

# ANNUAL MARKET SUMMARY

Boston 2022

Prepared for



**COLDWELL BANKER**  
**REALTY**

February 21<sup>st</sup>, 2023



# CITYWIDE NEIGHBORHOODS

Included in LINK Statistics

Back Bay

North End

Beacon Hill

South Boston

Charlestown

South End

East Boston

Seaport

Fenway

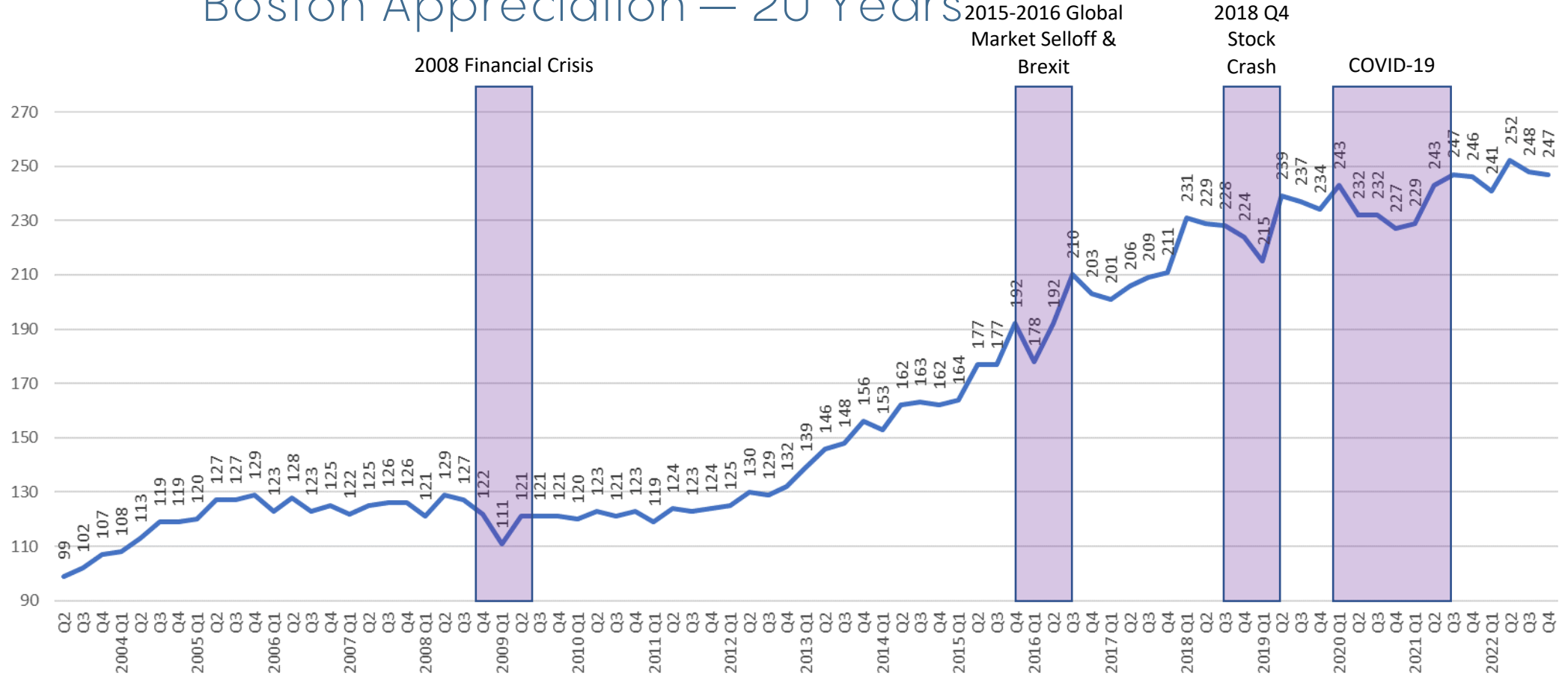
Waterfront

Midtown

West End

# PRICE INDEX

Boston Appreciation – 20 Years



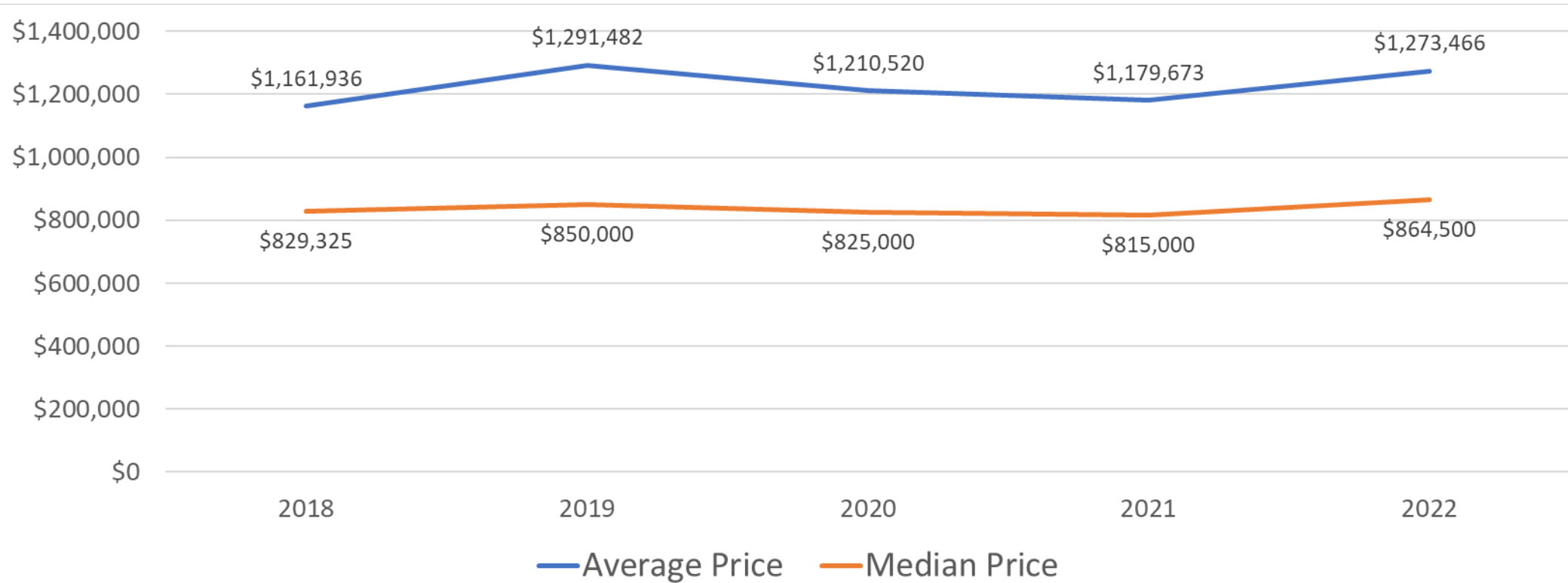
# SALES STATISTICS

## 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%

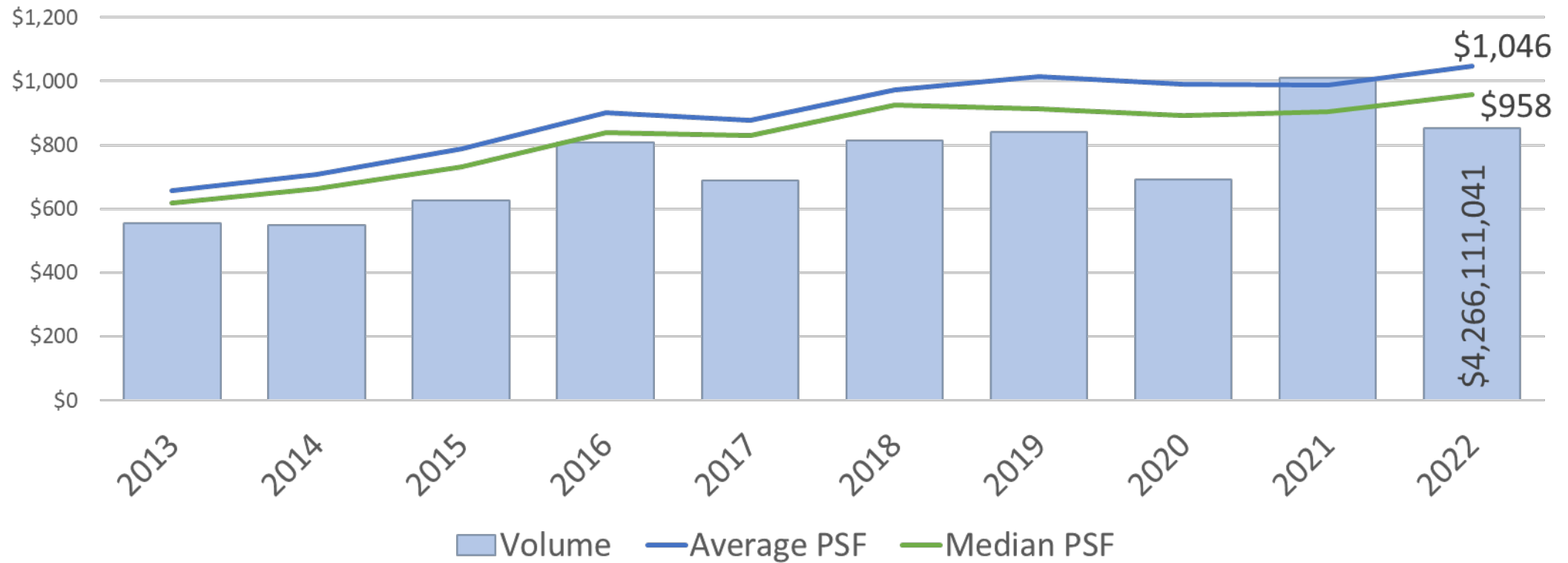
# SELLING PRICES

## Citywide Condos 2018-2022



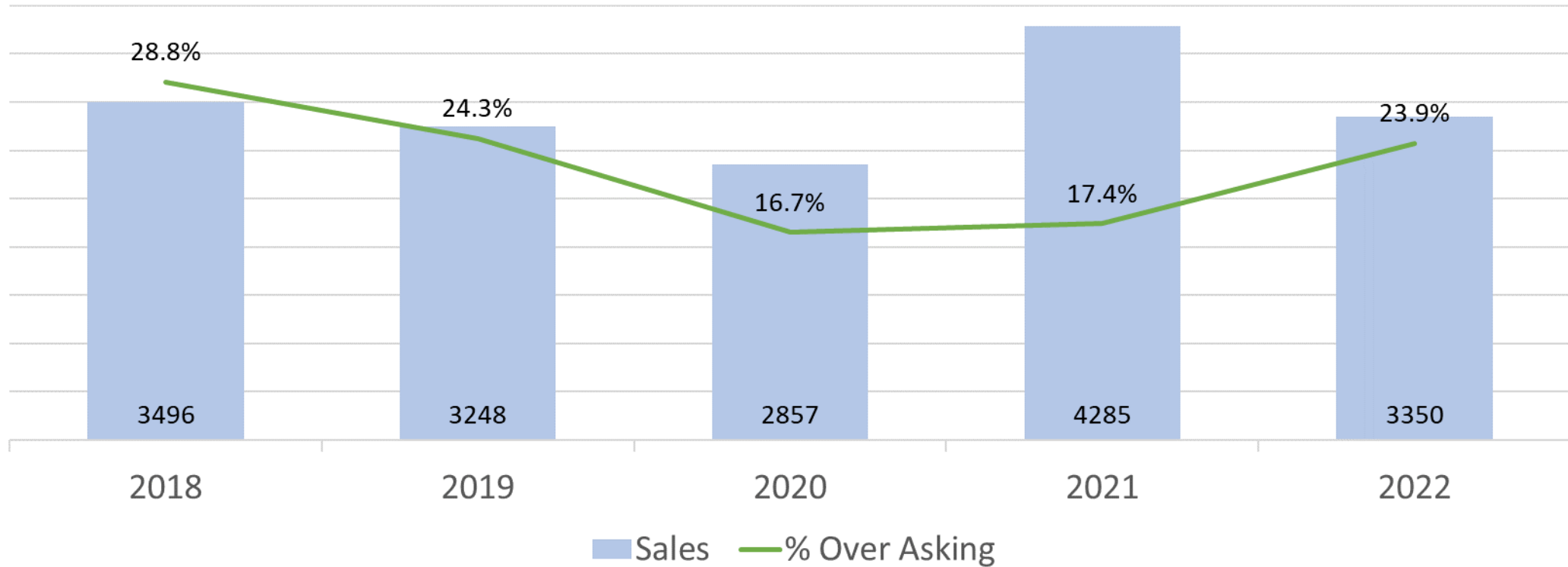
# SELLING PRICE/SQFT

## Citywide Condos 2013-2022



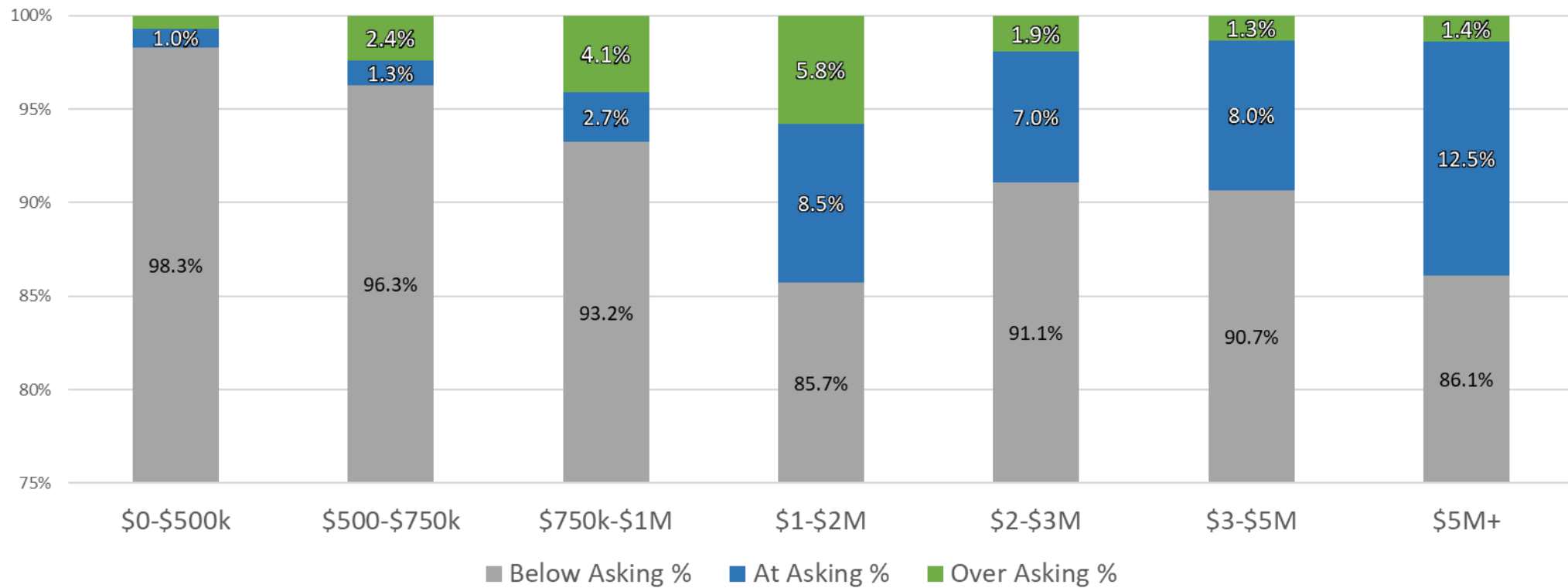
# SALES OVER ASKING PRICE

## Citywide Condos 2013-2022



# SALES AT/OVER ASKING

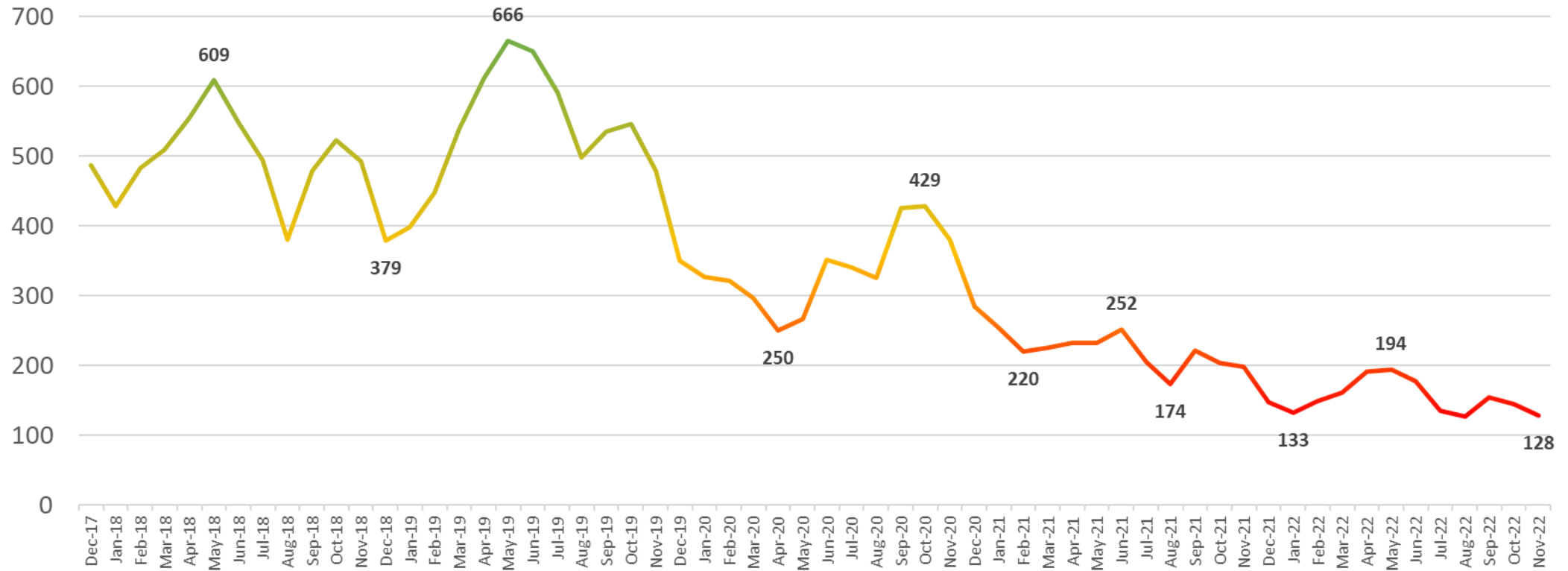
## Citywide Condos Sales in 2022 by Price Range





# INVENTORY

Available Listings: **Condos** 2018-2022



# ESTIMATED NEW CONSTRUCTION SHADOW INVENTORY

Downtown Boston Currently Selling

Approximately 671 Units

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

# 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%

# LUXURY FULL SERVICE

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Boston 2022



# LUXURY<sup>FS</sup> BUILDINGS

## Boston Luxury Full-Service Condos

### Hotel Luxe

Battery Wharf  
The Carlton House  
Four Seasons  
The Intercontinental  
The Mandarin  
One Dalton  
Ritz Tower I  
Ritz Tower II  
Rowes Wharf  
W Boston

### Luxe Boutique

1-3 Commonwealth  
100 Beacon  
109 Commonwealth  
24 Commonwealth  
25 Beacon  
274 Beacon  
Lofts at 36A  
45 Commonwealth  
49-51 Commonwealth  
Amory on the Park  
**Arlington House**  
Boulevard on The Greenway  
The Bradley Mansion  
Burrage Mansion  
Chanel No. 6

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

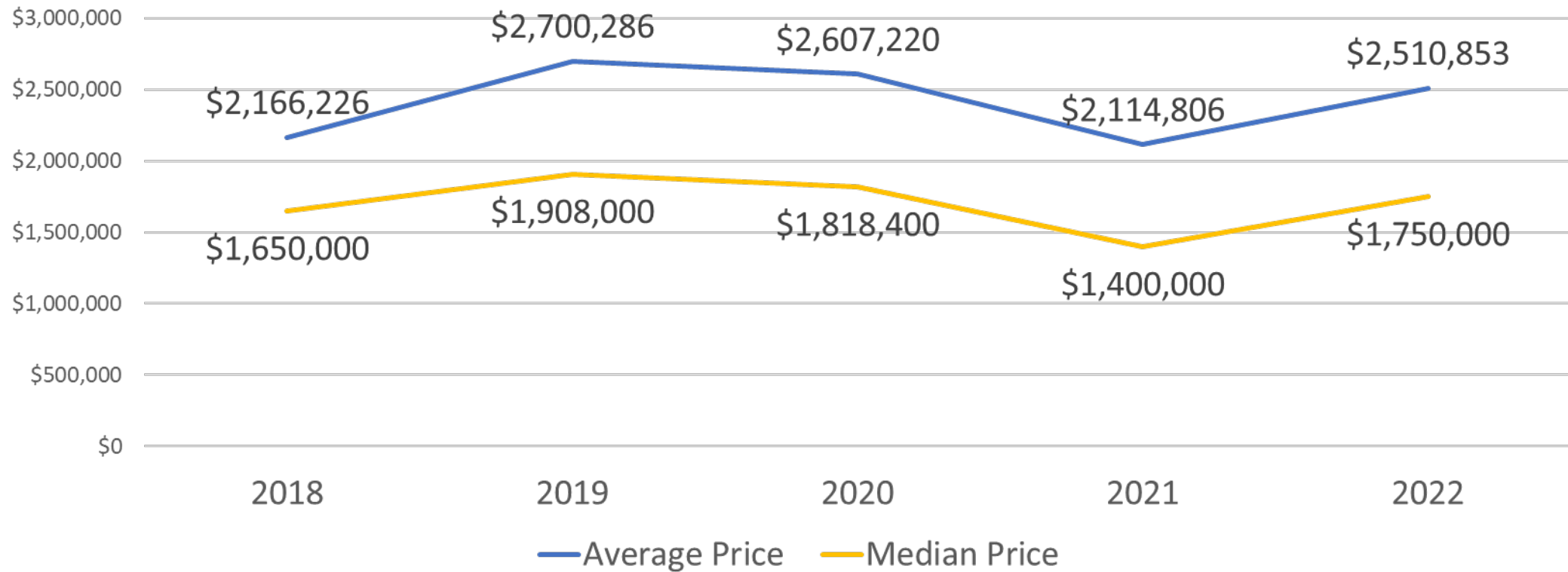
# LUXURY<sup>FS</sup> SALES STATISTICS

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%

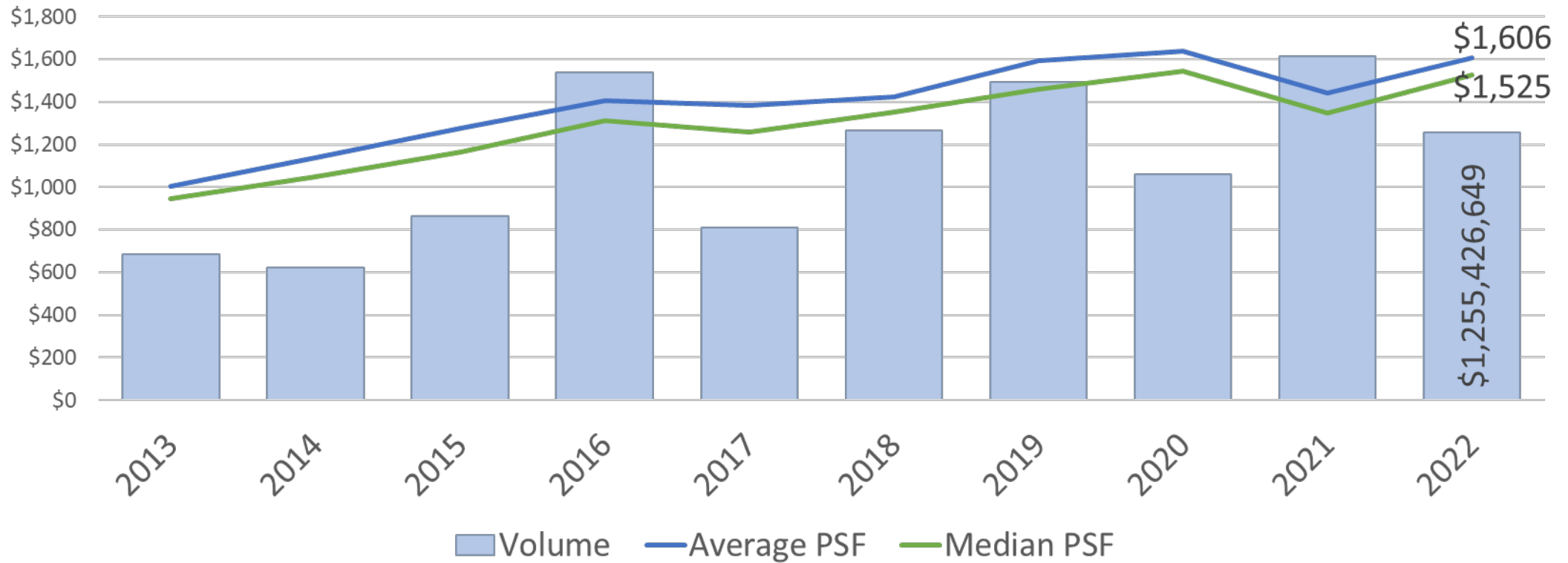
# LUXURY<sup>FS</sup> SELLING PRICES

Boston Condos 2018-2022 Luxury Full-Service



# LUXURY<sup>FS</sup> SALE PRICE/SqFt

Boston Condos Luxury Full-Service 10 Year

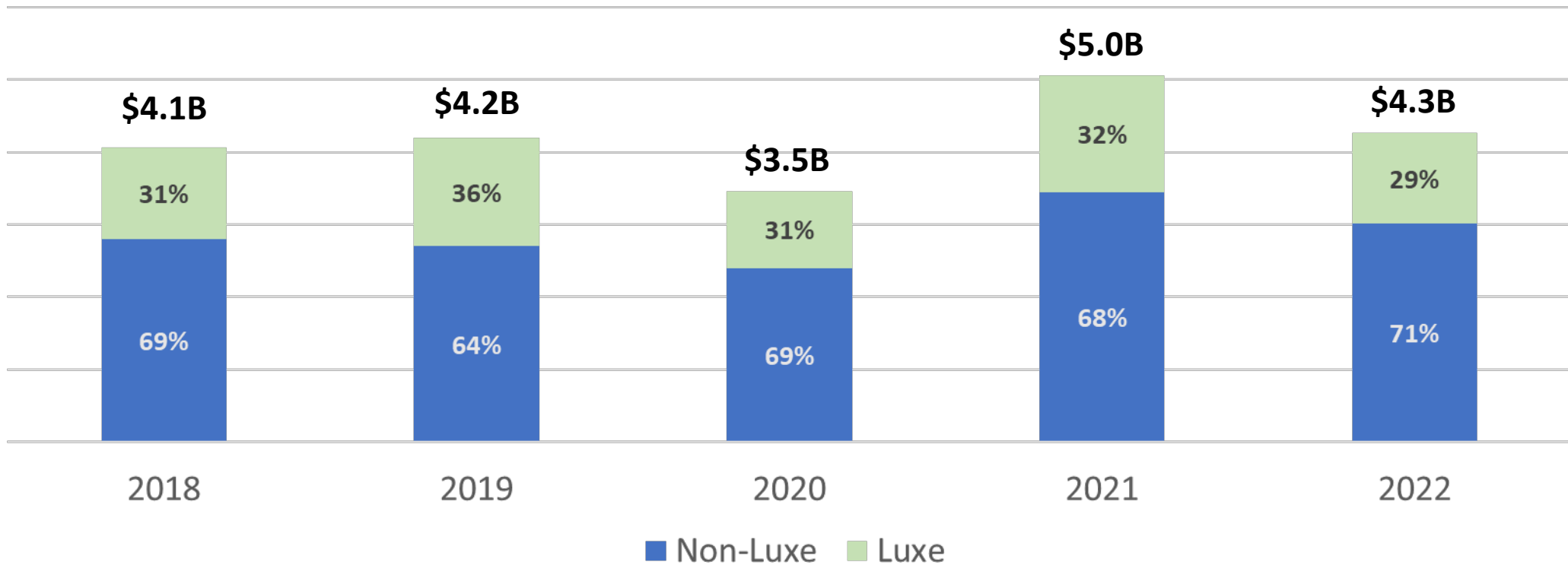




**Luxe Full-Service Units  
vs  
Traditional Units**

# SALES VOLUME

Boston Residential Condo Sales 2018-2022



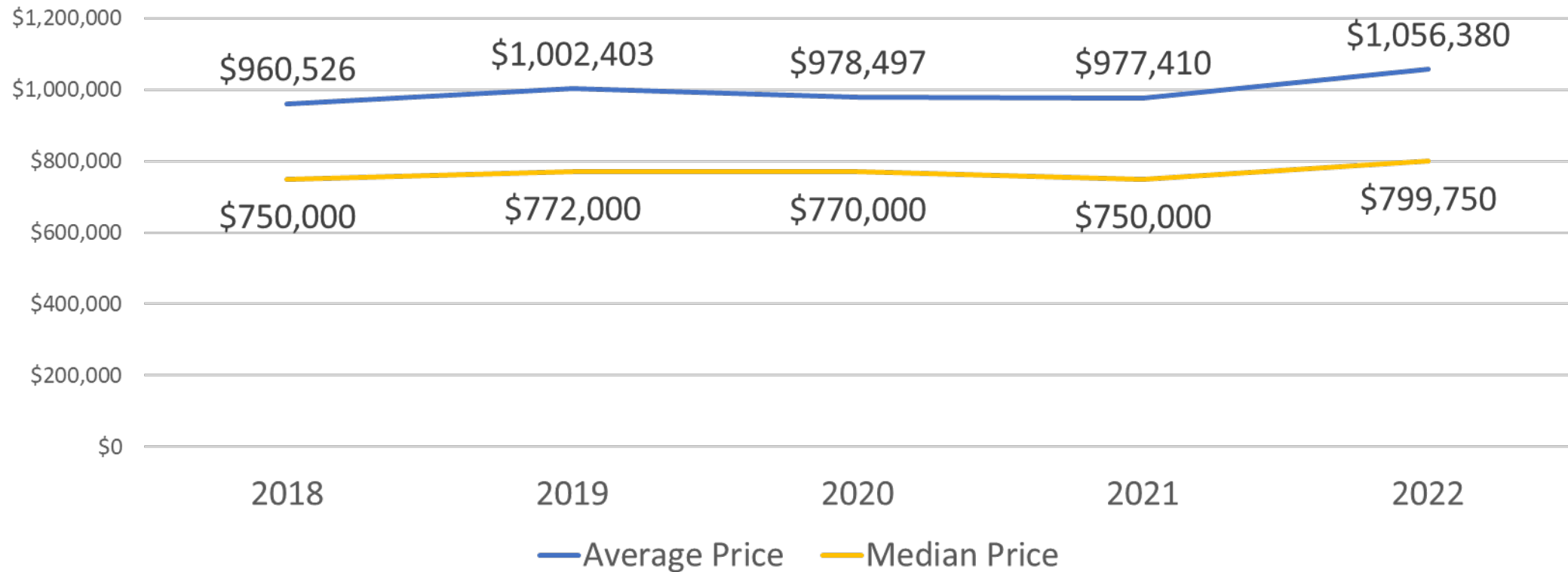
# SALES STATISTICS

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%

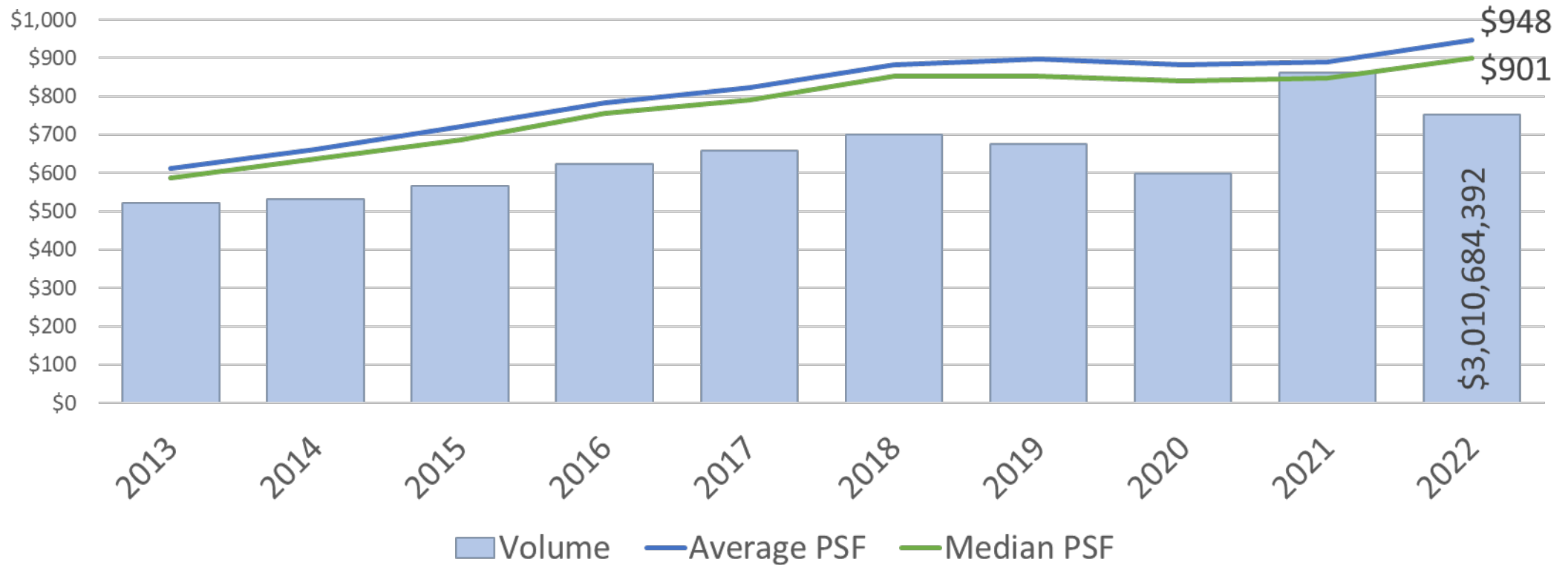
# SELLING PRICES

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 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%

# LUXURY<sup>FS</sup> APPRECIATION

## Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
50 Liberty	24%	36
Twenty Two Liberty	21%	52
Slip65	14%	23
330 Beacon St	11%	20
Slip45	11%	7
Albert A Pope	10%	20
Bryant Back Bay, The	10%	22



# 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

# LUXURY<sup>ML</sup> BUILDINGS

Boston Mid-Luxe and Mid-Luxe Modern Condos

## Mid Luxe

3 Avery St  
360 Newbury  
488 DOT  
75 Clarendon  
Arya Condominiums  
The Basilica  
The Blake  
Bowdoin Place  
BroadLuxe  
The Carillon  
The Charlesgate  
Charlesview  
Columbus Court  
Commercial Wharf E  
Constellation Wharf  
Court Square Press Bldg  
D4  
Flagship Wharf

Folio  
Forecaster 121  
The Foundry  
FP3  
Fulton Court  
Harbor Towers I (85)  
Harbor Towers II (65)  
Hawthorne Place  
Laconia Lofts  
Lewis Wharf  
Lincoln Wharf  
Lumen  
Macallen Building  
The Mariner  
The Marlborough  
The Nautica  
Orchard Hill  
Parkside

Parris Landing  
Port45  
Pray Brothers Carriage House  
The Prince  
The River House  
Somerset  
The Starboard  
Strada234  
Symphony Court  
Trem-On-Comm  
Union Wharf  
The Vendome  
West End Place  
Whittier Place  
Wilkes Passage  
Windsor Place

## Mid Luxe Modern

1 St George  
11 St George  
The 1850  
285 Columbus Lofts  
340 W 2nd  
700 Harrison  
88 Wareham  
Allele  
Armory  
Artblock #E-  
The Ceinture  
Channel Ctr  
Dover Lofts  
Fort Point Place  
Gateway Terrace

Greenway Place  
Harborwalk Residences  
Lofts at 437 D Street  
The Mark at DeNormandie Wharf  
Minot Hall  
The Modern  
The Pacer  
The Penmark  
Penny Savings Bank  
Porter 156  
Rollins Square  
Sleeper Street Lofts  
The Tess  
The Two Eight Seven  
Washington Union

# 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
36A Street Lofts	5%	19

# 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
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

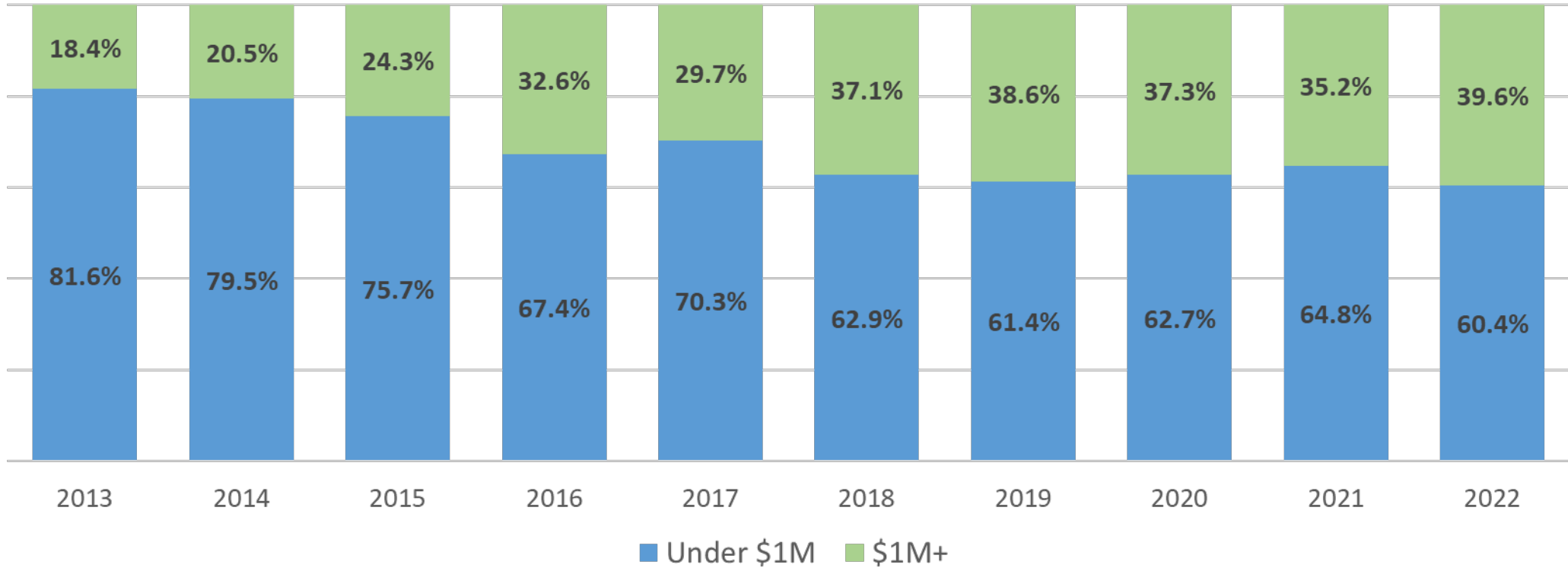
## Top Performers

Building	Avg Appr/Year	Unique Units w/Resales
DNA Lofts	13%	29
11 St George	13%	5
Sleeper Street Lofts	12%	38
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

# BOSTON PRICING TRENDS

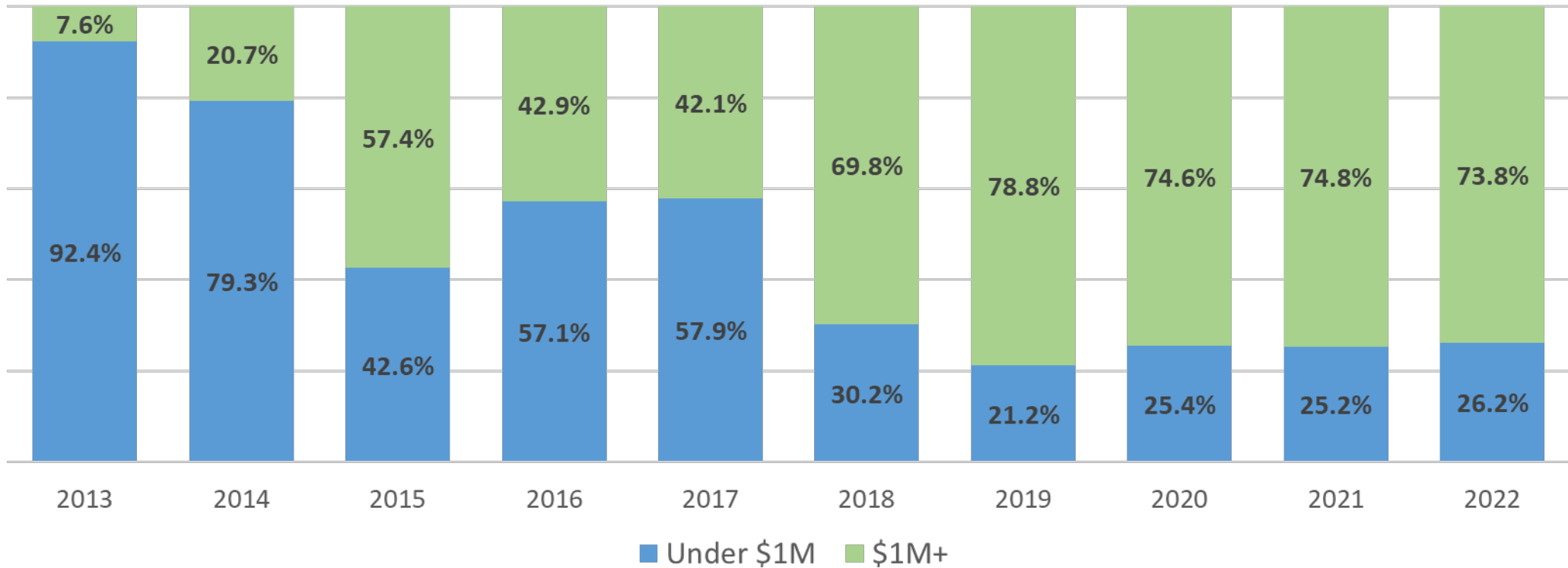
# MILLION DOLLAR MARKET

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



# MILLION DOLLAR MARKET

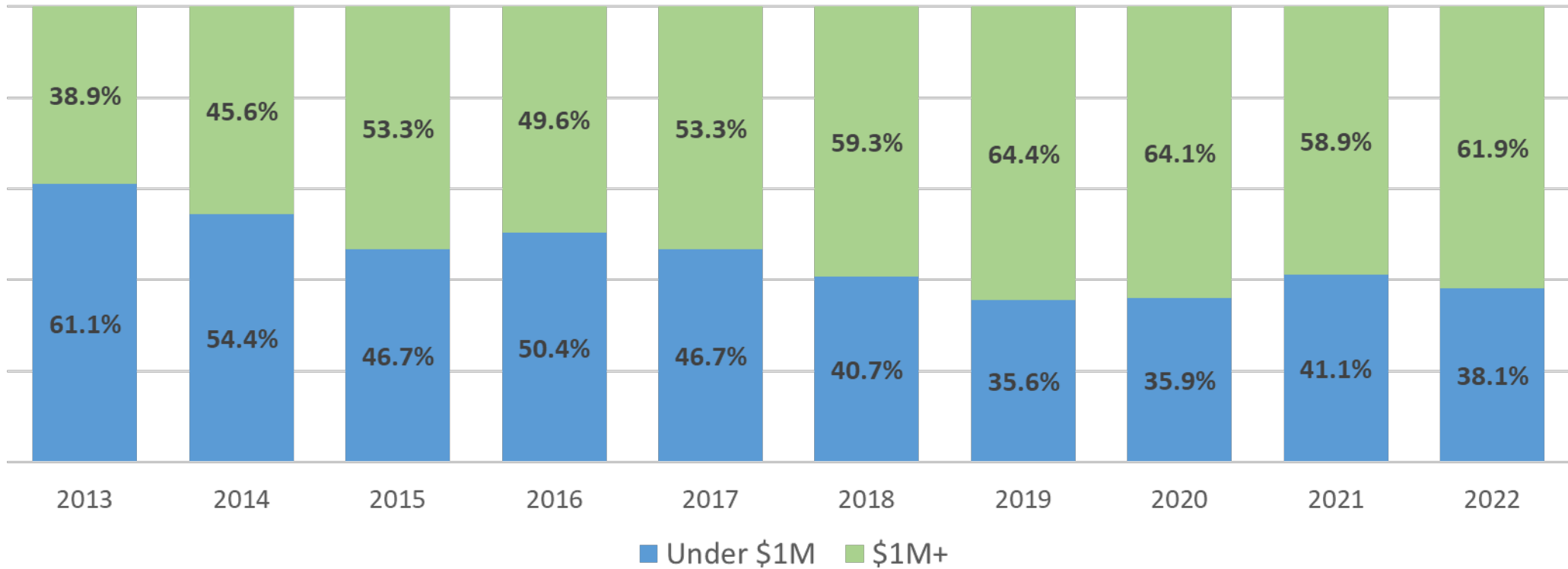
Seaport **Condo** Sales Distribution 2013-2022





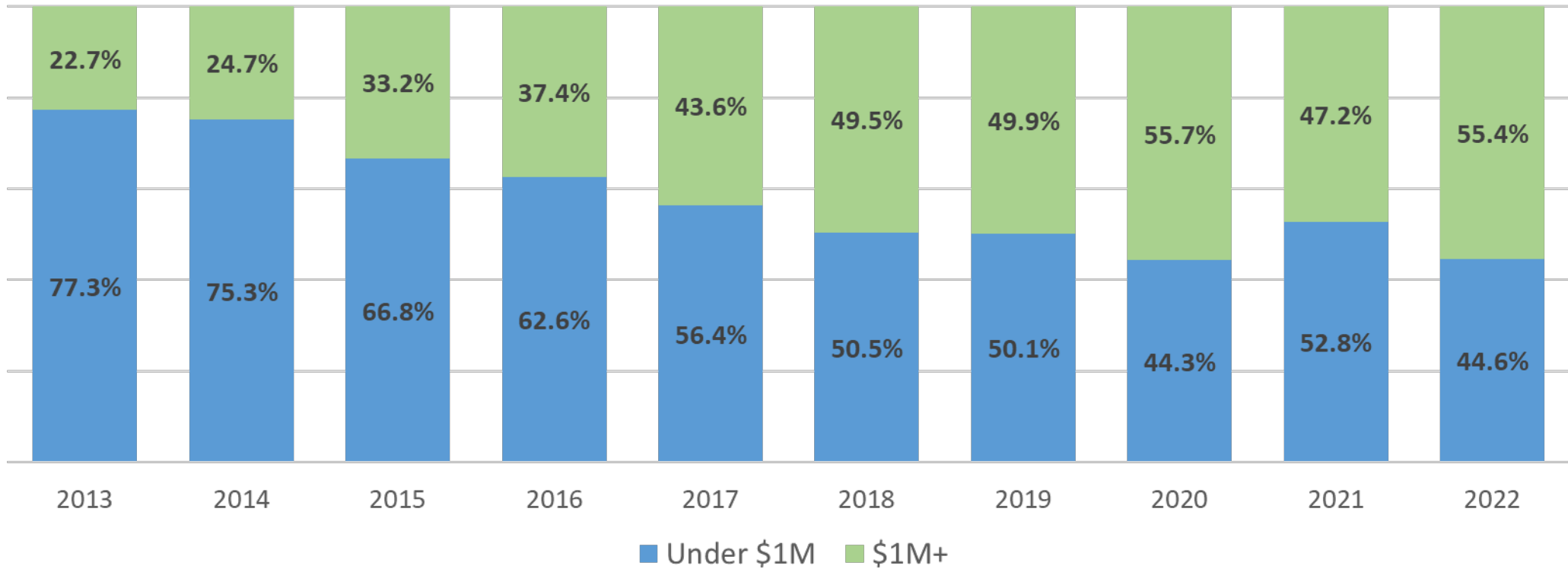
# MILLION DOLLAR MARKET

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



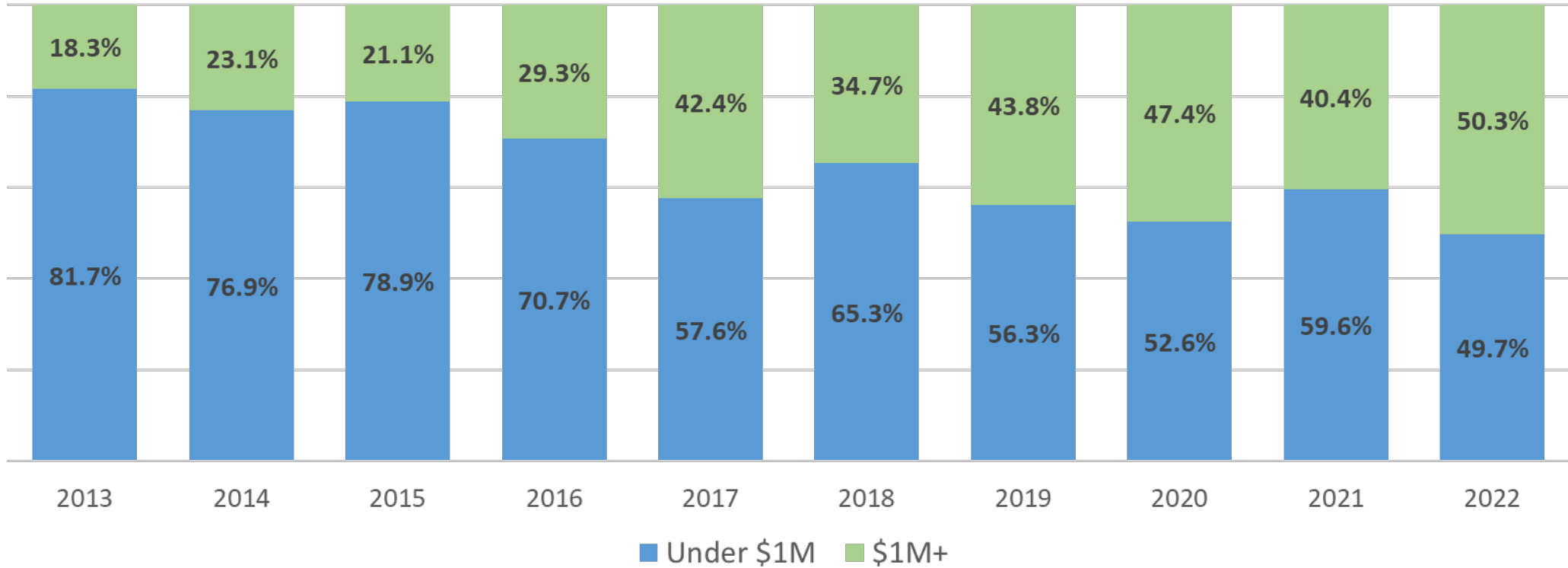
# MILLION DOLLAR MARKET

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



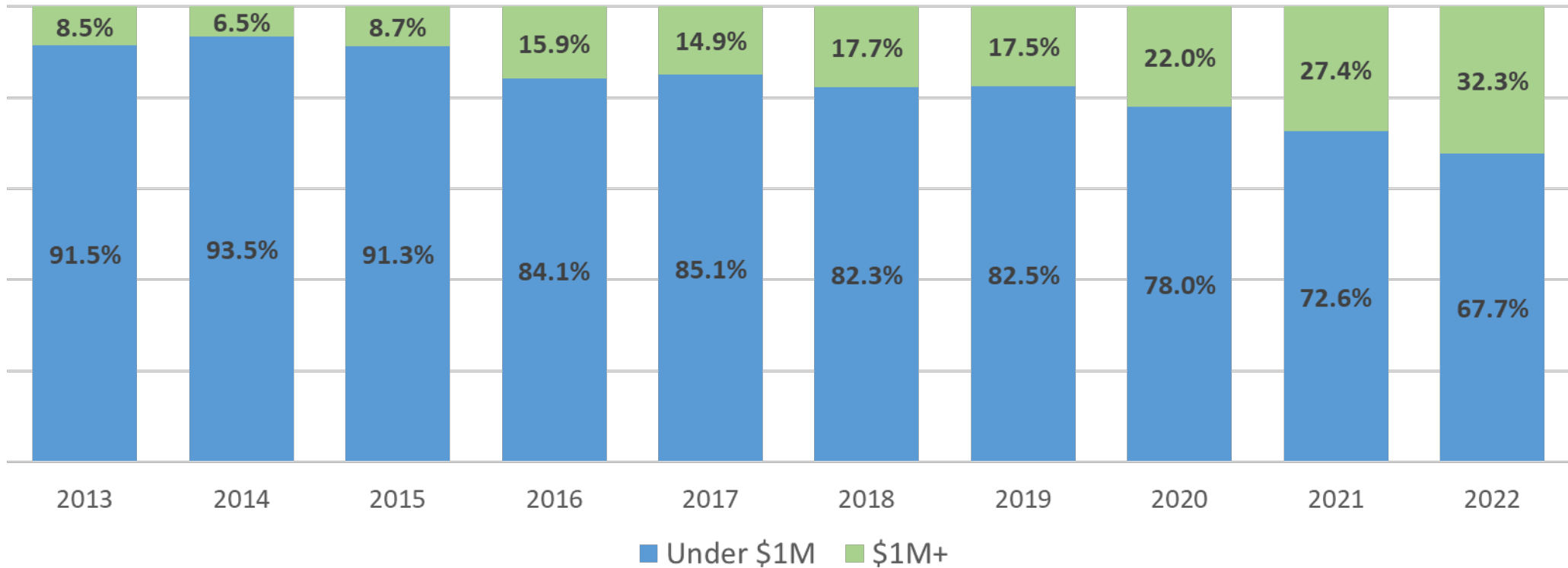
# MILLION DOLLAR MARKET

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



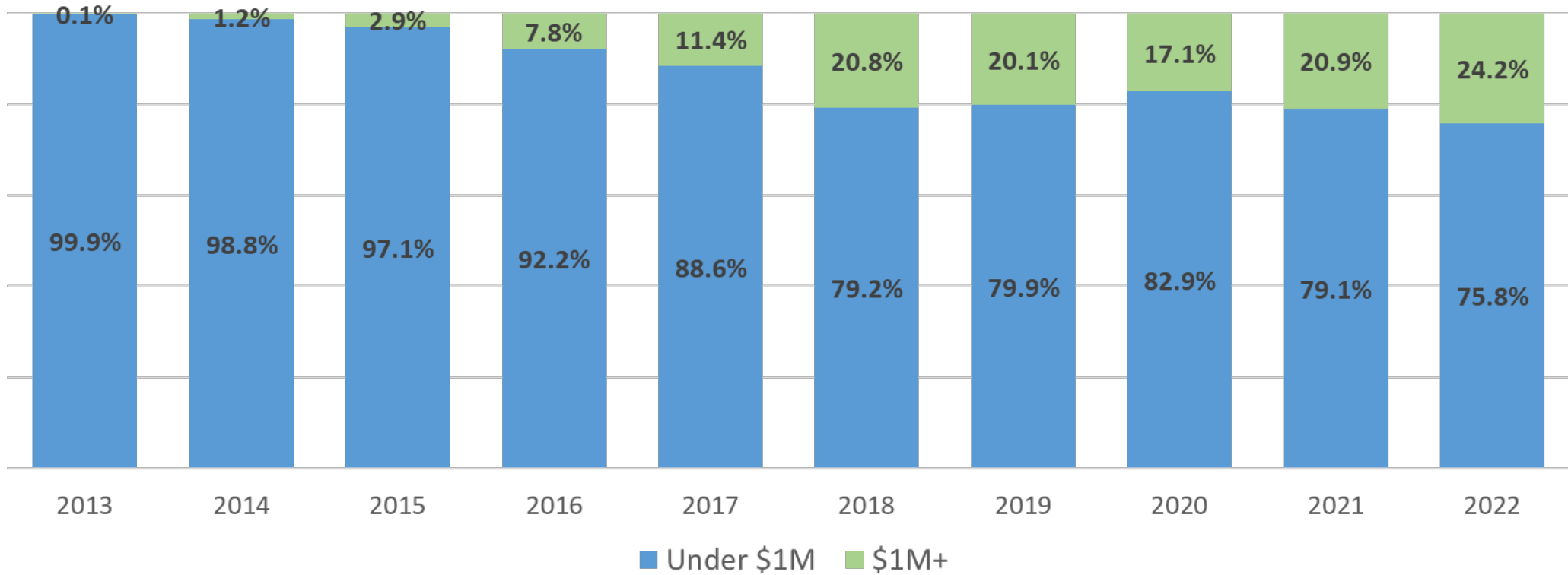
# ACCESSIBLE MARKET

Charlestown **Condo** Sales Distribution 2013-2022



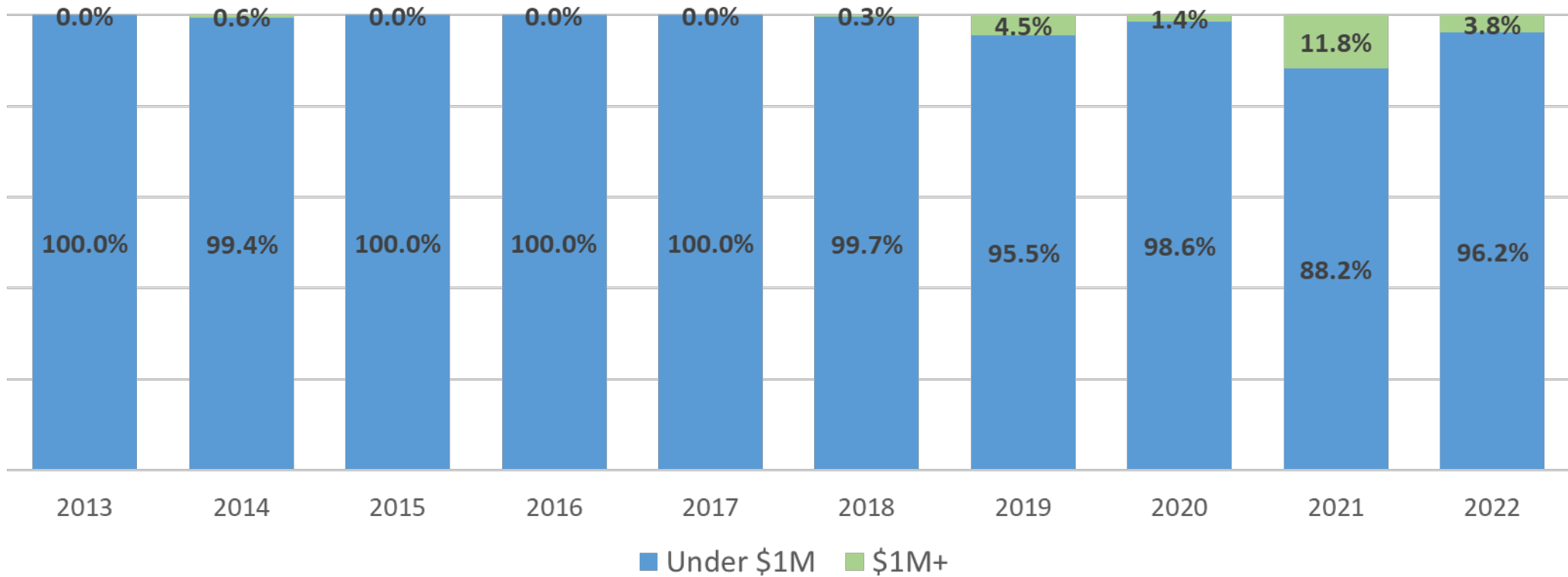
# ACCESSIBLE MARKET

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



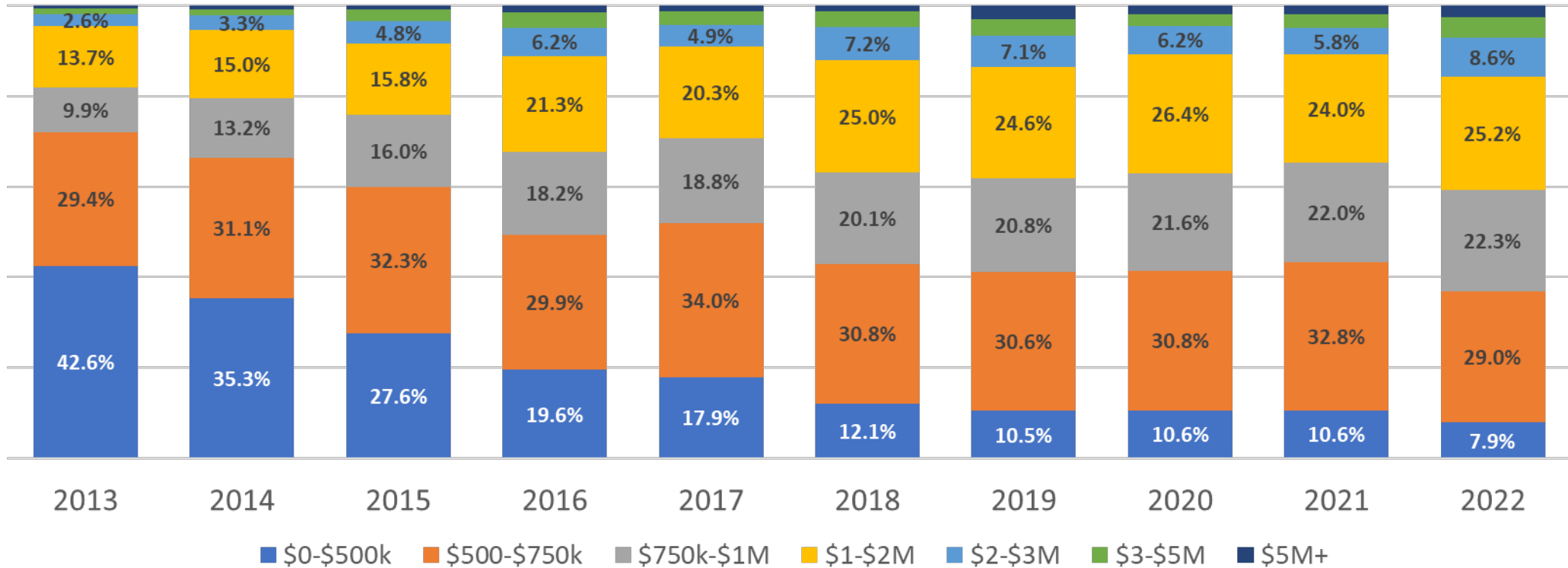
# ACCESSIBLE MARKET

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



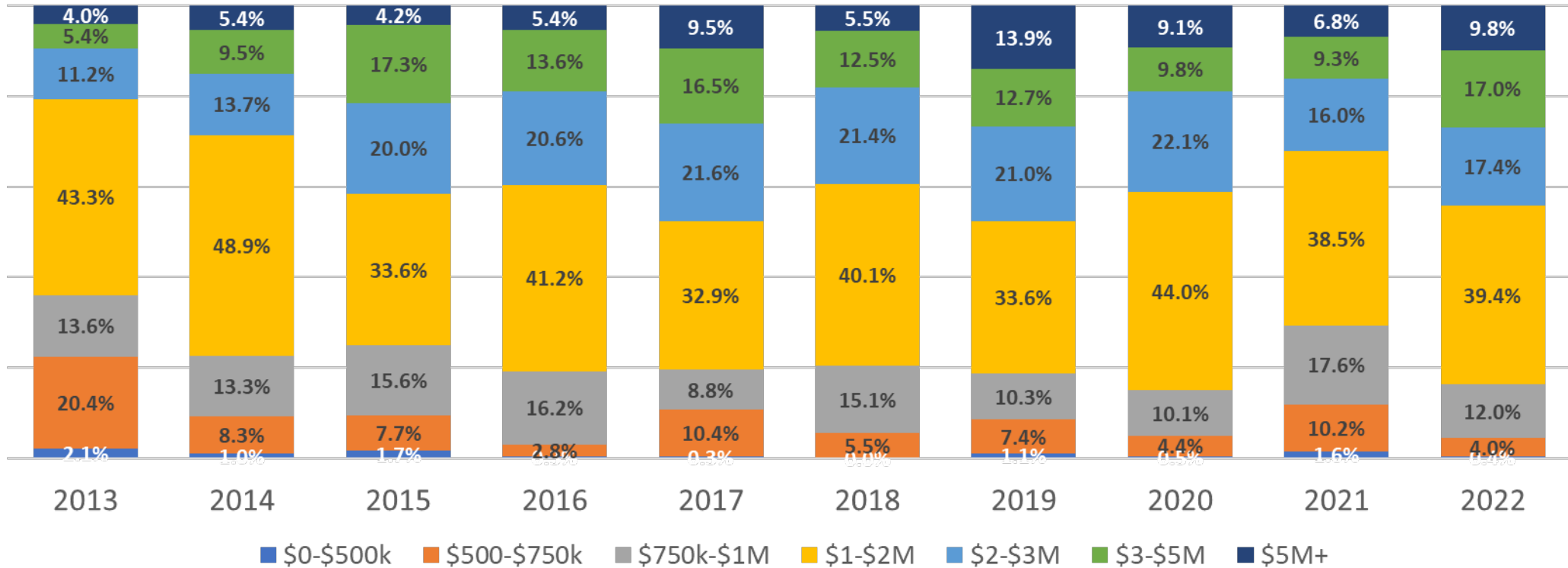
# PRICE RANGE TRENDS

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



# LUXURY<sup>FS</sup> 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 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 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

