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: February Home Sales for Ohio
DATE: March 21, 2013

The number of homes sold across Ohio jumped more than 10 percent in February, as the market posted gains in activity for the 20th consecutive month, according to the Ohio Association of REALTORS.

"With each passing month we continue to make progress in building a solid foundation for a sustainable and growing housing market in Ohio moving forward," said OAR President Thomas J. Williams. "Attaining 20 straight months of gains in activity – our longest stretch of uninterrupted sales growth since we began collecting data in 1998 – is tremendous testament to the desire among our fellow Ohioans to make the American Dream of homeownership a reality.

"Buyers are taking advantage of the ideal conditions prevalent in today's marketplace, with historic low interest rates and attractive pricing," Williams added. "Additionally, there's a renewed sense – despite the economic ebbs and flows – that housing remains a wise long-term investment."

Sales through the first two months of 2013 reached 14,624, a 14.3 percent increase from the 12,794 sales posted during the same period a year ago. The average sales price (January through February) this year is $122,748, a 6.1 percent increase from the $115,694 mark set during the period a year ago.

Total dollar volume this year is nearly $1.8 billion, a 21.3 percent increase from the two-month mark of a year ago of nearly $1.5 billion.

"The ongoing recovery of the Ohio housing market is widespread…with 17 of the 20 markets we track showing gains in activity so far in 2013 and our prices rising in 15 of our reporting areas," Williams added. "Having so many of our individual markets record positives in a state as diverse as Ohio – with its unique blend of big urban markets and smaller, rural locales – is an indication that the Buckeye State is making significant headway in its recovery effort."

Williams noted that a recent survey of the state's real estate professionals suggests that the industry remains upbeat 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 March 2013 report:

- 93 percent of REALTORS describe the current housing market in their area as moderate to strong; a significant increase from the 77 percent mark the profession posted during the month a year ago. This month's REALTOR Current Market Index measurement reached a record-high 62, an 18 point improvement from the March 2012 score of 44.

- 94 percent of the respondents have moderate to strong expectations for their market in the next six months; increasing 9 percentage points from the March 2012 level of 85 percent. This month's REALTOR Future Market Index reached record-high 67, a 14 point increase from the March 2012 index of 53.

Established in 1910
OHIO ASSOCIATION OF REALTORS®

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
HTTP://WWW.OHIOREALTORS.ORG

- 97 percent of REALTORS believe home prices over the next year will remain stable and could even post gains; 15 percentage points more than the findings in March 2012 (of 82 percent). The REALTOR Price Index for REALTORS' expectations for the next year reached a record-high 74, a 20 point improvement from the mark recorded during the month a year ago (54).

"REALTORS are a reflection of how people buying and selling homes feel about the market's current and long-term prospects," Williams said. "When we launched our Confidence Index in mid-2011 – when the overall market was still in the midst of the economic struggles resulting from the onset of the recession a few years prior – the industry was far from optimistic about market conditions.

"We've seen a steady, cautious uptick in our overall outlook – rising from our initial Index scores in the 20's and 30's to the record-high levels we're now achieving," he added. "REALTORS are hopeful, but also seem to have a firm understanding that there will be challenges in the months ahead."

Sales in February reached 7,363, a 10.2 percent increase from the 6,681 sales posted during the month in 2012. The average sales price of $125,061 was a 7.9 percent increase from the $115,932 average price posted in February 2012.

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 February 2013**

MLS	Number of Units Sold 2012	Number of Units Sold 2013	%Change	Dollar Volume 2012	Dollar Volume 2013	%Change	Average Sale Price 2012	Average Sale Price 2013	% Change
Ashland	30	33	10.0%	$3,070,650	$2,660,734	-13.3%	$102,355	$80,628	-21.2%
Athens	18	27	50.0%	$1,547,151	$4,263,574	175.6%	$85,953	$157,910	83.7%
Cambridge	19	24	26.3%	$1,255,220	$2,520,205	100.8%	$66,064	$105,009	58.9%
Cincinnati	1,163	1,333	14.6%	$151,482,024	$191,076,507	26.1%	$130,251	$143,343	10.1%
Columbus	1,215	1,451	19.4%	$183,552,480	$217,635,924	18.6%	$151,072	$149,990	-0.7%
Dayton	686	807	17.6%	$73,087,851	$89,958,098	23.1%	$106,542	$111,472	4.6%
Firelands	123	151	22.8%	$12,747,815	$15,904,906	24.8%	$103,641	$105,331	1.6%
Greater Ports.	30	17	-43.3%	$2,582,000	$1,054,900	-59.1%	$86,067	$62,053	-27.9%
Heartland	73	89	21.9%	$7,798,950	$10,618,252	36.1%	$106,835	$119,306	11.7%
Knox	20	41	105.0%	$2,796,425	$3,399,300	21.6%	$139,821	$82,910	-40.7%
Lancaster	45	48	6.7%	$4,599,945	$5,245,104	14.0%	$102,221	$109,273	6.9%
Mansfield	98	116	18.4%	$8,152,066	$9,476,572	16.2%	$83,184	$81,695	-1.8%
Marion	45	55	22.2%	$3,434,833	$4,287,151	24.8%	$76,330	$77,948	2.1%
NEOHREX*	2,122	2,105	-0.8%	$229,519,908	$261,556,331	14.0%	$108,162	$124,255	14.9%
Scioto Valley	62	60	-3.2%	$5,111,541	$5,429,460	6.2%	$82,444	$90,491	9.8%
Toledo	448	483	7.8%	$39,183,000	$48,519,000	23.8%	$87,462	$100,453	14.9%
Tri-State*	64	60	-6.3%	$5,260,000	$4,913,180	-6.6%	$82,188	$81,886	-0.4%
West Central	85	82	-3.5%	$7,119,100	$7,781,540	9.3%	$83,754	$94,897	13.3%
WRIST*	287	331	15.3%	$28,665,065	$30,110,893	5.0%	$99,878	$90,969	-8.9%
Zanesville	48	50	4.2%	$3,578,430	$4,414,605	23.4%	$74,551	$88,292	18.4%
Statewide	6,681	7,363	10.2%	$774,544,454	$920,826,236	18.9%	$115,932	$125,061	7.9%

* 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 February 2013**

	Number of Units Sold			Dollar Volume			Average Sale Price		
MLS	2012	2013	%Change	2012	2013	%Change	2012	2013	% Change
Ashland	60	87	45.0%	$5,964,500	$7,189,430	20.5%	$99,408	$82,637	-16.9%
Athens	58	52	-10.3%	$6,823,451	$6,456,164	-5.4%	$117,646	$124,157	5.5%
Cambridge	41	42	2.4%	$3,312,921	$4,284,905	29.3%	$80,803	$102,022	26.3%
Cincinnati	2,162	2,633	21.8%	$289,260,528	$371,590,947	28.5%	$133,793	$141,128	5.5%
Columbus	2,329	2,825	21.3%	$342,647,276	$423,017,322	23.5%	$147,122	$149,741	1.8%
Dayton	1,263	1,524	20.7%	$129,407,286	$168,269,877	30.0%	$102,460	$110,413	7.8%
Firelands	248	323	30.2%	$24,778,183	$32,573,674	31.5%	$99,912	$100,847	0.9%
Greater Ports.	55	46	-16.4%	$4,709,014	$3,774,525	-19.8%	$85,618	$82,055	-4.2%
Heartland	142	161	13.4%	$15,853,087	$18,536,442	16.9%	$111,641	$115,133	3.1%
Knox	43	69	60.5%	$4,879,175	$6,481,950	32.8%	$113,469	$93,941	-17.2%
Lancaster	81	82	1.2%	$8,251,461	$9,060,278	9.8%	$101,870	$110,491	8.5%
Mansfield	180	222	23.3%	$13,727,746	$16,938,716	23.4%	$76,265	$76,301	0.0%
Marion	93	103	10.8%	$6,351,673	$7,852,031	23.6%	$68,298	$76,233	11.6%
NEOHREX*	4,161	4,316	3.7%	$449,131,445	$516,637,535	15.0%	$107,938	$119,703	10.9%
Scioto Valley	118	141	19.5%	$9,807,061	$12,084,541	23.2%	$83,111	$85,706	3.1%
Toledo	852	990	16.2%	$75,062,000	$98,295,000	31.0%	$88,101	$99,288	12.7%
Tri-State*	112	114	1.8%	$11,829,505	$9,037,481	-23.6%	$105,621	$79,276	-24.9%
West Central	166	169	1.8%	$13,329,190	$15,881,078	19.1%	$80,296	$93,971	17.0%
WRIST*	540	636	17.8%	$57,886,146	$59,266,937	2.4%	$107,197	$93,187	-13.1%
Zanesville	90	89	-1.1%	$7,182,480	$7,837,924	9.1%	$79,805	$88,067	10.4%
Statewide	12,794	14,624	14.3%	$1,480,194,128	$1,795,066,757	21.3%	$115,694	$122,748	6.1%

* 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.***

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

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