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**HIGH DEMAND LEADS TO 18.38 INCREASE IN SALES OF MAINE'S
SINGLE-FAMILY EXISTING HOMES; PRICES RISE 15.57 PERCENT**

AUGUSTA (Feb.19, 2021)—Buyer demand for Maine's real estate is strong and for-sale home inventory is historically low. According to Maine Listings, the median sales price (MSP) for a single-family existing home in Maine rose 15.57 percent to \$255,300 and sales volume jumped 18.38 percent comparing January 2021 to January 2020. The MSP indicates that half of the homes were sold for more and half sold for less.

“Residential real estate in 2021 is kicking off in continued positive territory with sales volume and median sold values significantly out-pacing those of a year ago,” says Aaron Bolster, Broker/Owner of Allied Realty in Skowhegan and 2021 President of the Maine Association of Realtors.

“Coming off 2020, the best year ever for sales volume, we are struggling with historically low for-sale inventory statewide. Buyers are facing far fewer available home choices and sellers are reluctant to list their properties without their next move-in property in place. Buyer demand is strong, and a continuing positive trajectory for 2021 is dependent on homes for sale coming onto the market.”

The National Association of Realtors today reported a 23 percent rise in sales of single-family existing homes across the country comparing January 2021 to January 2020. Home prices jumped 14.8 percent over January 2020, reaching a national MSP of \$308,300 in January 2021. Regionally, sales in the Northeast increased 24.3 percent and the regional MSP was up 15.8 percent to \$361,400 comparing January 2021 to January 2020.

“This high demand, low supply dynamic can be challenging for buyers and for sellers. Rely on your REALTOR® for local market knowledge, your ‘next move’ strategy, and negotiating expertise.”

Below are two charts showing statistics for Maine and its 16 counties. The first chart lists statistics for the month of January 2021 and 2020 only, statewide. The second chart compares the number of existing, single-family homes sold (units) and volume (MSP) during the rolling three months of November (2019/2020), December (2019/2020) and January (2020/2021).

(Continued)

JANUARY ONLY CHART

January 1-31, 2020 – January 1-31, 2021

	NUMBER OF UNITS			MEDIAN SALES PRICE		
	2020	2021	%Change	2020	2021	%Change
STATEWIDE	1061	1256	18.38%	\$220,900	\$255,300	15.57%

ROLLING QUARTER CHART

From November 1, 2019 – January 31, 2020 and
November 1, 2020 – January 31, 2021

	NUMBER OF UNITS			MEDIAN SALES PRICE		
	2019-20	2020-21	%Change	2019-20	2020-21	%Change
STATEWIDE	4056	5190	27.96%	\$226,000	\$269,000	19.03%
Androscoggin	263	313	19.01%	\$173,000	\$206,000	19.08%
Aroostook	134	229	70.90%	\$79,700	\$103,000	29.23%
Cumberland	930	1016	9.25%	\$325,000	\$373,250	14.85%
Franklin	121	164	35.54%	\$146,100	\$191,500	31.07%
Hancock	212	322	51.89%	\$220,000	\$317,000	44.09%
Kennebec	304	400	31.58%	\$170,000	\$215,500	26.76%
Knox	139	183	31.65%	\$249,900	\$270,000	8.04%
Lincoln	145	184	26.90%	\$227,500	\$334,500	47.03%
Oxford	199	290	45.73%	\$176,000	\$213,228	21.15%
Penobscot	387	461	19.12%	\$154,900	\$172,450	11.33%
Piscataquis	67	122	82.09%	\$116,500	\$122,500	5.15%
Sagadahoc	111	131	18.02%	\$240,000	\$310,000	29.17%
Somerset	126	190	50.79%	\$129,250	\$149,450	15.63%
Waldo	118	170	44.07%	\$181,500	\$235,500	29.75%
Washington	90	161	78.89%	\$147,500	\$155,000	5.08%
York	710	854	20.28%	\$294,500	\$360,000	22.24%

Source: Maine Real Estate Information System, Inc. (d/b/a Maine Listings). Note: Maine Listings, a subsidiary of the Maine Association of REALTORS, is a statewide Multiple Listing Service with over 5,600 licensees inputting active and sold property listing data. Statistics reflect properties reported as sold in the system within the time periods indicated. Contacts: Maine Association of REALTORS® President Aaron Bolster (Allied Realty, Skowhegan) – (207) 399-9005 abolster@alliedrealty.net Maine Association of REALTORS® President Elect Madeleine Hill (Roxanne York Real Estate, Bailey Island) – 207-807-6578 mhill.realestate@gmail.com For additional names: suzanne@mainerealtors.com

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