



OHIO  
ASSOCIATION  
OF REALTORS®

To: All News Media  
Re: September Home Sales for Ohio  
From: Pat O'Neil, OAR President, 614.261.6767  
Carl Horst, OAR Director of Publications & Media Relations, 614.228.6675  
Date: Oct. 24, 2007



Activity in Ohio's housing market continued to progress at traditional levels during the third quarter, with sales reaching fifth best for the period, reports the Ohio Association of REALTORS®.

"It's become apparent that the Ohio housing market – after four consecutive years of record shattering sales – has returned to more customary activity levels during the first three quarters of 2007," said OAR President Patrick O'Neil. "Throughout the country the housing sector has experienced a return to normalcy much of the year. Despite the slower activity we're finding that Ohio's consumers remain keenly interested in taking advantage of the favorable interest rates and ample supply of housing in all price categories that exist throughout the Buckeye state.

"We remain optimistic that the final quarter of the 2007 housing market will continue to offer buyers a solid foundation upon which they can make their American Dream of homeownership a reality."

Statewide sales of new and existing homes during the first nine months of the year (January through September) total 102,253, 6.9 percent behind the 109,821 sales posted during the period a year ago.

The state's average sale price (January through September) of \$151,781 marks a 2.1 percent decrease from the \$155,080 average price posted during the period a year ago. The total dollar volume reached \$15.5 billion, an 8.9 percent decrease from the \$17 billion posted in 2006.

Sales in September 2007 reached 10,025, a 16.2 percent decrease from the 11,962 sales posted during the month a year ago. The average sale price for September 2007 reached \$143,185, a 5.5 percent decrease from the \$151,445 posted during the period a year ago.

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. 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

PATRICK O'NEIL  
PRESIDENT

DONALD W. FREELS  
CEO

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



# Ohio MLS Stats Report for January through September 2007

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change
Ashland	399	391	-2.0%	\$46,831,516	\$44,008,993	-6.0%	\$117,372	\$112,555	-4.1%
Athens	370	355	-4.1%	\$44,617,789	\$48,054,411	7.7%	\$120,589	\$135,365	12.3%
Cincinnati	19,844	17,554	-11.5%	\$3,566,462,893	\$3,082,713,862	-13.6%	\$179,725	\$175,613	-2.3%
Columbus	20,061	18,895	-5.8%	\$3,548,607,829	\$3,296,632,570	-7.1%	\$176,891	\$174,471	-1.4%
CRIS	15,732	14,794	-6.0%	\$2,082,425,123	\$1,941,924,206	-6.7%	\$132,369	\$131,264	-0.8%
Dayton	11,341	10,598	-6.6%	\$1,547,287,821	\$1,438,034,430	-7.1%	\$136,433	\$135,689	-0.5%
Firelands	1,913	1,816	-5.1%	\$265,706,494	\$242,995,364	-8.5%	\$138,895	\$133,808	-3.7%
Greater Portsmouth	437	421	-3.7%	\$36,476,596	\$39,372,306	7.9%	\$83,470	\$93,521	12.0%
Heartland	1,295	1,171	-9.6%	\$160,618,988	\$144,303,521	-10.2%	\$124,030	\$123,231	-0.6%
Knox	614	465	-24.3%	\$82,177,640	\$64,297,432	-21.8%	\$133,840	\$138,274	3.3%
Lancaster	838	775	-7.5%	\$106,177,734	\$97,361,144	-8.3%	\$126,704	\$125,627	-0.8%
Licking	991	988	-0.3%	\$152,980,634	\$154,064,424	0.7%	\$154,370	\$155,936	1.0%
Mansfield	1,048	1,042	-0.6%	\$111,125,775	\$104,880,388	-5.6%	\$106,036	\$100,653	-5.1%
Marion	689	681	-1.2%	\$62,254,384	\$57,951,385	-6.9%	\$90,355	\$85,097	-5.8%
NORMLS	20,451	19,091	-6.7%	\$3,527,094,195	\$3,177,406,382	-9.9%	\$172,466	\$166,435	-3.5%
Scioto Valley	898	814	-9.4%	\$102,575,146	\$89,228,801	-13.0%	\$114,226	\$109,618	-4.0%
Toledo	6,610	6,363	-3.7%	\$875,855,545	\$818,307,803	-6.6%	\$132,505	\$128,604	-2.9%
Wayne Holmes	556	509	-8.5%	\$72,376,437	\$72,058,289	-0.4%	\$130,173	\$141,568	8.8%
West Central	1,275	1,254	-1.6%	\$134,329,489	\$126,554,009	-5.8%	\$105,356	\$100,920	-4.2%
WRIST	3,597	3,398	-5.5%	\$415,998,094	\$388,697,952	-6.6%	\$115,651	\$114,390	-1.1%
Zanesville	862	878	1.9%	\$89,109,116	\$91,164,390	2.3%	\$103,375	\$103,832	0.4%
<b>Statewide</b>	<b>109,821</b>	<b>102,253</b>	<b>-6.9%</b>	<b>\$17,031,089,238</b>	<b>\$15,520,012,062</b>	<b>-8.9%</b>	<b>\$155,080</b>	<b>\$151,781</b>	<b>-2.1%</b>

Key: Centralized Regional Information Systems (CRIS): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton Counties; Heartland: Hancock County; Northern Ohio Regional MLS (NORMLS): Cuyahoga, Lake, Geauga, Medina, Ashtabula Lorain Counties; Western Regional Information Systems Technology (WRIST): 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.*



# Ohio MLS Stats Report for September 2007

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2006	2007	% Change	2006	2007	% Change	2006	2007	% Change
Ashland	49	39	-20.4%	\$4,770,050	\$5,227,647	9.6%	\$97,348	\$134,042	37.7%
Athens	39	32	-17.9%	\$4,029,200	\$4,267,750	5.9%	\$103,313	\$133,367	29.1%
Cincinnati	2,031	1,702	-16.2%	\$363,992,329	\$280,191,886	-23.0%	\$179,218	\$164,625	-8.1%
Columbus	2,134	1,851	-13.3%	\$368,063,784	\$302,614,137	-17.8%	\$172,476	\$163,487	-5.2%
CRIS	1,756	1,415	-19.4%	\$225,227,977	\$177,868,299	-21.0%	\$128,262	\$125,702	-2.0%
Dayton	1,226	1,016	-17.1%	\$159,033,593	\$135,284,730	-14.9%	\$129,717	\$133,154	2.6%
Firelands	219	189	-13.7%	\$32,354,622	\$23,352,414	-27.8%	\$147,738	\$123,558	-16.4%
Greater Portsmouth	52	32	-38.5%	\$4,501,518	\$2,559,385	-43.1%	\$86,568	\$79,981	-7.6%
Heartland	134	129	-3.7%	\$16,030,040	\$15,473,128	-3.5%	\$119,627	\$119,947	0.3%
Knox	54	45	-16.7%	\$8,020,997	\$6,029,000	-24.8%	\$148,537	\$133,978	-9.8%
Lancaster	103	99	-3.9%	\$13,442,736	\$13,121,262	-2.4%	\$130,512	\$132,538	1.6%
Licking	115	100	-13.0%	\$15,276,140	\$13,671,400	-10.5%	\$132,836	\$136,714	2.9%
Mansfield	127	96	-24.4%	\$13,559,072	\$11,083,975	-18.3%	\$106,764	\$115,458	8.1%
Marion	83	65	-21.7%	\$7,486,570	\$4,706,500	-37.1%	\$90,200	\$72,408	-19.7%
NORMLS	2,325	1,874	-19.4%	\$397,783,320	\$285,233,450	-28.3%	\$171,090	\$152,206	-11.0%
Scioto Valley	103	94	-8.7%	\$12,563,380	\$8,862,758	-29.5%	\$121,975	\$94,285	-22.7%
Toledo	694	608	-12.4%	\$86,357,000	\$78,388,000	-9.2%	\$124,434	\$128,928	3.6%
Wayne Holmes	48	55	14.6%	\$6,150,300	\$7,034,800	14.4%	\$128,131	\$127,905	-0.2%
West Central	157	127	-19.1%	\$15,088,923	\$13,375,175	-11.4%	\$96,108	\$105,316	9.6%
WRIST	415	355	-14.5%	\$48,142,747	\$37,075,269	-23.0%	\$116,007	\$104,437	-10.0%
Zanesville	98	102	4.1%	\$9,713,064	\$10,007,155	3.0%	\$99,113	\$98,109	-1.0%
<b>Statewide</b>	<b>11,962</b>	<b>10,025</b>	<b>-16.2%</b>	<b>\$1,811,587,362</b>	<b>\$1,435,428,120</b>	<b>-20.8%</b>	<b>\$151,445</b>	<b>\$143,185</b>	<b>-5.5%</b>

Key: Centralized Regional Information Systems (CRIS): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton Counties; Heartland: Hancock County; Northern Ohio Regional MLS (NORMLS): Cuyahoga, Lake, Geauga, Medina, Ashtabula Lorain Counties; Western Regional Information Systems Technology (WRIST): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer Counties

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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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Patrick O'Neil – 614/261-6767

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**Centralized Real Estate Information Services**

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**Heartland Association**

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**Knox County**

Jeri Scott, EO • 740/392-8490

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Pat Rathz, EO • 440/974-8506

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Phil Frye, EO • 740/345-2151

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Thomas Kowal, EO • 440/986-6545

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**Mansfield Area**

Barbara Murray, EO • 419/756-1130

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Lori Dye, EO • 740/387-2928

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Lizbeth Kohler, EO • 330/722-1000

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Connie Daniels, EO • 513/423-3445

Paul Renwick, President • 513/424-9400

**Midwestern Ohio Association**

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

Brenda Boggs, EO • 937/335-8501

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**Northern Ohio Regional Multiple Listing Service**

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**Portage County Area**

Phyllis Parks, EO • 330/296-5451

Timothy Miller, President • 330/673-5883

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Linda Nuccio, EO • 740/353-3079

Andrew Joe Bihl, President • 740/574-0056

**Scioto Valley Association**

Mary Kay Clipner, Administrator • 740/773-7489

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Della Smith, EO • 937/323-6489

James Burton, President • 937/399-0522

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Tom LaRochelle, EO • 330/494-5630

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Rose Wanosik, EO • 330/343-7736

Jerry Ackerman, President • 330/340-7653

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Ruth West, EO • 330/394-4001

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**Wayne-Holmes Association**

Amy Scott, EO • 330/264-8062

Lynn Semer, President • 330/262-7200

**West Central/Lima Area**

Sandra Blandzinski, EO • 419/227-5432

Tim Stanford, President • 419/222-3040

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David Brisker, EO • 937/335-1117

**Youngstown Area**

Sharyn Braunstein, EO • 330/788-7026

Gwendolyn Bush, President • 330/729-1212