



NEWS SERVICE

TO: All News Media
FROM: James West, President
330/686-1166

#19-05

Carl Horst, OAR Director of Publications/Media Relations
614/228-6675

FOR IMMEDIATE RELEASE: Feb. 25, 2005

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.}

200 EAST
TOWN STREET

COLUMBUS, OHIO
43215-4648

TELEPHONE
614.228.6675

FAX:
614.228.2601

JAMES WEST
PRESIDENT

DONALD W. FREELS
CHIEF
EXECUTIVE OFFICER

E-MAIL: INFO@OHIOREALTORS.ORG
[HTTP://WWW.OHIOREALTORS.ORG](http://WWW.OHIOREALTORS.ORG)

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%
Athens	2005	24	\$95,740
	2004	22	\$117,359
	% Change	9.1%	-18.4%
Cincinnati Area	2005	1,365	\$173,389
	2004	1,278	\$161,569
	% Change	6.8%	7.3%
Columbus Area	2005	1,252	\$167,888
	2004	1,232	\$151,058
	% Change	1.6%	11.1%
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>			
Dayton Area	2005	706	\$129,430
	2004	605	\$118,965
	% Change	16.7%	8.8%
Firelands	2005	99	\$120,827
	2004	119	\$129,872
	% of Change	-16.8%	-7.0%
Greater Portsmouth	2005	27	\$67,383
	2004	29	\$66,022
	% of Change	-6.9%	2.1%
Heartland	2005	79	\$120,724
	2004	72	\$99,400
	% Change	9.7%	21.5%
<i>(Hancock County)</i>			
Knox	2005	32	\$117,465
	2004	32	\$110,973
	% Change	0.0%	5.8%
Lancaster	2005	54	\$114,195
	2004	55	\$118,426
	% Change	-1.8%	-3.6%
Licking	2005	61	\$133,145
	2004	75	\$121,751
	% Change	-18.7%	9.4%
Mansfield	2005	57	\$105,745
	2004	64	\$96,483
	% Change	-10.9%	9.6%
Marion	2005	49	\$92,126
	2004	26	\$74,470
	% Change	88.5%	23.7%
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>			
Scioto Valley	2005	41	\$95,726
	2004	70	\$117,313
	% Change	-41.4%	-18.4%
Toledo Area	2005	420	\$129,113
	2004	427	\$125,171
	% Change	-1.6%	3.1%
Wayne Holmes	2005	54	\$129,487
	2004	45	\$116,537
	% Change	20.0%	11.1%
West Central/Lima	2005	62	\$100,208
	2004	94	\$85,368
	% Change	-34.0%	17.4%
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>			
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®:

2005 President

James West – 330-686-1166

Akron Area

Sandy Naragon, EO • 330/434-6677
Steve Spinelli, President • 330/836-9300

Ashland Area

Sharon Sample, EO • 419/281-2700
Tiffany Meyer, President • 419/289-2600

Cincinnati Area

Gene Snavley, EO • 513/761-8800
Geoff Barnes, President • 513/321-4343

Centralized Real Estate Information Services

Mike Bruce, EO • 800-650-1902

Cleveland Area

Carla Roehl, EO • 216/901-0130
Matthew Parnell, President • 216/696-7700

Columbus Area

Larry Metzger, EO • 614/475-4000
Doug McCloud, President • 614/860-1470

Dayton Area

Jesse Livesay, EO • 937/223-0900
Thomas Fortener, President • 937/426-6060

Firelands Association

Ruth DeHenning, EO • 419/625-5787
Frank Fosco, President • 419/625-2752

Hamilton-Fairfield-Oxford Area

Leslie Besl, EO • 513/939-2881
Coyt Rains, President • 513/844-1166

Heartland Association

Becky Bowman-Cole, EO • 419/422-3833
Lynn Sopher, President • 419/424-1813

Knox County

Kathy Mathews, EO • 740/392-8429
Mason Ash, President • 740/397-4060

Lake & Geauga County Area

Pat Rathz, EO • 440/974-8506
Theresa Berrier Pope, President • 440/428-8803

Lancaster Area

Debbie Hoelscher, EO • 740/653-1861
Fran Miller, President • 740/653-3583

Licking County

Phil Frye, EO • 740/345-2151
Mark Evans, President • 740/366-1313

Lorain County Area

Thomas Kowal, EO • 440/986-6545
Gary King, President • 440/282-4444

Mansfield Area

Barbara Murray, EO • 419/756-1130
Susan Falde, President • 419/774-1488

Marion

Lori Dye, EO • 740/387-2928
Fred White, President • 740/387-8484

Medina County Area

Lizbeth Kohler, EO • 330/722-1000
Janet Gommel, President • 877/723-3211

Middletown Area

Connie Daniels, EO • 513/423-3445
Mark Adkins, President • 513/424-4663

Midwestern Ohio Association

(formerly: Champaign, Logan, Miami & Shelby-Auglaize-Mercer)

Brenda Boggs, EO • 937/335-8501
Emily MacKendrick, President • 937/652-4663

Northern Ohio Regional Multiple Listing Service

Carl DeMusz, EO • 216/485-4100

Portage County Area

Patti Hicks, EO • 330/296-5451
Jack Kohl II, President • 330/296-9996

Portsmouth Board

Pamela Blume, EO • 740/574-2974
Thomas Horr, President • 740/355-0440

Scioto Valley Association

Teresa Love, EO • 740/773-7489
Betty Doles, President • 740/773-4641

Springfield Area

Della Smith, EO • 937/323-6489
Lula Cosby, President • 937/323-6426

Stark County Area

Tom LaRochelle, EO • 330/494-5630
Bruce Schorsten, President • 330/499-8153

Toledo Area

Paula Hiatt, EO • 419/535-3222
Sally Wylie., President • 419/866-8666

Tuscarawas County Area

Rose Wanosik, EO • 330/343-7736
Rebecca Terakdeis, President • 440/878-9191

Warren Area

Shevaun Rock, EO • 330/394-4001
Dominic Marino, President • 330/856-3915

Wayne-Holmes Association

Amy Scott, EO • 330/264-8062
John Meyer, President • 330/264-7711

West Central/Lima Area

Sandra Blandzinski, EO • 419/227-5432
Stephen UnCapher, President • 419/991-2020

Western Regional Information Systems & Technology

David Brisker, EO • 937/335-1117

Youngstown Area

Sharyn Braunstein, EO • 330/788-7026
Theresa Hoon, President • 330/726-9999