



To: All News Media
Re: January Home Sales for Ohio
From: Meg Hudson, OAR President, 330.678.1277
Carl Horst, OAR Director of Publications & Media Relations, 614.228.6675
Date: Feb. 23, 2011



The Ohio housing market continues to display signs of stabilizing, as it looks to regain its footing from the economic challenges it has confronted for the better part of three years, with sales activity in January surpassing the mark of a year earlier, according to statistics provided by the state's Multiple Listing Services.

"Certainly the fact that our level of sales were slightly higher than those of last January is outstanding news and provides optimism for our prospects in 2011," said Meg Hudson, president of the Ohio Association of REALTORS®. "It's also worth noting that our market posted positive results during a period when snow and icy conditions were prevalent throughout Ohio for much of the month, which undoubtedly affected some would-be buyers.

"The economic challenges that have affected Ohio and the nation since 2008 have certainly not entirely dissipated, but we're optimistic that the desire to make the American Dream of homeownership remains strong throughout Ohio."

Sales in January reached 5,327, a 0.4 percent increase from the 5,306 sales posted during the same period a year ago. The month's average sales price of \$115,439 marks a 4.8 percent decline from the \$121,234 result in January 2010.

Total dollar volume in January nearly reached \$615 million, a 4.4 percent decrease from the \$643 million mark a year ago.

"We remain bullish on the marketplace – as interest rates remain at historic lows, prices have stabilized, sellers are realistic in their pricing expectations and consumers understand that long-term, owning a home is a tremendous investment," Hudson 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

COLUMBUS, OHIO
43215-4648

TELEPHONE
614.228.6675

FAX:
614.228.2601

MEG HUDSON
PRESIDENT

ROBERT E. FLETCHER
CEO

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



Ohio MLS Stats Report for January 2011**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2010	2011	%Change	2010	2011	%Change	2010	2011	% Change
Ashland	17	39	129.4%	\$1,583,850	\$3,224,191	103.6%	\$93,168	\$82,672	-11.3%
Athens	20	14	-30.0%	\$1,677,400	\$1,423,610	-15.1%	\$83,870	\$101,686	21.2%
Cambridge	17	15	-11.8%	\$1,942,077	\$1,493,000	-23.1%	\$114,240	\$99,533	-12.9%
Cincinnati	860	892	3.7%	\$129,392,452	\$125,558,622	-3.0%	\$150,456	\$140,761	-6.4%
Columbus	1,025	1,024	-0.1%	\$149,642,825	\$149,094,400	-0.4%	\$145,993	\$145,600	-0.3%
Dayton	559	554	-0.9%	\$62,450,853	\$56,439,496	-9.6%	\$111,719	\$101,876	-8.8%
Firelands	103	112	8.7%	\$12,082,742	\$11,194,304	-7.4%	\$117,308	\$99,949	-14.8%
Greater Ports.	27	39	44.4%	\$2,372,713	\$3,483,815	46.8%	\$87,878	\$89,329	1.7%
Heartland	55	64	16.4%	\$4,710,285	\$5,006,497	6.3%	\$85,642	\$78,227	-8.7%
Knox	21	20	-4.8%	\$2,118,150	\$1,709,200	-19.3%	\$100,864	\$85,460	-15.3%
Lancaster	53	31	-41.5%	\$5,527,688	\$3,368,088	-39.1%	\$104,296	\$108,648	4.2%
Licking	50	45	-10.0%	\$6,225,800	\$5,542,460	-11.0%	\$124,516	\$123,166	-1.1%
Mansfield	55	82	49.1%	\$3,896,135	\$6,863,750	76.2%	\$70,839	\$83,704	18.2%
Marion	37	43	16.2%	\$2,691,047	\$2,698,550	0.3%	\$72,731	\$62,757	-13.7%
NEOHREX*	1,705	1,591	-6.7%	\$194,299,169	\$170,067,840	-12.5%	\$113,958	\$106,894	-6.2%
Scioto Valley	41	27	-34.1%	\$3,436,576	\$2,773,250	-19.3%	\$83,819	\$102,713	22.5%
Toledo	334	393	17.7%	\$32,786,000	\$37,070,000	13.1%	\$98,162	\$94,326	-3.9%
West Central	81	65	-19.8%	\$5,679,045	\$5,169,775	-9.0%	\$70,112	\$79,535	13.4%
WRIST*	213	241	13.1%	\$18,270,593	\$20,087,528	9.9%	\$85,777	\$83,351	-2.8%
Zanesville	33	36	9.1%	\$2,479,790	\$2,673,851	7.8%	\$75,145	\$74,274	-1.2%
Statewide	5,306	5327	0.4%	\$643,265,190	\$614,942,227	-4.4%	\$121,234	\$115,439	-4.8%

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes 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:

2011 President

Meg Hudson – 330/678-1277

Akron Area

Sandy Naragon, EO • 330/434-6677
Cynthia Kane, President • 330/929-9278

Ashland Area

Sharon Sample, EO • 419/281-2700
Hugh James Barr, President • 419/651-2035

Athens Area

Sandra Porter, EO • 740/592-5263
Katrina Exline, President • 740/594-7006

Cambridge

Donna Oliver, Bd. Secy. • 740/439-7653
Rhonda Marvin, President • 740/432-7333

Cincinnati Area

Gene Snavley, EO • 513/761-8800
Pete Kopf, President • 513/871-4040

Cleveland Area

Carla Roehl, EO • 216/901-0130
Carol Woodard, President • 440/331-2870

Columbus Area

Stan Collins, EO • 614/475-4000
Richard Benjamin, President • 614/792-6683

Dayton Area

Jesse Livesay, EO • 937/223-0900
Robert Wilson, President • 937/298-6000

Firelands Association

Ruth DeHenning, EO • 419/625-5787
Donna Schoonmaker, President • 419/260-4486

Hamilton-Fairfield-Oxford Area

Leslie Besl, EO • 513/939-2881
Lora Reece, President • 513/829-4000

Heartland Association

Becky Bowman-Cole, EO • 419/422-3833
Sharon Zirger, President • 419/423-0001

Knox County

Jeri Scott, EO • 740/392-8490
Felicia Rowe, President • 740/398-7990

Lake & Geauga County Area

Vicki Pate, EO • 440/350-9000
Christine Hart Howlett, President • 440/974-9999

Lancaster Area

Debbie Hoelscher, EO • 740/653-1861
Tony Caito, President • 740/862-4146

Licking County

Linda Snider, EO • 740/345-2151
Tim Hughes, President • 740/587-3887

Lorain County Area

Barb Tressel-Bangas, EO • 440/328-4210
Tania Kegyes, President • 440/365-8392

Mansfield Area

Barbara Murray, EO • 419/756-1130
Edison Dorsey, President • 419/529-3047

Marion

Lori Dye, EO • 740/387-2928
James Gatesman, President • 740/225-2942

Medina County

Susan Elliott, EO • 330/722-1000
Tammy Frazier, President • 330/722-7500

Middletown Area

Joan Shelton, EO • 513/423-3445
Paul Renwick, President • 513/424-9400

Midwestern Ohio Association

(formerly: Champaign, Logan, Miami & Shelby/Auglaize/Mercer)
Jennifer Zeller, EO • 937/335-8501
Robin Banas, President • 937/339-2222

NEOHREX (Northeast Ohio Real Estate Exchange)

Carl DeMusz, CEO NORMLS • 216/485-4100
Chris Carillo, CEO CRIS • 330/376-0015

Portage County Area

Mary Adams, EO • 330/296-5451
Ava Wagner, President • 330/815-9741

Portsmouth Board

Opal Spears, EO • 740/353-3079
Wyatt Bates, President • 740/574-9902

Scioto Valley Association

Brenda Free, EO • 740/773-7489
Mark Cenci, President • 740/703-0247

Springfield Area

Della Smith, EO • 937/323-6489
Debbie Cushman, President • 937/390-6479

Stark County Area

Tom LaRochelle, EO • 330/494-5630
Richard Perkins, President • 330/452-4011

Toledo Area

Megan Meyer Foos, EO • 419/535-3222
Edward Sitter, President • 419/872-2410

Tuscarawas County Area

Rose Wanosik, EO • 330/343-7736
Greg Norris, President • 330/447-3068

Warren Area

Karen Jones, EO • 330/394-4001
Andrea Lupton, President • 330/219-3010

Wayne-Holmes Association

Amy Scott, EO • 330/264-8062
James Hand, President • 330/264-2644

West Central/Lima Area

Roxann Dunno, EO • 419/227-5432
Neal Obringer, President • 419/222-2560

Western Regional Information Systems & Technology

David Brisker, EO • 937/335-1117

Youngstown Area

Sharyn Braunstein, EO • 330/788-7026
Joan Zarlenga, President • 330/783-0055

Zanesville

Karen Martin, EO • 740/452-3890
Roberta Lepi, President • 740/754-1162