



AS MARKET "COOLS," HIGH END SALES BREAK RECORD AGAIN

PORTSMOUTH—September high-end sales in the 13-Sample Seacoast towns set a new volume record for the second time in three months even though overall volume numbers cooled, according to statistics just released by the Seacoast Board of REALTORS.

The 13 Sample Seacoast Towns are Exeter, Greenland, Hampton, Hampton Falls, New Castle, Newfields, Newington, North Hampton, Newmarket, Portsmouth, Rye, Seabrook, and Stratham.

The 24 sales of homes selling at \$1 million dollars or more broke the old mark of 22 set in July and extended a five-month streak of double-digit \$1 million-plus sales. Nine of those sales exceeded \$2 million dollars, three were more than \$3 million dollars and one at 340 Odiorne Road, Portsmouth topped the list at \$4,530,000.

Still, single-family sales overall were off 9.6% from last year against a background of another record-low (for September) total of monthly inventory. The monthly median sale price was \$662,500, second highest for the year but well-off July's record \$719,000. Total sales for the first nine months of 2021 are off 5% but the median sale price is up 10.5% at \$615,500.

Meanwhile condominium inventory also set a September record for lowest total of available units, leading to a 42.6 % drop in sales from last year. The monthly median sale price came in at \$385,000, again well-off last month's record \$475,500. Unlike single-family sales, however, total condominium sales for the year are up 16.2% and the median sale price is up 12% to \$399,900.

"It's difficult to sustain any kind of volume numbers when your inventory totals are so low," said Ted Mantos, president of the Seacoast Board of REALTORS. "Still. the high-end sales we are seeing continue to reflect the robust consumer confidence that is out there."