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Advisors Living opens new residential sales office in Andover; Oates to serve as branch manager

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Michelle Oates

Andover, MA Advisors Living, the expanding residential sales platform of Boston Realty Advisors, opened a new office at 68 Main St.

“Andover is a desirable suburban community offering great access to Boston for commuting professionals,” said Michelle Oates, senior vice president of Advisors Living, who will serve as the office’s branch manager.

“Home to the prestigious Phillips Academy, Andover offers a bustling downtown, an impressive amount of preserved land for nature enthusiasts, and beautiful homes at a variety of price points – everything from antiques to new construction,” Oates said.

The new office will also serve North Andover, as well as neighboring towns such as North Reading, Wilmington, and Tewksbury, and other communities throughout the Merrimack Valley.

Some agents in the new Andover office are licensed to serve clients in southern New Hampshire as well, and many homebuyers and sellers in the area benefit from having a real estate professional who can help them on both sides of the border.

The new office is located in a downtown location at 68 Main St., Suite 5, offering parking and proximity to popular shops and restaurants.

Sales of new homes in Andover have shattered records recently, according to Advisors Living research and analysis. “Home values have appreciated 38 percent in the last five years,” said Oates. “Median selling price has exceeded \$800,000 for the first time ever.”

Moreover, as the new Andover brokerage office opens there is a shortage of supply, with only 13 single family homes for sale in the town, a near record.

“As soon as word began to spread that we planned to open an office in Andover, we started hearing almost daily from local realtors who wanted to learn more about us, said Oates. “Five residential advisors have already joined our office, and we’ve hired an experienced marketing professional who will provide individualized support to our advisors in promoting their listings and their services.”

Advisors Living has been selling real estate for over 20 years and is part of the largest independent real estate brokerage in the state of Massachusetts. “Our newest office in Andover has been built on our unwavering commitment to clients, unique mastery of the market and white glove service,” said Oates.

Advisors Living agents are market experts who successfully close more volume on average than most agents in the area. A recent comparison using MLS PIN data showed that the average Advisors Living agent closed \$8.6 million annually, compared to \$7.1 million by the average agent in the next firm and an average of under \$6 million for the top five residential real estate firms in Greater Boston.

In March, Advisors Living celebrated the opening of a new office in Wellesley, serving the MetroWest area and sharing space with a new sales gallery for Terrazza, 35 condominiums under construction a block away on Linden St.

The opening, along with that of an office in Weston, represented Advisors Living's expansion throughout Greater Boston from its 21-year home office in the Back Bay.

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