

## **HOUSING MARKET TALKING POINTS November 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 -2.7% over last November
- Median sales price all properties increased +4.2% over last November
- Inventory of all properties in November decreased -10.5% over last November

### **DATA POINTS**

- November Single-Family closed home sales decreased -4.9% (502 in 2018 vs. 528 in 2017)
- November Single-Family median prices increased +4.7% over last year (\$425,000 in 2018 vs. \$406,000 in 2017)
- November condo closed sales increased +4.2% (172 in 2018 vs. 165 in 2017)
- November condo median prices increased +7.9% (\$357,543 in 2018 vs. \$331,500 in 2017)
- Single Family inventory in November decreased -11.9% (1,240 in 2018 vs. 1,407 in 2017)
- Condo inventory decreased -6.0% (404 in 2018 vs. 430 in 2017)
- Single Family new listings added to the market in November increased +1.3% over last year (451 in 2018 vs. 445 in 2017)
- Condo listings added to the market increased +9.5% (173 in 2018 vs. 158 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.