



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 February 2016 Home Sales
DATE: March 21, 2016



The number of homes sold across Ohio in February rose 6.7 percent from the level posted during the month a year ago, the market's 17th consecutive monthly year-over-year gain, according to the Ohio Association of REALTORS.

"The activity level in February was extremely robust across the Buckeye State, as our sales totals reached the highest mark for the month since 2007," said

OAR President Sara Calo. "We're also experiencing a continued uptick in the average price, an indication that housing is a solid, long-term investment.

"Favorable interest rates and an improving economic climate are helping the state's housing market re-establish a stable foundation," Calo added. "As we move into the traditional spring home buying season the profession is hopeful that we'll see an increase in the number of homes being marketed for sale, a key factor in ensuring that the progress we've attained continues."

February's average home price of \$141,994 reflects a 3.5 percent increase from the \$137,155 mark posted during the month last year.

Sales in February reached a seasonally adjusted annual rate of 138,389, a 6.7 percent increase from the 129,690 level during the month a year ago. The market experienced a 3.9 percent decline in sales from January's seasonally adjusted annual rate of 143,941.

Around the state, the average sales price increased in 14 of the 18 markets tracked. Similarly, 15 markets posted gains in 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.)

##

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](http://WWW.OHIOREALTORS.ORG)

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

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2015	Feb	129,690	7,460	\$137,155
2015	Mar	136,644	10,519	\$147,124
2015	Apr	138,587	11,602	\$148,270
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
% change last month:		-3.9%	2.8%	
% change last year:		6.7%	10.7%	3.5%
Year-end				
	2014	127,399		\$149,560
	2015	139,632		\$155,247
	2016p	145,800		\$142,792

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

Ohio Local MLS Stats Report for February 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	16	24	50.0%	\$1,285,800	\$2,077,432	61.6%	\$80,363	\$86,560	7.7%
Athens	26	18	-30.8%	\$3,366,200	\$1,948,885	-42.1%	\$129,469	\$108,271	-16.4%
Cincinnati	1,382	1,386	0.3%	\$219,698,531	\$225,897,644	2.8%	\$158,971	\$162,985	2.5%
Columbus	1,538	1,610	4.7%	\$274,828,296	\$298,745,160	8.7%	\$178,692	\$185,556	3.8%
Dayton	696	801	15.1%	\$82,335,075	\$97,954,431	19.0%	\$118,298	\$122,290	3.4%
Firelands	133	170	27.8%	\$16,933,843	\$20,195,335	19.3%	\$127,322	\$118,796	-6.7%
Greater Ports.	31	38	22.6%	\$2,630,778	\$4,818,700	83.2%	\$84,864	\$126,808	49.4%
Guerns.-Musk.	73	73	0.0%	\$7,895,848	\$8,090,359	2.5%	\$108,162	\$110,827	2.5%
Heartland	89	76	-14.6%	\$10,625,571	\$10,113,609	-4.8%	\$119,388	\$133,074	11.5%
Knox	20	34	70.0%	\$2,197,748	\$4,183,950	90.4%	\$109,887	\$123,057	12.0%
Lancaster	25	40	60.0%	\$2,987,500	\$4,306,520	44.2%	\$119,500	\$107,663	-9.9%
Mansfield	103	118	14.6%	\$8,739,785	\$11,257,727	28.8%	\$84,852	\$95,404	12.4%
Marion	47	42	-10.6%	\$3,967,825	\$4,217,949	6.3%	\$84,422	\$100,427	19.0%
NEOHREX*	2,511	2,813	12.0%	\$307,257,498	\$364,121,458	18.5%	\$122,365	\$129,442	5.8%
Scioto Valley	64	67	4.7%	\$5,917,504	\$6,871,051	16.1%	\$92,461	\$102,553	10.9%
Toledo	478	506	5.9%	\$52,270,000	\$60,151,000	15.1%	\$109,351	\$118,875	8.7%
West Central	73	119	63.0%	\$6,579,658	\$12,463,299	89.4%	\$90,132	\$104,734	16.2%
WRIST*	268	321	19.8%	\$29,159,760	\$34,891,730	19.7%	\$108,805	\$108,697	-0.1%
Statewide	7,573	8,256	9.0%	\$1,038,677,220	\$1,172,306,239	12.9%	\$137,155	\$141,994	3.5%

* 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 February 2016**

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	34	48	41.2%	\$3,228,750	\$4,902,857	51.9%	\$94,963	\$102,143	7.6%
Athens	58	38	-34.5%	\$7,350,975	\$4,607,985	-37.3%	\$126,741	\$121,263	-4.3%
Cincinnati	2,624	2,756	5.0%	\$422,284,517	\$454,048,174	7.5%	\$160,932	\$164,749	2.4%
Columbus	2,933	3,129	6.7%	\$518,085,606	\$579,333,321	11.8%	\$176,640	\$185,150	4.8%
Dayton	1,422	1,621	14.0%	\$176,227,251	\$200,158,031	13.6%	\$123,929	\$123,478	-0.4%
Firelands	283	333	17.7%	\$31,116,119	\$40,044,627	28.7%	\$109,951	\$120,254	9.4%
Greater Ports.	62	67	8.1%	\$5,614,303	\$7,436,980	32.5%	\$90,553	\$111,000	22.6%
Guerns.-Musk.	138	142	2.9%	\$14,878,476	\$15,555,956	4.6%	\$107,815	\$109,549	1.6%
Heartland	158	160	1.3%	\$19,069,724	\$21,744,609	14.0%	\$120,694	\$135,904	12.6%
Knox	47	80	70.2%	\$5,335,165	\$11,377,969	113.3%	\$113,514	\$142,225	25.3%
Lancaster	61	70	14.8%	\$7,511,260	\$8,885,240	18.3%	\$123,135	\$126,932	3.1%
Mansfield	191	230	20.4%	\$16,231,808	\$24,601,677	51.6%	\$84,983	\$106,964	25.9%
Marion	91	98	7.7%	\$7,784,865	\$10,576,203	35.9%	\$85,548	\$107,920	26.2%
NEOHREX*	4,925	5,520	12.1%	\$604,835,704	\$716,841,130	18.5%	\$122,809	\$129,863	5.7%
Scioto Valley	120	121	0.8%	\$12,153,888	\$12,190,267	0.3%	\$101,282	\$100,746	-0.5%
Toledo	933	1,019	9.2%	\$100,886,000	\$118,480,000	17.4%	\$108,131	\$116,271	7.5%
West Central	156	227	45.5%	\$15,532,754	\$24,219,880	55.9%	\$99,569	\$106,696	7.2%
WRIST*	540	628	16.3%	\$61,213,694	\$70,652,284	15.4%	\$113,359	\$112,504	-0.8%
Statewide	14,776	16,287	10.2%	\$2,029,340,859	\$2,325,657,190	14.6%	\$137,340	\$142,792	4.0%

* NEOHREX (Northeast Ohio Real Estate Exchange): Summit, Portage, Trumbull, Stark, Mahoning, Columbiana, Carroll, Tuscarawas, Coshocton, Cuyahoga, Lake, Geauga, Medina, Ashtabula, Wayne, Holmes and Lorain, 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.

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

Sandy Naragon, EO • 216/901-0130
Steve Merkle, President • 330/836-9141

Ashland Area

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