










# PORTLAND CONDO REPORT

## 2021 Market Review & 2022 Forecast

In last year's Portland Condo Report, reviewing sales from the 2020 condo market, the price per square foot of existing condos rose a respectable 13% with lower than average sales volume. In 2021, the condo sales market saw yet another **13% gain** in the price per square foot of existing condos (*first chart, below*). Sales volume in 2021 was considerably higher, primarily due to a few large developments contributing 168 brand new units to the market. These new condos, built on and off-peninsula, are responsible for the majority of the gain in sales price and price per square foot overall (*second chart, below*). Last year we believed that condo purchases were slightly less desirable, as many buyers were working remotely and leaving larger cities in search of more larger spaces and outdoor amenities more commonly found in single-family homes. **It's now very clear that Portland condos continue to be in great demand. We've easily absorbed these new units into the market while existing condo values have steadily increased.**

CITYWIDE STATS	2020	vs	2021
 <b>MEDIAN DAYS ON MARKET</b>	11		10
 <b>NUMBER OF CONDOS SOLD</b>	334		503
 <b>AVERAGE PRICE PER SQ FT EXISTING CONDOS</b>	\$362		\$408
 <b>AVERAGE PRICE PER SQ FT NEW CONSTRUCTION</b>	\$550		\$546

ON-PENINSULA	OFF-PENINSULA
\$480,500 vs. \$652,200 AVG SALES PRICE 2020      AVG SALES PRICE 2021	\$287,600 vs. \$378,900 AVG SALES PRICE 2020      AVG SALES PRICE 2021
 <b>+ 35%</b> CHANGE IN AVG SALE PRICE 2020 VS. 2021	 <b>+ 31%</b> CHANGE IN AVG SALE PRICE 2020 VS. 2021
 \$431 vs. \$517 AVG PRICE PER SQ FT 2020      AVG PRICE PER SQ FT 2021	 \$238 vs. \$300 AVG PRICE PER SQ FT 2020      AVG PRICE PER SQ FT 2021
 <b>+ 20%</b> CHANGE IN AVG PRICE PER SQ FT 2020 VS. 2021	 <b>+ 26%</b> CHANGE IN AVG PRICE PER SQ FT 2020 VS. 2021

# DEVELOPMENT SNAPSHOT

In 2021, several large, sold-out condo developments were completed, bringing 165 brand new condos to the market. Over 200 additional units are in the process of being built at this time. We expect future new condo development announcements within Portland city limits will be scarce as developers struggle to reconcile sky-high land and materials costs with an increasingly difficult path to Portland development approvals. In Portland's 2020 election, the "Green New Deal" was passed via citizen's referendum and additional requirements were placed on new housing construction over 9 units. Many developers are concentrating on smaller projects (under 9 units), or looking to the surrounding cities and suburbs for new development opportunities.

## RECENTLY COMPLETED



### HAMMOND HOUSE

- 16 Units - East Bayside**
- Priced:** \$399,000 - \$950,000
- Square Footage:** 788 - 2,071
- Price Per Sq Ft:** \$428 - \$551

*Represented by Vitalius Real Estate*



### HOBSON'S LANDING

- 91 Units in Phase 1 - 383 Commercial St**
- Priced:** \$400,000 - \$3.675 million
- Square Footage:** 770 - 3,172
- Price Per Sq Ft:** \$403 - \$1,213

*Represented by Town and Shore Real Estate*



### VERDANTE AT LINCOLN PARK

- 29 Units - East End - 99 Federal St**
- Priced:** \$395,000 - \$2.68 million
- Square Footage:** 695 - 2,817
- Price Per Sq Ft:** \$458 - \$952

*Represented by Vitalius Real Estate*

## RECENTLY COMPLETED



### STEVENS SQUARE AT BAXTER WOODS

- 21 Units in Phase 1 - Deering Center**
- Priced:** \$360,000 - \$612,000
- Square Footage:** 921 - 2,541
- Price Per Sq Ft:** \$325 - \$526

*Represented by Gardner Real Estate*

## UNDER CONSTRUCTION



### DAYMARK

- 54 Units - 30% Reserved - Bayside**
- Priced:** \$399,000 - \$1.1 million
- Square Footage:** 660 - 1,692
- Price Per Sq Ft:** \$422 - \$931
- Occupancy:** Fall 2022

*Represented by Portside Real Estate*



### THE GOODWIN

- 23 Units - SOLD OUT - Parkside**
- Priced:** \$213,000 - \$425,000
- Square Footage:** 492 - 795
- Price Per Sq Ft:** \$345 - \$566
- Occupancy:** Spring 2022

*Represented by The Bean Group*

## UNDER CONSTRUCTION



### 218 WASHINGTON

- 45 Units - 21 Reserved - East Bayside**
- Priced:** \$469,000 - \$1.625 million
- Square Footage:** 636 - 1,996
- Price Per Sq Ft:** \$606 - \$1,095
- Occupancy:** Summer 2022

*Represented by Keller Williams*



### STEVENS SQUARE PHASE TWO

- 28 Units - 17 Reserved - Deering Center**
- Priced:** \$545,000 - \$783,000
- Square Footage:** 1,127 - 1,609
- Price Per Sq Ft:** \$440 - \$510
- Occupancy:** Spring/Summer 2023

*Represented by Gardner Real Estate*



### HOBSON'S LANDING PHASE TWO

- 64 Units - 34 Reserved - 385 Commercial St**
- Priced:** \$425,000 - \$2.60 million
- Square Footage:** 614 - 2,031
- Price Per Sq Ft:** \$416 - \$1,346
- Occupancy:** Fall 2023

*Represented by Town and Shore Real Estate*

# 2021 OUTLOOK

## Other Development News & Municipal Issues

- **After a long COVID-related delay, Portland's property tax reassessment is complete** and new bills were issued in July 2021. The total citywide assessed value increased by 77% over the previous assessment, but was accompanied by a 44% reduction in the mill rate. Condo owners on average saw fairly flat tax bills, with many condo owners reporting a reduction in their property taxes. We believe this is because their units were built and assessed in more recent years, and the assessed values were closer to the current market value than other, older types of properties. For instance, larger (5+) multi-unit owners were some of the hardest hit with an average 25% increase in their tax bills. Across all types of properties, 44% of property owners saw their bills go higher, 36% were lower, and 20% were the same.
- **The Portland Foreside project continues to evolve on the Eastern Waterfront.** Formerly the 10-acre site of The Portland Company, the project is being developed in several phases over 10 years. Phase One has seen completion of the 141-slip Fore Points Marina, and construction of a 77,000 SF office building for SunLife Financial. The ultimate vision for Portland Foreside involves six "blocks" including a boutique hotel, office and retail space, a public market with food vendors, and over 600 units of housing. The exact mix of housing (condos vs rental units) isn't yet public.
- **The City Council passed the Munjoy Hill Historic District in April 2021**, designed to prevent buildings designated as contributing to the district from demolition. Any new construction or alterations within the district are now subject to design review by the Historic Preservation Board. The District does not cover the entire neighborhood, and can be viewed on the Historic Preservation Department website.
- **The Portland Charter Commission is hard at work reviewing the city charter.** It's expected they will propose changes related to the powers of an elected mayor, the status of the city manager position, racial and socioeconomic equity, police accountability, School Board independence and control, clean elections funding, and non-citizen voting. Voters will have the opportunity to approve or reject these changes in a future election. Last year, several long-time city councilors resigned, some citing exhaustion related to increased political divisions in the city.

## Predictions for the 2022 Sales Market

**As of late February 2022, condo inventory in Portland was lower than we've seen in many years.** New listings have been ultra-competitive and there are several recent examples of condos being bid up \$100,000 or more above their asking prices. The market is shifting faster than Realtors and appraisers are able to process and adjust. We do expect that there will be the usual uptick in condo listings in April and May, but there are more than enough buyers out there to absorb the new inventory without affecting the competitiveness of the market. With the Federal Reserve in the process of raising interest rates, in the midst of rising inflation and a shaky stock market, many buyers are racing to lock down properties ASAP. Another 10-15% gain in condo values would not be out of the question.

## About the Annual Portland Condo Report



**The Portland Condo Report** is an annual review of the past year in Portland condo sales produced annually since 2014 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.

**Vitalius Real Estate Group is 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.

**VITALIUS PORTLAND CONDO REPORT**  
 Read inside for an update on the Portland condo market.

[www.vitalius.com](http://www.vitalius.com)

# WE KNOW CONDOS.



**ELISE LOSCHIAVO** Partner / Broker, Vitalius Real Estate Group

**Elise has been a top condo broker in the city of Portland for several years running.** What does this mean to you? 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 truly understands the Portland condo sales market. She 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 become the "go-to" broker for condo projects and condo resales throughout the city of Portland. Elise has lived on Munjoy Hill since 2005.

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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.*

## SOME OF ELISE'S RECENT SALES ACTIVITY IN THE PORTLAND CONDO MARKET:



**98 Gray St. #1, 2, 3**  
 3-unit Condo Project  
 West End  
 Under Contract  
 \$525K - \$535K



**118 Congress St. #204**  
 Munjoy Hill  
 2 bedroom / 2.5 bath  
 SOLD \$997,000



**19 Ocean Ave #4**  
 Back Cove  
 2 bedroom / 2 bath  
 SOLD \$435,000



**9 Lewis St. #3A**  
 West End  
 2 bedroom / 1 bath  
 SOLD \$535,000



**72 Munjoy St. #5**  
 Munjoy Hill  
 2 bedroom / 2 bath  
 SOLD \$1,100,000



**197 Pine St. #41**  
 West End  
 1 bedroom / 1 bath  
 SOLD \$350,000



**340 Eastern Promenade #148**  
 Munjoy Hill  
 2 bedroom / 1.5 bath  
 SOLD \$505,000



**105 India St. #2**  
 East End  
 2 bedroom / 2 bath  
 SOLD \$680,000



**117 Sheridan St. #7**  
 Munjoy Hill  
 2 bedroom / 1.5 baths  
 SOLD \$525,000