

# MARSH PROPERTIES

## The Real Estate Insider

Timely Offerings and Sale Data About the Boston Real Estate Market - Since 1982

September 2018

### Fall vs. Spring - Debunking the Myth

A three year analysis of condo sales in the Fall and Spring selling seasons shows that the Fall market (9/1-11/30) is often competitive with the heralded Spring market (4/1-6/30).

Furthermore, the average selling price and the average sale price per SF during the Fall market was also competitive with the Spring market.



Notes: New project sales (i.e. Millennium Tower in the Fall of 2016) can inflate the seasonal sales volume. We highlighted the larger Back Bay, Beacon Hill, Midtown, South End and Waterfront neighborhoods. We would be happy to supply you with data for other neighborhoods.

Sources: LINK and MP research.

For a look at our Sales Portfolio, click on the following Link: [Marsh Sales Portfolio](#).

Neighborhood	Year	Spring	Fall	F/S Ratio	Neighborhood	Year	Spring	Fall	F/S Ratio
Back Bay	2015	143	104	73%	Midtown	2015	51	33	65%
	2016	129	124	96%		2016	62	187 (1)	302%
	2017	127	108	85%		2017	57	51	89%
Beacon Hill	2015	44	41	93%	South End	2015	198	176	89%
	2016	55	35	64%		2016	225	122	54%
	2017	56	50	89%		2017	194	151	78%
New Project Sales Inflation: (1) Millennium Tower					Waterfront	2015	44	34	77%
						2016	43	43	NA
						2017	41	46	112%



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