

# Q2 2020 SOUTH END

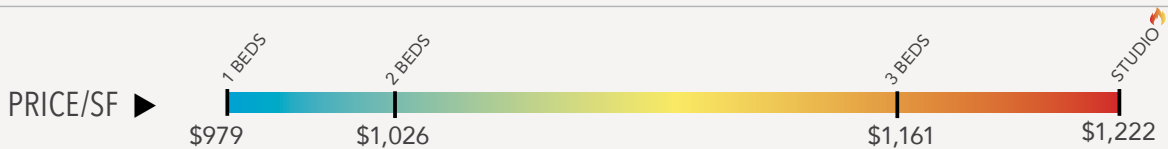
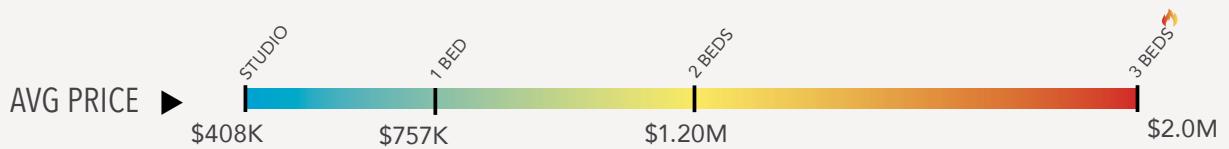
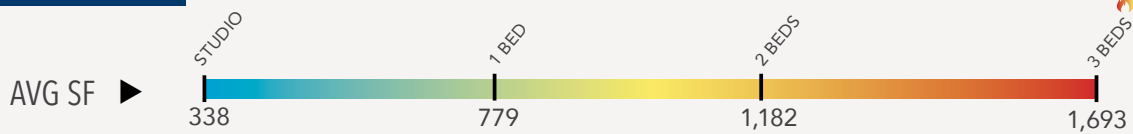


## TRENDS & INSIGHTS


- 🔗 The number of closings in the South End has decreased by over 55% quarter over quarter due to the COVID-19 pandemic coupled with the lack of new buildings delivering in 2020
  - Despite this dramatic decrease, closing are still up compared to Q1 2020, though this may be attributed to the seasonality of the Boston condo market
  - This quarter's primary sales activity took place at 100 Shawmut (5 units under agreement in MLS).
    - Next highest # of sales in a single building: Sepia, two resales
  - The Factory (46 Wareham) is slated to deliver in 2020 but did not formally start selling in Q2 2020 on MLS.
- 🔗 Q2 2020 had 101 units go under agreement while Q2 2019 had 140 units go under agreement, down 28% year over year.
- 🔗 On June 30th 2019, there were 66 homes on the market in the South End. On June 30th 2020, there were 169 homes on the market, a 156% increase.



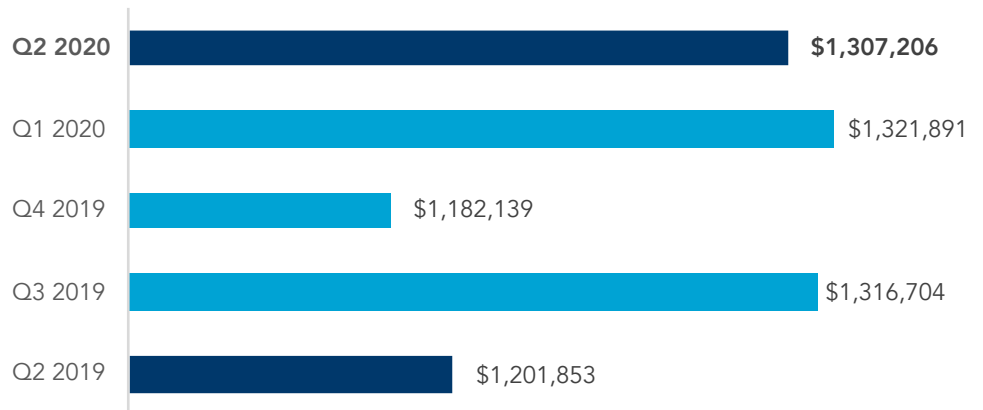
## WHAT'S HOT?



## AVERAGE SALES PRICE



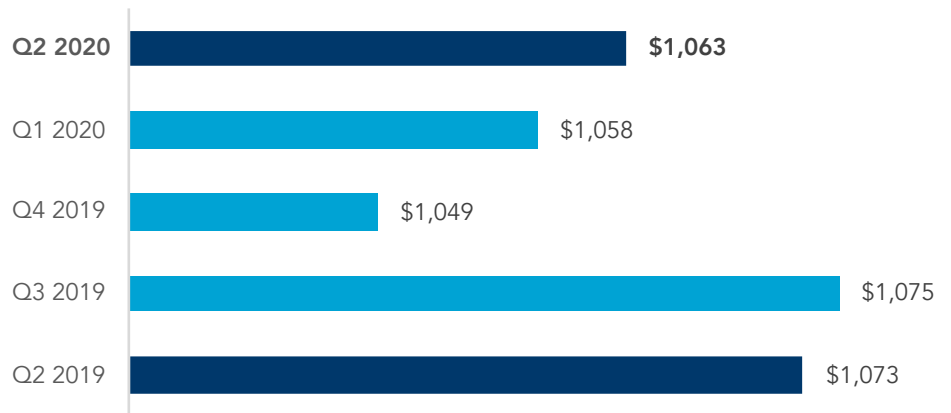
**↑ 8.1%**  
YEAR OVER YEAR  
**\$105,353**  
INCREASE



## AVERAGE COST PER SQ FT



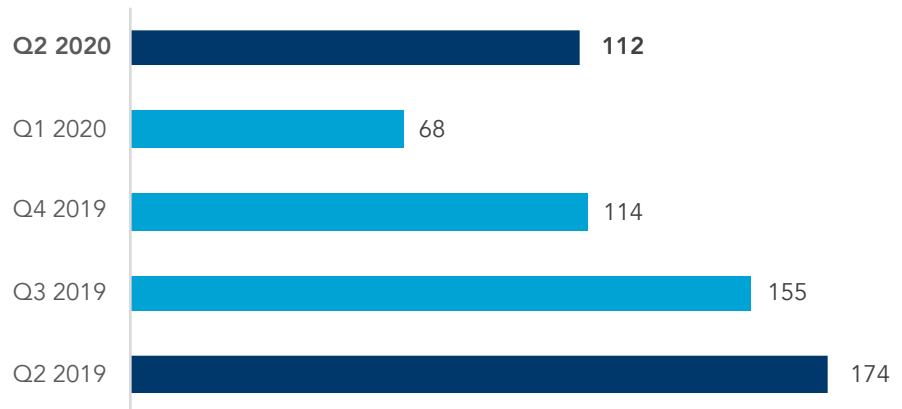
**↓ 1%**  
YEAR OVER YEAR  
**\$10**  
INCREASE



## NUMBER OF CLOSINGS



**↓ 55.4%**  
YEAR OVER YEAR  
**62 UNIT**  
DECREASE



*Note: Data is sourced from MLS and Link*