



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

TO: All News Media  
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#71-05

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RE: Ohio's Home Sale Activity Report - July 2005

**Home sales activity throughout Ohio heated up in July, helping to keep the market ahead of the record breaking levels of one year ago, reports the Ohio Association of REALTORS®.**

"The marketplace has been very strong during the first seven months of the year - posting great numbers in July and keeping us on pace for record-breaking results in 2005," said OAR President Jim West. "Real estate continues to be the true bright spot in the economy.

"With favorable interest rates and an excellent array of housing in most every price category...Ohioans are sold on making the American Dream of homeownership a reality," West said.

Statewide sales of new and existing homes (January through July) totaled 83,250, a 4.5 percent increase from the prior record of 79,651 sales posted during the period in 2004.

The state's average sale price (January-July) of \$155,749 marks a 3.3 percent increase from the \$150,787 average posted during the period a year ago. The total dollar volume of \$13 billion is 8 percent ahead of the \$12 billion level posted during the seven-month period in 2004.

Sales in July 2005 reached a record-breaking 13,996, a 1.7 percent increase from the 13,763 sales posted during the month last year, which previously served as the market's best-ever. The month's average sales price of \$165,283 is a 5% increase over the July 2004 average sales price of \$157,391.

The 33,000-member Ohio Association of REALTORS®, 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: Ashland, Athens, Cincinnati, Columbus, Centralized Real Estate Information Services, Dayton, Firelands, Greater Portsmouth, Heartland, Knox, Lancaster, Licking, Mansfield, Marion, Northern Ohio Regional Multiple Listing Service, Scioto Valley, Toledo, West Central, Western Regional Information Systems & Technology and Zanesville. The report reflects reported closings by MLSes, including new and existing single-family homes and condominiums/co-ops.

*{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.*

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**Statewide Totals**

	<u>Sales</u>	<u>Average Price</u>		<u>Sales</u>	<u>Average Price</u>
July '05	13,996	\$165,283	Jan.-July '05	83,250	\$155,749
July '04	13,763	\$157,391	Jan.-July '04	79,651	\$150,787
% Change	1.7%	5.0%	% Change	4.5%	3.3%

**Local Market Activity Report**

		July		January - July	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2005	57	\$115,883	276	\$114,300
	2004	49	\$110,770	293	\$106,599
	% of Change	16.3%	4.6%	-5.8%	7.2%
<b>Athens</b>	2005	54	\$149,640	232	\$126,877
	2004	51	\$121,135	226	\$115,154
	% of Change	5.9%	23.5%	2.7%	10.2%
<b>Cincinnati Area</b>	2005	2,435	\$190,567	15,339	\$178,156
	2004	2,403	\$178,734	14,960	\$172,439
	% Change	1.3%	6.6%	2.5%	3.3%
<b>Columbus Area</b>	2005	2,657	\$187,400	15,159	\$179,352
	2004	2,584	\$173,328	14,976	\$169,925
	% Change	2.8%	8.1%	1.2%	5.5%
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; Coshocton)</i>	2005	1,972	\$144,522	12,328	\$131,278
	2004	1,957	\$136,117	10,430	\$130,929
	% Change	0.8%	6.2%	18.2%	0.3%
<b>Dayton Area</b>	2005	1,372	\$140,448	8,009	\$136,125
	2004	1,277	\$138,453	7,481	\$132,010
	% Change	7.4%	1.4%	7.1%	3.1%
<b>Firelands</b>	2005	206	\$157,054	1,259	\$142,596
	2004	205	\$151,708	1,205	\$128,847
	% Change	0.5%	3.5%	4.5%	10.7%
<b>Greater Portsmouth</b>	2005	58	\$88,091	314	\$92,498
	2004	46	\$79,068	270	\$76,373
	% Change	26.1%	11.4%	16.3%	21.1%
<b>Heartland</b> <i>(Hancock County)</i>	2005	146	\$126,524	940	\$127,099
	2004	127	\$130,607	877	\$117,121
	% Change	15.0%	-3.1%	7.2%	8.5%
<b>Knox</b>	2005	56	\$129,818	427	\$139,963
	2004	69	\$127,010	378	\$122,411
	% Change	-18.8%	2.2%	13.0%	14.3%
<b>Lancaster</b>	2005	102	\$130,908	615	\$128,914
	2004	102	\$123,991	638	\$131,936
	% Change	0.0%	5.6%	-3.6%	-2.3%
<b>Licking</b>	2005	134	\$165,523	699	\$156,276
	2004	139	\$152,280	815	\$149,541
	% Change	-3.6%	8.7%	-14.2%	4.5%
<b>Mansfield</b>	2005	116	\$107,070	849	\$107,144
	2004	125	\$99,911	850	\$102,533
	% Change	-7.2%	7.2%	-0.1%	4.5%
<b>Marion</b>	2005	79	\$95,918	459	\$93,823
	2004	79	\$100,697	438	\$86,285
	% Change	0.0%	-4.7%	4.8%	8.7%
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2005	2,850	\$185,288	15,834	\$174,052
	2004	2,784	\$178,886	15,124	\$166,814
	% Change	2.4%	3.6%	4.7%	4.3%
<b>Scioto Valley</b>	2005	108	\$117,117	615	\$102,835
	2004	98	\$118,026	576	\$120,053
	% Change	10.2%	-0.8%	6.8%	-14.3%
<b>Toledo Area</b>	2005	846	\$132,898	5,206	\$132,470
	2004	874	\$137,840	5,148	\$133,066
	% Change	-3.2%	-3.6%	1.1%	-0.4%
<b>Wayne Holmes</b>	2005	62	\$136,006	416	\$139,705
	2004	93	\$136,768	465	\$129,869
	% of Change	-33.3%	-0.6%	-10.5%	7.6%
<b>West Central/Lima</b>	2005	135	\$104,227	848	\$101,581
	2004	144	\$104,582	964	\$94,060
	% Change	-6.3%	-0.3%	-12.0%	5.7%
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2005	434	\$115,503	2,779	\$112,276
	2004	429	\$111,396	2,821	\$112,115
	% Change	1.2%	3.7%	-1.5%	0.1%
<b>Zanesville</b>	2005	117	\$123,498	647	\$107,382
	2004	128	\$109,599	716	\$102,318
	% of Change	-8.6%	12.7%	-9.6%	4.9%

OAR Home Sales Stats/Add Two

For more information on home sales activity in a particular marketplace, contact one of the following Local Boards/Associations of REALTORS® :

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