



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

TO: All News Media #57-04  
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RE: Ohio's Home Sale Activity Report - April 2004

**Ohio's housing market - spurred by remarkably strong sales activity in April - has reached record levels during the first four months of 2004, reports the Ohio Association of REALTORS<sup>®</sup>.**

"Despite some upward movement in interest rates since the start of the year, we continue to experience a robust level of activity...making it abundantly clear that Ohioans continue to be sold on making the American Dream of homeownership a reality," said OAR President Barbara Lach. "Our housing market has been setting records month after month, year after year, as consumers continue to take advantage of favorable interest rates and a realization that housing is a wise investment option."

"Real estate continues to be the economy's shining star," Lach added.

Statewide sales of new and existing homes (January-April) totaled 38,172, a 13.2 percent increase from the 33,715 sales posted during the four-month period in 2003.

The state's average sale price (January-April) of \$143,132 is 1 percent ahead of the \$141,730 average posted during the period in 2003. The total dollar volume of \$5.5 billion is 14.3 percent ahead of the \$4.8 billion posted a year ago.

Sales in April 2004 reached a record 12,246, a 13.9 percent increase from the prior record of 10,752 sales posted in April 2003. The month's average sales price of \$148,015 is a 3.3 percent increase from the April 2003 average sales price of \$143,235.

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The 31,000-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: 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.}

Statewide Totals					
	<u>Sales</u>	<u>Average Price</u>		<u>Sales</u>	<u>Average Price</u>
Apr. '04	12,246	\$148,015	Jan.-Apr. '04	38,172	\$143,132
Apr. '03	10,752	\$143,235	Jan.-Apr. '03	33,715	\$141,730
% Change	13.9%	3.3%	% Change	13.2%	1.0%

## Local Market Activity Report

		April		January – April	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2004	49	\$116,982	140	\$103,296
	2003	37	\$101,917	115	\$99,828
	% of Change	32.4 %	14.8 %	21.7%	3.5 %
<b>Athens</b>	2004	27	\$107,634	97	\$105,744
	2003	25	\$91,360	89	\$107,040
	% of Change	8.0%	17.8 %	9.0%	-1.2 %
<b>Cincinnati Area</b>	2004	2,331	\$170,183	7,299	\$164,787
	2003	2,012	\$161,421	6,379	\$159,514
	% Change	15.9%	5.4 %	14.4%	3.3 %
<b>Columbus Area</b>	2004	2,286	\$170,986	7,079	\$163,113
	2003	1,988	\$162,653	6,063	\$161,157
	% Change	15.0%	5.1 %	16.8 %	1.2 %
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</i>	2004	1,575	\$126,537	5,063	\$123,364
	2003	1,512	\$124,113	4,922	\$125,116
	% Change	4.2%	2.0 %	2.9%	-1.4 %
<b>Dayton Area</b>	2004	1,161	\$129,525	3,599	\$123,653
	2003	966	\$130,185	2,912	\$124,556
	% Change	20.2 %	-0.5 %	23.6%	-0.7 %
<b>Firelands</b>	2004	156	\$116,041	574	\$121,051
	2003	188	\$120,286	587	\$123,335
	% Change	-17.0 %	-3.5 %	-2.2%	-1.9 %
<b>Greater Portsmouth</b>	2004	34	\$82,752	142	\$69,067
	2003	37	\$80,656	133	\$77,199
	% Change	-8.1 %	2.6 %	6.8%	-10.5 %
<b>Heartland</b> <i>(Hancock County)</i>	2004	196	\$155,229	510	\$129,397
	2003	131	\$113,708	375	\$118,693
	% Change	49.6%	36.5 %	36.0%	9.0 %
<b>Knox</b>	2004	57	\$119,462	166	\$114,707
	2003	59	\$98,062	160	\$109,398
	% Change	-3.4%	21.8 %	3.8%	4.9 %
<b>Lancaster</b>	2004	88	\$119,654	321	\$126,810
	2003	72	\$104,705	229	\$110,716
	% Change	22.2 %	14.3 %	40.2%	14.5 %
<b>Licking</b>	2004	123	\$139,199	382	\$142,837
	2003	100	\$142,320	330	\$142,909
	% Change	23.0%	-2.2 %	15.8%	-0.1 %
<b>Mansfield</b>	2004	142	\$108,558	435	\$97,290
	2003	100	\$86,426	312	\$96,724
	% Change	42.0%	25.6 %	39.4%	0.6 %
<b>Marion</b>	2004	85	\$86,428	213	\$80,328
	2003	55	\$87,080	154	\$79,113
	% Change	54.5 %	-0.7 %	38.3 %	1.5 %
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2004	2,210	\$160,039	6,903	\$156,674
	2003	2,040	\$158,245	6,481	\$155,620
	% Change	8.3%	1.1 %	6.5%	0.7 %
<b>Scioto Valley</b>	2004	94	\$93,503	294	\$103,231
	2003	53	\$100,791	249	\$104,725
	% Change	77.4 %	-7.2 %	18.1%	-1.4 %
<b>Toledo Area</b>	2004	842	\$132,788	2,481	\$129,131
	2003	722	\$129,187	2,235	\$126,867
	% Change	16.6%	2.8 %	11.0%	1.8 %
<b>Wayne Holmes</b>	2004	54	\$119,637	204	\$123,411
	2003	58	\$115,006	198	\$112,544
	% of Change	-6.9%	4.0 %	3.0%	9.7 %
<b>West Central/Lima</b>	2004	164	\$95,985	492	\$93,693
	2003	121	\$95,252	346	\$94,910
	% Change	35.5%	0.8 %	42.2%	-1.3 %
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2004	452	\$110,000	1,425	\$108,994
	2003	376	\$113,217	1,161	\$108,710
	% Change	20.2%	-2.8 %	22.7 %	0.3 %
<b>Zanesville</b>	2004	120	\$99,538	353	\$96,265
	2003	100	\$87,799	285	\$88,335
	% of Change	20.0 %	13.4 %	23.9%	9.0 %

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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