

## Salem Q4 2021 Housing Market Review

### Key Metrics

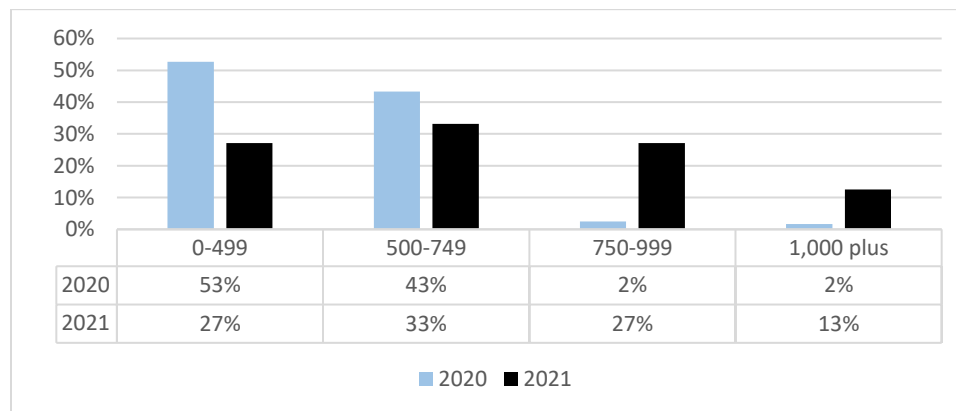
	<u>2019</u>	<u>2020</u>	<u>2021</u>
<b>Key Metrics</b>	<u>Jan-Dec</u>	<u>Jan-Dec</u>	<u>Jan-Dec</u>
Median SFH price	\$431,250	\$490,000	\$560,000
SFH Sales	239	247	199
Days To Offer (DTO)	8	6	7
Median Condo price	\$355,000	\$385,000	\$431,500
Condo Sales	387	418	416
Days To Offer (DTO)	12	7	7
	<u>As of 1/29</u>	<u>As of 1/29</u>	<u>As of 1/29</u>
SFH For Sale	22	4	5
Condos For Sale	25	12	9

### Single Family Homes (SFH)

The median price of the SFHs sold in Salem in 2021 increased 14.3% to **\$560,000** on the smallest number of sales since 2012.

SFH	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>Change</u>
Q1	\$429,900	\$445,500	\$461,000	<b>\$527,410</b>	14.4%
Q2	\$425,500	\$412,000	\$480,000	<b>\$542,750</b>	13.1%
Q3	\$430,000	\$437,500	\$507,000	<b>\$584,000</b>	15.2%
Q4	\$424,500	\$425,000	\$495,000	<b>\$552,500</b>	11.6%
H1	\$425,500	\$427,000	\$472,850	<b>\$530,000</b>	12.1%
H2	\$427,000	\$435,000	\$503,000	<b>\$575,000</b>	14.3%
Year	\$425,500	\$431,250	\$490,000	<b>\$560,000</b>	14.3%
Year Sales	222	<b>239</b>	247	199	-19.4%

As the percentage of sales over \$500,000 increased from 47% in 2020 to 73% in 2021, so the median price moved from under to well over \$500,000.

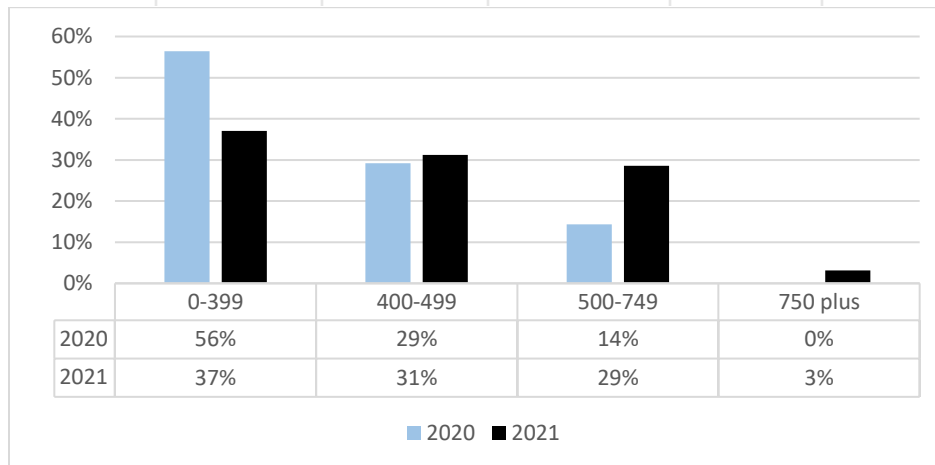


78% of SFH sales took place over list price (vs 72% in 2020), with 36% of all sales (compared with 15% in 2020) at 110% or more of list.

## Condos

The median price of the Condos sold in Salem in 2021 increased 12.1% to **\$431,500** on steady sales. As the share of sales over \$400,000 increased from 44% in 2020 to 63% in 2021, so the median price moved from under to well over \$400,000.

Condos	2018	2019	2020	2021	Change
Q1	\$322,750	\$317,500	\$362,500	<b>\$405,000</b>	11.7%
Q2	\$335,000	\$348,250	\$359,000	<b>\$431,500</b>	20.2%
Q3	\$337,750	\$357,000	\$392,500	<b>\$417,500</b>	6.4%
Q4	\$330,000	\$384,700	\$395,000	<b>\$468,000</b>	18.5%
H1	\$335,000	\$340,000	\$360,000	<b>\$420,000</b>	16.7%
H2	\$334,250	\$369,900	\$395,000	<b>\$443,000</b>	12.2%
Year	\$334,250	\$355,000	\$385,000	<b>\$431,500</b>	12.1%
Year Sales	384	387	418	416	-0.5%



61% of sales in 2021 were over list (vs 50% in 2020) with 12% at 110% or more (vs 5% in 2020)

## Comment

The median SFH price in Essex County jumped to \$635,000 in the frenzy of Q2 before easing back to around \$610,000 in the second half of the year. Overall the increase for 2021 was a robust 13.4% to \$608,000. The median condo sale price increased modestly but consistently each quarter, and for the year was up 11% to \$388,000.

The Federal Reserve appeared to many commentators to be taking an overly optimistic view about inflation; its policy reversal late in the year sparked a jump in the crucial 10-year Treasury yield and hence in mortgage rates, which many experts expect to hit 4% this year.

Source: MLSPIN, [OliverReportsMA.com](http://OliverReportsMA.com)

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