

# The Real Estate Insider

Current Sales Data, Trends and Property Offerings in the Boston Real Estate Market by Marsh Properties - Since 1992

## Five-Year Sales Summary Tier-1 Doorman Condominium Sales in Boston

	<u>2015</u>		<u>2016</u>		<u>2017</u>		<u>2018</u>		<u>2019</u>	
<u>BUILDING</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>
1 Charles	16	\$1,167	19	\$1,164	11	\$1,264	26	\$1,717	8	\$1,126
45 Province	5	\$1,314	12	\$1,207	6	\$1,281	20	\$1,197	11	\$1,084
50 Liberty							137	\$1,595	6	\$1,647
Atelier 505	9	\$1,319	7	\$1,425	8	\$1,255	6	\$1,468	2	\$1,308
Battery Wharf	17	\$1,102	12	\$1,330	10	\$1,183	8	\$1,151	7	\$1,278
Belvedere	4	\$1,367	3	\$1,413	0	NA	3	\$2,440	2	\$1,813
Carlton House	1	\$3,337	3	\$2,047	2	\$2,754	4	\$2,397	1	\$2,547
Clarendon	12	\$1,655	7	\$1,810	11	\$1,566	2	\$1,735	11	\$1,610
Four Seasons (220-B)	8	\$1,427	6	\$2,012	2	\$1,659	8	\$2,108	4	\$2,421
Grandview	5	\$ 950	4	\$1,379	3	\$ 973	1	\$1,099	4	\$1,034
Heritage	3	\$2,161	7	\$1,775	4	\$1,870	2	\$2,156	6	\$2,537
Intercontinental	12	\$1,112	13	\$1,167	14	\$1,096	14	\$1,154	13	\$1,223
Mandarin (776)	4	\$2,449	3	\$1,909	2	\$1,947	4	\$1,779	1	\$1,925
Mandarin (778)	17	\$1,600	2	\$1,050	1	\$1,696	1	\$1,497	1	\$1,478
Millennium Place	19	\$1,203	41	\$1,184	22	\$1,162	22	\$1,244	17	\$1,123
Millennium Tower			428	\$1,438	57	\$1,803	26	\$1,717	35	\$1,574
Four Seasons (One-Dalton)									79	\$2,484
Pier Four									95	\$1,980
Ritz Tower I	18	\$1,193	9	\$1,239	16	\$1,206	10	\$1,197	8	\$1,081
Ritz Tower II	12	\$1,268	11	\$1,228	11	\$1,239	9	\$1,343	9	\$1,296
Rowes Wharf	4	\$1,509	5	\$1,485	4	\$1,345	11	\$1,386	2	\$2,063
Trinity Place	6	\$ 993	5	\$1,212	7	\$1,221	5	\$1,509	5	\$1,531
Twenty Two Liberty	104	\$1,417	25	\$1,796	6	\$1,707	9	\$1,533	11	\$1,939
W Boston	22	\$1,132	11	\$1,275	13	\$1,221	10	\$1,185	7	\$1,143

Key: PPSF: Average Sale Price per Square Foot. Sales: Number of Sales Closed and Recorded. Sources: MP research, LINK.

Notable 2018 Performances:

Most Sales: Pier Four (96). Least Sales: Carlton House (1). Mandarin; (776 Boylston – 1) (778 Boylston - 1)

Highest Bldg. Avg. Sales Price/SF: The Heritage (\$2,537). Highest Sale Price - Price/SF: Pier Four PHC/D; (\$28,883,108) (\$4,180)

Lowest Bldg. Avg. Sales Price Per SF: Grandview (\$1,034) Lowest Sale Price - Price/SF: 50 Liberty 5H; (\$214,300) (\$158)

Buildings with a Rising Average PPSF over the Last Five Years: Trinity Place



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## MARSH PROPERTIES

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## Condominium Annual Sales Review

Time Frame: Full Year Sales: 2019 vs. 2018

Area: Back Bay, Beacon Hill, Charlestown, East Boston, Midtown, North End, Seaport, South Boston, South End & Waterfront.

Price Ranges: Less than \$1 million. \$1-\$3 million. Greater than \$3 million.

Key: Sales: number of sales that have closed. PPSF: average sale price per square foot.

Sources: LINK (Listing Information Network). Marsh Properties research.

Area	Year	Less Than \$1 Million				\$1-\$3 Million				Greater Than \$3 Million			
		Sales	% +/-	PPSF	% +/-	Sales	% +/-	PPSF	% +/-	Sales	% +/-	PPSF	% +/-
Back Bay	2019	165	↓4%	\$1,109	↑2.5%	186	↓3.1%	\$1,321	↑3.9%	106	↑89%	\$2,355	↑29%
	2018	172		\$1,082		192		\$1,272		56		\$1,828	
Beacon Hill	2019	102	↑4.1%	\$1,106	↑1.7%	60	↑43%	\$1,224	↑7.3%	22	↑120%	\$1,749	↓8.2%
	2018	98		\$1,088		42		\$1,321		10		\$1,905	
Charlestown	2019	279	↑5.7%	\$ 727	↑.14%	57	↑3.6%	\$ 741	↑2.9%	NA		NA	
	2018	264		\$ 726		55		\$ 720		NA		NA	
East Boston	2019	333	↑7.8%	\$ 622	↑14 %	15	↑1,500%	\$1,138	↑80 %	NA		NA	
	2018	309		\$ 545		1		\$ 632		NA		NA	
Midtown	2019	70	↓38%	\$ 829	↑36 %	110	↑14.6%	\$1,148	↓4%	12	↓14.3%	\$1,824	↓6.5%
	2018	113		\$ 609		96		\$1,196		14		\$1,951	
North End	2019	56	↓25.3%	\$ 900	↓5.3%	7	↓53%	\$ 994	↓6.9%	NA		NA	
	2018	75		\$ 950		15		\$1,068		NA		NA	
Seaport	2019	58	↓22.6%	\$ 858	↓4.8%	145	↑36.8%	\$1,404	↑10.5%	48	↓17.2%	\$2,342	↑15.7%
	2018	75		\$ 901		106		\$1,271		58		\$2,024	
So. Boston	2019	529	↓15.5%	\$ 706	↑.57%	128	↓17.9%	\$ 795	↓3.6%	NA		NA	
	2018	626		\$ 702		156		\$ 825		NA		NA	
South End	2019	273	↓16%	\$ 990	↑1.2%	243	↓18.2%	\$1,087	↓.28%	20	↑25%	\$1,483	↑1.2%
	2018	325		\$ 978		297		\$1,090		16		\$1,465	
Waterfront	2019	56	↓37%	\$ 851	↓6.9%	74	↓8.6%	\$1,150	↑3.5%	8	↑33.3%	\$1,528	↓6.3%
	2018	89		\$ 914		81		\$1,111		6		\$1,630	

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**NOTE: If this Real Estate Insider newsletter was passed on to and you would like us to email future issues directly to you, send your request to: [info@bostonluxuryrealestate.com](mailto:info@bostonluxuryrealestate.com) or call/text Tim Marsh at (C) 617-548-7145**

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## Back Bay & Beacon Hill Single Family Home Sales 2019

### BACK BAY

<u>Address</u>	<u>Sale Price</u>	<u>Sale Price/SF</u>	<u>Square Feet</u>	<u>Condition</u>	<u>Beds/Baths</u>	<u>Outdoor Space</u>	<u>Parking</u>
352 Marlborough	\$4,755,235	\$1,427	3,331	UK	6/3	UK	UK
285 Marlborough	\$6,700,000	\$1,493	4,485	R	6/5.5	Roof deck	4-Outdoor
309 Marlborough	\$8,500,000	\$1,776	4,785	R	4+/4.5	Roofdeck, garden	2-Outdoor

# Sales: 3    Average Sale Price: \$6,651,745    Average Sale Price/SF: \$1,566    Average Days On Market: 0

### BEACON HILL

<u>Address</u>	<u>Sale Price</u>	<u>Sale Price/SF</u>	<u>Square Feet</u>	<u>Condition</u>	<u>Beds/Baths</u>	<u>Outdoor Space</u>	<u>Parking</u>
5 Strong Pl	\$1,360,000	\$1,275	1,066	PR	3/2	Deck	1-Outdoor
4 Bellingham Pl	\$1,527,000	\$ 913	1,672	AC	2/2	UK	UK
22 Garden	\$1,765,000	\$ 895	1,972	R	4+/3	UK	UK
2 Sentry Pl	\$1,850,000	\$1,076	1,716	AC	3/2.5	Patio	1-Rental
34 Cedar Lane Way	\$2,075,000	\$1,235	1,680	PR	3/2.5	Garden	No
28 Garden St.	\$2,150,000	\$ 716	2,823	PR	3/2.5	Patio, Roof deck	No
21 So. Russell	\$2,350,000	\$1,287	1,825	R	3/3.5	Deck	No
21 Branch	\$2,395,000	\$1,307	1,832	R	2/2	Deck	1-Garage
150 Mt Vernon	\$2,515,000	\$1,197	2,101	R	4/2	Patio	No
2 Mt. Vernon Sq.	\$2,555,000	\$1,390	1,837	R	3/3.5	Garden	1-Outdoor
3 Spruce Ct.	\$2,575,000	\$1,570	1,640	R	3/2.5	Patio, Roof deck	1-Outdoor
103 Revere	\$2,695,000	\$1,065	2,530	R	4+/3.5	Deck	No
88 Myrtle	\$2,950,000	\$ 994	2,966	R	5/4.5	Patio, Roof deck	No
59 River	\$2,975,000	\$1,044	2,848	R	4/3.5	Patio	No
20 Pinckney	\$3,000,000	\$1,277	2,348	R	3+/2.5	Patio	No
36 Pinckney #J	\$3,100,000	\$ 858	3,612	R	3+/2.5	Garden, Roof deck	No
56 W. Cedar	\$3,250,000	\$1,083	3,000	PR	6/4.5	Patio, Roof deck	No
5 Charles River Sq.	\$3,875,000	\$1,173	3,303	R	4/3.5	Roof deck	1-Outdoor
33 Pinckney	\$3,975,000	\$1,294	3,070	R	4/3.5	Patio, Roof deck	No
34 W. Cedar	\$4,000,000	\$ 956	4,180	R	5+/4.5	Garden, Roof deck	No
10 Charles River Sq.	\$4,107,500	\$ 930	4,412	R	5/4.5	Decks	1-Outdoor
5-7 Spruce	\$5,400,000	\$1,719	3,140	R	5+/3.5	Patio, Roof deck	2-Outdoor
9 Chestnut	\$5,750,000	\$1,118	5,141	R	4/3.5	Garden	No
69 Hancock	\$6,550,000	\$1,129	5,799	R	4+/5.5	Decks	No
29 W. Cedar	\$7,200,000	\$1,473	4,886	UK	5/4	UK	UK

# Sales: 25    Average Sale Price: \$3,277,780    Average Sale Price/SF: \$1,161    Average Days On Market: 148

Condition Key: AC (Avg Condition)   UR (Unrenovated)   PR (Partially Renovated)   R (Renovated)   UK (Unknown – private Sale)  
Sources:    LINK (Listing Information Network).   Marsh Properties research.

### Marsh Properties

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