



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

TO: All News Media #05-05  
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RE: Ohio's Home Sale Activity Report – December 2004

**Home sales activity throughout Ohio reached record breaking levels in 2005, reports the Ohio Association of REALTORS<sup>®</sup>.**

“Last year, the housing market within the Buckeye State attained an astonishing level of strength,” said OAR President Jim West. “We set a new standard of excellence in sales activity, average price and total dollar volume...a remarkable accomplishment.”

“Ohioans took advantage of favorable interest rates and our excellent array of homes in all price categories to make the American Dream of homeownership a reality,” West added. “While other segments of our economy struggled throughout most of the year, Ohio’s housing market continued to be a pillar of strength.”

The 2004 sales total marks the fourth consecutive year that activity reached record levels.

Statewide sales of new and existing homes (January-December) totaled 140,589, a 7.7 percent increase from the prior record of 130,534 sales posted in 2003.

The state’s average sale price (January-December) of \$151,779 marks a 2.1 percent increase from the \$148,705 average posted in 2003. The total dollar volume set a new record of \$21.3 billion, a 9.9 percent increase from the prior best of \$19.4 billion posted during 2003.

Sales in December 2004 posted a record-setting 10,215, an 8.2 percent increase from the previous best of 9,443 sales posted during the month last year. The month’s average sales price of \$150,739 is a 0.2% increase over the December 2003 average sales price of \$150,434.

The 33,000-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.}*

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**Statewide Totals**

	<u>Sales</u>	<u>Average Price</u>		<u>Sales</u>	<u>Average Price</u>
Dec. '04	10,215	\$150,739	Jan.-Dec. '04	140,589	\$151,779
Dec. '03	9,443	\$150,434	Jan.-Dec. '03	130,534	\$148,705
% Change	8.2%	0.2%	% Change	7.7%	2.1%

## Local Market Activity Report

		December		January – December	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2004	40	\$97,029	508	\$104,262
	2003	30	\$104,187	476	\$108,584
	% of Change	33.3 %	-6.9 %	6.7 %	-4.0 %
<b>Athens</b>	2004	27	\$134,021	386	\$118,089
	2003	26	\$105,712	376	\$109,219
	% of Change	3.8 %	26.8 %	2.7 %	8.1 %
<b>Cincinnati Area</b>	2004	1,780	\$175,542	25,505	\$172,814
	2003	1,697	\$175,958	23,757	\$167,688
	% Change	4.9 %	-0.2 %	7.4 %	3.1 %
<b>Columbus Area</b>	2004	1,706	\$166,588	25,533	\$170,894
	2003	1,548	\$161,446	23,196	\$167,502
	% Change	10.2 %	3.2 %	10.1 %	2.0 %
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</i>	2004	1,715	\$131,376	19,530	\$132,167
	2003	1,495	\$141,466	18,343	\$132,155
	% Change	14.7 %	-7.1 %	6.5 %	0.0 %
<b>Dayton Area</b>	2004	857	\$129,102	13,306	\$133,120
	2003	778	\$123,743	11,803	\$130,607
	% Change	10.2 %	4.3 %	12.7 %	1.9 %
<b>Firelands</b>	2004	160	\$123,626	2,231	\$132,435
	2003	191	\$123,490	2,226	\$131,501
	% Change	-16.2 %	0.1 %	0.2 %	0.7 %
<b>Greater Portsmouth</b>	2004	22	\$62,214	482	\$78,245
	2003	27	\$70,233	469	\$80,773
	% Change	-18.5 %	-11.4 %	2.8 %	-3.1 %
<b>Heartland</b> <i>(Hancock County)</i>	2004	92	\$119,939	1,549	\$118,636
	2003	82	\$111,626	1,420	\$120,343
	% Change	12.2 %	7.4 %	9.1 %	-1.4 %
<b>Knox</b>	2004	47	\$144,518	682	\$126,039
	2003	43	\$130,338	673	\$118,218
	% Change	9.3 %	10.9 %	1.3 %	6.6 %
<b>Lancaster</b>	2004	90	\$129,326	1,056	\$130,586
	2003	80	\$131,631	936	\$121,805
	% Change	12.5 %	-1.8 %	12.8 %	7.2 %
<b>Licking</b>	2004	89	\$140,640	1,361	\$150,001
	2003	75	\$152,361	1,275	\$143,599
	% Change	18.7 %	-7.7 %	6.7 %	4.5 %
<b>Mansfield</b>	2004	84	\$103,835	1,454	\$102,122
	2003	98	\$98,410	1,212	\$102,200
	% Change	-14.3 %	5.5 %	20.0 %	-0.1 %
<b>Marion</b>	2004	75	\$97,487	785	\$88,826
	2003	57	\$100,337	671	\$89,439
	% Change	31.6 %	-2.8 %	17.0 %	-0.7 %
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2004	2,110	\$174,282	28,006	\$168,993
	2003	1,989	\$168,004	26,891	\$164,914
	% Change	6.1 %	3.7 %	4.1 %	2.5 %
<b>Scioto Valley</b>	2004	80	\$88,184	941	\$113,273
	2003	74	\$133,525	899	\$105,443
	% Change	8.1 %	-34.0 %	4.7 %	7.4 %
<b>Toledo Area</b>	2004	618	\$126,116	8,821	\$133,384
	2003	638	\$114,208	8,448	\$127,957
	% Change	-3.1 %	10.4 %	4.4 %	4.2 %
<b>Wayne Holmes</b>	2004	72	\$128,575	861	\$133,195
	2003	70	\$139,617	869	\$124,234
	% of Change	2.9 %	-7.9 %	-0.9 %	7.2 %
<b>West Central/Lima</b>	2004	123	\$81,611	1,622	\$96,837
	2003	88	\$81,013	1,287	\$93,811
	% Change	39.8 %	0.7 %	26.0 %	3.2 %
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2004	346	\$105,372	4,790	\$112,566
	2003	277	\$134,776	4,217	\$112,582
	% Change	24.9 %	-21.8 %	13.6 %	0.0 %
<b>Zanesville</b>	2004	82	\$146,779	1,180	\$106,983
	2003	80	\$121,113	1,090	\$98,625
	% of Change	2.5 %	21.2 %	8.3 %	8.5 %

## 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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