

**HOUSING MARKET TALKING POINTS**  
**October 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 -12.0% over last October
- Median sales price all properties increased +11.8% over last October
- Inventory of all properties in October decreased -24.9% over last October

**DATA POINTS**

- October Single-Family closed home sales decreased -16.4% (92 in 2021 vs. 110 in 2020)
- October Single-Family median prices increased +9.2% over last year (\$385,000 in 2021 vs \$352,673 in 2020)
- Single Family inventory in October decreased -16.5% (137 in 2021 vs. 164 in 2020)
- Single Family new listings added to the market in October decreased -11.0% over last year (113 in 2021 vs. 127 in 2020)
  
- October condo closed sales increased +57.1% from last October (11 in 2021 vs. 7 in 2020)
- October condo median prices increased +77.2% (\$280,000 in 2021 vs. \$158,000 in 2020)
- Condo inventory decreased -55.6% (20 in 2021 vs. 45 in 2020)
- Condo listings added to the market decreased -64.3% (10 in 2021 vs. 28 in 2020)

**REALTOR®VALUE:**

- October housing statistics reflect the fifth month COVID-19 restrictions were lifted in MA. 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.