

\*\*\*NEWS SERVICE\*\*\*

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

**Home sales activity in Ohio through the first half of 2001 is surpassing the pace of a year ago, with average prices also showing strong gains, reports the Ohio Association of REALTORS<sup>®</sup>.**

“The housing market continues to surpass even our most optimistic expectations, excelling in an otherwise sluggish economic environment,” said 2001 OAR President Terry Hankner, a Cincinnati REALTOR<sup>®</sup>. “With favorable interest rates and an ample supply of homes for sale in all price categories, the outlook for the balance of the year is outstanding.”

Statewide sales of new and existing homes total 53,463 this year (January-June), a 0.7 percent increase from the pace of 53,074 sales posted during the six-month period in 2000. Additionally, the state's average sales price of \$139,407 through June 2001 marks a 3.6 percent increase from the \$134,508 level of a year ago. The total dollar volume of \$7.5 billion is 4.4% percent ahead of the 2000 mark of \$7.1 billion.

Sales activity in June 2001 reached 11,896, a 1.5 percent increase from the 11,721 sales during the month a year ago. The average sales price reached \$149,336, a 5.8 percent increase from the \$141,091 mark of June 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>Average Price</u>	<u>Sales</u>	<u>Average Price</u>		<u>Sales</u>	
June '01	11,896	\$149,336	Jan.-June '01	53,463	\$139,407
June '00	11,721	\$141,091	Jan.-June '00	53,074	\$134,508
% Change	1.5%	5.8%	% Change	0.7%	3.6%

## Local Market Activity Report

		June		January – June	
		Sales	Avg. Price	Sales	Avg. Price
<b>Cincinnati Area</b> \$155,101	2001	2,230	\$168,202	10,550	
	2000	2,161	\$156,506	10,199	
	% Change	3.2%	7.5%	3.4%	5.0%
<b>Columbus Area</b> \$152,249	2001	2,143	\$162,964	9,879	
	2000	2,172	\$154,915	9,568	
	% Change	-1.3%	5.2%	3.3%	4.4%
<b>Centralized Regional Information Systems</b> \$122,444 \$119,748	2001	1,682	\$131,597	8,101	
	2000	1,837	\$124,420	8,563	
	% Change	-8.4%	5.8%	-5.4%	2.3%
<i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</i>					
<b>Dayton Area</b> \$127,562	2001	1,061	\$133,768	4,733	
	2000	1,018	\$124,029	4,681	
	% Change	4.2%	7.9%	1.1%	5.5%
<b>Firelands</b> \$112,073	2001	219	\$131,645	951	
	2000	198	\$110,908	937	
	% Change	10.6%	18.7%	1.5%	-3.1%
<i>(Erie, Huron, Ottawa, Sandusky &amp; Seneca)</i>					
<b>Heartland</b> \$125,131	2001	139	\$133,375	604	
	2000	126	\$118,867	547	
	% Change	10.3%	12.2%	10.4%	3.4%
<i>(Hancock County)</i>					
<b>Knox</b> \$104,543	2001	68	\$113,800	286	
	2000	72	\$100,275	322	
	% Change	-5.6%	13.5%	-11.2%	-0.1%
<b>Lancaster</b> \$115,602	2001	73	\$111,071	387	
	2000	79	\$120,652	403	
	% Change	-7.6%	-7.9%	-4.0%	2.8%
<b>Licking</b> \$120,709	2001	121	\$124,825	490	
	2000	103	\$130,662	548	
	% Change	17.5%	-4.5%	-10.6%	-0.4%
<b>Mansfield</b>	2001	127	\$109,287	610	\$99,024
	2000	138	\$103,537	613	\$94,731
	% Change	-8.0%	5.6%	-0.5%	4.5%
<b>Marion</b>	2001	54	\$95,566	294	\$88,694
	2000	64	\$87,502	289	\$75,186
	% Change	-15.6%	9.2%	1.7%	18.0%
<b>Northern Ohio</b> \$153,470	2001	2,419	\$164,430	10,378	

<b>Regional MLS</b>	2000	2,441	\$156,750		10,481	
\$150,412						
	% Change	-0.9%	4.9%	-1.0%		2.0%
<i>(Cuyahoga, Lake, Geauga, Median &amp; Lorain)</i>						
<b>Scioto Valley</b>	2001	65	\$93,539	439		\$89,665
	2000	92	\$103,127		447	\$99,407
	% Change	-29.3%	-9.3%	-1.8%		-9.8%
<b>Toledo Area</b>	2001	1,048	\$131,532		3,569	
\$127,300						
	2000	809	\$126,525		3,490	
\$122,329						
	% Change	29.5%	4.0%	2.3%		4.1%
<b>West Central/Lima</b>	2001	98	\$102,213		479	\$96,896
	2000	102	\$89,648	436		\$85,630
	% Change	-3.9%	14.0%	9.9%		13.2%
<b>Western Regional</b>	2001	349	\$114,186		1,713	
\$106,122						
<b>Information Systems</b>	2000	309	\$108,639		1,550	
\$103,263						
<b>&amp; Technology</b>	% Change	12.9%	5.1%	10.5%		2.8%
<i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>						