



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

TO: All News Media #131-04  
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RE: Ohio's Home Sale Activity Report – October 2004

**Ohio's housing market continued its record-breaking pace through the first 10 months of the year – posting best-ever marks through October in sales activity, average sales price and total dollar volume, reports the Ohio Association of REALTORS<sup>®</sup>.**

“The Ohio housing market remains robust...with sales activity in 2004 certain to shatter all previous records,” said OAR President Barbara Lach. “It’s abundantly clear that Ohio consumers are sold on making the American Dream of homeownership a reality.”

Statewide sales of new and existing homes (January-October) total 118,038, a 6.5 percent increase from the 110,801 sales posted during the 10-month period in 2003.

The state’s average sale price (January-October) of \$151,997 is 2 percent ahead of the \$148,977 average posted during the period in 2003. The total dollar volume of \$18 billion is 8.7 percent ahead of the \$16.5 billion posted a year ago.

October’s sales nearly mirrored the record results posted during the month a year ago, with sales this year reaching 11,608, a negligible 1 percent decrease from the record 11,730 sales during October 2003. The month’s average sales price of \$154,385 is a 5.5% increase over the October 2003 average sales price of \$146,339.

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>
Oct. '04	11,608	\$154,385	Jan.-Oct. '04	118,038	\$151,997
Oct. '03	11,730	\$146,339	Jan.-Oct. '03	110,801	\$148,977
% Change	-1.0%	5.5%	% Change	6.5%	2.0%

## Local Market Activity Report

		October		January – October	
		Sales	Avg. Price	Sales	Avg. Price
<b>Ashland</b>	2004	43	\$108,892	433	\$104,801
	2003	49	\$125,025	403	\$109,022
	% of Change	-12.2 %	-12.9 %	7.4%	-3.9%
<b>Athens</b>	2004	29	\$100,995	340	\$116,365
	2003	27	\$84,688	327	\$109,855
	% of Change	7.4%	19.3 %	4.0%	5.9%
<b>Cincinnati Area</b>	2004	2,049	\$173,313	21,784	\$172,806
	2003	2,063	\$167,453	20,575	\$167,065
	% Change	-0.7%	3.5 %	5.9%	3.4%
<b>Columbus Area</b>	2004	2,073	\$176,527	21,952	\$171,170
	2003	2,071	\$157,422	20,054	\$168,271
	% Change	0.1%	12.1 %	9.5%	1.7%
<b>Centralized Regional Information Systems</b> <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas &amp; part of Coshocton)</i>	2004	1,682	\$130,420	16,131	\$132,401
	2003	1,744	\$133,743	15,555	\$131,698
	% Change	-3.6%	-2.5%	3.7%	0.5%
<b>Dayton Area</b>	2004	1,030	\$140,249	10,932	\$133,766
	2003	985	\$127,612	9,691	\$132,023
	% Change	4.6%	9.9%	12.8%	1.3%
<b>Firelands</b>	2004	239	\$130,684	1,922	\$133,241
	2003	198	\$151,407	1,873	\$132,799
	% Change	20.7 %	-13.7 %	2.6%	0.3%
<b>Greater Portsmouth</b>	2004	45	\$82,078	419	\$78,323
	2003	52	\$73,918	407	\$81,996
	% Change	-13.5%	11.0 %	2.9%	-4.5%
<b>Heartland</b> <i>(Hancock County)</i>	2004	130	\$112,710	1,323	\$118,724
	2003	118	\$122,441	1,202	\$121,311
	% Change	10.2%	-7.9%	10.1%	-2.1%
<b>Knox</b>	2004	65	\$125,979	566	\$124,612
	2003	82	\$117,203	573	\$118,201
	% Change	-20.7%	7.5 %	-1.2%	5.4%
<b>Lancaster</b>	2004	80	\$131,686	889	\$131,166
	2003	112	\$119,283	786	\$121,477
	% Change	-28.6 %	10.4 %	13.1%	8.0%
<b>Licking</b>	2004	86	\$164,566	1,179	\$150,793
	2003	124	\$148,976	1,129	\$143,123
	% Change	-30.6%	10.5 %	4.4%	5.4%
<b>Mansfield</b>	2004	141	\$99,934	1,263	\$102,569
	2003	97	\$103,567	1,053	\$103,224
	% Change	45.4%	-3.5 %	19.9%	-0.6%
<b>Marion</b>	2004	55	\$90,958	621	\$88,503
	2003	56	\$87,641	567	\$89,015
	% Change	-1.8%	3.8%	9.5%	-0.6%
<b>Northern Ohio Regional MLS</b> <i>(Cuyahoga, Lake, Geauga, Medina &amp; Lorain)</i>	2004	2,390	\$173,724	22,849	\$168,606
	2003	2,421	\$164,418	22,247	\$165,199
	% Change	-1.3%	5.7%	2.7%	2.1%
<b>Scioto Valley</b>	2004	69	\$103,344	798	\$116,694
	2003	78	\$115,920	747	\$104,401
	% Change	-11.5 %	-10.8 %	6.8%	11.8%
<b>Toledo Area</b>	2004	722	\$135,931	7,458	\$133,604
	2003	746	\$123,899	7,202	\$129,442
	% Change	-3.2%	9.7%	3.6%	3.2%
<b>Wayne Holmes</b>	2004	87	\$146,772	719	\$132,857
	2003	82	\$128,243	728	\$122,392
	% of Change	6.1%	14.4 %	-1.2%	8.6%
<b>West Central/Lima</b>	2004	117	\$90,568	1,350	\$98,619
	2003	120	\$92,157	1,100	\$95,447
	% Change	-2.5%	-1.7%	22.7%	3.3%
<b>Western Regional Information Systems &amp; Technology</b> <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize &amp; Mercer)</i>	2004	383	\$114,358	4,091	\$113,725
	2003	396	\$105,481	3,665	\$110,879
	% Change	-3.3%	8.4%	11.6%	2.6%
<b>Zanesville</b>	2004	93	\$112,013	1,019	\$103,131
	2003	109	\$93,470	917	\$97,387
	% of Change	-14.7 %	19.8 %	11.1%	5.9%

**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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