# **Q2 2020** BEACON HILL



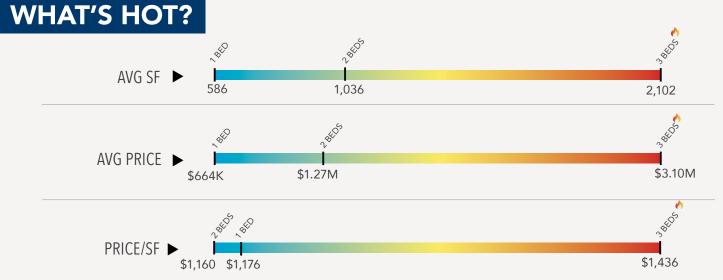


## **TRENDS & INSIGHTS**

- 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.







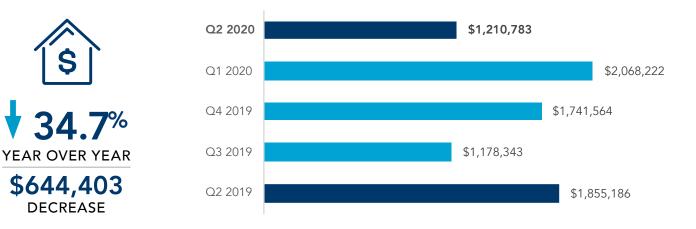
NOTE: No Beacon Hill studios Sold/UAG in MLS from 4/1/20 to 6/30/20

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#### **BEACON HILL**

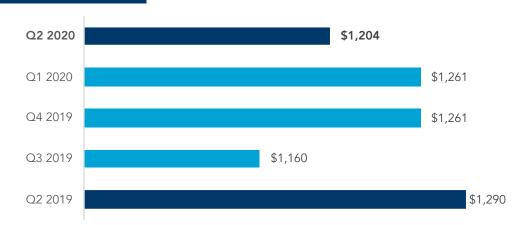
### Q2 2020

## **AVERAGE SALES PRICE**

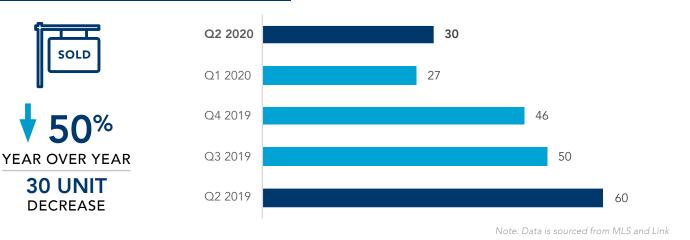


## AVERAGE COST PER SQ FT

€ 6.7% YEAR OVER YEAR \$86 DECREASE



## NUMBER OF CLOSINGS





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