



PAM BATES

*Boston's South Shore Real Estate Resource*

## 2021 Year End Hingham Real Estate Review and Market Insights



Beautiful Bare Cove Park in early winter, Hingham

### 2021- A seller's market for sure!

Greetings!

2021 is a wrap! Another crazy year in the real estate market has come to a close. I consider 2021 one of the strongest seller's markets I have seen since I started tracking local real estate statistics in 2010. Home values are way up as all other seller metrics. Yet, total sales are relatively flat. Buyer demand and low inventory have



Boston's South Shore

fueled this market.

In Hingham, total sales have increased 15% year-over-year which has been driven solely by a median sale price increase of 29%. Read below for more details.

Here's what I forecast for 2022-

1. Interest rates are starting to creep up. See below!
2. Still high demand for homes in our communities with commuting time being a factor once again.
3. Job growth in the area and likely continued workplace flexibility.
4. Home offices will still be a high priority for work from home or hybrid options.
5. COVID concerns have changed and evolved but still a factor in the real estate market.

Expert forecasters predict a continued positive real estate market for SELLERS. If you live locally and are thinking about making a change, let's chat. **NOW is a great time to think about selling. We need homes!**

**Personal Accomplishments-** Thanks to your continued support, 2021 was another great year for me. I assisted buyers and sellers with \$23 million in sales on the South Shore and ranked in the top 2% of all Coldwell Banker agents internationally. Merci!

**Mortgages-** I have provided the latest on mortgage rates from **Kevin Byrne**, now with Movement Mortgage. He is my "Go To" person as he is responsive, professional, reliable and offers very competitive mortgage rate options.

As always, if you have any questions about the local real estate market or would like to discuss purchasing or selling a home, I am just a phone call, text or click away.

Sincerely,



**Pam Bates**

*Coldwell Banker Realty*

*Hingham, MA*

**Real Estate Resource**

**Pamela Bates**

*Realtor  
Relocation Specialist  
Notary Public*

**2021 results**

- \$23M in sales
- 19 homes sold
- \$1.3M average home sale price

**International  
President's Elite  
2017-2021**

*Top 2% of Coldwell Banker  
associates internationally*

**Thank you for your  
continuous support!**

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## My Agent Video



If you would like to learn more about my approach to representing successfully buyers and sellers on Boston's South Shore, click on the arrow above.

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## Looking for Homes to Sell!



**A great time to sell!**  
Home values are way up

and inventory is low. I would be pleased to meet with you, listen to your objectives and design a personalized plan to successfully sell your home in 2022! Now is the time to plan. Let's chat soon~

## Market News



### 2021 Hingham Single Family Statistics

While the number of homes sold was flat, the rest of the statistics are up and favor sellers. Total sales were \$362 million, up by 15% from a year ago. Total homes sold were 283, up slightly by just .7%. Growth was fueled by home sale prices. Median Sale Price was \$1,125,000 up by 29% and Average Sale Price was \$1,279,810 up by 14%. The first half rapid acceleration was buffered by second half results. The Sale Price per Square Foot is also up by 17.7% to \$466 per square foot.

Current inventory is only 9 homes. Down by 44%! We need homes to sell!

### Changes Favoring Sellers

	2021	2020	% Change
Total Sales	\$362,186,213	\$315,722,751	14.7%
# of Homes Sold	283	281	0.7%
Sales to List Price Ratio	102%	98%	4%
Days to Offer	19	38	(100%)
Median Sale Price	\$1,125,000	\$875,000	28.6%
Average Sale Price	\$1,279,810	\$1,123,569	13.9%
Average Sale Per Sq. Ft.	\$466	\$396	17.7%

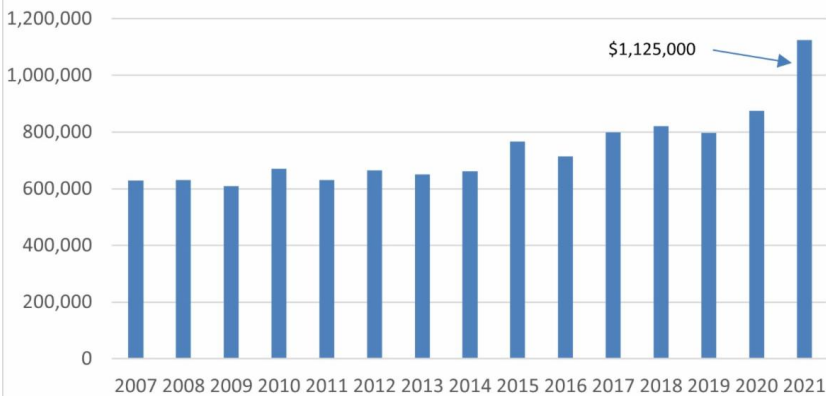
	1/13/2021	1/13/2020	% Change
Current Inventory			
# SF Homes on Market	9	13	(44.4%)
Months of Inventory	.44	.56	(27.3%)

*Source for all data: Multiple Listing Service Property Information Network, Inc*

**Hingham Median Sale Price**

Hingham's median sale

### Hingham Median Sale Price



price for 2021 is \$1,125,000. That is up by 28.6% from the previous year. WOW!



### 2021 South Shore Single Family Market Statistics

Most communities saw total sales volume flat, other than Hingham and Duxbury. Growth is fueled by Median Sale Price vs Units Sold, which is stable. Days to Offer down as a result of low inventory.

Town	Total Sales	% Change	Days to Offer	# Units Sold	Median Sale Price
Cohasset	\$207,976,457	.1%	41	137	\$1,350,000
Duxbury	\$221,489,399	(9.6%)	14	190	\$ 885,000
Hingham	\$362,186,751	14.7%	19	283	\$1,125,000
Norwell	\$138,987,822	1.1%	23	143	\$ 850,000
Scituate	\$261,444,006	2.2%	21	285	\$ 800,000

## Client Feedback



**SOLD:**  
142 Otis Street, Hingham

*"We bought and sold a home with Pam. It was a superb experience. Pam is thoughtful, honest, quick to*



**PURCHASED:**  
93 Main Street, Hingham

*"We could not have asked for a better agent than Pam - Thoughtful,*

respond to questions or concerns. Her knowledge of the housing market, the area she works in and general real estate information is excellent and when she doesn't know the answer to a question, she quickly looks to find an answer. We really appreciated her calm demeanor...particularly in a time that is very emotional for clients.

On a professional basis, I have also worked with Pam on clean outs and staging. She is thorough, a great communicator and values my time as a contractor. Working with Pam Bates is a true pleasure."

**-Natalie and Jim Ahern**

attentive, flexible, deeply knowledgeable about the South Shore, pushed us when we needed to be pushed, cautioned us when we needed to pause, responsive and patient.

Pam is a partner and an advocate in the real estate process. We were moving from out of state and needed an agent that truly knew the area.

Pam spent an inordinate amount of time helping educate us about the area and leveraging her contacts for current and upcoming properties.

As an extra bonus - she is a joy to be with and has a great sense of humor which is helpful in a stressful move! You cannot go wrong with having her as your real estate partner."

**-Jeanne Beauregard and Marc Stolzman**

Can I assist you in achieving your real estate goals in 2022? 😊

## Today's Rates



### **Kevin Byrne now of Movement Mortgage**

can recommend a mortgage plan to fulfill your needs.

As of **1/14/22** the following rates are available:

30 Yr Fixed – 3.25% + 0 pts

30 Yr FHA – 3.0% + 0 pts

30 Yr Jumbo – 3.25% + 0 pts

15 Yr Fixed -2.99% + 0 pts

7/1 ARM – 3.125% + 0 pts

**Rates are starting to creep up!**

Other rate and point options available.

Contact Kevin for any of your mortgage questions.

e: [kevin.byrne@movement.com](mailto:kevin.byrne@movement.com)

c: 781 718-3366

w: [www.KevinByrne.com](http://www.KevinByrne.com)

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