

HOUSING MARKET TALKING POINTS
April 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 -3.0% over last April
- Median sales price all properties decreased -1.8% over last April
- Inventory of all properties in April increased +3.8% over last April

DATA POINTS

- April Single-Family closed home sales decreased -8.8% (375 in 2019 vs. 411 in 2018)
- April Single-Family median prices decreased -3.6% over last year (\$440,000 in 2019 vs \$456,500 in 2018)
- April condo closed sales increased +15.7% (147 in 2019 vs. 127 in 2018)
- April condo median prices increased +4.8% (\$330,000 in 2019 vs. \$315,000 in 2018)
- Single Family inventory in April increased +1.5% (1,178 in 2019 vs. 1,161 in 2018)
- Condo inventory increased + 11.1% (411 in 2019 vs. 370 in 2018)
- Single Family new listings added to the market in April decreased -1.4% over last year (887 in 2019 vs. 900 in 2018)
- Condo listings added to the market increased +9.2% (284 in 2019 vs. 260 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.