

HOUSING MARKET TALKING POINTS
February 2020

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 +4.8% over last February
- Median sales price all properties increased +8.2% over last February
- Inventory of all properties in February decreased -28.4% over last February

DATA POINTS

- February Single-Family closed home sales increased +5.0% (273 in 2020 vs. 260 in 2019)
- February Single-Family median prices increased +8.4% over last year (\$450,000 in 2020 vs \$415,000 in 2019)
- February condo closed sales increased +4.3% (96 in 2020 vs. 92 in 2019)
- February condo median prices increased +10.7% (\$332,000 in 2020 vs. \$299,950 in 2019)
- Single Family inventory in February decreased -28.1% (804 in 2020 vs. 1,118 in 2019)
- Condo inventory decreased -29.1% (280 in 2020 vs. 395 in 2019)
- Single Family new listings added to the market in February increased +22.5% over last year (578 in 2020 vs. 472 in 2019)
- Condo listings added to the market increased 16.3% (200 in 2020 vs. 172 in 2019)

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.