



## FOR IMMEDIATE RELEASE

TO: All News Media  
FROM: Thomas J. Williams, OAR President, 330.856.6100  
Carl Horst, OAR Director of Publications & Media Relations, 614.225.6205  
RE: Year-End Home Sales for Ohio  
DATE: January 22, 2013



The Ohio housing market was filled with a number of positives in 2012, as sales activity rose 12.7 percent over the level of the prior year and the average sales price jumped 5.5 percent statewide, according to the Ohio Association of REALTORS.

“The Ohio housing market made significant progress in its attempt to fully recover from the economic challenges of the past few years,” said Thomas J. Williams, president of the Ohio Association of REALTORS. “Our year-end 2012 results are reflective of a marketplace that appears to have regained its footing and returned to traditionally stable levels.”

Year-end 2012 sales of new and existing homes (January through December) totalled 114,457, a 12.7 percent increase from the 101,561 sales posted in 2011, according to the statistics provided by the state’s Multiple Listing Services.

The state’s average sale price (January-December) of \$134,951 marks a 5.5 percent increase from the \$127,463 average posted in 2011. Total dollar volume reached \$15.4 billion, a 19.3 percent increase from the \$12.9 billion posted a year earlier.

“The recovery of the Ohio housing market in 2012 was widespread in scope, as 17 of the 20 markets we track reported gains in sales activity and 18 posted increases in average sales price,” Williams noted. “To have so many individual markets post positives in a state as diverse as Ohio – with its mix of big urban markets and smaller, rural locales – is an indication that the Buckeye State has made significant strides in its recovery effort.”

Williams noted that a recent survey of the state’s real estate professionals suggests the industry remains cautiously optimistic about the market’s outlook in the coming months. The OAR Housing Market Confidence Index, a survey that tracks the perception Ohio REALTORS have of the marketplace, offers the following highlights in the January 2013 report:

- 88 percent of REALTORS describe the current housing market in their area as moderate to strong; a significant increase from the 60 percent mark the profession posted during the month a year ago. This month’s REALTOR Current Market Index measurement reached 54, a 22 point improvement from the January 2012 score of 32.
- 93 percent of the respondents have moderate to strong expectations for their market in the next six months; increasing 18 percentage points from the January 2012 level of 75 percent. This month’s REALTOR Future Market Index reached record-high 63, a 21 point increase from the January 2012 index of 42.
- 98 percent of REALTORS believe home prices over the next year will remain stable and could even post gains; 26 percentage points more than the findings in January 2012 (of 72 percent). The REALTOR Price Index for REALTORS®’ expectations for the next year reached a record-high 70, a 21 point improvement from the mark recorded during the month a year ago (49).

200 EAST  
TOWN STREET  
COLUMBUS, OHIO  
43215-4648

TELEPHONE  
614.228.6675

FAX:  
614.241.2848

THOMAS J. WILLIAMS  
PRESIDENT

ROBERT E. FLETCHER  
CEO

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

“Ohio’s REALTORS remain remarkably upbeat about the state of the current marketplace and are equally hopeful about its long-term prospects,” Williams said. “Gauging the sentiment of REALTORS is important, as the profession is often sitting across the kitchen table with buyers and sellers as they express their desires, hopes and fears when making the largest financial decision they’ll make in a lifetime.”

Sales in the fourth quarter 2012 increased 17.9 percent, reaching 27,802 sales compared to the 23,582 sales posted during the period a year ago. It marks the best results for the fourth quarter since 2006.

“Not only have we been able to string six consecutive quarters of sales growth in Ohio, we’ve also attained an unprecedented 18 straight months of gains in activity levels -- a clear indication that we’ve begun to establish a solid foundation for a growing, sustainable housing market moving forward,” Williams said. “There will undoubtedly be economic challenges in the months and year ahead, but there appears to be an overwhelming sentiment that home ownership is a smart, long-term investment and that the desire to achieve the American Dream remains strong.”

Sales in December 2012 reached 8,390, a 6.6 percent increase from the 7,867 sales posted during the month in 2011. The average sales price of \$132,698 was a 7.7 percent increase from the \$122,447 average price posted in December 2011.

Data provided to OAR by Multiple Listing Services includes residential closings for new and existing single-family homes and condominiums/co-ops. The Ohio Association of REALTORS®, with more than 26,000 members, is the largest professional trade association in Ohio.

Refer to the following pages for a market by market analysis of sales activity throughout Ohio and local contact information.

*{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.}*

# Ohio MLS Stats Report for December 2012\*\*

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2011	2012	%Change	2011	2012	%Change	2011	2012	% Change
Ashland	34	31	-8.8%	\$3,875,116	\$2,962,936	-23.5%	\$113,974	\$95,579	-16.1%
Athens	29	28	-3.4%	\$3,280,786	\$2,954,200	-10.0%	\$113,131	\$105,507	-6.7%
Cambridge	23	18	-21.7%	\$2,244,800	\$1,485,500	-33.8%	\$97,600	\$82,528	-15.4%
Cincinnati	1,308	1,377	5.3%	\$190,985,717	\$211,590,422	10.8%	\$146,014	\$153,660	5.2%
Columbus	1,347	1,600	18.8%	\$200,957,583	\$254,236,800	26.5%	\$149,189	\$158,898	6.5%
Dayton	765	810	5.9%	\$83,900,300	\$92,600,640	10.4%	\$109,674	\$114,322	4.2%
Firelands	150	171	14.0%	\$14,465,407	\$19,518,536	34.9%	\$96,436	\$114,143	18.4%
Greater Ports.	33	27	-18.2%	\$3,108,550	\$2,340,600	-24.7%	\$94,198	\$86,689	-8.0%
Heartland	68	96	41.2%	\$7,427,653	\$12,085,320	62.7%	\$109,230	\$125,889	15.3%
Knox	25	36	44.0%	\$2,844,700	\$3,485,525	22.5%	\$113,788	\$96,820	-14.9%
Lancaster	45	63	40.0%	\$5,130,450	\$7,214,949	40.6%	\$114,010	\$114,523	0.4%
Mansfield	116	113	-2.6%	\$8,825,327	\$10,710,576	21.4%	\$76,080	\$94,784	24.6%
Marion	68	57	-16.2%	\$4,453,201	\$4,321,117	-3.0%	\$65,488	\$75,809	15.8%
NEOHREX*	2,696	2,815	4.4%	\$322,227,181	\$372,843,173	15.7%	\$119,520	\$132,449	10.8%
Scioto Valley	67	74	10.4%	\$5,878,918	\$6,552,295	11.5%	\$87,745	\$88,545	0.9%
Toledo	566	534	-5.7%	\$55,548,000	\$57,145,000	2.9%	\$98,141	\$107,013	9.0%
Tri-State*	73	62	-15.1%	\$5,915,670	\$6,011,394	1.6%	\$81,037	\$96,958	19.6%
West Central	103	99	-3.9%	\$8,265,035	\$9,594,775	16.1%	\$80,243	\$96,917	20.8%
WRIST*	292	327	12.0%	\$28,804,341	\$31,059,301	7.8%	\$98,645	\$94,983	-3.7%
Zanesville	59	52	-11.9%	\$5,150,436	\$4,623,220	-10.2%	\$87,296	\$88,908	1.8%
<b>Statewide</b>	<b>7,867</b>	<b>8,390</b>	<b>6.6%</b>	<b>\$963,289,171</b>	<b>\$1,113,336,279</b>	<b>15.6%</b>	<b>\$122,447</b>	<b>\$132,698</b>	<b>7.7%</b>

\* 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.Tri-State: Belmont, Harrison and Jefferson 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 January through December (Year-end) 2012\*\*

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2011	2012	%Change	2011	2012	%Change	2011	2012	% Change
Ashland	480	457	-4.8%	\$43,174,242	\$46,663,473	8.1%	\$89,946	\$102,108	13.5%
Athens	408	486	19.1%	\$46,300,239	\$62,553,671	35.1%	\$113,481	\$128,711	13.4%
Cambridge	279	294	5.4%	\$23,816,895	\$25,925,049	8.9%	\$85,365	\$88,180	3.3%
Cincinnati	16,853	18,987	12.7%	\$2,551,829,575	\$2,965,848,477	16.2%	\$151,417	\$156,204	3.2%
Columbus	18,890	21,997	16.4%	\$2,976,372,779	\$3,701,525,370	24.4%	\$157,563	\$168,274	6.8%
Dayton	10,463	11,609	11.0%	\$1,212,564,728	\$1,421,235,603	17.2%	\$115,891	\$122,425	5.6%
Firelands	2,036	2,187	7.4%	\$220,257,946	\$250,084,125	13.5%	\$108,182	\$114,350	5.7%
Greater Ports.	432	477	10.4%	\$38,276,975	\$41,473,675	8.4%	\$88,604	\$86,947	-1.9%
Heartland	1,111	1,308	17.7%	\$128,552,142	\$151,454,921	17.8%	\$115,708	\$115,791	0.1%
Knox	383	442	15.4%	\$46,775,311	\$53,106,461	13.5%	\$122,129	\$120,150	-1.6%
Lancaster	659	625	-5.2%	\$75,106,954	\$72,203,827	-3.9%	\$113,971	\$115,526	1.4%
Mansfield	1,524	1,497	-1.8%	\$122,934,143	\$131,255,045	6.8%	\$80,665	\$87,679	8.7%
Marion	629	699	11.1%	\$48,918,306	\$56,389,666	15.3%	\$77,772	\$80,672	3.7%
NEOHREX*	33,123	37,915	14.5%	\$3,987,482,731	\$4,860,362,935	21.9%	\$120,384	\$128,191	6.5%
Scioto Valley	851	854	0.4%	\$77,113,344	\$79,364,623	2.9%	\$90,615	\$92,933	2.6%
Toledo	6,790	7,294	7.4%	\$694,684,000	\$776,350,000	11.8%	\$102,310	\$106,437	4.0%
Tri-State*	799	861	7.8%	\$74,146,254	\$84,252,579	13.6%	\$92,799	\$97,854	5.4%
West Central	1,288	1,288	0.0%	\$115,984,058	\$119,323,605	2.9%	\$90,050	\$92,643	2.9%
WRIST*	3,887	4,454	14.6%	\$398,067,497	\$475,368,342	19.4%	\$102,410	\$106,728	4.2%
Zanesville	676	726	7.4%	\$62,897,351	\$71,334,147	13.4%	\$93,043	\$98,256	5.6%
<b>Statewide</b>	101,561	114,457	12.7%	\$12,945,255,470	\$15,446,075,594	19.3%	\$127,463	\$134,951	5.5%

\* 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. Tri-State: Belmont, Harrison and Jefferson Counties.

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**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:**

**2013 OAR President**

Thomas J. Williams – 330.856.6100

**Akron Area**

Sandy Naragon, EO • 330/434-6677  
Tony Deluke, President • 330/688-2233

**Ashland Area**

Sharon Sample, EO • 419/281-2700  
Jennifer Stoops, President • 419/281-1457

**Athens Area**

Sandra Porter, EO • 740/592-5263  
Susan Barga, President • 740/592-3015

**Cambridge**

Donna Oliver, Bd. Secy. • 740/439-7653  
Peggy Parry, President • 740/680-2060

**Cincinnati Area**

Gene Snavley, EO • 513/761-8800  
Kevin Kelly, President • 513/922-9400

**Cleveland Area**

Mike Valerino, Staff • 216/901-0130  
Joanne Zettl, President • 216/409-1328

**Columbus**

Stan Collins, EO • 614/475-4000  
Chris Pedon, President • 614/240-7400

**Dayton Area**

Jesse Livesay, EO • 937/223-0900  
Nancy Farkas, President • 937/435-4900

**Firelands Association**

David Freitag, EO • 419/357-3035  
Tony Taylor, President • 419/734-5751

**Hamilton-Fairfield-Oxford Area**

Leslie Besl, EO • 513/939-2881  
John Holbrock, President • 513/737-6600

**Heartland Association**

Sandi Blandzinski, EO • 419/422-3833  
Trent Farthing, President • 419/423-8004

**Knox County**

Jeri Scott, EO • 740/392-8490  
Martha Edelblute, President • 740/397-4060

**Lake & Geauga County Area**

Vicki Pate, EO • 440/350-9000  
Nancie Grgurich, President • 216/390-0660

**Lancaster Area**

Debbie Hoelscher, EO • 740/653-1861  
Fran Miller, President • 740/653-3583

**Lorain County Area**

Barb Tressel-Bangas, EO • 440/328-4210  
Chad Schneider, President • 440/748-2393

**Mansfield Area**

Barbara Murray, EO • 419/756-1130  
Nathan Purdy, President • 614/756-4663

**Marion**

Lori Dye, EO • 740/387-2928  
Jo Ann Neal, President • 740/389-2000

**Medina County**

Susan Elliott, EO • 330/722-1000  
Michael Schmidt, President • 330/722-3302

**Middletown Area**

Joan Shelton, EO • 513/423-3445  
Jim Karr, President • 513/793-2121

**Midwestern Ohio Association**

Jennifer Zeller, EO. • 937/335-8501  
Laurie Johnson, President • 937/657-4184

**NEOHREX (Northeast Ohio Real Estate Exchange)**

Carl DeMusz, CEO NORMLS • 216/485-4100  
John Kurlich, CEO CRIS • 330/376-0015

**Portage County Area**

Jennifer Mueller, EO • 330/296-5451  
Dottie Dupuy, President • 216/447-4477

**Portsmouth Board**

Opal Spears, EO • 740/353-3079  
Wyatt Bates, President • 740/352-6204

**Scioto Valley Association**

Brenda Free, EO • 740/773-7489  
Cindy Stevens, President • 740/774-1123

**Southern Ohio Association**

Roberta Sheppard, EO • 513/528-2657  
Derek Tye, President • 513/655-2300

**Springfield Area**

Karen Bodey, EO • 937/323-6489  
Jerome Vinson, President • 937/408-1231

**Stark County Area**

Tom LaRochelle, EO • 330/494-5630  
Sony Taylor, President • 330/493-6005

**Toledo Area**

Megan Meyer-Foos, EO • 419/535-3222  
Brad Crown, President • 419/324-7000

**Tri-State MLS**

JoAnn McClain, EO • 740/264-0001  
Rick DeLuca, MLS • 740/264-6989

**Tuscarawas County Area**

Rose Wanosik, EO • 330/343-7736  
Randy Seiber, President • 330/401-2180

**Warren Area**

Shannon Burgraf, EO • 330/394-4001  
Marlin Palich, President • 330/856-6100

**West Central/Lima Area**

Roxann Dunno, EO • 419/227-5432  
Joe Guagenti, President • 419/991-3322

**Western Regional Information Systems & Technology**

David Brisker, EO • 937/335-1117

**Youngstown Columbiana Area**

Deborah Schifffhauer, EO • 330/788-7026  
Sandra Bates, President • 330/702-8400

**Zanesville**

Nancy Cameron, EO • 740/452-3890  
Deborah Davis, President • 740/819-0217