



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Thomas J. Williams, OAR President, 330.856.6100
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RE: July Home Sales for Ohio
DATE: August 21, 2013



The number of homes sold across Ohio surged 25.8 percent in July, as the market posted year-over-year gains in activity for the 25th consecutive month, according to the Ohio Association of REALTORS.

“Home sales activity in July remained brisk, helping the marketplace maintain its steady progress in recovering from the economic challenges that tested the foundation of the industry a few years ago,” said Thomas J. Williams, president of the Ohio Association of REALTORS. “Attaining increased sales for the 25th consecutive month – our longest stretch of uninterrupted growth in 16 years of tracking Ohio home sales – is a clear indicator of growing consumer confidence and a renewed appreciation that housing is a solid, long-term investment.”

Sales through the first seven months of 2013 reached 74,666, a 17.5 percent increase from the 63,551 sales posted during the same period a year ago. The average sales price (January through July) this year is \$142,701, a 6.7 percent increase from the \$133,710, mark set during the period a year ago.

Total dollar volume this year is nearly \$10.7 billion, a 25.4 percent increase from the seven-month mark of a year ago of nearly \$8.5 billion.

“We’re experiencing widespread improvement in Ohio’s housing sector, with 18 of our 20 markets posting year-to-date gains in sales,” Williams said. “In a state as diverse as Ohio – with a blend of large, urban cities and smaller, rural locales – achieving balanced growth is a positive development and bodes well for our ongoing recovery effort.”

Sales in July reached 13,354; a 25.8 percent increase from the 10,619 sales posted during a year ago, and reached the month’s best mark since 2005. The average sales price of \$156,738 is a 7.2 percent increase from the \$146,228 average price posted in July 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.}

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Ohio MLS Stats Report for July 2013**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2012	2013	%Change	2012	2013	%Change	2012	2013	% Change
Ashland	37	54	45.9%	\$3,898,007	\$6,401,756	64.2%	\$105,352	\$118,551	12.5%
Athens	50	54	8.0%	\$7,825,832	\$8,112,705	3.7%	\$156,517	\$150,235	-4.0%
Cambridge	19	33	73.7%	\$1,569,050	\$3,470,261	121.2%	\$82,582	\$105,159	27.3%
Cincinnati	1,807	2,329	28.9%	\$300,402,397	\$419,610,000	39.7%	\$166,244	\$180,167	8.4%
Columbus	2,096	2,825	34.8%	\$391,492,976	\$546,066,850	39.5%	\$186,781	\$193,298	3.5%
Dayton	1,107	1,336	20.7%	\$141,943,629	\$182,831,180	28.8%	\$128,224	\$136,850	6.7%
Firelands	203	229	12.8%	\$24,372,167	\$27,887,838	14.4%	\$120,060	\$121,781	1.4%
Greater Ports.	48	55	14.6%	\$3,870,100	\$5,748,262	48.5%	\$80,627	\$104,514	29.6%
Heartland	104	143	37.5%	\$12,342,806	\$18,040,929	46.2%	\$118,681	\$126,160	6.3%
Knox	45	43	-4.4%	\$4,698,365	\$5,897,465	25.5%	\$104,408	\$137,150	31.4%
Lancaster	69	66	-4.3%	\$8,706,834	\$7,701,804	-11.5%	\$126,186	\$116,694	-7.5%
Mansfield	139	202	45.3%	\$12,490,967	\$18,756,659	50.2%	\$89,863	\$92,855	3.3%
Marion	66	82	24.2%	\$6,421,806	\$7,043,533	9.7%	\$97,300	\$85,897	-11.7%
NEOHREX*	3,463	4,277	23.5%	\$486,593,616	\$643,003,483	32.1%	\$140,512	\$150,340	7.0%
Scioto Valley	52	107	105.8%	\$4,965,351	\$12,668,051	155.1%	\$95,488	\$118,393	24.0%
Toledo	660	735	11.4%	\$72,949,000	\$92,601,000	26.9%	\$110,529	\$125,988	14.0%
Tri-State*	64	73	14.1%	\$6,491,549	\$7,751,946	19.4%	\$101,430	\$106,191	4.7%
West Central	119	141	18.5%	\$10,706,329	\$16,925,810	58.1%	\$89,969	\$120,041	33.4%
WRIST*	405	494	22.0%	\$43,355,516	\$54,673,123	26.1%	\$107,051	\$110,674	3.4%
Zanesville	66	76	15.2%	\$7,703,875	\$7,885,569	2.4%	\$116,725	\$103,757	-11.1%
Statewide	10,619	13,354	25.8%	\$1,552,800,172	\$2,093,078,224	34.8%	\$146,228	\$156,738	7.2%

* 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 July 2013**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2012	2013	%Change	2012	2013	%Change	2012	2013	% Change
Ashland	266	336	26.3%	\$26,299,849	\$33,773,399	28.4%	\$98,872	\$100,516	1.7%
Athens	312	302	-3.2%	\$42,508,543	\$39,565,515	-6.9%	\$136,245	\$131,012	-3.8%
Cambridge	181	210	16.0%	\$16,271,640	\$21,189,685	30.2%	\$89,899	\$100,903	12.2%
Cincinnati	10,851	13,278	22.4%	\$1,686,498,375	\$2,213,153,295	31.2%	\$155,423	\$166,678	7.2%
Columbus	12,325	15,504	25.8%	\$2,076,306,868	\$2,700,973,458	30.1%	\$168,463	\$174,211	3.4%
Dayton	6,419	7,472	16.4%	\$777,141,845	\$949,267,192	22.1%	\$121,069	\$127,043	4.9%
Firelands	1,274	1,440	13.0%	\$141,217,620	\$165,677,582	17.3%	\$110,846	\$115,054	3.8%
Greater Ports.	290	256	-11.7%	\$25,480,543	\$23,334,164	-8.4%	\$87,864	\$91,149	3.7%
Heartland	742	840	13.2%	\$84,121,876	\$102,315,628	21.6%	\$113,372	\$121,804	7.4%
Knox	237	292	23.2%	\$27,627,460	\$36,160,133	30.9%	\$116,572	\$123,836	6.2%
Lancaster	356	377	5.9%	\$39,849,991	\$45,198,814	13.4%	\$111,938	\$119,891	7.1%
Mansfield	826	1,050	27.1%	\$69,244,695	\$87,856,857	26.9%	\$83,831	\$83,673	-0.2%
Marion	399	457	14.5%	\$30,683,528	\$38,193,916	24.5%	\$76,901	\$83,575	8.7%
NEOHREX*	20,278	23,110	14.0%	\$2,551,676,160	\$3,152,843,401	23.6%	\$125,835	\$136,428	8.4%
Scioto Valley	480	586	22.1%	\$44,631,645	\$60,813,226	36.3%	\$92,983	\$103,777	11.6%
Toledo	4,169	4,500	7.9%	\$438,808,000	\$506,922,000	15.5%	\$105,255	\$112,649	7.0%
Tri-State*	477	484	1.5%	\$46,342,005	\$46,439,346	0.2%	\$97,153	\$95,949	-1.2%
West Central	745	836	12.2%	\$69,016,337	\$83,265,895	20.6%	\$92,639	\$99,600	7.5%
WRIST*	2,538	2,910	14.7%	\$267,108,068	\$305,369,683	14.3%	\$105,244	\$104,938	-0.3%
Zanesville	386	426	10.4%	\$36,579,485	\$42,578,047	16.4%	\$94,766	\$99,948	5.5%
Statewide	63,551	74,666	17.5%	\$8,497,414,533	\$10,654,891,236	25.4%	\$133,710	\$142,701	6.7%

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**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.

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:

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