

**HOUSING MARKET TALKING POINTS**  
**March 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 +2.8% over last March
- Median sales price all properties increased +5.1% over last March
- Inventory of all properties in March increased +9.6% over last March

**DATA POINTS**

- March Single-Family closed home sales decreased -9.3% (371 in 2019 vs. 409 in 2018)
- March Single-Family median prices increased +0.7% over last year (\$420,000 in 2019 vs \$417,000 in 2018)
- March condo closed sales increased +43.8% (174 in 2019 vs. 121 in 2018)
- March condo median prices increased +24.5% (\$385,868 in 2019 vs. \$310,000 in 2018)
- Single Family inventory in March increased +9.7% (1,049 in 2019 vs. 956 in 2018)
- Condo inventory increased + 9.2% (357 in 2019 vs. 327 in 2018)
- Single Family new listings added to the market in March increased +25.2% over last year (715 in 2019 vs. 571 in 2018)
- Condo listings added to the market increased +31.1% (249 in 2019 vs. 190 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.