

Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 18.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 34.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 68.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 95 | 99 | + 4.2% | 173 | 206 | + 19.1% |
| Closed Sales | 69 | 77 | + 11.6% | 173 | 189 | + 9.2% |
| Median Sales Price* | \$187,000 | \$280,000 | + 49.7% | \$216,500 | \$267,950 | + 23.8% |
| Inventory of Homes for Sale | 661 | 207 | - 68.7% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 1.4 | - 73.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 107 | 98 | - 8.0% | 110 | 72 | - 34.8% |
| Percent of Original List Price Received* | 89.0% | 90.9% | + 2.1% | 90.5% | 93.8% | + 3.7% |
| New Listings | 113 | 68 | - 39.8% | 203 | 147 | - 27.6% |

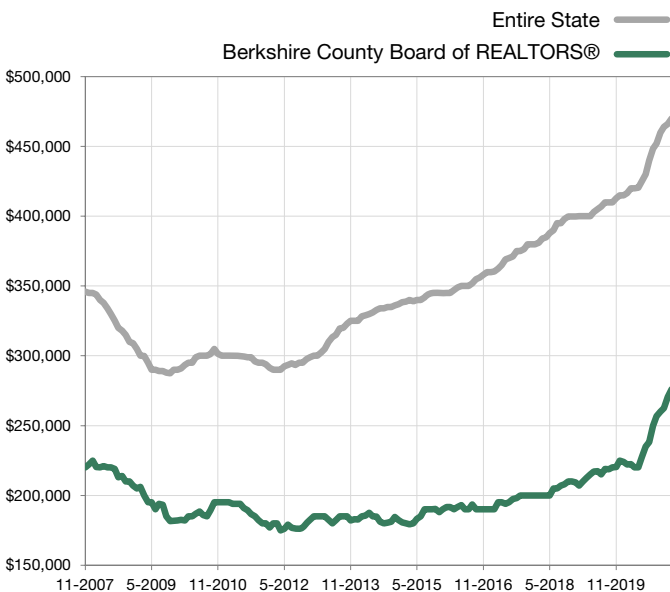
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 10 | 19 | + 90.0% | 18 | 33 | + 83.3% |
| Closed Sales | 6 | 12 | + 100.0% | 14 | 25 | + 78.6% |
| Median Sales Price* | \$537,000 | \$144,950 | - 73.0% | \$196,875 | \$185,000 | - 6.0% |
| Inventory of Homes for Sale | 129 | 43 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 8.6 | 2.6 | - 69.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 250 | 117 | - 53.2% | 166 | 96 | - 42.4% |
| Percent of Original List Price Received* | 88.8% | 93.6% | + 5.4% | 90.6% | 94.0% | + 3.7% |
| New Listings | 20 | 8 | - 60.0% | 39 | 20 | - 48.7% |

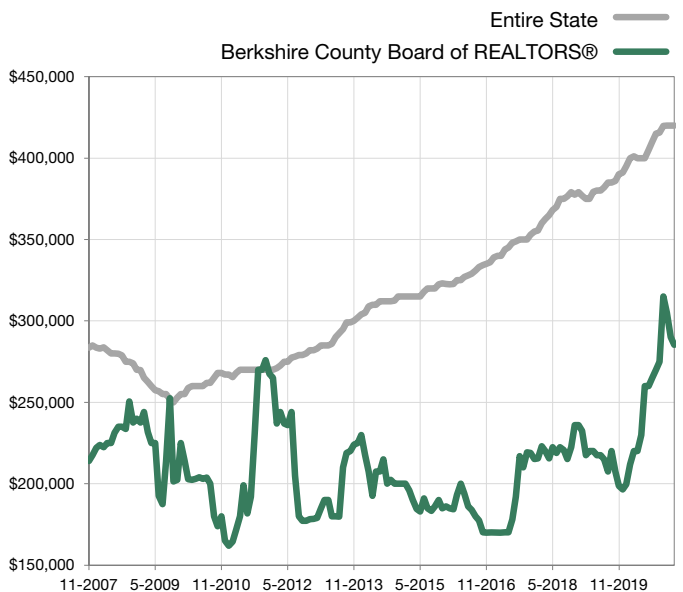
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 45.1%

+ 20.5%

- 74.0%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 431 | 409 | - 5.1% | 732 | 769 | + 5.1% |
| Closed Sales | 223 | 331 | + 48.4% | 576 | 711 | + 23.4% |
| Median Sales Price* | \$435,000 | \$536,000 | + 23.2% | \$427,000 | \$540,000 | + 26.5% |
| Inventory of Homes for Sale | 1,970 | 465 | - 76.4% | -- | -- | -- |
| Months Supply of Inventory | 4.4 | 0.9 | - 80.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 122 | 77 | - 36.7% | 113 | 70 | - 38.0% |
| Percent of Original List Price Received* | 93.2% | 98.3% | + 5.4% | 92.6% | 98.0% | + 5.8% |
| New Listings | 581 | 316 | - 45.6% | 1,097 | 609 | - 44.5% |

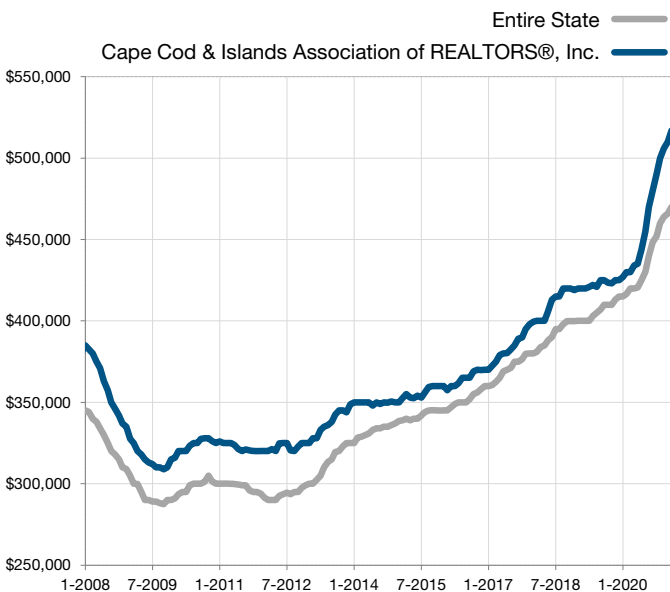
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 100 | 118 | + 18.0% | 181 | 239 | + 32.0% |
| Closed Sales | 70 | 94 | + 34.3% | 156 | 172 | + 10.3% |
| Median Sales Price* | \$322,500 | \$379,000 | + 17.5% | \$300,600 | \$347,000 | + 15.4% |
| Inventory of Homes for Sale | 550 | 190 | - 65.5% | -- | -- | -- |
| Months Supply of Inventory | 5.0 | 1.5 | - 69.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 114 | 120 | + 5.6% | 102 | 101 | - 0.8% |
| Percent of Original List Price Received* | 94.8% | 95.9% | + 1.2% | 95.2% | 97.2% | + 2.1% |
| New Listings | 170 | 69 | - 59.4% | 297 | 175 | - 41.1% |

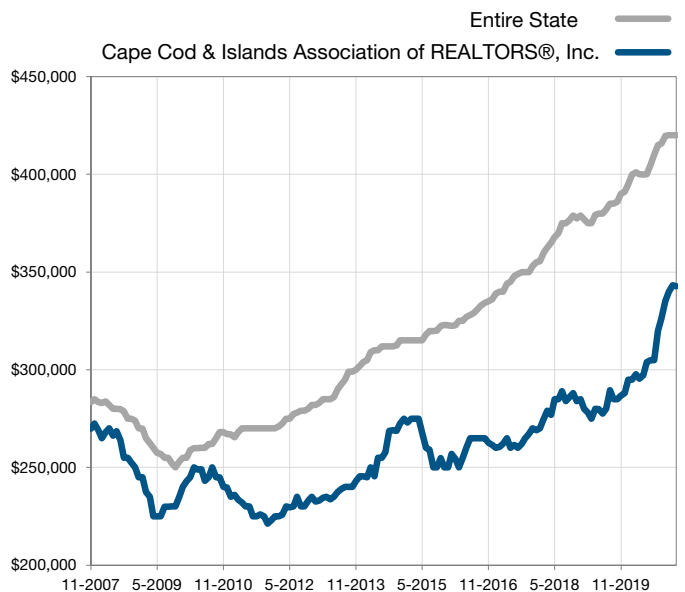
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 840 | 889 | + 5.8% | 1,585 | 1,602 | + 1.1% |
| Closed Sales | 552 | 599 | + 8.5% | 1,324 | 1,482 | + 11.9% |
| Median Sales Price* | \$614,000 | \$649,900 | + 5.8% | \$609,000 | \$660,000 | + 8.4% |
| Inventory of Homes for Sale | 1,745 | 720 | - 58.7% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.6 | - 60.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 77 | 46 | - 40.3% | 71 | 42 | - 40.8% |
| Percent of Original List Price Received* | 96.6% | 99.9% | + 3.4% | 96.3% | 99.7% | + 3.5% |
| New Listings | 1,272 | 966 | - 24.1% | 2,118 | 1,706 | - 19.5% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

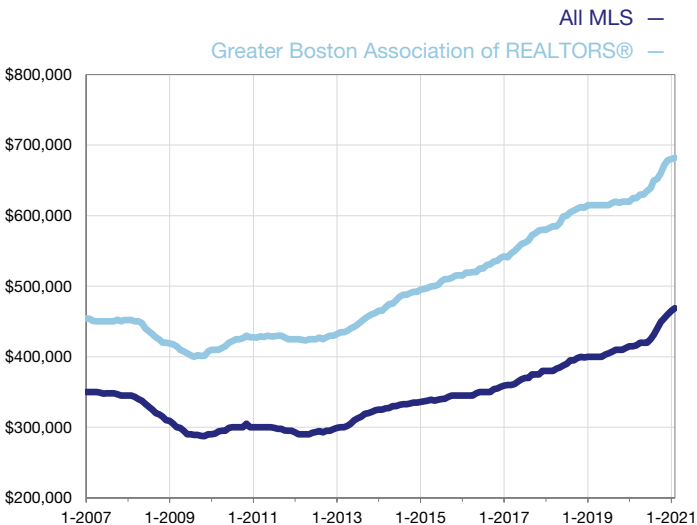
Condominium Properties

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 830 | 1,114 | + 34.2% | 1,566 | 2,039 | + 30.2% |
| Closed Sales | 604 | 626 | + 3.6% | 1,292 | 1,390 | + 7.6% |
| Median Sales Price* | \$579,000 | \$598,500 | + 3.4% | \$579,000 | \$592,250 | + 2.3% |
| Inventory of Homes for Sale | 1,760 | 1,646 | - 6.5% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.9 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 68 | - 1.4% | 66 | 61 | - 7.6% |
| Percent of Original List Price Received* | 97.7% | 97.0% | - 0.7% | 97.3% | 96.9% | - 0.4% |
| New Listings | 1,078 | 1,179 | + 9.4% | 2,061 | 2,337 | + 13.4% |

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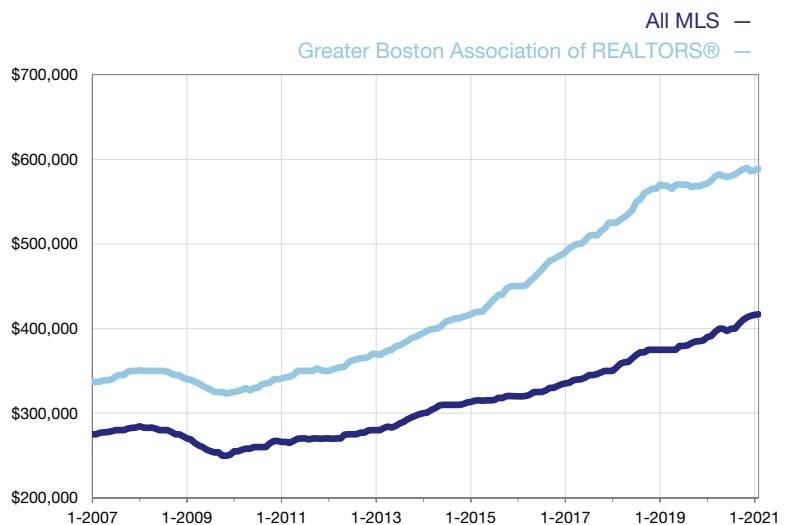
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 73.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 71.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 43 | 41 | - 4.7% | 72 | 80 | + 11.1% |
| Closed Sales | 24 | 36 | + 50.0% | 68 | 79 | + 16.2% |
| Median Sales Price* | \$524,500 | \$636,250 | + 21.3% | \$515,000 | \$632,500 | + 22.8% |
| Inventory of Homes for Sale | 100 | 29 | - 71.0% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.5 | - 68.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 66 | 49 | - 24.9% | 69 | 44 | - 36.5% |
| Percent of Original List Price Received* | 96.9% | 98.7% | + 1.8% | 95.3% | 100.3% | + 5.2% |
| New Listings | 63 | 41 | - 34.9% | 101 | 78 | - 22.8% |

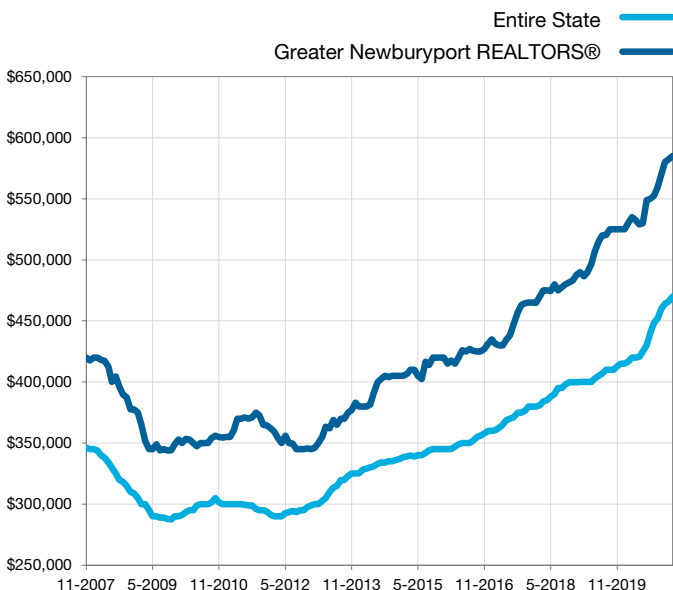
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 29 | 46 | + 58.6% | 55 | 77 | + 40.0% |
| Closed Sales | 13 | 28 | + 115.4% | 40 | 64 | + 60.0% |
| Median Sales Price* | \$400,000 | \$435,000 | + 8.7% | \$371,950 | \$415,000 | + 11.6% |
| Inventory of Homes for Sale | 62 | 17 | - 72.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 0.4 | - 75.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 84 | 45 | - 46.3% | 64 | 46 | - 27.6% |
| Percent of Original List Price Received* | 96.5% | 99.2% | + 2.8% | 97.3% | 98.4% | + 1.1% |
| New Listings | 32 | 43 | + 34.4% | 83 | 73 | - 12.0% |

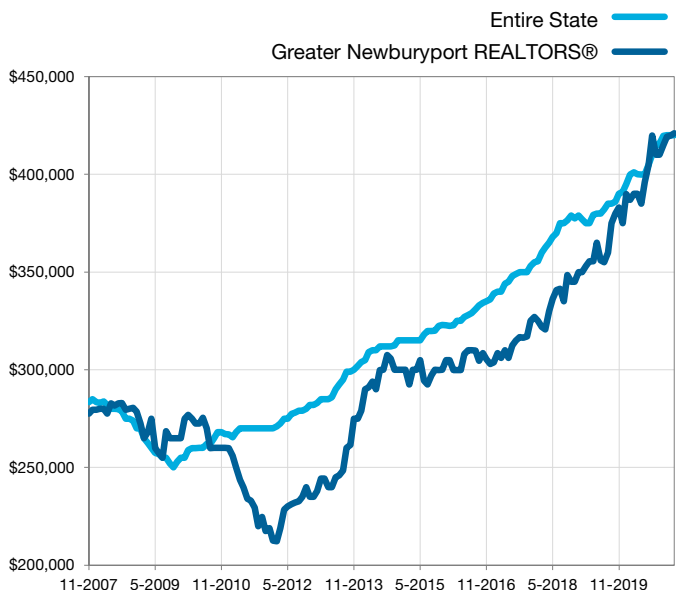
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 17.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 27.5%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 68.9%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 200 | 173 | - 13.5% | 377 | 342 | - 9.3% |
| Closed Sales | 127 | 149 | + 17.3% | 292 | 346 | + 18.5% |
| Median Sales Price* | \$250,000 | \$315,000 | + 26.0% | \$275,000 | \$332,950 | + 21.1% |
| Inventory of Homes for Sale | 514 | 155 | - 69.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.6 | - 71.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 80 | 46 | - 41.9% | 75 | 40 | - 46.2% |
| Percent of Original List Price Received* | 96.0% | 102.0% | + 6.2% | 95.9% | 101.7% | + 6.0% |
| New Listings | 249 | 164 | - 34.1% | 432 | 316 | - 26.9% |

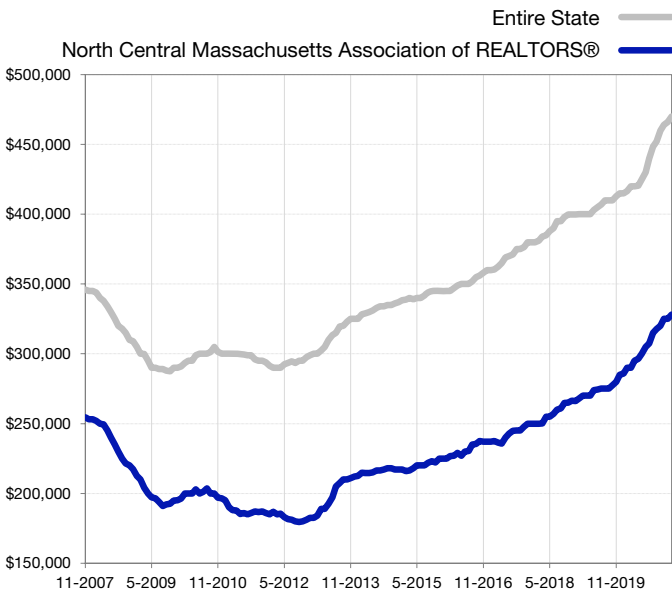
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 26 | 28 | + 7.7% | 59 | 60 | + 1.7% |
| Closed Sales | 26 | 31 | + 19.2% | 51 | 60 | + 17.6% |
| Median Sales Price* | \$192,500 | \$245,000 | + 27.3% | \$197,000 | \$249,950 | + 26.9% |
| Inventory of Homes for Sale | 48 | 20 | - 58.3% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.5 | - 61.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 76 | 34 | - 54.7% | 67 | 44 | - 34.3% |
| Percent of Original List Price Received* | 98.2% | 99.6% | + 1.4% | 98.6% | 99.6% | + 1.0% |
| New Listings | 27 | 25 | - 7.4% | 62 | 54 | - 12.9% |

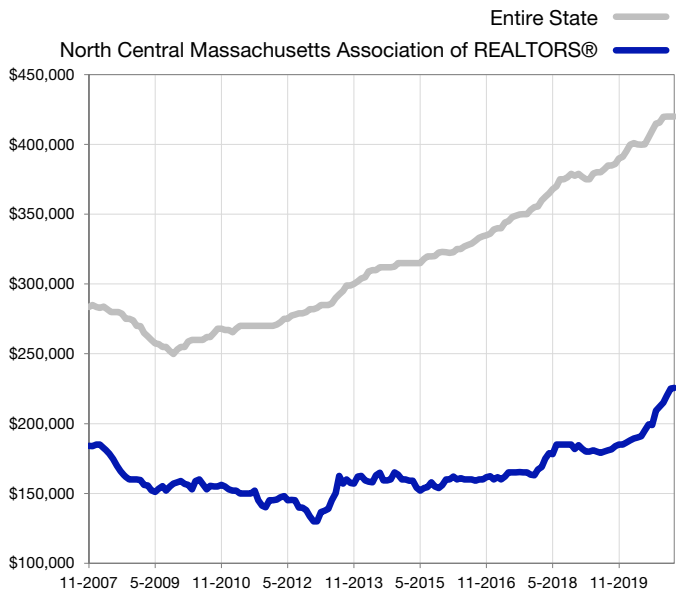
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

- 4.3%

+ 11.0%

- 59.3%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 246 | 213 | - 13.4% | 467 | 407 | - 12.8% |
| Closed Sales | 184 | 180 | - 2.2% | 401 | 401 | 0.0% |
| Median Sales Price* | \$521,250 | \$560,000 | + 7.4% | \$500,000 | \$550,000 | + 10.0% |
| Inventory of Homes for Sale | 449 | 167 | - 62.8% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.5 | - 62.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 44 | - 36.8% | 59 | 36 | - 39.6% |
| Percent of Original List Price Received* | 96.6% | 101.2% | + 4.8% | 96.6% | 102.0% | + 5.6% |
| New Listings | 302 | 222 | - 26.5% | 534 | 414 | - 22.5% |

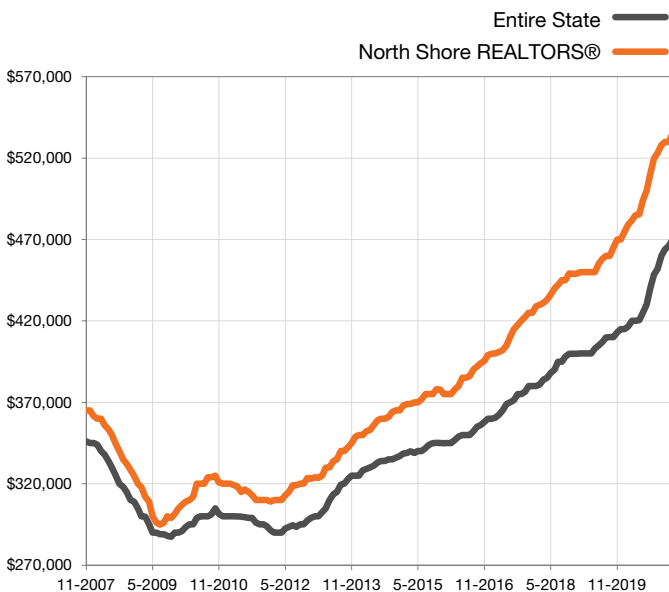
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 114 | 120 | + 5.3% | 254 | 252 | - 0.8% |
| Closed Sales | 116 | 107 | - 7.8% | 220 | 227 | + 3.2% |
| Median Sales Price* | \$352,450 | \$365,000 | + 3.6% | \$322,000 | \$359,000 | + 11.5% |
| Inventory of Homes for Sale | 221 | 106 | - 52.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.7 | - 51.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 70 | 45 | - 35.4% | 67 | 46 | - 30.7% |
| Percent of Original List Price Received* | 97.6% | 98.8% | + 1.3% | 97.7% | 99.1% | + 1.4% |
| New Listings | 136 | 126 | - 7.4% | 284 | 265 | - 6.7% |

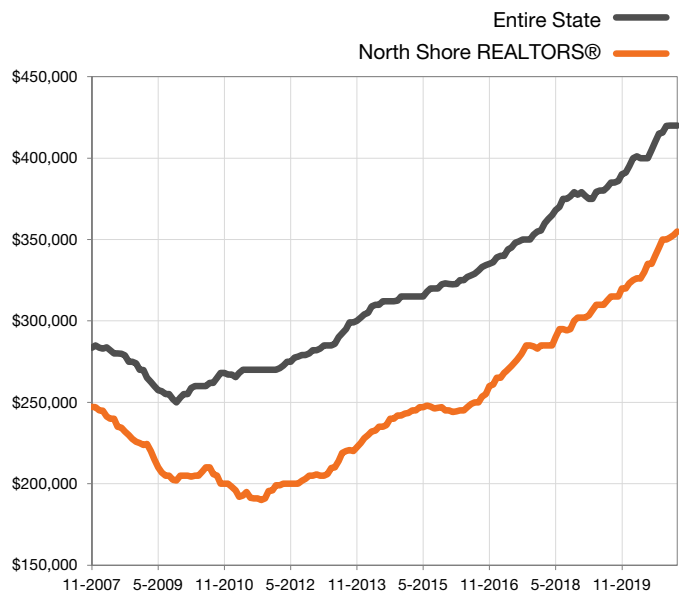
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 7.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 61.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 216 | 233 | + 7.9% | 415 | 426 | + 2.7% |
| Closed Sales | 154 | 162 | + 5.2% | 381 | 380 | - 0.3% |
| Median Sales Price* | \$440,000 | \$492,500 | + 11.9% | \$433,750 | \$490,000 | + 13.0% |
| Inventory of Homes for Sale | 398 | 130 | - 67.3% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 0.4 | - 65.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 65 | 34 | - 48.1% | 64 | 33 | - 48.0% |
| Percent of Original List Price Received* | 97.4% | 102.1% | + 4.9% | 96.8% | 101.6% | + 5.1% |
| New Listings | 305 | 233 | - 23.6% | 510 | 442 | - 13.3% |

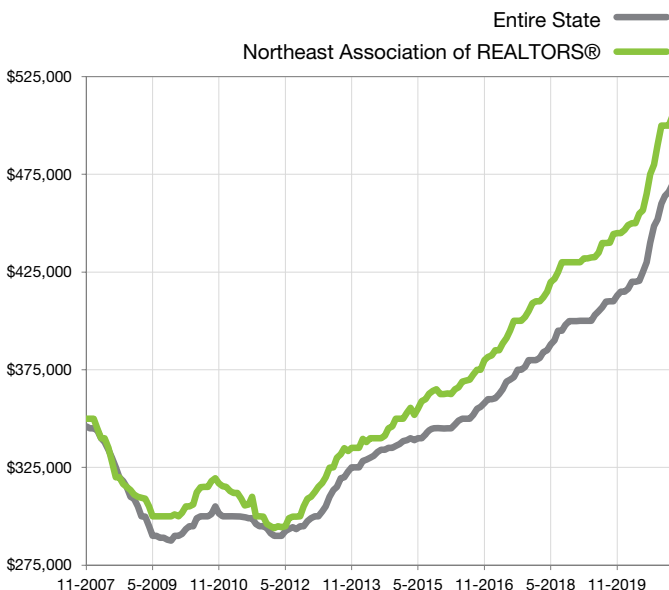
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 109 | 118 | + 8.3% | 185 | 212 | + 14.6% |
| Closed Sales | 63 | 71 | + 12.7% | 140 | 184 | + 31.4% |
| Median Sales Price* | \$253,000 | \$278,000 | + 9.9% | \$285,000 | \$269,200 | - 5.5% |
| Inventory of Homes for Sale | 170 | 89 | - 47.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.7 | - 46.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 60 | 40 | - 32.9% | 56 | 36 | - 36.8% |
| Percent of Original List Price Received* | 98.1% | 100.1% | + 2.0% | 98.1% | 100.0% | + 1.9% |
| New Listings | 133 | 130 | - 2.3% | 226 | 236 | + 4.4% |

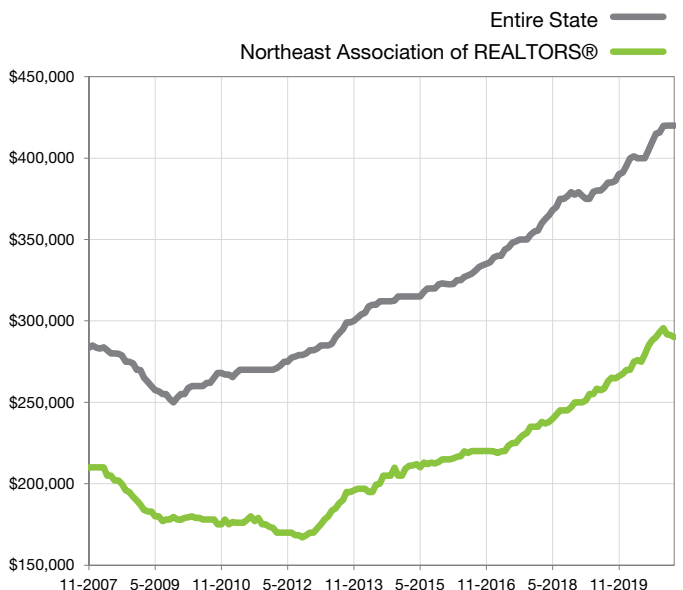
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.9%

+ 21.5%

- 68.4%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 396 | 355 | - 10.4% | 787 | 696 | - 11.6% |
| Closed Sales | 325 | 289 | - 11.1% | 722 | 691 | - 4.3% |
| Median Sales Price* | \$293,000 | \$353,000 | + 20.5% | \$305,000 | \$360,000 | + 18.0% |
| Inventory of Homes for Sale | 972 | 283 | - 70.9% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 0.5 | - 70.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 67 | 48 | - 29.0% | 67 | 42 | - 36.8% |
| Percent of Original List Price Received* | 96.6% | 99.5% | + 3.0% | 96.2% | 100.1% | + 4.0% |
| New Listings | 513 | 315 | - 38.6% | 960 | 674 | - 29.8% |

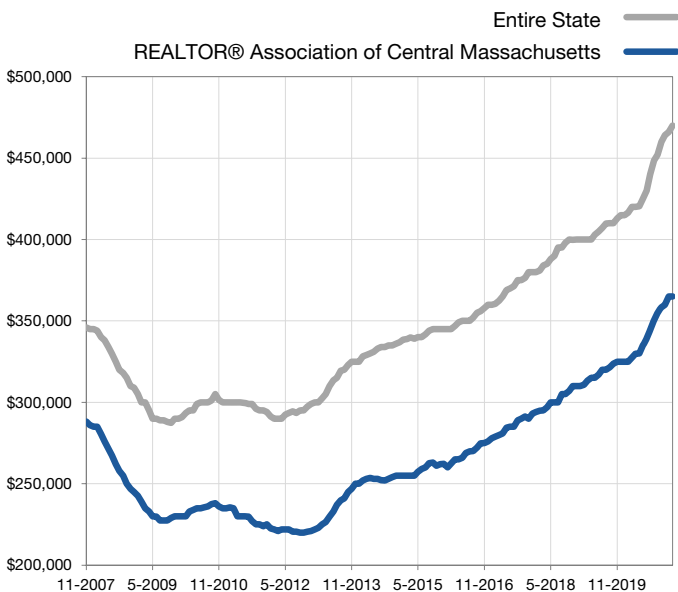
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 120 | 114 | - 5.0% | 237 | 242 | + 2.1% |
| Closed Sales | 94 | 97 | + 3.2% | 178 | 180 | + 1.1% |
| Median Sales Price* | \$230,000 | \$250,500 | + 8.9% | \$241,500 | \$237,500 | - 1.7% |
| Inventory of Homes for Sale | 223 | 95 | - 57.4% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 0.7 | - 58.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 72 | 50 | - 30.4% | 62 | 45 | - 28.6% |
| Percent of Original List Price Received* | 97.0% | 99.3% | + 2.4% | 97.3% | 99.6% | + 2.4% |
| New Listings | 140 | 115 | - 17.9% | 266 | 220 | - 17.3% |

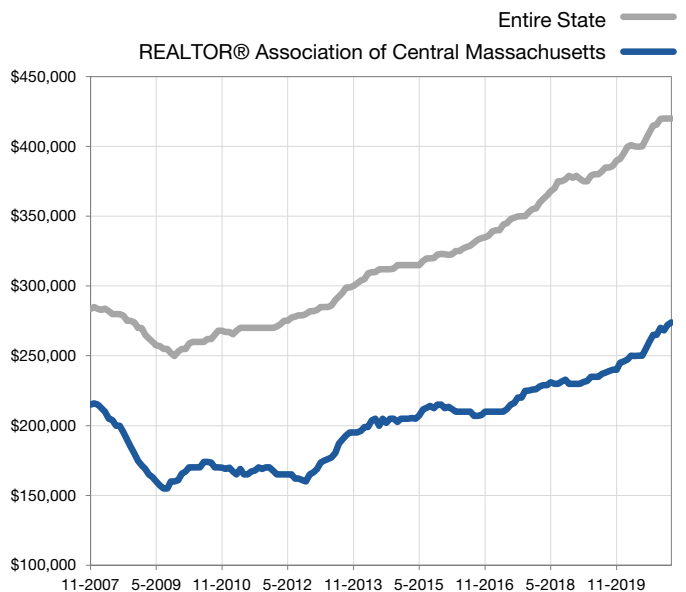
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 27.8%

+ 17.4%

- 63.9%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 443 | 405 | - 8.6% | 790 | 815 | + 3.2% |
| Closed Sales | 273 | 345 | + 26.4% | 645 | 753 | + 16.7% |
| Median Sales Price* | \$214,500 | \$255,000 | + 18.9% | \$216,000 | \$255,000 | + 18.1% |
| Inventory of Homes for Sale | 1,117 | 386 | - 65.4% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.7 | - 66.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 83 | 51 | - 38.6% | 78 | 50 | - 35.4% |
| Percent of Original List Price Received* | 94.8% | 99.0% | + 4.4% | 94.8% | 99.0% | + 4.5% |
| New Listings | 507 | 357 | - 29.6% | 943 | 743 | - 21.2% |

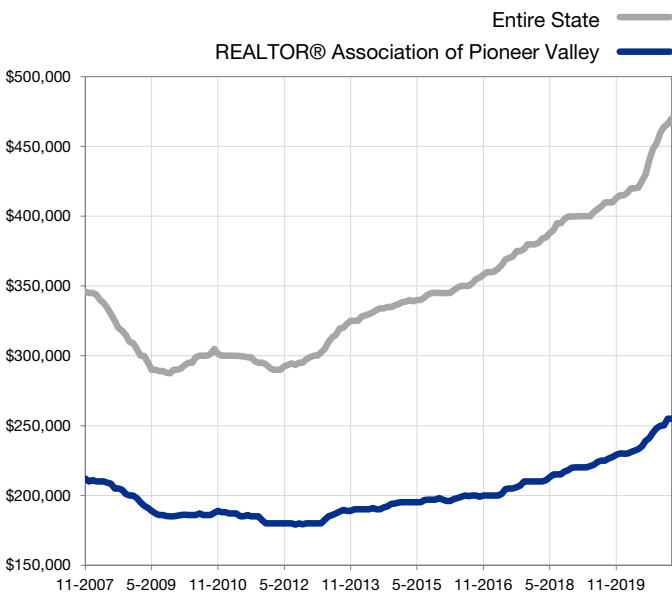
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 59 | 69 | + 16.9% | 108 | 134 | + 24.1% |
| Closed Sales | 43 | 59 | + 37.2% | 84 | 112 | + 33.3% |
| Median Sales Price* | \$143,500 | \$184,900 | + 28.9% | \$147,850 | \$172,375 | + 16.6% |
| Inventory of Homes for Sale | 192 | 86 | - 55.2% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.3 | - 51.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 55 | 51 | - 7.5% | 56 | 47 | - 15.5% |
| Percent of Original List Price Received* | 96.5% | 97.6% | + 1.1% | 95.9% | 98.1% | + 2.3% |
| New Listings | 79 | 61 | - 22.8% | 148 | 137 | - 7.4% |

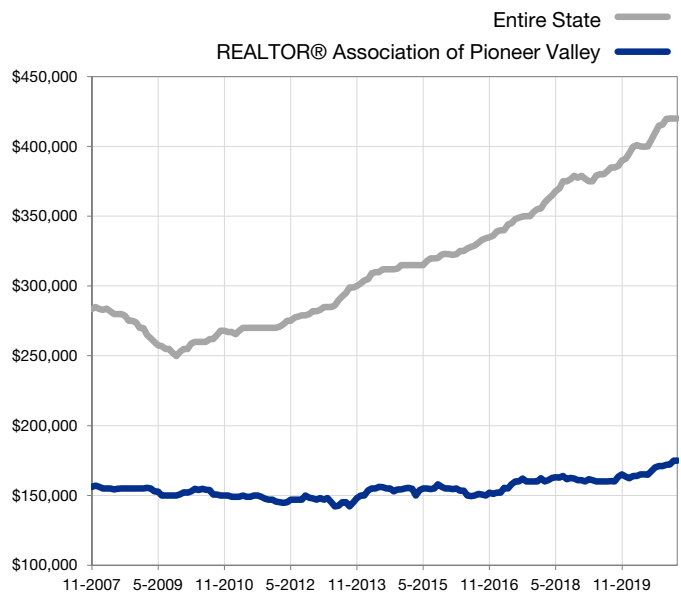
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 6.8%

+ 23.3%

- 67.0%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 371 | 302 | - 18.6% | 705 | 622 | - 11.8% |
| Closed Sales | 267 | 255 | - 4.5% | 534 | 572 | + 7.1% |
| Median Sales Price* | \$335,000 | \$403,000 | + 20.3% | \$335,000 | \$400,763 | + 19.6% |
| Inventory of Homes for Sale | 895 | 283 | - 68.4% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.7 | - 69.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 68 | 39 | - 42.5% | 67 | 38 | - 43.0% |
| Percent of Original List Price Received* | 96.9% | 101.3% | + 4.5% | 96.6% | 101.2% | + 4.7% |
| New Listings | 393 | 299 | - 23.9% | 789 | 618 | - 21.7% |

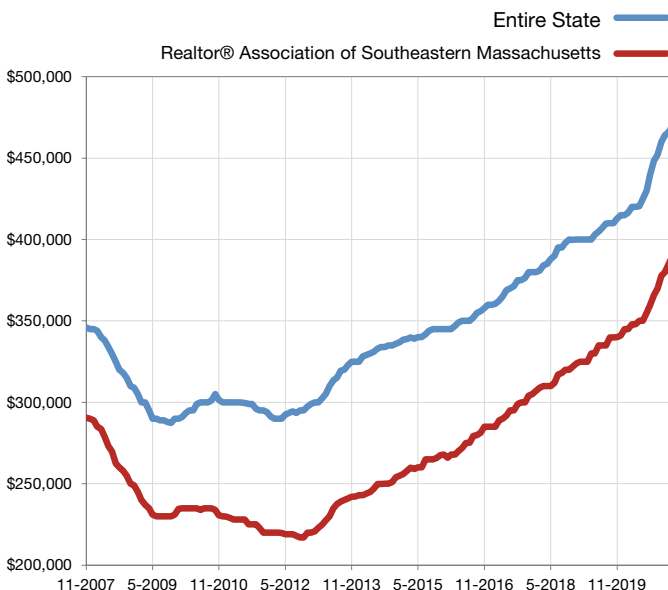
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 56 | 65 | + 16.1% | 104 | 122 | + 17.3% |
| Closed Sales | 55 | 45 | - 18.2% | 107 | 120 | + 12.1% |
| Median Sales Price* | \$219,900 | \$240,000 | + 9.1% | \$229,000 | \$242,500 | + 5.9% |
| Inventory of Homes for Sale | 115 | 50 | - 56.5% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.7 | - 58.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 77 | 40 | - 48.6% | 67 | 42 | - 37.7% |
| Percent of Original List Price Received* | 95.4% | 99.4% | + 4.3% | 96.5% | 99.5% | + 3.1% |
| New Listings | 54 | 63 | + 16.7% | 131 | 127 | - 3.1% |

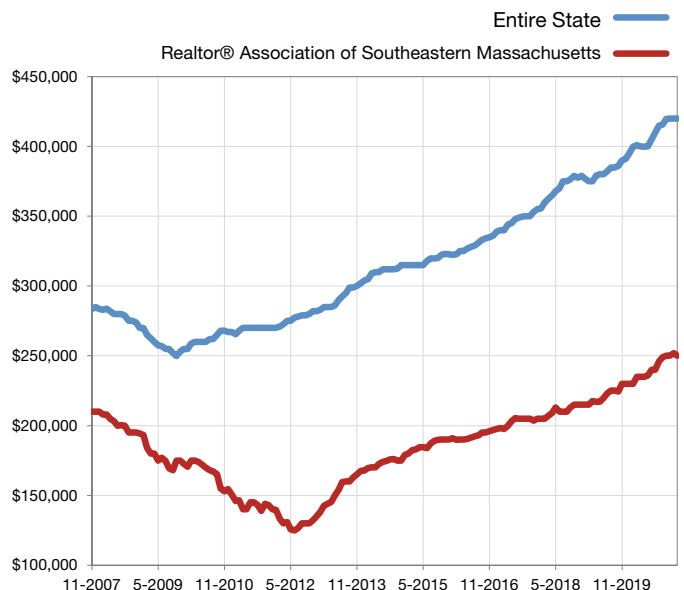
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS® Greater Fall River Region

0.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.5%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 72.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 88 | 79 | - 10.2% | 170 | 155 | - 8.8% |
| Closed Sales | 67 | 67 | 0.0% | 138 | 145 | + 5.1% |
| Median Sales Price* | \$295,000 | \$346,500 | + 17.5% | \$310,000 | \$338,000 | + 9.0% |
| Inventory of Homes for Sale | 233 | 65 | - 72.1% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 0.7 | - 72.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 85 | 36 | - 58.0% | 83 | 36 | - 56.3% |
| Percent of Original List Price Received* | 95.6% | 101.7% | + 6.3% | 95.3% | 101.0% | + 6.0% |
| New Listings | 90 | 53 | - 41.1% | 189 | 141 | - 25.4% |

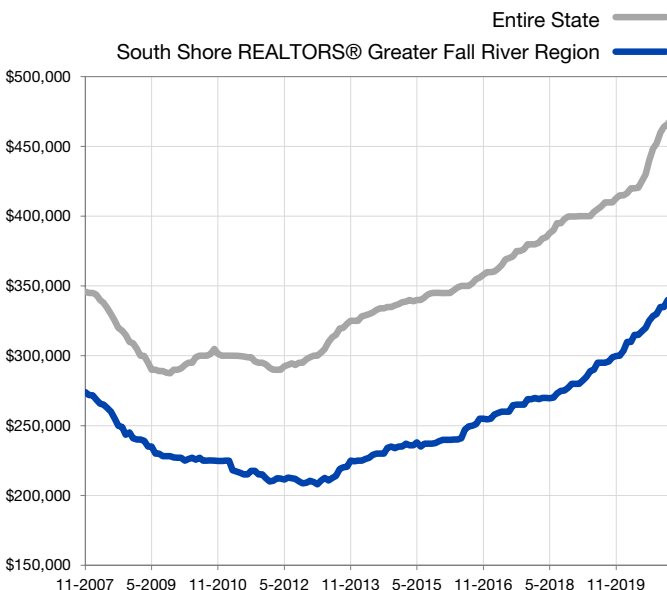
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 11 | 12 | + 9.1% | 16 | 25 | + 56.3% |
| Closed Sales | 9 | 9 | 0.0% | 18 | 20 | + 11.1% |
| Median Sales Price* | \$200,000 | \$280,000 | + 40.0% | \$179,500 | \$209,000 | + 16.4% |
| Inventory of Homes for Sale | 25 | 6 | - 76.0% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 0.6 | - 76.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 39 | 48 | + 25.0% | 26 | 46 | + 77.9% |
| Percent of Original List Price Received* | 97.3% | 96.7% | - 0.6% | 96.2% | 94.6% | - 1.7% |
| New Listings | 9 | 3 | - 66.7% | 27 | 14 | - 48.1% |

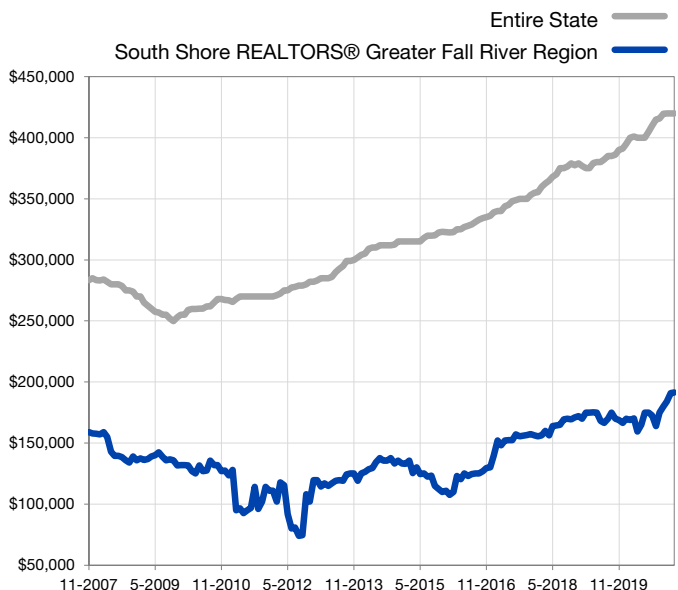
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 6.5%

+ 11.6%

- 64.1%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 400 | 380 | - 5.0% | 735 | 720 | - 2.0% |
| Closed Sales | 278 | 261 | - 6.1% | 617 | 627 | + 1.6% |
| Median Sales Price* | \$450,000 | \$506,500 | + 12.6% | \$458,250 | \$515,000 | + 12.4% |
| Inventory of Homes for Sale | 993 | 281 | - 71.7% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 0.5 | - 72.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 79 | 46 | - 41.5% | 76 | 42 | - 44.7% |
| Percent of Original List Price Received* | 95.9% | 100.2% | + 4.5% | 95.8% | 100.0% | + 4.4% |
| New Listings | 574 | 370 | - 35.5% | 980 | 727 | - 25.8% |

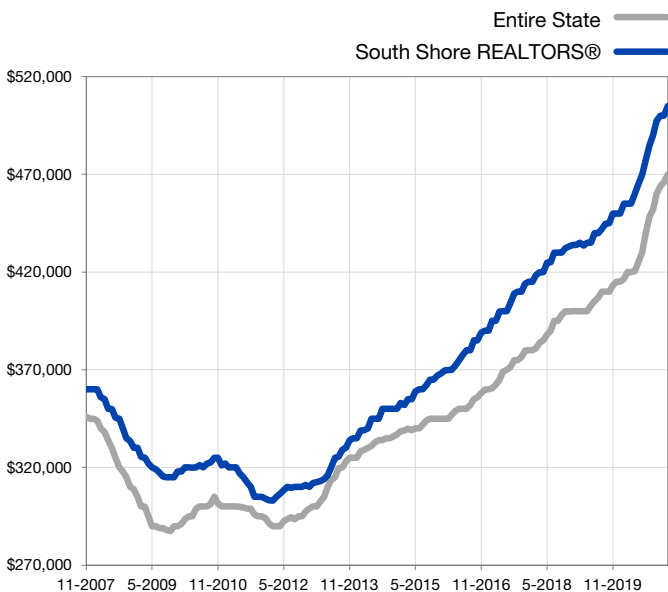
Condominium Properties

| | February | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 148 | 158 | + 6.8% | 297 | 279 | - 6.1% |
| Closed Sales | 105 | 97 | - 7.6% | 236 | 211 | - 10.6% |
| Median Sales Price* | \$340,000 | \$350,000 | + 2.9% | \$362,500 | \$365,000 | + 0.7% |
| Inventory of Homes for Sale | 339 | 197 | - 41.9% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.2 | - 39.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 67 | 42 | - 36.9% | 70 | 49 | - 30.2% |
| Percent of Original List Price Received* | 97.5% | 98.2% | + 0.8% | 97.1% | 98.1% | + 1.0% |
| New Listings | 203 | 179 | - 11.8% | 382 | 337 | - 11.8% |

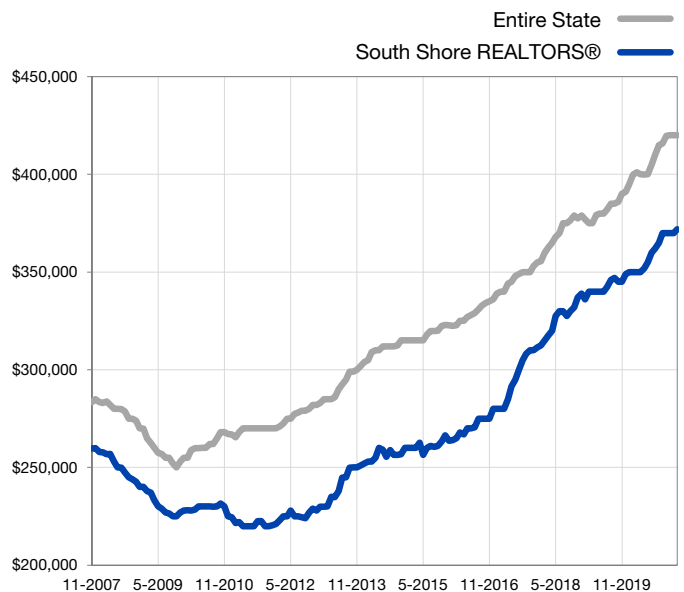
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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