

# Q2 2020 CHARLESTOWN

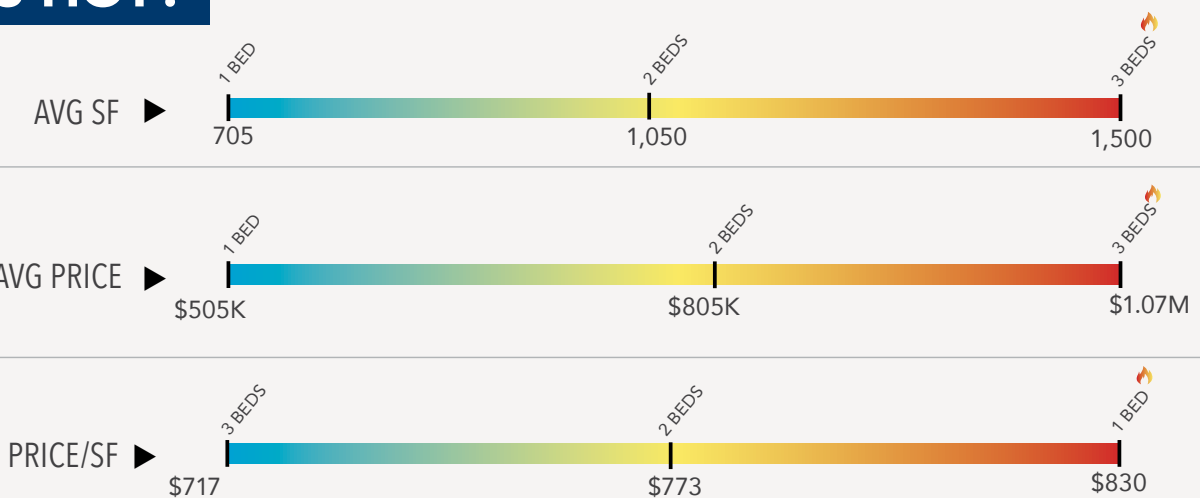


## TRENDS & INSIGHTS

- 🔗 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?

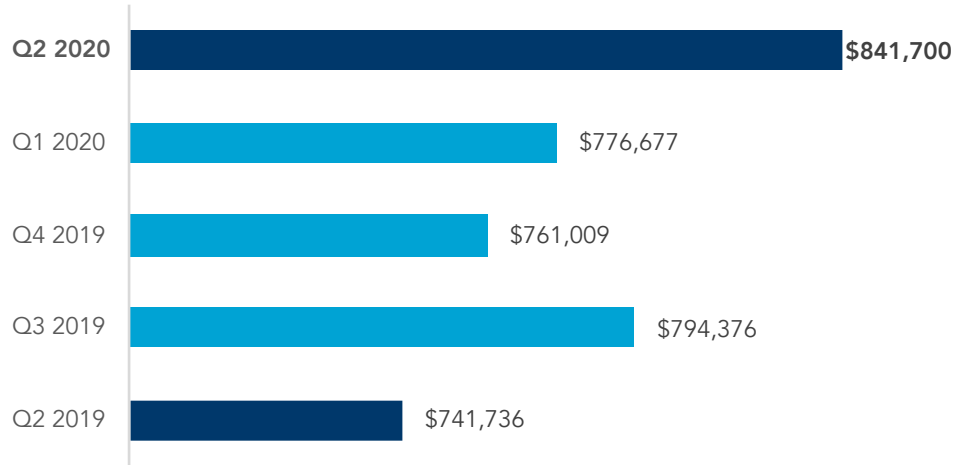


Note: No Charlestown studio sales in Q2 2020

## AVERAGE SALES PRICE



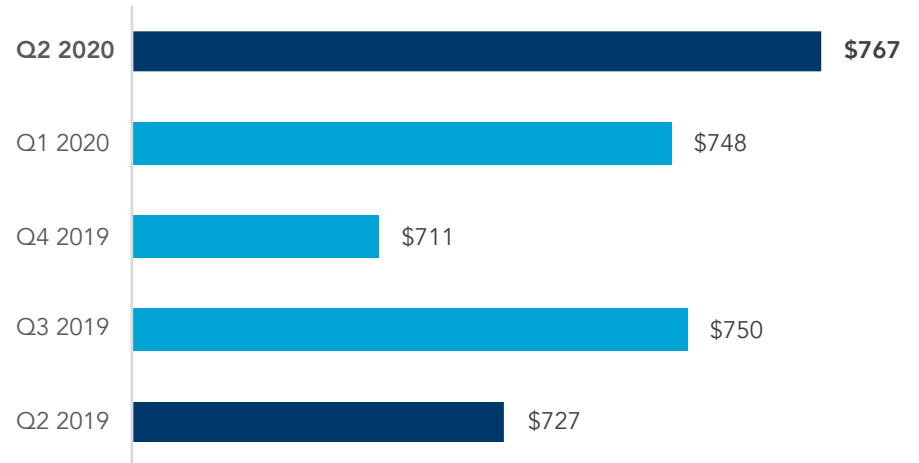
**↑ 13.5%**  
 YEAR OVER YEAR  
**\$99,964**  
 INCREASE



## AVERAGE COST PER SQ FT



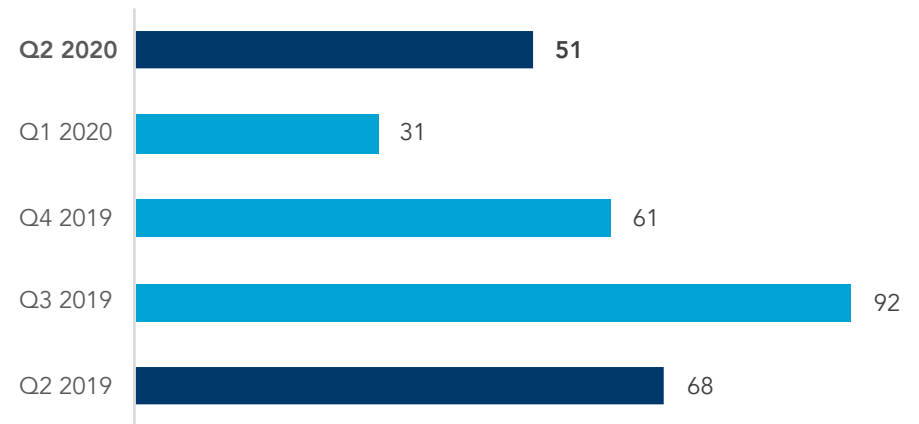
**↑ 5.5%**  
 YEAR OVER YEAR  
**\$40**  
 INCREASE



## NUMBER OF CLOSINGS



**↓ 25%**  
 YEAR OVER YEAR  
**17 UNIT**  
 DECREASE



*Note: Data is sourced from MLS and Link*