

**HOUSING MARKET TALKING POINTS**  
**July 2020**

Note: These talking points are for the 24 cities and 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 -2.8% over last July
- Median sales price all properties increased +9.0% over last July
- Inventory of all properties in July decreased -53.5.% over last July

**DATA POINTS**

- July Single-Family closed home sales increased +0.5% (665 in 2020 vs. 662 in 2019)
- July Single-Family median prices increased +10.3% over last year (\$514,900 in 2020 vs \$467,000 in 2019)
- Single Family inventory in July decreased -57.1% (681 in 2020 vs. 1,589 in 2019)
- Single Family new listings added to the market in July increased +16.4% over last year (782 in 2020 vs. 672 in 2019)
  
- July condo closed sales decreased -12.9% (183 in 2020 vs. 210 in 2019)
- July condo median prices increased +8.9% (\$375,000 in 2020 vs. \$344,500 in 2019)
- Condo inventory decreased -41.5% (286 in 2020 vs. 489 in 2019)
- Condo listings added to the market increased +7.9% (246 in 2020 vs. 228 in 2019)

**REALTOR®VALUE:**

- July Housing statistics reflect the fourth full month of COVID-19 restrictions that went into effect on March 24, 2020.
- 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.