

HOUSING MARKET TALKING POINTS
August 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 -5.2% over last August
- Median sales price all properties increased +2.9% over last August
- Inventory of all properties in August decreased -12.9% over last August

DATA POINTS

- August Single-Family closed home sales decreased -6.6% (693 in 2019 vs. 742 in 2018)
- August Single-Family median prices increased +5.0% over last year (\$462,000 in 2019 vs \$440,000 in 2018)
- August condo closed sales remained unchanged (198 in 2019 vs. 198 in 2018)
- August condo median prices increased +6.4% (\$347,500 in 2019 vs. \$326,450 in 2018)
- Single Family inventory in August decreased -14.6% (1,358 in 2019 vs. 1,590 in 2018)
- Condo inventory decreased -6.6% (411 in 2019 vs. 440 in 2018)
- Single Family new listings added to the market in August decreased -2.9% over last year (674 in 2019 vs. 694 in 2018)
- Condo listings added to the market decreased -18.0% (232 in 2019 vs. 283 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.