



NEWS SERVICE

TO: All News Media
FROM: James West, President
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#19-05

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RE: Ohio's Home Sale Activity Report – January 2005

The Ohio housing market experienced robust activity in January as sales reached record levels, reports the Ohio Association of REALTORS[®].

“Our housing market continues to exhibit tremendous strength...eclipsing our most optimistic expectations,” said OAR President James West. “It’s clear – based on our level of activity in January and recently achieving four consecutive years of record-breaking sales – that Ohioans are sold on making the American Dream a reality.”

Statewide sales of new and existing homes in January totaled 7,164, a 6 percent increase from the 6,756 sales posted during the month a year ago. The previous best sales mark was set in 2002, when sales activity reached 6,821.

The state’s average sale price in January of \$147,100 marks a 7.2 percent increase from the \$137,166 average posted during the month in 2004. The total dollar volume of nearly \$1.1 billion is a 13.7 percent increase from the January 2004 mark of \$926 million.

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. 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.}

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Statewide Totals

	<u>Sales</u>	<u>Average Price</u>
January '05	7,164	\$147,100
January '04	6,756	\$137,166
% Change	6.0%	7.2%

Local Market Activity Report

January

		<u>Sales</u>	<u>Avg. Price</u>
Ashland	2005	20	\$125,715
	2004	26	\$100,263
	% Change	-23.1%	25.4%
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Athens	2005	24	\$95,740
	2004	22	\$117,359
	% Change	9.1%	-18.4%
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Cincinnati Area	2005	1,365	\$173,389
	2004	1,278	\$161,569
	% Change	6.8%	7.3%
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Columbus Area	2005	1,252	\$167,888
	2004	1,232	\$151,058
	% Change	1.6%	11.1%
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Centralized Regional Information Systems	2005	1,085	\$119,297
	2004	894	\$119,216
	% Change	21.4%	0.1%
<i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas & part of Coshocton)</i>			
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Dayton Area	2005	706	\$129,430
	2004	605	\$118,965
	% Change	16.7%	8.8%
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Firelands	2005	99	\$120,827
	2004	119	\$129,872
	% of Change	-16.8%	-7.0%
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Greater Portsmouth	2005	27	\$67,383
	2004	29	\$66,022
	% of Change	-6.9%	2.1%
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Heartland	2005	79	\$120,724
	2004	72	\$99,400
	% Change	9.7%	21.5%
<i>(Hancock County)</i>			
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Knox	2005	32	\$117,465
	2004	32	\$110,973
	% Change	0.0%	5.8%
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Lancaster	2005	54	\$114,195
	2004	55	\$118,426
	% Change	-1.8%	-3.6%
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Licking	2005	61	\$133,145
	2004	75	\$121,751
	% Change	-18.7%	9.4%
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Mansfield	2005	57	\$105,745
	2004	64	\$96,483
	% Change	-10.9%	9.6%
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Marion	2005	49	\$92,126
	2004	26	\$74,470
	% Change	88.5%	23.7%
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Northern Ohio Regional MLS	2005	1,360	\$165,383
	2004	1,294	\$149,911
	% Change	5.1%	10.3%
<i>(Cuyahoga, Lake, Geauga, Medina & Lorain)</i>			
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Scioto Valley	2005	41	\$95,726
	2004	70	\$117,313
	% Change	-41.4%	-18.4%
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Toledo Area	2005	420	\$129,113
	2004	427	\$125,171
	% Change	-1.6%	3.1%
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Wayne Holmes	2005	54	\$129,487
	2004	45	\$116,537
	% Change	20.0%	11.1%
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West Central/Lima	2005	62	\$100,208
	2004	94	\$85,368
	% Change	-34.0%	17.4%
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Western Regional Information Systems & Technology	2005	247	\$103,526
	2004	242	\$105,183
	% Change	2.1%	-1.6%
<i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize & Mercer)</i>			
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Zanesville	2005	70	\$108,123
	2004	55	\$75,713
	% Change	27.3%	42.8%

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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