

Beverly, Mass

MARKET REPORT

2021

Quarter I

January - March

Sagan
Harborside

Sotheby's
INTERNATIONAL REALTY

BEVERLY

OVERALL TRENDS

1. The median price of the Single Family Homes (SFH) sold in Q1 2021 increased 14.9% to \$575,500 from the Q1 2020 figure of \$501,000, which was by far the lowest number in 2020.
2. With no new major developments, the median Condo price dropped 5.3%% from \$375,000 to \$355,000, which was in line with the median price for the whole of 2020.
3. SFH sales increased from 41 to 44, in line with the 5-year average, while Condo sales jumped from 23 to 35.
4. 77% of SFHs and 69% of Condos sold received accepted offers in 15 days or less.
5. Despite the huge decline in inventory, sales in Essex County in Q1 2021 were quite steady, an indication of how quickly homes were selling. See slide 13.
6. Every one of the 34 cities and towns in Essex County saw Year-on-Year (YOY) increases in the median selling price; only 6 of the 34 cities and towns recorded a median SFH price under \$500,000.
7. The national average cost of a 30-year Fixed-Rate Mortgage (FRM) ended 2020 at 2.67%. Since early January, the yield on US Treasuries has risen sharply, and this in turn has moved the FRM to 3.13% - still extremely low by historical comparisons. See slide 14.

ABBREVIATIONS & NOTES

SFH = Single Family Home

Q1 = January – March; Q2 April- June; Q3 July-September; Q4 October – December

YTD Q3 = Year to Date January- September

Median prices exclude **distressed sales** – foreclosures and short sales – because these are not normally arms-length transactions. **“Sales”** include everything.

The **median price** is the **price** in the very middle of a data set, with exactly half of the houses priced for less and half priced for more. **It is not the average price.**

Look at this list of numbers: 5,6,7,8,9,10,11,12,13,14,15,100,100. The median price – the middle one – is 11. The average is 24. **Median price removes the impact of outliers** – whether high or low.

If 50% of sales take place above \$100,000 and 50% below then the median will be \$100,000. When the percentage increases to 60% below \$100,000, that means that more sales are occurring at lower prices and so the median price declines.

DTO – Days to Offer: The number of days a property is listed before an accepted offer is received. A more reliable guide to activity than **DOM – Days on Market** – as a number of matters can affect the timing for the latter.

Months of Supply: If 60 properties have sold in the last 6 months that is a rate of 10 per month. If there are currently 20 properties for sale the supply is 20 divided by 10 = 2 months. Because properties sell more quickly in summer months, we use Year to Date numbers to even out those fluctuations.





44

SINGLE FAMILY HOMES SOLD IN Q1 2021

35

CONDO AND TOWNHOMES SOLD IN Q1 2021



MARKET ACTIVITY

AT A GLANCE

SINGLE FAMILY HOMES

CONDO AND TOWNHOMES

Q1 2021 vs. Q1 2020

Q1 2021 vs. Q1 2020



14.9%

MEDIAN SALES PRICE

The median price increased to \$575,500 from \$501,000 in Q1 2020 – which was by far the lowest Quarterly number in 2020



7.3%

UNITS SOLD

44 SFHs sold in Q1 2021 up from 41 in Q1 2020 and in line with the 5-year average



-5.3%

MEDIAN SALES PRICE

The median price of the Condos sold was \$355,000, down from \$375,000 in Q1 2020



52.5%

UNITS SOLD

Sales jumped from 23 to 35 units, the highest Q1 total since 2017

SINGLE FAMILY HOMES

BY THE NUMBERS

	Q1 2019	Q1 2020	Q1 2021	%Change 2021 VS. 2020
Median Price	\$525,000	\$501,000	\$575,500	+14.9%
Median Price per Square Foot	\$257	\$294	\$322	
Median Days on Market	42	22	20.5	
Median Days To Offer	23.5	7	7	
Highest Price	\$1,495,000	\$2,400,000	\$2,200,000	
Lowest Price	\$253,300	\$305,000	\$405,000	
Number of Properties Sold	37	41	44	+7.3%
% Sold Price to List Price	98%	101%	104%	
Total Dollar Volume	\$21.9 million	\$24.3 million	\$29.6 million	



CONDO AND TOWNHOMES

BY THE NUMBERS

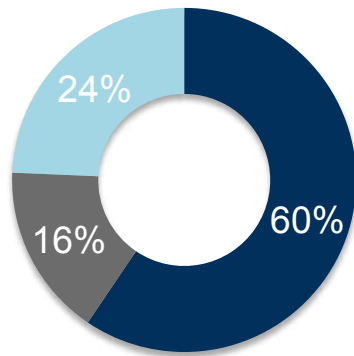
	Q1 2019	Q1 2020	Q1 2021	%Change 2021 vs. 2020
Median Price	\$372,450	\$375,000	\$355,000	-5.3%
Median Price per Square Foot	\$302	\$302	\$329	
Median Days on Market	27.5	26	21	
Median Days To Offer	13.5	13	8	
Highest Price	\$500,000	\$865,000	\$695,852	
Lowest Price	\$184,000	\$63,000	\$198,000	
Number of Properties Sold	24	23	35	+52.5%%
% Sold Price to List Price	100%	101%	101%	
Total Dollar Volume	\$8.6 million	\$9.8 million	\$13.4 million	



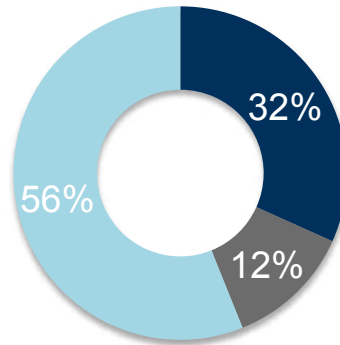
LIST PRICE VS. SALES PRICE

SINGLE FAMILY HOMES

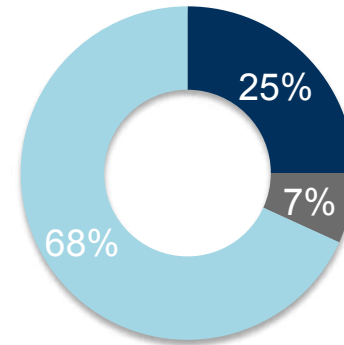
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Q1 2019



Q1 2020



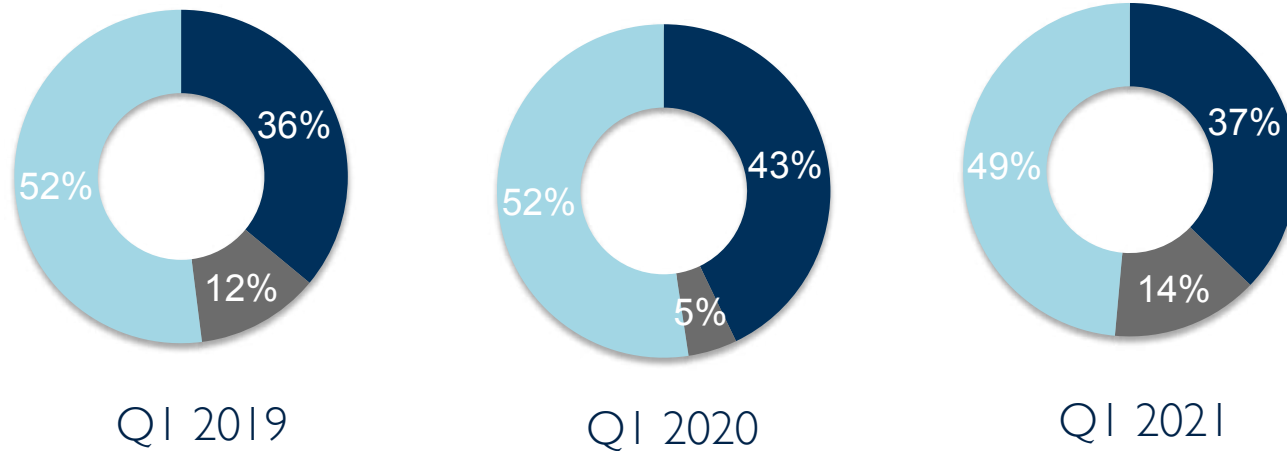
Q1 2021

Almost 7 in 10 SFH sales in Q1 2021 were above list price

LIST PRICE VS. SALES PRICE

CONDO AND TOWNHOMES

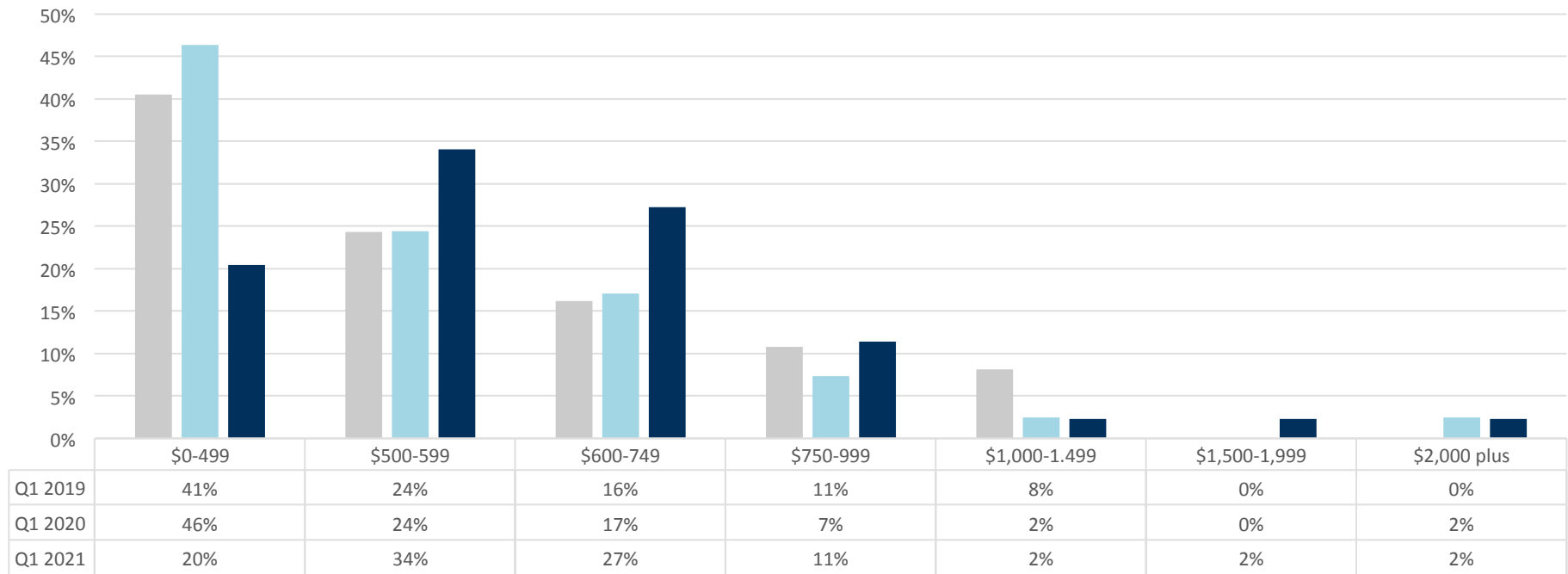
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Half the sales in each of the last 3 years occurred above list price

MARKET SHARE BY PRICE BRACKET

SINGLE FAMILY HOMES



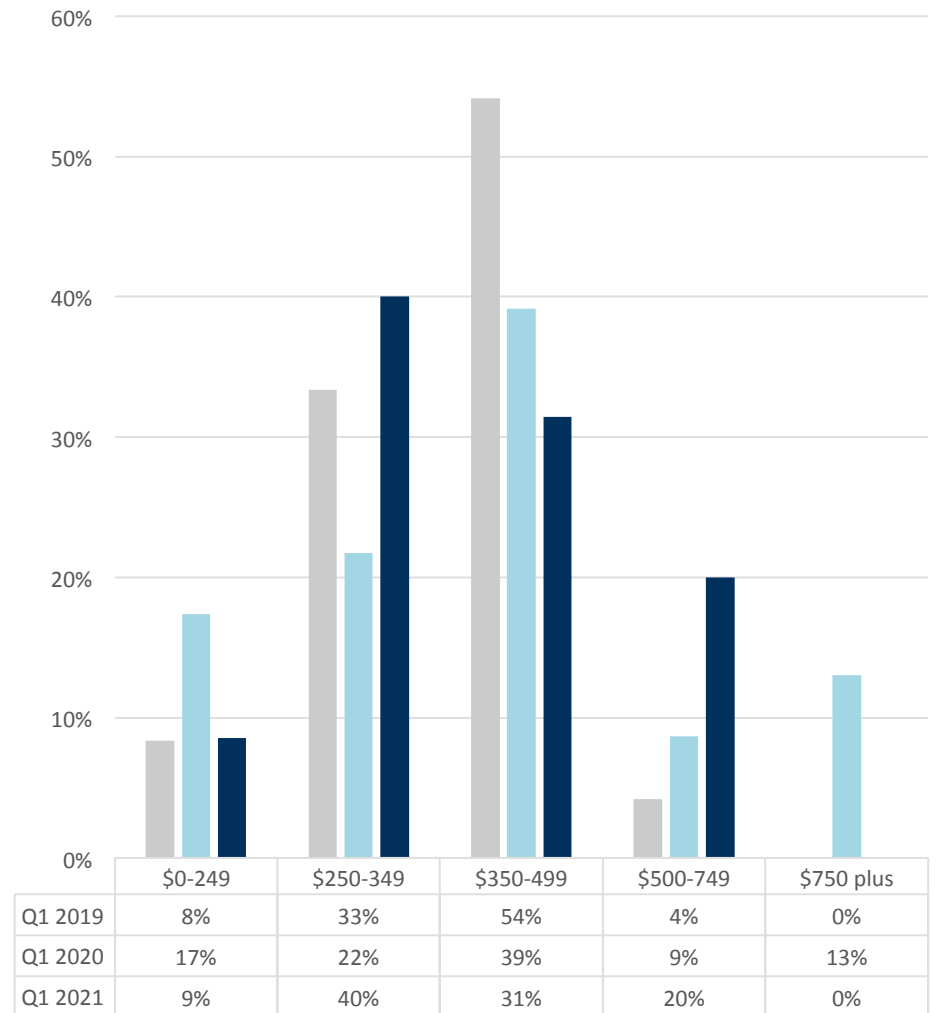
	Q1 2019	Q1 2020	Q1 2021
Median Price	\$525,000	\$501,000	\$575,500

The percentage of sales under \$600,000 went from 65% in Q1 2019 and 70% in 2020 down to 54% in 2021 – driving the median price upwards and closer to \$600,000

MARKET SHARE BY PRICE BRACKET

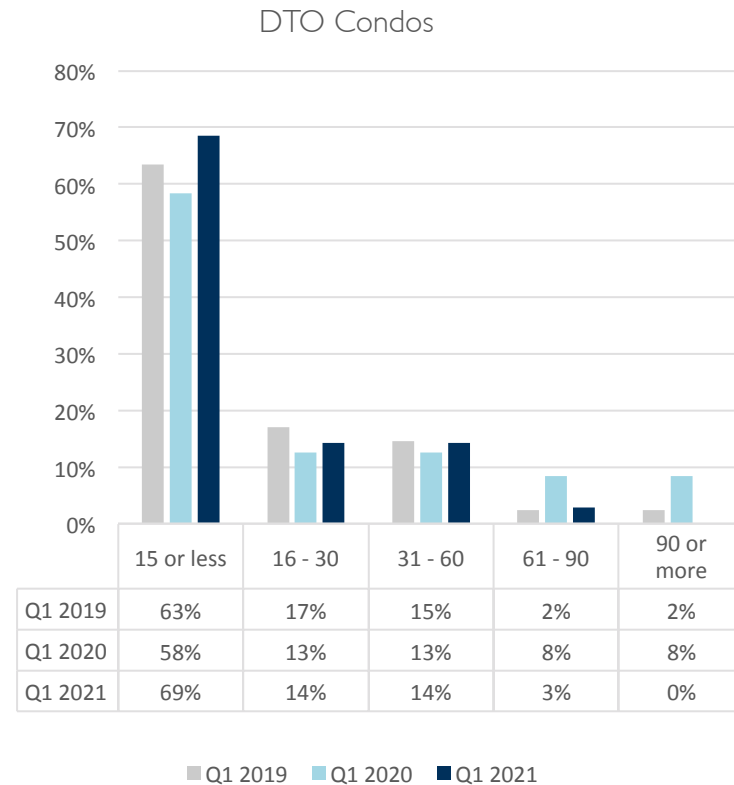
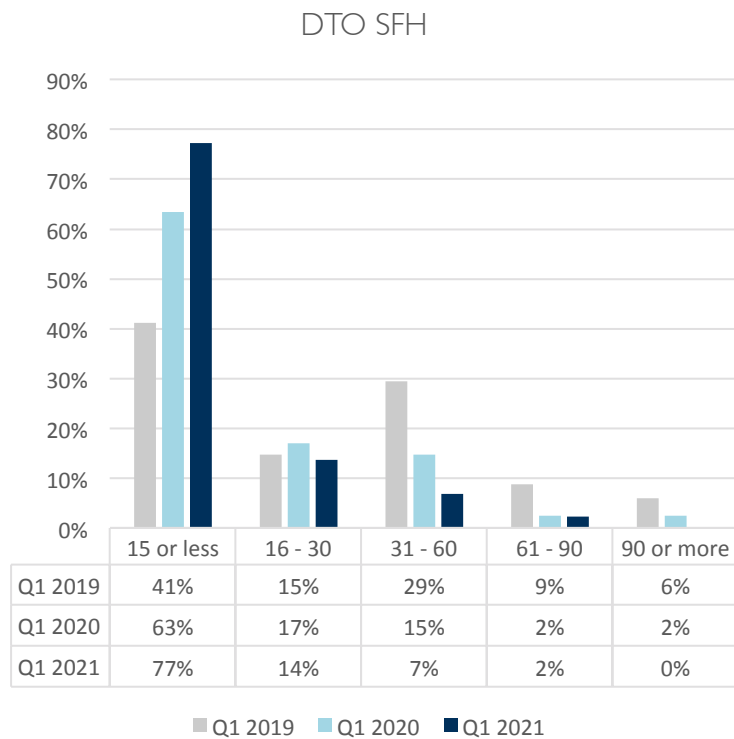
CONDOS

No major new developments distorted the market in Q1 2020 or 2021 and the median price dropped back a little.



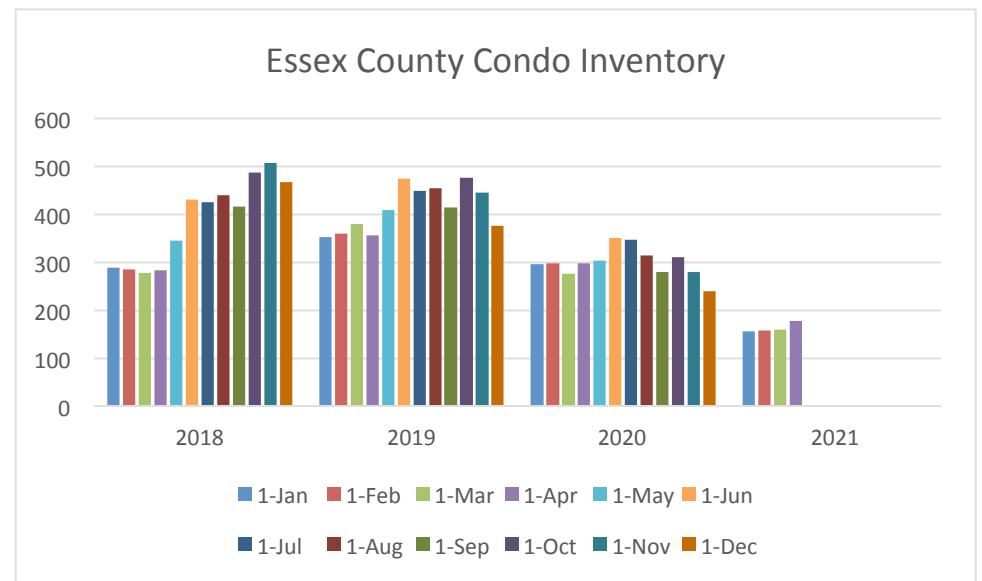
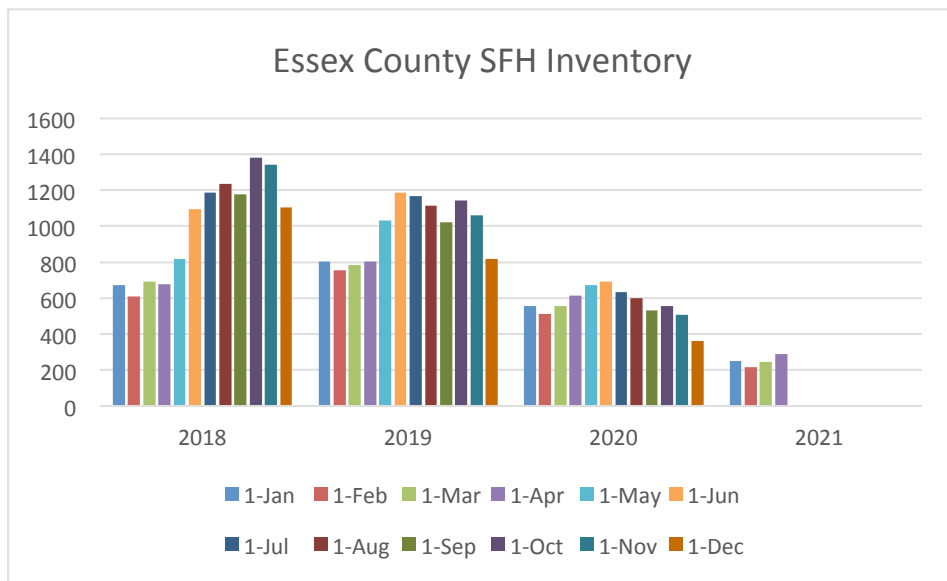
	Q1 2019	Q1 2020	Q1 2021
Median Price	\$372,450	\$375,000	\$355,000

DAYS TO ACCEPTED OFFER (DTO)



77% of SFHs and 69% of Condos sold received accepted offers in 15 days or less

HOUSING INVENTORY DECLINE ACCELERATES IN ESSEX COUNTY BUT SALES HOLD QUITE STEADY



Essex County Sales							
	2020	2021		2020	2021		
SFH				Condos			
Jan	348	349		Jan	154	190	
Feb	271	281		Feb	154	159	
Mar	363	304		Mar	192	194	
	982	934	-5%		500	543	9%

MORTGAGE RATES HAVE INCREASED IN 2021 - STILL EXCEPTIONALLY LOW BY HISTORIC STANDARDS

U.S. weekly averages as of 04/08/2021

30-Yr FRM
3.13% | \downarrow 0.05 1-Wk
 \downarrow 0.20 1-Yr
0.7 Fees/Points

15-Yr FRM
2.42% | \downarrow 0.03 1-Wk
 \downarrow 0.35 1-Yr
0.6 Fees/Points

5/1-Yr ARM
2.92% | \uparrow 0.08 1-Wk
 \downarrow 0.48 1-Yr
0.1 Fees/Points

Zoom 1Y 3Y 5Y **10Y** All

04/08/2011 - 04/08/2021



Source: Freddie Mac

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ABOUT TEAM HARBORSIDE

Team Harborside is your go-to resource for North Shore real estate. With decades of combined experience, Matt Dolan and Dick McKinley have developed a client-focused approach. It starts with the client's objectives--not the goals of the agent or the temperature of the market. From there, the entire team works deliberately to plan out a strategy that will meet those objectives.

Paired with unmatched expertise in the North Shore market, Matt and Dick's philosophy allows them to position properties for maximum value within the region.

Team Harborside works with buyers and sellers in a variety of scenarios across all areas of residential real estate, including condo conversions, new home construction, investment strategies and investor property acquisition.



All data within this document is derived from MLSPIN. This report was published for the exclusive use of Team Harborside in partnership with OliverReports.com.



For those who seek an exceptional life

New Listing | Meticulously built in 2016, this distinctive home in Swampscott, MA offers ocean views and a pristine interior. Each living space artfully blends elegant design with modern functionality and boasts soaring ceilings, chef's kitchen, a luxurious first floor master suite, and full elevator access. Sited in a desirable neighborhood, the exterior provides wonderful gardens, stone patios, and a lush lawn.

4 Beds | 4F, 1H Baths | 4,691 SQ. FT.

Offered at \$2,599,000

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