



HIGH-END SALES LEAD MARCH SEACOAST REAL ESTATE MARKET

PORTSMOUTH—A record surge of high-end sales off-set a pedestrian month for real estate in the 13-Sample Seacoast Towns, 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.

March saw an all-time March monthly high of eight sales more than \$1 million dollars, leading to a record high-end first quarter. The sales were spread among six towns with Portsmouth and Hampton Falls logging two each.

Elsewhere, with inventory levels at record low levels, single-family sales dropped 18.5% from last year, producing the slowest March since 2016. But the March monthly median sale price reached \$584,000, up a hefty 16.8% from 12 months ago. And, despite the dip in monthly sales, closings are up 5.2% for the first three months of 2021 with a median sale price of \$588,000, up 20.1% from 2020.

On the condominium side, sales slid a more modest 12.5% from 2020 levels with a monthly median at \$360,000—a \$10,000 improvement from last year. For the first three months of 2021 condominium sales are up 17.5% as the median sale price rose 8.1% to \$378,500.

“The record low level inventory situation was bound to affect our sales totals,” said Ted Mantos, president of the Seacoast Board of REALTORS. “Clearly, the demand for homes remains overwhelming here in all price points.”