



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 April 2016 Home Sales
DATE: May 20, 2016



Ohio experienced a record rate of home sales in April, according to the Ohio Association of REALTORS.

Sales activity in April rose 11 percent from the level posted during the month a year ago, the market's 19th consecutive monthly year-over-year gain. Additionally, April's sales reached the highest monthly seasonally adjusted annual rate since OAR began tracking data in 1998.

"Sales activity across Ohio in April was -- in a word -- remarkable, as we posted a record rate of home sales," said OAR President Sara Calo "It's increasingly evident that the desire among Ohio consumers to attain the American Dream of home ownership is strong throughout the Buckeye State.

"The brisk pace of sales we experienced in April, combined with a continued, steady rise in our average sales price provides a solid foundation for the marketplace moving forward," Calo added. "We remain hopeful that we'll see an increase in the number of homes being marketed for sale, a key factor in ensuring that the momentum we've attained continues."

April's average home price of \$162,116 reflects a 9.4 percent increase from the \$148,158 mark posted during the month last year.

Sales in April reached a seasonally adjusted annual rate of 153,863, an 11 percent gain from the 138,587 level during the month a year ago. The market also experienced a 6.5 percent rise in sales from the March 2016 seasonally adjusted annual rate of 144,430.

The April 2016 sales rate of 153,863 marks the best-ever mark since OAR began tracking monthly sales in 1998. The previous record pace was set in October 2005, when seasonally annualized sales reached 153,405.

Around the state, 14 of the 18 markets tracked reported upswings in the average sales price during April. Additionally, 13 markets showed an increase in the level of sales activity.

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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Ohio Association of REALTORS®
Ohio Existing Home Sales*
April 2016

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2015	Apr	138,587	11,602	\$148,158
2015	May	141,071	13,351	\$162,605
2015	Jun	143,196	15,237	\$171,968
2015	Jul	148,346	15,315	\$167,425
2015	Aug	145,698	14,056	\$161,145
2015	Sep	145,636	13,200	\$156,811
2015	Oct	145,561	12,403	\$150,509
2015	Nov	132,147	9,495	\$147,804
2015	Dec	146,028	11,006	\$152,108
2016	Jan	143,941	8,031	\$143,562
2016	Feb	138,389	8,256	\$141,994
2016	Mar	144,430	11,409	\$153,607
2016	Apr	153,863	12,836	\$162,116
% change last month:		6.5%	12.5%	
% change last year:		11.0%	10.6%	9.4%
Year-end				
	2014	127,399		\$149,560
	2015	139,632		\$155,247
	2016p	148,191		\$164,251

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

Ohio Local MLS Stats Report for April 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	25	42	68.0%	\$2,294,141	\$3,837,225	67.3%	\$91,766	\$91,363	-0.4%
Athens	39	39	0.0%	\$6,948,100	\$5,379,713	-22.6%	\$178,156	\$137,941	-22.6%
Cincinnati	2,010	2,321	15.5%	\$345,434,872	\$432,787,540	25.3%	\$171,858	\$186,466	8.5%
Columbus	2,508	2,671	6.5%	\$463,648,944	\$540,591,703	16.6%	\$184,868	\$202,393	9.5%
Dayton	1,225	1,299	6.0%	\$164,854,356	\$190,534,920	15.6%	\$134,575	\$146,678	9.0%
Firelands	233	275	18.0%	\$27,051,895	\$35,511,445	31.3%	\$116,103	\$129,133	11.2%
Greater Ports.	54	43	-20.4%	\$8,225,467	\$3,978,720	-51.6%	\$152,323	\$92,528	-39.3%
Guerns.-Musk.	98	87	-11.2%	\$11,234,556	\$11,592,925	3.2%	\$114,638	\$133,252	16.2%
Heartland	126	128	1.6%	\$16,763,340	\$17,757,858	5.9%	\$133,042	\$138,733	4.3%
Knox	51	56	9.8%	\$7,571,213	\$8,136,150	7.5%	\$148,455	\$145,288	-2.1%
Lancaster	52	53	1.9%	\$6,545,760	\$6,842,247	4.5%	\$125,880	\$129,099	2.6%
Mansfield	164	179	9.1%	\$16,613,216	\$22,254,653	34.0%	\$101,300	\$124,328	22.7%
Marion	63	62	-1.6%	\$6,449,589	\$6,538,250	1.4%	\$102,374	\$105,456	3.0%
NEOHREX*	3,653	4,083	11.8%	\$491,908,708	\$602,263,534	22.4%	\$134,659	\$147,505	9.5%
Scioto Valley	86	78	-9.3%	\$8,582,972	\$8,757,606	2.0%	\$99,802	\$112,277	12.5%
Toledo	738	752	1.9%	\$86,479,000	\$101,934,000	17.9%	\$117,180	\$135,551	15.7%
West Central	148	184	24.3%	\$13,518,105	\$21,283,875	57.4%	\$91,339	\$115,673	26.6%
WRIST*	461	484	5.0%	\$54,361,841	\$60,937,406	12.1%	\$117,922	\$125,904	6.8%
Statewide	11,734	12,836	9.4%	\$1,738,486,075	\$2,080,919,770	19.7%	\$148,158	\$162,116	9.4%

* 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.

Ohio Local MLS Stats Report for January through April 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	90	123	36.7%	\$8,765,341	\$12,695,832	44.8%	\$97,393	\$103,218	6.0%
Athens	134	108	-19.4%	\$19,134,899	\$14,127,720	-26.2%	\$142,798	\$130,812	-8.4%
Cincinnati	6,490	7,098	9.4%	\$1,089,472,118	\$1,259,247,538	15.6%	\$167,869	\$177,409	5.7%
Columbus	7,671	8,146	6.2%	\$1,377,557,320	\$1,569,629,764	13.9%	\$179,580	\$192,687	7.3%
Dayton	3,680	4,068	10.5%	\$480,183,731	\$554,634,328	15.5%	\$130,485	\$136,341	4.5%
Firelands	724	869	20.0%	\$81,364,757	\$110,228,590	35.5%	\$112,382	\$126,845	12.9%
Greater Ports.	150	149	-0.7%	\$17,131,570	\$15,382,205	-10.2%	\$114,210	\$103,236	-9.6%
Guerns.-Musk.	309	327	5.8%	\$34,044,581	\$39,776,354	16.8%	\$110,177	\$121,640	10.4%
Heartland	399	394	-1.3%	\$51,908,459	\$55,391,371	6.7%	\$130,096	\$140,587	8.1%
Knox	139	184	32.4%	\$18,975,178	\$26,146,215	37.8%	\$136,512	\$142,099	4.1%
Lancaster	173	159	-8.1%	\$21,462,100	\$19,542,479	-8.9%	\$124,058	\$122,909	-0.9%
Mansfield	484	563	16.3%	\$44,293,850	\$63,631,439	43.7%	\$91,516	\$113,022	23.5%
Marion	216	229	6.0%	\$19,795,893	\$24,534,232	23.9%	\$91,648	\$107,136	16.9%
NEOHREX*	12,067	13,348	10.6%	\$1,571,176,801	\$1,826,213,628	16.2%	\$130,204	\$136,816	5.1%
Scioto Valley	298	278	-6.7%	\$30,681,784	\$30,080,431	-2.0%	\$102,959	\$108,203	5.1%
Toledo	2,258	2,466	9.2%	\$256,805,000	\$305,723,000	19.0%	\$113,731	\$123,975	9.0%
West Central	431	573	32.9%	\$41,558,120	\$62,041,782	49.3%	\$96,423	\$108,275	12.3%
WRIST*	1,409	1,541	9.4%	\$165,353,078	\$182,623,835	10.4%	\$117,355	\$118,510	1.0%
Statewide	37,122	40,623	9.4%	\$5,329,664,580	\$6,171,650,743	15.8%	\$143,572	\$151,925	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:

2016 OAR President
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Akron Cleveland Association

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Ashland Area

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Butler-Warren Association

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Columbus

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Dayton Area

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East Central Association

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Michael Durbin, President • 330/602-6022

Firelands Association

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Sara Riesen, President • 419/447-8579

Guernsey-Muskingum Valley Association

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Cindy Jacobs, President • 740/408-0018

Heartland Association

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Kim Leeper, President • 419/422-4082

Knox County

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Sibley Poland, President • 740/397-3145

Lake & Geauga County Area

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Jennifer Allen, President • 440/796-4833

Lancaster Area

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Lisa Stewart, President • 740/814-0166

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Ted Schriver, President • 440/225-5219

Mansfield Area

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Keith Kareff, President • 419/589-7368

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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)

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John Kurlich, CEO CRIS • 330/376-0015

Portage County Area

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Carol Foote, President • 330/677-0715

Portsmouth Board

Opal Porter, EO • 740/574-2974

Scioto Valley Association

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Springfield Area

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Jeff Harvey, President • 937/244-2121

Stark County Association

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Toledo Regional Association

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