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OHIO ASSOCIATION OF REALTORS®

**FOR IMMEDIATE RELEASE**

TO: All News Media
FROM: Sara Calo, OAR President, 440.525.2927
Carl Horst, OAR Director of Publications & Media Relations, 614.225.6205
RE: Ohio's 2015 Year-End Home Sales
DATE: January 22, 2016

The Ohio housing marketplace continued to establish a solid foundation in 2015, as sales surpassed the activity level of 2014 and average prices posted a 3.8 percent gain, according to the Ohio Association of REALTORS.

Homes sales finished 2015 with a seasonally adjusted annual rate of 139,632, a 9.6 percent increase from the 2014 year-end rate of 127,399. The average sales price across Ohio in 2015 reached $155,247, a 3.8 percent increase from the $149,560 mark posted during 2014.

"The Ohio housing market displayed tremendous resiliency throughout 2015, posting increased sales activity and gains in average pricing each and every month compared to the same period a year earlier," said OAR President Sara Calo. "Overall, we've seen a re-emergence of a strong, stable housing sector across Ohio – a positive development for current and would-be home owners."

Sales in December reached a seasonally adjusted annual rate of 146,498, an 11.4 percent increase from the 131,465 level posted in November 2015. The market experienced an 11.6 percent increase in sales from December 2014's seasonally adjusted annual rate of 131,232. Sales during December 2015 reached the highest level for the month since OAR began tracking Ohio sales data in 1998.

December's average home price of $152,108 reflects a 4.3 percent increase from the $145,865 mark posted in December 2014.

Around the state, 16 of the 18 markets tracked reported increases in sales activity levels for the year. All but one local market showed an increase in average sale price compared to 2014.

Home sales during the fourth quarter of 2015 increased from the same three-month period a year ago. Specifically, fourth quarter 2015's seasonally adjusted annual rate reached 136,928, a 2.1 percent increase from the fourth quarter 2014 mark of 134,105. Total dollar volume in 2015 reached nearly $22.3 billion, a 14.4 percent increase from the 2014 level of nearly $19.5 billion.

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 29,000 members, is the largest professional trade association in Ohio. The methods addressing OAR's reporting of home sales activity is available at www.ohiorealtors.org.

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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200 East
Town Street
Columbus, Ohio
43215-4648

Telephone
614.228.6675

Fax:
614.241.2848

Sara Calo
ABR,CRS,PMN,EPRO
President

Robert E. Fletcher
CEO

E-mail: info@ohiorealtors.org
http://www.ohiorealtors.org

# Ohio Association of REALTORS®
# Ohio Existing Home Sales*
# December 2015

| | | Sales Activity | | Average Sale Price |
|---|---|---|---|---|
| | | Seasonally Adjusted | Not Seasonally | Not Seasonally |
| Year | Month | Annual Rate | Adjusted | Adjusted |
| 2014 | Dec | 131,232 | 9,931 | $145,865 |
| 2015 | Jan | 123,108 | 7,085 | $137,464 |
| 2015 | Feb | 127,188 | 7,460 | $137,145 |
| 2015 | Mar | 134,031 | 10,519 | $147,124 |
| 2015 | Apr | 137,089 | 11,602 | $148,270 |
| 2015 | May | 140,920 | 13,351 | $162,605 |
| 2015 | Jun | 143,488 | 15,237 | $171,968 |
| 2015 | Jul | 152,473 | 15,315 | $167,425 |
| 2015 | Aug | 146,577 | 14,056 | $161,145 |
| 2015 | Sep | 148,028 | 13,200 | $156,811 |
| 2015 | Oct | 144,059 | 12,403 | $150,509 |
| 2015 | Nov | 131,465 | 9,495 | $147,804 |
| 2015 | Dec | 146,498 | 11,006 | $152,108 |
| **% change last month:** | | 11.4% | 15.9% | |
| **% change last year:** | | 11.6% | 10.8% | 4.3% |
| **Year-end** | | | | |
| 2013 | | 129,108 | | $142,135 |
| 2014 | | 127,399 | | $149,560 |
| 2015 | | 139,632 | | $155,427 |

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

# Ohio Local MLS Stats Report for December 2015**

| | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|---|---|---|---|---|---|---|---|---|---|
| MLS | 2014 | 2015 | %Change | 2014 | 2015 | %Change | 2014 | 2015 | % Change |
| Ashland | 31 | 22 | -29.0% | $3,477,550 | $2,326,910 | -33.1% | $112,179 | $105,769 | -5.7% |
| Athens | 34 | 32 | -5.9% | $3,513,650 | $4,290,501 | 22.1% | $103,343 | $134,078 | 29.7% |
| Cincinnati | 1,618 | 1,739 | 7.5% | $279,727,564 | $313,654,584 | 12.1% | $172,885 | $180,365 | 4.3% |
| Columbus | 2,035 | 2,158 | 6.0% | $361,619,500 | $397,469,072 | 9.9% | $177,700 | $184,184 | 3.6% |
| Dayton | 988 | 1,073 | 8.6% | $133,418,336 | $144,156,741 | 8.0% | $135,039 | $134,349 | -0.5% |
| Firelands | 209 | 211 | 1.0% | $30,412,583 | $25,958,777 | -14.6% | $145,515 | $123,027 | -15.5% |
| Greater Ports. | 36 | 54 | 50.0% | $3,081,158 | $5,319,266 | 72.6% | $85,588 | $98,505 | 15.1% |
| Guerns.-Musk. | 92 | 83 | -9.8% | $9,394,270 | $7,562,234 | -19.5% | $102,112 | $91,111 | -10.8% |
| Heartland | 88 | 115 | 30.7% | $11,518,400 | $13,955,000 | 21.2% | $130,891 | $121,348 | -7.3% |
| Knox | 40 | 32 | -20.0% | $4,692,695 | $3,947,028 | -15.9% | $117,317 | $123,345 | 5.1% |
| Lancaster | 49 | 60 | 22.4% | $5,539,009 | $7,795,620 | 40.7% | $113,041 | $129,927 | 14.9% |
| Mansfield | 141 | 142 | 0.7% | $15,352,043 | $15,429,369 | 0.5% | $108,880 | $108,658 | -0.2% |
| Marion | 53 | 73 | 37.7% | $4,752,400 | $7,274,111 | 53.1% | $89,668 | $99,645 | 11.1% |
| NEOHREX* | 3,431 | 3,913 | 14.0% | $462,344,590 | $563,001,198 | 21.8% | $134,755 | $143,880 | 6.8% |
| Scioto Valley | 81 | 65 | -19.8% | $6,872,121 | $8,572,980 | 24.8% | $84,841 | $131,892 | 55.5% |
| Toledo | 588 | 682 | 16.0% | $65,991,000 | $90,211,000 | 36.7% | $112,230 | $132,274 | 17.9% |
| West Central | 116 | 152 | 31.0% | $11,659,199 | $16,393,055 | 40.6% | $100,510 | $107,849 | 7.3% |
| WRIST* | 351 | 400 | 14.0% | $42,514,234 | $46,780,229 | 10.0% | $121,123 | $116,951 | -3.4% |
| **Statewide** | 9,981 | 11,006 | 10.3% | $1,455,880,302 | $1,674,097,675 | 15.0% | $145,865 | $152,108 | 4.3% |

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson Counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer 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.***

Friday, January 15, 2016 01:35 PM

# Ohio Local MLS Stats Report for January through December (Year-end) 2015**

| | Number of Units Sold | | | Dollar Volume | | | Average Sale Price | | |
|---|---|---|---|---|---|---|---|---|---|
| **MLS** | **2014** | **2015** | **%Change** | **2014** | **2015** | **%Change** | **2014** | **2015** | **% Change** |
| Ashland | 421 | 381 | -9.5% | $46,641,078 | $42,970,809 | -7.9% | $110,786 | $112,784 | 1.8% |
| Athens | 482 | 485 | 0.6% | $67,234,463 | $69,742,767 | 3.7% | $139,491 | $143,800 | 3.1% |
| Cincinnati | 22,615 | 24,041 | 6.3% | $3,965,731,253 | $4,344,575,646 | 9.6% | $175,358 | $180,715 | 3.1% |
| Columbus | 26,917 | 29,408 | 9.3% | $4,925,434,162 | $5,634,631,616 | 14.4% | $182,986 | $191,602 | 4.7% |
| Dayton | 13,156 | 14,623 | 11.2% | $1,762,039,884 | $2,036,966,397 | 15.6% | $133,934 | $139,299 | 4.0% |
| Firelands | 2,519 | 2,770 | 10.0% | $323,330,510 | $353,504,036 | 9.3% | $128,357 | $127,619 | -0.6% |
| Greater Ports. | 451 | 555 | 23.1% | $47,374,588 | $58,697,172 | 23.9% | $105,043 | $105,761 | 0.7% |
| Guerns.-Musk. | 1,106 | 1,266 | 14.5% | $124,236,334 | $146,865,056 | 18.2% | $112,329 | $116,007 | 3.3% |
| Heartland | 1,307 | 1,505 | 15.1% | $166,168,747 | $206,637,860 | 24.4% | $127,138 | $137,301 | 8.0% |
| Knox | 530 | 550 | 3.8% | $75,053,104 | $82,342,271 | 9.7% | $141,610 | $149,713 | 5.7% |
| Lancaster | 626 | 684 | 9.3% | $77,767,557 | $87,032,314 | 11.9% | $124,229 | $127,240 | 2.4% |
| Mansfield | 1,725 | 1,849 | 7.2% | $173,144,863 | $188,272,526 | 8.7% | $100,374 | $101,824 | 1.4% |
| Marion | 726 | 853 | 17.5% | $70,494,139 | $85,474,640 | 21.3% | $97,099 | $100,205 | 3.2% |
| NEOHREX* | 42,251 | 48,193 | 14.1% | $5,878,579,473 | $6,897,801,904 | 17.3% | $139,135 | $143,129 | 2.9% |
| Scioto Valley | 1,015 | 915 | -9.9% | $106,081,091 | $103,676,086 | -2.3% | $104,513 | $113,307 | 8.4% |
| Toledo | 8,067 | 8,613 | 6.8% | $943,818,000 | $1,103,803,000 | 17.0% | $116,997 | $128,155 | 9.5% |
| West Central | 1,543 | 1,752 | 13.5% | $157,898,894 | $186,652,005 | 18.2% | $102,332 | $106,537 | 4.1% |
| WRIST* | 4,837 | 5,165 | 6.8% | $575,781,390 | $665,023,251 | 15.5% | $119,037 | $128,756 | 8.2% |
| **Statewide** | 130,294 | 143,608 | 10.2% | $19,486,809,530 | $22,294,669,356 | 14.4% | $149,560 | $155,247 | 3.8% |

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, Belmont, Harrison and Jefferson Counties; WRIST (Western Regional Information Systems and Technology): Clark, Miami, Champaign, Logan, Shelby, Auglaize and Mercer Counties.

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Friday, January 15, 2016 04:02 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:**

**2016 OAR President**
Sara Calo– 440.525.2927

**Akron Cleveland Association**
Steve Merkle, President • 330/836-9141

**Ashland Area**
Sandy Naragon, EO • 216/901-0130
Trina Swan, President • 567/203-7229

**Athens Area**
Suzanne Vazzano, EO • 740/594-4935
Joshua Radcliff, President • 740/592-3015

**Butler-Warren Association**
Leslie Besl, EO • 513/939-2881
Amy Sigg Davis, President • 513/932-6334

**Cincinnati Area**
Jim Abele, EO • 513/761-8800
Patricia Stehlin, President • 513/247-6900

**Columbus**
Stan Collins, EO • 614/475-4000
John Royer, President • 614/228-2471

**Dayton Area**
Nicholas Popadyn, EO • 937/223-0900
Michael Martin, President • 937/974-2494

**East Central Association**
Rose Wanosik, EO • 330/343-7736
Michael Durbin, President • 330/602-6022

**Firelands Association**
David Freitag, EO • 419/625-5787
Sara Riesen, President • 419/447-8579

**Guernsey-Muskingum Valley Association**
Kathy Warne, EO • 740/453-3890
Cindy Jacobs, President • 740/408-0018

**Heartland Association**
Sandi Blandzinski, EO • 419/422-3833
Kim Leeper, President • 419/422-4082

**Knox County**
Jeri Scott, EO • 740/392-8490
Sibley Poland, President • 740/397-3145

**Lake & Geauga County Area**
Vicki Pate, EO • 440/350-9000
Jennifer Allen, President • 440/796-4833

**Lancaster Area**
Debbie Hoelscher, EO • 740/653-1861
Jonathon LeMay, President • 740/687-1516

**Licking County Board**
Patty Osborn, EO • 740/345-2151
Lisa Stewart, President • 740/814-0166

**Lorain County Area**
Barb Tressel-Bangas, EO • 440/328-4210
Ted Schriver, President • 440/225-5219

**Mansfield Area**
Barbara Murray, EO • 419/756-1130
Keith Kareff, President • 419/589-7368

**Marion**
Lori Dye, EO • 740/387-2928
Daniel Dreher, President • 740/389-5500

**Medina County**
Sherry Stell, EO • 330/722-1000
Karen Thompson, President • 330/725-4137

**Midwestern Ohio Association**
Jennifer Zeller, EO. • 937/335-8501
Melissa Bosley, President • 937/539-6370

**NEOHREX (Northeast Ohio Real Estate Exchange)**
Carl DeMusz, CEO NORMLS • 216/485-4100
John Kurlich, CEO CRIS • 330/376-0015

**Portage County Area**
Jennifer Robertson, EO • 330/296-5451
Carol Foote, President • 330/677-0715

**Portsmouth Board**
Opal Porter, EO • 740/574-2974

**Scioto Valley Association**
Brenda Free, EO • 740/773-7489
Beth Miller, President • 740/701-2946

**Southern Ohio Association**
Roberta Sheppard, EO • 513/528-2657
Kelly Weir, President • 513/794-5000

**Springfield Area**
Karen Bodey, EO • 937/323-6489
Jeff Harvey, President • 937/244-2121

**Stark County Association**
Lisa Yelichek, EO • 330/494-5630
Elizabeth Campbell, President • 330/871-8235

**Toledo Regional Association**
Megan Foos, EO • 419/535-3222
Jack Amlin, President • 419/276-7653

**Warren Area**
Roberta Hiller, EO • 330/394-4001
Theresa Liguori-Thompson, President • 330/856-7600

**Wayne-Holmes Association**
Amy Scott, EO • 330/264-8062
Tina Owens, President • 330/674-7610

**West Central/Lima Area**
Roxann Shaffer, EO • 419/227-5432
Tim Heinz, President • 419/222-3040

**Western Regional Information Systems & Technology**
David Brisker, EO • 937/335-1117

**Youngstown Columbiana Area**
Jessica Perry, EO • 330/788-7026
Susan Filipovich, President • 330/599-9336

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