

County: All



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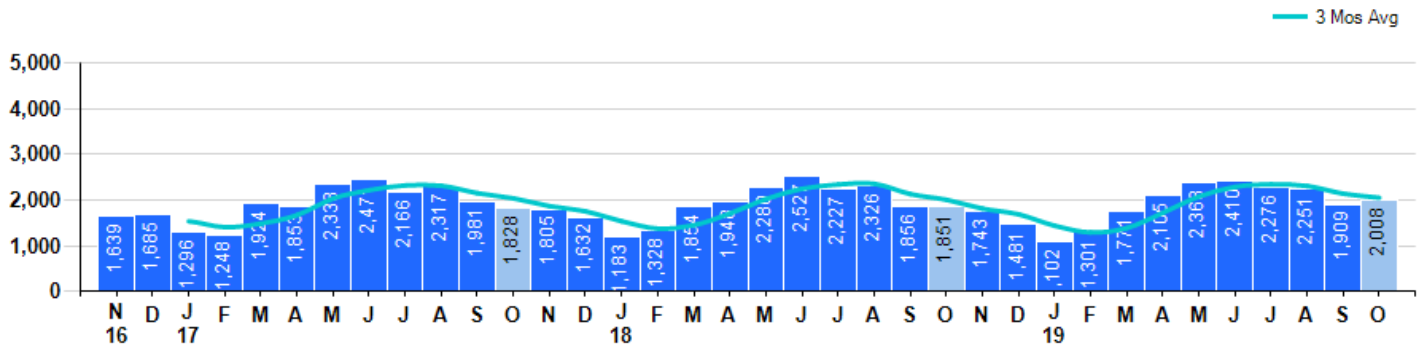
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$258,000	↑		↑				
Average List Price of all Current Listings	\$346,998	↓		↑				
October Median Sales Price	\$183,000	↓	↓	↑	↑	\$190,000	↑	↑
October Average Sales Price	\$227,292	↓	↓	↑	↑	\$232,192	↑	↑
Total Properties Currently for Sale (Inventory)	4,179	↓		↓				
October Number of Properties Sold	2,008	↑		↑		19,501	↔	
October Average Days on Market (Solds)	32	↑	↑	↓	↓	35	↓	↓
Asking Price per Square Foot (based on New Listings)	\$175	↓	↔	↑	↑	\$176	↑	↑
October Sold Price per Square Foot	\$161	↓	↓	↑	↑	\$161	↑	↑
October Month's Supply of Inventory	2.1	↓	↓	↓	↓	2.2	↓	↓
October Sale Price vs List Price Ratio	95.2%	↓	↓	↑	↓	96.0%	↔	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

October Property sales were 2,008, up 8.5% from 1,851 in October of 2018 and 5.2% higher than the 1,909 sales last month. October 2019 sales were at their highest level compared to October of 2018 and 2017. October YTD sales of 19,501 are running 0.6% ahead of last year's year-to-date sales of 19,380.



Prices

The Median Sales Price in October was \$183,000, up 4.6% from \$175,000 in October of 2018 and down -3.7% from \$190,000 last month. The Average Sales Price in October was \$227,292, up 2.6% from \$221,498 in October of 2018 and down -2.4% from \$232,902 last month. October 2019 ASP was at highest level compared to October of 2018 and 2017.

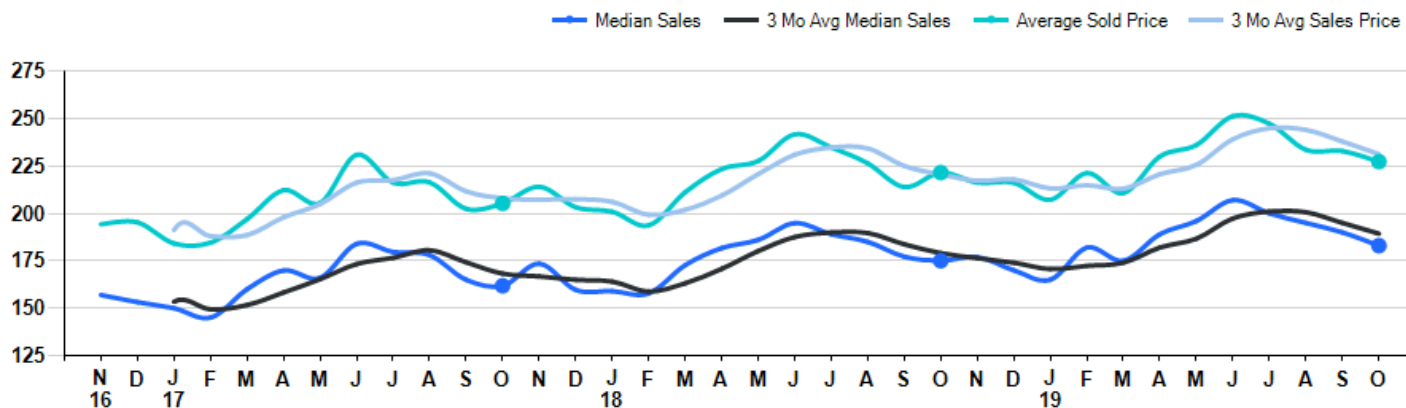
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Median means Middle (the same # of properties sold above and below Median) (000's)



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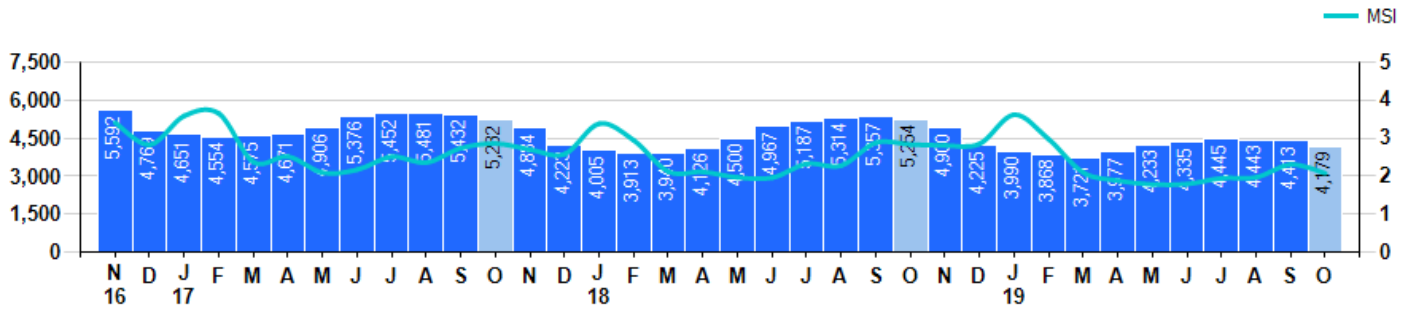
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 4,179, down -5.3% from 4,413 last month and down -20.5% from 5,254 in October of last year. October 2019 Inventory was at the lowest level compared to October of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2019 MSI of 2.1 months was at its lowest level compared with October of 2018 and 2017.

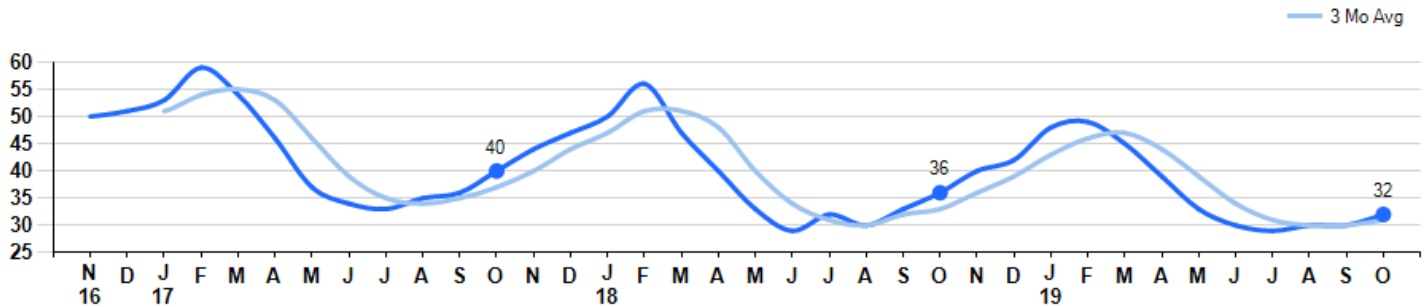
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for October was 32, up 6.7% from 30 days last month and down -11.1% from 36 days in October of last year. The October 2019 DOM was at its lowest level compared with October of 2018 and 2017.

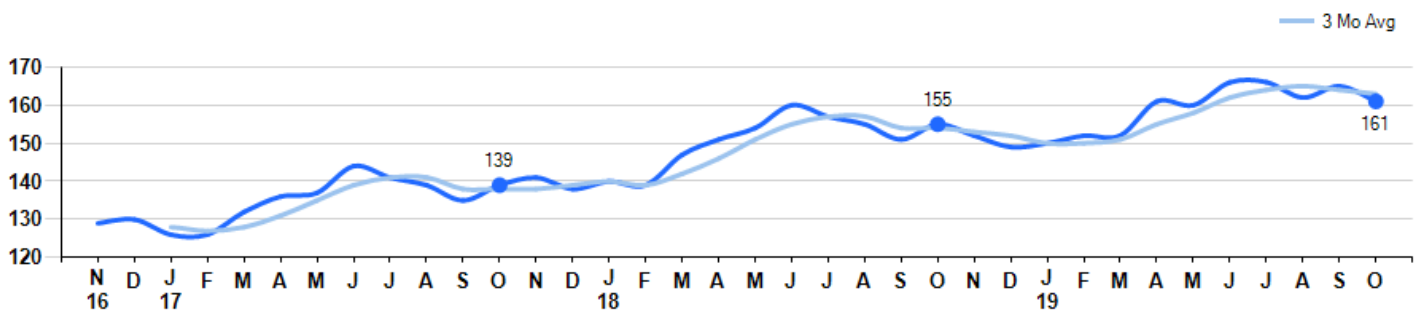
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The October 2019 Selling Price per Square Foot of \$161 was down -2.4% from \$165 last month and up 3.9% from \$155 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



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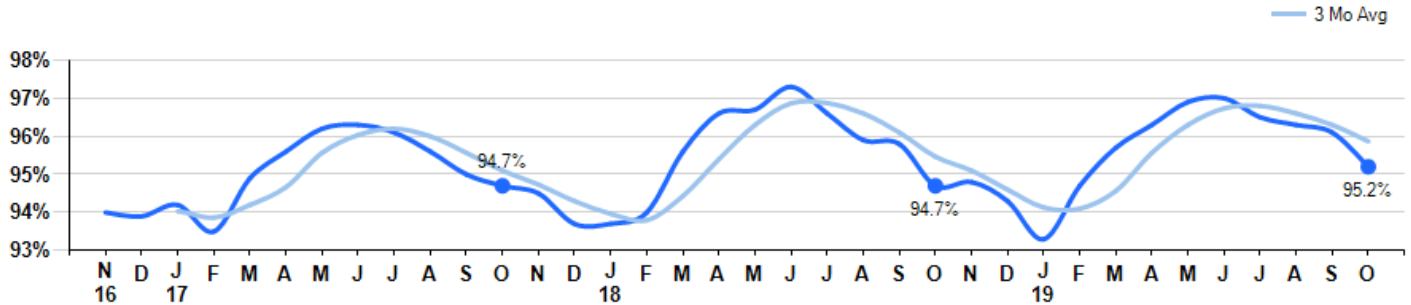
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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2019 Selling Price vs List Price of 95.2% was down from 96.1% last month and up from 94.7% in October of last year.

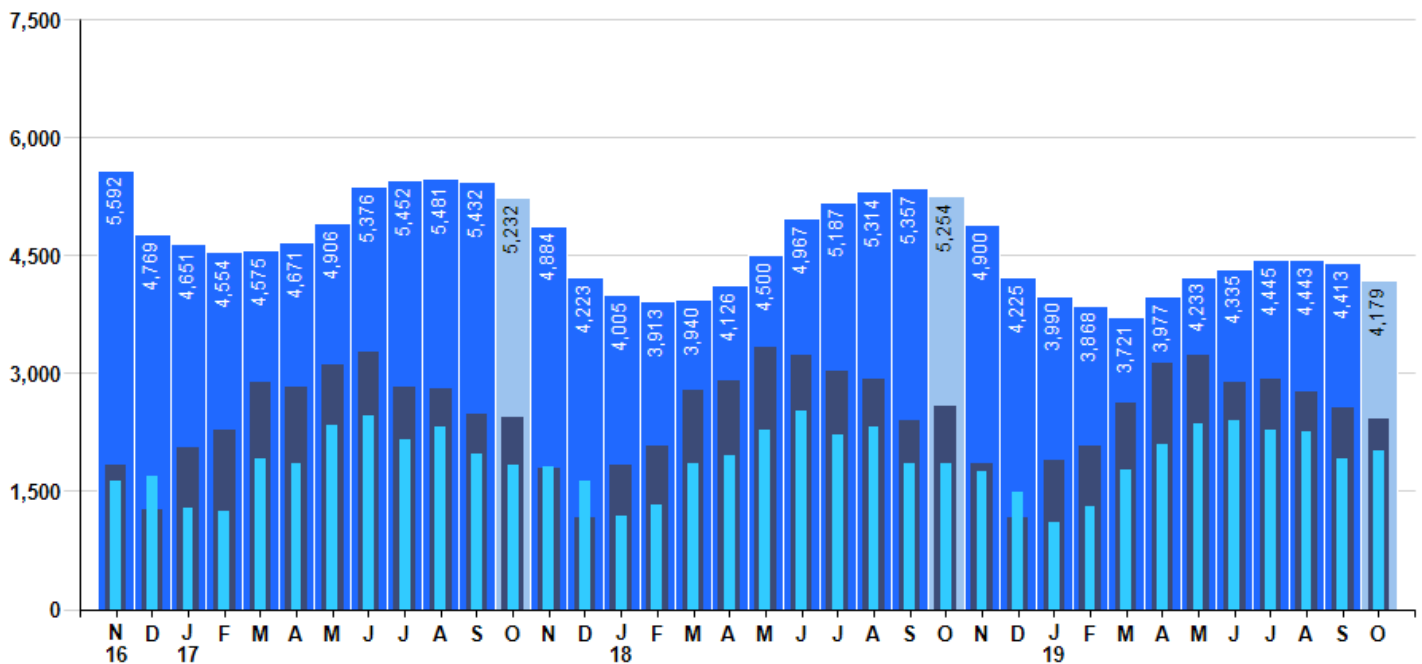
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in October 2019 was 2418, down -5.9% from 2,570 last month and down -6.4% from 2,582 in October of last year.

Inventory (Blue), New Listings (Dark Blue), Sold (Cyan)



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Homes Sold	1,639	1,685	1,296	1,248	1,924	1,853	2,338	2,471	2,166	2,317	1,981	1,828	1,805	1,632	1,183	1,328	1,854	1,948	2,280	2,527	2,227	2,326	1,856	1,851	1,743	1,481	1,102	1,301	1,771	2,105	2,368	2,410	2,276	2,251	1,909	2,008
3 Mo. Roll Avg			1,540	1,410	1,489	1,675	2,038	2,221	2,325	2,318	2,155	2,042	1,871	1,755	1,540	1,381	1,455	1,710	2,027	2,252	2,345	2,360	2,136	2,011	1,817	1,692	1,442	1,295	1,391	1,726	2,081	2,294	2,351	2,312	2,145	2,056

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
MedianSalePrice	157	153	150	145	160	170	166	184	180	178	165	162	174	160	159	158	173	182	186	195	189	185	177	175	177	170	165	182	175	189	196	207	200	195	190	183
3 Mo. Roll Avg			153	149	152	158	165	173	177	181	174	168	167	165	164	159	163	171	180	188	190	190	184	179	176	174	171	172	174	182	187	197	201	201	195	189

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O	
Inventory	5,592	4,769	4,651	4,554	4,575	4,671	4,906	5,376	5,452	5,481	5,432	5,232	4,884	4,223	4,005	3,913	3,940	4,126	4,500	4,967	5,187	5,314	5,357	5,254	4,900	4,225	3,990	3,868	3,721	3,977	4,233	4,335	4,445	4,443	4,413	4,179	
MSI	3	3	4	4	2	3	2	2	3	2	3	3	3	3	3	2	2	2	2	2	2	2	3	3	3	3	4	3	2	2	2	2	2	2	2	2	2

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Days On Market	50	51	53	59	54	46	37	34	33	35	36	40	44	47	50	56	47	40	33	29	32	30	33	36	40	42	48	49	45	39	33	30	29	30	30	32
3 Mo. Roll Avg			51	54	55	53	46	39	35	34	35	37	40	44	47	51	51	48	40	34	31	30	32	33	36	39	43	46	47	44	39	34	31	30	30	31

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Price per Sq Ft	129	130	126	126	132	136	137	144	141	139	135	139	141	138	140	139	147	151	154	160	157	155	151	155	152	149	150	152	152	161	160	166	166	162	165	161
3 Mo. Roll Avg			128	127	128	131	135	139	141	141	138	138	138	139	140	139	142	146	151	155	157	157	154	154	153	152	150	150	151	155	158	162	164	165	164	163

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Sale to List Price	0.940	0.939	0.942	0.935	0.949	0.956	0.962	0.963	0.961	0.956	0.950	0.947	0.945	0.937	0.937	0.940	0.956	0.966	0.967	0.973	0.966	0.959	0.958	0.947	0.948	0.943	0.933	0.947	0.957	0.963	0.969	0.970	0.965	0.963	0.961	0.952
3 Mo. Roll Avg			0.940	0.939	0.942	0.947	0.956	0.960	0.962	0.960	0.956	0.951	0.947	0.943	0.940	0.938	0.944	0.954	0.963	0.969	0.969	0.966	0.961	0.955	0.951	0.946	0.941	0.946	0.956	0.963	0.967	0.968	0.966	0.963	0.959	

	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
New Listings	1,831	1,264	2,059	2,270	2,890	2,835	3,116	3,270	2,829	2,806	2,492	2,441	1,784	1,174	1,843	2,085	2,780	2,918	3,331	3,228	3,021	2,935	2,411	2,582	1,854	1,168	1,897	2,087	2,615	3,123	3,241	2,884	2,920	2,764	2,570	2,418
Inventory	5,592	4,769	4,651	4,554	4,575	4,671	4,906	5,376	5,452	5,481	5,432	5,232	4,884	4,223	4,005	3,913	3,940	4,126	4,500	4,967	5,187	5,314	5,357	5,254	4,900	4,225	3,990	3,868	3,721	3,977	4,233	4,335	4,445	4,443	4,413	4,179
Sales	1,639	1,685	1,296	1,248	1,924	1,853	2,338	2,471	2,166	2,317	1,981	1,828	1,805	1,632	1,183	1,328	1,854	1,948	2,280	2,527	2,227	2,326	1,856	1,851	1,743	1,481	1,102	1,301	1,771	2,105	2,368	2,410	2,276	2,251	1,909	2,008

(000's)	N 16	D	J 17	F	M	A	M	J	J	A	S	O	N	D	J 18	F	M	A	M	J	J	A	S	O	N	D	J 19	F	M	A	M	J	J	A	S	O
Avg Sale Price	194	195	184	185	197	212	205	231	216	216	202	205	214	203	201	194	211	223	228	242	235	226	214	221	216	216	207	221	211	230	236	251	247	234	233	227
3 Mo. Roll Avg			191	188	189	198	205	216	218	221	212	208	207	208	206	199	202	209	221	231	235	234	225	221	217	218	213	215	213	221	226	239	245	244	238	231