

HOUSING MARKET TALKING POINTS November 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 -8.6% over last November
- Median sales price all properties increased +13.4% over last November
- Inventory of all properties in November decreased -53.2% over last November

DATA POINTS

- November Single-Family closed home sales decreased -8.7% (517 in 2021 vs. 566 in 2020)
- November Single-Family median prices increased +16.4% over last year (\$590,000 in 2021 vs \$507,000 in 2020)
- Single Family inventory in November decreased -49.7% (315 in 2021 vs. 626 in 2020)
- Single Family new listings added to the market in November decreased -15.8% over last year (377 in 2021 vs. 448 in 2020)

- November condo closed sales decreased -8.3% (155 in 2021 vs. 169 in 2020)
- November condo median prices increased +9.1% (\$420,000 in 2021 vs. \$385,000 in 2020)
- Condo inventory decreased -60.3% (125 in 2021 vs. 315 in 2020)
- Condo listings added to the market decreased -3.4% (142 in 2021 vs. 147 in 2020)

REALTOR®VALUE:

- November housing statistics reflect the sixth 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.