

HOUSING MARKET TALKING POINTS
August 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 -13.6% over last August
- Median sales price all properties increased +12.5% over last August
- Inventory of all properties in August decreased -44.0% over last August

DATA POINTS

- August Single-Family closed home sales decreased -18.8% (579 in 2021 vs. 713 in 2020)
- August Single-Family median prices increased +14.7% over last year (\$590,000 in 2021 vs \$514,511 in 2020)
- Single Family inventory in August decreased -42.3% (467 in 2021 vs. 810 in 2020)
- Single Family new listings added to the market in August decreased -16.3% over last year (555 in 2021 vs. 663 in 2020)

- August condo closed sales increased +5.8% (201 in 2021 vs. 190 in 2020)
- August condo median prices increased +3.5% (\$401,000 in 2021 vs. \$387,450 in 2020)
- Condo inventory decreased -48.1% (175 in 2021 vs. 337 in 2020)
- Condo listings added to the market decreased -13.7% (221 in 2021 vs. 256 in 2020)

REALTOR®VALUE:

- August Housing statistics reflect the third month COVID-19 restriction were lifted. COVID-19 restrictions went into effect on March 24, 2020 and remained in effect until May 2021.
- 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.