

HOUSING MARKET TALKING POINTS **September 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 increased +34.4% over last September
- Median sales price all properties increased +14.2% over last September
- Inventory of all properties in September decreased -58.9% over last September

DATA POINTS

- September Single-Family closed home sales increased +34.5% (659 in 2020 vs. 490 in 2019)
- September Single-Family median prices increased +18.2% over last year (\$525,000 in 2020 vs \$444,000 in 2019)
- Single Family inventory in September decreased -63.3% (590 in 2020 vs. 1,606 in 2019)
- Single Family new listings added to the market in September decreased -7.6% over last year (702 in 2020 vs. 760 in 2019)

- September condo closed sales increased +34.2% (200 in 2020 vs. 149 in 2019)
- September condo median prices increased +6.2% (\$371,500 in 2020 vs. \$349,900 in 2019)
- Condo inventory decreased -45.0% (273 in 2020 vs. 496 in 2019)
- Condo listings added to the market decreased -7.3% (229 in 2020 vs. 247 in 2019)

REALTOR®VALUE:

- September Housing statistics reflect the sixth 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.