

LINK

ANNUAL MARKET SUMMARY

Boston 2022

Prepared for



COLDWELL BANKER

March 1st, 2023



myLinkMLS.com

CITYWIDE NEIGHBORHOODS

Included in LINK Statistics

Back Bay

North End

Beacon Hill

South Boston

Charlestown

South End

East Boston

Seaport

Fenway

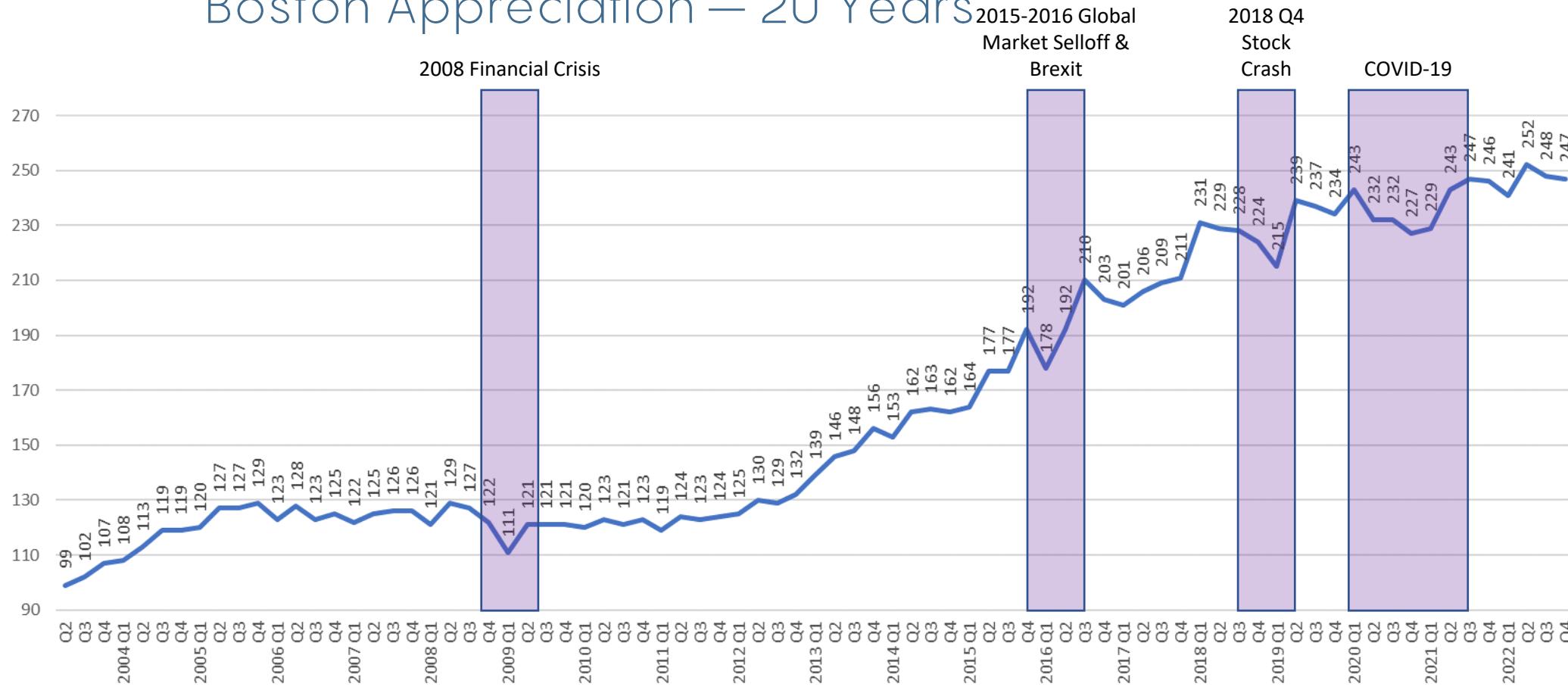
Waterfront

Downtown

West End

PRICE INDEX

Boston Appreciation – 20 Years



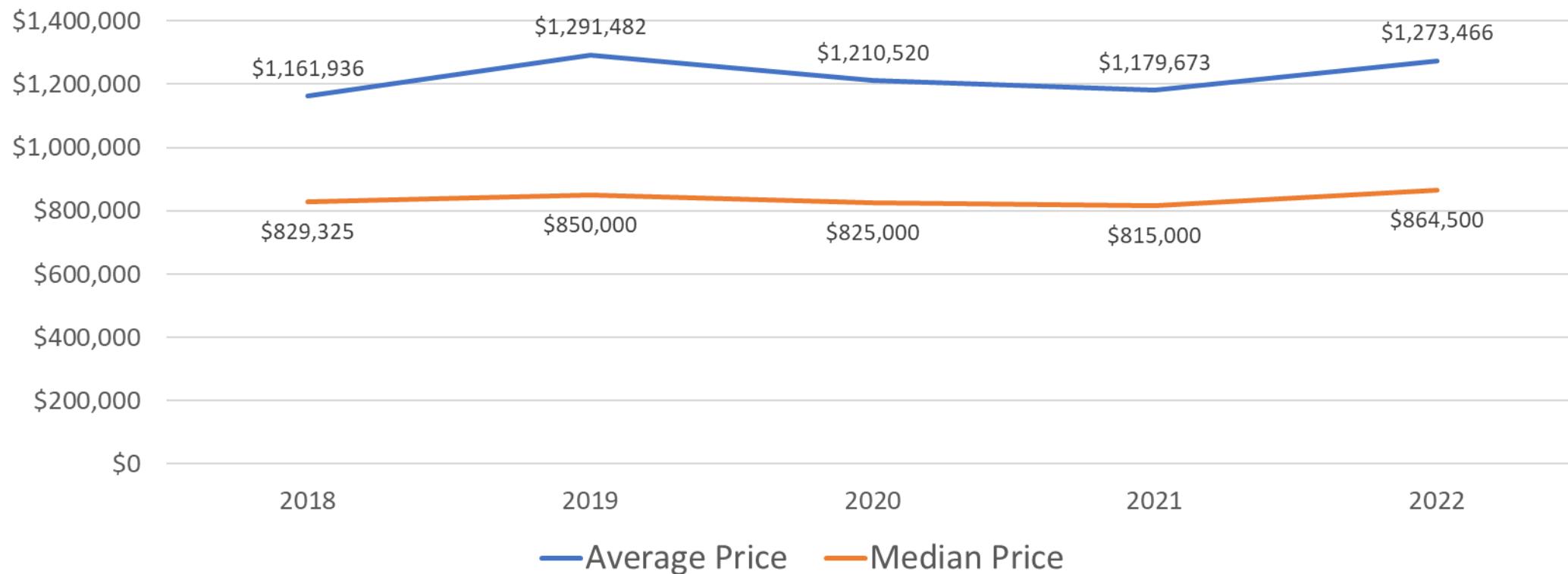
SALES STATISTICS

Boston Citywide Condos 2022

		Compared to 2021
Sales	3350	↓22%
Average Selling Price	\$1,273,466	↑8%
Median Selling Price	\$864,500	↑6%
Average \$/SqFt	\$1046/SqFt	↑6%
Median \$/SqFt	\$958/SqFt	↑6%

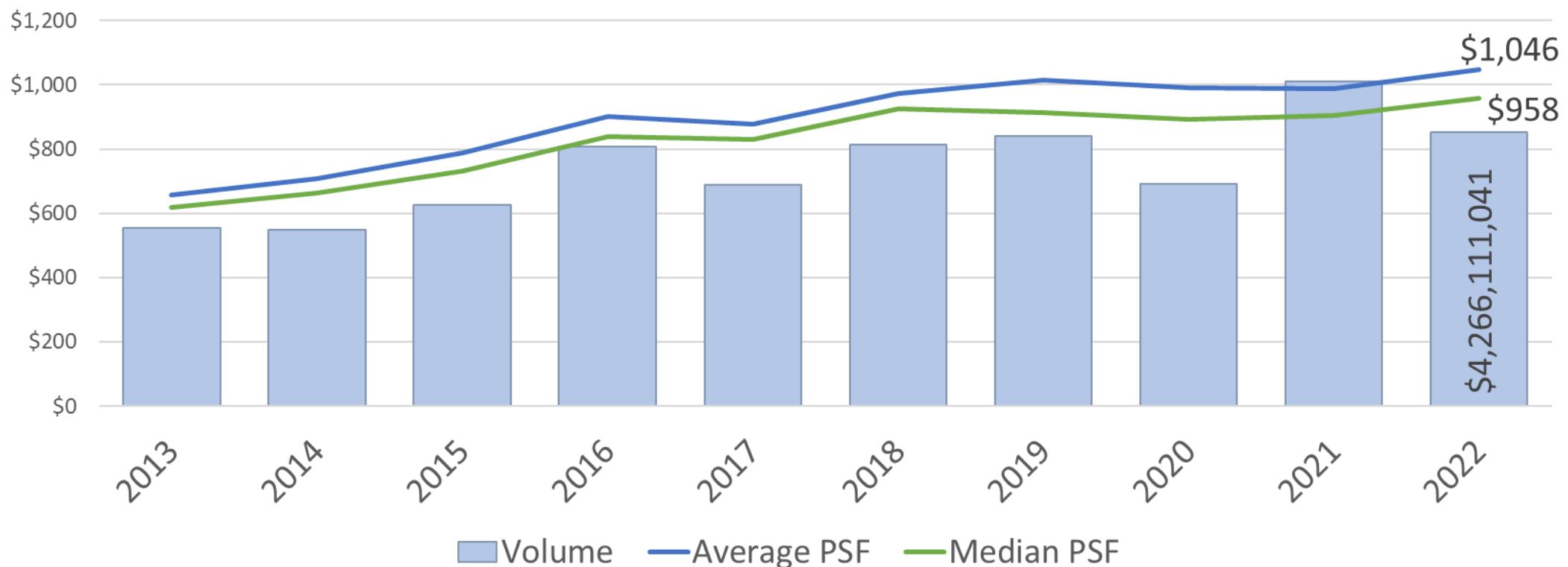
SELLING PRICES

Citywide Condos 2018-2022



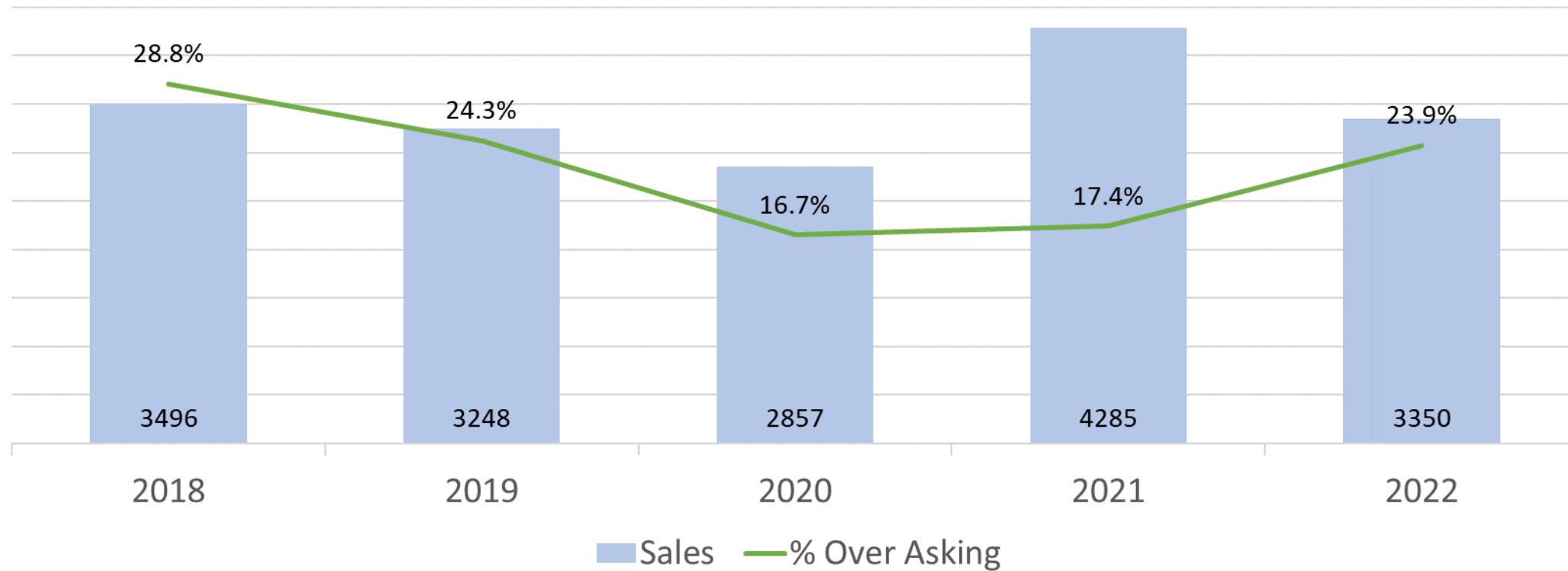
SELLING PRICE/SQFT

Citywide Condos 2013-2022



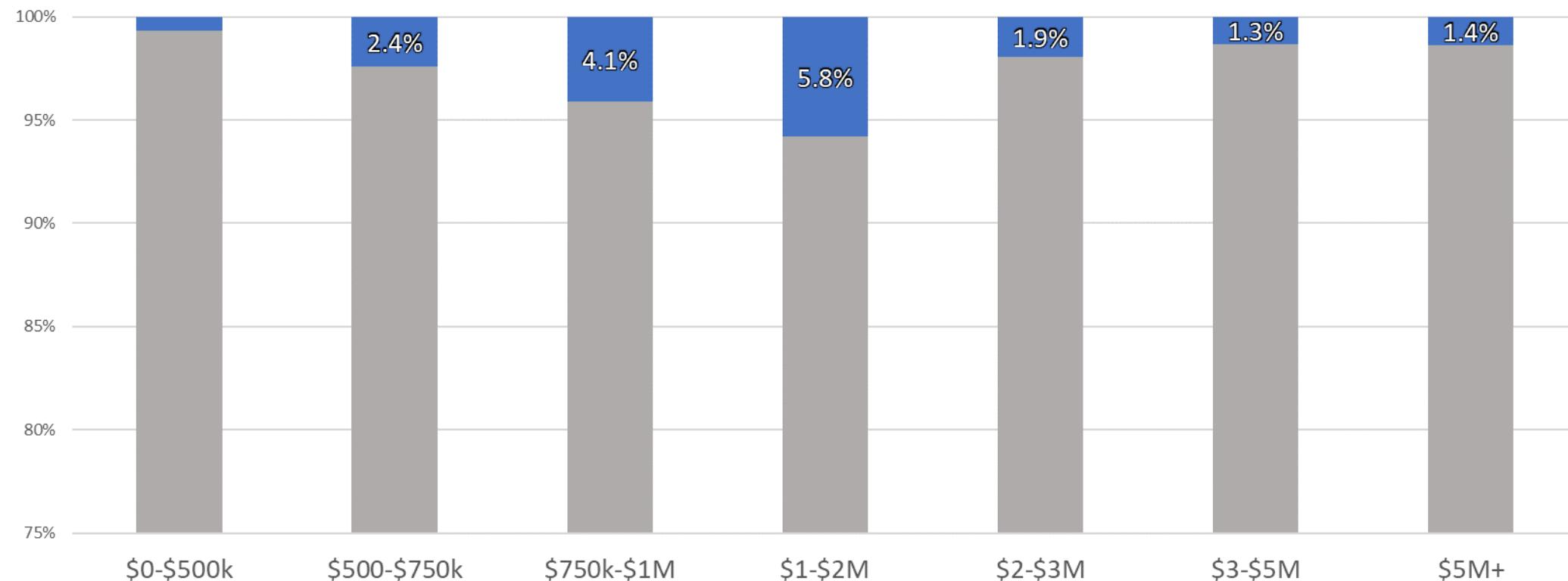
SALES OVER ASKING PRICE

Citywide Condos 2013-2022



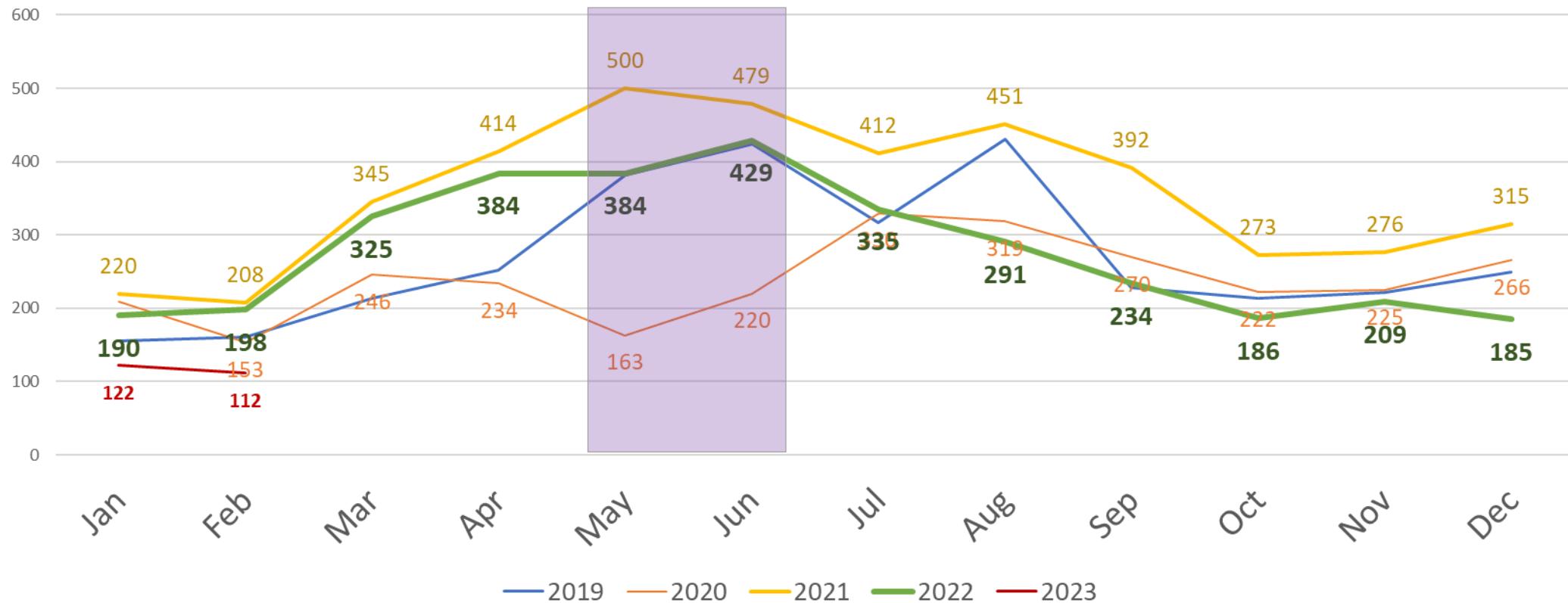
SALES OVER ASKING

Citywide Condos Sales in 2022 by Price Range



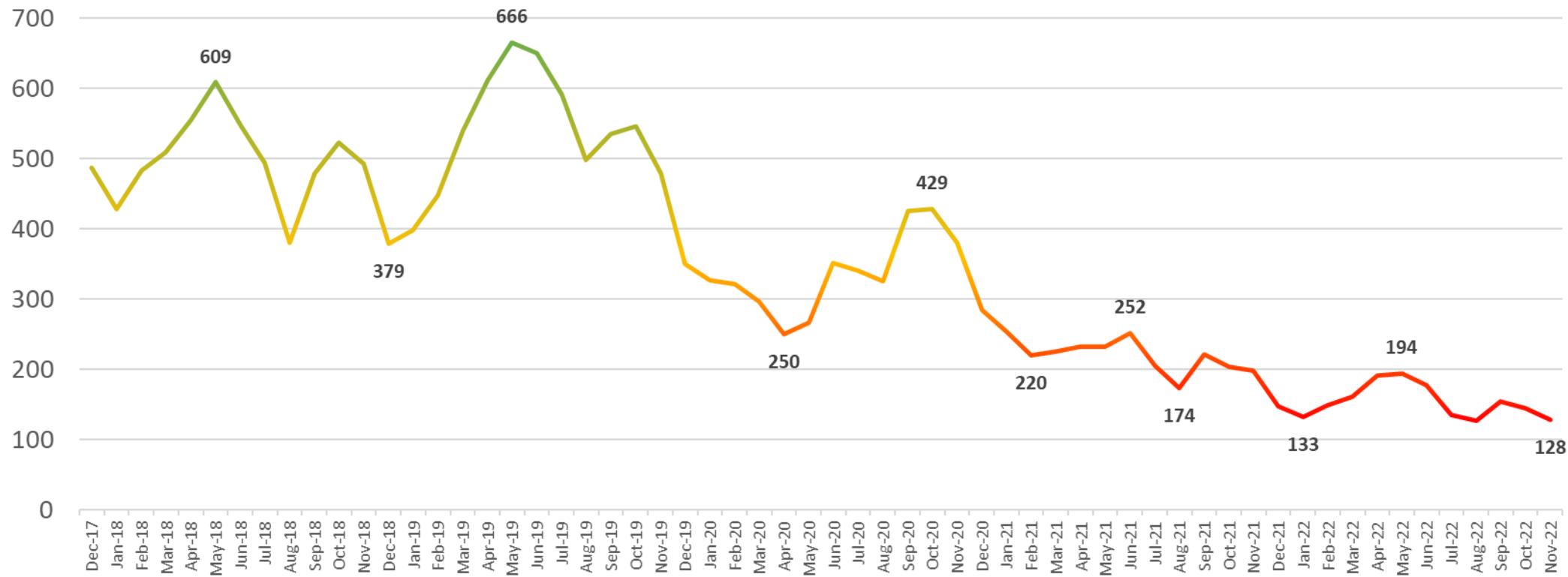
MONTHLY CLOSINGS

Boston 2019 to 2022 Comparison



INVENTORY

Available Listings: **Condos** 2018-2022



Data provided by Listing Information Network

SHADOW INVENTORY

Unsold New Construction

100 Shawmut
Arlington House
One Dalton Four Seasons
Echelon Tower One
Echelon Tower Two
Slip 45
Slip 65
St. Regis Residences

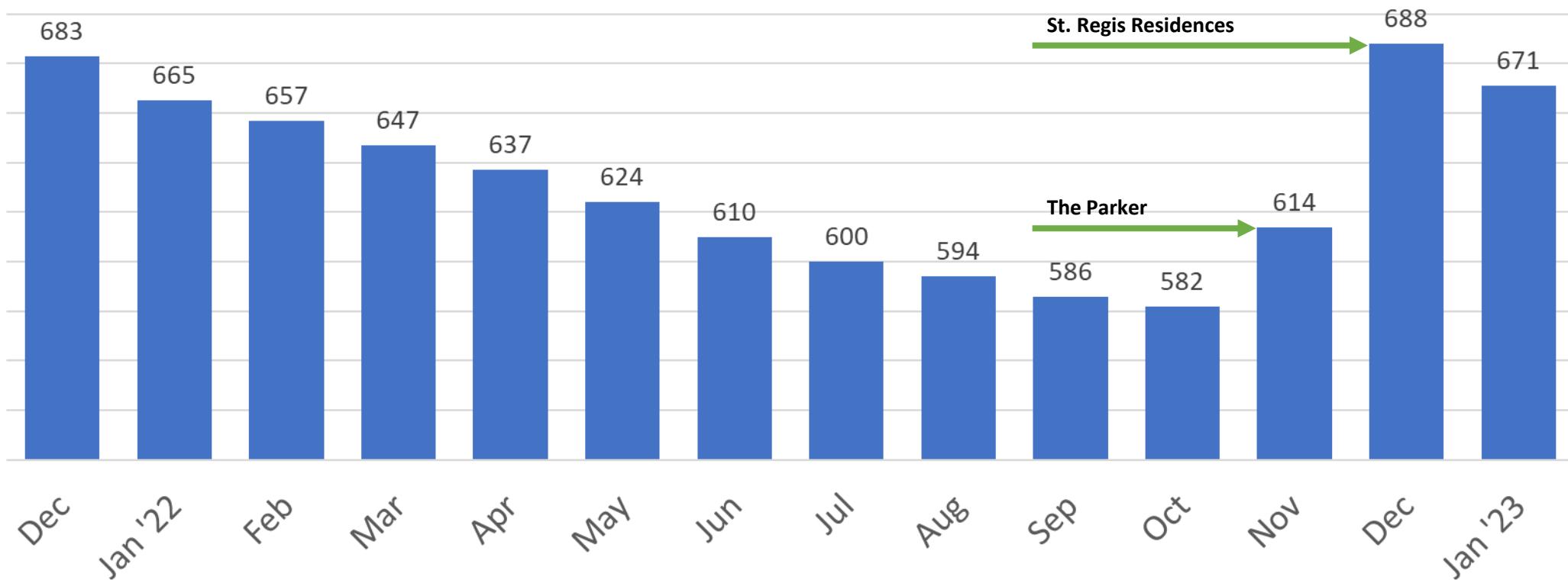
The Archer Residences
The Cosmopolitan
The Factory
The Mezz
The Parker
The Quinn
The Sudbury
The Thorndike

Approximately 671 Units

Downtown, Back Bay, South
End, East Boston, Seaport

SHADOW INVENTORY

Unsold New Construction



NEIGHBORHOOD \$/SqFt

Changes from 2021 to 2022

Back Bay	\$1,280	↑7%
Beacon Hill	\$1,213	↑5%
Charlestown	\$820	↑7%
East Boston	\$669	↓6%
Fenway	\$951	↓2%
Downtown	\$1,228	↑13%
North End	\$986	↑9%
Seaport	\$1,623	↑3%
South Boston	\$808	↑6%
South End	\$1,139	↑5%
Waterfront	\$1029	↑10%
West End	\$720	↑6%
Luxe Full Service*	\$1,525	↑13%

LINK

LUXURY FULL SERVICE

Boston 2022



LUXURY FS BUILDINGS

Boston Luxury Full-Service Condos

Hotel Luxe

Battery Wharf	1-3 Commonwealth
The Carlton House	100 Beacon
Four Seasons	109 Commonwealth
The Intercontinental	24 Commonwealth
The Mandarin	25 Beacon
One Dalton	274 Beacon
Ritz Tower I	45 Commonwealth
Ritz Tower II	49-51 Commonwealth
Rowes Wharf	Amory on the Park
W Boston	Arlington House Boulevard on The Greenway
	The Bradley Mansion
	Burrage Mansion
	Chanel No. 6

Luxe Boutique

The Factory
Four51 Marlborough
Haddon Hall
The Henry
Le Jardin
The Lucas
The Lydon
Maison Vernon
The Marais
Residences at 9 Arlington St
The Thorndike
The Tudor
The Whitwell
Zero Marlborough

Luxe Full Service

1 Charles St South	Echelon Seaport
100 Shawmut	Grandview
180 Beacon	Heritage
330 Beacon St	Lovejoy Wharf
44 Prince	The Mezz
45 Province	Millennium Place
50 Liberty	Millennium Tower
Albert A Pope	Pier Four
The Archer Residences	Pierce Boston
Atelier 505	The Quinn
Belvedere	Sepia & Siena @ Ink Block
The Bryant Back Bay	Slip45 & Slip65
Burroughs Wharf	St. Regis Residences
Church Court	The Sudbury
The Clarendon	Trinity Place
The Cosmopolitan	Twenty-Two Liberty

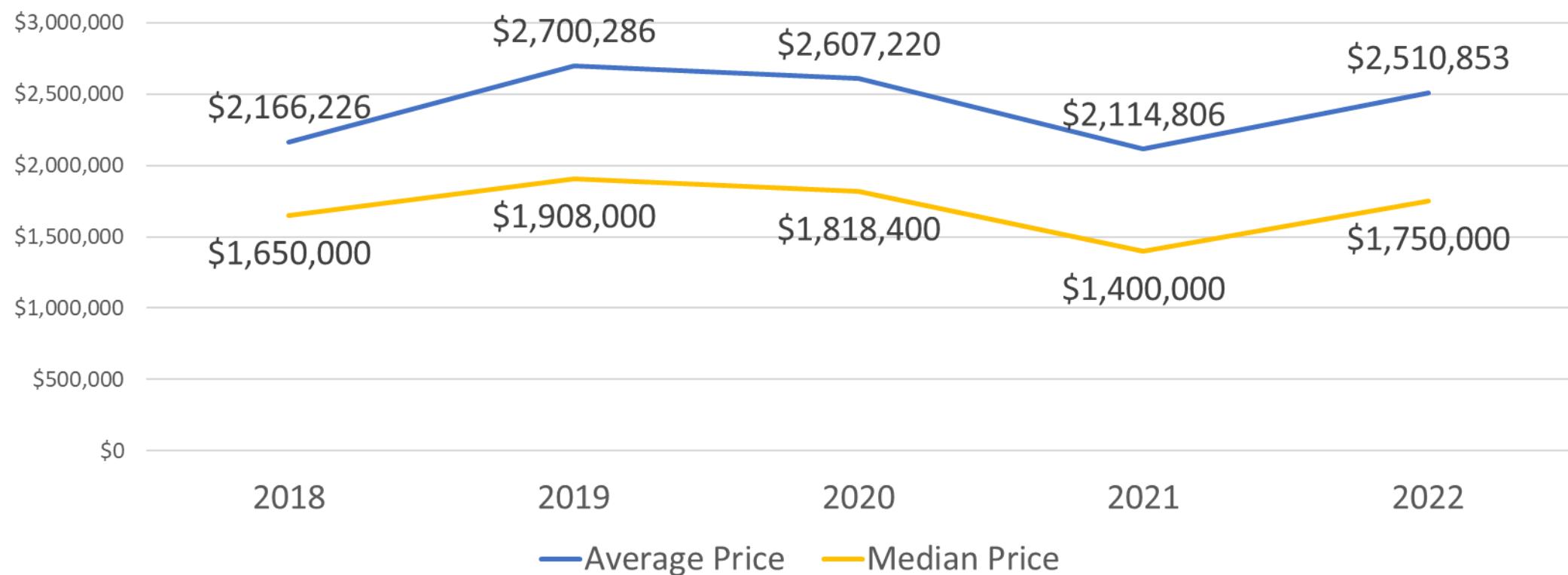
LUXURY FS SALES STATISTICS

Boston Citywide Condos 2022 Luxury Full-Service

		Compared to 2021
Sales	500	↓34%
Average Selling Price	\$2,510,853	↑19%
Median Selling Price	\$1,750,000	↑25%
Average \$/SqFt	\$1,606/SqFt	↑11%
Median \$/SqFt	\$1,525/SqFt	↑13%

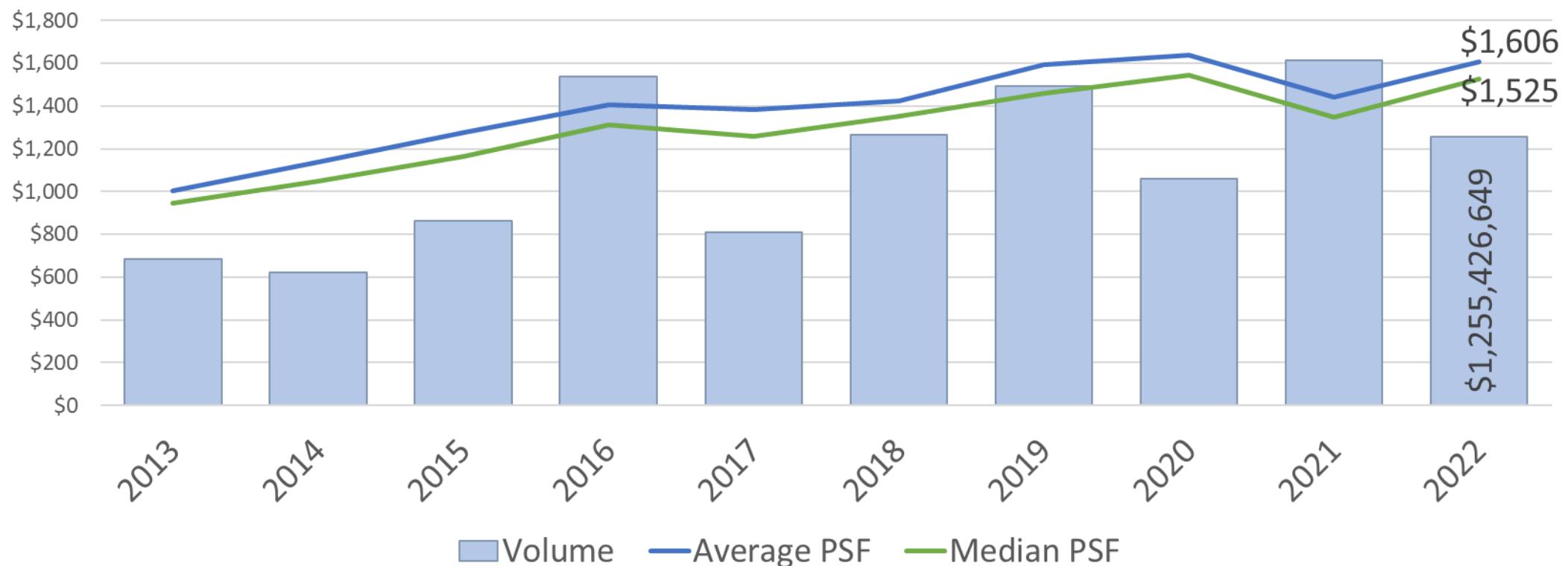
LUXURY FS SELLING PRICES

Boston Condos 2018-2022 Luxury Full-Service



LUXURY FS SALE PRICE/SqFt

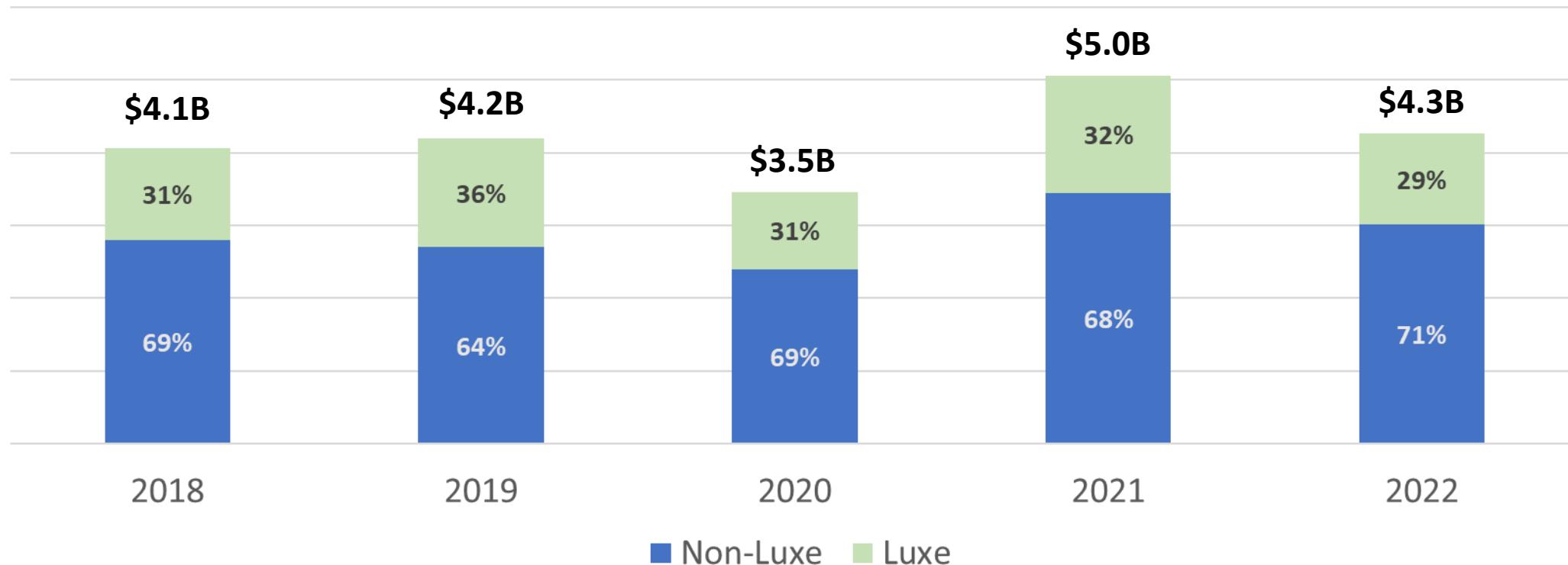
Boston Condos Luxury Full-Service 10 Year



Luxe Full-Service Units vs Traditional Units

SALES VOLUME

Boston Residential Condo Sales 2018-2022



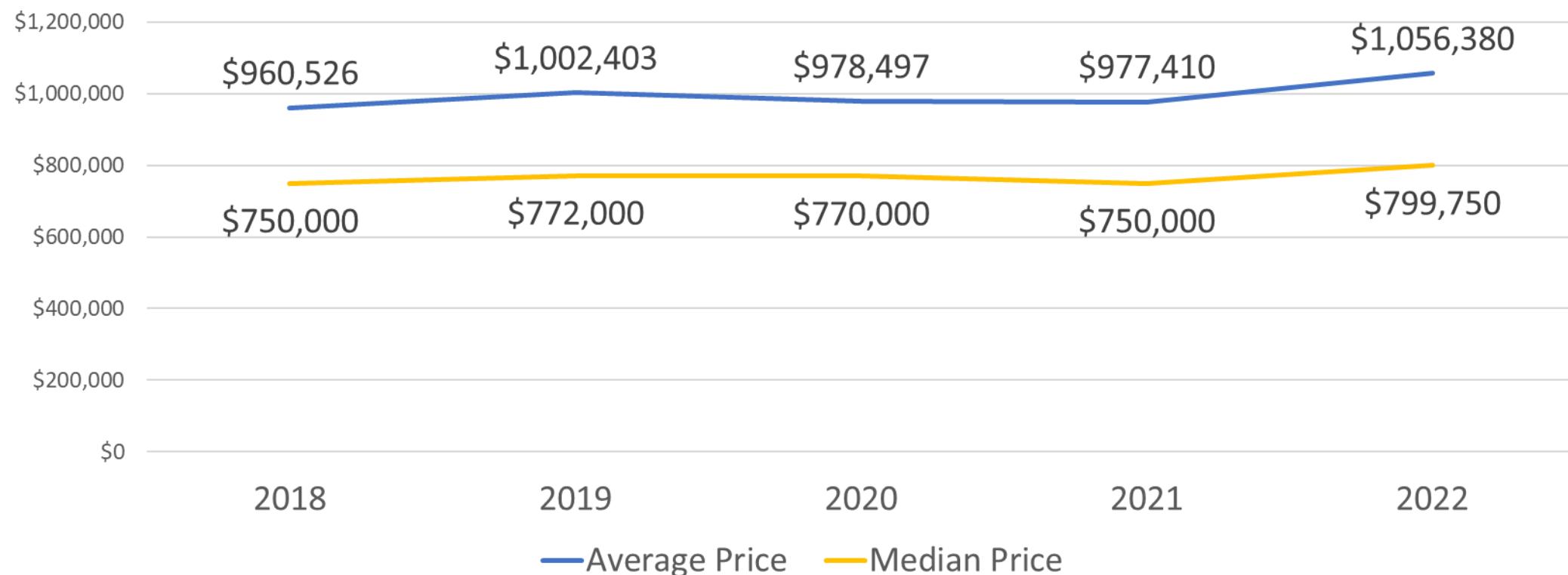
SALES STATISTICS

Boston Citywide Condos 2022 **Excluding** Luxury Full Service

		Compared to 2021
Sales	2,850	↓19%
Average Selling Price	\$1,056,380	↑8%
Median Selling Price	\$799,750	↑7%
Average \$/SqFt	\$948/SqFt	↑6%
Median \$/SqFt	\$901/SqFt	↑6%

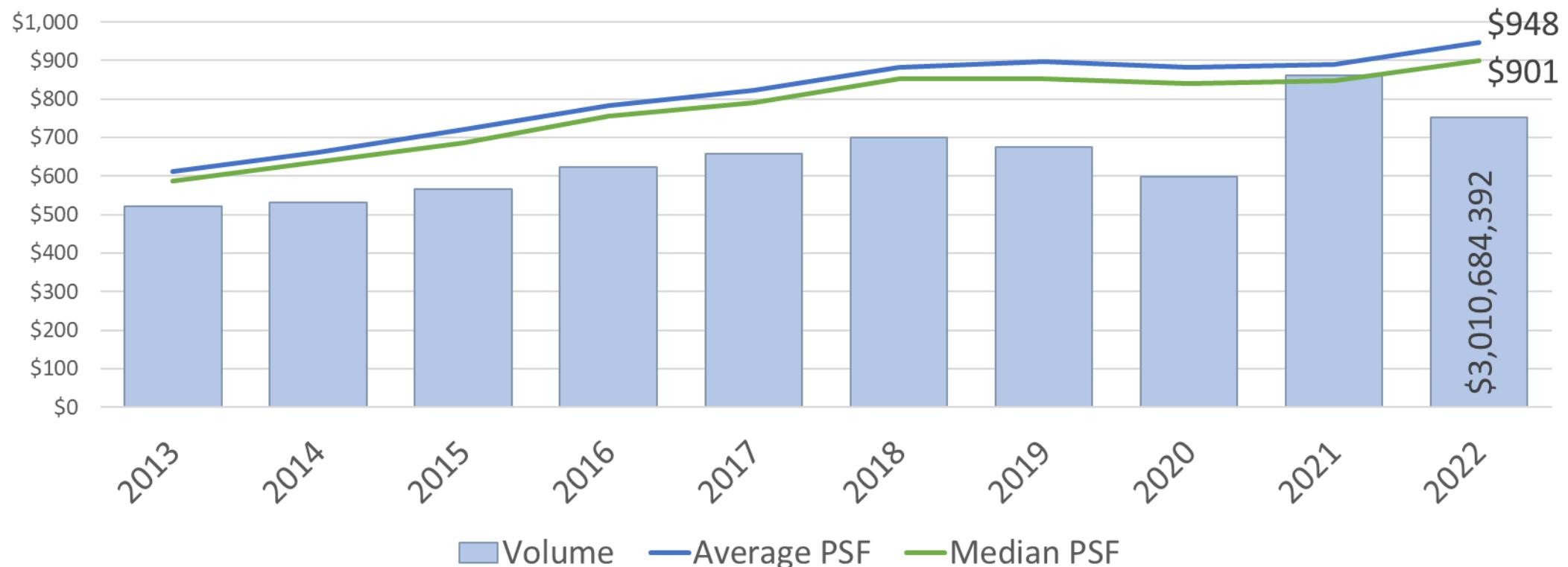
SELLING PRICES

Citywide Condos 2018-2022 Excluding Luxury Full Service



SALE PRICE/SqFt

Boston Condos Excluding Luxury Full-Service



LUXURY BUILDING RESALE APPRECIATION

LUXURY APPRECIATION

Annual Appreciation per Building Category

Building	Unique Units w/Resales	Avg Appr/Year
HOTEL LUXE	636	5%
LUXE BOUTIQUE	119	6%
LUXE FULL SERVICE	1251	8%
MID LUXE	3135	8%
MID LUXE MODERN	1043	7%

HOTEL LUXE APPRECIATION

Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
Carlton House, The	10%	12
Four Seasons	9%	34
Rowes Wharf	8%	40
Mandarin, The	8%	35
W Boston	5%	75
Ritz Tower II	4%	147
Ritz Tower I	4%	108

LUXE BOUTIQUE APPRECIATION

Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
Lucas, The	10%	12
Tudor, The	7%	15
Bradley Mansion, The	6%	10
100 Beacon	5%	9
24 Commonwealth	5%	5
Le Jardin	5%	8

LUXE FULL-SERVICE APPRECIATION

Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
50 Liberty	23%	37
Twenty Two Liberty	21%	52
Slip65	14%	24
330 Beacon St	11%	20
Bryant Back Bay, The	10%	22
Albert A Pope	10%	21
Millennium Place	9%	138
Burroughs Wharf	8%	30
180 Beacon	8%	24
Belvedere	7%	34
Heritage	7%	40
Church Court	7%	23
Atelier 505	7%	74
Trinity Place	7%	69
Millennium Tower	7%	147
Clarendon, The	7%	64

LUXURYML BUILDINGS

Boston Mid-Luxe and Mid-Luxe Modern Condos

Mid Luxe

3 Avery St	Folio	Parkside	1 St George	Harborwalk Residences
360 Newbury	Forecaster 121	Parris Landing	11 St George	Lofts at 36A
488 DOT	The Foundry	Port45	The 1850	Lofts at 437 D Street
75 Clarendon	FP3	Pray Brothers Carriage House	285 Columbus Lofts	The Mark at DeNormandie Wharf
Arya Condominiums	Fulton Court	The Prince	340 W 2nd	Minot Hall
The Basilica	Harbor Towers I (85)	The River House	700 Harrison	The Modern
The Blake	Harbor Towers II (65)	Sleeper Street Lofts	88 Wareham	The Pacer
Bowdoin Place	Hawthorne Place	Somerset	Allele	The Penmark
BroadLuxe	Laconia Lofts	The Starboard	Armory	Penny Savings Bank
The Carillon	Lewis Wharf	Strada234	Artblock #E-	Porter 156
The Charlesgate	Lincoln Wharf	Symphony Court	The Ceinture	Rollins Square
Charlesview	Lumen	Trem-On-Comm	Channel Ctr	The Tess
Columbus Court	Macallen Building	Union Wharf	Dover Lofts	The Two Eight Seven
Commercial Wharf E	The Mariner	The Vendome	Fort Point Place	Washington Union
Constellation Wharf	The Marlborough	West End Place	Gateway Terrace	
Court Square Press Bldg	The Nautica	Whittier Place	Greenway Place	
D4	Orchard Hill	Wilkes Passage		
Flagship Wharf	The Parker	Windsor Place		

Mid Luxe Modern

1 St George	Harborwalk Residences
11 St George	Lofts at 36A
The 1850	Lofts at 437 D Street
285 Columbus Lofts	The Mark at DeNormandie Wharf
340 W 2nd	Minot Hall
700 Harrison	The Modern
88 Wareham	The Pacer
Allele	The Penmark
Armory	Penny Savings Bank
Artblock #E-	Porter 156
The Ceinture	Rollins Square
Channel Ctr	The Tess
Dover Lofts	The Two Eight Seven
Fort Point Place	Washington Union
Gateway Terrace	
Greenway Place	

MID-LUXE APPRECIATION

Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
Laconia Lofts	20%	61
Commercial Wharf E	16%	44
Columbus Court	12%	29
Sleeper Street Lofts	12%	38
Prince, The	11%	27
Harbor Towers II (65)	11%	134
Parkside	11%	53
Trem-On-Comm	11%	131
Wilkes Passage	10%	109
River House, The	10%	72
Harbor Towers I (85)	10%	142

MID-LUXE MODERN APPRECIATION

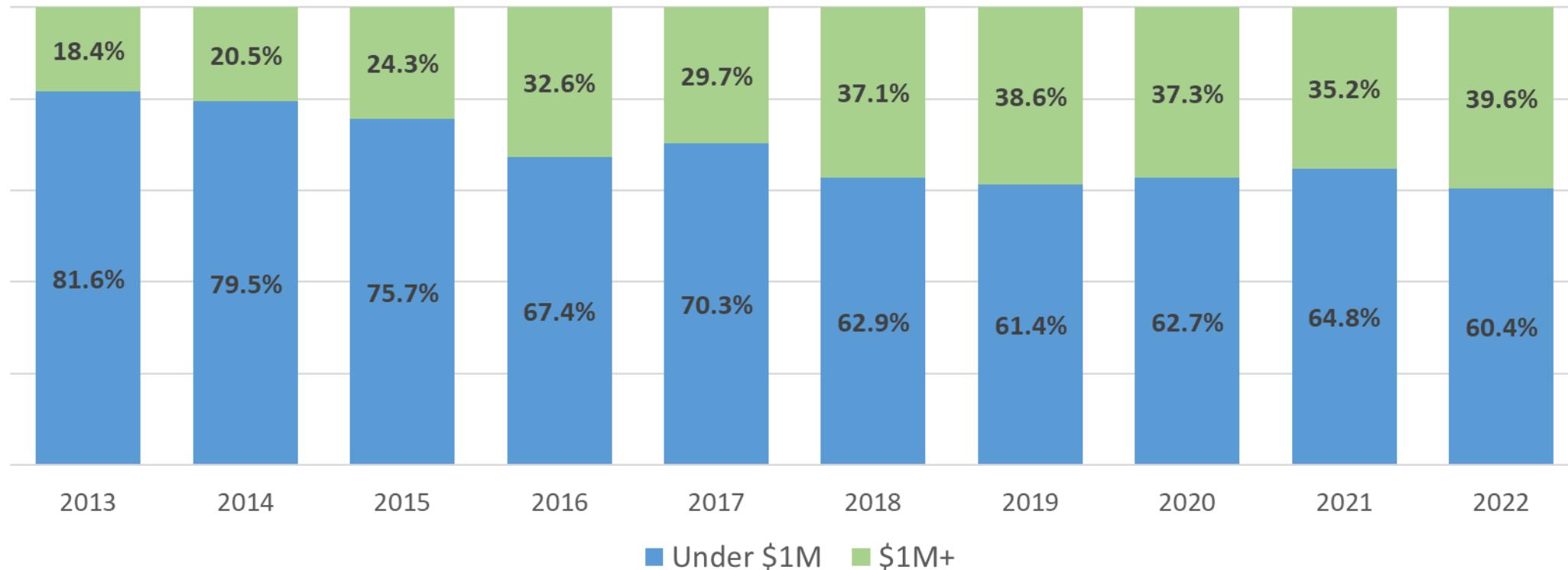
Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
DNA Lofts	13%	29
11 St George	13%	5
Fort Point Place	9%	87
1 St George	9%	10
Lofts at 437 D Street	9%	20
Minot Hall	9%	33
Rollins Square	9%	65
Washington Union	8%	24
1850, The	8%	29
36A Street Lofts	5%	19

BOSTON PRICING TRENDS

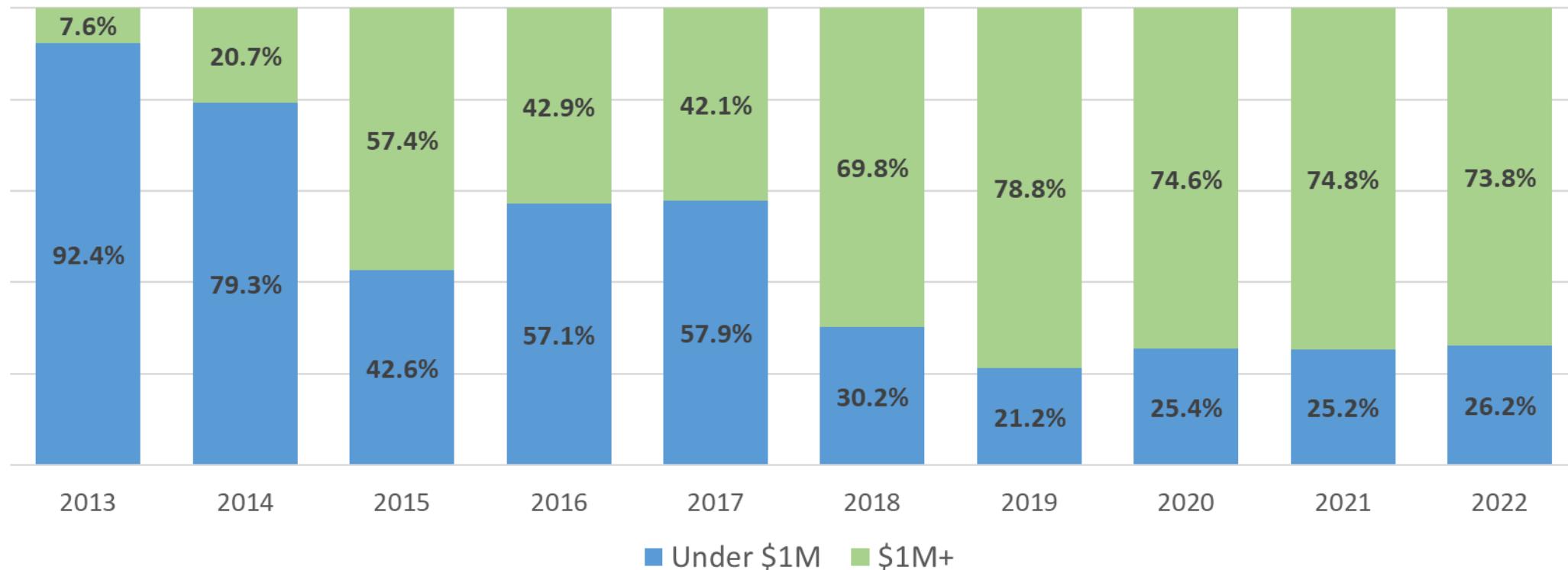
MILLION DOLLAR MARKET

City-wide **Condo** Sales Distribution 2013-2022



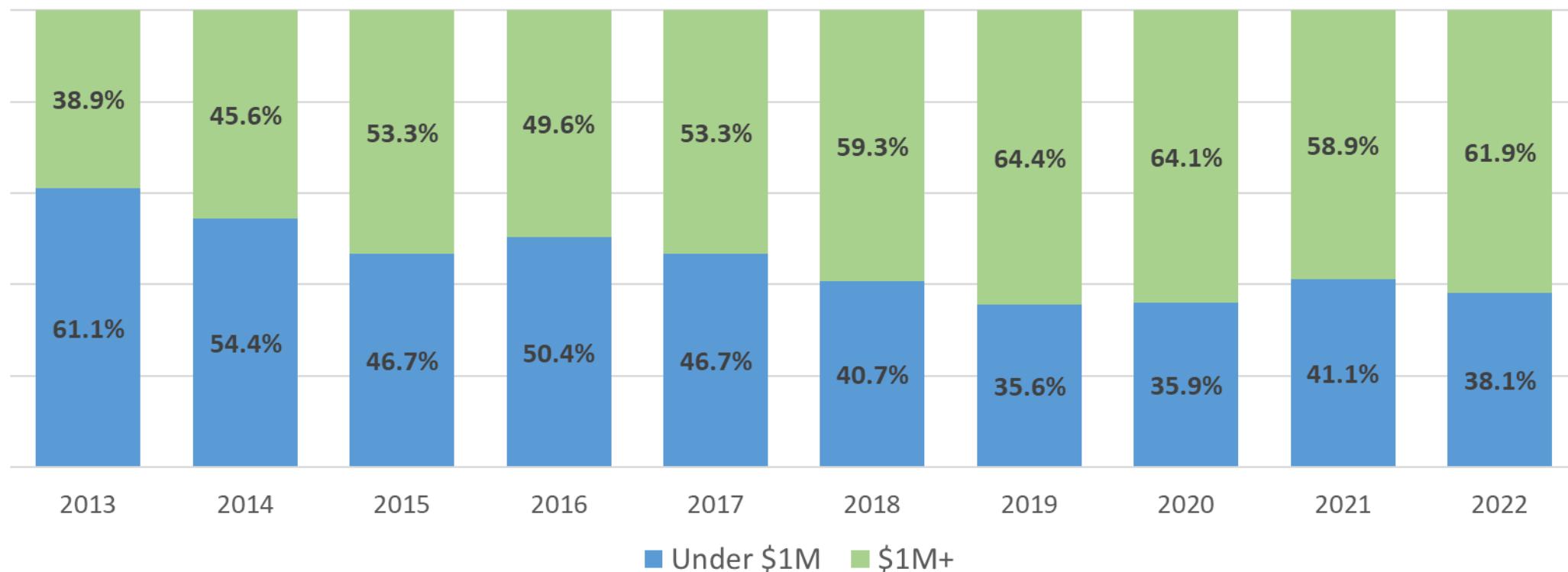
MILLION DOLLAR MARKET

Seaport **Condo** Sales Distribution 2013-2022



MILLION DOLLAR MARKET

Back Bay **Condo** Sales Distribution 2013-2022



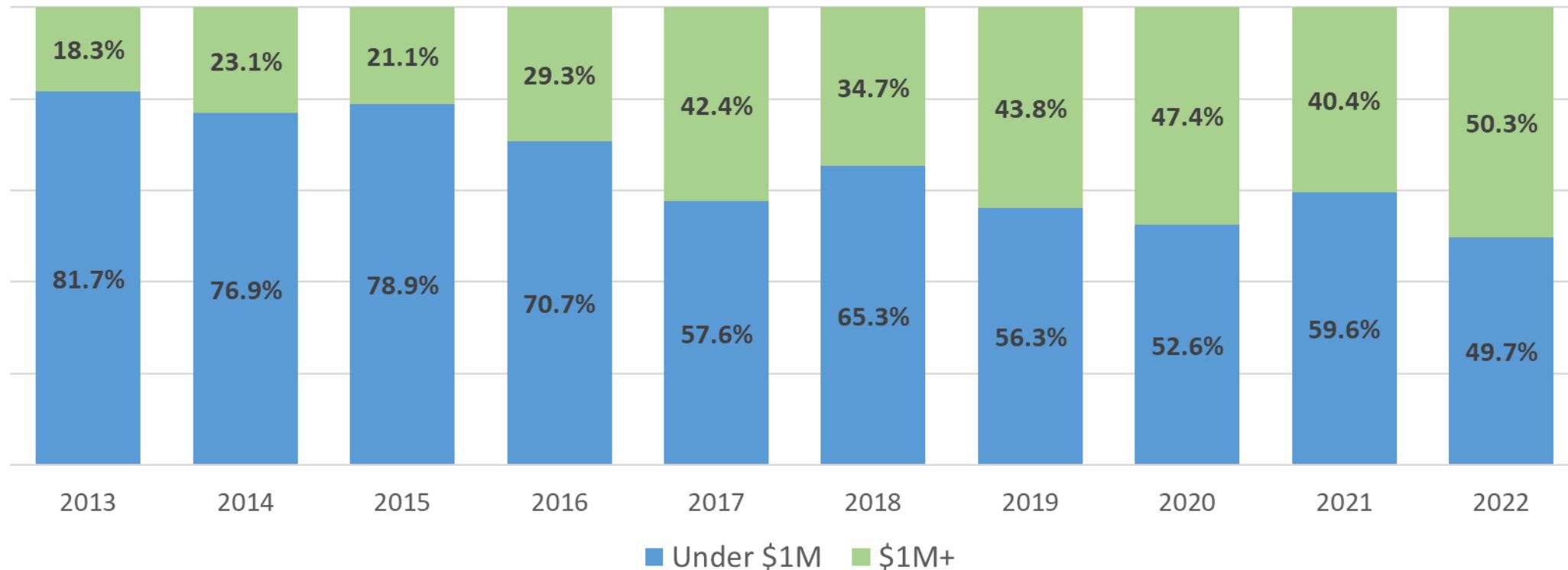
MILLION DOLLAR MARKET

South End **Condo** Sales Distribution 2013-2022



MILLION DOLLAR MARKET

Beacon Hill **Condo** Sales Distribution 2013-2022



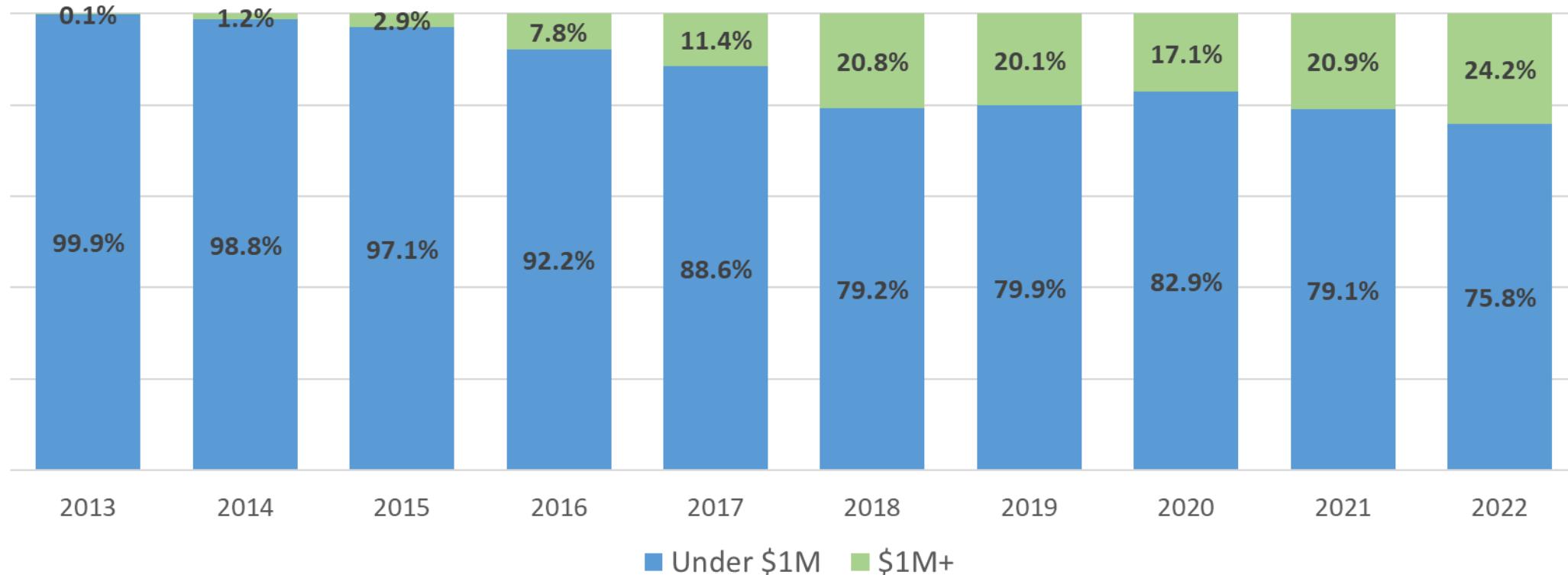
ACCESSIBLE MARKET

Charlestown **Condo** Sales Distribution 2013-2022



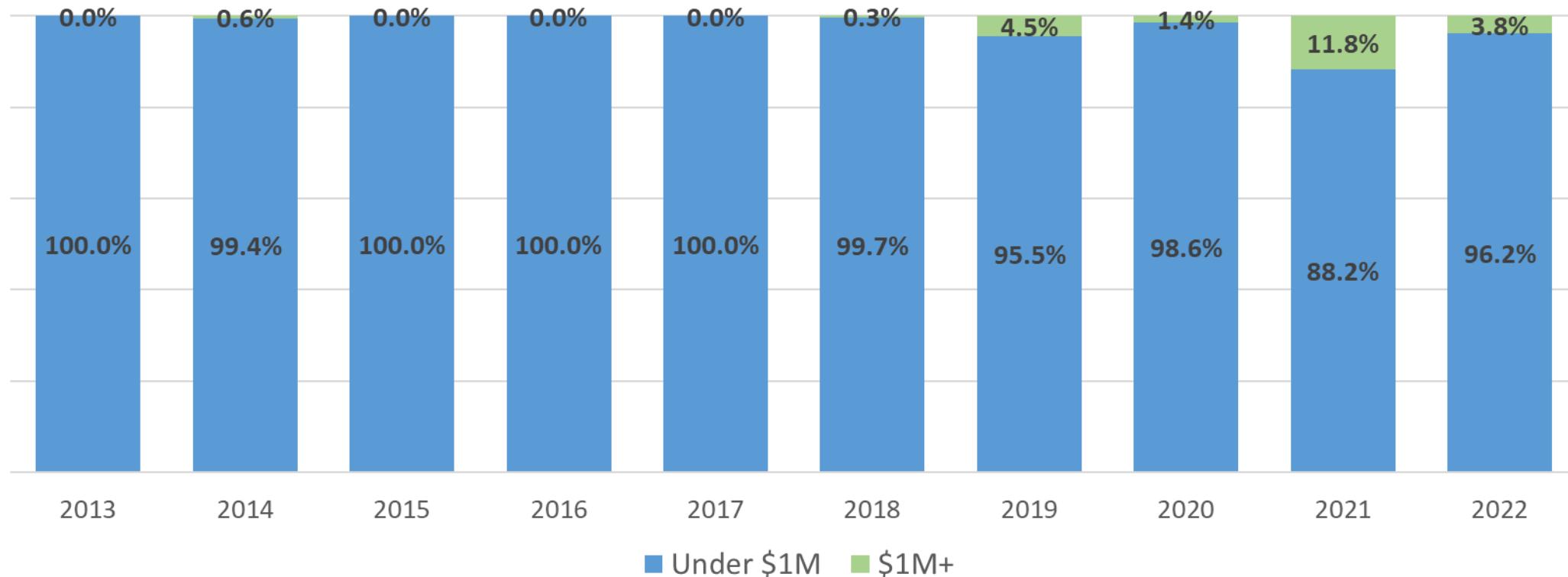
ACCESSIBLE MARKET

South Boston **Condo** Sales Distribution 2013-2022



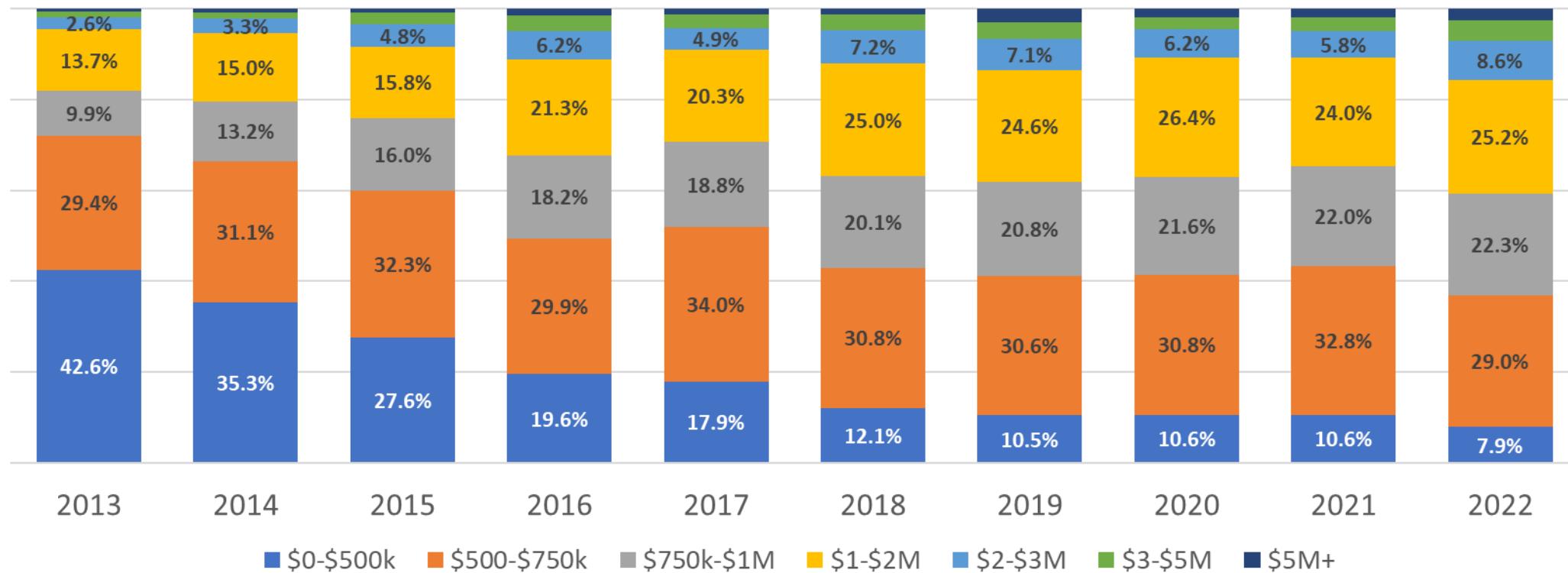
ACCESSIBLE MARKET

East Boston **Condo** Sales Distribution 2013-2022



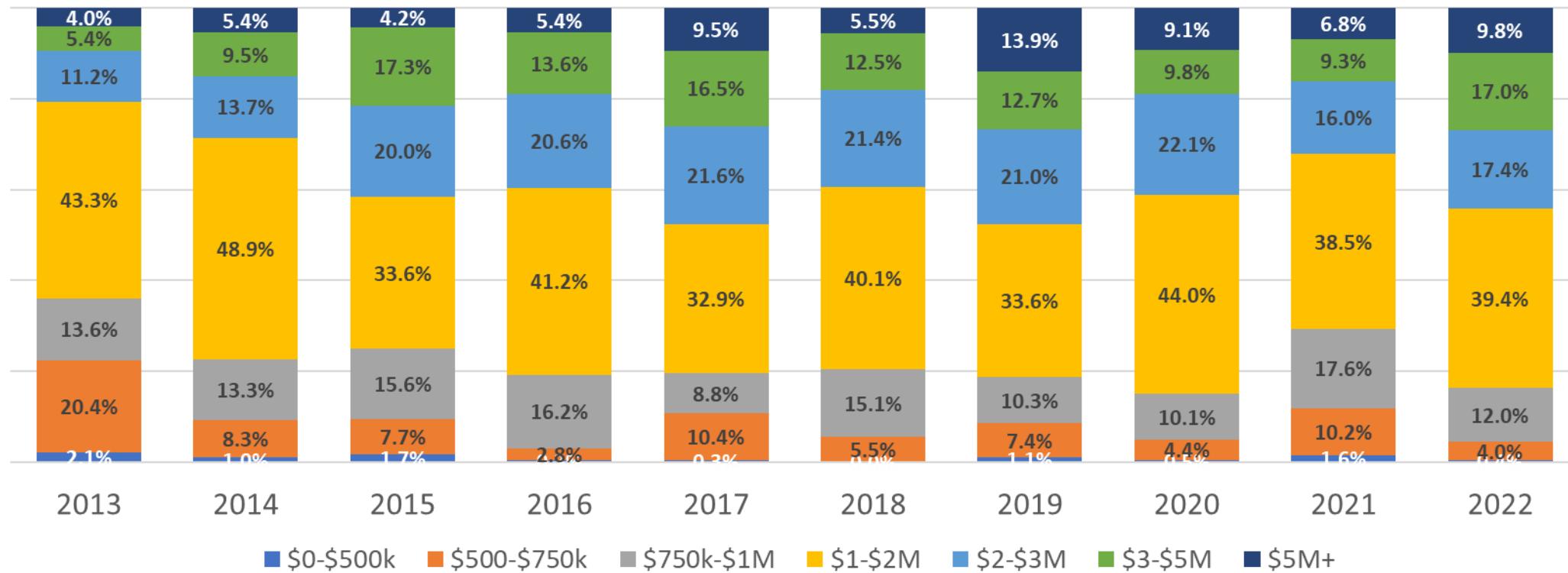
PRICE RANGE TRENDS

City-wide **Condo** Sales Distribution 2013-2022



LUXURYFS PRICE RANGES

City-wide **Condo** Sales Distribution 2013-2022



CLOSING NOW
Developer Owned Units
Sales to Date

THE SUDBURY

One Congress Street

- 55 Units
- 44% Sold
- 24 Units Closed
- Avg Sales Price: \$4,612,000
- Avg P/SF: \$2,034



100 SHAWMUT

South End

- 138 Units
- 65% Sold
- 90 Units Closed
- *Ave Sales Price: \$1,179,000
- *Avg \$/SF: \$1,361

*excludes affordable units



THE ARCHER

45 Temple Street, Beacon Hill

- 67 Units
- 48% Sold
- 32 Units Closed
- Avg Sale Price: \$2,976,000
- Avg \$/SqFt: \$1,580



THE QUINN

730-780 Harrison Ave, South End

- 101 Units
- 56% Sold
- 57 Units Closed
- *Avg Sales Price: \$2,044,000
- *Avg P/SF: \$1,587

*excludes affordable units



ECHELON ON SEAPORT

Seaport Tower **One**, 133 Seaport Blvd

- 255 Units
- 91% Sold
- 232 Units Closed
- Avg Sale Price: \$1,806,000
- Avg \$/SqFt: \$1,683

* excludes affordable units



ECHELON ON SEAPORT

Seaport Tower **Two**, 135 Seaport Blvd

- 192 Units
- 79% Sold
- 152 Units Closed
- Avg Sale Price: \$1,705,000
- Avg \$/SqFt: \$1,648

*excludes affordable units



ONE DALTON

Back Bay

- 171 Units
- 82% Sold
- 140 Units Closed
- Avg Sale Price: \$5,923,000
- Avg \$/SqFt: \$2,557



St. REGIS RESIDENCES

150 Seaport Blvd

- 114 Units
- 29% Sold
- 33 Units Closed
- Avg Sale Price: \$4,207,000
- Avg \$/SqFt: \$2,518



THE PARKER

55 Lagrange Street

- 167 Units
- 34% Sold
- 57 Units Closed
- *Avg Sale Price: \$794,568
- *Avg \$/SqFt: \$1,429

*excludes affordable units



WHAT'S COMING

LUXURY FULL SERVICE

LUXURY NEW CONSTRUCTION PIPELINE

Downtown Boston Short-Term

872 Units

155 Units Ritz-Carleton Tower at South Station

317 Units The Millennium Residences at Winthrop Center

THE MILLENNIUM RESIDENCES AT WINTHROP CENTER

115 Winthrop Square

- 317 Units
- Pricing \$2,200-\$4,000 /SqFt
- April 2023 Delivery



RAFFLES

40 Trinity Place, Back Bay

- 146 Units
- Pricing TBD
- June 2023 Delivery



RITZ-CARLTON TOWER AT SOUTH STATION

700 Atlantic Ave

- 155 Units
- 51 Stories
- Pricing TBD
- 2025/2026 Delivery



NAVIGATE