

Q2 2020 BEACON HILL

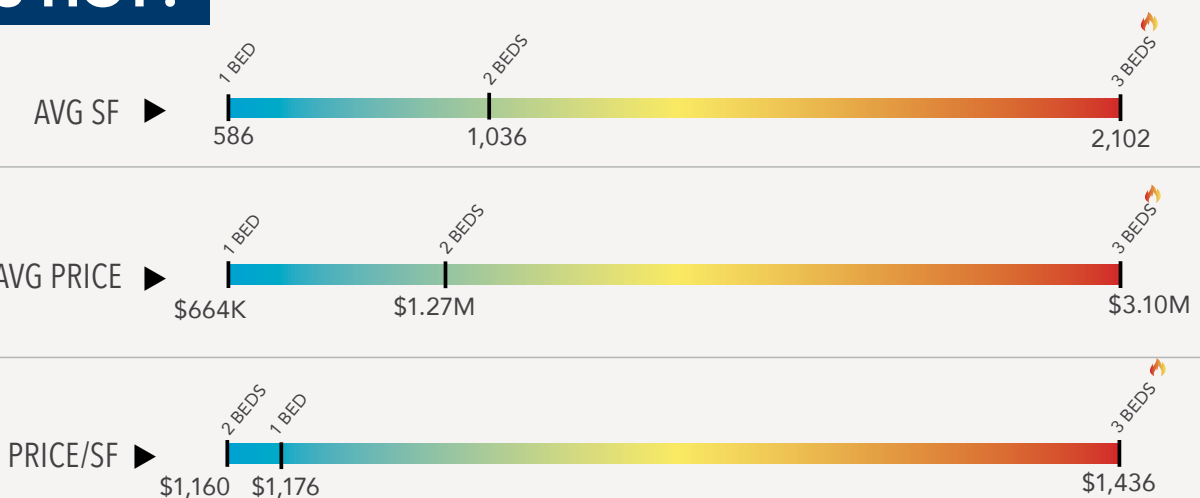


TRENDS & INSIGHTS

- 🔗 Much like we saw in Back Bay, we saw a dramatic 50% decline in total units closed compared to Q2 2019 (60 last year versus 30 closings this year).
 - Historically, Boston's most exclusive (and oldest) submarket, there have been only a few new developments of any scale.
 - The Archer Residences, slated to deliver in summer of 2020, was delayed to fall 2020 due to the COVID-19 pandemic
 - Last year in the second quarter, 40 Beacon, a five unit luxury condo located on the Boston Common, delivered three units (priced at \$4.75M, 9.75M, and a whopping \$15.75M), which drove up prices significantly. In Q2 2020, no new condo building in Beacon Hill delivered multiple units.



WHAT'S HOT?

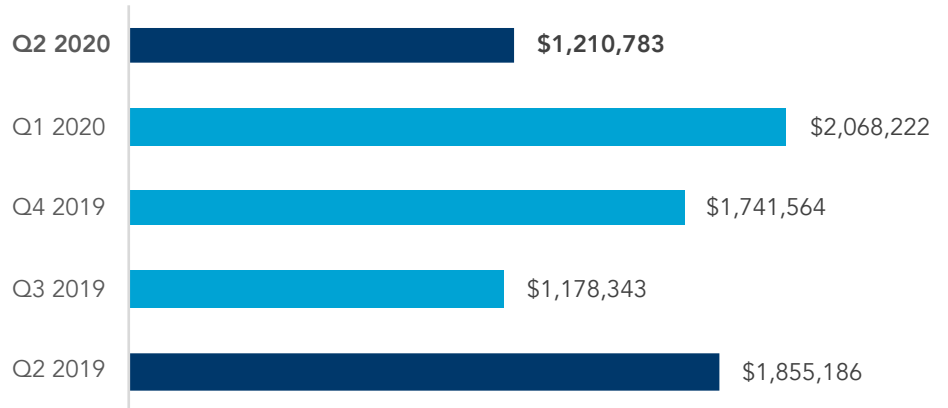


NOTE: No Beacon Hill studios Sold/UAG in MLS from 4/1/20 to 6/30/20

AVERAGE SALES PRICE



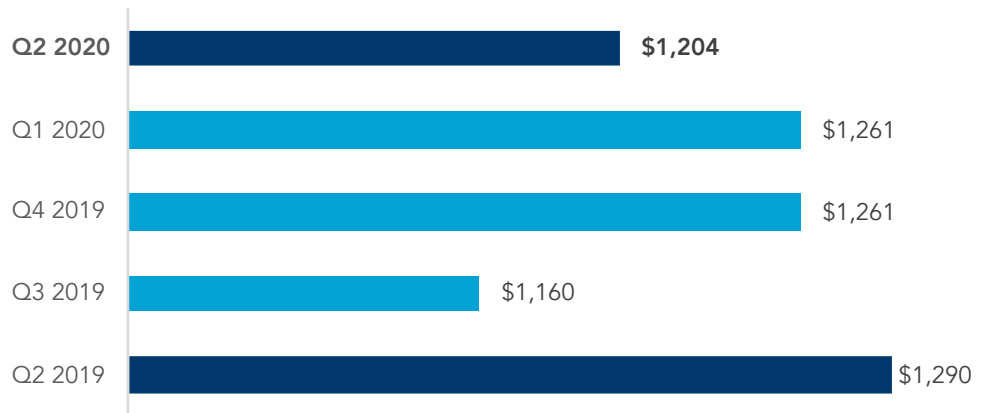
↓ **34.7%**
 YEAR OVER YEAR
\$644,403
 DECREASE



AVERAGE COST PER SQ FT



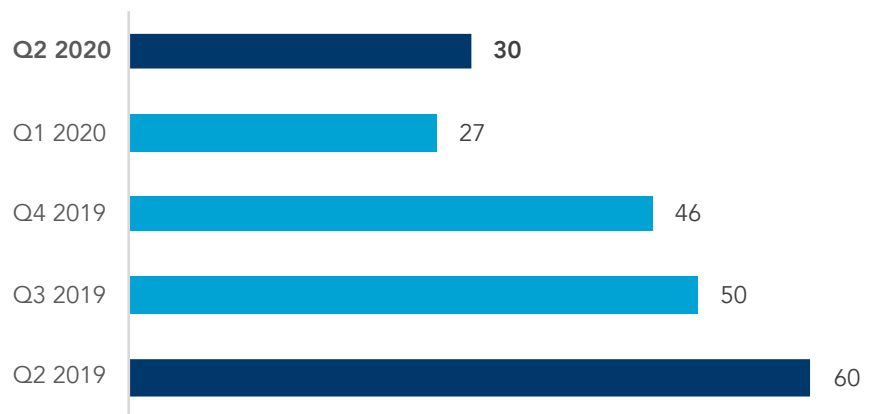
↓ **6.7%**
 YEAR OVER YEAR
\$86
 DECREASE



NUMBER OF CLOSINGS



↓ **50%**
 YEAR OVER YEAR
30 UNIT
 DECREASE



Note: Data is sourced from MLS and Link