



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

TO: All News Media #45-03  
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RE: Ohio's Home Sale Activity Report - April 2003

**Home sales activity throughout Ohio surged in April to a record-breaking level, reports the Ohio Association of REALTORS<sup>®</sup>.**

"The Ohio marketplace has demonstrated tremendous strength during the first four months of the year - posting a best-ever in April and maintaining the second-best year-to-date sales pace," said OAR President Bonnie Boyd. "Real estate continues to be the true bright spot in a sluggish economic environment."

"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," Boyd added.

Statewide sales of new and existing homes (January through April) totaled 33,616, a 2.2 percent decrease from the record 34,367 sales posted during the period in 2002.

The state's average sale price (January-April) of \$141,810 marks a 3.0 percent increase from the \$137,683 average posted during the period in 2002. The total dollar volume of \$4.8 billion is 0.8 percent ahead of the \$4.7 billion level posted during the four-month period in 2002.

Sales in April 2003 reached a record-breaking 10,691, a 3.2 percent increase from the previous best-ever 10,359 sales posted during the month last year. The month's average price of \$143,397 is a 3.1 percent increase from the March 2002 mark of \$139,148.

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, 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>		<u>Sales</u>	<u>Average Price</u>
April '03	10,691	\$143,397	Jan.-Apr. '03	33,616	\$141,810
April '02	10,359	\$139,148	Jan.-Apr. '02	34,367	\$137,638
% Change	3.2%	3.1%	% Change	-2.2%	3.0%

**Local Market Activity Report**

		April		January – April	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2003	37	\$101,917	115	\$99,828
	2002	47	\$115,479	135	\$103,828
	% of Change	-21.3%	-11.7%	-14.8%	-3.9%
<b>Cincinnati Area</b>	2003	1,999	\$161,134	6,356	\$159,426
	2002	2,004	\$159,859	6,628	\$155,627
	% Change	-0.2%	0.8%	-4.1%	2.4%
<b>Columbus Area</b>	2003	1,988	\$162,653	6,063	\$161,157
	2002	1,982	\$154,959	6,184	\$154,144
	% Change	0.3%	5.0%	-2.0%	4.5%
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</i>	2003	1,512	\$124,113	4,922	\$125,116
	2002	1,417	\$121,146	4,999	\$118,903
	% Change	6.7%	2.4%	-1.5%	5.2%
<b>Dayton Area</b>	2003	966	\$130,185	2,912	\$124,556
	2002	937	\$127,655	3,101	\$122,253
	% Change	3.1%	2.0%	-6.1%	1.9%
<b>Firelands</b>	2003	188	\$120,286	587	\$123,335
	2002	178	\$128,599	603	\$116,731
	% Change	5.6%	-6.5%	-2.7%	5.7%
<b>Greater Portsmouth</b>	2003	37	\$80,656	133	\$77,199
	2002	32	\$69,356	125	\$75,917
	% Change	15.6%	16.3%	6.4%	1.7%
<b>Heartland</b> <i>(Hancock County)</i>	2003	131	\$113,708	375	\$118,693
	2002	107	\$126,273	344	\$125,181
	% Change	22.4%	-10.0%	9.0%	-5.2%
<b>Knox</b>	2003	59	\$98,062	160	\$109,398
	2002	63	\$98,007	176	\$105,132
	% Change	-6.3%	0.1%	-9.1%	4.1%
<b>Lancaster</b>	2003	72	\$104,705	229	\$110,716
	2002	78	\$122,465	265	\$121,689
	% Change	-7.7%	-14.5%	-13.6%	-9.0%
<b>Licking</b>	2003	100	\$142,320	330	\$142,909
	2002	93	\$123,014	302	\$119,056
	% Change	7.5%	15.7%	9.3%	20.0%
<b>Mansfield</b>	2003	100	\$86,426	312	\$96,724
	2002	115	\$101,976	355	\$101,090
	% Change	-13.0%	15.2%	-12.1%	-4.3%
<b>Marion</b>	2003	55	\$87,080	154	\$79,113
	2002	49	\$83,710	197	\$78,730
	% Change	12.2%	4.0%	-21.8%	0.5%
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2003	2,040	\$158,245	6,481	\$155,620
	2002	1,939	\$149,215	6,687	\$152,184
	% Change	5.2%	6.1%	-3.1%	2.3%
<b>Scioto Valley</b>	2003	52	\$98,825	248	\$104,329
	2002	76	\$93,726	249	\$96,573
	% Change	-31.6%	5.4%	-0.4%	8.0%
<b>Toledo Area</b>	2003	722	\$129,187	2,235	\$126,867
	2002	679	\$120,920	2,096	\$118,958
	% Change	6.3%	6.8%	6.6%	6.6%
<b>Wayne Holmes</b>	2003	58	\$115,006	198	\$112,544
	2002	67	\$97,240	238	\$108,083
	% of Change	-13.4%	18.3%	-16.8%	4.1%
<b>West Central/Lima</b>	2003	116	\$96,474	377	\$98,048
	2002	102	\$90,589	318	\$84,388
	% Change	13.7%	6.5%	18.6%	16.2%
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2003	359	\$114,353	1,144	\$109,000
	2002	325	\$108,231	1,112	\$116,732
	% Change	10.5%	5.7%	2.9%	-6.6%
<b>Zanesville</b>	2003	100	\$87,799	285	\$88,335
	2002	69	\$89,057	253	\$92,954
	% of Change	44.9%	-1.4%	12.6%	-5.0%

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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