



FOR IMMEDIATE RELEASE

TO: All News Media
FROM: Chris Hall, OAR President, 419.691.2800
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RE: Ohio's February Home Sales
DATE: March 20, 2014



The number of homes sold across Ohio in February fell 4.3 percent from the level posted during the month a year ago, according to the Ohio Association of REALTORS.

Home sales activity in February fell 2.9 percent from the level reached in January 2014.

"Extreme winter conditions played a role in cooling homes sales activity throughout Ohio, as our level of activity slid slightly for the second consecutive month," said Chris Hall, president of the Ohio Association of REALTORS. "A survey of the state's real estate professionals conducted during the month found that two-thirds of respondents indicated that the cold, snowy conditions resulted in a marked decline in home buying activity.

"Additionally, it's apparent that the marketplace, as a whole, is becoming more balanced following an unprecedented streak of 30 months of year-over-year gains. The ongoing stabilization of the state's housing sector will result in traditional ebbs and flows in activity."

February's average home price of \$130,082 reflects a 4 percent increase from the \$125,061 mark posted during the month last year.

Sales in February reached a seasonally adjusted annual rate of 116,636, a 4.3 percent decrease from the 121,880 level during the month a year ago. The market also experienced a 2.9 percent decline in sales from January's upwardly revised, seasonally adjusted annual rate of 120,119.

Around the state, 16 of the 20 markets tracked reported declines in sales activity levels. The average sales price increased in 14 markets.

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 27,000 members, is the largest professional trade association in Ohio. [Click here](#) to view the methods addressing OAR's reporting of home sales activity.

Refer to the following pages for OAR's seasonally adjusted Ohio home sales report, as well as 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 Association of REALTORS®
Ohio Existing Home Sales*

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2013	Feb	121,880	7449	\$125,599
2013	Mar	120,424	9778	\$130,688
2013	Apr	127,215	11005	\$134,388
2013	May	128,319	12833	\$148,143
2013	Jun	127,038	13022	\$161,498
2013	Jul	139,181	13406	\$156,738
2013	Aug	136,600	13587	\$149,963
2013	Sep	133,453	11282	\$140,986
2013	Oct	134,531	11139	\$137,039
2013	Nov	127,949	9530	\$136,468
2013	Dec	126,369	9330	\$139,805
2014	Jan r	120,119	6983	\$127,327
2014	Feb p	116,636	7042	\$130,082
% change last month:		-2.9%	0.8%	
% change last year:		-4.3%	-5.5%	3.6%
Year-end				
2012		112,449		\$135,042
2013		129,108		\$142,004
2014 p		118,380		na

**Report reflects reported closings by Ohio MLSes and includes new and existing residential single family and condos*

p= preliminary

r= revised

Ohio MLS Stats Report for February 2014**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2013	2014	%Change	2013	2014	%Change	2013	2014	% Change
Ashland	21	15	-28.6%	\$1,878,106	\$1,445,000	-23.1%	\$89,434	\$96,333	7.7%
Athens	27	31	14.8%	\$4,263,574	\$3,537,050	-17.0%	\$157,910	\$114,098	-27.7%
Cambridge	24	13	-45.8%	\$2,520,205	\$1,821,019	-27.7%	\$105,009	\$140,078	33.4%
Cincinnati	1,343	1,298	-3.4%	\$192,175,532	\$201,901,590	5.1%	\$143,094	\$155,548	8.7%
Columbus	1,539	1,444	-6.2%	\$232,076,583	\$237,675,180	2.4%	\$150,797	\$164,595	9.2%
Dayton	807	754	-6.6%	\$89,958,098	\$85,576,789	-4.9%	\$111,472	\$113,497	1.8%
Firelands	151	139	-7.9%	\$15,904,906	\$15,778,019	-0.8%	\$105,331	\$113,511	7.8%
Greater Ports.	17	25	47.1%	\$1,054,900	\$2,403,300	127.8%	\$62,053	\$96,132	54.9%
Heartland	89	52	-41.6%	\$10,618,252	\$5,419,142	-49.0%	\$119,306	\$104,214	-12.6%
Knox	41	30	-26.8%	\$3,399,300	\$3,930,005	15.6%	\$82,910	\$131,000	58.0%
Lancaster	48	37	-22.9%	\$5,245,104	\$4,822,987	-8.0%	\$109,273	\$130,351	19.3%
Mansfield	116	83	-28.4%	\$9,476,572	\$7,151,664	-24.5%	\$81,695	\$86,165	5.5%
Marion	55	43	-21.8%	\$4,287,151	\$3,853,201	-10.1%	\$77,948	\$89,609	15.0%
NEOHREX*	2,105	2,151	2.2%	\$261,556,331	\$251,530,555	-3.8%	\$124,255	\$116,937	-5.9%
Scioto Valley	60	48	-20.0%	\$5,429,460	\$4,565,088	-15.9%	\$90,491	\$95,106	5.1%
Toledo	483	397	-17.8%	\$48,519,000	\$37,515,000	-22.7%	\$100,453	\$94,496	-5.9%
Tri-State*	60	52	-13.3%	\$4,913,180	\$3,886,251	-20.9%	\$81,886	\$74,736	-8.7%
West Central	82	82	0.0%	\$7,781,540	\$6,661,249	-14.4%	\$94,897	\$81,235	-14.4%
WRIST*	331	306	-7.6%	\$30,110,893	\$32,804,281	8.9%	\$90,969	\$107,204	17.8%
Zanesville	50	42	-16.0%	\$4,414,605	\$3,763,284	-14.8%	\$88,292	\$89,602	1.5%
Statewide	7,449	7,042	-5.5%	\$935,583,292	\$916,040,654	-2.1%	\$125,599	\$130,082	3.6%

* 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 2014**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2013	2014	%Change	2013	2014	%Change	2013	2014	% Change
Ashland	58	31	-46.6%	\$5,295,958	\$3,310,500	-37.5%	\$91,310	\$106,790	17.0%
Athens	52	68	30.8%	\$6,456,164	\$7,519,620	16.5%	\$124,157	\$110,583	-10.9%
Cambridge	42	32	-23.8%	\$4,284,905	\$3,575,919	-16.5%	\$102,022	\$111,747	9.5%
Cincinnati	2,644	2,507	-5.2%	\$372,728,472	\$384,349,271	3.1%	\$140,971	\$153,310	8.8%
Columbus	2,997	2,781	-7.2%	\$447,675,417	\$450,862,504	0.7%	\$149,375	\$162,122	8.5%
Dayton	1,524	1,493	-2.0%	\$168,269,877	\$166,282,548	-1.2%	\$110,413	\$111,375	0.9%
Firelands	323	282	-12.7%	\$32,573,674	\$30,994,609	-4.8%	\$100,847	\$109,910	9.0%
Greater Ports.	46	52	13.0%	\$3,774,525	\$4,589,131	21.6%	\$82,055	\$88,253	7.6%
Heartland	161	123	-23.6%	\$18,536,442	\$13,712,517	-26.0%	\$115,133	\$111,484	-3.2%
Knox	69	58	-15.9%	\$6,481,950	\$6,810,905	5.1%	\$93,941	\$117,429	25.0%
Lancaster	82	65	-20.7%	\$9,060,278	\$8,147,987	-10.1%	\$110,491	\$125,354	13.5%
Mansfield	222	180	-18.9%	\$16,938,716	\$15,057,076	-11.1%	\$76,301	\$83,650	9.6%
Marion	103	85	-17.5%	\$7,852,031	\$6,932,716	-11.7%	\$76,233	\$81,561	7.0%
NEOHREX*	4,316	4,398	1.9%	\$516,637,535	\$521,146,807	0.9%	\$119,703	\$118,496	-1.0%
Scioto Valley	141	121	-14.2%	\$12,084,541	\$11,017,266	-8.8%	\$85,706	\$91,052	6.2%
Toledo	990	807	-18.5%	\$98,295,000	\$78,990,000	-19.6%	\$99,288	\$97,881	-1.4%
Tri-State*	114	103	-9.6%	\$9,037,481	\$7,477,981	-17.3%	\$79,276	\$72,602	-8.4%
West Central	169	152	-10.1%	\$15,881,078	\$13,626,440	-14.2%	\$93,971	\$89,648	-4.6%
WRIST*	636	585	-8.0%	\$59,266,937	\$61,181,923	3.2%	\$93,187	\$104,584	12.2%
Zanesville	89	102	14.6%	\$7,837,924	\$9,765,030	24.6%	\$88,067	\$95,736	8.7%
Statewide	14,778	14,025	-5.1%	\$1,818,968,905	\$1,805,350,750	-0.7%	\$123,086	\$128,724	4.6%

* 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:

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Ashland Area

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Lancaster Area

Debbie Hoelscher, EO • 740/653-1861
Zachary DeLeon, President • 740/653-3583

Lorain County Area

Barb Tressel-Bangas, EO • 440/328-4210
Shell Yance, President • 440/773-2943

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Debra Jones, President • 419/529-3047

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Rick Roe, President • 740/389-2000

Medina County

Susan Faust, EO • 330/722-1000
Robert Wilging, President • 330/239-8688

Middletown Area

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Rachel Lewitt, President • 513/705-9855

Midwestern Ohio Association

Jennifer Zeller, EO. • 937/335-8501
Laura Bates, President • 937/381-7777

NEOHREX (Northeast Ohio Real Estate Exchange)

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

Portage County Area

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Portsmouth Board

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Scioto Valley Association

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Kelly Blankenship, President • 740/775-1112

Southern Ohio Association

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Springfield Area

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Stark County Area

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