

HOUSING MARKET TALKING POINTS
March 2021

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 decreased -20.6% over last March
- Median sales price all properties increased +5.6% over last March
- Inventory of all properties in March decreased -74.5% over last March

DATA POINTS

- March Single-Family closed home sales decreased -22.7% (75 in 2021 vs. 97 in 2020)
- March Single-Family median prices increased +9.1% over last year (\$350,000 in 2021 vs \$320,900 in 2020)
- Single Family inventory in March decreased -74.4% (64 in 2021 vs. 250 in 2020)
- Single Family new listings added to the market in March decreased -22.6% over last year (96 in 2021 vs. 124 in 2020)

- March condo closed sales had no change from last March (10 in 2021 vs. 10 in 2020)
- March condo median prices increased +0.2% (\$187,500 in 2021 vs. \$187,050 in 2020)
- Condo inventory decreased -75.0% (9 in 2021 vs. 36 in 2020)
- Condo listings added to the market decreased -37.5% (10 in 2021 vs. 16 in 2020)

REALTOR[®]VALUE:

- March Housing statistics reflect the 12th 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.