

HOUSING MARKET TALKING POINTS November 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 +11.0% over last November
- Median sales price all properties increased +18.3% over last November
- Inventory of all properties in November decreased -58.7% over last November

DATA POINTS

- November Single-Family closed home sales increased +10.4% (552 in 2020 vs. 500 in 2019)
- November Single-Family median prices increased +16.6% over last year (\$507,000 in 2020 vs \$435,000 in 2019)
- Single Family inventory in November decreased -63.8% (479 in 2020 vs. 1,323 in 2019)
- Single Family new listings added to the market in November increased +9.0% over last year (458 in 2020 vs. 420 in 2019)

- November condo closed sales increased +13.0% (165 in 2020 vs. 146 in 2019)
- November condo median prices increased +13.6% (\$385,000 in 2020 vs. \$339,000 in 2019)
- Condo inventory decreased -43.0% (244 in 2020 vs. 428 in 2019)
- Condo listings added to the market increased +6.6% (146 in 2020 vs. 137 in 2019)

REALTOR®VALUE:

- November Housing statistics reflect the eighth 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.