

HOUSING MARKET TALKING POINTS
September 2020

Note: These talking points are for the following 6 towns in the South Shore Realtors® Greater Fall River Region: Fall River, Freetown, Middleborough, Somerset, Swansea and Westport.

KEY MESSAGES

- Closed sales all properties increased +8.4% over last September
- Median sales price all properties increased +18.4% over last September
- Inventory of all properties in September decreased -57.4% over last September

DATA POINTS

- September Single-Family closed home sales increased +4.1% (101 in 2020 vs. 97 in 2019)
- September Single-Family median prices increased +20.4% over last year (\$360,000 in 2020 vs \$299,000 in 2019)
- Single Family inventory in September decreased -62.1% (131 in 2020 vs. 346 in 2019)
- Single Family new listings added to the market in September decreased -14.3% over last year (114 in 2020 vs. 133 in 2019)

- September condo closed sales increased +50% from last September (15 in 2020 vs. 10 in 2019)
- September condo median prices decreased -12.8% (\$157,000 in 2020 vs. \$179,950 in 2019)
- Condo inventory increased +25.0% (25 in 2020 vs. 20 in 2019)
- Condo listings added to the market increased +33.3% (12 in 2020 vs. 9 in 2019)

REALTOR®VALUE:

- September Housing statistics reflect the sixth full month of COVID-19 restrictions that went into effect on March 24, 2020.
- Choice of REALTOR® continues to be vital in this market. REALTORS® remain well-informed about changes in market, consumer attitudes, interest rates and other critical factors.
- Real estate is the most important investment for most consumers...and one where you spend most of your life.
- Whether a buyer or seller, finding the right professional is your first and best choice to manage the process.
- Not all real estate licensees are REALTORS®.
- The term REALTOR® is a trademark and is used exclusively to identify members of the National Association of REALTORS® who subscribe to a strict code of ethics.