



To: All News Media
Re: August Home Sales for Ohio
From: Douglas McCloud, OAR President, 614.296.3902
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Date: Sept. 23, 2010



While home sales throughout Ohio increased in August over the level of the prior month, activity was unable to reach the mark posted during the month a year ago, according to statistics provided to the Ohio Association of REALTORS®.

“It’s been an interesting year for Ohio real estate,” said OAR President Doug McCloud. “We’ve seen sales surge during the months when the federal home buyer tax credit was available and we’ve seen sales retreat since its expiration – but overall the market appears to have found its footing, as home prices have stabilized and consumers increasingly understand that all real estate is local.

“What we’re seeing today is a reflection of different markets – with variations in every community and street, and even within property types. Today’s buyers and sellers have come to the realization that despite these complexities and nuances, property ownership is a wise, long-term investment.”

Sales during the first eight months of 2010 reached 70,158, a 4.6 percent increase from the 67,049 sales posted during the same period a year ago. The average sales price (January through August) this year is \$134,826, a 5 percent increase from the \$128,352 mark set during the period a year ago.

Total dollar volume to date is nearly \$9.5 billion, a 9.9 percent increase from the eight-month mark a year ago of \$8.6 billion.

Sales in August 2010 reached 8,322, a slight uptick from the 7,847 sales posted in July, however a 16.6 percent decrease from the 9,976 sales posted during the month a year ago. The month’s average sale price posted a 1 percent increase to \$140,762, compared to the \$139,302 mark of August 2009. The total dollar volume in August 2010 reached \$1.2 billion, a 15.7 percent drop from the \$1.4 billion posted a year ago.

“It really is a great time to buy – as interest rates remain at historic lows, prices have stabilized, sellers are being realistic in their expectations and an appreciation that the desire to own a home remains the foundation of the American Dream,” McCloud said.

The 29,000-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, Cambridge, 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.}

200 EAST
TOWN STREET

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43215-4648

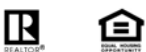
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Ohio MLS Stats Report for August 2010**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2009	2010	%Change	2009	2010	%Change	2009	2010	% Change
Ashland	47	37	-21.3%	\$5,092,450	\$3,610,416	-29.1%	\$108,350	\$97,579	-9.9%
Athens	57	29	-49.1%	\$6,981,500	\$3,783,361	-45.8%	\$122,482	\$130,461	6.5%
Cambridge	39	27	-30.8%	\$3,530,400	\$2,830,360	-19.8%	\$90,523	\$104,828	15.8%
Cincinnati	1,830	1,327	-27.5%	\$295,367,594	\$228,513,104	-22.6%	\$161,403	\$172,203	6.7%
Columbus	1,994	1,605	-19.5%	\$336,732,762	\$272,784,195	-19.0%	\$168,873	\$169,959	0.6%
Dayton	1,071	921	-14.0%	\$135,998,236	\$116,800,345	-14.1%	\$126,982	\$126,819	-0.1%
Firelands	158	179	13.3%	\$20,724,866	\$23,260,592	12.2%	\$131,170	\$129,947	-0.9%
Greater Ports.	36	37	2.8%	\$4,160,400	\$2,418,900	-41.9%	\$115,567	\$65,376	-43.4%
Heartland	120	106	-11.7%	\$13,122,378	\$13,495,841	2.8%	\$109,353	\$127,319	16.4%
Knox	39	43	10.3%	\$4,378,278	\$5,011,097	14.5%	\$112,264	\$116,537	3.8%
Lancaster	75	63	-16.0%	\$9,320,550	\$7,407,792	-20.5%	\$124,274	\$117,584	-5.4%
Licking	118	75	-36.4%	\$16,826,712	\$11,796,099	-29.9%	\$142,599	\$157,281	10.3%
Mansfield	104	113	8.7%	\$9,415,195	\$9,481,050	0.7%	\$90,531	\$83,903	-7.3%
Marion	71	47	-33.8%	\$5,762,696	\$3,732,696	-35.2%	\$81,165	\$79,419	-2.2%
NEOHREX*	2,894	2,565	-11.4%	\$378,791,577	\$349,619,639	-7.7%	\$130,889	\$136,304	4.1%
Scioto Valley	52	65	25.0%	\$4,853,900	\$5,114,189	5.4%	\$93,344	\$78,680	-15.7%
Toledo	674	537	-20.3%	\$71,667,000	\$55,995,000	-21.9%	\$106,331	\$104,274	-1.9%
Wayne Holmes	70	36	-48.6%	\$9,000,740	\$4,674,750	-48.1%	\$128,582	\$129,854	1.0%
West Central	122	105	-13.9%	\$11,977,901	\$10,817,359	-9.7%	\$98,180	\$103,022	4.9%
WRIST*	325	341	4.9%	\$37,006,173	\$34,395,500	-7.1%	\$113,865	\$100,867	-11.4%
Zanesville	80	64	-20.0%	\$8,968,590	\$5,876,956	-34.5%	\$112,107	\$91,827	-18.1%
Statewide	9,976	8,322	-16.6%	\$1,389,679,898	\$1,171,419,241	-15.7%	\$139,302	\$140,762	1.0%

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula and Lorain Counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer Counties.

****Report reflects reported closings by MLSes for the above areas and time period. It includes new and existing residential single family and condo/co-ops.**

Ohio MLS Stats Report for January through August 2010**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2009	2010	%Change	2009	2010	%Change	2009	2010	% Change
Ashland	254	279	9.8%	\$25,961,085	\$28,412,128	9.4%	\$102,209	\$101,836	-0.4%
Athens	299	271	-9.4%	\$37,172,908	\$32,356,961	-13.0%	\$124,324	\$119,398	-4.0%
Cambridge	195	185	-5.1%	\$18,150,920	\$15,859,764	-12.6%	\$93,082	\$85,728	-7.9%
Cincinnati	12,325	12,169	-1.3%	\$1,857,440,127	\$1,942,820,549	4.6%	\$150,705	\$159,653	5.9%
Columbus	12,899	13,734	6.5%	\$2,040,791,060	\$2,230,806,998	9.3%	\$158,213	\$162,430	2.7%
Dayton	7,094	7,441	4.9%	\$854,626,394	\$924,202,546	8.1%	\$120,472	\$124,204	3.1%
Firelands	1,268	1,299	2.4%	\$135,677,055	\$146,647,244	8.1%	\$107,001	\$112,892	5.5%
Greater Ports.	280	282	0.7%	\$25,961,801	\$25,065,157	-3.5%	\$92,721	\$88,884	-4.1%
Heartland	747	865	15.8%	\$81,142,597	\$95,112,017	17.2%	\$108,625	\$109,956	1.2%
Knox	250	286	14.4%	\$29,450,293	\$34,337,147	16.6%	\$117,801	\$120,060	1.9%
Lancaster	424	476	12.3%	\$48,479,382	\$56,259,089	16.0%	\$114,338	\$118,191	3.4%
Licking	705	633	-10.2%	\$91,668,198	\$97,845,680	6.7%	\$130,026	\$154,575	18.9%
Mansfield	813	955	17.5%	\$63,662,692	\$78,266,771	22.9%	\$78,306	\$81,955	4.7%
Marion	423	435	2.8%	\$28,152,472	\$36,563,641	29.9%	\$66,554	\$84,054	26.3%
NEOHREX*	20,270	21,470	5.9%	\$2,361,803,828	\$2,731,705,853	15.7%	\$116,517	\$127,234	9.2%
Scioto Valley	470	514	9.4%	\$44,938,516	\$47,591,937	5.9%	\$95,614	\$92,591	-3.2%
Toledo	4,466	4,428	-0.9%	\$455,122,000	\$475,023,000	4.4%	\$101,908	\$107,277	5.3%
Wayne Holmes	357	378	5.9%	\$47,326,998	\$45,534,109	-3.8%	\$132,569	\$120,461	-9.1%
West Central	761	922	21.2%	\$70,086,557	\$80,451,993	14.8%	\$92,098	\$87,258	-5.3%
WRIST*	2,157	2,563	18.8%	\$232,499,102	\$279,267,019	20.1%	\$107,788	\$108,961	1.1%
Zanesville	592	573	-3.2%	\$55,729,789	\$54,999,732	-1.3%	\$94,138	\$95,986	2.0%
Statewide	67,049	70,158	4.6%	\$8,605,843,774	\$9,459,129,335	9.9%	\$128,352	\$134,826	5.0%

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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® or Multiple Listing Services:

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(formerly: Champaign, Logan, Miami & Shelby/Auglaize/Mercer)
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Chris Carillo, CEO CRIS • 330/376-0015

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