



Marblehead, Mass

MARKET REPORT

2021

Quarter I

January - March

Sagan
Harborside

Sotheby's
INTERNATIONAL REALTY

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MARBLEHEAD

OVERALL TRENDS

1. The median price of Single Family Homes (SFH) sold in Q1 2021 increased 10.5% to \$765,000, well below the \$839,900 in the second half of 2020. But Q1 can often be an anomaly because of the small number of sales.
2. SFH sales were 32 compared with 31 in 2020.
3. There were just 10 Condo sales in Q1 2021, compared with 9 in Q1 2020. Condo sales occurred between \$260,000 and \$599,000. 6 of the 2021 sales occurred below list price, 2 at list and 2 above list price.
4. Despite the huge decline in inventory, sales in Essex County in Q1 2021 were quite steady, an indication of how quickly homes were selling. See slide 12.
5. Every one of the 34 cities and towns in Essex County saw Year-on-Year (YOY) increases in the median selling price; only 6 of the 34 cities and towns recorded a median SFH price under \$500,000
6. The national average cost of a 30-year Fixed-Rate Mortgage (FRM) ended 2020 at 2.67%. Since early January, the yield on US Treasuries has risen sharply, and this in turn has moved the FRM to 3.13% - still extremely low by historical comparisons. See slide 13.

ABBREVIATIONS & NOTES

SFH = Single Family Home

Q1 = January – March; Q2 April- June; Q3 July-September; Q4 October – December

YTD Q3 = Year to Date January- September

Median prices exclude **distressed sales** – foreclosures and short sales – because these are not normally arms-length transactions. **“Sales”** include everything.

The **median price** is the **price** in the very middle of a data set, with exactly half of the houses priced for less and half priced for more. **It is not the average price.**

Look at this list of numbers: 5,6,7,8,9,10,11,12,13,14,15,100,100. The median price – the middle one – is 11. The average is 24. **Median price removes the impact of outliers** – whether high or low.

If 50% of sales take place above \$100,000 and 50% below then the median will be \$100,000. When the percentage increases to 60% below \$100,000, that means that more sales are occurring at lower prices and so the median price declines.

DTO – Days to Offer: The number of days a property is listed before an accepted offer is received. A more reliable guide to activity than **DOM – Days on Market** – as a number of matters can affect the timing for the latter.

Months of Supply: If 60 properties have sold in the last 6 months that is a rate of 10 per month. If there are currently 20 properties for sale the supply is 20 divided by 10 = 2 months. Because properties sell more quickly in summer months, we use Year to Date numbers to even out those fluctuations.





32

SINGLE FAMILY HOMES SOLD IN Q1 2021

10

CONDO AND TOWNHOMES SOLD IN Q1 2021



SINGLE FAMILY MARKET ACTIVITY

AT A GLANCE



+10.5%

MEDIAN SALES PRICE

The median price of the SFHs sold in Q1 2021 increased 10.5% to \$765,000 compared with \$692,500 in Q1 2020, the last full quarter before the pandemic



+3.3%

UNITS SOLD

32 SFHs (including one foreclosure) sold in Q1 2021, compared with 31 in Q1 2020

SINGLE FAMILY HOMES

BY THE NUMBERS

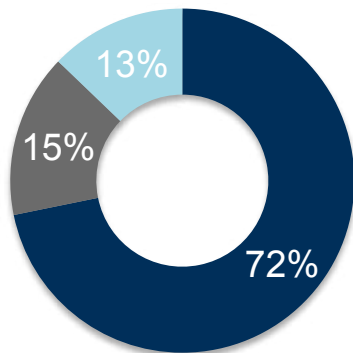
	Q1 2019	Q1 2020	Q1 2021	%Change 2021 VS. 2020
Median Price	\$602,500	\$692,500	\$765,000	+10.5%
Median Price per Square Foot	\$313	\$339	\$418	
Median Days on Market	60.5	42	21	
Median Days To Offer	48	30.5	7	
Highest Price	\$2,400,000	\$2,206,675	\$3,875,000	
Lowest Price	\$330,000	\$362,500	\$302,500	
Number of Properties Sold	38	31	32	+ 3.3%
% Sold Price to List Price	95%	96%	102%	
Total Dollar Volume	\$30.5 million	\$27.7 million	\$30.4 million	



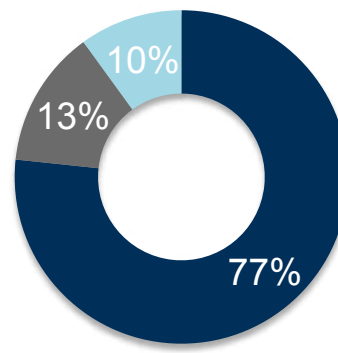
LIST PRICE VS. SALES PRICE

SINGLE FAMILY HOMES

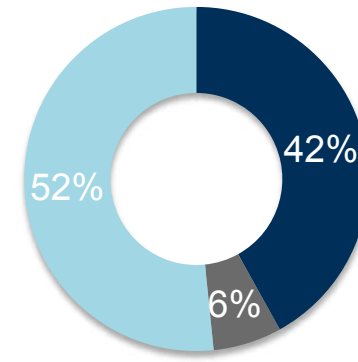
■ BELOW LIST ■ AT LIST ■ ABOVE LIST



Q1 2019



Q1 2020

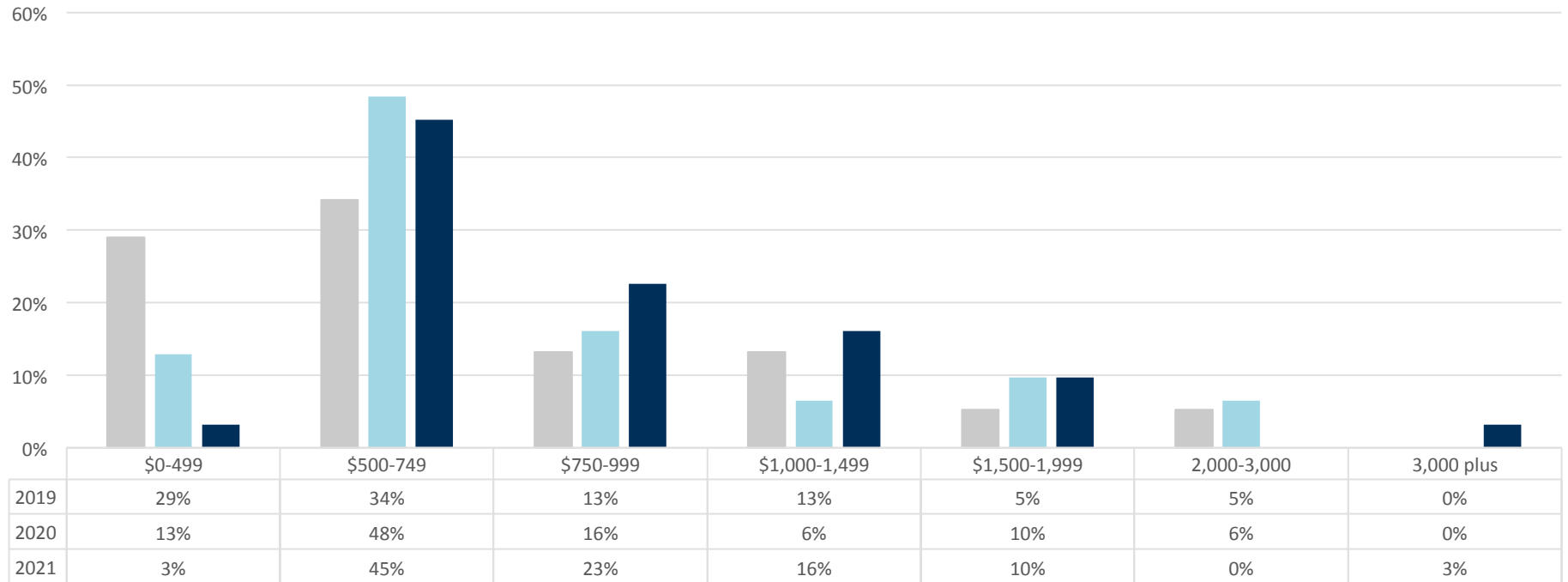


Q1 2021

Reflecting the large number of buyers chasing declining supply, Q1 2021 saw a big increase in the number of sales above list price.

MARKET SHARE BY PRICE BRACKET

SINGLE FAMILY HOMES



	Q1 2019	Q1 2020	Q1 2021
Median Price	\$602,500	\$692,500	\$765,000

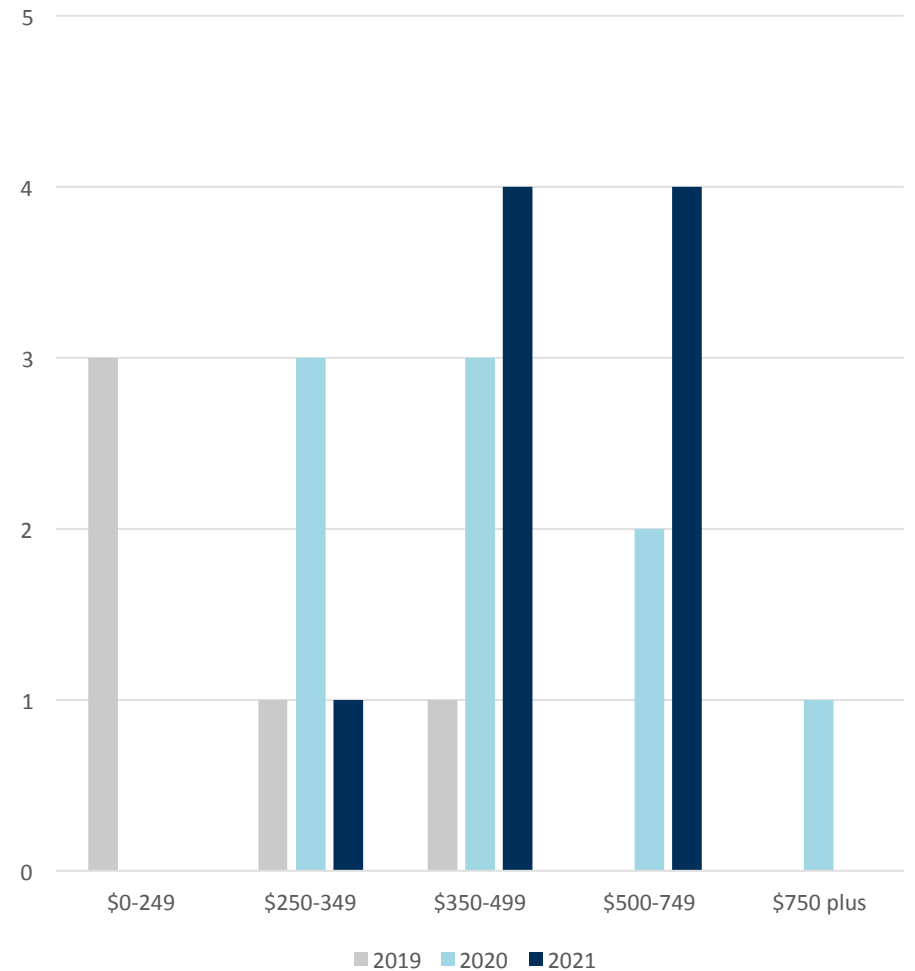
The impact of the fluctuation in the pattern of sales on median prices is well illustrated here. The large percentage of sales under \$500,000 in 2019 caused the low median price that year. More than half the sales in Q1 2021 were over \$750,000, driving the median price above that figure.

MARKET SHARE BY PRICE BRACKET

CONDO AND TOWNHOMES

The actual number of sales is used in this chart rather than percentages because the numbers are too small to be significant.

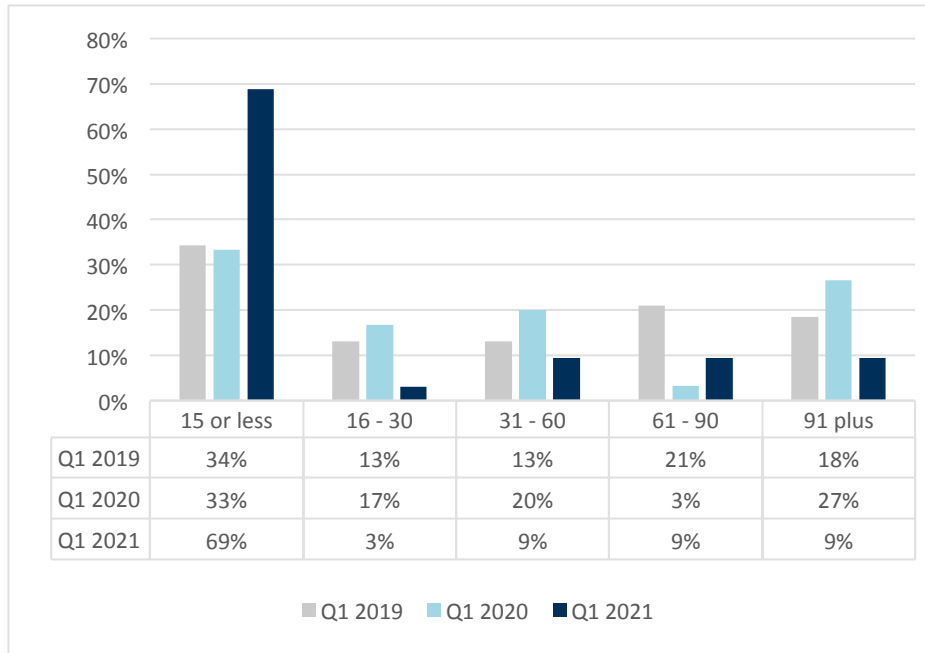
2 of the 10 sales in Q1 2021 occurred above list price.



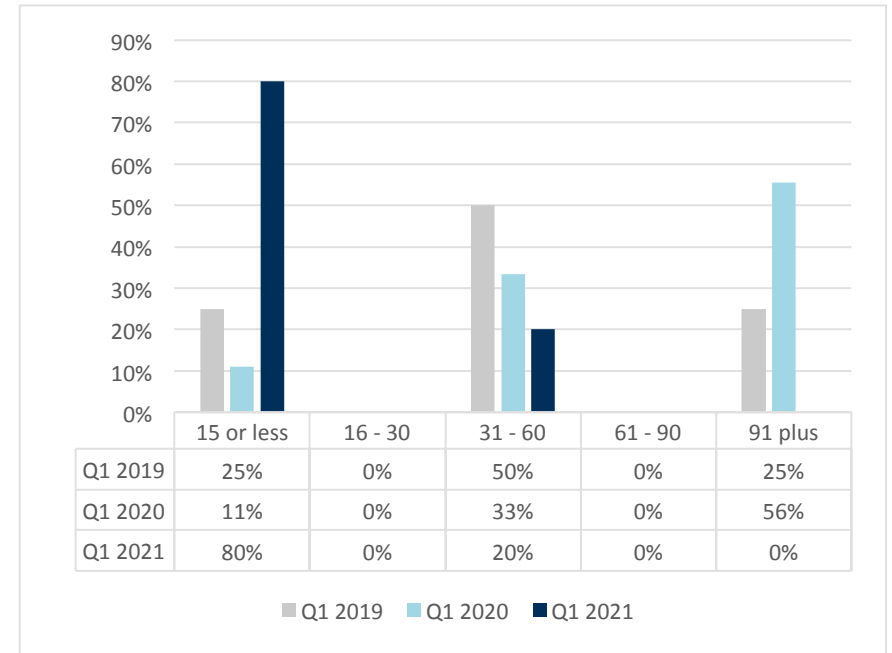
	Q1 2019	Q1 2020	Q1 2021
Median Price	\$352,250	\$392,170	\$440,000

DAYS TO ACCEPTED OFFER (DTO)

DTO Single Family

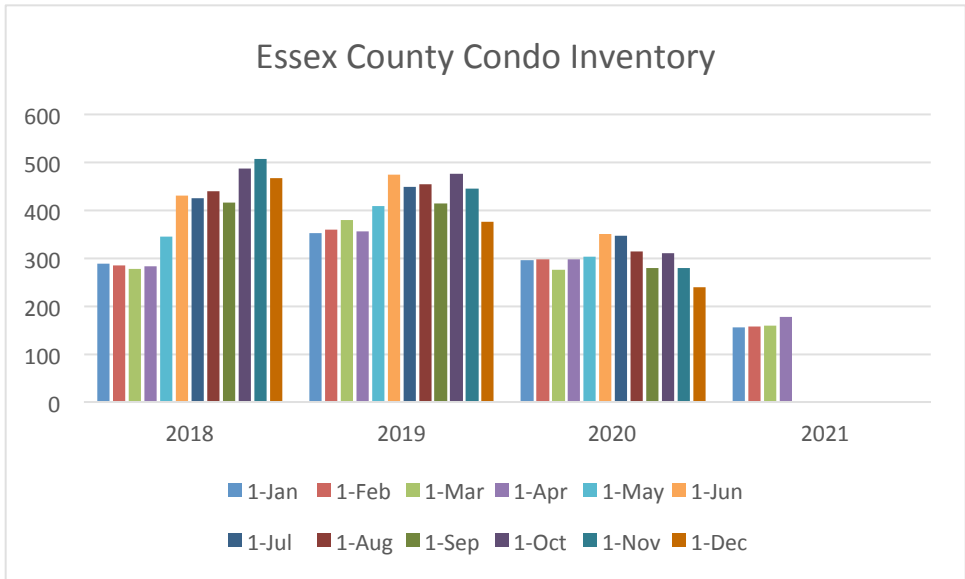
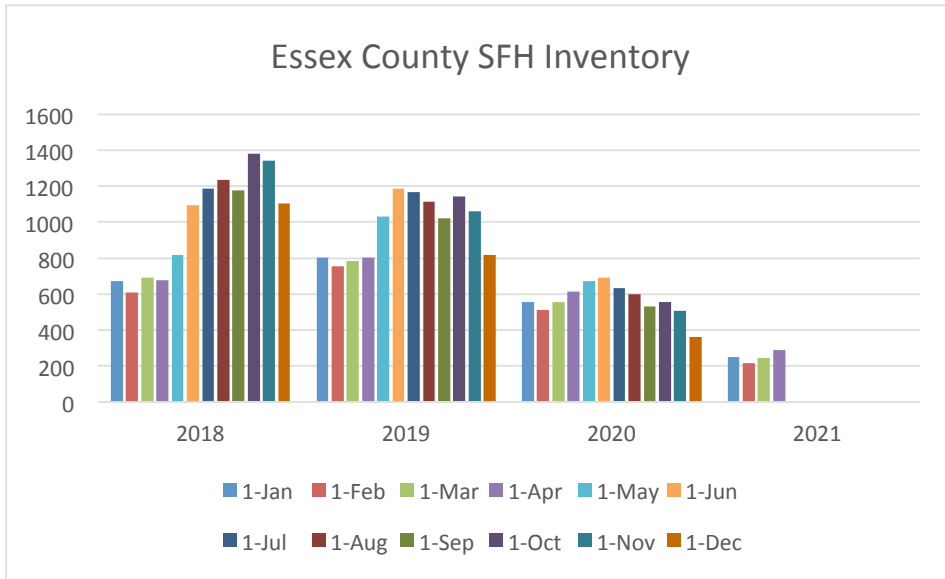


DTO Condos



The pace of both SFH and Condo sales jumped dramatically in Q1 2021.

HOUSING INVENTORY DECLINE ACCELERATES IN ESSEX COUNTY BUT SALES HOLD QUITE STEADY



Essex County Sales							
	2020	2021		2020	2021		
SFH				Condos			
Jan	348	349		Jan	154	190	
Feb	271	281		Feb	154	159	
Mar	363	304		Mar	192	194	
	982	934	-5%		500	543	9%

MORTGAGE RATES HAVE INCREASED IN 2021 - STILL EXCEPTIONALLY LOW BY HISTORIC STANDARDS

U.S. weekly averages as of 04/08/2021

30-Yr FRM
3.13% | \downarrow 0.05 1-Wk
 \downarrow 0.20 1-Yr
0.7 Fees/Points

15-Yr FRM
2.42% | \downarrow 0.03 1-Wk
 \downarrow 0.35 1-Yr
0.6 Fees/Points

5/1-Yr ARM
2.92% | \uparrow 0.08 1-Wk
 \downarrow 0.48 1-Yr
0.1 Fees/Points

Zoom 1Y 3Y 5Y **10Y** All

04/08/2011 - 04/08/2021



Source: Freddie Mac

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ABOUT TEAM HARBORSIDE

Team Harborside is your go-to resource for North Shore real estate. With decades of combined experience, Matt Dolan and Dick McKinley have developed a client-focused approach. It starts with the client's objectives--not the goals of the agent or the temperature of the market. From there, the entire team works deliberately to plan out a strategy that will meet those objectives.

Paired with unmatched expertise in the North Shore market, Matt and Dick's philosophy allows them to position properties for maximum value within the region.

Team Harborside works with buyers and sellers in a variety of scenarios across all areas of residential real estate, including condo conversions, new home construction, investment strategies and investor property acquisition.



All data within this document is derived from MLSPIN. This report was published for the exclusive use of Team Harborside in partnership with OliverReports.com.



For those who seek an exceptional life

New Listing | Meticulously built in 2016, this distinctive home in Swampscott, MA offers ocean views and a pristine interior. Each living space artfully blends elegant design with modern functionality and boasts soaring ceilings, chef's kitchen, a luxurious first floor master suite, and full elevator access. Sited in a desirable neighborhood, the exterior provides wonderful gardens, stone patios, and a lush lawn.

4 Beds | 4F, 1H Baths | 4,691 SQ. FT.

Offered at \$2,599,000

Only

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