

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beverly

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 27 | 34 | + 25.9% | 185 | 187 | + 1.1% |
| Closed Sales | 33 | 32 | - 3.0% | 165 | 143 | - 13.3% |
| Median Sales Price* | \$470,000 | \$542,500 | + 15.4% | \$469,500 | \$523,000 | + 11.4% |
| Inventory of Homes for Sale | 44 | 34 | - 22.7% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.5 | - 11.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 47 | + 27.0% | 52 | 50 | - 3.8% |
| Percent of Original List Price Received* | 99.9% | 99.3% | - 0.6% | 99.7% | 98.1% | - 1.6% |
| New Listings | 29 | 29 | 0.0% | 205 | 203 | - 1.0% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

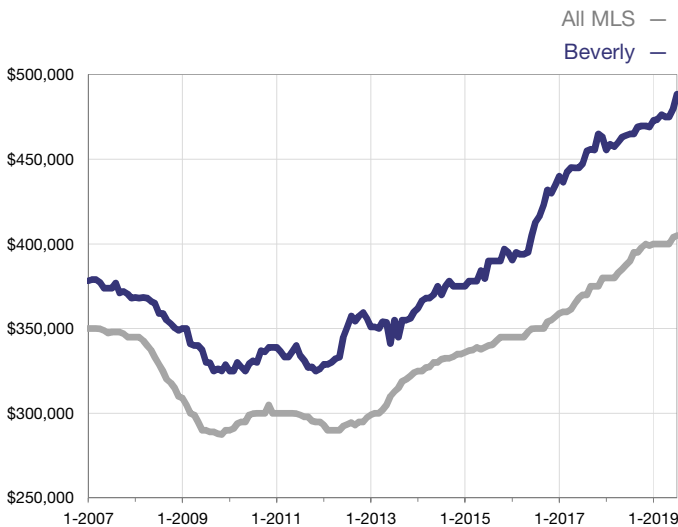
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 7 | 23 | + 228.6% | 64 | 89 | + 39.1% |
| Closed Sales | 10 | 14 | + 40.0% | 69 | 73 | + 5.8% |
| Median Sales Price* | \$294,500 | \$310,000 | + 5.3% | \$279,900 | \$339,000 | + 21.1% |
| Inventory of Homes for Sale | 26 | 20 | - 23.1% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.9 | - 17.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 39 | 32 | - 17.9% | 36 | 48 | + 33.3% |
| Percent of Original List Price Received* | 98.5% | 99.3% | + 0.8% | 100.8% | 98.7% | - 2.1% |
| New Listings | 13 | 22 | + 69.2% | 88 | 108 | + 22.7% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

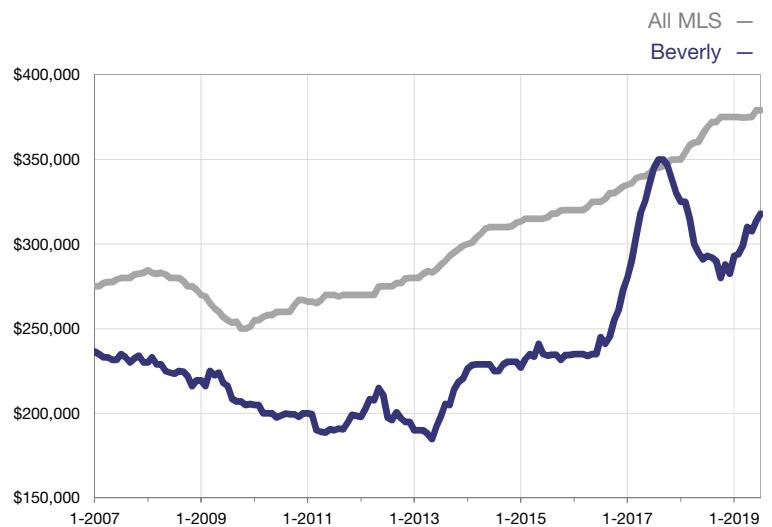
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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