



**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 March 2016 Home Sales  
DATE: April 20, 2016



The number of homes sold across Ohio in March rose 5.7 percent from the level posted during the month a year ago, the market's 18th consecutive monthly year-over-year gain, according to the Ohio Association of REALTORS.

"Activity levels in March were solid across the Buckeye State, as our sales totals reached the highest mark for the month since 2006," said OAR President Sara Calo. "We're also experiencing a continued, steady rise in the average sale price, an indication that housing is a solid, long-term investment."

"The March sales level provides a welcomed start to the spring home buying season," Calo added. "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 momentum we've attained continues."

March's average home price of \$153,607 reflects a 4.4 percent increase from the \$147,177 mark posted during the month last year.

Sales in March reached a seasonally adjusted annual rate of 144,430, a 5.7 percent gain from the 136,644 level during the month a year ago. The market also experienced a 4.4 percent rise in sales from the February 2016 seasonally adjusted annual rate of 138,389.

Around the state, 14 of the 18 markets tracked reported upswings in sales activity levels and average sales price during March.

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](http://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\***  
**March 2016**

Year	Month	Sales Activity		Average Sale Price
		Seasonally Adjusted Annual Rate	Not Seasonally Adjusted	Not Seasonally Adjusted
2015	Mar	136,644	10,519	\$147,177
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
2016	Mar	144,430	11,409	\$153,607
<b>% change last month:</b>		4.4%	38.2%	
<b>% change last year:</b>		5.7%	8.5%	4.4%
<b>Year-end</b>				
	2014	127,399		\$149,560
	2015	139,632		\$155,247
	2016p	146,780		\$147,190

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

# Ohio Local MLS Stats Report for March 2016\*\*

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	31	33	6.5%	\$3,242,450	\$3,955,750	22.0%	\$104,595	\$119,871	14.6%
Athens	37	31	-16.2%	\$4,835,824	\$4,140,022	-14.4%	\$130,698	\$133,549	2.2%
Cincinnati	1,856	1,930	4.0%	\$321,752,729	\$359,839,716	11.8%	\$173,358	\$186,445	7.5%
Columbus	2,230	2,346	5.2%	\$395,822,770	\$449,704,740	13.6%	\$177,499	\$191,690	8.0%
Dayton	1,033	1,148	11.1%	\$139,102,124	\$163,941,377	17.9%	\$134,658	\$142,806	6.1%
Firelands	208	261	25.5%	\$23,196,743	\$34,672,518	49.5%	\$111,523	\$132,845	19.1%
Greater Ports.	34	39	14.7%	\$3,291,800	\$3,966,505	20.5%	\$96,818	\$101,705	5.0%
Guerns.-Musk.	73	98	34.2%	\$7,931,549	\$12,627,473	59.2%	\$108,651	\$128,852	18.6%
Heartland	115	106	-7.8%	\$16,075,395	\$15,888,904	-1.2%	\$139,786	\$149,895	7.2%
Knox	41	48	17.1%	\$6,068,800	\$6,632,096	9.3%	\$148,020	\$138,169	-6.7%
Lancaster	60	36	-40.0%	\$7,405,080	\$3,814,992	-48.5%	\$123,418	\$105,972	-14.1%
Mansfield	129	154	19.4%	\$11,448,826	\$16,775,109	46.5%	\$88,751	\$108,929	22.7%
Marion	62	69	11.3%	\$5,561,439	\$7,419,779	33.4%	\$89,701	\$107,533	19.9%
NEOHREX*	3,489	3,745	7.3%	\$474,432,389	\$507,108,964	6.9%	\$135,979	\$135,410	-0.4%
Scioto Valley	92	79	-14.1%	\$9,944,924	\$9,132,558	-8.2%	\$108,097	\$115,602	6.9%
Toledo	587	695	18.4%	\$69,440,000	\$85,309,000	22.9%	\$118,296	\$122,747	3.8%
West Central	127	162	27.6%	\$12,507,261	\$16,538,027	32.2%	\$98,482	\$102,087	3.7%
WRIST*	408	429	5.1%	\$49,777,543	\$51,034,145	2.5%	\$122,004	\$118,961	-2.5%
<b>Statewide</b>	10,612	11,409	7.5%	\$1,561,837,646	\$1,752,501,675	12.2%	\$147,177	\$153,607	4.4%

\* 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 March 2016\*\*

MLS	Number of Units Sold			Dollar Volume			Average Sale Price		
	2015	2016	%Change	2015	2016	%Change	2015	2016	% Change
Ashland	65	81	24.6%	\$6,471,200	\$8,858,607	36.9%	\$99,557	\$109,366	9.9%
Athens	95	69	-27.4%	\$12,186,799	\$8,748,007	-28.2%	\$128,282	\$126,783	-1.2%
Cincinnati	4,480	4,750	6.0%	\$744,037,246	\$821,714,276	10.4%	\$166,080	\$172,992	4.2%
Columbus	5,163	5,475	6.0%	\$913,908,376	\$1,029,038,061	12.6%	\$177,011	\$187,952	6.2%
Dayton	2,455	2,769	12.8%	\$315,329,375	\$364,099,408	15.5%	\$128,444	\$131,491	2.4%
Firelands	491	594	21.0%	\$54,312,862	\$74,717,145	37.6%	\$110,617	\$125,786	13.7%
Greater Ports.	96	106	10.4%	\$8,906,103	\$11,403,485	28.0%	\$92,772	\$107,580	16.0%
Guerns.-Musk.	211	240	13.7%	\$22,810,025	\$28,183,429	23.6%	\$108,104	\$117,431	8.6%
Heartland	273	266	-2.6%	\$35,145,119	\$37,633,513	7.1%	\$128,737	\$141,479	9.9%
Knox	88	128	45.5%	\$11,403,965	\$18,010,065	57.9%	\$129,591	\$140,704	8.6%
Lancaster	121	106	-12.4%	\$14,916,340	\$12,700,232	-14.9%	\$123,276	\$119,814	-2.8%
Mansfield	320	384	20.0%	\$27,680,634	\$41,376,786	49.5%	\$86,502	\$107,752	24.6%
Marion	153	167	9.2%	\$13,346,304	\$17,995,982	34.8%	\$87,231	\$107,760	23.5%
NEOHREX*	8,414	9,265	10.1%	\$1,079,268,093	\$1,223,950,094	13.4%	\$128,271	\$132,105	3.0%
Scioto Valley	212	200	-5.7%	\$22,098,812	\$21,322,825	-3.5%	\$104,240	\$106,614	2.3%
Toledo	1,520	1,714	12.8%	\$170,326,000	\$203,789,000	19.6%	\$112,057	\$118,897	6.1%
West Central	283	389	37.5%	\$28,040,015	\$40,757,907	45.4%	\$99,081	\$104,776	5.7%
WRIST*	948	1,057	11.5%	\$110,991,237	\$121,686,429	9.6%	\$117,079	\$115,124	-1.7%
<b>Statewide</b>	<b>25,388</b>	<b>27,760</b>	<b>9.3%</b>	<b>\$3,591,178,505</b>	<b>\$4,085,985,251</b>	<b>13.8%</b>	<b>\$141,452</b>	<b>\$147,190</b>	<b>4.1%</b>

\* 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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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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**Firelands Association**

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**Guernsey-Muskingum Valley Association**

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**NEOHREX (Northeast Ohio Real Estate Exchange)**

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**Portsmouth Board**

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**Scioto Valley Association**

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**Southern Ohio Association**

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**Springfield Area**

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