

MLS of Greater Cincinnati  
Detailed Monthly Update - 3/22/2021

|                               | 2020<br>Jan | 2020<br>Feb | 2020<br>Mar | 2020<br>Apr | 2020<br>May | 2020<br>June | 2020<br>July | 2020<br>Aug | 2020<br>Sept | 2020<br>Oct | 2020<br>Nov | 2020<br>Dec | 2021<br>Jan | 2021<br>Feb | Prev Yr/Mo<br>Variance<br>21-20 | 2021<br>Total/Avg<br>YTD | YTD<br>Variance<br>21-20 |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|---------------------------------|--------------------------|--------------------------|
| <b>Membership:</b>            |             |             |             |             |             |              |              |             |              |             |             |             |             |             |                                 |                          |                          |
| Offices                       | 702         | 705         | 711         | 705         | 699         | 698          | 705          | 707         | 711          | 714         | 709         | 718         | 719         | 726         | 2.98%                           | 723                      | 2.70%                    |
| Licensees                     | 6,039       | 5,978       | 6,025       | 6,055       | 5,998       | 5,995        | 6,068        | 6,126       | 6,223        | 6,242       | 6,237       | 6,304       | 6,333       | 6,361       | 6.41%                           | 6,347                    | 5.63%                    |
| Appraisers (Included)         | 238         | 237         | 236         | 235         | 233         | 235          | 235          | 239         | 239          | 240         | 240         | 240         | 241         | 238         | 0.42%                           | 240                      | 0.84%                    |
| <b>Active Inventory</b>       | 5,507       | 5,249       | 5,340       | 5,225       | 5,025       | 4,548        | 4,442        | 4,383       | 4,437        | 4,423       | 4,175       | 3,626       | 3,254       | 3,129       | -40.39%                         | 3,192                    | -40.66%                  |
| <b>Residential</b>            | 3,107       | 2,858       | 3,036       | 2,963       | 2,796       | 2,474        | 2,416        | 2,409       | 2,506        | 2,515       | 2,325       | 2,001       | 1,605       | 1,478       | -48.29%                         | 1,542                    | -48.32%                  |
| Multi-Fam. & Apts.            | 148         | 134         | 163         | 153         | 151         | 156          | 142          | 175         | 173          | 170         | 147         | 106         | 106         | 94          | -29.85%                         | 100                      | -29.08%                  |
| Commercial & Indus.           | 524         | 515         | 514         | 503         | 493         | 476          | 479          | 467         | 457          | 461         | 462         | 408         | 426         | 417         | -19.03%                         | 422                      | -18.86%                  |
| Land & Lots                   | 1,728       | 1,742       | 1,627       | 1,606       | 1,585       | 1,442        | 1,405        | 1,332       | 1,301        | 1,277       | 1,241       | 1,111       | 1,117       | 1,123       | -35.53%                         | 1,120                    | -35.45%                  |
| Lease / Rental                | 196         | 153         | 148         | 141         | 108         | 129          | 121          | 120         | 118          | 145         | 165         | 143         | 150         | 145         | -5.23%                          | 148                      | -15.47%                  |
| <b>New Listings (Total)</b>   | 2,503       | 2,637       | 3,114       | 2,670       | 3,200       | 3,440        | 3,535        | 3,286       | 3,295        | 3,397       | 2,355       | 1,815       | 2,253       | 2,156       | -18.24%                         | 4,409                    | -14.22%                  |
| New Listings (SF&C)           | 2,101       | 2,291       | 2,743       | 2,355       | 2,861       | 3,075        | 3,150        | 2,902       | 2,873        | 2,986       | 2,063       | 1,579       | 1,881       | 1,825       | -20.34%                         | 3,706                    | -15.62%                  |
| Lender Involved               | 5.19%       | 5.15%       | 4.70%       | 3.91%       | 2.83%       | 2.34%        | 2.35%        | 1.86%       | 3.24%        | 4.15%       | 2.76%       | 2.53%       | 2.18%       | 3.12%       | -39.36%                         | 2.65%                    | -48.71%                  |
| <b>Expirations</b>            | 337         | 239         | 325         | 278         | 227         | 316          | 241          | 272         | 257          | 235         | 201         | 482         | 199         | 154         | -35.56%                         | 177                      | -38.72%                  |
| <b>Cancelled (SF&amp;C)</b>   | 331         | 268         | 278         | 337         | 304         | 341          | 307          | 293         | 351          | 337         | 264         | 227         | 233         | 182         | -32.09%                         | 208                      | -30.72%                  |
| <b>New Pending Sales</b>      |             |             |             |             |             |              |              |             |              |             |             |             |             |             |                                 |                          |                          |
| New (SF & C)                  | 2018        | 2201        | 2354        | 2190        | 2850        | 3067         | 3023         | 2892        | 2640         | 2608        | 2069        | 1716        | 2064        | 2015        | -8.45%                          | 2,040                    | -3.32%                   |
| Lender Involved               | 5.40%       | 5.68%       | 4.42%       | 4.61%       | 3.33%       | 3.06%        | 2.94%        | 2.46%       | 2.31%        | 3.37%       | 2.95%       | 2.45%       | 2.57%       | 2.78%       | -51.06%                         | 2.67%                    | -51.74%                  |
| New (Monthly) - Total         | 2210        | 2495        | 2574        | 2391        | 3093        | 3377         | 3330         | 3171        | 2954         | 2904        | 2,316       | 1943        | 2,327       | 2,288       | -8.30%                          | 2,308                    | -1.91%                   |
| <b>Total BOM (in Month)</b>   | 454         | 439         | 667         | 558         | 650         | 635          | 691          | 604         | 629          | 575         | 530         | 441         | 423         | 374         | -14.81%                         | 399                      | -10.75%                  |
| <b>Total Waiting To Close</b> | 2960        | 3524        | 3590        | 3726        | 4425        | 4859         | 4803         | 4551        | 4405         | 3905        | 3,684       | 2987        | 3,505       | 3,576       | 1.48%                           | 3,541                    | 9.21%                    |
| <b>Closings:</b>              |             |             |             |             |             |              |              |             |              |             |             |             |             |             |                                 |                          |                          |
| <b>Total Sold Properties</b>  | 1,515       | 1,751       | 2,165       | 2,077       | 2,141       | 2,730        | 3,109        | 2,986       | 2,852        | 2,798       | 2,420       | 2,507       | 1,728       | 1,760       | 0.51%                           | 3,488                    | 6.80%                    |
| \$ Volume (000's)             | \$326,547   | \$371,504   | \$491,665   | \$478,629   | \$499,854   | \$669,869    | \$791,678    | \$749,643   | \$706,684    | \$708,246   | \$586,580   | \$626,844   | \$408,461   | \$426,877   | 14.90%                          | \$835,338                | 19.67%                   |
| Average Price                 | \$215,543   | \$212,167   | \$227,097   | \$230,443   | \$233,468   | \$245,373    | \$254,641    | \$251,053   | \$247,785    | \$253,126   | \$242,389   | \$250,038   | \$236,378   | \$242,544   | 14.32%                          | \$236,378                | 10.60%                   |
| <b>Single Family</b>          | 1,209       | 1,408       | 1,785       | 1,699       | 1,768       | 2,291        | 2,533        | 2,471       | 2,318        | 2,297       | 1,945       | 2,051       | 1,371       | 1,400       | -0.57%                          | 2,771                    | 5.88%                    |
| \$ Volume (000's)             | 267,402     | 312,476     | 423,728     | 408,485     | 434,261     | 600,111      | 695,669      | 663,386     | 610,902      | 609,888     | \$506,080   | 540,562     | \$342,883   | \$360,569   | 15.39%                          | \$703,452                | 21.31%                   |
| Avg. DOM                      | 41          | 41          | 36          | 27          | 25          | 23           | 24           | 21          | 17           | 19          | 17          | 18          | 21          | 23          | -43.90%                         | 22                       | -46.34%                  |
| Avg. CDOM                     | 53          | 51          | 47          | 34          | 32          | 29           | 30           | 28          | 22           | 23          | 26          | 27          | 31          | 29          | -43.14%                         | 30                       | -42.31%                  |
| Avg. Price                    | \$221,176   | \$221,929   | \$237,383   | \$240,427   | \$245,623   | \$261,943    | \$274,642    | \$268,469   | \$263,547    | \$265,515   | \$260,195   | \$263,560   | \$250,097   | \$257,549   | 16.05%                          | \$250,097                | 12.87%                   |
| Median Price                  | 178,000     | 182,000     | 200,000     | 199,000     | 212,000     | 220,000      | 230,000      | 234,000     | 224,900      | 220,000     | \$225,000   | \$220,000   | 210,000     | 211,807     | 16.38%                          | \$210,904                | 17.17%                   |
| <b>Condominiums</b>           | 154         | 180         | 220         | 232         | 202         | 251          | 314          | 296         | 283          | 277         | 232         | 230         | 170         | 182         | 1.11%                           | 352                      | 5.39%                    |
| \$ Volume (000's)             | \$31,388    | \$30,882    | \$40,778    | \$43,655    | \$37,193    | \$45,977     | \$58,139     | \$51,817    | \$53,292     | \$51,818    | \$42,075    | \$42,440    | \$31,314    | \$33,616    | 8.85%                           | \$64,930                 | 4.27%                    |
| Avg. DOM                      | 53          | 40          | 24          | 26          | 35          | 27           | 27           | 23          | 22           | 19          | 20          | 24          | 23          | 24          | -40.00%                         | 24                       | -49.46%                  |
| Avg. CDOM                     | 58          | 52          | 30          | 30          | 40          | 31           | 37           | 26          | 28           | 24          | 25          | 28          | 56          | 32          | -38.46%                         | 44                       | -20.00%                  |
| Avg. Price                    | \$203,818   | \$171,567   | \$185,355   | \$188,168   | \$184,124   | \$183,175    | \$185,156    | \$175,057   | \$188,311    | \$187,069   | \$181,358   | \$184,522   | \$184,200   | \$184,703   | 7.66%                           | \$184,200                | -1.20%                   |
| Median Price                  | \$164,234   | \$142,250   | \$156,500   | \$150,500   | \$153,700   | \$154,000    | \$168,500    | \$144,900   | \$155,000    | \$150,000   | \$155,500   | \$161,050   | \$153,950   | \$157,250   | 10.54%                          | \$155,600                | 1.54%                    |
| SFC Lender Inv Sales          | 6.24%       | 5.67%       | 4.49%       | 4.45%       | 4.06%       | 3.82%        | 2.67%        | 2.93%       | 2.50%        | 2.41%       | 2.25%       | 3.20%       | 2.92%       | 2.59%       | -54.27%                         | 2.76%                    | -53.70%                  |
| <b>Multi-Family (2-4)</b>     | 53          | 54          | 56          | 47          | 67          | 57           | 66           | 65          | 77           | 74          | 99          | 76          | 68          | 61          | 12.96%                          | 129                      | 20.56%                   |
| \$ Volume (000's)             | \$9,077     | \$8,806     | \$9,369     | \$7,428     | \$11,892    | \$9,241      | \$10,977     | \$10,992    | \$12,268     | \$12,616    | \$17,695    | \$13,749    | \$11,761    | \$12,187    | 38.39%                          | \$23,948                 | 33.91%                   |
| <b>Apartments (5+)</b>        | 5           | 6           | 10          | 2           | 6           | 6            | 6            | 10          | 7            | 7           | 7           | 11          | 7           | 5           | -16.67%                         | 12                       | 9.09%                    |
| \$ Volume (000's)             | \$1,150     | \$2,831     | \$4,088     | \$244       | \$1,950     | \$2,397      | \$2,014      | \$7,100     | \$6,230      | \$1,806     | \$3,237     | \$6,002     | \$2,717     | \$1,230     | -56.55%                         | \$3,947                  | -0.85%                   |
| <b>Commercial/Invest</b>      | 19          | 21          | 19          | 16          | 14          | 19           | 23           | 13          | 35           | 27          | 20          | 34          | 27          | 14          | -33.33%                         | 41                       | 2.50%                    |
| \$ Volume (000's)             | \$6,707     | \$5,303     | \$5,707     | \$2,941     | \$1,759     | \$3,458      | \$4,708      | \$2,070     | \$6,967      | \$6,136     | \$3,025     | \$6,906     | \$6,003     | \$5,498     | 3.68%                           | \$11,501                 | -4.24%                   |
| <b>Farms &amp; Acreage</b>    | 7           | 5           | 5           | 6           | 9           | 2            | 16           | 8           | 8            | 7           | 5           | 7           | 8           | 5           | 0.00%                           | 13                       | 8.33%                    |
| \$ Volume (000's)             | \$1,886     | \$1,834     | \$2,618     | \$6,044     | \$3,447     | \$475        | \$5,829      | \$2,566     | \$3,098      | \$3,966     | \$1,647     | \$3,568     | \$4,357     | \$3,236     | 76.44%                          | \$7,593                  | 104.11%                  |
| <b>Construction Lots</b>      | 68          | 77          | 70          | 75          | 75          | 104          | 151          | 123         | 124          | 109         | 112         | 98          | 77          | 93          | 20.78%                          | 170                      | 17.24%                   |
| \$ Volume (000's)             | \$8,937     | \$9,371     | \$5,377     | \$9,833     | \$9,352     | \$8,210      | \$14,342     | \$11,713    | \$13,927     | \$22,015    | \$12,819    | \$13,619    | \$9,426     | \$10,541    | 12.49%                          | \$19,967                 | 9.06%                    |