

Q1 2020 MARKET REPORT

ALLSTON/BRIGHTON • BACK BAY
BEACON HILL • EAST BOSTON • MIDTOWN
NORTH END • SEAPORT • SOUTH BOSTON
SOUTH END • WATERFRONT
BROOKLINE • CAMBRIDGE • NEWTON
MARTHA'S VINEYARD • NANTUCKET



Q1 2020 ALLSTON & BRIGHTON

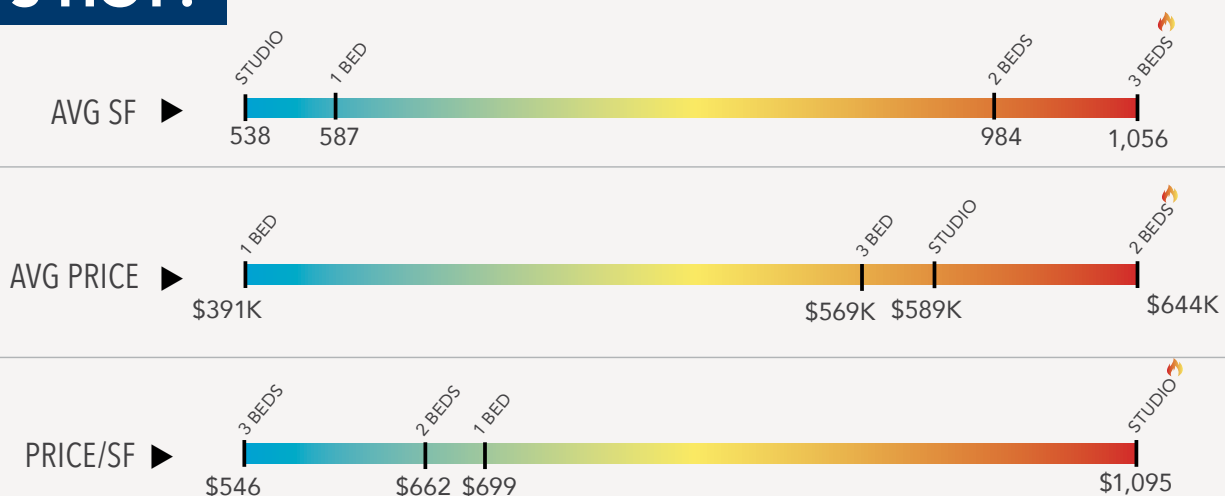


TRENDS & INSIGHTS

- 🔗 The year-over-year increase in price within the Allston/Brighton submarket can be attributed to seven closings at 214 Market Street – a 30-unit luxury development in Allston – while during the same period last year, there was a void of new deliveries.
- 🔗 Also unique to Q1 2020 are seven units under agreement at Stadia50 (five of which are over \$1,000 PSF) – a 46 unit development in Brighton that is scheduled to deliver end of this year.
- 🔗 214 Market Street and Stadia50 have an average price per square foot of \$920, almost \$300 PSF higher than the Allston/Brighton Q1 2019 average.
- 🔗 The delivery of Stadia50, St. Gabriel's & 1515 Commonwealth will elevate Allston/Brighton prices to new heights by the end of 2022, despite the COVID-19 pandemic.



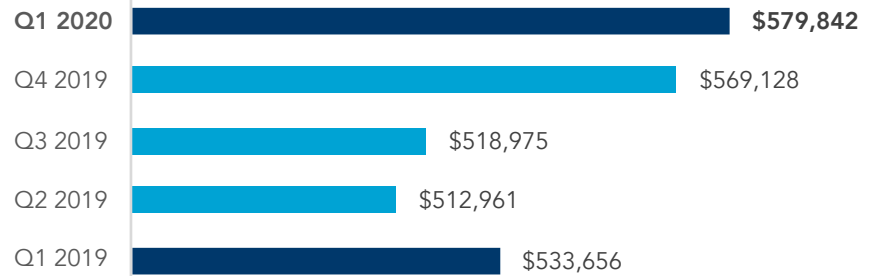
WHAT'S HOT?



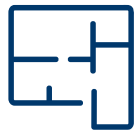
AVERAGE SALES PRICE



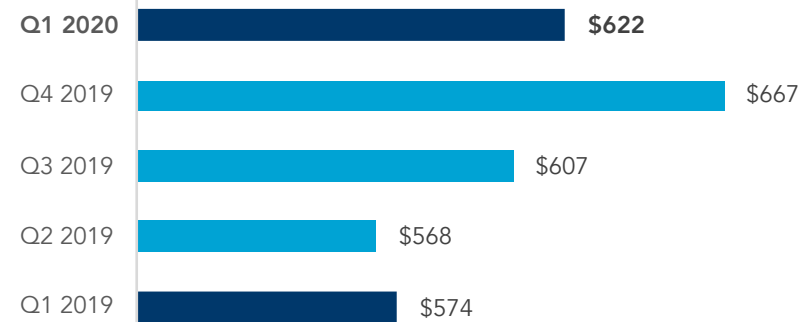
↑ 8.7%
YEAR OVER YEAR
\$46,186
INCREASE



AVERAGE COST PER SQ FT



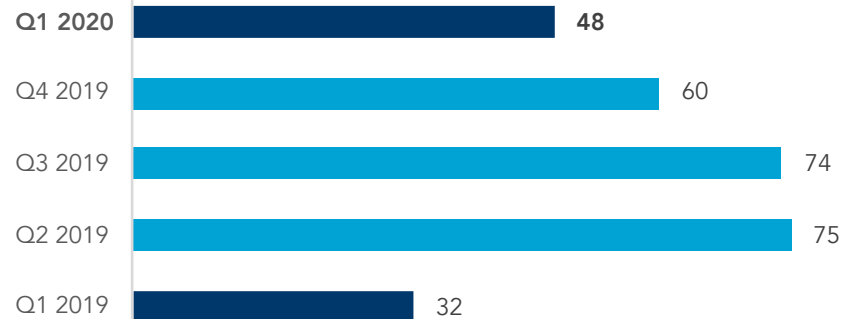
↑ 8.4%
YEAR OVER YEAR
\$48
INCREASE



NUMBER OF CLOSINGS



↑ 50%
YEAR OVER YEAR
16 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 BACK BAY

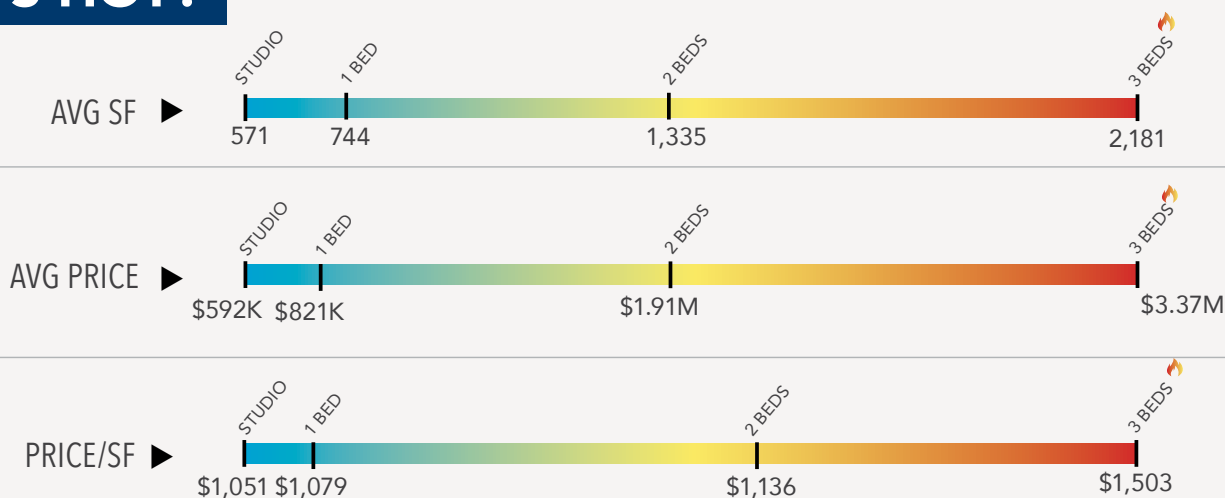


TRENDS & INSIGHTS

- 🔗 The biggest contributor to the 77% increase of the year-over-year average sales price, as well as the significant spike in price per square foot came from the delivery of One Dalton, the second Four Seasons in Back Bay and responsible for 22% closings (20 of the 90) in Back Bay during Q1 2020.
- 🔗 On a price per square foot basis in Back Bay, 3 bedroom units commanded the highest premium of any unit type in Q1. This was due to their scarcity and recent closings at both One Dalton and The Clarendon, another luxury condo building in Back Bay.
- 🔗 On the heels of One Dalton and The Clarendon, there is nothing significant due to deliver in 2020. Looking forward, three new luxury developments are set to deliver in Back Bay within the next 2-5 years. 1000 Boylston – 145/165 Dartmouth – Raffles.
- 🔗 Historically, Q1 market volume is slow with an anticipation of increased demand in Q2. Due to COVID-19, the spring selling season in Q2 could potentially be lower than what we saw in Q1.



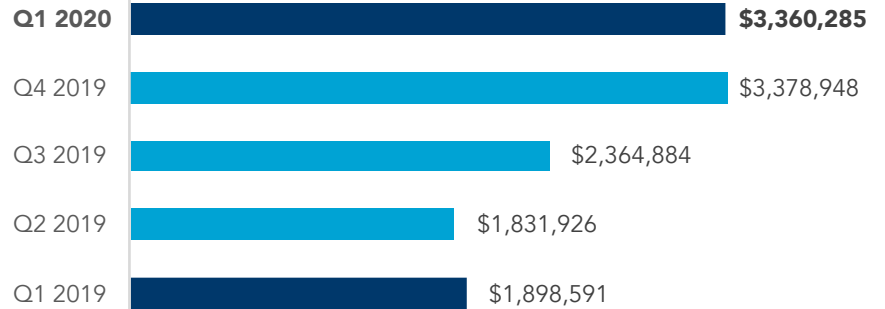
WHAT'S HOT?



AVERAGE SALES PRICE



↑ 77%
YEAR OVER YEAR
\$1,461,694
INCREASE



AVERAGE COST PER SQ FT



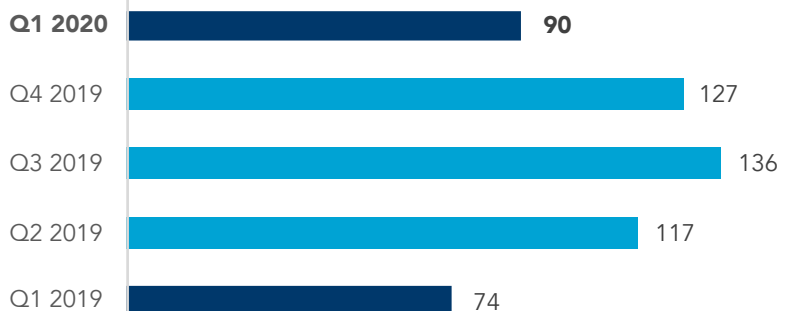
↑ 31%
YEAR OVER YEAR
\$397
INCREASE



NUMBER OF CLOSINGS



↑ 22%
YEAR OVER YEAR
16 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 BEACON HILL

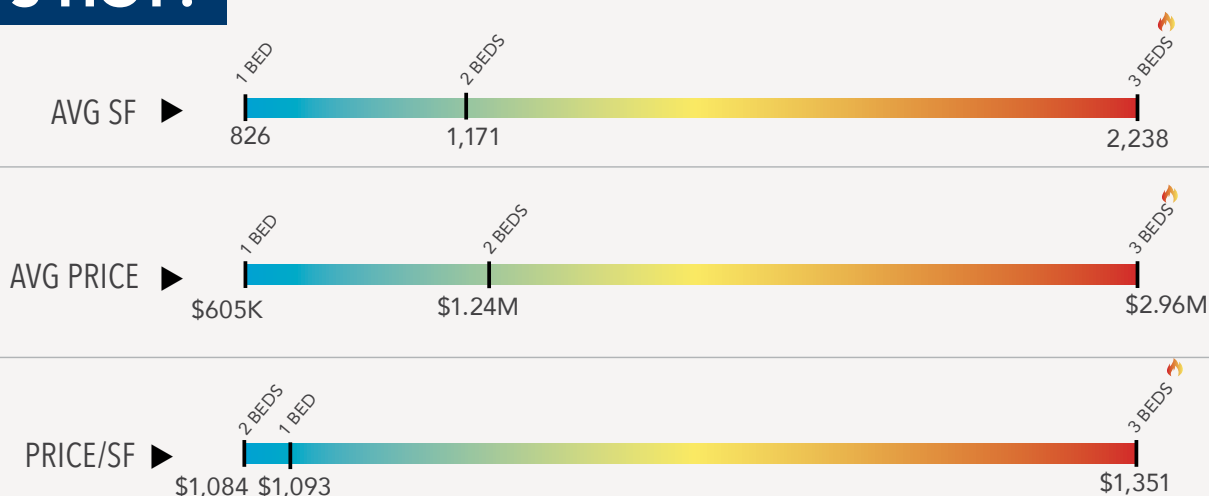


TRENDS & INSIGHTS

- 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?

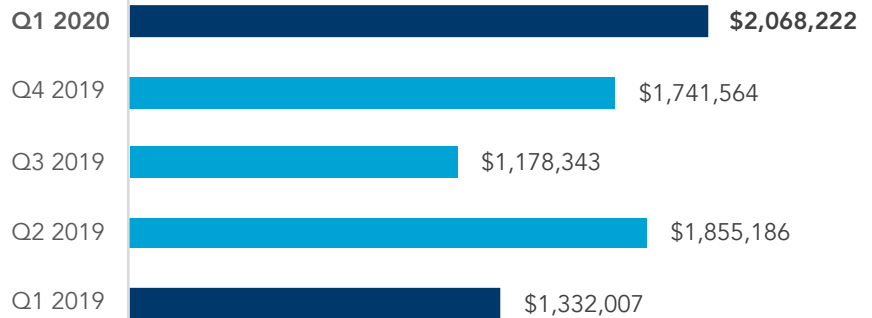


NOTE: No Beacon Hill studios Sold/UAG in MLS from 1/1/20 to 3/31/20

AVERAGE SALES PRICE



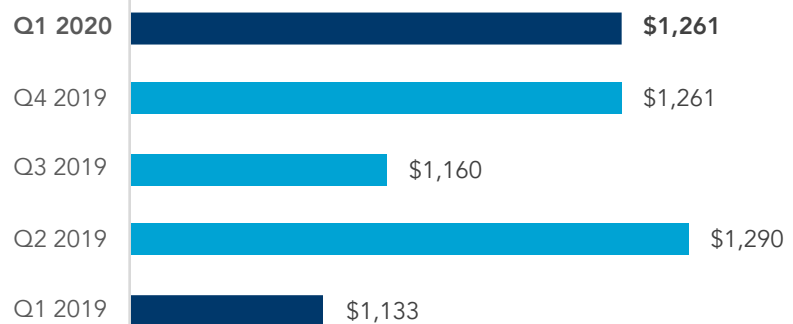
↑ 55.3%
YEAR OVER YEAR
\$736,215
INCREASE



AVERAGE COST PER SQ FT



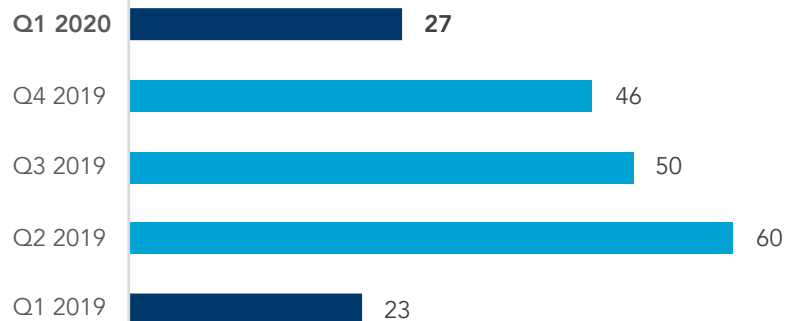
↑ 11.3%
YEAR OVER YEAR
\$128
INCREASE



NUMBER OF CLOSINGS



↑ 17%
YEAR OVER YEAR
4 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 EAST BOSTON

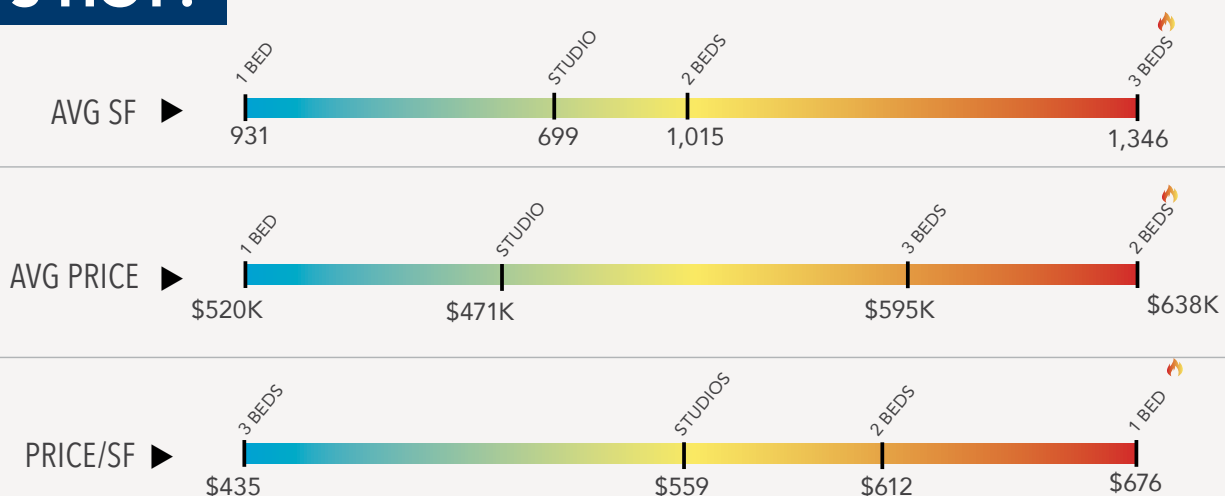


TRENDS & INSIGHTS

- East Boston became an upscale condominium market in 2016, with the introduction of Seville Boston Harbor. The Jeffries Point and Eagle Hill neighborhood is complimented by its proximity to the waterfront, the new Maverick Blue Line station, the new water taxi, the airport, and the spectacular views of downtown Boston.
- The average price per square foot has steadily climbed in East Boston, due to a significant increase of luxury projects in East Boston's Jeffries Point neighborhood. Specifically, 320 Maverick and Slip65 delivered between 2017 and 2019. Active resales in these building are trading for 10% - 15% higher than their initial purchase price – only two years of initial ownership.
- Active developments include The Mark and Slip45. These large luxury condo projects on the waterfront are estimated to sell as high as \$1,400 PSF and will dramatically increase all three categories by Q1 2021 – average price, price per square foot, and number of closings.



WHAT'S HOT?

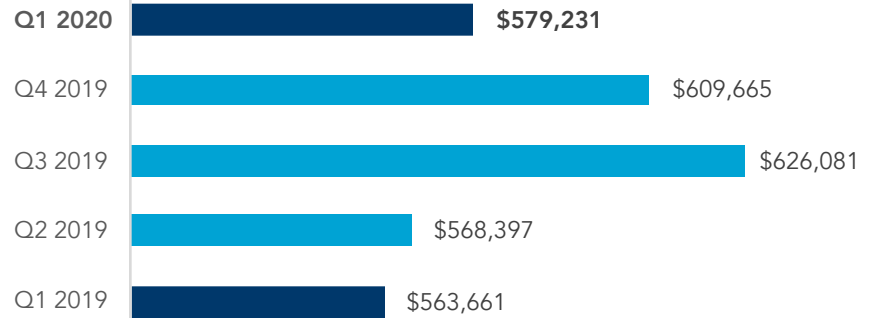


Note: One studio closing, loft at Porter 156

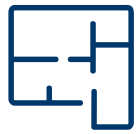
AVERAGE SALES PRICE



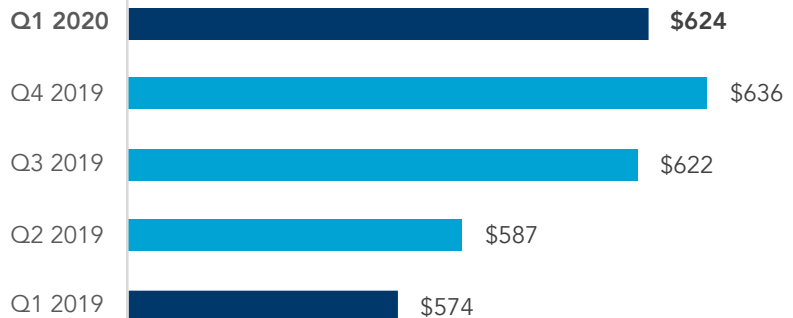
↑ 2.8%
YEAR OVER YEAR
\$15,570
INCREASE



AVERAGE COST PER SQ FT



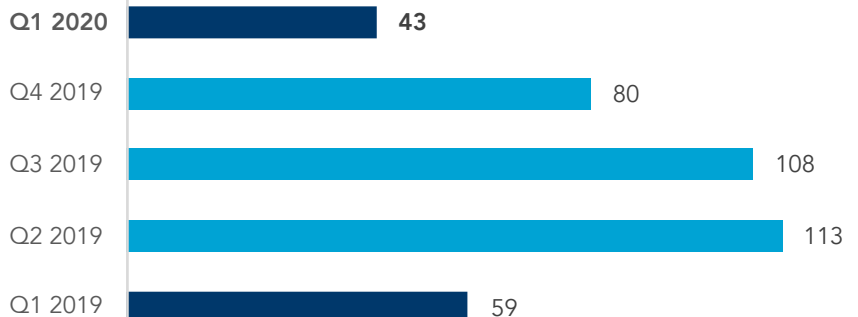
↑ 8.7%
YEAR OVER YEAR
\$50
INCREASE



NUMBER OF CLOSINGS



↓ 27.1%
YEAR OVER YEAR
16 UNIT
DECREASE



Note: Data is sourced from MLS and Link

Q1 2020 MIDTOWN

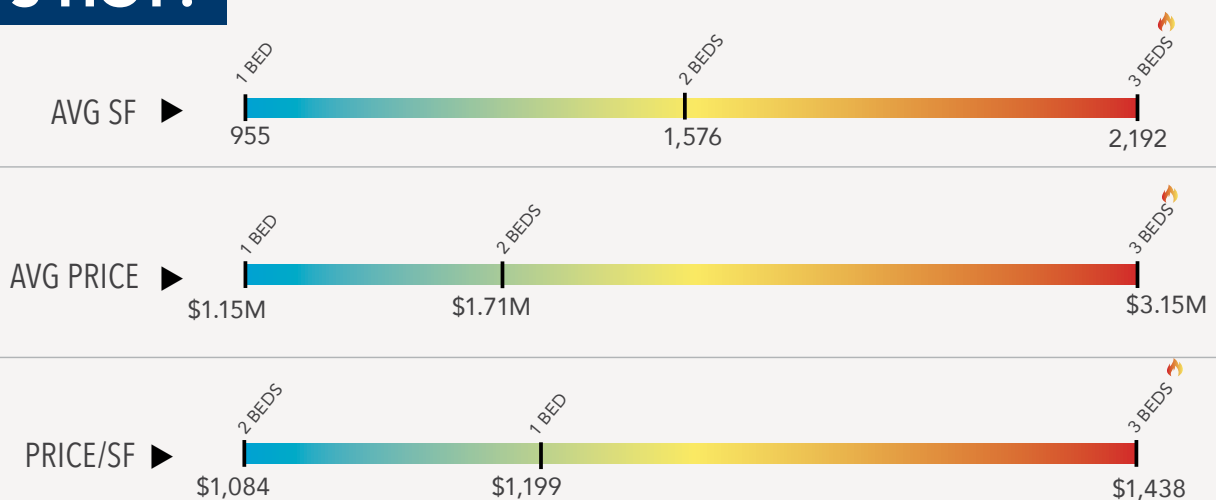


TRENDS & INSIGHTS

- Q1 closings were primarily driven by four buildings: Millennium Tower (1 Franklin Street), Millennium Place (580 Washington Street), The Ritz Carlton Condominiums (1-3 Avery St), and 45 Province.
- Millennium Tower, now Boston's second largest residential tower at 60 floors, closed its 442 units in 2016-2017. The five (5) resales in Q1, closed at an average sale price of \$2,541,000 and an average \$/SF of \$1,488.
- Although Millennium Place is slightly older than Millennium Tower (16 floors developed in 2013), its six (6) resales in Q1 commanded an average sales price of \$2,076,667 and a \$/SF of \$1,196.
- The Ritz Carlton had four (4) closings in Q1, with an average price of \$2,243,750 and a \$/SF of \$1,232.
- 45 Province, the smallest of Midtown's high rises with only 137 condos, had 1 closing in Q1 for \$3.9M (\$1,484 sq/ft).



WHAT'S HOT?



Note- No studio sales in Midtown in Q1 2020

AVERAGE SALES PRICE



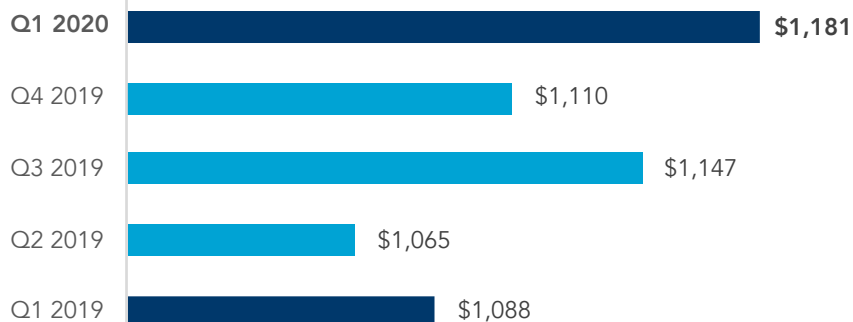
↑ 33.9%
YEAR OVER YEAR
\$485,350
INCREASE



AVERAGE COST PER SQ FT



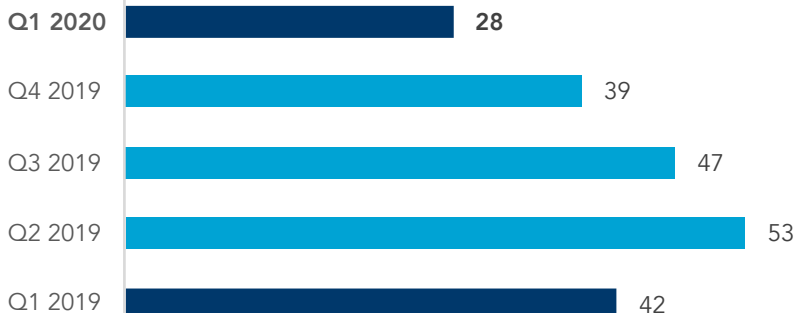
↑ 8.5%
YEAR OVER YEAR
\$93
INCREASE



NUMBER OF CLOSINGS



↓ 33.3%
YEAR OVER YEAR
14 UNIT
DECREASE



Note: Data is sourced from MLS and Link

Q1 2020 NORTH END

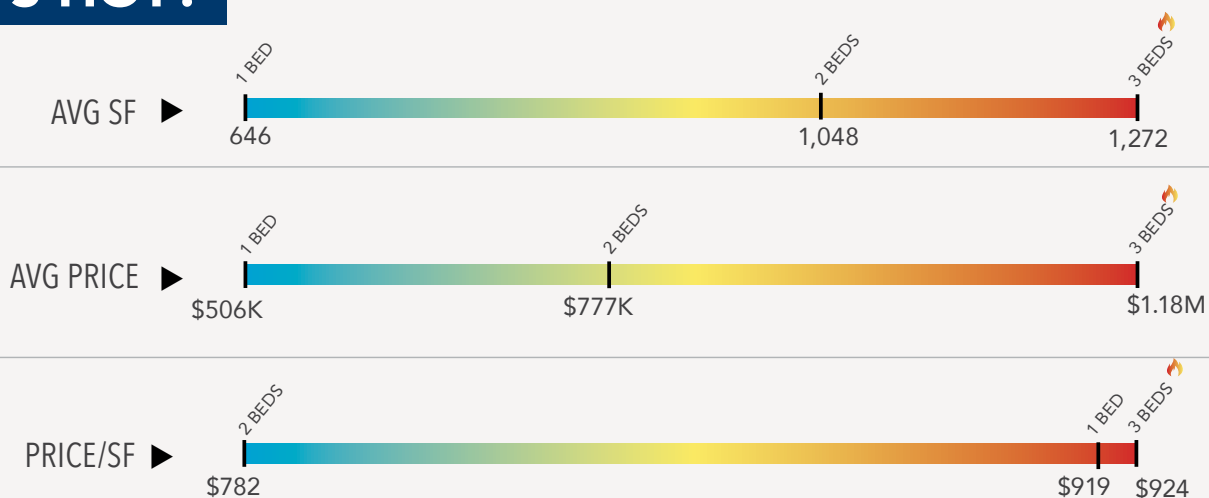


TRENDS & INSIGHTS

- North End has been one of Boston's least volatile neighborhoods from a pricing standpoint in the past 10 years and Q1 2020 continues this trend. Buoyed by favorable geography and perennially low supply, the North End should be one of the neighborhoods least impacted by the COVID-19 pandemic.
- One of Boston's oldest neighborhoods, North End is a very small area that blends into the Waterfront (its own submarket), and has little room for new condominium development. Any new developments are typically very small in nature (6-9 units).
- The North End is traditionally a supply constrained submarket (under 2 months' supply of inventory), with no significant new construction on the horizon but has always been a favorite destination for Bostonians searching for the "best" Italian food in Boston.



WHAT'S HOT?



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

AVERAGE SALES PRICE



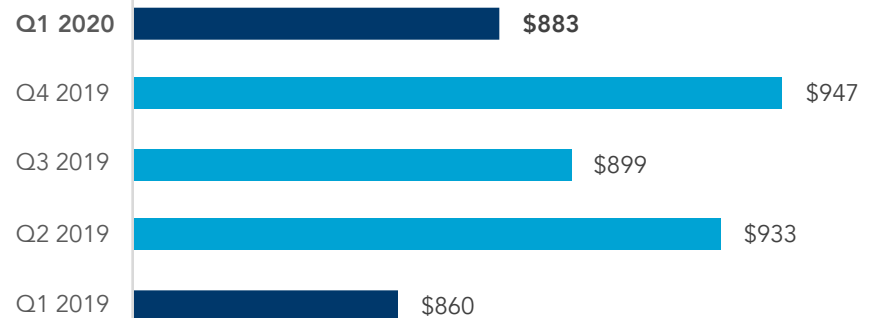
↑ 28.3%
YEAR OVER YEAR
\$171,618
INCREASE



AVERAGE COST PER SQ FT



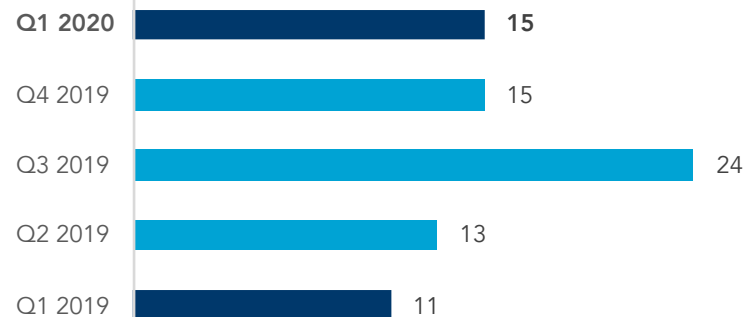
↑ 2.7%
YEAR OVER YEAR
\$23
INCREASE



NUMBER OF CLOSINGS



↑ 36.4%
YEAR OVER YEAR
4 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 SEAPORT

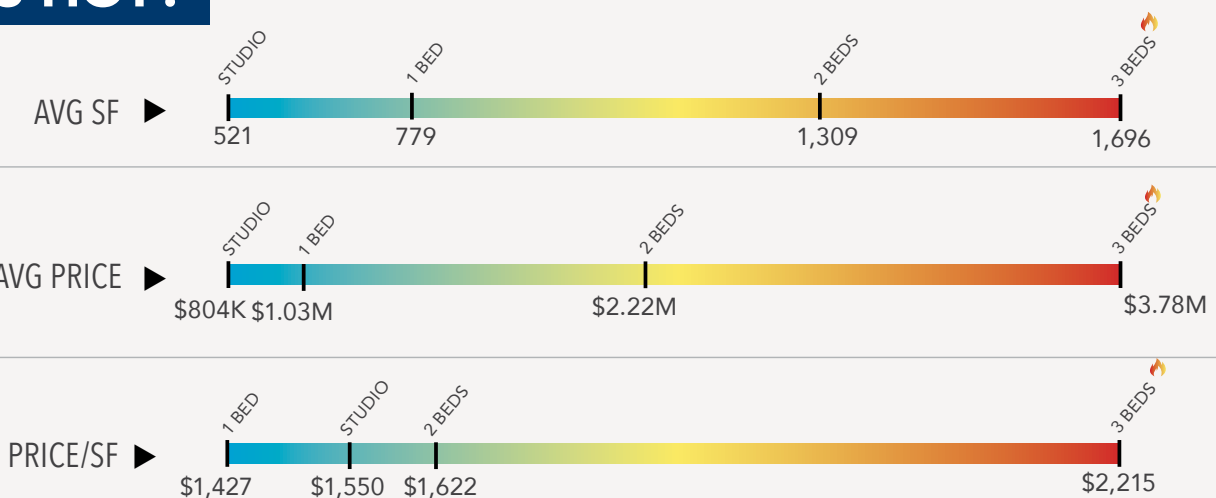


TRENDS & INSIGHTS

- The huge spike in Q1 2020 for both number of closings and average price is attributed to closings at Echelon and Pier 4 (neither of which had closings in Q1 2019). Unique to Q1 2020 includes:
 - 61 of the 88 Seaport closings were in Echelon's first building (located at 133 Seaport), with their average price of \$1,752,512
 - Pier 4 made history with the transaction of Penthouse R – the most expensive Seaport sale by \$1M at \$5.65M.
- Seaport is now second only to Back Bay for average price and price per square foot metrics for residential real estate.



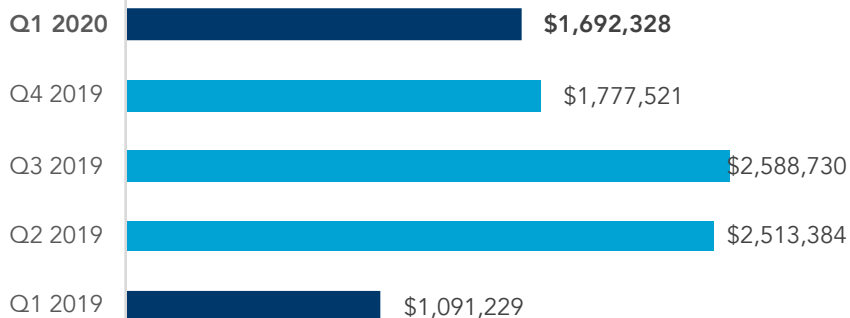
WHAT'S HOT?



AVERAGE SALES PRICE



↑ 55.1%
YEAR OVER YEAR
\$601,099
INCREASE



AVERAGE COST PER SQ FT



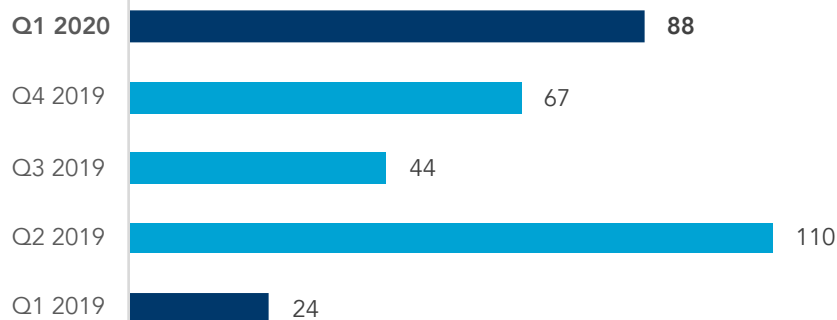
↑ 86.7%
YEAR OVER YEAR
\$718
INCREASE



NUMBER OF CLOSINGS



↑ 266.7%
YEAR OVER YEAR
64 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 SOUTH BOSTON

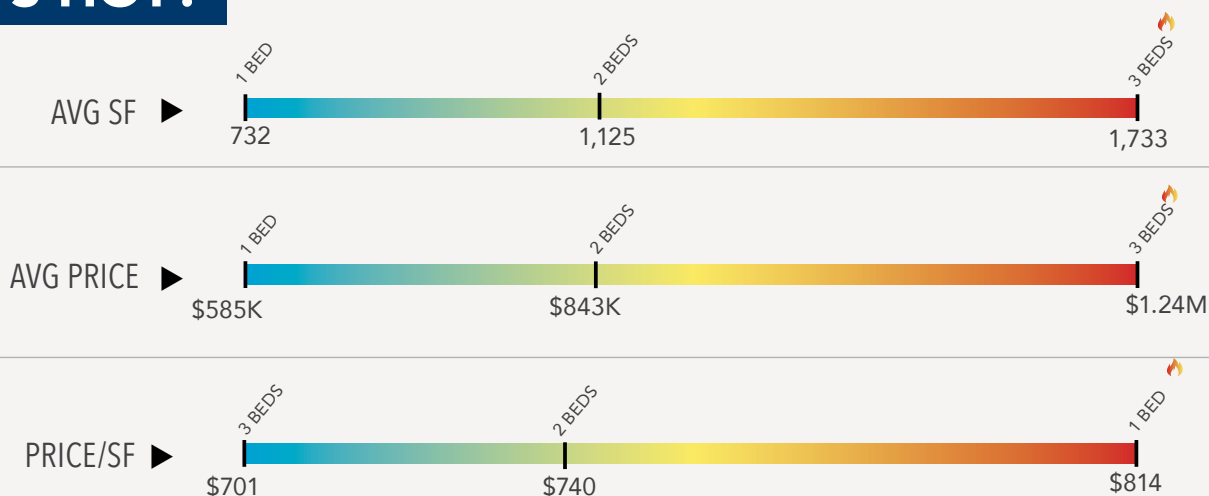


TRENDS & INSIGHTS

- South Boston's wave of new condo development has made it Boston's largest submarket by total number of transactions.
- The new construction of 14 West Broadway, and sales at the Court Square Press and MacCallan Buildings were the dominant drivers of the high price per square foot metric.
- Pricing and absorption in South Boston show no signs of slowing down – especially for Studio and 1BR units – due to their lower price point, high investor demand, and current inventory under construction for these style homes.
- The Mezz (420 W Broadway) – one of South Boston's larger luxury developments – put two record breaking 1BR units under agreement at over \$1,140 PSF in Q1 2020, scheduled to close in Q3 2020.
- Additional Q1 market data includes three units at 14 W Broadway – a building with valet parking and a concierge, positioned adjacent to the Red Line T-stop at Broadway – closed at an average price of \$1.4M, with an average PSF of \$963.



WHAT'S HOT?



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

AVERAGE SALES PRICE



↑ 22.2%
YEAR OVER YEAR
\$154,536
INCREASE



AVERAGE COST PER SQ FT



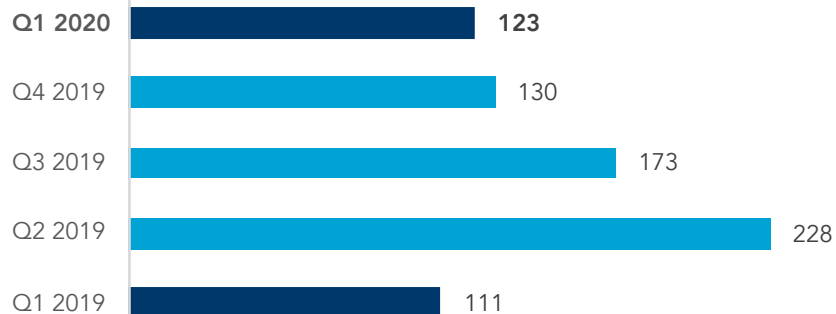
↑ 21.4%
YEAR OVER YEAR
\$52
INCREASE



NUMBER OF CLOSINGS



↑ 10.8%
YEAR OVER YEAR
12 UNIT
INCREASE



Note: Data is sourced from MLS and Link

Q1 2020 SOUTH END

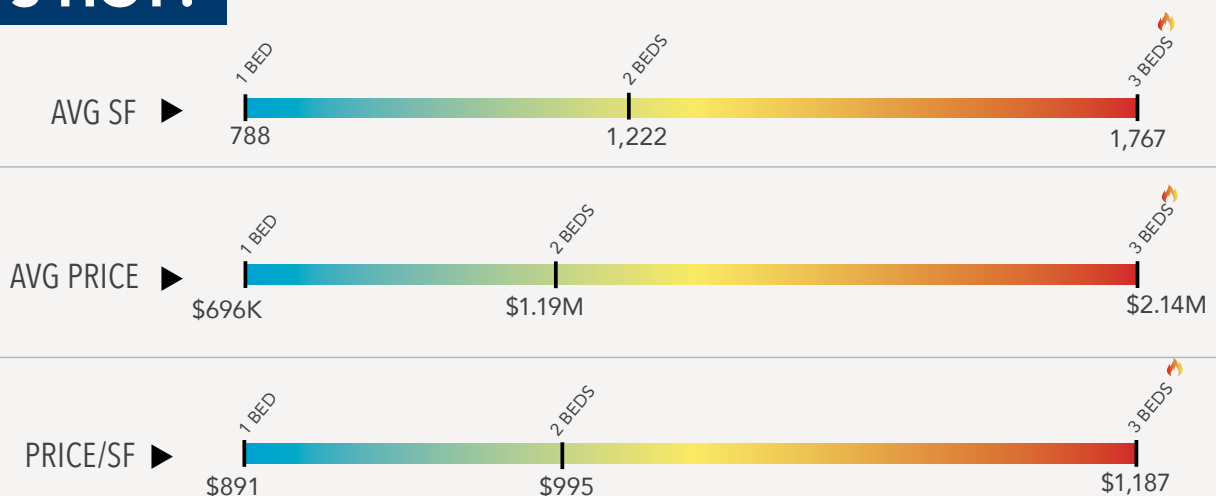


TRENDS & INSIGHTS

- 🔗 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?

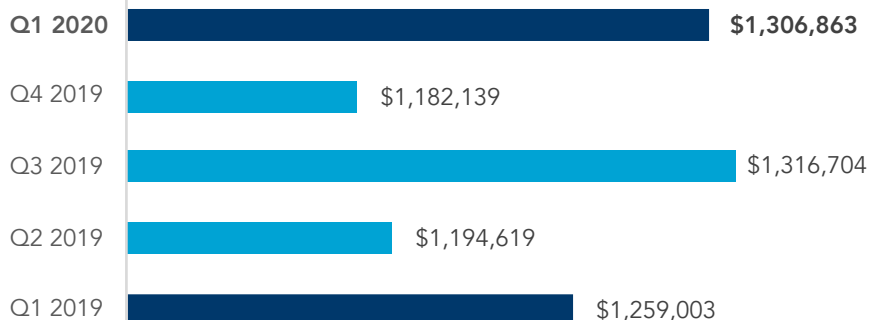


NOTE: No South End studios Sold/UAG in MLS from 1/1/20 to 3/31/20

AVERAGE SALES PRICE



↑ 3.8%
YEAR OVER YEAR
\$47,860
INCREASE



AVERAGE COST PER SQ FT



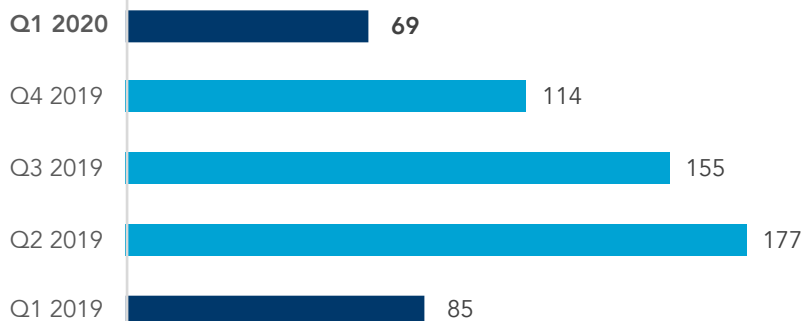
↑ 4.7%
YEAR OVER YEAR
\$47
INCREASE



NUMBER OF CLOSINGS



↓ 19%
YEAR OVER YEAR
16 UNIT
DECREASE



Note: Data is sourced from MLS and Link

Q1 2020 WATERFRONT

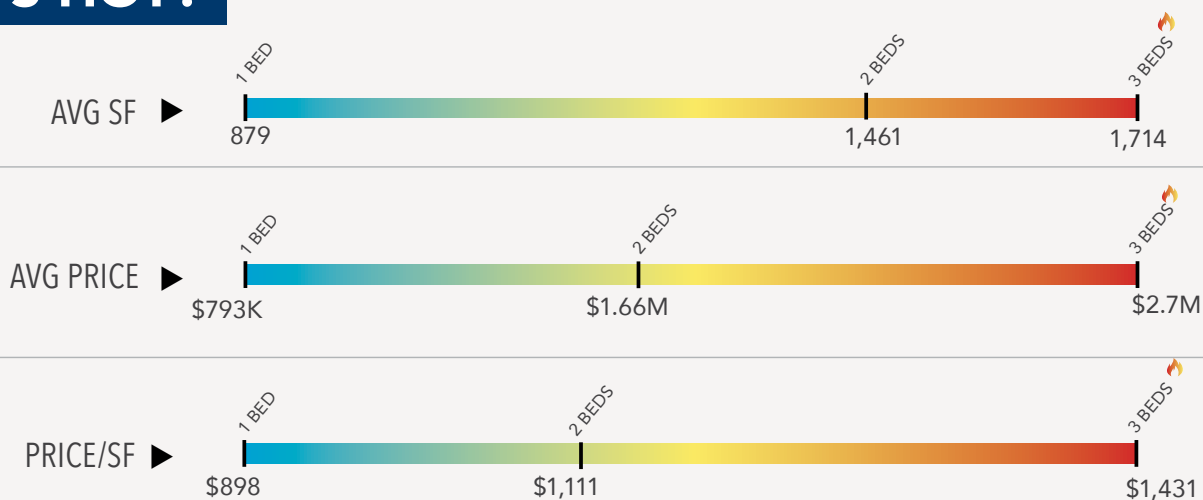


TRENDS & INSIGHTS

- 🔗 Boston's Waterfront covers a large distance from the Zakim Bridge to the Congress Street Bridge, wrapping the North End and Financial District. The majority of Q1 Waterfront transactions were at the Harbor Towers condominiums (65 and 85 East India Row, developed in the 1970s) with an average resale price of \$720,500 (\$753 PSF) for the six (6) units that closed in Q1.
- 🔗 On the more expensive end of the spectrum, Rows Wharf had two (2) closing in Q1, averaging \$2,645,469 (\$1,543 PSF).
- 🔗 It has been 10+ years since a new building has been delivered in this neighborhood. The construction of the Pinnacle at Central Wharf in 2022+, a proposed tower nearly 700 feet above sea level, located at 70 East India Row, will have a drastic impact on the Waterfront.

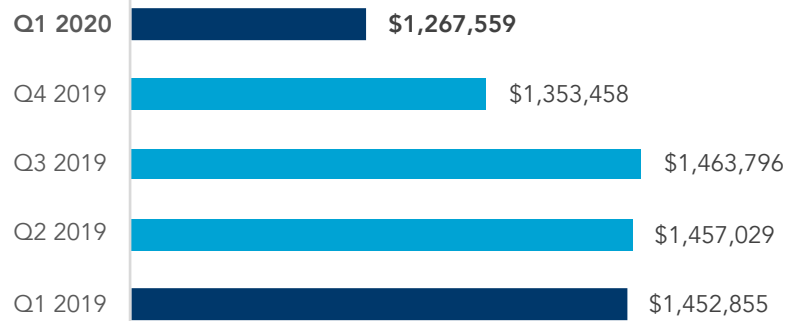


WHAT'S HOT?

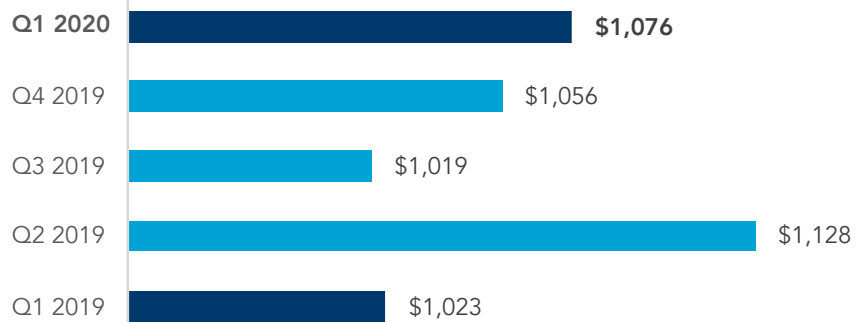


NOTE: No Waterfront studios Sold/UAG in MLS from 1/1/20 to 3/31/20

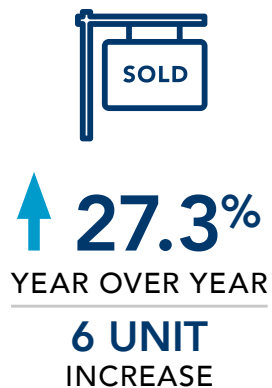
AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link

Q1 2020 BROOKLINE

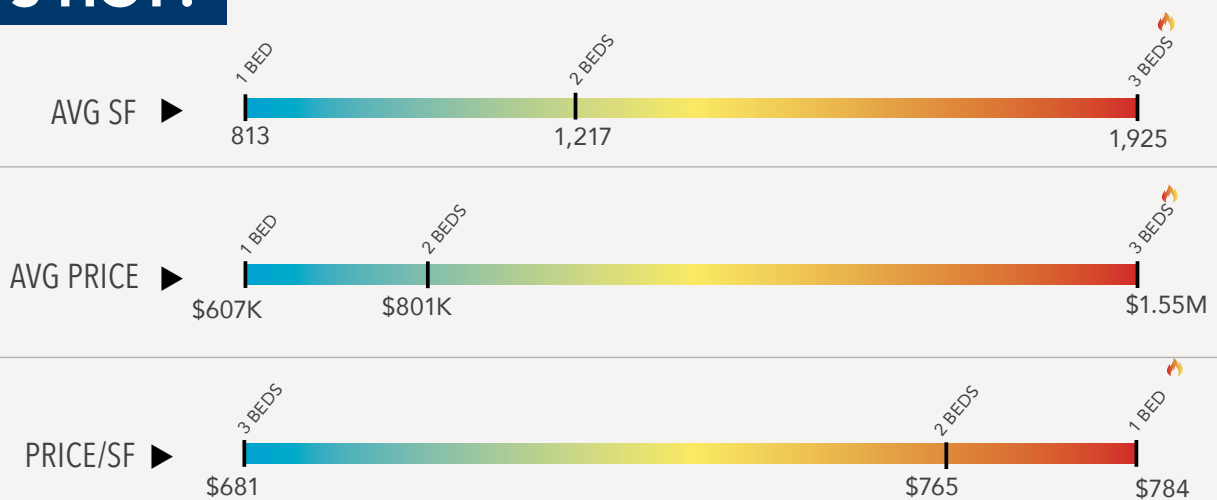


TRENDS & INSIGHTS

- Q1 activity was exclusively driven by The Flats on Marion, a small scale luxury condominium building with 4-units, delivered at the end of 2019. All four units closed for \$2,530,250 and an average of \$1,173 PSF.
- Brookline will experience minimal new construction in 2020/2021, and as a result of the supply constrained market, prices will continue to steadily increase.



WHAT'S HOT?



Note: No studios closed in Brookline Q1 2020

AVERAGE SALES PRICE



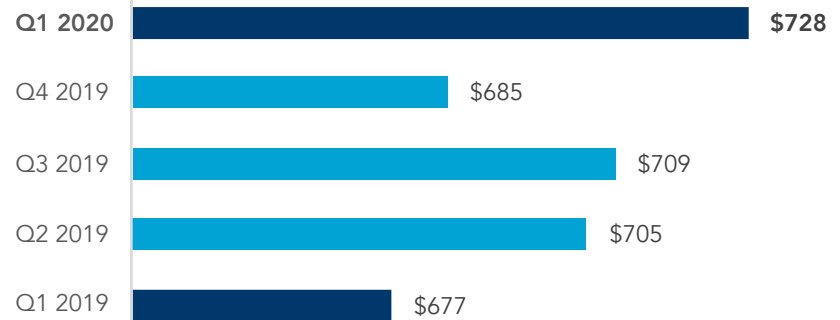
↑ 27.9%
YEAR OVER YEAR
\$249,078
INCREASE



AVERAGE COST PER SQ FT



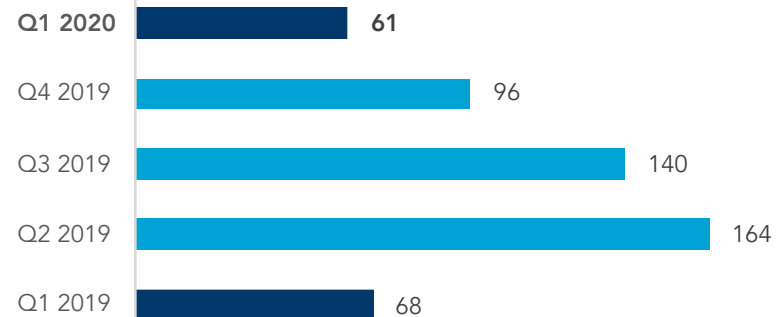
↑ 7.5%
YEAR OVER YEAR
\$51
INCREASE



NUMBER OF CLOSINGS



↓ 10.3%
YEAR OVER YEAR
7 UNIT
DECREASE



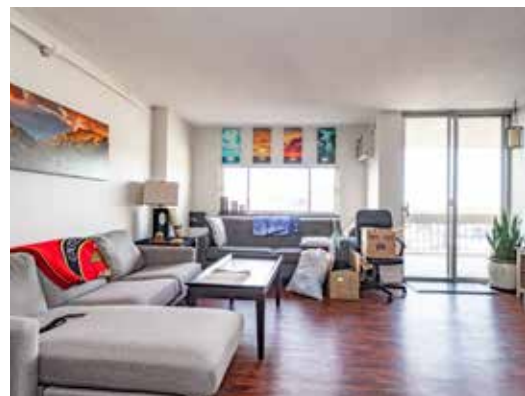
Note: Data is sourced from MLS and Link

Q1 2020 CAMBRIDGE

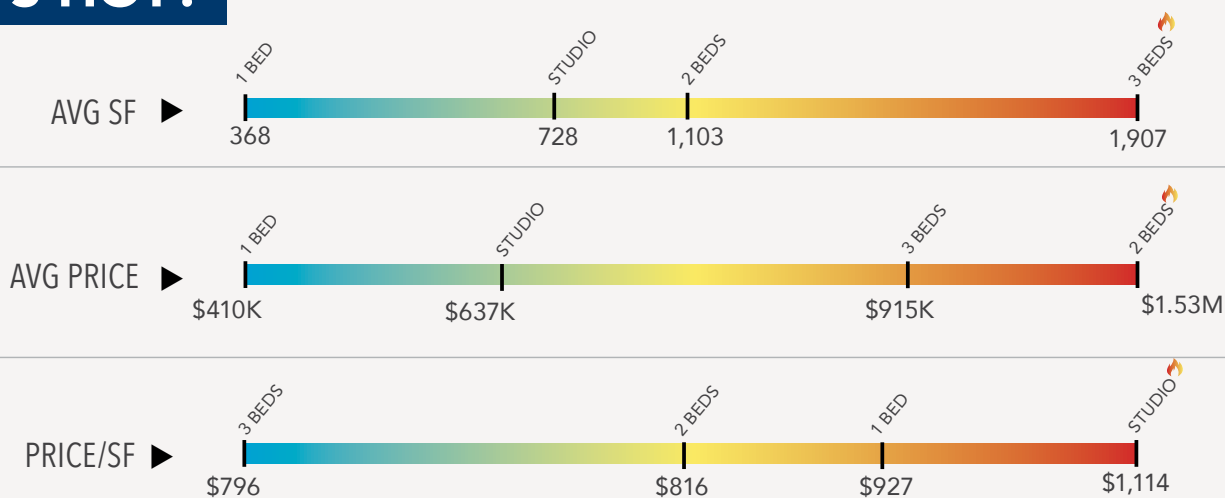


TRENDS & INSIGHTS

- Regatta Riverview, built in 1998, had five (5) sales in Q1, ranging in price from \$604,000 to \$1,060,000.
- The most expensive condo sold in Cambridge in Q1 closed at \$3,350,000, a 3,033 SF 3BR/3.5BA located at 44 Mount Vernon Street in Porter Square.
- Cambridge has not experienced the level of new residential condominium development that Boston has over the past decade. The most recent large developments are North Point (Earhart Street, 230 units built in 2009); The Rand (1975 Massachusetts Ave, 20 units built in 2016); and Point 262 (Monsignor Blvd, 55 units built in 2018).

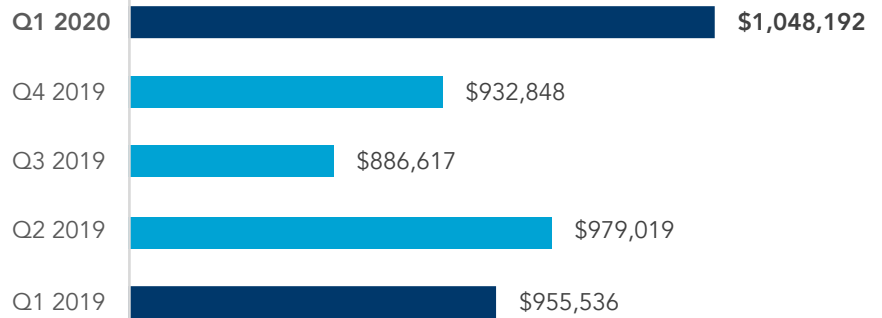


WHAT'S HOT?

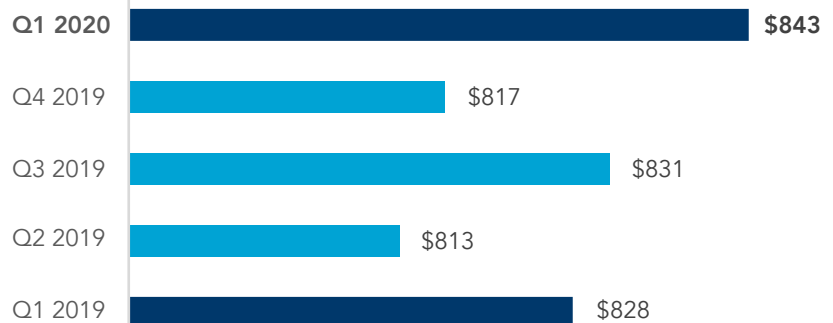
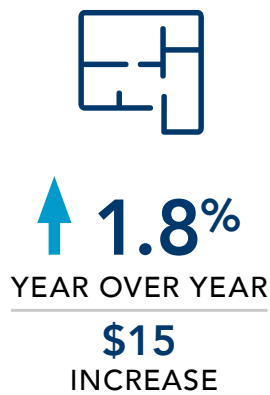


Note: One studio closing in Cambridge Q1 2020

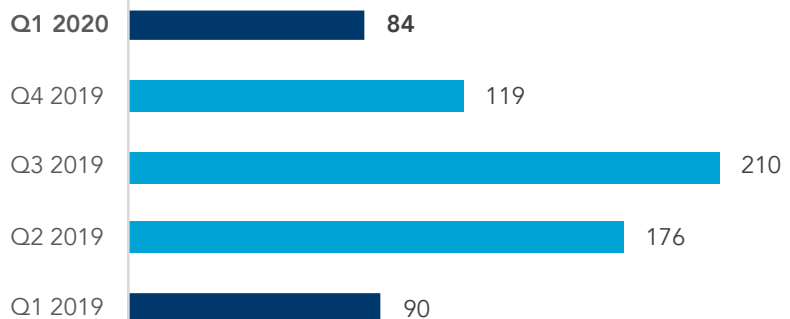
AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link

Q1 2020 NEWTON

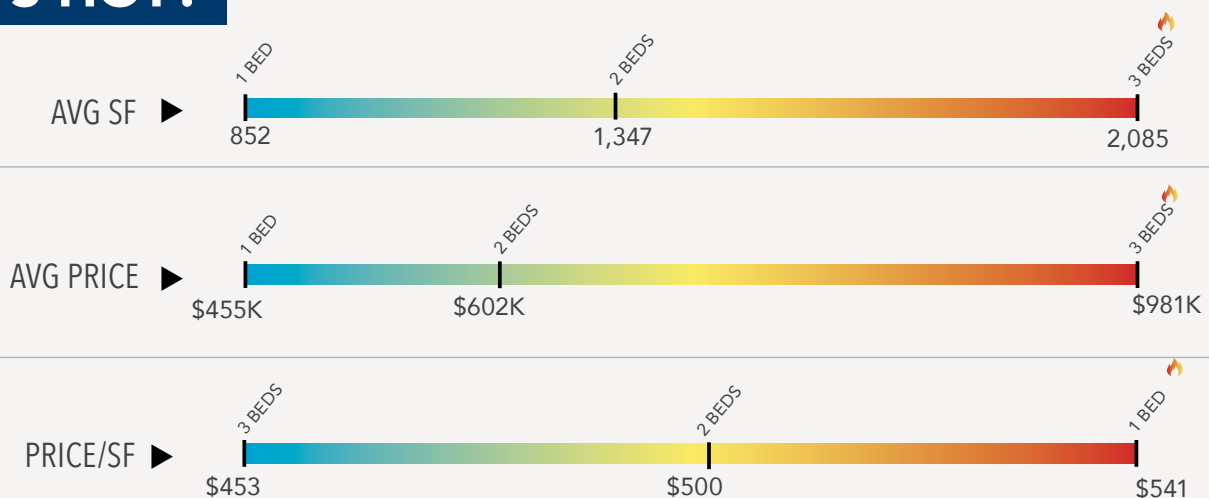


TRENDS & INSIGHTS

- Newton will experience minimal new construction in 2020/2021, and as a result of the supply constrained market, prices will continue to steadily increase.
- The lion share of condominium sales activity transacts within the Chestnut Hill neighborhood at either The Towers of Chestnut Hill or The Farm at Chestnut Hill.
- The Towers of Chestnut Hill had nine (9) closings, which averaged \$575,439 and \$534 PSF. The majority of those sales were 899 SF 1BR units, which contributed to the quarterly increase of the average 1BR condo size in Newton.

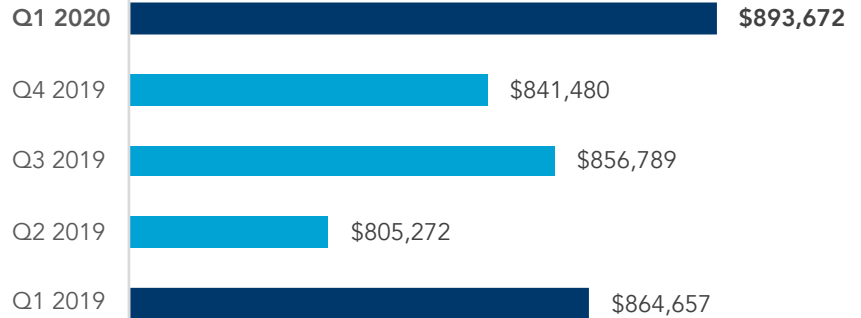


WHAT'S HOT?

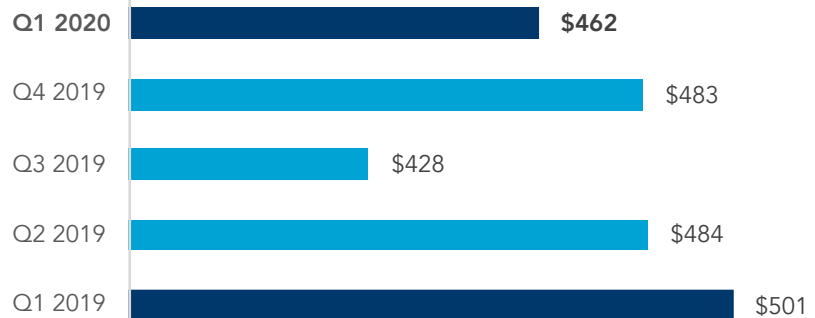
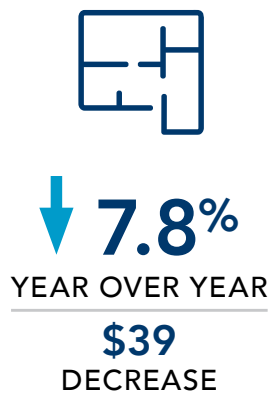


Note: No studios closed in Newton Q1 2020

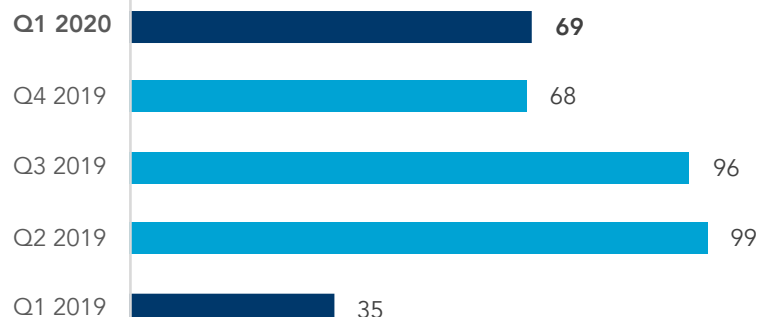
AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link

Q1 2020 MARTHA'S VINEYARD

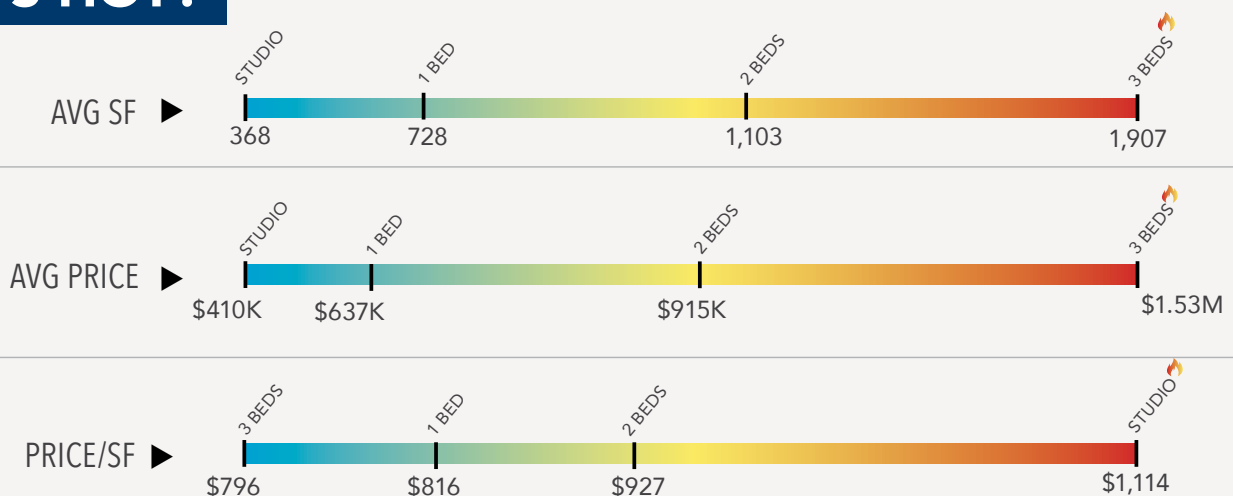


TRENDS & INSIGHTS

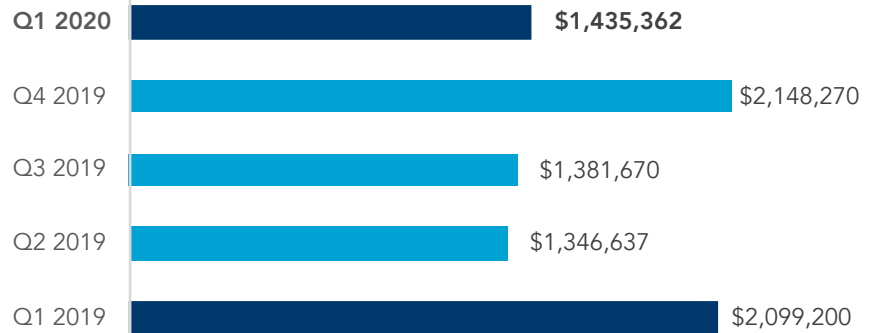
- 🔗 The high cost of construction on Martha's Vineyard has led to sellers' baking in their costs to recoup their investment.
- 🔗 Buyers, however, have not been willing to pay this premium, leading to a slight decline in sales price in Q1 – in specific island regions, such as Vineyard Haven.
- 🔗 Home values in Edgartown consistently rise, due to its Chappaquiddick prestige, waterfront proximity and access to beaches.
- 🔗 Chilmark's average sale prices have increased by 81% year over year, more than any other region on the island, and now has the highest average sales price at \$2,390,000 versus \$1,948,972 in Edgartown



WHAT'S HOT?



AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link

Q1 2020 NANTUCKET

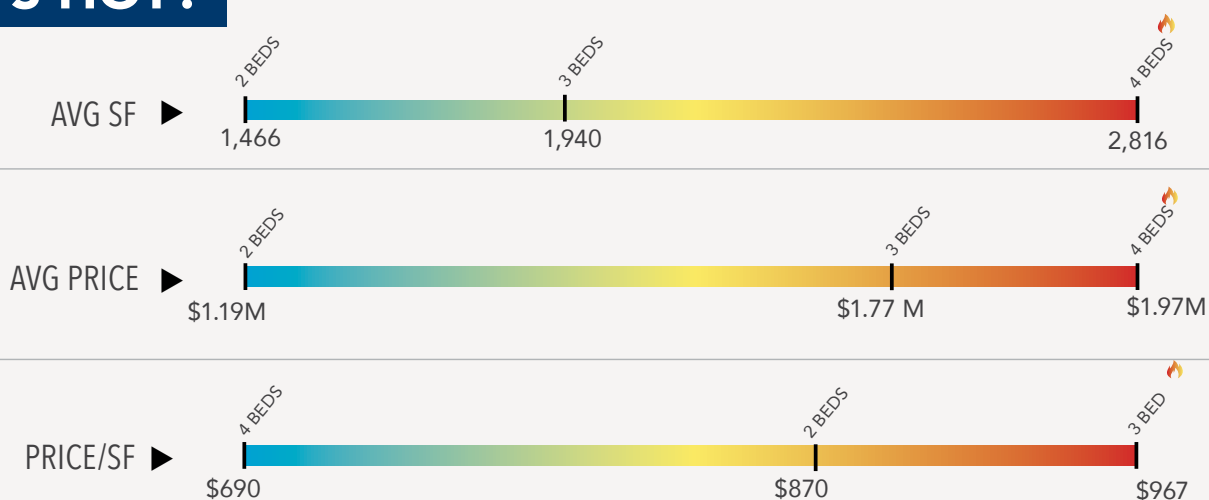


TRENDS & INSIGHTS

- 🔗 The Nantucket single family home market gross sales volume and average home sales prices were in decline from 2018 through 2019. However and similar to Boston, Q1 2020 was very strong for Nantucket, despite a challenging macroeconomic March, due to Covid-19.
- 🔗 Most of the chatter on Nantucket is a proposed ban looming on vacation rentals. This could potentially be harmful to owners of properties who need and rely on income from their vacation home. If income streams are hurt this summer, pricing corrections will be realized in Q4 2020.
- 🔗 If there is no ban, Cape and Island vacation rental properties may fair better than other markets, as the Staycation (non-air travel) may push people to buy second homes. Specifically as the equity markets have stabilized for the time being.
- 🔗 In summary and given the looming uncertainty, there will be some sellers that are motivated to sell at potentially discounted prices to 2019.

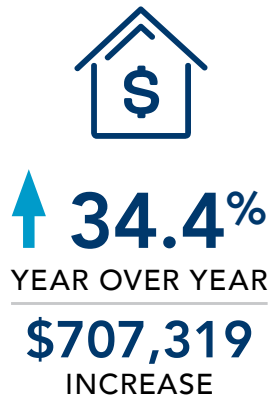


WHAT'S HOT?

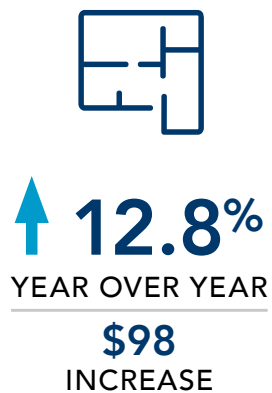


Note: No studios or 1BR condos sold in Nantucket in Link Q1 2020

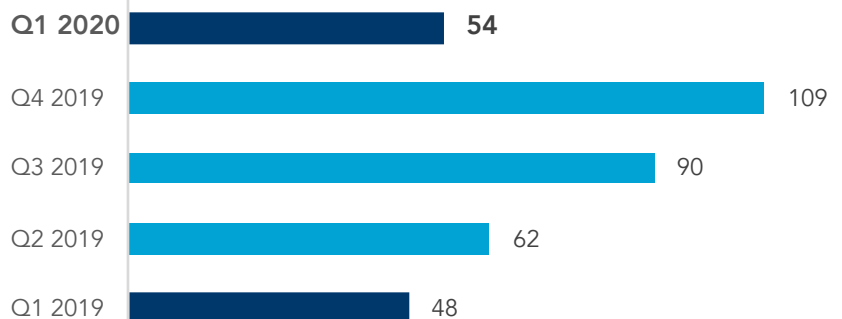
AVERAGE SALES PRICE



AVERAGE COST PER SQ FT



NUMBER OF CLOSINGS



Note: Data is sourced from MLS and Link