

**HOUSING MARKET TALKING POINTS**  
**August 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 -3.3% over last August
- Median sales price all properties increased +11.5% over last August
- Inventory of all properties in August decreased -56.4% over last August

**DATA POINTS**

- August Single-Family closed home sales decreased -0.1% (705 in 2020 vs. 706 in 2019)
- August Single-Family median prices increased +11.6% over last year (\$519,000 in 2020 vs \$465,000 in 2019)
- Single Family inventory in August decreased -60.1% (619 in 2020 vs. 1,552 in 2019)
- Single Family new listings added to the market in August increased +0.5% over last year (668 in 2020 vs. 665 in 2019)
  
- August condo closed sales decreased -14.0% (178 in 2020 vs. 207 in 2019)
- August condo median prices increased +7.3% (\$380,000 in 2020 vs. \$354,000 in 2019)
- Condo inventory decreased -44.5% (286 in 2020 vs. 483 in 2019)
- Condo listings added to the market increased +5.9% (252 in 2020 vs. 238 in 2019)

**REALTOR®VALUE:**

- August Housing statistics reflect the fifth 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.