

Q1 2020 BEACON HILL

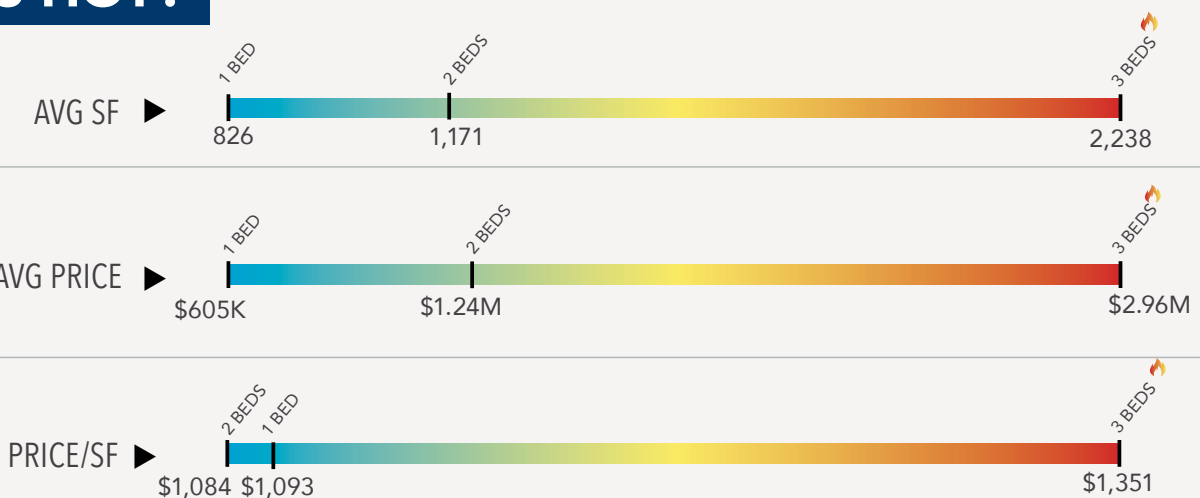


TRENDS & INSIGHTS

- Beacon Hill's significant average price increase in Q1 2020 is attributed to only 27 closings, two of which were at \$8.5M and \$15.75. For reference, the largest two sales in Beacon Hill in Q1 2019 were \$4.2M and \$5.595M.
- Historically, Boston's most exclusive (and oldest) submarket, there have been only a few new developments (The Archer Residences targeting summer 2020 delivery) of any scale. Most of the product is in smaller condominium buildings and subdivided brick homes, with limited tradition condo supply.



WHAT'S HOT?

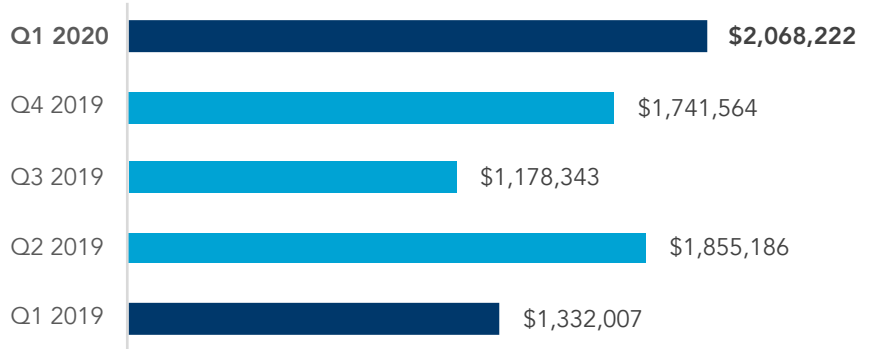


NOTE: No Beacon Hill studios Sold/UAG in MLS from 1/1/20 to 3/31/20

AVERAGE SALES PRICE



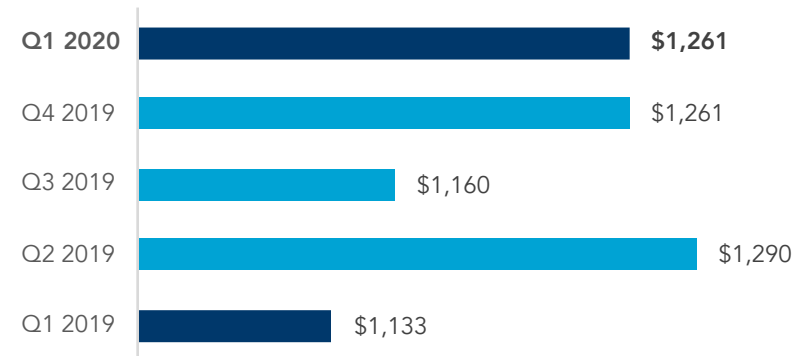
↑ 55.3%
 YEAR OVER YEAR
\$736,215
 INCREASE



AVERAGE COST PER SQ FT



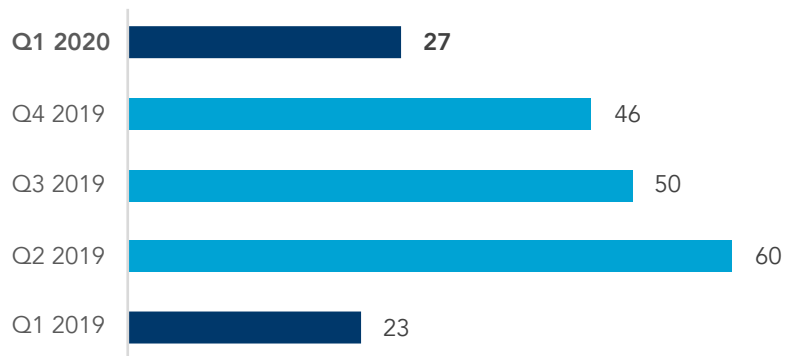
↑ 11.3%
 YEAR OVER YEAR
\$128
 INCREASE



NUMBER OF CLOSINGS



↑ 17%
 YEAR OVER YEAR
4 UNIT
 INCREASE



Note: Data is sourced from MLS and Link