

## Salem Q1 2022 Housing Market Summary

### Single Family Homes (SFH)

The median price of Single Family Homes (SFH) sold in Q1 2022 increased 13.8% to reach \$600,000 for the first time, while sales were in line with recent years.

SFH	2019	2020	2021	2022	Change
Q1	\$445,500	\$461,000	\$527,410	<b>\$600,000</b>	13.8%
Q2	\$412,000	\$480,000	<b>\$542,750</b>		
Q3	\$437,500	\$507,000	<b>\$584,000</b>		
Q4	\$425,000	\$495,000	<b>\$552,500</b>		
H1	\$427,000	\$472,850	<b>\$530,000</b>		
H2	\$435,000	\$503,000	<b>\$575,000</b>		
Year	\$431,250	\$490,000	<b>\$560,000</b>		
Q1 Sales	36	42	30	37	23.3%

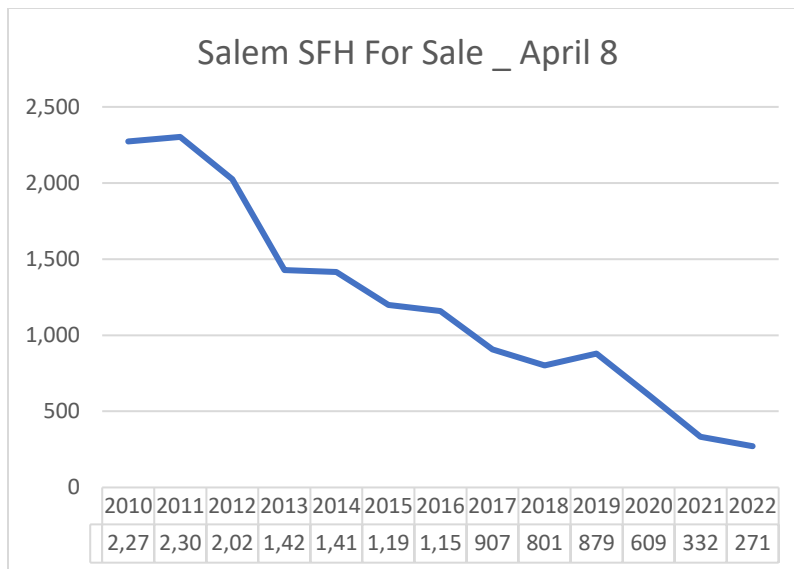
### Condos

Q1 Condo sales were the highest since 2006, while the median price eased very slightly.

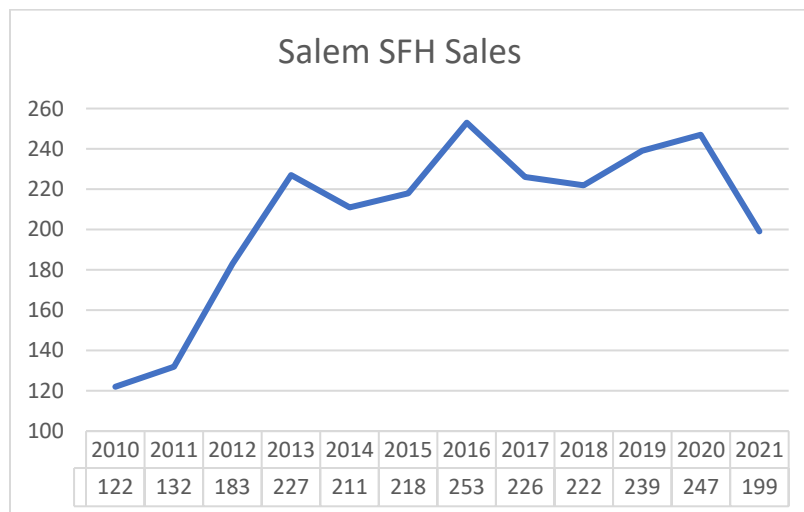
Condos	2019	2020	2021	2022	Change
Q1	\$317,500	\$362,500	<b>\$405,000</b>	\$402,500	-0.6%
Q2	\$348,250	\$359,000	<b>\$431,500</b>		
Q3	\$357,000	\$392,500	<b>\$417,500</b>		
Q4	\$384,700	\$395,000	<b>\$468,000</b>		
H1	\$340,000	\$360,000	<b>\$420,000</b>		
H2	\$369,900	\$395,000	<b>\$443,000</b>		
Year	\$355,000	\$385,000	<b>\$431,500</b>		
Q1 Sales	57	68	74	80	8.1%

### Inventory

One of the main topics in discussions about real estate has been the decline in inventory. In fact, as the next chart demonstrates, in Salem the decline has been dramatic over the last decade.



While sales have declined a little in recent years, the drop until 2021 has been insignificant in relation to the fall in inventory, suggesting that nearly as many houses are being sold – but much more quickly, meaning there are fewer available for sale at any time.



### **Mortgage rates**

While I have been writing since March 2021 about the risk that the Federal Reserve's continued pumping of massive amounts of cash into a rapidly recovering economy would trigger renewed inflation, for a long time markets believed that the Fed would not significantly change its policy.

That belief changed dramatically at the end of 2021 when the Fed acknowledged that it needed to raise interest rates significantly. Markets reacted and the yield on the 10-year Treasury – the benchmark used in calculating mortgage rates – soared from around 1.5% in late 2021 to nearly 3% currently, driving the 30-year Fixed Rate Mortgage to 5%, the highest in a decade.

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