

Market Diagnostic & Leverage Analysis

An Executive Synthesis of Pricing Power and
and Market Velocity in Cuyahoga County.

The April 2026 YoY Scorecard

Sales Price

\$249,975



+10% from
\$228k

List Price

\$250,000



+4% from
\$239.9k

Inventory

2.39
Months



+27% from
1.88mo

Pending Sales

962 Units



-10% from
1,062

Velocity

19 Days

Median days to sell

Realization

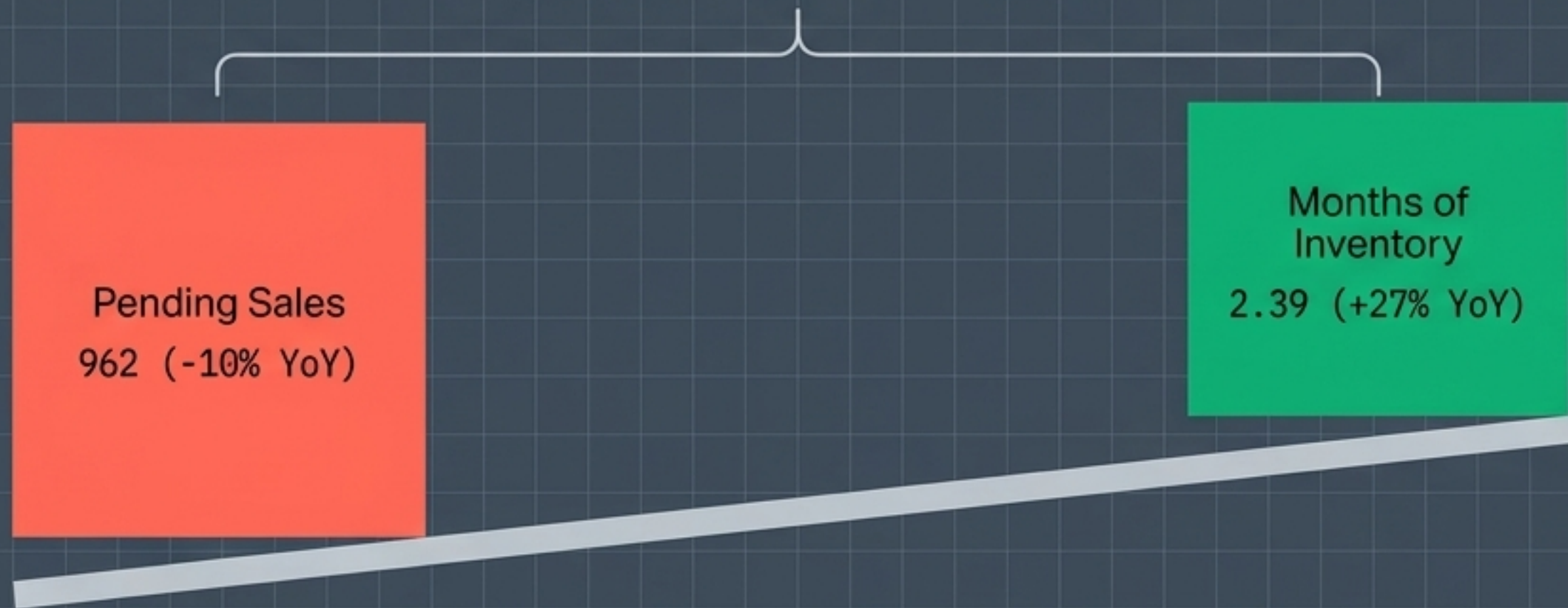
100%

List-to-Sales Ratio

The Diagnostic Paradox:
Volume is cooling off, but
constrained supply is forcing
prices into double-digit growth.

The Friction Point: Demand Cools, but the Shortage Persists

While the market is technically cooling in raw transaction volume, absolute inventory remains severely restricted. Anything under 4 months is structurally a shortage.



The slight increase in inventory provides an illusion of relief, but 2.39 months is still profoundly constrained.

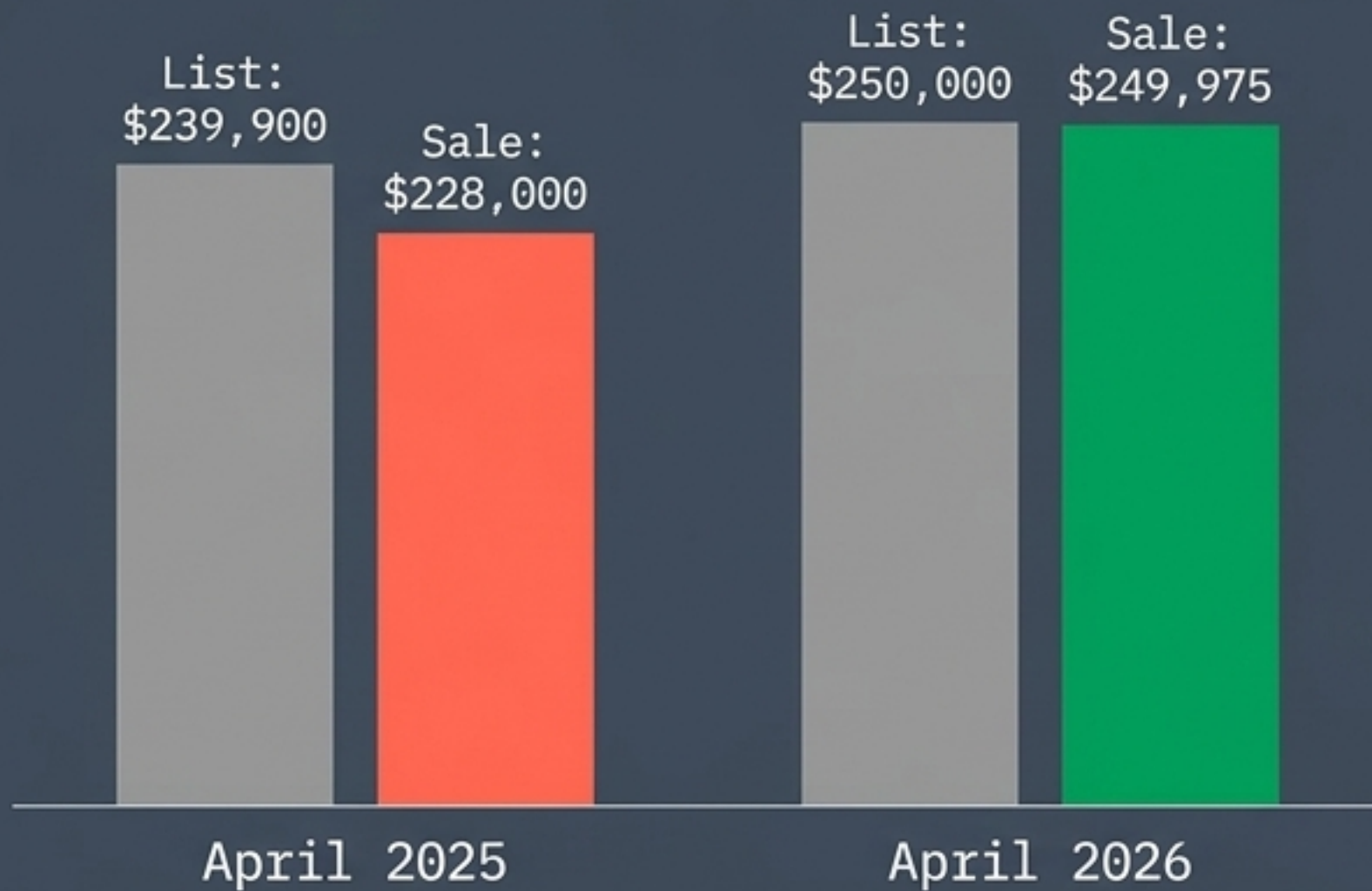
Market Heat: The Structural Advantage for Sellers



Homes are moving in under three weeks. This aggressive velocity is the mechanical engine driving the YoY price appreciation.

Absolute Pricing Power: The 100% Realization Rate

The Gap Closes

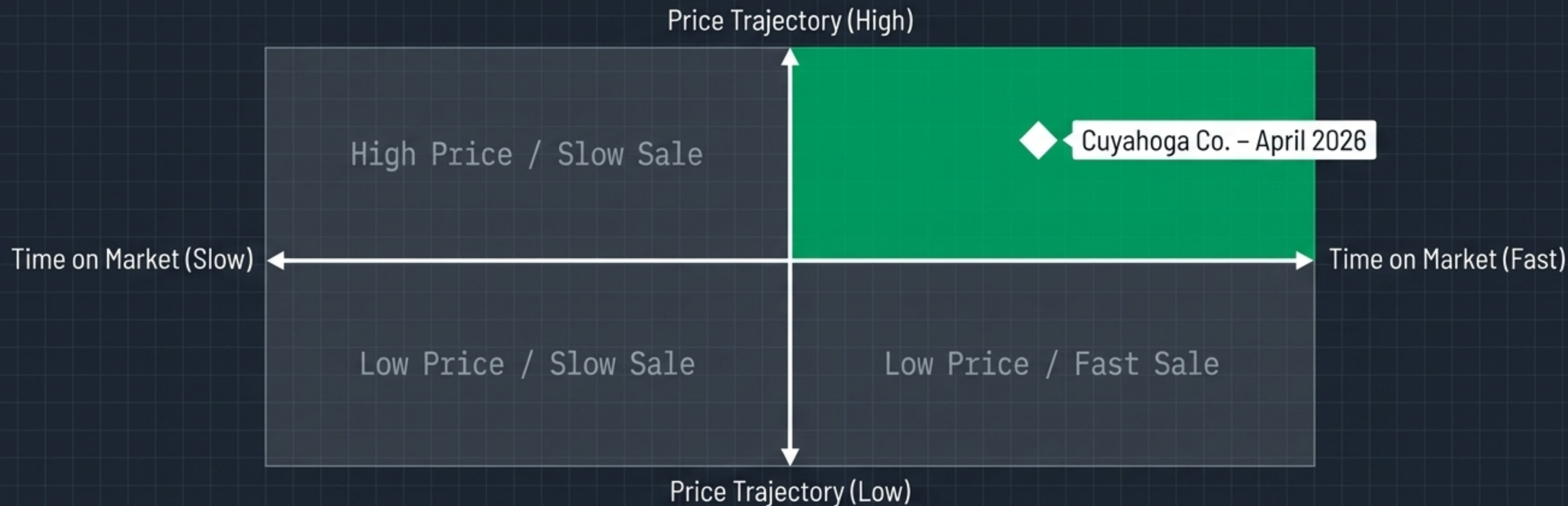


The Target



List-to-Sales Ratio. Buyers are meeting sellers exactly at asking price. Negotiations favoring buyers have been functionally eliminated from median transactions.

Macro Synthesis: The April 2026 Archetype



Despite dipping transaction volumes, the archetype of this market remains remarkably aggressive. High velocity and severe scarcity have decoupled rising prices from overall demand.

Strategic Directives for Q2 2026

For Sellers (The Leverage Holders)



Observation: Total pricing authority.

Directive: Price sharply at market value (\$250k median); the 100% realization rate means overpricing is unnecessary to capture maximum value. Expect an average 19-day close.

For Buyers (The Price Takers)



Observation: Diminished negotiating runway.

Directive: Prepare for immediate action. Inventory increases (+27%) offer more selection, but strict shortages (2.39mo) mean lowball offers will fail.

For Investors/Agents (The Market Makers)



Observation: Declining volume (-10%) against rising prices.

Directive: Focus on yield and margin rather than transaction volume. The market is trading total sales volume for premium transaction values.