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RE: Ohio's Home Sale Activity Report - June 2005

**The pace of home sales throughout Ohio reached record levels during the first six months of the year in both sales activity and average price, reports the Ohio Association of REALTORS®.**

"The real estate engine continues to chug along at an amazing clip," said OAR President Jim West. "With every passing month we're setting a new standard of excellence in sales activity, average price and total dollar volume.

"Favorable interest rates, rising consumer confidence and an array of affordable housing in every price category should keep the prospects bright for Ohio's real estate marketplace."

West noted the following:

- Sales activity in Ohio during the first six months of 2005 is 4.8 percent ahead of the previous record level set a year ago.
- The market has posted monthly record home sales in each of the first six months of 2005, with sales in June reaching a best-ever mark of 15,315, nearly 5 percent better than the prior best of 14,821 sales set last year.
- With the June sales tally the market has now reached eight consecutive record-setting months of activity, dating back to November 2004. Additionally, the market has posted record sales in 13 of the last 14 months.
- The market set a new sales record during the second quarter this year, posting a 4 percent gain from the same period last year.
- The Buckeye State has now achieved nine consecutive record-setting quarters in total sales activity, dating back to the second quarter 2003.

Statewide sales of new and existing homes this year (January-June) totaled 69,031, a 4.8 percent increase from the 65,888 sales posted during the six-month period in 2004, which previously served as the best-ever mark.

The state's average sale price (January-June) of \$153,734 marks a 2.9 percent increase from the \$149,408 average posted during the period in 2004. The year-to-date dollar volume of \$10.6 billion is 7.8 percent ahead of the \$9.8 billion level posted during the period last year.

Sales in June 2005 posted a record-breaking mark, reaching 15,315, a 3.3 percent increase from the previous record of 14,821 sales posted during the month a year ago. The month's average sales price of \$164,567 is a 0.8% increase over the June 2004 average sales price of \$163,246.

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. The report reflects reported closings by MLSes, including new and existing single-family homes and condominiums/co-ops.

*(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>
June '05	15,315	\$164,567	Jan.-June '05	69,031	\$153,734
June '04	14,821	\$163,246	Jan.-June '04	65,888	\$149,408
% Change	3.3%	0.8%	% Change	4.8%	2.9%

### Local Market Activity Report

		June		January – June	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2005	50	\$130,168	219	\$113,888
	2004	55	\$109,241	244	\$105,762
	% of Change	-9.1%	19.2%	-10.2%	7.7%
<b>Athens</b>	2005	33	\$134,911	178	\$119,971
	2004	45	\$126,469	175	\$113,411
	% of Change	-26.7%	6.7%	1.7%	5.8%
<b>Cincinnati Area</b>	2005	2,810	\$184,226	12,859	\$175,800
	2004	2,766	\$185,382	12,557	\$171,235
	% Change	1.6%	-0.6%	2.4%	2.7%
<b>Columbus Area</b>	2005	2,766	\$192,642	12,502	\$177,641
	2004	2,827	\$182,827	12,392	\$169,216
	% Change	-2.2%	5.4%	0.9%	5.0%
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; Coshocton)</i>	2005	2,267	\$138,849	10,356	\$128,757
	2004	1,820	\$145,132	8,473	\$129,730
	% Change	24.6%	-4.3%	22.2%	-0.8%
<b>Dayton Area</b>	2005	1,465	\$144,491	6,637	\$135,232
	2004	1,382	\$144,705	6,204	\$130,684
	% Change	6.0%	-0.1%	7.0%	3.5%
<b>Firelands</b>	2005	212	\$168,761	1,053	\$139,768
	2004	214	\$133,854	1,000	\$124,161
	% Change	-0.9%	26.1%	5.3%	12.6%
<b>Greater Portsmouth</b>	2005	57	\$101,159	256	\$93,496
	2004	49	\$80,240	224	\$75,820
	% Change	16.3%	26.1%	14.3%	23.3%
<b>Heartland</b> <i>(Hancock County)</i>	2005	177	\$139,599	794	\$127,204
	2004	147	\$116,453	750	\$114,837
	% Change	20.4%	19.9%	5.9%	10.8%
<b>Knox</b>	2005	93	\$169,436	371	\$141,494
	2004	78	\$130,817	309	\$121,384
	% Change	19.2%	29.5%	20.1%	16.6%
<b>Lancaster</b>	2005	103	\$133,318	513	\$128,517
	2004	125	\$144,412	536	\$133,447
	% Change	-17.6%	-7.7%	-4.3%	-3.7%
<b>Licking</b>	2005	121	\$190,715	565	\$154,082
	2004	145	\$169,949	676	\$148,978
	% Change	-16.6%	12.2%	-16.4%	3.4%
<b>Mansfield</b>	2005	153	\$107,745	733	\$107,156
	2004	140	\$110,129	725	\$102,985
	% Change	9.3%	-2.2%	1.1%	4.1%
<b>Marion</b>	2005	66	\$97,630	380	\$93,387
	2004	80	\$89,916	359	\$83,113
	% Change	-17.5%	8.6%	5.8%	12.4%
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2005	3,131	\$180,799	12,984	\$171,586
	2004	3,024	\$177,516	12,340	\$164,090
	% Change	3.5%	1.8%	5.2%	4.6%
<b>Scioto Valley</b>	2005	110	\$102,475	507	\$99,792
	2004	93	\$209,873	478	\$120,468
	% Change	18.3%	-51.2%	6.1%	-17.2%
<b>Toledo Area</b>	2005	913	\$134,727	4,182	\$130,310
	2004	959	\$137,102	4,274	\$132,090
	% Change	-4.8%	-1.7%	-2.2%	-1.3%
<b>Wayne Holmes</b>	2005	61	\$158,955	354	\$140,353
	2004	91	\$131,570	372	\$128,144
	% of Change	-33.0%	20.8%	-4.8%	9.5%
<b>West Central/Lima</b>	2005	151	\$111,681	713	\$101,080
	2004	170	\$95,686	820	\$94,564
	% Change	-11.2%	16.7%	-13.0%	6.9%
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2005	475	\$113,917	2,345	\$111,679
	2004	495	\$121,042	2,392	\$112,244
	% Change	-4.0%	-5.9%	-2.0%	-0.5%
<b>Zanesville</b>	2005	101	\$95,467	530	\$103,824
	2004	116	\$110,920	588	\$100,733
	% of Change	-12.9%	-13.9%	-9.9%	3.1%

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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