

## **HOUSING MARKET TALKING POINTS March 2021**

Note: These talking points are for the 24 cities and towns in the South Shore Realtors® Region: Abington, Braintree, Bridgewater, Carver, Cohasset, Duxbury, East Bridgewater, Halifax, Hanover, Hanson, Hingham, Holbrook, Hull, Kingston, Marshfield, Norwell, Pembroke, Plymouth, Plympton, Quincy, Rockland, Scituate, Weymouth, and Whitman.

### **KEY MESSAGES**

- Closed sales all properties increased +1.5% over last March
- Median sales price all properties increased +14.0% over last March
- Inventory of all properties in March decreased -65.3% over last March

### **DATA POINTS**

- March Single-Family closed home sales decreased -6.7% (364 in 2021 vs. 390 in 2020)
- March Single-Family median prices increased +16.6% over last year (\$538,245 in 2021 vs \$461,500 in 2020)
- Single Family inventory in March decreased -72.1% (281 in 2021 vs. 1,008 in 2020)
- Single Family new listings added to the market in March increased +0.3% over last year (616 in 2021 vs. 614 in 2020)
  
- March condo closed sales increased +25.6% (167 in 2021 vs. 133 in 2020)
- March condo median prices increased +4.9% (\$383,000 in 2021 vs. \$365,000 in 2020)
- Condo inventory decreased -45.6% (190 in 2021 vs. 349 in 2020)
- Condo listings added to the market increased +46.7% (267 in 2021 vs. 182 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.