

Q1 2020 SOUTH END

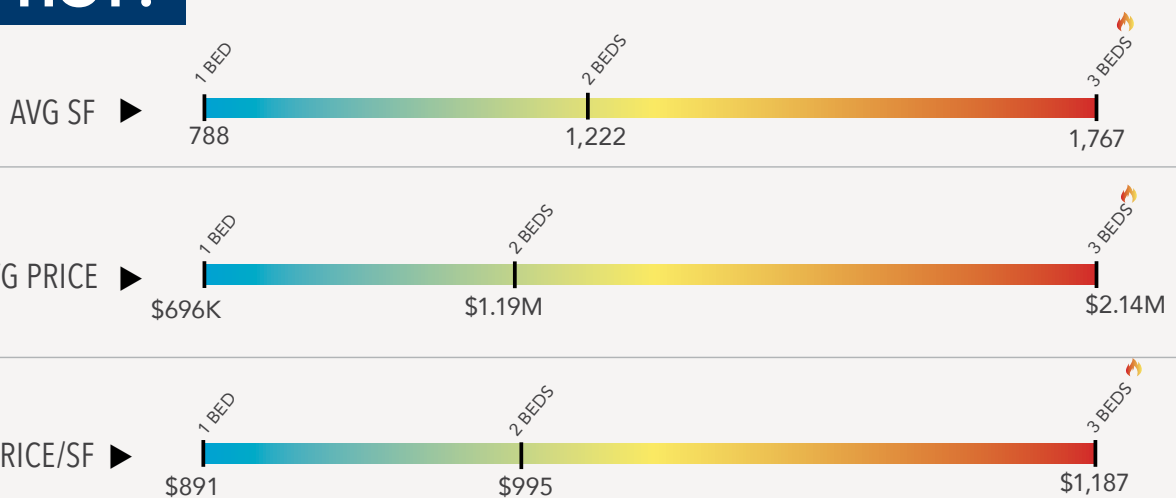


TRENDS & INSIGHTS

- 🔗 The number of closings in the South End decreased close to 20% quarter over quarter – due to the lack of new inventory in Q1 2020 compared to Q1 2019 when more resales were on the market.
- 🔗 Last year at this time, there were resales at Sepia and Siena selling on a consistent basis with other smaller boutique buildings, such as 201 W Brookline, delivering as well.
- 🔗 Unseen Q1 data includes 20 units under agreement at 100 Shawmut and The Quinn – two new large luxury residential buildings being developed – to close in 2021 when these buildings deliver; which will cause a quarterly spike in all pricing metrics.
- 🔗 To be delivered this year – 88 Wareham and The Factory (46 Wareham) – Neither development formally began selling in Q1 2020 on MLS; and are expecting to see listings in both buildings by Q2 or Q3, due to delays related to the pandemic.

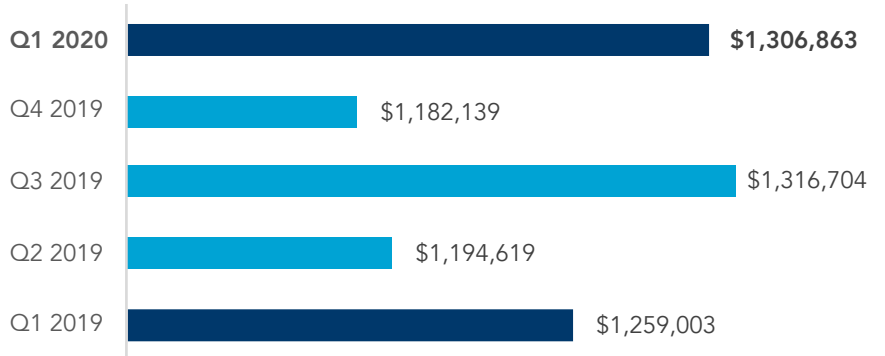


WHAT'S HOT?

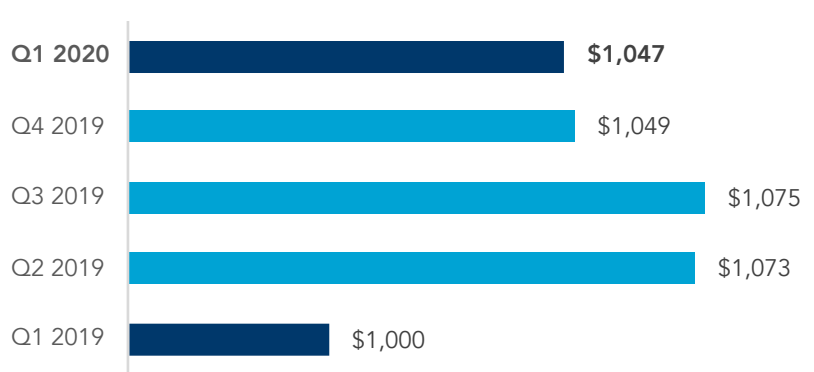


NOTE: No South End studios Sold/UAG in MLS from 1/1/20 to 3/31/20

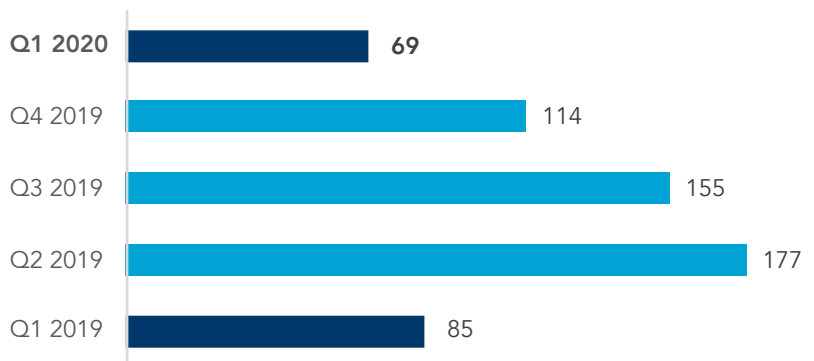
AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link