

HOUSING MARKET TALKING POINTS
December 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 -1.0% over last December
- Median sales price all properties increased +1.3% over last December
- Inventory of all properties in December decreased -13.0% over last December

DATA POINTS

- December Single-Family closed home sales decreased -4.4% (430 in 2018 vs. 450 in 2017)
- December Single-Family median prices increased +3.2% over last year (\$417,000 in 2018 vs. \$404,000 in 2017)
- December condo closed sales increased +10.4% (148 in 2018 vs. 134 in 2017)
- December condo median prices increased +14.1% (\$342,000 in 2018 vs. \$299,800 in 2017)
- Single Family inventory in December decreased -15.6% (951 in 2018 vs. 1,127 in 2017)
- Condo inventory decreased -3.8% (304 in 2018 vs. 316 in 2017)
- Single Family new listings added to the market in December increased +0.8% over last year (258 in 2018 vs. 256 in 2017)
- Condo listings added to the market decreased -7.8% (83 in 2018 vs. 90 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.