

**HOUSING MARKET TALKING POINTS**  
**February 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 increased +1.2% over last February
- Median sales price all properties increased +1.9% over last February
- Inventory of all properties in February decreased -1.8% over last February

**DATA POINTS**

- February Single-Family closed home sales increased +4.0% (258 in 2019 vs. 248 in 2018)
- February Single-Family median prices increased +2.4% over last year (\$412,450 in 2019 vs \$402,950 in 2018)
- February condo closed sales decreased -6.2% (91 in 2019 vs. 97 in 2018)
- February condo median prices increased +4.9% (\$299,900 in 2019 vs. \$286,000 in 2018)
- Single Family inventory in February decreased -3.9% (941 in 2019 vs. 979 in 2018)
- Condo inventory increased + 4.7% (331 in 2019 vs. 316 in 2018)
- Single Family new listings added to the market in February decreased -2.3% over last year (474 in 2019 vs. 485 in 2018)
- Condo listings added to the market decreased -9.0% (171 in 2019 vs. 188 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.