

HOUSING MARKET TALKING POINTS
July 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 -0.5% over last July
- Median sales price all properties increased +6.9% over last July
- Inventory of all properties in July decreased -6.0% over last July

DATA POINTS

- July Single-Family closed home sales decreased -2.7% (648 in 2019 vs. 666 in 2018)
- July Single-Family median prices increased +5.7% over last year (\$465,000 in 2019 vs \$440,000 in 2018)
- July condo closed sales increased +7.4% (202 in 2019 vs. 188 in 2018)
- July condo median prices increased +3.2% (\$340,500 in 2019 vs. \$330,000 in 2018)
- Single Family inventory in July decreased -9.9% (1,396 in 2019 vs. 1,549 in 2018)
- Condo inventory increased + 10.0% (407 in 2019 vs. 370 in 2018)
- Single Family new listings added to the market in July decreased -7.1% over last year (680 in 2019 vs. 732 in 2018)
- Condo listings added to the market increased +7.3% (221 in 2019 vs. 206 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.