

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 54.3%

+ 51.3%

- 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

| | April | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 87 | 112 | + 28.7% | 345 | 456 | + 32.2% |
| Closed Sales | 84 | 123 | + 46.4% | 333 | 419 | + 25.8% |
| Median Sales Price* | \$215,000 | \$350,000 | + 62.8% | \$215,000 | \$293,250 | + 36.4% |
| Inventory of Homes for Sale | 642 | 246 | - 61.7% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 1.6 | - 70.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 87 | 82 | - 5.2% | 102 | 75 | - 26.1% |
| Percent of Original List Price Received* | 94.9% | 96.2% | + 1.4% | 92.5% | 94.9% | + 2.6% |
| New Listings | 94 | 169 | + 79.8% | 440 | 478 | + 8.6% |

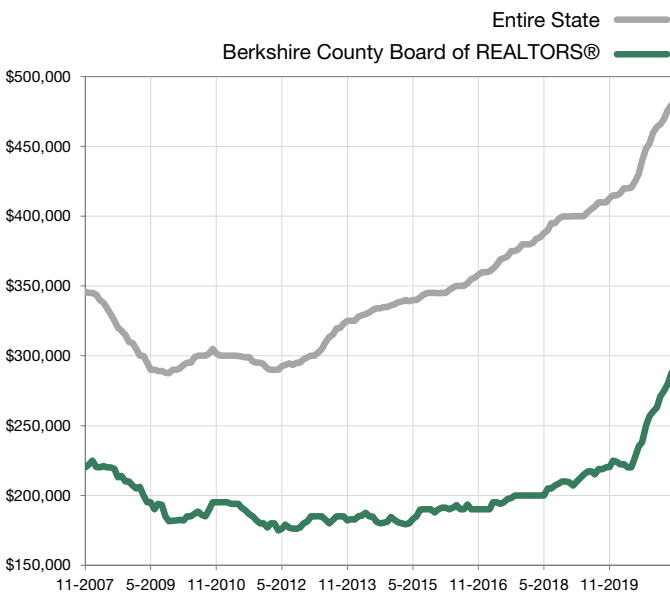
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-----------|----------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 5 | 18 | + 260.0% | 30 | 73 | + 143.3% |
| Closed Sales | 10 | 22 | + 120.0% | 35 | 62 | + 77.1% |
| Median Sales Price* | \$340,000 | \$308,750 | - 9.2% | \$355,000 | \$266,750 | - 24.9% |
| Inventory of Homes for Sale | 133 | 32 | - 75.9% | -- | -- | -- |
| Months Supply of Inventory | 8.9 | 1.8 | - 79.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 158 | 116 | - 27.0% | 159 | 108 | - 31.9% |
| Percent of Original List Price Received* | 90.8% | 96.5% | + 6.3% | 91.5% | 95.1% | + 3.9% |
| New Listings | 7 | 18 | + 157.1% | 63 | 53 | - 15.9% |

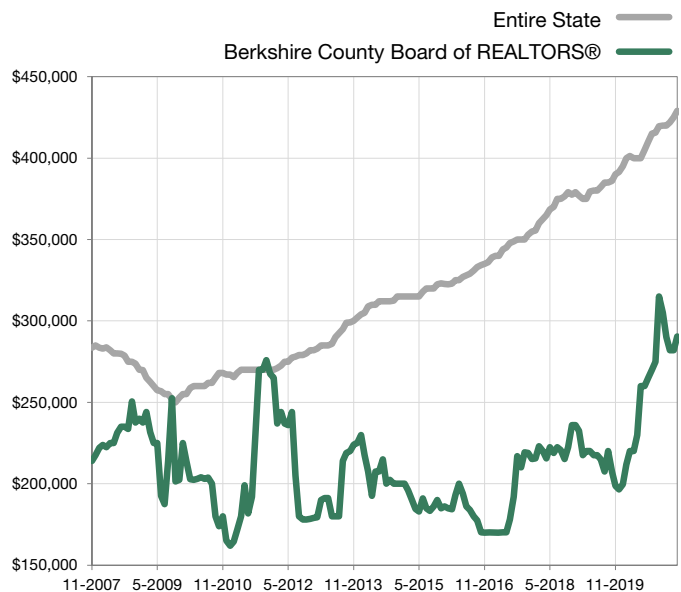
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 25.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 33.0%

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

- 72.9%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 283 | 523 | + 84.8% | 1,401 | 1,758 | + 25.5% |
| Closed Sales | 346 | 419 | + 21.1% | 1,364 | 1,510 | + 10.7% |
| Median Sales Price* | \$436,000 | \$601,545 | + 38.0% | \$432,000 | \$575,000 | + 33.1% |
| Inventory of Homes for Sale | 2,049 | 519 | - 74.7% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 1.0 | - 79.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 111 | 58 | - 47.2% | 114 | 69 | - 39.6% |
| Percent of Original List Price Received* | 95.2% | 101.2% | + 6.3% | 93.7% | 99.2% | + 5.9% |
| New Listings | 375 | 619 | + 65.1% | 2,093 | 1,760 | - 15.9% |

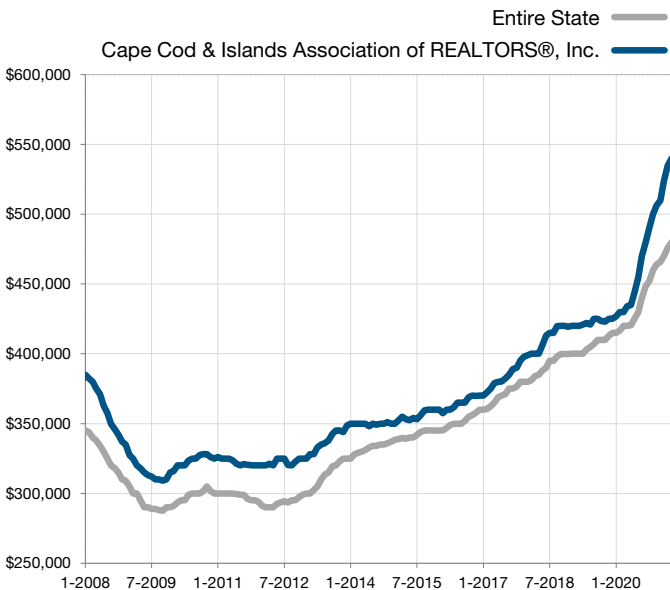
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 54 | 137 | + 153.7% | 326 | 491 | + 50.6% |
| Closed Sales | 78 | 112 | + 43.6% | 337 | 407 | + 20.8% |
| Median Sales Price* | \$293,250 | \$349,900 | + 19.3% | \$297,000 | \$341,900 | + 15.1% |
| Inventory of Homes for Sale | 580 | 193 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 5.3 | 1.5 | - 72.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 112 | 58 | - 48.1% | 103 | 85 | - 17.5% |
| Percent of Original List Price Received* | 96.8% | 99.7% | + 3.0% | 95.9% | 97.9% | + 2.1% |
| New Listings | 92 | 144 | + 56.5% | 529 | 450 | - 14.9% |

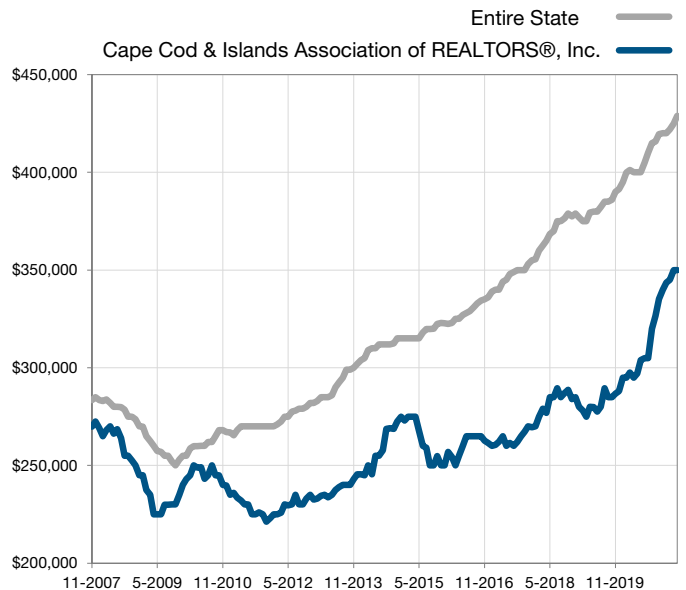
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Boston Association of REALTORS®

Single-Family Properties

| Key Metrics | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 734 | 1,536 | + 109.3% | 3,430 | 4,634 | + 35.1% |
| Closed Sales | 895 | 1,005 | + 12.3% | 2,980 | 3,299 | + 10.7% |
| Median Sales Price* | \$662,000 | \$765,000 | + 15.6% | \$635,000 | \$705,000 | + 11.0% |
| Inventory of Homes for Sale | 1,910 | 1,083 | - 43.3% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 0.9 | - 47.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 48 | 31 | - 35.4% | 60 | 39 | - 35.0% |
| Percent of Original List Price Received* | 99.8% | 104.6% | + 4.8% | 98.0% | 101.9% | + 4.0% |
| New Listings | 912 | 1,981 | + 117.2% | 4,583 | 5,324 | + 16.2% |

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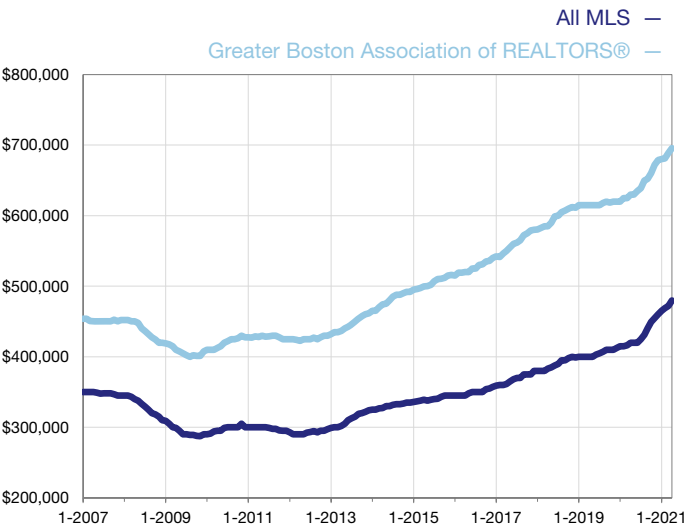
Condominium Properties

| Key Metrics | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 530 | 1,576 | + 197.4% | 2,895 | 5,147 | + 77.8% |
| Closed Sales | 761 | 1,221 | + 60.4% | 2,838 | 3,719 | + 31.0% |
| Median Sales Price* | \$604,915 | \$624,200 | + 3.2% | \$595,000 | \$610,000 | + 2.5% |
| Inventory of Homes for Sale | 1,989 | 1,932 | - 2.9% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.0 | - 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 48 | 52 | + 8.3% | 60 | 59 | - 1.7% |
| Percent of Original List Price Received* | 99.9% | 99.9% | 0.0% | 98.5% | 98.5% | 0.0% |
| New Listings | 808 | 2,080 | + 157.4% | 4,093 | 6,225 | + 52.1% |

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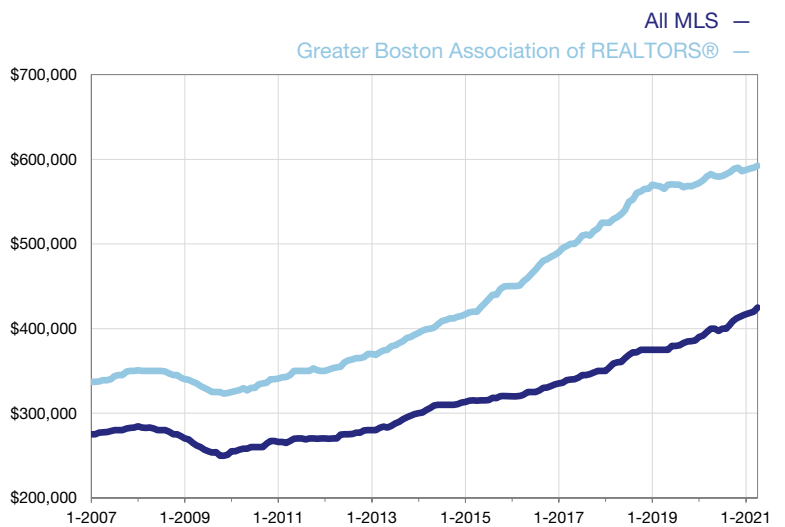
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 16.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.4%

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

- 62.6%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 45 | 57 | + 26.7% | 169 | 209 | + 23.7% |
| Closed Sales | 38 | 36 | - 5.3% | 150 | 153 | + 2.0% |
| Median Sales Price* | \$558,250 | \$750,500 | + 34.4% | \$547,000 | \$632,500 | + 15.6% |
| Inventory of Homes for Sale | 141 | 51 | - 63.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.8 | - 61.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 48 | 20 | - 59.1% | 63 | 38 | - 40.3% |
| Percent of Original List Price Received* | 98.3% | 103.7% | + 5.4% | 96.7% | 101.7% | + 5.2% |
| New Listings | 77 | 71 | - 7.8% | 264 | 233 | - 11.7% |

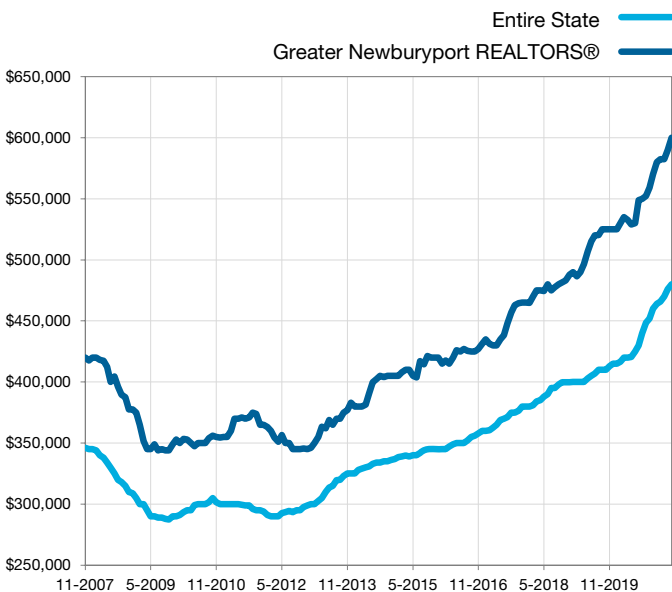
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 23 | 64 | + 178.3% | 104 | 177 | + 70.2% |
| Closed Sales | 27 | 40 | + 48.1% | 98 | 137 | + 39.8% |
| Median Sales Price* | \$421,000 | \$424,000 | + 0.7% | \$386,450 | \$422,000 | + 9.2% |
| Inventory of Homes for Sale | 65 | 26 | - 60.0% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 0.6 | - 66.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 56 | 36 | - 35.0% | 60 | 42 | - 30.7% |
| Percent of Original List Price Received* | 99.0% | 102.4% | + 3.5% | 98.8% | 100.8% | + 2.0% |
| New Listings | 36 | 64 | + 77.8% | 149 | 185 | + 24.2% |

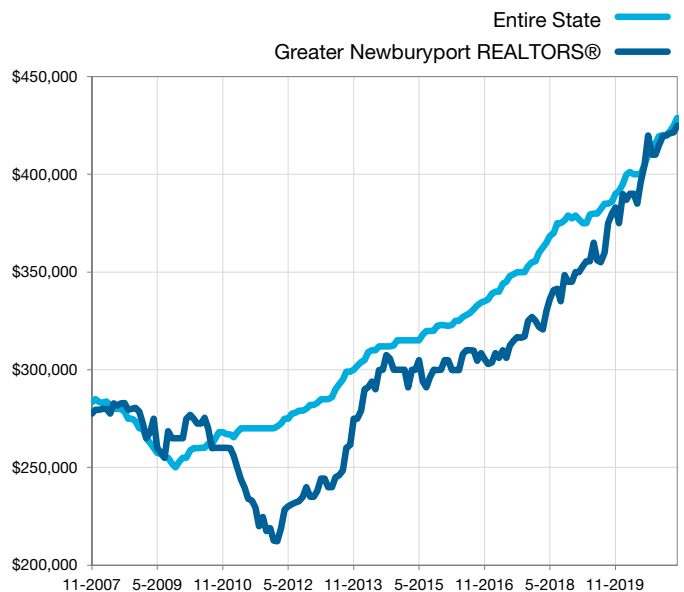
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 21.9%

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

- 63.1%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 216 | 273 | + 26.4% | 839 | 867 | + 3.3% |
| Closed Sales | 179 | 187 | + 4.5% | 656 | 712 | + 8.5% |
| Median Sales Price* | \$280,250 | \$355,000 | + 26.7% | \$285,000 | \$345,000 | + 21.1% |
| Inventory of Homes for Sale | 523 | 187 | - 64.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.7 | - 66.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 33 | - 41.3% | 69 | 41 | - 40.9% |
| Percent of Original List Price Received* | 98.0% | 104.6% | + 6.8% | 96.7% | 102.6% | + 6.1% |
| New Listings | 256 | 321 | + 25.4% | 1,008 | 919 | - 8.8% |

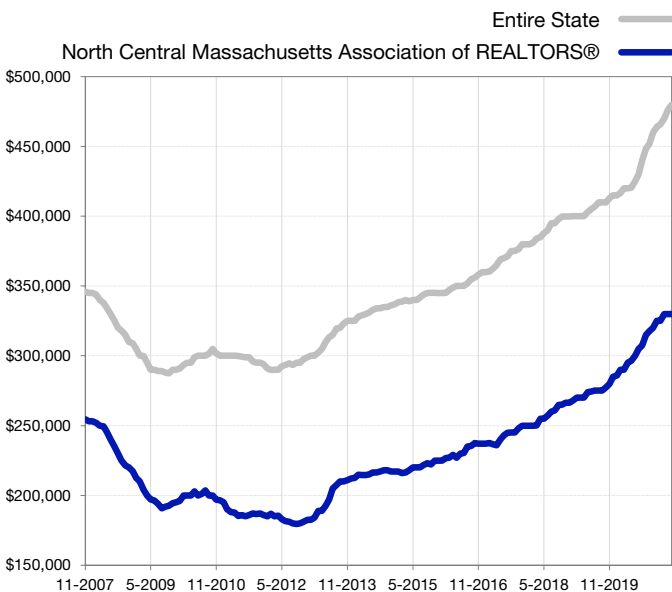
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 23 | 48 | + 108.7% | 106 | 145 | + 36.8% |
| Closed Sales | 24 | 23 | - 4.2% | 102 | 113 | + 10.8% |
| Median Sales Price* | \$204,500 | \$230,000 | + 12.5% | \$198,500 | \$244,900 | + 23.4% |
| Inventory of Homes for Sale | 73 | 33 | - 54.8% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 0.9 | - 58.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 68 | 38 | - 44.2% | 65 | 38 | - 41.4% |
| Percent of Original List Price Received* | 100.0% | 105.7% | + 5.7% | 98.6% | 101.6% | + 3.0% |
| New Listings | 30 | 54 | + 80.0% | 144 | 158 | + 9.7% |

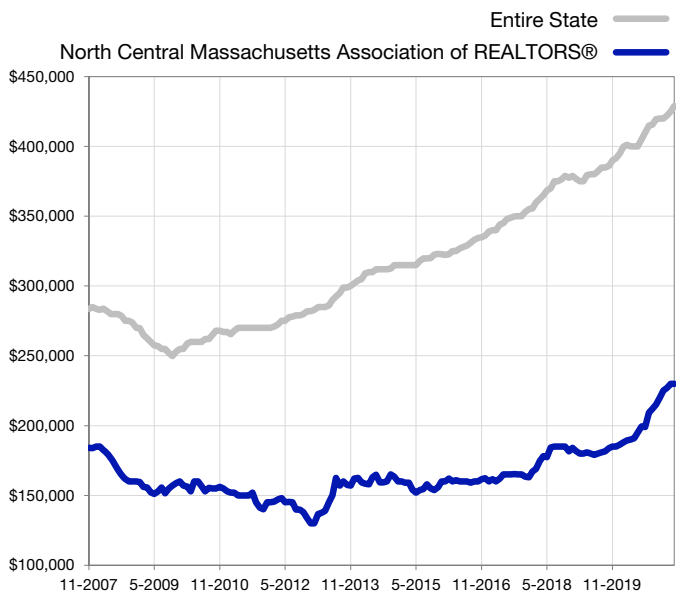
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

+ 24.2%

+ 13.3%

- 53.5%

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

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 200 | 369 | + 84.5% | 954 | 1,126 | + 18.0% |
| Closed Sales | 218 | 273 | + 25.2% | 863 | 874 | + 1.3% |
| Median Sales Price* | \$499,500 | \$585,000 | + 17.1% | \$489,500 | \$560,000 | + 14.4% |
| Inventory of Homes for Sale | 483 | 214 | - 55.7% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.6 | - 55.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 26 | - 36.3% | 53 | 33 | - 37.9% |
| Percent of Original List Price Received* | 100.0% | 105.5% | + 5.5% | 98.0% | 103.5% | + 5.6% |
| New Listings | 228 | 407 | + 78.5% | 1,146 | 1,220 | + 6.5% |

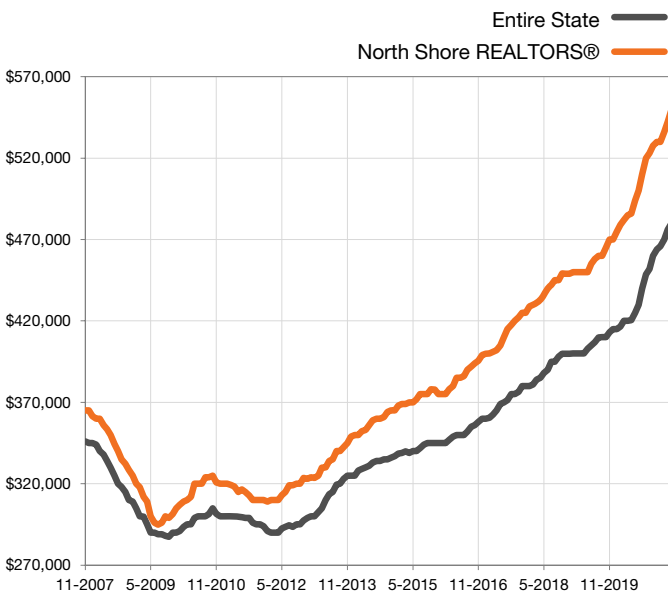
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 79 | 187 | + 136.7% | 452 | 626 | + 38.5% |
| Closed Sales | 112 | 137 | + 22.3% | 454 | 498 | + 9.7% |
| Median Sales Price* | \$331,250 | \$368,000 | + 11.1% | \$332,250 | \$370,000 | + 11.4% |
| Inventory of Homes for Sale | 231 | 118 | - 48.9% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.7 | - 50.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 49 | 31 | - 36.3% | 56 | 40 | - 29.3% |
| Percent of Original List Price Received* | 100.5% | 103.5% | + 3.0% | 99.0% | 100.9% | + 2.0% |
| New Listings | 101 | 200 | + 98.0% | 545 | 670 | + 22.9% |

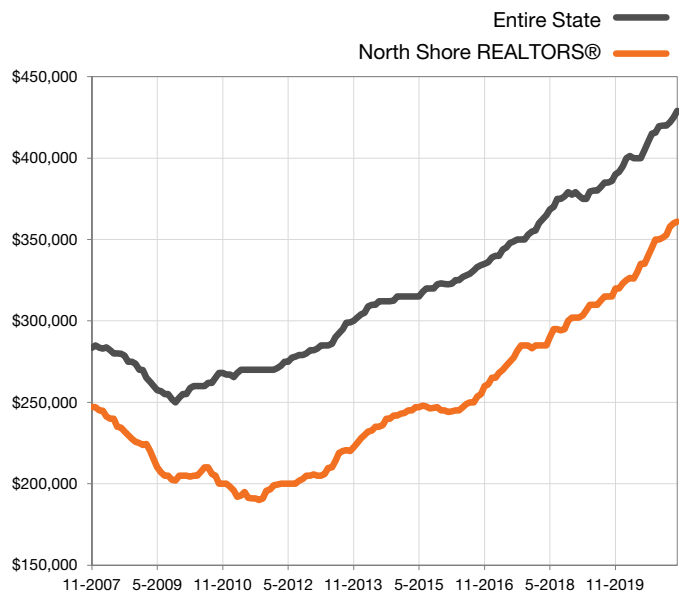
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 24.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.7%

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

- 57.2%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 218 | 338 | + 55.0% | 921 | 1,135 | + 23.2% |
| Closed Sales | 232 | 286 | + 23.3% | 808 | 867 | + 7.3% |
| Median Sales Price* | \$480,000 | \$561,550 | + 17.0% | \$452,250 | \$516,000 | + 14.1% |
| Inventory of Homes for Sale | 447 | 169 | - 62.2% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 0.5 | - 62.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 39 | 26 | - 33.3% | 53 | 31 | - 42.8% |
| Percent of Original List Price Received* | 100.9% | 105.8% | + 4.8% | 98.6% | 103.9% | + 5.3% |
| New Listings | 275 | 409 | + 48.7% | 1,154 | 1,223 | + 6.0% |

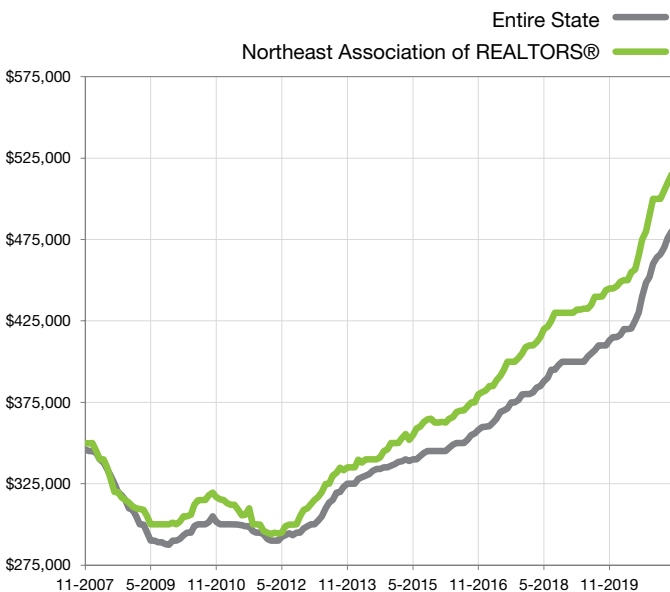
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-----------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 60 | 161 | + 168.3% | 364 | 525 | + 44.2% |
| Closed Sales | 93 | 120 | + 29.0% | 335 | 414 | + 23.6% |
| Median Sales Price* | \$304,900 | \$300,450 | - 1.5% | \$294,500 | \$279,950 | - 4.9% |
| Inventory of Homes for Sale | 198 | 107 | - 46.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.8 | - 47.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 27 | - 30.8% | 48 | 31 | - 34.6% |
| Percent of Original List Price Received* | 101.0% | 102.8% | + 1.7% | 99.5% | 101.6% | + 2.2% |
| New Listings | 85 | 179 | + 110.6% | 475 | 581 | + 22.3% |

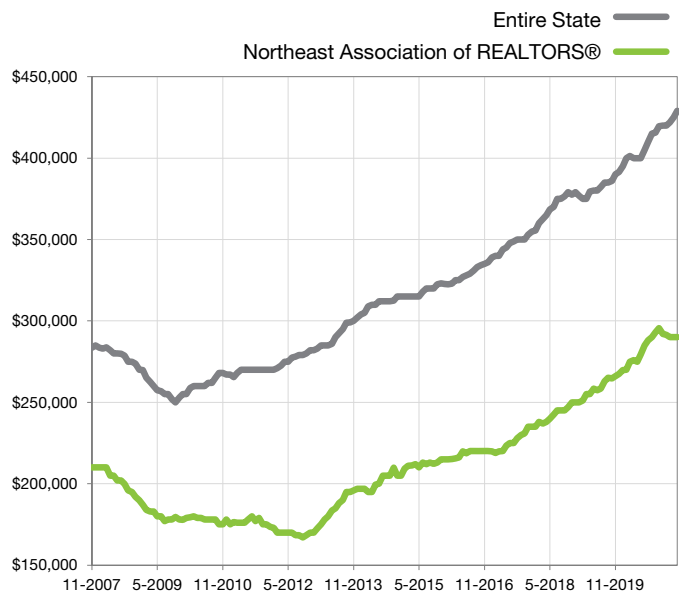
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.4%

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

- 56.4%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 389 | 636 | + 63.5% | 1,719 | 1,865 | + 8.5% |
| Closed Sales | 415 | 397 | - 4.3% | 1,530 | 1,453 | - 5.0% |
| Median Sales Price* | \$332,000 | \$400,000 | + 20.5% | \$318,500 | \$375,000 | + 17.7% |
| Inventory of Homes for Sale | 1,007 | 430 | - 57.3% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 0.8 | - 56.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 31 | - 40.4% | 64 | 37 | - 42.5% |
| Percent of Original List Price Received* | 99.3% | 104.8% | + 5.6% | 97.3% | 102.1% | + 4.9% |
| New Listings | 465 | 786 | + 69.0% | 2,135 | 2,083 | - 2.4% |

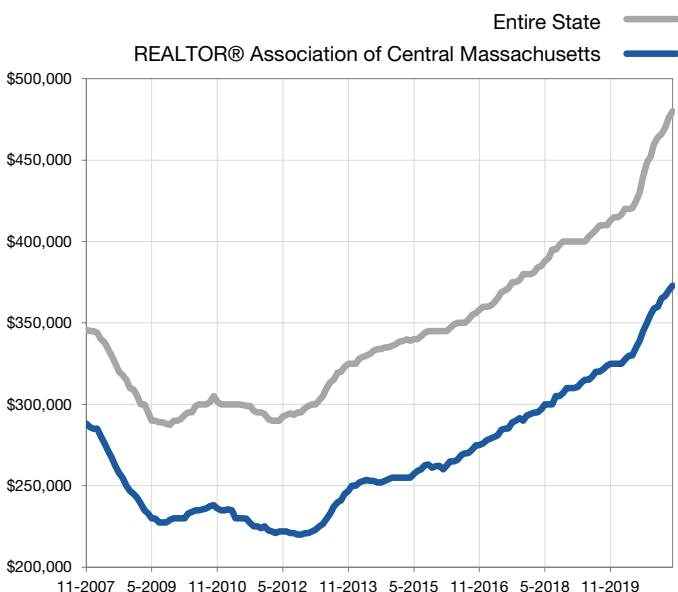
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 92 | 182 | + 97.8% | 442 | 585 | + 32.4% |
| Closed Sales | 92 | 117 | + 27.2% | 381 | 418 | + 9.7% |
| Median Sales Price* | \$283,500 | \$297,500 | + 4.9% | \$249,900 | \$271,500 | + 8.6% |
| Inventory of Homes for Sale | 244 | 116 | - 52.5% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 0.9 | - 55.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 68 | 32 | - 53.1% | 64 | 38 | - 41.3% |
| Percent of Original List Price Received* | 99.1% | 103.1% | + 4.1% | 98.3% | 101.0% | + 2.7% |
| New Listings | 110 | 215 | + 95.5% | 525 | 617 | + 17.5% |

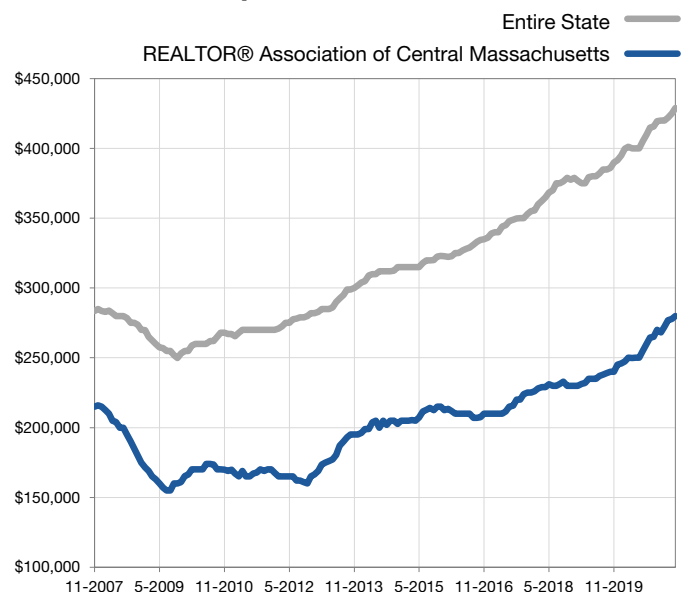
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 10.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 58.6%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 400 | 563 | + 40.8% | 1,679 | 1,857 | + 10.6% |
| Closed Sales | 373 | 407 | + 9.1% | 1,419 | 1,584 | + 11.6% |
| Median Sales Price* | \$243,300 | \$272,000 | + 11.8% | \$225,000 | \$260,000 | + 15.6% |
| Inventory of Homes for Sale | 1,100 | 453 | - 58.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 0.9 | - 60.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 40 | - 34.8% | 74 | 47 | - 36.7% |
| Percent of Original List Price Received* | 98.4% | 102.3% | + 4.0% | 95.9% | 100.2% | + 4.5% |
| New Listings | 445 | 671 | + 50.8% | 2,007 | 1,940 | - 3.3% |

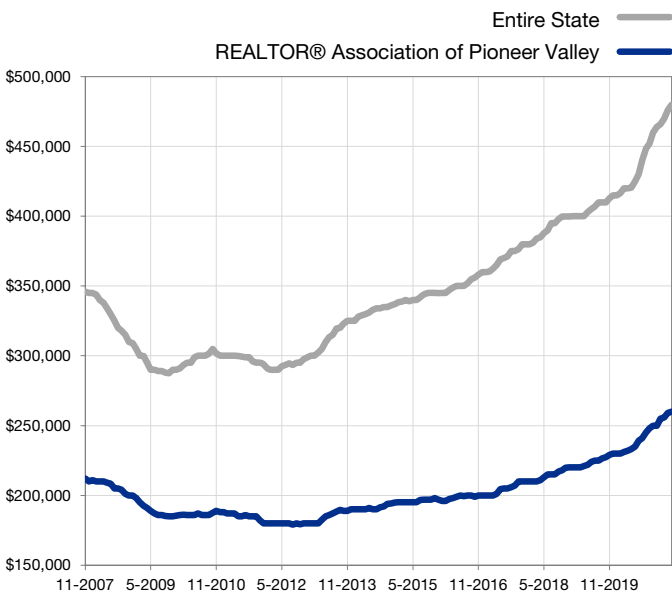
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 45 | 72 | + 60.0% | 212 | 294 | + 38.7% |
| Closed Sales | 66 | 76 | + 15.2% | 191 | 244 | + 27.7% |
| Median Sales Price* | \$159,500 | \$204,000 | + 27.9% | \$157,000 | \$182,000 | + 15.9% |
| Inventory of Homes for Sale | 189 | 81 | - 57.1% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.2 | - 56.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 62 | 42 | - 31.4% | 64 | 44 | - 32.0% |
| Percent of Original List Price Received* | 98.8% | 100.6% | + 1.8% | 96.9% | 99.3% | + 2.5% |
| New Listings | 45 | 88 | + 95.6% | 270 | 311 | + 15.2% |

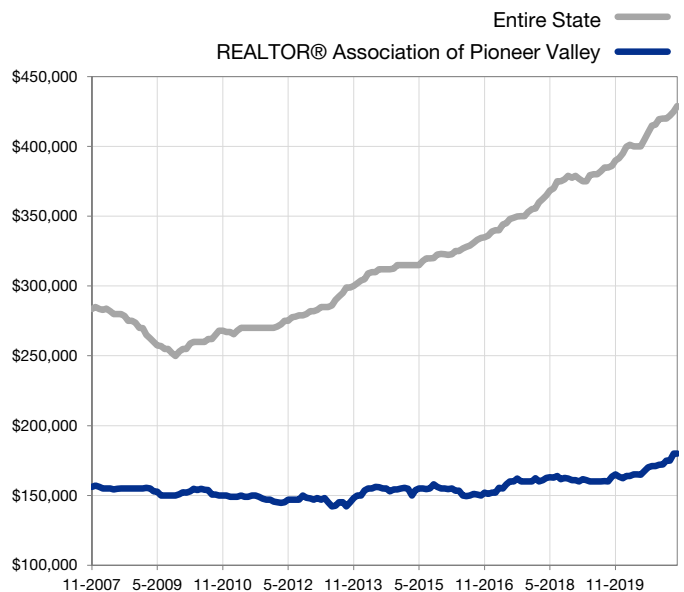
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.1%

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

- 64.3%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 267 | 466 | + 74.5% | 1,312 | 1,502 | + 14.5% |
| Closed Sales | 303 | 334 | + 10.2% | 1,184 | 1,219 | + 3.0% |
| Median Sales Price* | \$365,000 | \$425,000 | + 16.4% | \$345,000 | \$410,000 | + 18.8% |
| Inventory of Homes for Sale | 935 | 310 | - 66.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 0.8 | - 67.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 32 | - 48.7% | 68 | 36 | - 46.9% |
| Percent of Original List Price Received* | 98.3% | 103.8% | + 5.6% | 97.3% | 102.1% | + 4.8% |
| New Listings | 343 | 508 | + 48.1% | 1,624 | 1,606 | - 1.1% |

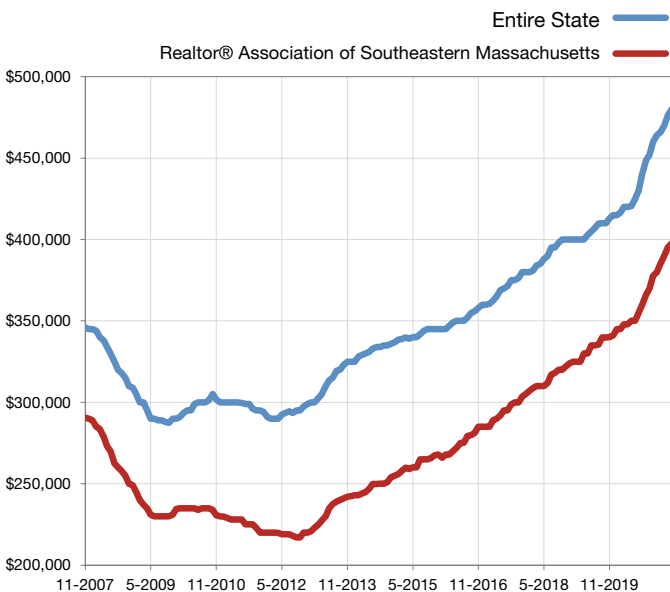
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 58 | 85 | + 46.6% | 224 | 279 | + 24.6% |
| Closed Sales | 46 | 57 | + 23.9% | 201 | 252 | + 25.4% |
| Median Sales Price* | \$254,500 | \$262,000 | + 2.9% | \$248,000 | \$263,500 | + 6.3% |
| Inventory of Homes for Sale | 127 | 69 | - 45.7% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 0.9 | - 52.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 41 | - 1.1% | 59 | 38 | - 36.0% |
| Percent of Original List Price Received* | 98.3% | 103.4% | + 5.1% | 97.3% | 100.8% | + 3.7% |
| New Listings | 62 | 95 | + 53.2% | 282 | 312 | + 10.6% |

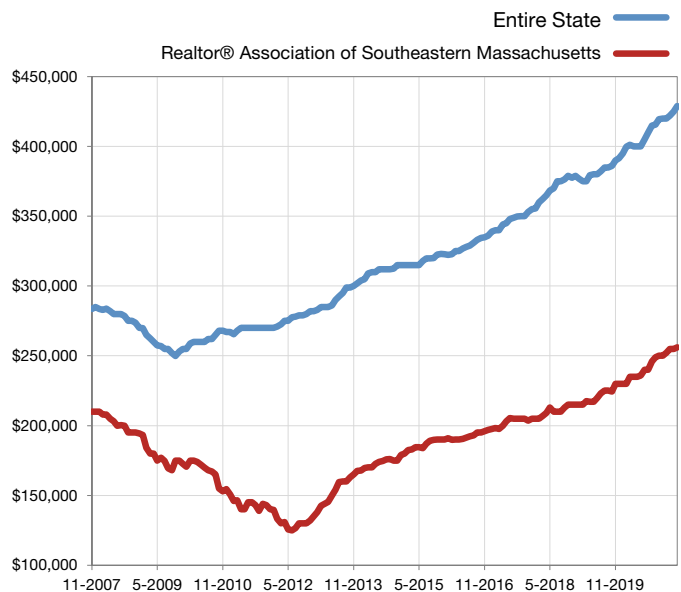
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore  Realtors®

Greater Fall River Region

Resources. Relationships. Results.

South Shore REALTORS® Greater Fall River Region

- 4.2%

+ 10.8%

- 65.9%

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

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 77 | 89 | + 15.6% | 326 | 317 | - 2.8% |
| Closed Sales | 69 | 61 | - 11.6% | 304 | 282 | - 7.2% |
| Median Sales Price* | \$330,000 | \$374,000 | + 13.3% | \$320,000 | \$349,900 | + 9.3% |
| Inventory of Homes for Sale | 214 | 75 | - 65.0% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 0.8 | - 63.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 30 | - 42.0% | 74 | 33 | - 55.3% |
| Percent of Original List Price Received* | 97.8% | 101.8% | + 4.1% | 96.3% | 101.5% | + 5.3% |
| New Listings | 70 | 100 | + 42.9% | 383 | 337 | - 12.0% |

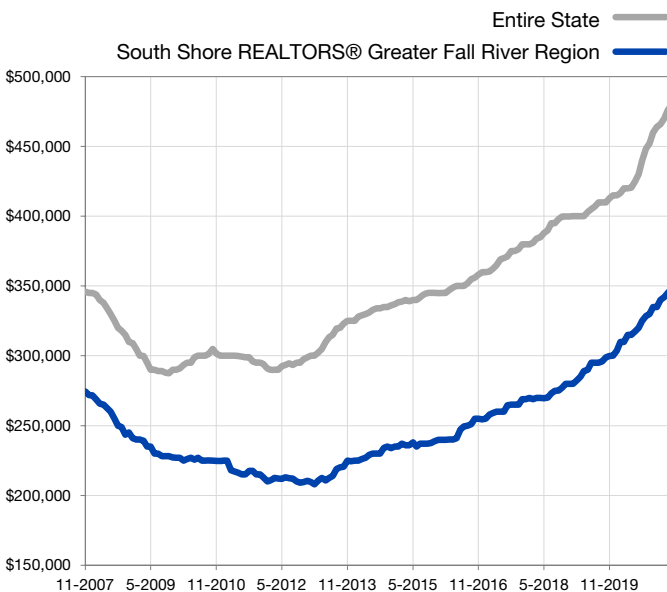
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 5 | 18 | + 260.0% | 24 | 44 | + 83.3% |
| Closed Sales | 2 | 7 | + 250.0% | 30 | 39 | + 30.0% |
| Median Sales Price* | \$170,000 | \$239,900 | + 41.1% | \$177,500 | \$222,000 | + 25.1% |
| Inventory of Homes for Sale | 32 | 9 | - 71.9% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 0.9 | - 73.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 45 | 16 | - 64.7% | 26 | 38 | + 48.5% |
| Percent of Original List Price Received* | 95.0% | 103.5% | + 9.0% | 97.1% | 97.0% | - 0.1% |
| New Listings | 7 | 15 | + 114.3% | 50 | 39 | - 22.0% |

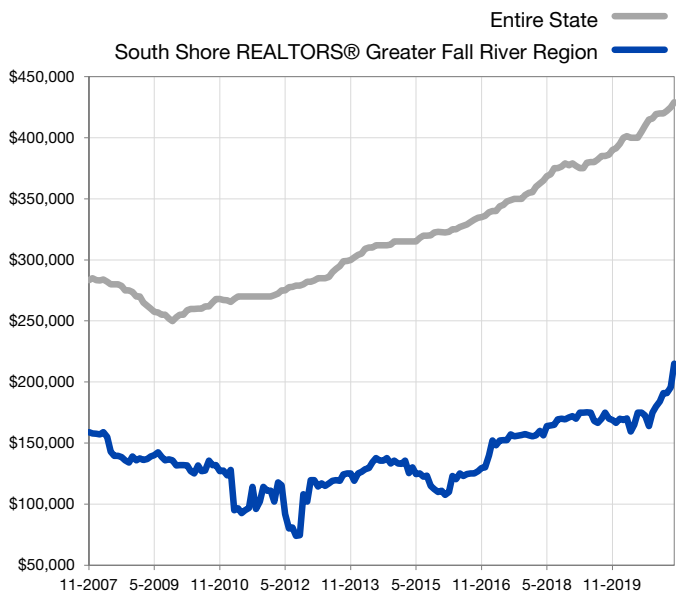
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 15.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.4%

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

- 57.2%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 332 | 576 | + 73.5% | 1,544 | 1,855 | + 20.1% |
| Closed Sales | 373 | 397 | + 6.4% | 1,380 | 1,397 | + 1.2% |
| Median Sales Price* | \$468,950 | \$575,000 | + 22.6% | \$461,000 | \$530,000 | + 15.0% |
| Inventory of Homes for Sale | 994 | 368 | - 63.0% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 0.7 | - 64.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 32 | - 48.8% | 71 | 38 | - 46.9% |
| Percent of Original List Price Received* | 98.0% | 103.9% | + 6.0% | 96.9% | 101.8% | + 5.0% |
| New Listings | 416 | 686 | + 64.9% | 2,010 | 2,025 | + 0.7% |

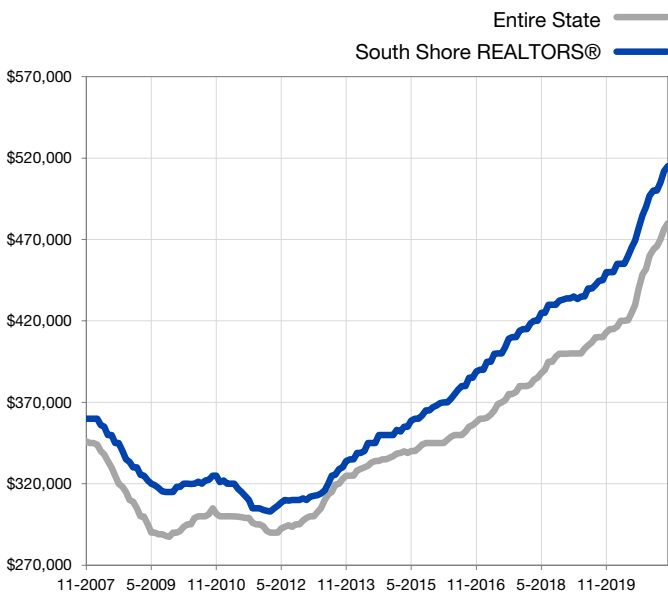
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 67 | 206 | + 207.5% | 502 | 709 | + 41.2% |
| Closed Sales | 125 | 177 | + 41.6% | 494 | 562 | + 13.8% |
| Median Sales Price* | \$372,000 | \$400,000 | + 7.5% | \$367,250 | \$380,000 | + 3.5% |
| Inventory of Homes for Sale | 367 | 214 | - 41.7% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.3 | - 44.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 40 | - 36.2% | 65 | 47 | - 27.2% |
| Percent of Original List Price Received* | 99.1% | 100.3% | + 1.2% | 98.1% | 99.4% | + 1.3% |
| New Listings | 127 | 244 | + 92.1% | 690 | 849 | + 23.0% |

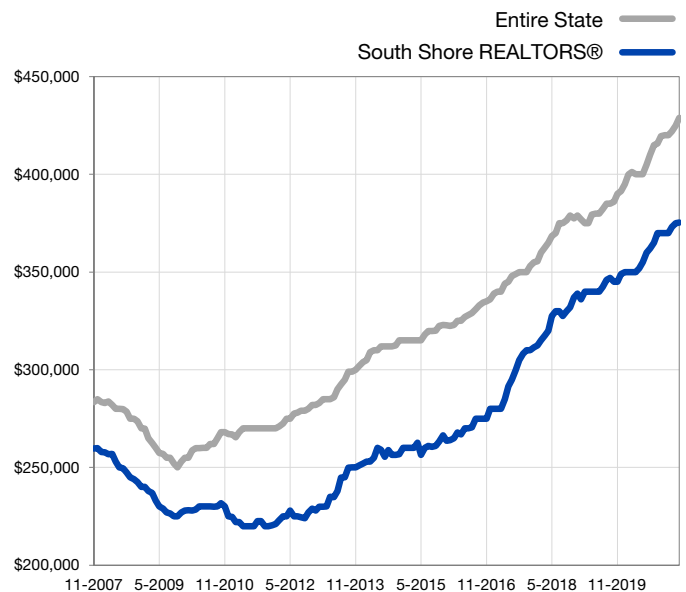
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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