

County: All



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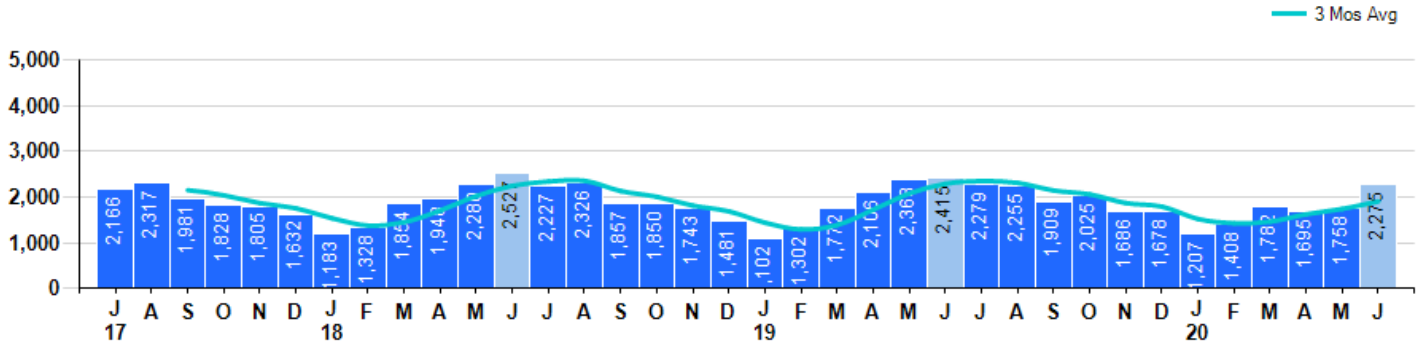
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$330,000	↑		↑				
Average List Price of all Current Listings	\$419,400	↑		↑				
June Median Sales Price	\$220,000	↑	↑	↑	↑	\$200,000	↑	↑
June Average Sales Price	\$261,803	↑	↑	↑	↑	\$240,905	↑	↑
Total Properties Currently for Sale (Inventory)	2,487	↓		↓				
June Number of Properties Sold	2,275	↑		↓		10,125	↓	
June Average Days on Market (Solds)	28	↔	↓	↓	↓	35	↓	↓
Asking Price per Square Foot (based on New Listings)	\$191	↓	↓	↑	↑	\$191	↑	↑
June Sold Price per Square Foot	\$183	↑	↑	↑	↑	\$172	↑	↑
June Month's Supply of Inventory	1.1	↓	↓	↓	↓	1.8	↓	↓
June Sale Price vs List Price Ratio	98.0%	↑	↑	↑	↑	96.7%	↑	↑

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

Property Sales

June Property sales were 2,275, down -5.8% from 2,415 in June of 2019 and 29.4% higher than the 1,758 sales last month. June 2020 sales were at their lowest level compared to June of 2019 and 2018. June YTD sales of 10,125 are running -8.5% behind last year's year-to-date sales of 11,065.



Prices

The Median Sales Price in June was \$220,000, up 5.9% from \$207,730 in June of 2019 and up 3.8% from \$212,000 last month. The Average Sales Price in June was \$261,803, up 4.2% from \$251,363 in June of 2019 and up 6.6% from \$245,537 last month. June 2020 ASP was at highest level compared to June of 2019 and 2018.

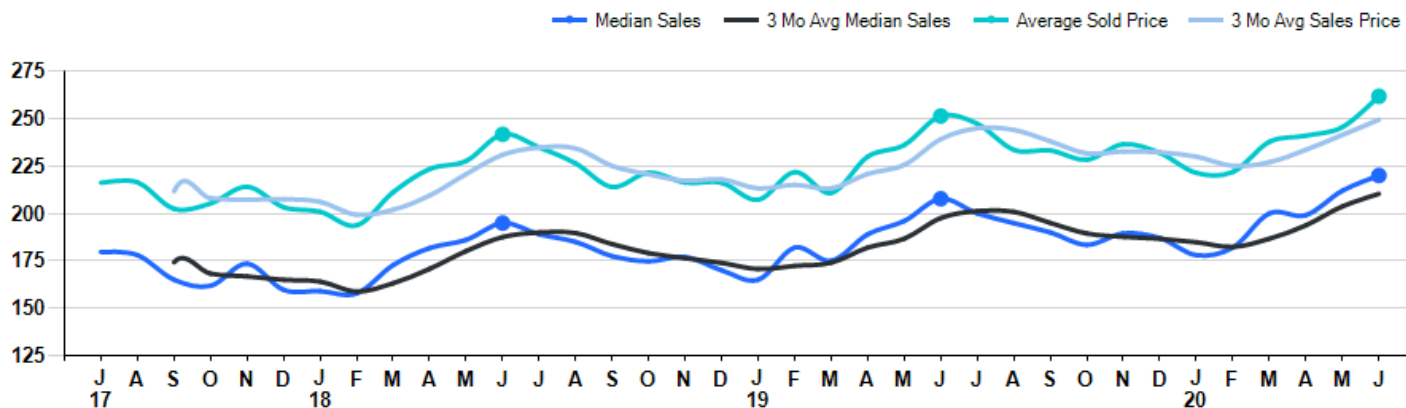
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Median means Middle (the same # of properties sold above and below Median) (000's)



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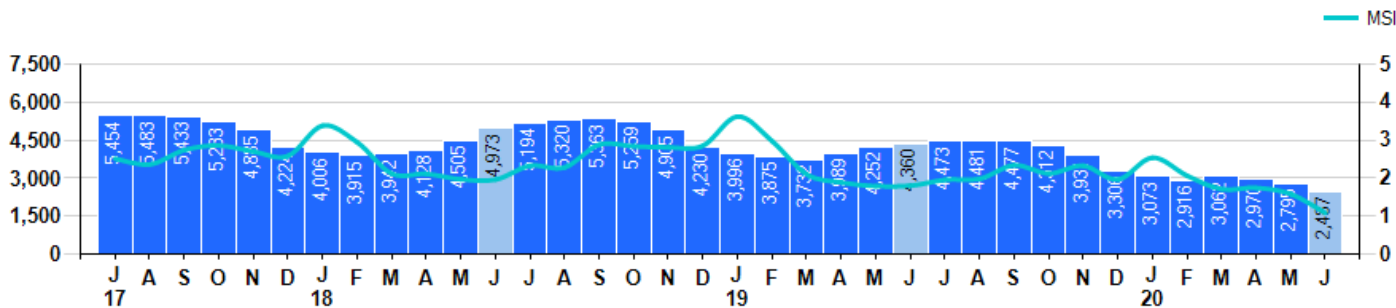
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Inventory & MSI

The Total Inventory of Properties available for sale as of June was 2,487, down -11.0% from 2,795 last month and down -43.0% from 4,360 in June of last year. June 2020 Inventory was at the lowest level compared to June of 2019 and 2018.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2020 MSI of 1.1 months was at its lowest level compared with June of 2019 and 2018.

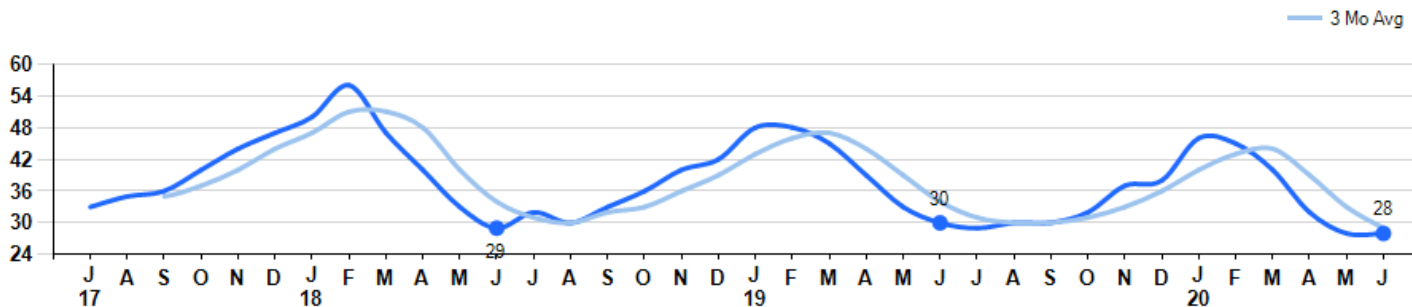
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 June was 28, equal to 28 days last month and down -6.7% from 30 days in June of last year. The June 2020 DOM was at its lowest level compared with June of 2019 and 2018.

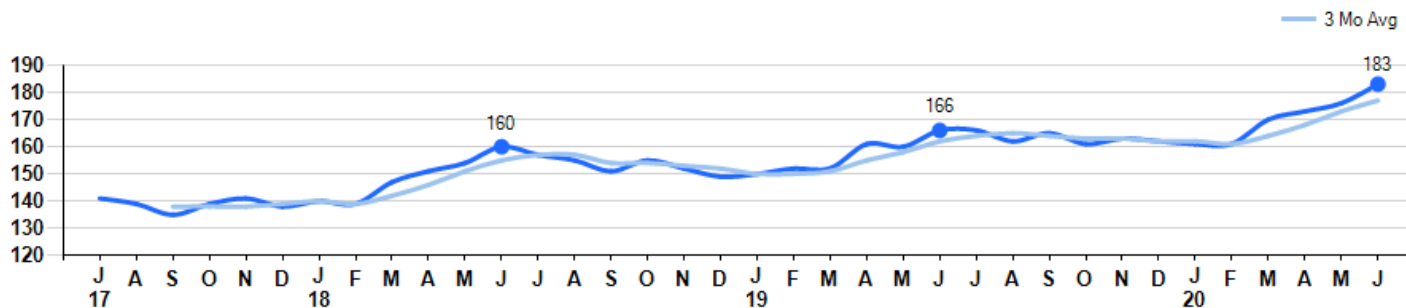
Average Days on Market(Listing to Contract) for properties sold during the month



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 June 2020 Selling Price per Square Foot of \$183 was up 4.0% from \$176 last month and up 10.2% from \$166 in June of last year.

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



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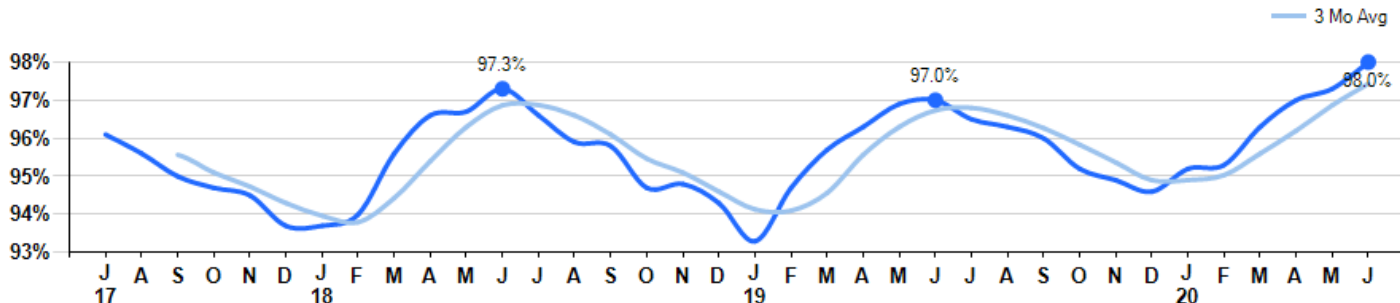
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Selling Price vs Listing Price

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 June 2020 Selling Price vs List Price of 98.0% was up from 97.3% last month and up from 97.0% in June of last year.

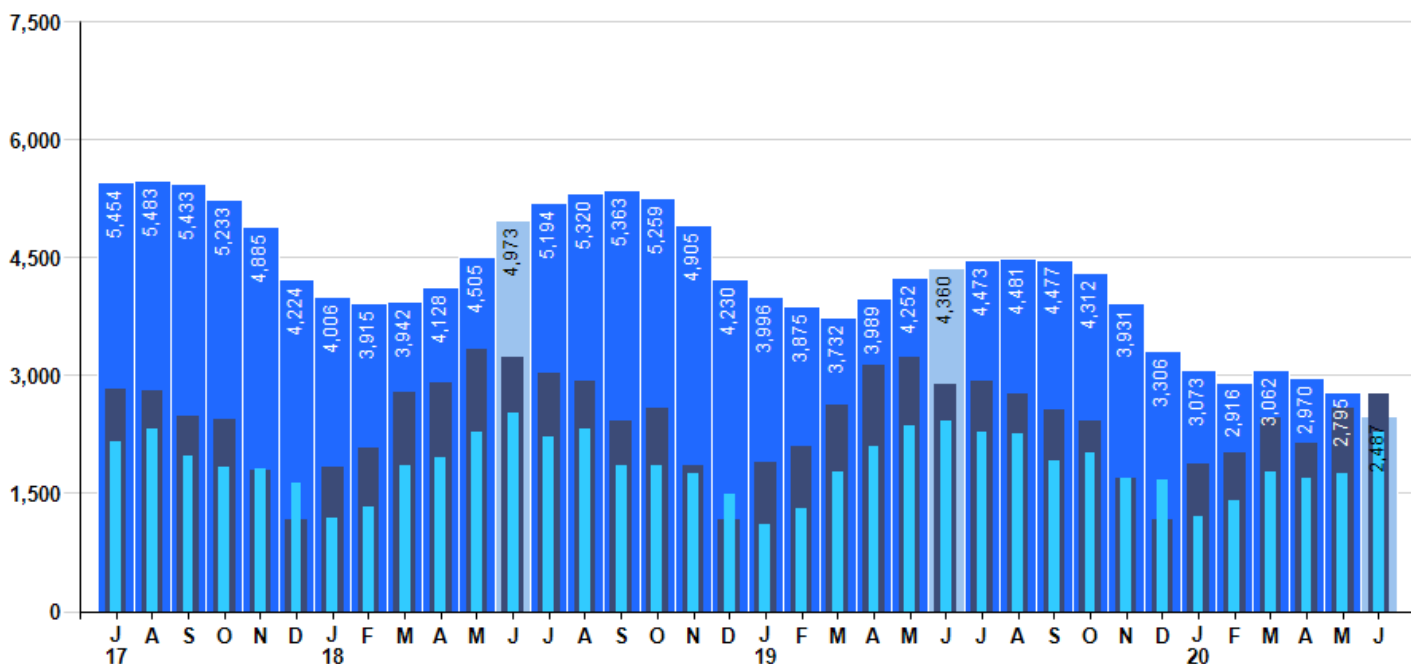
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 June 2020 was 2769, up 7.2% from 2,583 last month and down -4.2% from 2,890 in June of last year.

Inventory NewListings Sold



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	J 17	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	N	D	J 20	F	M	A	M	J
Homes Sold	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	1,857	1,850	1,743	1,481	1,102	1,302	1,772	2,106	2,368	2,415	2,279	2,255	1,909	2,025	1,686	1,678	1,207	1,408	1,782	1,695	1,758	2,275
3 Mo. Roll Avg			2,155	2,042	1,871	1,755	1,540	1,381	1,455	1,710	2,027	2,252	2,345	2,360	2,137	2,011	1,817	1,691	1,442	1,295	1,392	1,727	2,082	2,296	2,354	2,316	2,148	2,063	1,873	1,796	1,524	1,431	1,466	1,628	1,745	1,909

(000's)	J 17	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	N	D	J 20	F	M	A	M	J
MedianSalePrice	180	178	165	162	174	160	159	158	173	182	186	195	189	185	177	175	177	170	165	182	175	189	196	208	200	195	190	183	190	187	178	182	200	199	212	220
3 Mo. Roll Avg			174	168	167	165	164	159	163	171	180	188	190	190	184	179	176	174	171	172	174	182	187	198	201	201	195	189	188	187	185	182	187	194	204	210

	J 17	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	N	D	J 20	F	M	A	M	J
Inventory	5,454	5,483	5,433	5,233	4,885	4,224	4,006	3,915	3,942	4,128	4,505	4,973	5,194	5,320	5,363	5,259	4,905	4,230	3,996	3,875	3,732	3,989	4,252	4,360	4,473	4,481	4,477	4,312	3,931	3,306	3,073	2,916	3,062	2,970	2,795	2,487
MSI	3	2	3	3	3	3	3	3	2	2	2	2	2	2	3	3	3	3	4	3	2	2	2	2	2	2	2	2	2	2	3	2	2	2	2	1

	J 17	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	N	D	J 20	F	M	A	M	J
Days On Market	33	35	36	40	44	47	50	56	47	40	33	29	32	30	33	36	40	42	48	48	45	39	33	30	29	30	30	32	37	38	46	45	40	32	28	28
3 Mo. Roll Avg			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	33	36	40	43	44	39	33	29

	J 17	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	N	D	J 20	F	M	A	M	J
Price per Sq Ft	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	163	162	161	161	170	173	176	183
3 Mo. Roll Avg			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	163	162	162	161	164	168	173	177

	J 17	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	N	D	J 20	F	M	A	M	J
Sale to List Price	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	0.960	0.952	0.949	0.946	0.952	0.953	0.963	0.970	0.973	0.980
3 Mo. Roll Avg			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	0.941	0.946	0.956	0.963	0.967	0.968	0.966	0.963	0.958	0.954	0.949	0.949	0.950	0.956	0.962	0.969	0.974

	J 17	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	N	D	J 20	F	M	A	M	J
New Listings	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	2,934	2,412	2,582	1,854	1,168	1,897	2,088	2,616	3,124	3,241	2,890	2,921	2,766	2,568	2,414	1,695	1,174	1,879	2,019	2,455	2,142	2,583	2,769
Inventory	5,454	5,483	5,433	5,233	4,885	4,224	4,006	3,915	3,942	4,128	4,505	4,973	5,194	5,320	5,363	5,259	4,905	4,230	3,996	3,875	3,732	3,989	4,252	4,360	4,473	4,481	4,477	4,312	3,931	3,306	3,073	2,916	3,062	2,970	2,795	2,487
Sales	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	1,857	1,850	1,743	1,481	1,102	1,302	1,772	2,106	2,368	2,415	2,279	2,255	1,909	2,025	1,686	1,678	1,207	1,408	1,782	1,695	1,758	2,275

(000's)	J 17	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	N	D	J 20	F	M	A	M	J
Avg Sale Price	216	216	202	205	214	203	201	194	211	223	228	242	235	226	214	222	216	216	207	222	211	230	236	251	247	234	233	228	237	232	221	222	238	241	246	262
3 Mo. Roll Avg			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	232	233	232	230	225	227	234	241	249