

TO: All News Media #25-01  
 FROM: Terry Hankner, OAR President – 513/561-7016, ext. 309  
 Carl Horst, OAR Director of Publications & Media Relations -- 614/228-6675

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RE: Ohio's Home Sale Activity Report – April 2001

**Home sales remain strong throughout Ohio, with both the April and year-to-date activity totals surpassing the levels of a year ago, reports the Ohio Association of REALTORS<sup>®</sup>.**

“For the marketplace to exceed last year’s sales pace is remarkable and a clear indication that Ohioans are eager to make the American Dream of homeownership a reality,” said 2001 OAR President Terry Hankner, a Cincinnati REALTOR<sup>®</sup>. “Housing remains a true bright spot in the overall economic picture and, with favorable interest rates and an array of housing options available, the market is well positioned for the balance of the year.”

Statewide sales of new and existing homes total 30,538 this year (January-April), a 0.4 percent increase from the pace of 30,405 sales posted during the four-month period in 2000. Additionally, the state’s average sales price of \$134,701 through April 2001 marks a 2.7 percent increase from the \$131,223 level of a year ago. The total dollar volume of \$4.1 billion is 3.1 percent ahead of the 2000 mark of \$3.9 billion.

Sales activity in April 2001 reached 9,438, a 1.4 percent increase from the 9,305 sales during the month a year ago. The average sales price reached \$134,321, a 0.9 percent increase from the \$133,153 mark of April 2000.

The 30,000-member Ohio Association of REALTORS<sup>®</sup>, the largest professional trade organization in the state, calculates its home sale figures based on statistics provided by the Multiple Listing Services (MLS) throughout Ohio. Participating MLSes include: Cincinnati, Columbus, Centralized Real Estate Information Services, Dayton, Firelands, Heartland, Knox, Lancaster, Licking, Mansfield, Marion, Northern Ohio Regional Multiple Listing Service, Scioto Valley, Toledo, West Central and Western Regional Information Systems & Technology. Figures include both new and existing home sales, including single-family and condominiums.

*{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.}*

<b>Statewide Totals</b>					
	<u>Sales</u>	<u>Average Price</u>		<u>Sales</u>	<u>Average Price</u>
April '01	9,438	\$134,321	Jan.-April '01	30,538	\$134,701
April '00	9,305	\$133,153	Jan.-April '00	30,405	\$131,223
% Change	1.4%	0.9%	% Change	0.4%	2.7%

## Local Market Activity Report

		April		January – April	
		Sales	Avg. Price	Sales	Avg. Price
<b>Cincinnati Area</b>	2001	1,885	\$148,706	6,147	\$149,607
	2000	1,810	\$143,604	5,941	\$143,782
	% Change	4.1%	3.6%	3.5%	4.1%
<b>Columbus Area</b>	2001	1,728	\$151,243	5,506	\$147,859
	2000	1,684	\$138,849	5,382	\$142,490
	% Change	2.6%	8.9%	2.3%	3.8%
<b>Centralized Regional Information Systems</b> <small>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</small>	2001	1,431	\$119,860	4,841	\$118,750
	2000	1,426	\$122,126	4,921	\$117,148
	% Change	0.4%	-1.9%	-1.6%	1.4%
<b>Dayton Area</b>	2001	881	\$125,318	2,677	\$124,275
	2000	883	\$121,466	2,728	\$118,529
	% Change	-0.2%	3.2%	-1.9%	4.8%
<b>Firelands</b> <small>(Erie, Huron, Ottawa, Sandusky &amp; Seneca)</small>	2001	159	\$102,410	541	\$105,161
	2000	153	\$122,504	547	\$114,146
	% Change	3.9%	-16.4%	-1.1%	-7.9%
<b>Heartland</b> <small>(Hancock County)</small>	2001	94	\$125,627	339	\$120,169
	2000	95	\$116,498	309	\$120,183
	% Change	-1.1%	7.8%	9.7%	0.0%
<b>Knox</b>	2001	51	\$98,704	155	\$94,526
	2000	52	\$105,852	183	\$102,692
	% Change	-1.9%	-6.8%	-15.3%	-8.0%
<b>Lancaster</b>	2001	78	\$130,234	247	\$115,477
	2000	80	\$102,853	240	\$109,339
	% Change	-2.5%	26.6%	2.9%	5.6%
<b>Licking</b>	2001	86	\$132,714	272	\$119,554
	2000	105	\$117,511	321	\$118,601
	% Change	-18.1%	12.9%	-15.3%	0.8%
<b>Mansfield</b>	2001	113	\$102,009	358	\$95,728
	2000	112	\$91,952	347	\$91,279
	% Change	0.9%	10.9%	3.2%	4.9%
<b>Marion</b>	2001	65	\$87,622	183	\$86,845
	2000	49	\$72,627	156	\$69,894
	% Change	32.7%	20.6%	17.3%	24.3%
<b>Northern Ohio Regional MLS</b> <small>(Cuyahoga, Lake, Geauga, Median &amp; Lorain)</small>	2001	1,757	\$139,312	5,720	\$147,573
	2000	1,782	\$152,766	5,851	\$147,421
	% Change	-1.4%	-8.8%	-2.2%	0.1%
<b>Scioto Valley</b>	2001	82	\$85,709	264	\$91,558
	2000	81	\$115,135	271	\$100,282
	% Change	1.2%	-25.6%	-2.6%	-8.7%
<b>Toledo Area</b>	2001	646	\$125,300	2,010	\$124,947
	2000	598	\$120,239	1,997	\$119,065
	% Change	8.0%	4.2%	0.7%	4.9%
<b>West Central/Lima</b>	2001	79	\$96,384	263	\$93,659
	2000	66	\$95,060	254	\$80,242
	% Change	19.7%	1.4%	3.5%	16.7%
<b>Western Regional Information Systems &amp; Technology</b> <small>(Clark, Miami, Champaign, Logan, Shelby, Adams &amp; Mercer)</small>	2001	303	\$105,143	1,015	\$103,102
	2000	329	\$104,459	957	\$100,062
	% Change	-7.9%	0.7%	6.1%	3.0%