



NEWS SERVICE

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#101-06

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RE: Ohio's Home Sale Activity Report - September 2006

Despite home sales activity throughout Ohio continuing to cool in September, the overall performance of the 2006 market nearly mirrors the record-breaking levels posted during the nine-month period a year ago, reports the Ohio Association of REALTORS®.

"The fact that the marketplace has been able to nearly match the record-breaking sales pace through the third quarter of the year in less than ideal conditions is ample proof that the American Dream of homeownership is alive and well in the Buckeye State," said Darlene Breen, President of the Ohio Association of REALTORS®. "The slight cooling of the Ohio housing market during the second half of 2006 is not unexpected. We're still on pace for our second best year in terms of sales activity...and with a stable interest rate environment, buyers will be able to enjoy a favorable marketplace."

Statewide sales of new and existing homes this year (January-September) total 109,286, a 2.2 percent decrease from the previous best-ever of 111,727 sales posted during the period a year ago.

The state's average sales price of \$151,983 marks a 3.9 percent decrease from the \$158,173 average price posted a year ago. The year-to-date dollar volume of \$16.9 billion through the first nine months of the year is 3.8 percent behind the \$17.6 billion mark posted in 2005.

Sales reached 11,825 in September 2006, a 10.2 percent decrease from the month's best-ever mark of 13,169 sales recorded during the month last year. The month's average sales price of \$151,983 is a 3.9 percent decrease from last year's \$158,173.

The 35,000-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> |
|-----------|--------------|----------------------|----------------|--------------|----------------------|
| Sept. '06 | 11,825 | \$151,983 | Jan.-Sept. '06 | 109,286 | \$154,900 |
| Sept. '05 | 13,169 | \$158,173 | Jan.-Sept. '05 | 111,727 | \$157,501 |
| % Change | -10.2% | -3.9% | % Change | -2.2% | -1.7% |

Local Market Activity Report

| | | September | | January – September | |
|---|-------------|-----------|------------|---------------------|------------|
| | | Sales | Avg. Price | Sales | Avg. Price |
| Ashland | 2006 | 49 | \$97,348 | 399 | \$117,372 |
| | 2005 | 54 | \$110,256 | 377 | \$113,738 |
| | % of Change | -9.3% | -11.7% | 5.8% | 3.2% |
| Athens | 2006 | 39 | \$103,313 | 370 | \$120,589 |
| | 2005 | 40 | \$115,235 | 325 | \$126,401 |
| | % of Change | -2.5% | -10.3% | 13.8% | -4.6% |
| Cincinnati Area | 2006 | 2,021 | \$179,124 | 20,124 | \$176,934 |
| | 2005 | 2,477 | \$179,875 | 20,684 | \$179,264 |
| | % Change | -18.4% | -0.4% | -2.7% | -1.3% |
| Columbus Area | 2006 | 2,134 | \$172,476 | 20,061 | \$176,891 |
| | 2005 | 2,420 | \$175,162 | 20,454 | \$179,449 |
| | % Change | -11.8% | -1.5% | -1.9% | -1.4% |
| Centralized Regional Information Systems <i>(Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas & Coshocton)</i> | 2006 | 1,756 | \$128,262 | 15,732 | \$132,369 |
| | 2005 | 1,700 | \$139,046 | 16,271 | \$134,146 |
| | % Change | 3.3% | -7.8% | -3.3% | -1.3% |
| Dayton Area | 2006 | 1,151 | \$131,298 | 10,972 | \$137,314 |
| | 2005 | 1,300 | \$138,743 | 10,812 | \$137,451 |
| | % Change | -11.5% | -5.4% | 1.5% | -0.1% |
| Firelands | 2006 | 219 | \$147,738 | 1,913 | \$138,895 |
| | 2005 | 234 | \$139,729 | 1,731 | \$143,432 |
| | % Change | -6.4% | 5.7% | 10.5% | -3.2% |
| Greater Portsmouth | 2006 | n/a | n/a | n/a | n/a |
| | 2005 | n/a | n/a | n/a | n/a |
| | % Change | n/a | n/a | n/a | n/a |
| Heartland <i>(Hancock County)</i> | 2006 | 134 | \$119,627 | 1,295 | \$110,130 |
| | 2005 | 160 | \$115,388 | 1,261 | \$126,371 |
| | % Change | -16.3% | 3.7% | 2.7% | -12.9% |
| Knox | 2006 | 54 | \$148,537 | 614 | \$133,840 |
| | 2005 | 60 | \$149,744 | 556 | \$141,188 |
| | % Change | -10.0% | -0.8% | 10.4% | -5.2% |
| Lancaster | 2006 | 103 | \$130,512 | 838 | \$126,704 |
| | 2005 | 105 | \$132,762 | 832 | \$129,482 |
| | % Change | -1.9% | -1.7% | 0.7% | -2.1% |
| Licking | 2006 | 115 | \$132,836 | 982 | \$154,095 |
| | 2005 | 123 | \$158,686 | 977 | \$154,058 |
| | % Change | -6.5% | 16.3% | 0.5% | 0% |
| Mansfield | 2006 | 127 | \$106,764 | 1,048 | \$106,036 |
| | 2005 | 122 | \$124,866 | 1,124 | \$108,581 |
| | % Change | 4.1% | -14.5% | -6.8% | -2.3% |
| Marion | 2006 | 83 | \$90,200 | 689 | \$90,355 |
| | 2005 | 69 | \$88,571 | 598 | \$92,951 |
| | % Change | 20.3% | 1.8% | 15.2% | -2.8% |
| Northern Ohio Regional MLS <i>(Cuyahoga, Lake, Geauga, Medina & Lorain)</i> | 2006 | 2,325 | \$171,090 | 20,451 | \$172,466 |
| | 2005 | 2,652 | \$173,279 | 21,655 | \$175,948 |
| | % Change | -12.3% | -1.3% | -5.6% | -2.0% |
| Scioto Valley | 2006 | 103 | \$121,975 | 898 | \$114,226 |
| | 2005 | 130 | \$108,419 | 842 | \$104,375 |
| | % Change | -20.8% | 12.5% | 6.7% | 9.4% |
| Toledo Area | 2006 | 694 | \$124,434 | 6,610 | \$132,505 |
| | 2005 | 807 | \$142,656 | 6,980 | \$134,402 |
| | % Change | -14.0% | -12.8% | -5.3% | -1.4% |
| Wayne Holmes | 2006 | 48 | \$128,131 | 556 | \$130,173 |
| | 2005 | 49 | \$138,540 | 543 | \$141,614 |
| | % of Change | -2.0% | -7.5% | 2.4% | -8.1% |
| West Central/Lima | 2006 | 157 | \$96,108 | 1,275 | \$105,356 |
| | 2005 | 117 | \$103,599 | 1,128 | \$102,681 |
| | % Change | 34.2% | -7.2% | 13.0% | 2.6% |
| Western Regional Information Systems & Technology <i>(Clark, Miami, Champaign, Logan, Shelby, Auglaize & Mercer)</i> | 2006 | 415 | \$116,007 | 3,597 | \$115,651 |
| | 2005 | 452 | \$118,649 | 3,741 | \$114,058 |
| | % Change | -8.2% | -2.2% | -3.8% | 1.4% |
| Zanesville | 2006 | 98 | \$99,113 | 862 | \$103,375 |
| | 2005 | 98 | \$101,997 | 836 | \$105,751 |
| | % of Change | 0% | -2.8% | 3.1% | -2.2% |

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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