YEAR												
	Median Original List Price			Median List Price			Median Close Price			Median Original List Less Median Close		
	2012	2013	2014	2012	2013	2014	2012	2013	2014	2012	2013	2014
Cleveland Heights	\$ 84,900	\$ 109,900	\$ 119,000	\$ 74,900	\$ 99,900	\$ 85,000	\$ 80,625	\$ 94,000	\$ 104,000	\$ 4,275	\$ 15,900	\$ 15,000
Lakewood	\$ 114,900	\$ 124,900	\$ 129,900	\$ 108,500	\$ 119,900	\$ 125,000	\$ 100,000	\$ 115,750	\$ 123,400	\$ 14,900	\$ 9,150	\$ 6,500
Euclid	\$ 49,900	\$ 44,900	\$ 46,900	\$ 39,250	\$ 39,000	\$ 42,500	\$ 32,000	\$ 35,000	\$ 39,900	\$ 17,900	\$ 9,900	\$ 7,000
Parma	\$ 89,950	\$ 94,500	\$ 94,900	\$ 84,639	\$ 89,900	\$ 89,000	\$ 78,550	\$ 84,600	\$ 84,500	\$ 11,400	\$ 9,900	\$ 10,400
Maple Heights	\$ 29,900	\$ 29,900	\$ 37,900	\$ 24,640	\$ 24,900	\$ 29,900	\$ 21,000	\$ 22,000	\$ 25,000	\$ 8,900	\$ 7,900	\$ 12,900
Garfield Heights*	\$ 44,000	\$ 41,450	\$ 46,900	\$ 37,500	\$ 35,000	\$ 42,900	\$ 31,450	\$ 30,025	\$ 38,000	\$ 12,550	\$ 11,425	\$ 8,900
Shaker Heights	\$ 213,500	\$ 205,000	\$ 219,950	\$ 196,750	\$ 189,950	\$ 210,000	\$ 182,750	\$ 185,650	\$ 200,000	\$ 30,750	\$ 19,350	\$ 19,950
Rocky River	\$ 200,000	\$ 212,500	\$ 215,500	\$ 199,900	\$ 199,950	\$ 209,900	\$ 190,000	\$ 195,000	\$ 201,000	\$ 10,000	\$ 17,500	\$ 14,500

Table 6 above can be used to compare Original List Prices, List Prices, Median Close Price, and the difference between Close Price and Original List Price. The table indicates that the trend of **higher closing price in cities without a POS requirement than those with a POS requirement is consistent over the three-year period.** However, the data was inconclusive and inconsistent in showing any pattern as to the gap between list and closing prices when considering the presence of POS requirements.

Table 7A – City Pairs: Days on Market

= Municipality with POS requirements  
 = Municipality without POS requirements

CITY PAIRS: DAYS ON MARKET				
	Mean Days on Market	Median Days on Market	% Difference in Mean Days	% Difference in Median Days
Cleveland Heights	134	77	46%	38%
Lakewood	91	56		
Euclid	118	78	27%	24%
Parma	93	63		
Maple Heights	103	68	3%	4%
Garfield Heights*	106	71		
Shaker Heights	122	89	21%	48%
Rocky River	101	60		

Total days on market was analyzed and is shown in Table 7A above. The data indicates that, with the exception of Garfield Heights and Maple Heights, **homes in cities with POS requirements spent significantly more days on the market than those in cities without POS requirements.** These ranged from 21% to 46% more days when comparing mean days on market and 24% to 48% when comparing median days on market.

\*Garfield Heights has eliminated escrow requirements but still has POS requirements.



## Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

Table 7B – Cuyahoga County: Days on Market

CUYAHOGA COUNTY: DAYS ON MARKET				
	Median Days on Market	Mean Days on Market	% Difference in Median Days	% Difference in Mean Days
Cuyahoga County (CC)	67	105		
CC Municipalities with POS	72	111	11%	10%
CC Municipalities without POS	65	102		

Table 7B examines the median and mean days on market for Cuyahoga County as a whole and for all municipalities with and without POS requirements. This data shows that ***Cuyahoga County municipalities with POS spent more days on the market than those municipalities without POS.***

Garfield Heights presents a special case as it has POS requirements but eliminated the escrow requirement. Its comparison to Maple Heights served almost in a control group capacity and demonstrated again the consistency of data for cities with POS. Garfield Heights spent an average (both mean and median) of 3 more days on the market than Maple Heights, representing a negligible (3% to 4%) difference between the two cities.

Table 8: Garfield Heights

GARFIELD HEIGHTS			
	2012	2013	2014
Mean Days on the Market	124	104	92
Median Days on the Market	83	66	65
Median Original List Price	\$ 44,000	\$ 41,450	\$ 46,900
Median Close Price	\$ 31,450	\$ 30,025	\$ 38,000
Median Original List Less Median Close	\$ 12,550	\$ 11,425	\$ 8,900

Considering that Garfield Heights is a special case in that it has POS requirements but eliminated the escrow requirement, the above table shows change in Days on the Market, List and Close Prices for the city over the three years. ***Both Median and Mean Days on the Market decreased each year, and the difference between List Price and Close Price decreased each year.***

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*



# Impact of Point of Sale (POS) Ordinances in Cuyahoga County Municipalities

## **CONCLUSION**

Analysis of MLS sales data shows that real estate sales in cities in Cuyahoga County with POS requirements have been less robust than those cities without such policies. Comparing these eight municipalities as well as aggregate data for the county indicates that, in general, houses in cities without a POS spent less days on the market and had higher average sales prices than those in cities requiring POS.

Additional factors that might impact days on market and close price could be studied. Further analysis is possible comparing and controlling for such variables at a micro level on houses, e.g., age of houses, price per square footage.

ACAR may want to further test the implications of this data by performing additional research through focus groups or polling with homebuyers to elicit comments on the impact of point of sale on their homebuying decisions.

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## Appendix A

### Cuyahoga County Municipality POS Requirement Status for Aggregate Data

#### **Cuyahoga County Municipalities Without POS Requirements**

Bay Village  
Beachwood  
Bentleyville  
Brecksville  
Broadview Heights  
Brooklyn  
Chagrin Falls  
Chagrin Falls Township  
Cleveland  
Fairview Park  
Garfield Heights\*  
Glenwillow  
Highland Heights  
Independence  
Lyndhurst  
Mayfield Village  
Middleburg Heights  
North Olmsted  
North Royalton  
Old Brooklyn  
Olmsted Falls  
Olmsted Township  
Parma  
Parma Heights  
Pepper Pike  
Richmond Heights  
Rocky River  
Seven Hills  
Solon  
South Euclid  
Strongsville  
Valley View  
Walton Hills  
Westlake

#### **Cuyahoga County Municipalities With POS Requirements**

Bedford  
Bedford Heights  
Berea  
Bratenahl  
Brook Park  
Brooklyn Heights  
Cleveland Heights  
Cuyahoga Heights  
East Cleveland  
Euclid  
Gates Mills  
Highland Hills  
Hunting Valley  
Lakewood  
Linndale  
Maple Heights  
Mayfield Heights  
Moreland Hills  
Newburgh Heights  
North Randall  
Oakwood  
Oakwood Village  
Orange Village  
Shaker Heights  
University Heights  
Warrensville Heights  
Woodmere

*\*Garfield Heights has eliminated escrow requirements but still has POS requirements.*