

HOUSING MARKET TALKING POINTS **October 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 -25.5% over last October
- Median sales price all properties increased +7.9% over last October
- Inventory of all properties in October decreased -47.0% over last October

DATA POINTS

- October Single-Family closed home sales decreased -25.5% (483 in 2021 vs. 648 in 2020)
- October Single-Family median prices increased +8.8% over last year (\$555,000 in 2021 vs. \$510,000 in 2020)
- Single Family inventory in October decreased -44.0% (418 in 2021 vs. 746 in 2020)
- Single Family new listings added to the market in October decreased -21.4% over last year (534 in 2021 vs. 679 in 2020)

- October condo closed sales decreased -25.8% (173 in 2021 vs. 233 in 2020)
- October condo median prices increased +5.3% (\$394,990 in 2021 vs. \$375,000 in 2020)
- Condo inventory decreased -53.4% (163 in 2021 vs. 350 in 2020)
- Condo listings added to the market decreased -42.0% (145 in 2021 vs. 250 in 2020)

REALTOR®VALUE:

- October housing statistics reflect the fifth 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.