



Issue 1

The Real Estate Insider

January 2016

Timely Data, Offerings and Sales Reports by Marsh Properties on the Boston Real Estate Market - Since 1992

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

<u>BUILDING</u>	<u>2011</u>		<u>2012</u>		<u>2013</u>		<u>2014</u>		<u>2015</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>	<u>Sales</u>
1 Charles	\$ 942	14	\$ 834	17	\$ 880	31	\$1,148	21	\$1,167	16
45 Province	\$ 844	28	\$ 925	36	\$1,043	37	\$1,186	30	\$1,314	5
Atelier 505	\$ 956	7	\$1,029	7	\$1,094	6	\$1,262	3	\$1,319	9
Battery Wharf	\$ 884	23	\$ 915	23	\$1,024	9	\$1,158	14	\$1,102	17
Belvedere	\$ 905	2	\$1,093	2	\$1,304	1	\$1,598	1	\$1,367	4
Carlton House	\$1,460	3	\$1,441	2	\$1,308	4	\$2,744	1	\$3,337	1
Clarendon	\$1,129	36	\$1,233	20	\$1,425	22	\$1,460	8	\$1,655	12
Four Seasons	\$1,074	9	\$1,102	9	\$1,333	5	\$1,509	7	\$1,427	8
Grandview	\$ 790	4	\$ 861	6	\$ 768	3	\$ 792	3	\$ 950	5
Heritage	\$1,015	4	\$1,200	9	\$1,467	6	\$1,584	5	\$2,161	3
Intercontinental	\$ 899	13	\$ 781	12	\$ 892	23	\$ 974	17	\$1,112	12
Mandarin (776)	\$1,777	6	\$1,450	8	\$1,766	4	\$1,901	6	\$2,449	4
Mandarin (778)									\$1,600	17
Millennium Place	NA		NA		\$ 893	169	\$ 980	101	\$1,203	19
Ritz Tower I	\$ 993	12	\$ 949	16	\$1,015	16	\$1,087	12	\$1,193	18
Ritz Tower II	\$ 997	11	\$1,029	18	\$1,186	21	\$1,214	21	\$1,268	12
Rowes Wharf	\$1,093	3	\$ 999	6	\$1,208	3	\$1,341	6	\$1,509	4
Trinity Place	\$ 861	4	\$ 958	5	\$ 949	6	\$1,096	6	\$ 993	6
Twenty Two Liberty									\$1,417	104
W Boston	\$ 905	32	\$ 935	35	\$1,031	27	\$1,127	15	\$1,132	22

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

Notable 2015 Performances:

Most Sales: Twenty Two Liberty (104) Least Sales: Carlton House (1)

Highest Bldg. Avg. Sales Price Per SF: Carlton House (\$3,337). Lowest Bldg. Avg. Sales Price Per SF: Grandview (\$950)

Highest Sale Price: Heritage #1005/1006. 5,083 SF. 2/3+. (\$15,400,000)

Highest Sale Price Per SF: Mandarin #W12-A, 3,222 SF. 2+/2.5. (\$3,880 Per SF)

Lowest Sale Price: Trinity Place #210 Studio. (\$435,000)

Lowest Sale Price Per SF: Grandview #203, 1,344 SF. 2/2. (\$614 Per SF)

Buildings with a Rising PPSF over Five Years: Clarendon.



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Condominium Annual Sales Review

Time Frame: Full Year Sales: 2014 vs. 2015
 Neighborhoods: Back Bay, Beacon Hill, Charlestown, 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. Avg. PPSF: average sale price per square foot.
 Avg. DOM: average number of days it took the property to sell and go to record.
 Information Sources: LINK (Listing Information Network). Marsh Properties research.

Neighborhood	Year	<u>Less Than \$1 Million</u>			<u>\$1-\$3 Million</u>			<u>Greater Than \$3 Million</u>		
		<u># Sales</u>	<u>Avg. PPSF</u>	<u>Avg. DOM</u>	<u># Sales</u>	<u>Avg. PPSF</u>	<u>Avg. DOM</u>	<u># Sales</u>	<u>Avg. PPSF</u>	<u>Avg. DOM</u>
Back Bay	2014	243	\$823	37	150	\$1,055	59	50	\$1,639	93
	2015	206	\$922	33	176	\$1,132	57	56	\$1,749	69
Beacon Hill	2014	133	\$848	41	37	\$ 971	66	5	\$1,455	63
	2015	151	\$891	27	40	\$ 1,041	25	2	\$1,330	0
Charlestown	2014	290	\$554	34	20	\$ 650	34	NA	NA	NA
	2015	348	\$593	33	32	\$ 684	55	NA	NA	NA
Midtown	2014	120	\$710	67	145	\$1,039	82	11	\$1,532	56
	2015	98	\$753	56	71	\$1,065	112	13	\$1,506	90
North End	2014	91	\$717	48	12	\$ 878	129	NA	NA	NA
	2015	93	\$748	48	7	\$ 805	212	NA	NA	NA
Seaport	2014	68	\$589	37	17	\$ 667	118	NA	NA	NA
	2015	83	\$713	35	69	\$1,156	61	36	\$1,826	0
South Boston	2014	727	\$498	55	9	\$ 573	101	NA	NA	NA
	2015	706	\$548	37	21	\$ 595	88	NA	NA	NA
South End	2014	479	\$733	30	156	\$ 906	34	1	\$1,257	0
	2015	479	\$810	45	226	\$ 961	39	5	\$1,192	33
Waterfront	2014	98	\$684	46	50	\$ 991	131	7	\$1,447	111
	2015	90	\$764	42	60	\$ 1,059	75	5	\$1,450	100

Notable 2015 Performances: Back Bay sales <\$1M decreased 15%; the avg. PPSF rose 12%.
 Charlestown sales \$1-3M increased 60%; the avg. PPSF rose 5.2%.
 Midtown sales \$1-3M decreased 51%; the avg. PPSF rose 2.5%.
 North End sales \$1-3M decreased 42%; the avg. PPSF dropped 8%.
 Seaport increases in all categories reflect closings at the new full service building - Twenty Two Liberty.
 South Boston sales \$1-3M increased 133%; the avg. PPSF rose by only 3.8%.
 South End sales \$1-3M increased 45%; the avg. PPSF rose by only 6%.
 Waterfront sales \$1-3M increased 20%; the avg. PPSF increased by 6.9%

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

Back Bay & Beacon Hill Single Family Home 2015 Sales Review

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>
20 Follen	\$3,000,000	\$994	3,018	UK	3/3.5	UK	UK
423 Beacon	\$3,375,000	\$884	3,817	R	5+/4+	Garden	2-Outdoor
352 Marlborough	\$3,500,000	\$1,051	3,331	UR	6/3	Garden	3-Outdoor
118 Marlborough	\$5,000,000	\$1,008	4,959	UK	6/5	UK	UK
244 Marlborough	\$5,219,000	\$939	5,558	UK	4/3.5	UK	UK
279 Marlborough	\$6,350,000	\$1,333	4,765	R	4+/3+	Courtyard	2-Garage
410 Beacon	\$8,500,000	\$933	9,107	PR	5+/5+	Roof Deck, Garden	2-G, 2-O
20 Marlborough	\$9,500,000	\$1,257	7,558	R	6+/6+	Roof Deck, Balcony	2-G, 1-O
305 Commonwealth	\$10,100,000	\$797	12,674	UK	8/4	UK	UK
130 Commonwealth	\$11,600,000	\$1,171	9,908	PR	5+/6+	Roof Deck	6-Outdoor

Sales: 10 Average Sale Price: \$6,614,400 Average Sale Price/SF: \$1,037 Average Days On Market: 114

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>
28-R Phillips	\$1,274,000	\$758	1,680	R	2/2	Courtyard	No
1 Strong Place	\$1,600,000	\$1,097	1,458	R	3/2	Courtyard	1-Outdoor
24 Garden	\$1,665,000	\$886	1,879	R	4/3.5	Garden	No
42 Irving	\$1,717,500	\$881	1,950	R	3/3+	Roof Deck	No
79 Joy	\$1,737,000	\$579	3,000	PR	4+/4.5	Roof Deck, Patio	No
43 S. Russell	\$1,758,000	\$617	2,848	UK	4+/2.5	UK	No
79 W. Cedar	\$1,900,000	\$900	2,112	PR	3/2.5	Roof Deck	No
7 Willow	\$2,045,000	\$990	2,065	AC	3/3	Roof Deck	No
22 Joy	\$2,050,000	\$763	2,688	PR	5+/3.5	Roof Deck	No
4 Pinckney	\$2,380,000	\$715	3,328	R	5+/4.5	Patio	1-Garage
50 River	\$2,700,000	\$1,058	2,576	R	4+/3.5	Patio	No
117 Pinckney	\$2,725,000	\$1,316	2,070	R	5/4	Deck	No
8 Byron	\$2,892,750	\$1,124	2,574	UK	4/3	UK	UK
55-57 Brimmer	\$3,100,000	\$1,174	2,640	UK	2/1	UK	UK
39 Hancock	\$3,150,000	\$609	5,172	PR	4+/3.5	Garden, Patio	3-Outdoor
14 Charles River Sq.	\$3,300,000	\$1,093	3,020	R	4/4	Roof Deck	1-Outdoor
71 Hancock	\$3,810,000	\$856	4,449	R	4+/4	Deck, Patio	No
41 Chestnut	\$3,877,500	\$963	4,027	R	5/3+	Deck, Patio	No
23 Chestnut	\$3,900,000	\$934	4,176	PR	4/2.5	Garden	No
4 Chestnut	\$4,274,500	\$942	4,539	R	6/4+	Garden, Balcony	No
75 Hancock	\$4,600,000	\$724	6,351	R	5/5.5	Deck, Garden	No
17 W. Cedar	\$5,195,000	\$1,391	3,736	R	4/2+	Garden	No
28 Mt. Vernon	\$6,600,000	\$590	11,180	AC	10/6.5	Garden	No
13 Louisburg Sq.	\$10,800,000	\$1,954	5,258	PR	8/5.5	Roof Deck, Garden	2-Outdoor
56 Beacon	\$11,500,000	\$1,059	10,858	R	6+/6.5	2-Decks, Garden	4-Garage

Sales: 25 Average Sale Price: \$3,622,050 Average Sale Price/SF: \$959 Average Days On Market: 103

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

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