

HOUSING MARKET TALKING POINTS
October 2018

Note: These talking points are for the 24 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 -1.5% over last October
- Median sales price all properties increased +4.3% over last October
- Inventory of all properties in October decreased -11.7% over last October

DATA POINTS

- October Single-Family closed home sales decreased -2.4% (523 in 2018 vs. 536 in 2017)
- October Single-Family median prices increased +1.7% over last year (\$430,000 in 2018 vs. \$422,950 in 2017)
- October condo closed sales increased +1.1% (177 in 2018 vs. 175 in 2017)
- October condo median prices increased +6.1% (\$329,000 in 2018 vs. \$310,000 in 2017)
- Single Family inventory in October decreased -11.5% (1,444 in 2018 vs. 1,631 in 2017)
- Condo inventory decreased -12.5% (399 in 2018 vs. 456 in 2017)
- Single Family new listings added to the market in October increased +3.9% over last year (694 in 2018 vs. 688 in 2017)
- Condo listings added to the market decreased -15.0% (204 in 2018 vs. 240 in 2017)

REALTOR®VALUE:

- 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.