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: March Home Sales for Ohio
DATE: April 22, 2013

The number of homes sold across Ohio rose more than 12 percent in March, as the market posted gains in activity for the 21st consecutive month, according to the Ohio Association of REALTORS.

"The Ohio marketplace is steadily making tremendous progress in its effort to establish a solid foundation for a sustained, growing housing sector," said OAR President Thomas J. Williams. "The fact that we've now posted 21 straight months of uninterrupted sales gains – a stretch unmatched in our 16 years of tracking Ohio housing activity – is a hopeful indication that the desire to attain the American Dream of homeownership remains strong among our fellow Ohioans.

"Today's marketplace is attracting home buyers looking to take advantage of historically low interest rates and attractive pricing that exists throughout the Buckeye State," Williams added. "There also appears to be a firm understanding – despite changing economic conditions – that housing continues to be a solid, long-term investment."

Sales through the first quarter of 2013 reached 24,412, a 13.5 percent increase from the 21,515 sales posted during the same period a year ago. The average sales price (January through March) this year is $125,920, a 5.7 percent increase from the $119,166 mark set during the period a year ago.

Total dollar volume this year is nearly $3.1 billion, a 19.9 percent increase from the three-month mark of a year ago of nearly $2.6 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 14 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."

Sales in March reached 9,779, a 12.1 percent increase from the 8,721 sales posted during the month in 2012, and reached the best mark since 2007. The average sales price of $130,668 was a 5.2 percent increase from the $124,259 average price posted in March 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.)

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

Ohio MLS Stats Report for March 2013**

MLS	Number of Units Sold 2012	Number of Units Sold 2013	Number of Units Sold %Change	Dollar Volume 2012	Dollar Volume 2013	Dollar Volume %Change	Average Sale Price 2012	Average Sale Price 2013	Average Sale Price % Change
Ashland	39	37	-5.1%	$3,203,275	$3,399,240	6.1%	$82,135	$91,871	11.9%
Athens	51	27	-47.1%	$6,080,849	$3,162,325	-48.0%	$119,232	$117,123	-1.8%
Cambridge	32	42	31.3%	$2,638,600	$3,654,320	38.5%	$82,456	$87,008	5.5%
Cincinnati	1,513	1,752	15.8%	$219,687,436	$274,689,763	25.0%	$145,200	$156,786	8.0%
Columbus	1,653	1,896	14.7%	$253,829,721	$303,801,768	19.7%	$153,557	$160,233	4.3%
Dayton	932	977	4.8%	$107,114,853	$117,924,821	10.1%	$114,930	$120,701	5.0%
Firelands	207	185	-10.6%	$22,435,420	$19,615,487	-12.6%	$108,384	$106,030	-2.2%
Greater Ports.	45	31	-31.1%	$3,909,530	$2,902,770	-25.8%	$86,878	$93,638	7.8%
Heartland	109	94	-13.8%	$10,765,589	$9,801,613	-9.0%	$98,767	$104,272	5.6%
Knox	27	45	66.7%	$2,903,800	$5,105,822	75.8%	$107,548	$113,463	5.5%
Lancaster	36	46	27.8%	$3,983,544	$6,278,356	57.6%	$110,654	$136,486	23.3%
Mansfield	123	172	39.8%	$9,709,201	$11,362,675	17.0%	$78,937	$66,062	-16.3%
Marion	56	63	12.5%	$4,026,566	$4,178,783	3.8%	$71,903	$66,330	-7.8%
NEOHREX*	2,637	3,090	17.2%	$310,441,027	$381,247,693	22.8%	$117,725	$123,381	4.8%
Scioto Valley	78	91	16.7%	$7,002,805	$10,395,931	48.5%	$89,780	$114,241	27.2%
Toledo	566	583	3.0%	$55,381,000	$57,959,000	4.7%	$97,846	$99,415	1.6%
Tri-State*	73	61	-16.4%	$6,347,083	$5,234,064	-17.5%	$86,946	$85,804	-1.3%
West Central	113	111	-1.8%	$10,798,035	$9,043,328	-16.3%	$95,558	$81,471	-14.7%
WRIST*	390	422	8.2%	$39,141,482	$42,278,701	8.0%	$100,363	$100,186	-0.2%
Zanesville	41	54	31.7%	$4,261,576	$5,765,318	35.3%	$103,941	$106,765	2.7%
Statewide	8,721	9,779	12.1%	$1,083,661,392	$1,277,801,778	17.9%	$124,259	$130,668	5.2%

* 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.***

Wednesday, April 17, 2013 02:29 PM

Ohio MLS Stats Report for January through March 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	99	124	25.3%	$9,167,775	$10,588,670	15.5%	$92,604	$85,393	-7.8%
Athens	109	79	-27.5%	$12,904,300	$9,618,489	-25.5%	$118,388	$121,753	2.8%
Cambridge	73	84	15.1%	$5,951,521	$7,939,225	33.4%	$81,528	$94,515	15.9%
Cincinnati	3,675	4,394	19.6%	$508,947,964	$647,368,410	27.2%	$138,489	$147,330	6.4%
Columbus	3,982	4,721	18.6%	$596,476,997	$726,819,090	21.9%	$149,793	$153,954	2.8%
Dayton	2,195	2,501	13.9%	$236,522,139	$286,194,698	21.0%	$107,755	$114,432	6.2%
Firelands	455	508	11.6%	$47,213,603	$52,189,161	10.5%	$103,766	$102,735	-1.0%
Greater Ports.	100	77	-23.0%	$8,618,544	$6,677,295	-22.5%	$86,185	$86,718	0.6%
Heartland	251	255	1.6%	$26,618,676	$28,338,055	6.5%	$106,051	$111,130	4.8%
Knox	70	114	62.9%	$7,782,975	$11,587,772	48.9%	$111,185	$101,647	-8.6%
Lancaster	117	128	9.4%	$12,235,005	$15,338,634	25.4%	$104,573	$119,833	14.6%
Mansfield	303	394	30.0%	$23,436,947	$28,301,391	20.8%	$77,350	$71,831	-7.1%
Marion	149	166	11.4%	$10,378,239	$12,030,814	15.9%	$69,653	$72,475	4.1%
NEOHREX*	6,798	7,406	8.9%	$759,572,472	$897,885,228	18.2%	$111,735	$121,238	8.5%
Scioto Valley	196	232	18.4%	$16,809,866	$22,480,472	33.7%	$85,765	$96,899	13.0%
Toledo	1,418	1,573	10.9%	$130,443,000	$156,254,000	19.8%	$91,991	$99,335	8.0%
Tri-State*	185	175	-5.4%	$18,176,588	$14,271,545	-21.5%	$98,252	$81,552	-17.0%
West Central	279	280	0.4%	$24,127,225	$24,924,406	3.3%	$86,478	$89,016	2.9%
WRIST*	930	1,058	13.8%	$97,027,628	$101,545,638	4.7%	$104,331	$95,979	-8.0%
Zanesville	131	143	9.2%	$11,444,056	$13,603,242	18.9%	$87,359	$95,128	8.9%
Statewide	21,515	24,412	13.5%	$2,563,855,520	$3,073,956,235	19.9%	$119,166	$125,920	5.7%

* 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.***

Wednesday, April 17, 2013 02:34 PM

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