

PORTLAND CONDO REPORT

2018 Market Review & 2019 Forecast

Leading up to 2018, analysts predicted that the condo market may top out and prices would begin to plateau. We were mostly right - in 2018 the number of condos sold leveled out, although they were selling quicker than ever. Average condo prices rose "only" around 6% after several years on the rise (including a 20% increase in 2017). This slight cool down in the condo market seems to coincide with a slow down nationally, and is possibly due to rising interest rates and a volatile stock market.

CITYWIDE STATS		2017	vs	2018
	MEDIAN DAYS ON MARKET	20		13
	NUMBER OF CONDOS SOLD	398		388
	AVERAGE PRICE PER SQFT EXISTING CONDOS	\$276		\$283
	AVERAGE PRICE PER SQFT NEW CONSTRUCTION	\$426		\$430

ON-PENINSULA		OFF-PENINSULA	
\$407,118	vs.	\$434,410	
AVG SALES PRICE 2017		AVG SALES PRICE 2018	
	+6.6%	CHANGE IN AVG SALE PRICE 2017 VS. 2018	
	\$376	vs.	\$383
AVG PRICE PER SQFT 2017		AVG PRICE PER SQFT 2018	
	+1.8%	CHANGE IN AVG PRICE PER SQ FT 2017 VS. 2018	
\$234,176	vs.	\$247,933	
AVG SALES PRICE 2017		AVG SALES PRICE 2018	
	+5.8%	CHANGE IN AVG SALE PRICE 2017 VS. 2018	
	\$175	vs.	\$185
AVG PRICE PER SQFT 2017		AVG PRICE PER SQFT 2018	
	+5.7%	CHANGE IN AVG PRICE PER SQ FT 2017 VS. 2018	

DEVELOPMENT SNAPSHOT

Our deep dive into new condo development shows hundreds of new condos being planned, under construction, and recently completed all over Portland. Notably, Portland has one of its first large off-peninsula developments underway in Deering Center. A large portion of those units in Stevens Square at Baxter Woods are reserved for residents 55+, but the rest are market rate condos. We're seeing demand in places that haven't had any large projects in the past several decades, such as East Bayside and Deering Center. Another notable first: Portland's most expensive condo is currently under contract at Hobson's Landing (the former Rufus Deering Lumber site) – almost \$3 million.

RECENTLY COMPLETED



THE HILL YARD

6 Units – Munjoy Hill

Priced: \$425,000 - \$750,000

Square Footage: 869 - 1,471

Price Per Sq Ft: \$489 - \$525

Represented by Vitalius Real Estate Group



19 OCEAN AVENUE

Retail & Residential Condos – Woodfords Corner

Priced: \$355,000 - \$390,000

Square Footage: 1,152 - 1,228

Price Per Sq Ft: \$308 - \$338

Represented by Vitalius Real Estate Group



25 HIGH STREET

63 Units – Downtown

Priced: \$279,900 - \$579,900

Square Footage: 756 - 1,511

Price Per Sq Ft: \$312 - \$495

Represented by The Bean Group

UNDER CONSTRUCTION



30 FOX STREET

3 Units – East Bayside

Priced: \$250,000 - \$585,000

Square Footage: 525 - 1,168

Price Per Sq Ft: \$476 - \$500

Occupancy: Summer 2019

Represented by Vitalius Real Estate Group



PARRIS TERRACES

23 Units – West Bayside

Priced: \$215,000 - \$339,000

Square Footage: 410 - 675

Price Per Sq Ft: \$448 - \$668

Occupancy: Late Spring 2019

Represented by Portside Real Estate Group



20 THAMES STREET

28 Units + Retail – Eastern Waterfront

Priced: \$600,000 - \$875,000

Square Footage: 1,210 - 1,420

Price Per Sq Ft: \$495 - \$621

Occupancy: Spring 2019

Represented by Sotheby's International Realty

PLANNED FOR 2019-2020



VERDANTE AT LINCOLN PARK

31 Units – East End

Priced: \$380,000 - \$1.7 million

Square Footage: 713 - 2,449

Price per Sq Ft: \$456 - \$974

Occupancy: Mid-2020

Represented by Vitalius Real Estate Group



REDEVELOPMENT

HOBSON'S LANDING

89 Units in Phase 1 - Waterfront

Priced: \$350,000 - \$2.9 million

Square Footage: 828 - 3,172

Price per Sq Ft: \$335 - \$930

Occupancy: Summer 2020

Represented by Town and Shore Real Estate



STEVENS SQUARE AT BAXTER WOODS

20 Units in Phase 1 - Deering Center

Priced: \$359,000 - \$583,000

Square Footage: 922 - 1536

Price per Sq Ft: \$380 - \$410

Occupancy: Late 2019

Represented by Gardner Real Estate

2019 CONDO OUTLOOK

Portland Municipal Issues to Watch

Historic District Proposed for Munjoy Hill: New historic preservation proposal, if passed, will require new development to adhere to architectural guidelines compatible with the character of the existing neighborhood.

Changes to Protect the Working Waterfront: A city appointed committee is reviewing how Portland's waterfront should be used and developed following advocates concern about the impact of new development on the port's maritime industry.

Tax Re-Assessment Underway: The state requires the city to reassess property taxes every 10 years, and Portland is overdue. The process is scheduled to be complete in 2020 and may result in significant changes to assessment values in high-demand areas like the West End and Munjoy Hill.

Short Term Rental Regulations: In 2018, City Council clarified short term rental regulations. The term "owner occupied" was defined and as a result, increased the limit of non-owner occupied short term rentals from 300 to 400. Property owners may register up to five short term rentals per year. Only owner-occupied condos may use services such as Airbnb and HomeAway (though most are disallowed via association bylaws).

Remember the Resale - Will Older Condos Rule?

Some buyers are experiencing price fatigue as the price of new construction condominiums has gone up. With interest rates rising, Portland tax assessments changing, and the costs of construction pushing the price of new construction higher than ever, we suspect that these buyers will start reconsidering the resale. What does that mean for you? If you are planning to sell a well constructed, updated condominium in a vintage building, demand for your unit could be stronger than ever. New construction condos command a 54% price increase over resale condos. Additionally, municipal taxes and association dues are often lower for a resale unit than a comparably sized new construction unit.

Buyers May Refocus Their Search Off-Peninsula

For years, downtown Portland ("the peninsula") has been the primary focus of buyers who prioritize walkable, bike-friendly neighborhoods with a variety of corner stores, shops, and restaurants within blocks of home. However, downtown Portland condo prices are nearly DOUBLE the price of a condo off-peninsula. Recently, many improvements have been made in Deering Center and Woodfords Corner, and we're seeing a ton of new energy from residents and businesses excited to make their neighborhoods even more vibrant and easy to navigate on foot or bike. We predict condo sales to be stronger than ever off-peninsula in 2019!



VITALIUS REAL ESTATE GROUP

A boutique real estate brokerage based in downtown Portland.

We believe that our clients benefit from working with a diverse team of intelligent professionals who are dedicated to effectively negotiating the myriad needs of a real estate transaction. We do not hesitate to share our opinions, suggestions and experiences and our clients benefit from our team members' wide breadth of market knowledge. We will sell your condo, house or multi-family property with speed and the utmost professionalism, while making sure everyone has fun along the way. We work together because we like and respect each other – and we think you will feel the same way. www.vitalius.com

About the Annual Portland Condo Report

The Portland Condo Report is an annual review of the past year in Portland condo sales produced by Elise Loschiavo of Vitalius Real Estate Group. This report highlights condo inventory, the pace of the marketplace, what's selling, new development, and forecasts where condo sales are headed in the coming year.

RECENT VITALIUS SALES ACTIVITY IN THE PORTLAND MARKET:

Vitalius Real Estate represented the buyer and/or seller in each of these sales.



15 Middle St #205
Bay House Studio
FOR SALE \$342,900



10 Exchange #312
Old Port 2-Bedroom
SOLD \$340,000



23 Hampshire St #3
East End 2 Bedroom
SOLD \$330,000



107 India St #2
East End 2 Bedroom
SOLD \$610,000



167 Newbury St #305
Luminato 1 Bedroom
SOLD \$365,200



166A Grant St
Parkside Townhouse
SOLD \$282,000



60 Ashley Lane
No. Deering
Townhouse
SOLD \$285,000



114 Sherwood St #4
East Deering 2 Bedroom
SOLD \$207,000



65 Munjoy St
Munjoy Hill 1-2 Bedrooms
SOLD
\$250,000 - \$350,000

WE KNOW CONDOS.



ELISE LOSCHIAVO, Associate Broker

Elise lives, sleeps, and breathes Portland condos. She knows the ins-and-outs of each association, knows how to work effectively with the management companies, and is an expert on the Portland condo sales market. Along with developing this market niche, she has been writing the Annual Portland Condo Report since 2014 - tracking Portland condo developments and selling trends. She also created and hosts "Cocktails and Condos" - a chance for top downtown Portland brokers to get together and share what they have going on in the market.

Elise has lived on Munjoy Hill since 2005 and owns a single family home and a 3-unit in the neighborhood. She was also once named one of Portland's most influential people by the Portland Phoenix.

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VITALIUS PORTLAND CONDO REPORT

Wondering where your condo is valued in the current market?

For a no-cost, no-obligation opinion of value for your property, call or email me today!

If you are currently working with a Realtor, please disregard this notice. It is not our intention to solicit the clients or properties of other brokers.



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