

HOUSING MARKET TALKING POINTS
January 2019

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 -12.6% over last December
- Median sales price all properties increased +5.3% over last December
- Inventory of all properties in January decreased -3.3% over last December

DATA POINTS

- January Single-Family closed home sales decreased -11.3% (314 in 2019 vs. 354 in 2018)
- January Single-Family median prices increased +1.8% over last year (\$425,000 in 2019 vs. \$417,500 in 2018)
- January condo closed sales decreased -16.7% (95 in 2019 vs. 114 in 2018)
- January condo median prices increased +7.5% (\$330,000 in 2019 vs. \$306,875 in 2018)
- Single Family inventory in January decreased -5.6% (945 in 2019 vs. 1,001 in 2018)
- Condo inventory increased + 4.2% (326 in 2019 vs. 313 in 2018)
- Single Family new listings added to the market in January increased +26.9% over last year (477 in 2019 vs. 376 in 2018)
- Condo listings added to the market increased +17.0% (179 in 2019 vs. 153 in 2018)

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.