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: September Home Sales for Ohio
DATE: October 21, 2013

The number of homes sold across Ohio increased 18.9 percent in September, as the market posted year-over-year gains in activity for the 27th consecutive month, according to the Ohio Association of REALTORS.

"The Ohio housing market has taken another step forward in its continuing effort to overcome the economic challenges that shook the very foundation of the American Dream a few years ago," said OAR President Thomas J. Williams. "The fact that we now posted 27 straight months of year-over-year sales gains – our longest stretch of uninterrupted in 16 years of tracking Ohio's sales activity -- is a good indication that we're making progress in building a sustainable, growing marketplace. Equally important, there seems to be an appreciation among current and would-be home owners that, long-term, housing is a solid investment."

Sales through the first nine months of 2013 reached 99,585, a 17.7 percent increase from the 84,614 sales posted during the same period a year ago. The average sales price (January through September) this year is $143,462, a 5.8 percent increase from the $135,652 mark set during the period a year ago.

Total dollar volume this year is nearly $14.3 billion, a 24.5 percent increase from the nine-month mark of a year ago of nearly $11.5 billion.

Sales in September reached 11,269, an 18.9 percent increase from the 9,480 sales posted during the month a year ago. The September 2013 sales total is the month's best mark since 2006. The average sales price of $140,986 is a 2 percent increase from the $138,187 average price posted in September 2012.

Similarly, home sales during the third quarter (July – September) reached their highest level of the year and best quarterly mark since second quarter 2007. Sales activity in the third quarter 2013 reached 38,273, a 20.8 percent increase from the same three-month period a year ago when the market recorded 31,682 closings. The average sales price in third quarter 2013 is $149,580, 4.3 percent ahead of the same quarter a year ago and the highest average sales price since third quarter 2007.

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 September 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	36	44	22.2%	$3,759,697	$4,998,092	32.9%	$104,436	$113,593	8.8%
Athens	35	36	2.9%	$4,351,264	$5,920,671	36.1%	$124,322	$164,463	32.3%
Cambridge	20	45	125.0%	$1,632,799	$3,762,650	130.4%	$81,640	$83,614	2.4%
Cincinnati	1,595	1,955	22.6%	$253,552,889	$318,140,244	25.5%	$158,967	$162,732	2.4%
Columbus	1,859	2,226	19.7%	$315,074,474	$388,960,110	23.5%	$169,486	$174,735	3.1%
Dayton	983	1,192	21.3%	$122,419,253	$148,349,729	21.2%	$124,536	$124,454	-0.1%
Firelands	172	215	25.0%	$19,790,250	$28,287,681	42.9%	$115,060	$131,571	14.3%
Greater Ports.	39	49	25.6%	$3,930,525	$4,556,393	15.9%	$100,783	$92,988	-7.7%
Heartland	122	118	-3.3%	$13,847,146	$13,995,194	1.1%	$113,501	$118,603	4.5%
Knox	45	63	40.0%	$5,178,615	$7,586,612	46.5%	$115,080	$120,422	4.6%
Lancaster	59	53	-10.2%	$6,868,485	$7,307,958	6.4%	$116,415	$137,886	18.4%
Mansfield	131	140	6.9%	$11,586,133	$14,310,363	23.5%	$88,444	$102,217	15.6%
Marion	48	67	39.6%	$4,646,650	$6,554,554	41.1%	$96,805	$97,829	1.1%
NEOHREX*	3,070	3,534	15.1%	$404,831,872	$478,114,680	18.1%	$131,867	$135,290	2.6%
Scioto Valley	74	100	35.1%	$7,349,915	$9,463,200	28.8%	$99,323	$94,632	-4.7%
Toledo	579	678	17.1%	$64,288,000	$73,242,000	13.9%	$111,033	$108,027	-2.7%
Tri-State*	76	91	19.7%	$8,069,767	$8,068,598	0.0%	$106,181	$88,666	-16.5%
West Central	97	145	49.5%	$9,176,198	$13,033,203	42.0%	$94,600	$89,884	-5.0%
WRIST*	385	455	18.2%	$44,341,202	$47,377,080	6.8%	$115,172	$104,125	-9.6%
Zanesville	55	63	14.5%	$5,313,580	$6,739,250	26.8%	$96,611	$106,972	10.7%
Statewide	9,480	11,269	18.9%	$1,310,008,714	$1,588,768,262	21.3%	$138,187	$140,986	2.0%

* 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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Ohio MLS Stats Report for January through September 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	353	444	25.8%	$36,140,033	$44,744,222	23.8%	$102,380	$100,775	-1.6%
Athens	384	389	1.3%	$50,829,207	$51,878,461	2.1%	$132,368	$133,364	0.8%
Cambridge	221	281	27.1%	$19,726,039	$27,326,299	38.5%	$89,258	$97,247	8.9%
Cincinnati	14,400	17,740	23.2%	$2,263,768,900	$2,956,515,324	30.6%	$157,206	$166,658	6.0%
Columbus	16,510	20,459	23.9%	$2,807,191,058	$3,587,929,675	27.8%	$170,030	$175,372	3.1%
Dayton	8,522	10,001	17.4%	$1,048,096,669	$1,270,176,391	21.2%	$122,987	$127,005	3.3%
Firelands	1,638	1,915	16.9%	$186,664,948	$226,710,357	21.5%	$113,959	$118,387	3.9%
Greater Ports.	381	348	-8.7%	$33,320,705	$32,612,832	-2.1%	$87,456	$93,715	7.2%
Heartland	970	1,102	13.6%	$109,961,877	$134,186,203	22.0%	$113,363	$121,766	7.4%
Knox	338	414	22.5%	$41,421,675	$51,151,366	23.5%	$122,549	$123,554	0.8%
Lancaster	473	492	4.0%	$52,917,748	$59,546,686	12.5%	$111,877	$121,030	8.2%
Mansfield	1,117	1,380	23.5%	$95,963,125	$120,456,799	25.5%	$85,911	$87,288	1.6%
Marion	521	598	14.8%	$41,561,650	$52,101,269	25.4%	$79,773	$87,126	9.2%
NEOHREX*	27,224	30,975	13.8%	$3,485,886,245	$4,266,185,201	22.4%	$128,045	$137,730	7.6%
Scioto Valley	626	816	30.4%	$59,674,403	$82,474,066	38.2%	$95,327	$101,071	6.0%
Toledo	5,431	5,939	9.4%	$578,103,000	$674,245,000	16.6%	$106,445	$113,528	6.7%
Tri-State*	652	664	1.8%	$65,166,660	$63,258,934	-2.9%	$99,949	$95,269	-4.7%
West Central	952	1,129	18.6%	$88,638,508	$111,125,572	25.4%	$93,108	$98,428	5.7%
WRIST*	3,369	3,912	16.1%	$360,389,723	$414,788,402	15.1%	$106,972	$106,030	-0.9%
Zanesville	532	587	10.3%	$52,612,733	$59,281,751	12.7%	$98,896	$100,991	2.1%
Statewide	84,614	99,585	17.7%	$11,478,034,906	$14,286,694,810	24.5%	$135,652	$143,462	5.8%

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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
Jim Abele, 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
Gavin Blair, EO • 937/223-0900
Nancy Farkas, President • 937/435-4900

Firelands Association
David Freitag, EO • 419/625-5787
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 • 330/495-1008

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

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