

HOUSING MARKET TALKING POINTS
July 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 decreased -13.3% over last July
- Median sales price all properties increased +10.7% over last July
- Inventory of all properties in July decreased -40.8% over last July

DATA POINTS

- July Single-Family closed home sales decreased -17.2% (565 in 2021 vs. 682 in 2020)
- July Single-Family median prices increased +13.2% over last year (\$580,000 in 2021 vs. \$512,450 in 2020)
- Single Family inventory in July decreased -39.8% (527 in 2021 vs. 875 in 2020)
- Single Family new listings added to the market in July decreased -20.1% over last year (620 in 2021 vs. 776 in 2020)

- July condo closed sales increased +0.5% (191 in 2021 vs. 190 in 2020)
- July condo median prices increased +0.7% (\$385,000 in 2021 vs. \$382,500 in 2020)
- Condo inventory decreased -43.3% (203 in 2021 vs. 358 in 2020)
- Condo listings added to the market decreased -16.8% (208 in 2021 vs. 250 in 2020)

REALTOR®VALUE:

- July Housing statistics reflect the second month COVID-19 restriction were lifted. COVID-19 restrictions went into effect on March 24, 2020 and remained in effect for 14 months.
- 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.