



To: All News Media  
Re: January Home Sales for Ohio  
From: Douglas McCloud, OAR President, 614.296.3902  
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The Ohio housing market continues to display signs of stabilizing, as it continues to rebound from the challenges it confronted throughout 2009, with sales activity in January nearly matching the month's results from a year ago, according to statistics provided by the state's Multiple Listing Services.

"Certainly the fact that our level of sales activity was relatively unchanged from a year ago is outstanding news and provides optimism for our prospects in 2010," said Doug McCloud, president of the Ohio Association of REALTORS®. "Equally encouraging is the fact that the average sales price posted its fourth consecutive monthly gain. Having prices stabilize is tremendous news for current and future homeowners and, we hope, an indication that the market is poised for a return to normalcy.

"The economic challenges that affected Ohio and the nation since late in 2008 have certainly not dissipated entirely, but what we've seen transpire in the final quarter of 2009 – with robust sales and prices – seems to have carried forward as we start the new year," McCloud continued. "One thing has become apparent...that the desire to make the American Dream of homeownership a reality remains strong throughout Ohio."

Sales in January 2010 reached 5,278, a 3 percent decrease from the 5,441 sales posted during the month in 2009. The average sales price jumped to \$121,245, a 13.3 percent increase from the January 2009 mark of \$107,034.

Total dollar volume in the market reached nearly \$640 million in January, a 9.9 percent increase from the \$582 million posted during the month a year ago.

"We remain bullish on the marketplace – as interest rates remain at historic lows, prices have stabilized and begun to trend upward, sellers are realistic in their expectations and consumers understand that long-term, owning a home is a tremendous investment. Combine that with the fact that the home tax credit for first-time buyers was extended through April and even expanded to include long-time buyers and it's no surprise that the industry is so upbeat about the market's prospects in the coming months," 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, 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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## Ohio MLS Stats Report for January 2010\*\*

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2009	2010	%Change	2009	2010	%Change	2009	2010	% Change
Ashland	20	17	-15.0%	\$1,896,559	\$1,583,850	-19.7%	\$94,828	\$93,168	-1.8%
Athens	21	20	-4.8%	\$2,808,951	\$1,677,400	-67.5%	\$133,760	\$83,870	-37.3%
Cincinnati	923	849	-8.0%	\$117,237,778	\$128,002,417	8.4%	\$127,018	\$150,768	18.7%
Columbus	959	1,025	6.9%	\$131,810,714	\$149,642,825	11.9%	\$137,446	\$145,993	6.2%
Dayton	539	559	3.7%	\$55,644,718	\$62,450,853	10.9%	\$103,237	\$111,719	8.2%
Firelands	88	103	17.0%	\$8,601,372	\$12,082,742	28.8%	\$97,743	\$117,308	20.0%
Greater Ports.	18	27	50.0%	\$1,038,200	\$2,372,713	56.2%	\$57,678	\$87,878	52.4%
Heartland	51	55	7.8%	\$6,037,500	\$4,710,285	-28.2%	\$118,382	\$85,642	-27.7%
Knox	17	21	23.5%	\$1,405,100	\$2,118,150	33.7%	\$82,653	\$100,864	22.0%
Lancaster	34	53	55.9%	\$3,656,530	\$5,527,688	33.9%	\$107,545	\$104,296	-3.0%
Licking	57	50	-12.3%	\$6,389,277	\$6,225,800	-2.6%	\$112,093	\$124,516	11.1%
Mansfield	72	55	-23.6%	\$4,807,075	\$3,896,135	-23.4%	\$66,765	\$70,839	6.1%
Marion	40	37	-7.5%	\$2,257,834	\$2,691,047	16.1%	\$56,446	\$72,731	28.9%
NEOHREX*	1,901	1,662	-12.6%	\$172,058,962	\$189,152,519	9.0%	\$90,510	\$113,810	25.7%
Scioto Valley	44	41	-6.8%	\$4,104,551	\$3,436,576	-19.4%	\$93,285	\$83,819	-10.1%
Toledo	381	334	-12.3%	\$34,322,000	\$32,786,000	-4.7%	\$90,084	\$98,162	9.0%
Wayne Holmes	26	43	65.4%	\$3,388,475	\$5,146,650	34.2%	\$130,326	\$119,690	-8.2%
West Central	48	81	68.8%	\$4,331,285	\$5,679,045	23.7%	\$90,235	\$70,112	-22.3%
WRIST*	145	213	46.9%	\$15,512,977	\$18,270,593	15.1%	\$106,986	\$85,777	-19.8%
Zanesville	57	33	-42.1%	\$5,060,187	\$2,479,790	-104.1%	\$88,775	\$75,145	-15.4%
<b>Statewide</b>	<b>5,441</b>	<b>5,278</b>	<b>-3.0%</b>	<b>\$582,370,045</b>	<b>\$639,933,078</b>	<b>9.9%</b>	<b>\$107,034</b>	<b>\$121,245</b>	<b>13.3%</b>

\* 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.**

## 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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### **Midwestern Ohio Association**

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

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### **NEOHREX (Northeast Ohio Real Estate Exchange)**

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