



SOUTH END STAKEHOLDERS' REPORT

FALL 2018

MARKET OUTLOOK



The Boston real estate market will likely remain strong through 2018 and beyond, fueled by persistently low inventory as well as very strong local and national economies. Arch Capital Services' forecast for the next year is one of continued inventory shortages propping buyer demand in the face of the headwinds associated with simultaneously rising prices and interest rates. One pretty sure bet is that in the coming decade, the local real estate market will perform as well as, or better than, the overall U.S. market.

The National Association for Business Economics (NABE) predicts that the \$1.5 trillion tax stimulus will give a significant boost to the economy—good news for Boston—even considering the mild offset associated with the bill's provisions which are less favorable for the blue states that have higher state property and income taxes. In fact, Zillow predicts an 8.3% one year increase in Boston area real estate prices through July 1, 2019. The NABE economic forecast beyond 2019 is less sanguine, however.

Two thirds of NABE economists expect a recession to occur before the end of 2020 and 18% of them see it coming sooner. CNBC recently reported that the affordability index for Boston real estate will worsen for buyers during 2018 at the fastest rate in a quarter century. The Case-Shiller Index, which tracks the Greater Boston real estate market, reflects the full recovery of area prices to levels above those seen at the height of the last expansion. These factors suggest that Boston real estate prices, while resistant to the volatile downward movement witnessed in other markets during periods of economic contraction, are not entirely immune. Boston property owners are very fortunate, however, to own assets that increase in value during good times and fare better than most other asset classes during more challenging ones.

Steven

Steven Cohen

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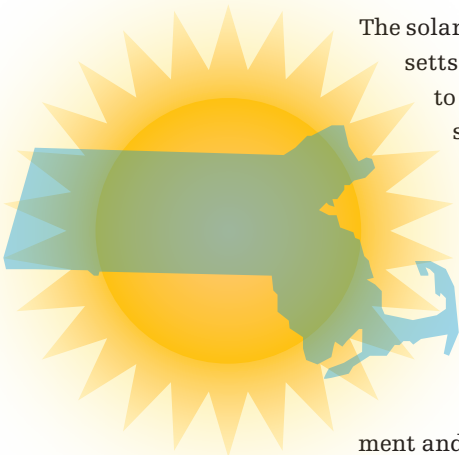
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SOLAR GOES SMART

NEW SOLAR INCENTIVE PROGRAM OFFERS PREDICTABILITY AND CERTAINTY




The solar industry employs over 11,500 workers in Massachusetts and has brought more than \$5 billion of investment to the local economy in the last few years alone. The state has retained the No. 1 spot in the State Energy Efficiency Scorecard for seven consecutive years and, while it doesn't get the highest amount of solar energy to reach the Earth's surface, it is one of the highest ranked U.S. states when it comes to the amount of solar power generation, capacity installed statewide, as well as energy cost savings realized from solar photovoltaic (PV) systems. Solar energy incentive programs have played a pivotal role in the development and growth of Massachusetts' solar energy market and

industry ecosystem. Policy makers and market regulators have made it a point to create an institutional framework of policies, programs, and incentives that make investing in solar energy accessible and equitable for as many businesses and residents as possible.

This, combined with its comparatively high energy bills, ranked Boston second among the 50 largest U.S. cities in terms of potential savings from the installation of a residential solar PV system, according to a 2015 study by the North Carolina Clean Energy Technology Center. As the cost of solar energy in Massachusetts has only decreased — dropping by 55% in the last five years — its prominence has grown. In 2017, Governor Baker and the Massachusetts Department of Energy Resources (DOER) enacted the Solar Massachusetts Renewable Target (SMART) Program to replace the popular Solar Renewable Energy Certificate (SREC II), which has reached its cap and would conclude in summer 2018. Incorporating key aspects of California's decade-old solar incentive and Germany's decades-old feed-in tariff, the SMART program offers a number of advantages such as predictability and certainty for regulators and program participants alike.

The core of the Massachusetts policy is a fixed contract price inclusive of the value of energy and incentive and a fixed term for solar projects less than 5 megawatts. Solar system owners will receive a payment from the state for their solar production at a fixed rate per kilowatt-hour (kWh) of solar energy produced. The compensation, or "all-in rate," that a system owner receives is calculated by subtracting the value of the energy through net



metering credits, from the total incentive amount. This means that as the value of the net metering credits go up, the value of the incentive is lower. SRECs, on the other hand, allowed owners to receive a certificate they could trade on the market, but the value of that certificate would vary depending on market conditions such as supply and demand. In both cases, owners would “break even” on their solar panel system in under 5 years. Also similar to the SREC program, the incentive for small-scale projects of less than 25 kW, like the vast majority of residential systems, would run for 10 years. For larger projects, developers would be looking at a 20-year period.

The SMART program operates under a “block” structure that dictates the incentive amount solar owners would receive. As more people install solar panels, a block will “fill up” toward a predetermined threshold measured in megawatts of solar panel capacity. Once the threshold is reached, the incentive would be reduced for everyone who decides to go solar after that. Each block is 200 MW of solar installation, and the value of the incentive declines by 4% between each. Experts recommend that owners of solar panels check with their installer to ensure they have the correct price.

In addition to the baseline incentive amount, the SMART program offers bonuses for particular types of installations, “adders” that increase the per-kWh incentive. Some of these adders are based on the location of the installation, such as a solar canopy, building-mounted projects, and those installed on brownfields and landfills. Others are based on the off-taker ration, or the person utilizing the electricity, and include incentives for public entities, community-shared solar users, and low-income property owners. There is even a proposed adder for battery storage integrated with a solar PV system.

The significant changes the SMART program offers will benefit not only owner-occupants, but building owners and real estate developers, as well. Simpler and easier to finance, the program provides an incentive for building owners which does not rely on having on-site electrical demands. By installing a standalone system that allows them to sell energy directly to the utility for a predictable, long-term payment schedule, owners can directly receive the financial benefits of turning their property into a solar energy supplier, regardless of whether or not there is a tenant in the building. Commercial-scale solar owners will also be guaranteed their rate of compensation for 20 years, a predictable revenue stream that would make projects more bankable, help cash flow, and lower the cost of capital. Projects also remain eligible for the 30% Investment Tax Credit (ITC) in addition to the new tax law allowing for 100% depreciation in year one.

Hailed as one of the smartest solar incentive programs in the nation, the SMART program stands out for its openness, equity, and comprehensiveness. It was designed specifically to be more durable in the long term, even as the renewable marketplace in Massachusetts evolves, rather than merely sparking a short-term boost to renewable generation development. Early indications show that developers and residents are taking note and queuing up to capture those solar incentives.

ALBANIAN CHIC

ALBANIAN COMPANY BRINGS ITALIAN LUXURY TO YOUR HOME



Founded in 1993 in Vlore, Albania, VIP Saloti quickly rose to become the preeminent Italian contemporary home furnishing and kitchen design firm outside of Italy. Utilizing premium, high-quality materials and a unique, fashion-forward vision, the company collaborates with renowned Italian designers and architects such as Riccardo Giovanetti and Roberto Felicetti to bring high-end design concepts to reality. Manufactured in Albania, VIP Saloti's exquisite designs are produced for a significantly lower cost due to a favorable wage scale and offer great value to the consumer without sacrificing any of their sophisticated finish. Over the years, VIP Saloti has done everything from designing private mansions, exclusive hotels and resorts, and commercial and residential towers, to furnishing luxury yachts, private jets, sports cars, and exhibition spaces. Its 120,000 sq. ft. flagship showroom is the largest in Europe and a reflection of the tremendous growth VIP Saloti has experienced. Today, founders Sulo and Matilda Hoxha seek to bring their 25 + years of experience to Boston and the U.S.

"For us, it's easy to be inspired," Matilda said. "We are living a life we never would have thought possible when we were growing up." A fortunate combination of ambition and





a timely political regime change from a communist country to a nation open to the ideas of democracy and capitalism made VIP Saloti possible. "In our early 20s we discovered how furniture and design can really change a person and alter their life," Sulo said. The couple specifically fell in love with the luxury and craftsmanship of Italian-designed furniture, which they've already begun introducing to the Boston market.

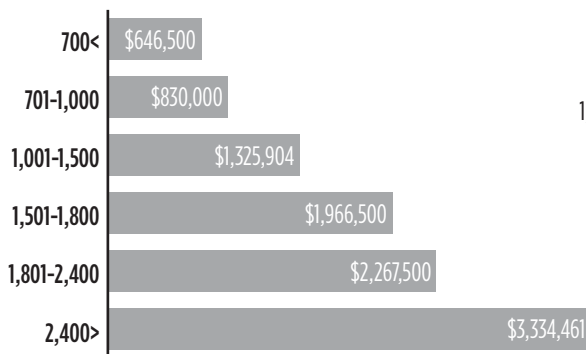
VIP Saloti found a home at Design Group 47's Boston showroom at 460 Harrison Avenue in the city's vibrant South End neighborhood. According to the US Co-Founder and Brand Representative of the VIP Saloti Group, Toni Vrapı, the company is excited to earn its place within the Boston community by inviting passionate local designers and architects, students just starting out and seasoned professionals alike, to stop by. "I'm looking to partner with design and architecture colleges and institutions in Boston to establish programs that will make available our 120,000 sq. ft. headquarters and showroom in Albania to U.S. designers and architects that want the resources and the open platform to explore and achieve their most daring projects and aspirations, from design to manufacturing," Toni said. Working in collaboration with Deb Ellis Designs as well as some of the most prominent names in Boston architecture, development, and real estate, VIP Saloti offers a one-stop-shop experience defined by impeccable service and dedication.



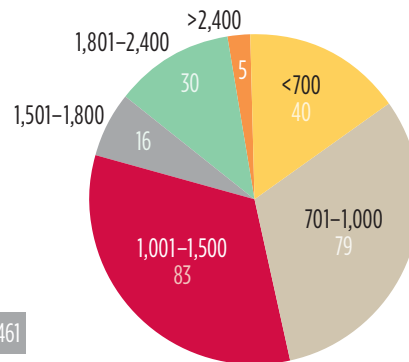
FOCUS ON THE SOUTH END

Number of sales and median sale prices in the South End increased across the board in the second quarter of 2018 compared to the second quarter of 2017. The number of three-plus-bedroom homes sold increased the most dramatically, by 80%. However, it was the median sale price of two-bedroom homes — which, as is usually the case, accounted for nearly 50% of total sales — that increased the most by 24%.

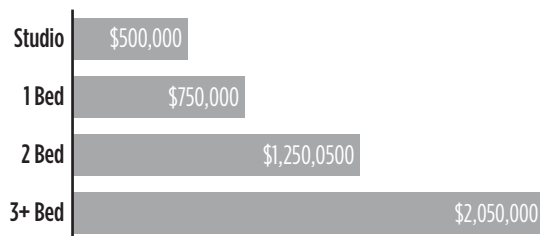
South End Median Selling Price by Square Footage, Q2 2018



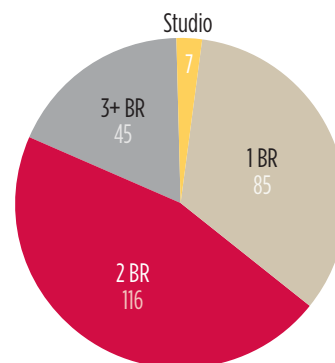
South End Sales by Square Footage, Q2 2018



South End Median Selling Price by Number of Bedrooms, Q2 2018

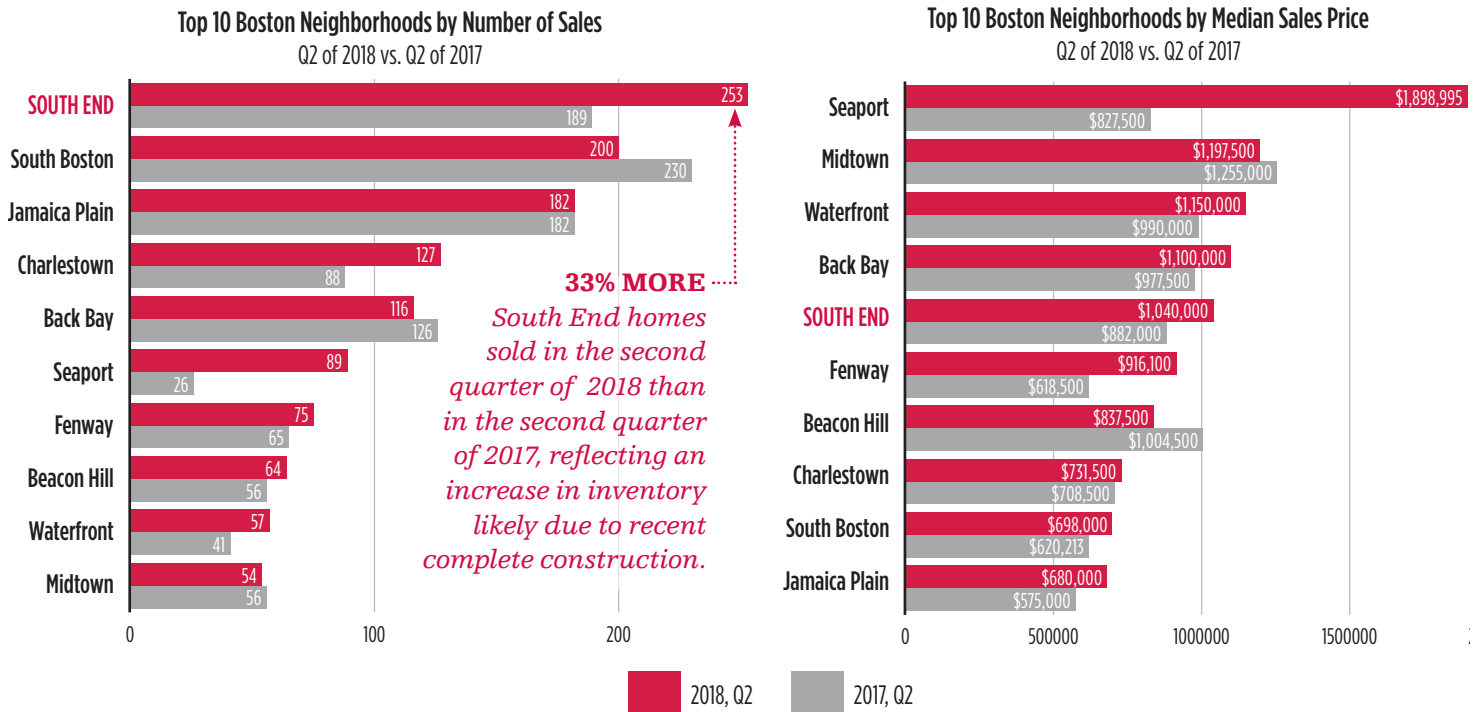


South End Number of Sales by Number of Bedrooms, Q2 2018

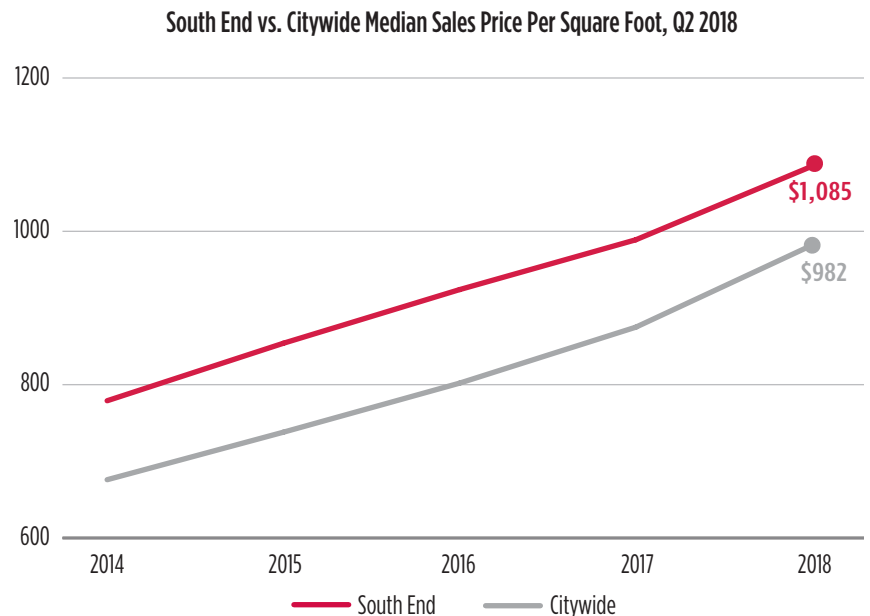


BOSTON'S TOP 10 NEIGHBORHOODS

Boston's highest- and fastest-selling neighborhoods still begin with "South." South Boston and the South End recorded the greatest number of sales in the second quarter of 2018, with the South End leading by a wide margin. Below is a more detailed breakdown of Boston's top 10 neighborhoods:



Median sales prices among Boston's most expensive areas maintained their upward momentum in the second quarter of 2018. The only neighborhoods to experience a decline were Midtown (-5%) and Beacon Hill (-15%). South End median sale prices increased by 17% in the second quarter of 2018 compared to the second quarter of 2017, consistently outperforming citywide prices.



MEET A SOUTH ENDER

ALEXANDRA ZALTMAN AND ADAM KLEINMAN



It's safe to say that in the time Alexandra Zaltman and Adam Kleinman have lived here, they have become utterly smitten with the South End's historic charm. The couple met seven years ago through mutual friends, and got married in 2014. While looking for their first home, Alexandra, a native Bostonian, had one thing to tell Adam: "You should look in the South End! It's the best neighborhood!"

The two are just as taken with the area today as they were years ago, if for different reasons. For Alexandra, the neighborhood is an indelible part of her past, present, and future. The South End is where she was raised; her parents still live in the brownstone where she grew up. This is the neighborhood where she spent her early 20s as a young professional, where she made a home with Adam, and where she will raise a family of her own. For Adam, the area is a discovery he got to explore alongside his relationship with Alexandra. Its unique character drew his family, old and new, together. In fact, his father and brother purchased their own piece of South End real estate not long after he moved here.

Alexandra and Adam's current home is a brownstone similar to the one Alexandra grew up in. The couple had been looking for more space in anticipation of their growing family when they came across a recently renovated duplex last fall. "Adam was in Hong Kong, so I was Facetiming with him and we put in an offer before the first open house," Alexandra said. "We were lucky enough to get it."

The couple lead busy lives — she's an attorney, and he works for Hasbro, Inc. — so it was important for them to find a safe haven from the daily stress. "The South End has a very different feeling to it than the rest of the city," Adam said. "It's like you're in a cute little town with incredible access to everything you could ever want." The two love the area's thriving art scene and visit the Calderwood Pavilion at least several times a year. Alexandra, an avid yoga practitioner, found just the right prenatal yoga classes at a local studio. "One of the things I love about the idea of having a baby in the South End is that there's a community here," Alexandra said. "I don't worry about being isolated because so many people are starting families here."

Is there a South Ender you think should be featured next? Contact our Communications Specialist, Anastasia Yefremova, at anastasia@stevencohenteam.com.

TOP 20 MOST EXPENSIVE SOUTH END SALES, Q2 2018

	ADDRESS	SALE PRICE	PRICE/SF	TYPE
1	728-740 Tremont Street #6	\$5,125,000	\$1,047	CONDOMINIUM
2	19 Rutland Square	\$4,744,141	\$1,240	SINGLE FAMILY
3	144 Warren Avenue #2	\$4,350,000	\$2,151	CONDOMINIUM
4	159 West Canton Street	\$4,000,000	\$1,026	SINGLE FAMILY
5	14 Rutland Square	\$3,700,000	\$871	SINGLE FAMILY
6	17 Bond Street	\$3,670,000	\$1,311	SINGLE FAMILY
7	120 West Newton Street	\$3,380,000	\$1,123	SINGLE FAMILY
8	The Lucas at 136-140R Shawmut Avenue #8B	\$3,372,200	\$1,303	CONDOMINIUM
9	51 Dwight Street	\$3,350,000	\$1,087	MULTI FAMILY
10	28-30 Union Park Street #1	\$3,334,461	\$1,353	CONDOMINIUM
11	4 Ringgold Street	\$3,225,000	\$1,090	SINGLE FAMILY
12	29 Dwight Street	\$3,125,000	\$840	MULTI FAMILY
13	8 Rutland Square	\$3,100,000	\$853	MULTI FAMILY
14	17 Cumberland Street PH	\$3,000,000	\$1,283	CONDOMINIUM
15	Siena the Condos @ Ink Block at 40 Traveler Street #810	\$2,927,000	\$1,588	CONDOMINIUM
16	201 West Brookline Street #102	\$2,925,000	\$1,267	CONDOMINIUM
17	22 Montgomery Street	\$2,773,875	\$1,013	SINGLE FAMILY
18	90 Waltham Street #1	\$2,725,000	\$1,181	CONDOMINIUM
19	31 Appleton Street	\$2,700,000	\$1,221	SINGLE FAMILY
20	28 Rutland Square #1	\$2,695,000	\$1,132	CONDOMINIUM

*Average price per square foot among the 20 most
expensive South End sales for Q2 of 2018: \$1,199*

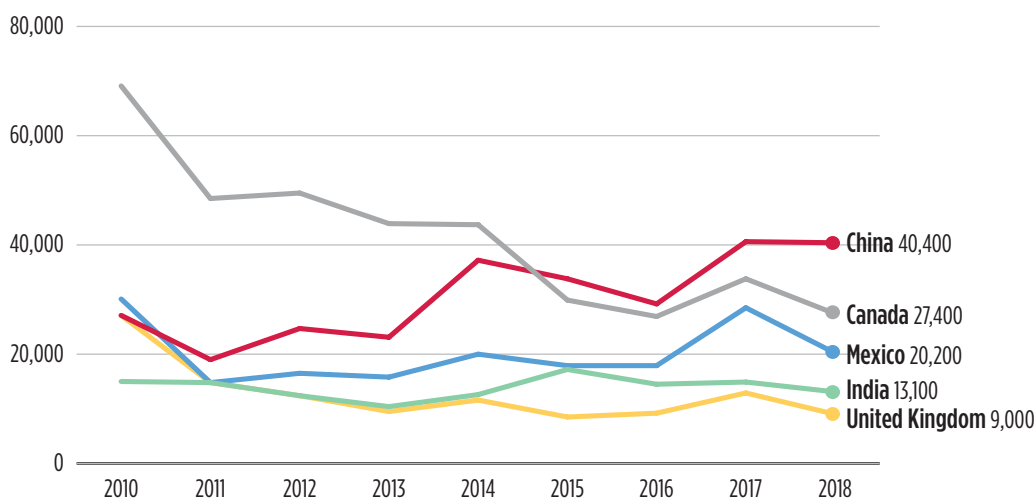
Source: LINK Boston

WHO IS BUYING WHAT THE U.S. IS SELLING?

FOREIGN BUYERS OF U.S. RESIDENTIAL REAL ESTATE

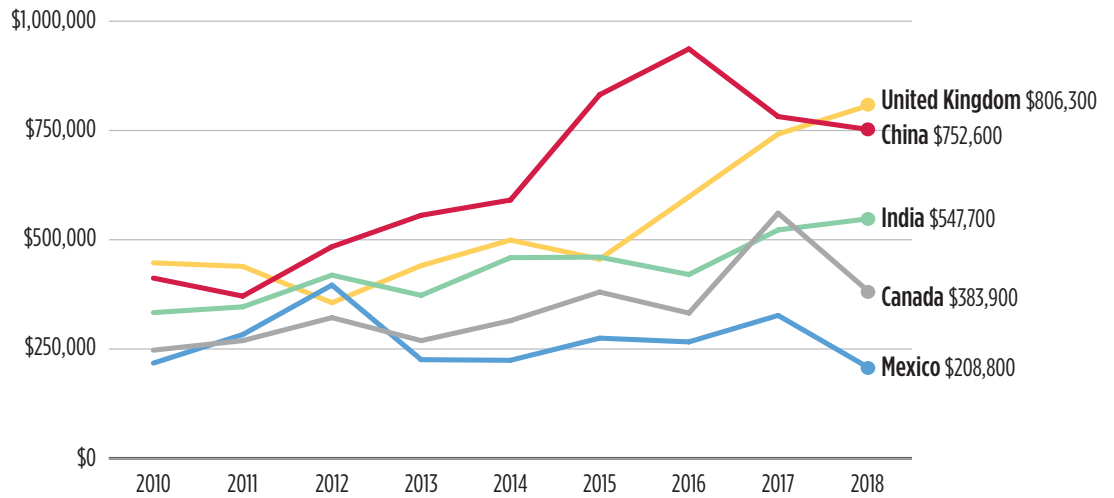
International interest and investment in U.S. real estate has garnered significant attention over the last several years. Though it may seem to be at an all-time high, a recent National Association of Realtors (NAR) report reveals that the number and average price of properties purchased by international buyers actually decreased in the 12-month period from April 2017-March 2018 compared to the previous 12-month period. Despite persistently tight supply and steadily increasing home values, solid employment growth and historically low interest rates have bolstered home buying by domestic residents competing with foreign buyers for the limited inventory available. Below is a more detailed look at the top five major foreign buyers: China, Canada, the United Kingdom, India, and Mexico.

NUMBER OF PURCHASES AMONG TOP FIVE FOREIGN BUYERS

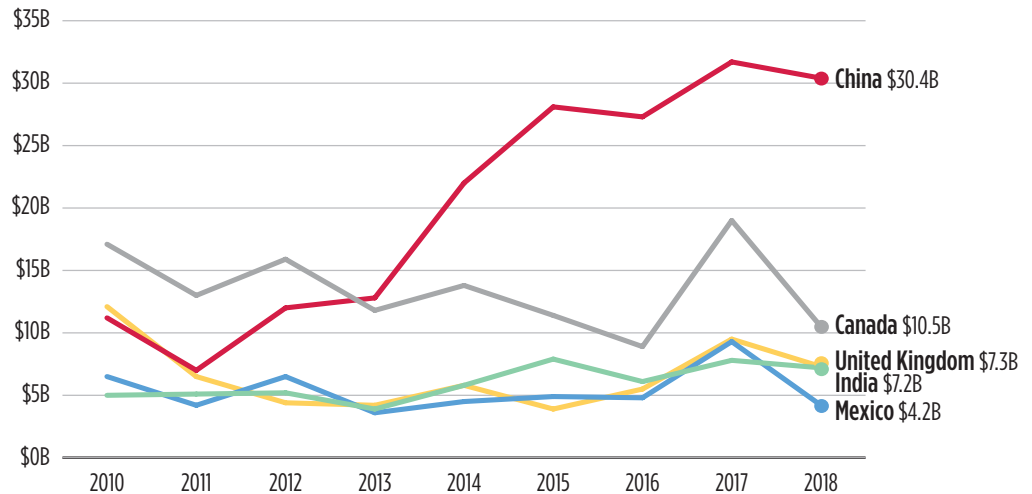


Total dollar volume of purchases from the top five countries declined compared to the levels in the previous 12-month period, with significant decreases in investment from Canada, Mexico, and the U.K. However, foreign buyers are more likely to pay cash rather than seeking financing; nearly 47% of reported transactions from international buyers were all-cash, compared to 21% of purchases by domestic buyers.

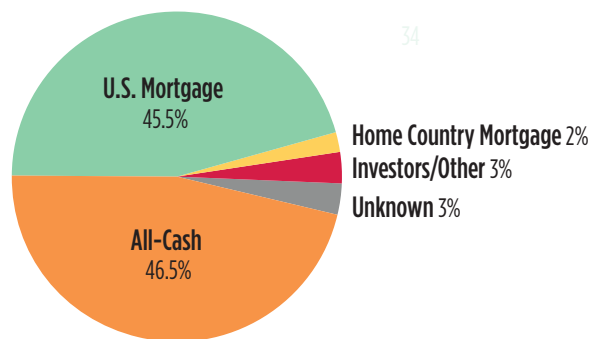
AVERAGE PURCHASE PRICE AMONG TOP FIVE FOREIGN BUYERS



DOLLAR VOLUME OF SALES TO FOREIGN BUYERS FROM TOP FIVE COUNTRIES (IN BILLIONS OF DOLLARS)



FOREIGN BUYER FINANCING



Source: National Association of Realtors (NAR) "Profile of International Transactions in U.S. Residential Real Estate 2018"

MEET THE SOUTH END REAL ESTATE SPECIALISTS

The Steven Cohen Team provides expert insight, guidance and representation for discerning residential property buyers and sellers in Boston's South End and adjacent neighborhoods. Our unmatched experience in the local real estate market, long-term approach to customer service, and coordinated teamwork keep us #1 on MLS in South End transactions year after year.

The team stands ready to answer your real estate questions!



STEVEN COHEN TEAM

LISTING AGENT AND TEAM LEADER



Steven
Cohen

LISTING AGENT



Zach
Jay

BUYER SPECIALISTS

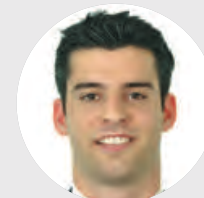


Barrie
Stavis



Nicole
Spencer

RENTAL SPECIALISTS



Josh
Leibowitz



Michael
O'Driscoll

OPERATIONS MANAGER



Tim
McCarthy

TRANSACTION COORDINATOR

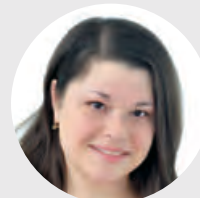


Margaret
Marder

MARKETING & COMMUNICATION



Bruce
Withey



Anastasia
Yefremova



Ronnie
Lee



SPOTLIGHT ON MICHAEL O'DRISCOLL

RENTAL SPECIALIST

Michael originally joined the Steven Cohen Team in the capacity of transaction coordination support, assisting in managing transaction details for rental, and listing and buyer sales to help facilitate a smooth process for our clients from start to finish. This up-close familiarity with the transaction side of the real estate industry gave him a distinct advantage when he inevitably transitioned into his role as a rental agent. Today, he rounds out the Steven Cohen Team Rental Department, assisting landlords with competitively pricing and marketing their property, arranging and conducting showings, and communicating with tenants and landlords throughout the leasing process.

Michael was born and raised in Northborough, MA, where his father owned a small butcher shop. He inspired the entrepreneurial spirit in his son. While his interests initially lay in commercial real estate, Michael quickly came to realize residential real estate offered a wealth of advantages. "Once you start doing it, you build relationships with your clients and get a real understanding of all the different streets and neighborhoods," he said. "It reminds me of the local aspect of my dad's own business." Michael's work has taken him all over the Greater Boston area as he seeks to match his clients with the homes most suited to their needs.

"Some people say they get involved with real estate because they get to make their own schedules," Michael said. "But a good agent will very quickly find out that it's the client that really makes your schedule." Michael thrives on the personal connection he feels to his clients and strives to be available 24/7 to answer questions and help resolve any concerns, small and large. His drive, dedication, and attention to detail make him an invaluable part of the Steven Cohen Team.

YOU CAN REACH MICHAEL VIA:

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NOTABLE SOUTH END SALE: 49 EAST CONCORD STREET #1

DUPLEX

This meticulously engineered and beautifully proportioned custom-built large footprint 3 bedroom/2.5 bath duplex is located on a quiet side street in Boston's chic South End. Expansive floor-to-ceiling wall of glass spans the full width of the living room and frames the west facing patio. The private outdoor space, perfect for relaxation and entertaining, features gas, water and electricity. The stunning center-island kitchen is complemented by quartz Caesarstone counters, Thermador professional grade appliances, a 6-burner chef's cooktop and a Marvel wine cooler. Half bath with a marble mosaic tile floor is conveniently tucked off the kitchen. On cool New England nights, cozy up on your sofa in front of the gas fireplace, lined with natural stone surround. Gleaming 3" white oak floors and crown molding complete the living level. Upstairs there are three bedrooms and two full baths, including a master suite with a walk in closet and custom built-in California Closets. The generous en suite master bath offers heated floors, a large step-in glass shower and double vanity. New Pella windows and restored original curved sash windows are in the front bedroom. Custom details abound throughout and distinguish this magnificent home. An additional 195 sq. ft. of premium storage provides space for all of the things that wouldn't fit in other homes.

SALE PRICE: \$1,675,000

BEDROOMS: 3

BATHROOMS: 2 full, 1 half

SIZE: 1,780 sq. ft.

PARKING: Direct Access Full Outdoor Space

BUILT: 1873





MEET A BOSTON BUILDING

DUDLEY'S RUTLAND SQUARE HOUSES



As 19th city planners became mindful of the beneficial effects on real estate prices of the larger parks in the earlier-developed parts of the South End, they installed modest replicas throughout the neighborhood. One of the few enclosed residential squares created in the 1860s, Rutland Square provided a unique picturesque setting for a Boston rowhouse. Little wider than adjacent streets, the square's three elongated parks added an unmistakable European flavor to the houses lining the street. But a hard-to-miss cluster of buildings stands out among the uniform brick homes that give the South End its distinctive aesthetic.

Inspired by the picturesque quality of Rutland Square, physician Elbridge Dudley designed and built eleven eye catching rowhouses at numbers 3 through 23 unlike anything else seen in the area. Not all of his buildings survived to the present day, however, and 11 Rutland Square has since been replaced by the more common Victorian red brick design. While Dudley's houses reflect many of the Italianate architectural trends popular in the mid-nineteenth century, such as the heavy wooden hoods and arches, there is a vaguely Venetian Gothic influence to his work that distinguishes it from its more prolific neighbors.

An architectural style that originated in 14th-century Venice, Venetian Gothic is a confluence of Byzantine styles from Constantinople, Moorish influences from Al-Andalus, and early Gothic forms from mainland Italy. The style was revived in the 19th century as part of the broader Gothic Revival movement in Victorian architecture, and its characteristic ornate decoration and pointed arches are clearly seen in Dudley's striking work. Built between 1859 and 1861, the houses are flush with exuberant detail. From windows covered in elaborate iron grillwork, to intricately carved wooden doors and rope motifs, articulated wood molding, floral Venetian arches and medallions, as much variety as possible has been incorporated onto the facades of these homes. While renovations over the years have not always been kind to these buildings, some details lost to time, they are still an arresting contrast to their more traditional Victorian surroundings.



Source: Royal Institute of British Architects, Massachusetts Cultural Resource Information System (MACRIS), United States Court of Appeals For the First Circuit

Some People are Born for Real Estate



**As little Connor is demonstrating,
it's never too early to become a Stakeholder!**

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617-861-3636

A SOUTH END LIBRARY RENOVATION STORY

A COMMUNITY EFFORT



One of the oldest in the Boston Public Library (BPL) system, the South End Branch first opened in 1877, moving to its current Tremont Street location in 1971. The Friends of the South End Library (FOSEL) organization has been working hard to support it since, dedicated to improving the physical appearance of the library and the adjacent Library Park. It was never an official organization, however, until current president Marleen Nienhuis' efforts formalized it into a fundraising non-profit

in 2008. This allowed FOSEL to tackle basic needs such as carpet cleaning and furniture reupholstering and replacement. And while over the years the focus has been on library repairs and programming such as summer concerts and author series, the ultimate goal has always been a large scale renovation of the branch and its neighboring park.

Not only have the area's demographics changed since the 70's, as the number of families with young children has increased dramatically, but the very function of a library has shifted, as well. The South End library branch, like many of its kind, was designed with book lending at its core. "But today, we are as much about being a community gathering space and offering programs and educational opportunities, whether that's offering help with resume creation, or cultivating workforce development skills," said BPL President David Leonard. "We are also a connecting point for new immigrants and for people experiencing a wide range of social challenges."

Libraries have always been about linking visitors and users to the information or resources that they need. That's the original notion of reference. "A library can really offer the kind of civic space that ties a neighborhood together," Marleen added. "It's a place where everyone can meet, be, and see each other and how different and similar we all are." The question is, how can the space be configured for the 21st century in a way that is responsive to everyone's needs? The library has already hired a social worker through a partnership with

the Pine Street Inn to assist those with difficult personal challenges, and it offers a variety of programming to all its constituents. But with no clear lines of sight for library staff to supervise and an increasingly aging infrastructure there is no doubt that the branch needs a full-scale renovation.

In early 2017, FOSEL began meeting with senior BPL leadership, city councilors, state representatives, members of Mayor Marty Walsh's staff, and South End residents to present its two-part vision for a short-term renovation of the downstairs interior. Phase One is underway. Work is targeted to start early next year and will focus on infrastructure, electrical and telecommunications systems, new carpeting, paint, and a basic reconfiguration of the space. Phase Two would include an additional round of short-term improvements to solidify and expand on the basic improvements of Phase One.

The Mayor's Office has been integral to the project's funding. "Mayor Walsh has a very strong, positive idea about taking care of Boston's libraries," Marleen said. "He understands what needs to be done and how important branch libraries are." The Mayor's Office is fully committed to seeing the project through and had allocated \$132,000 in its FY 2018 budget for Phase One. FOSEL, in what is a first-of-its kind public/private partnership, has raised an additional \$50,000 for this initial stage of renovations. "Over the next several months we'll be executing on this \$180,000 combined budget," David said. "That's about ensuring that the library is a safe, fun space for all our patrons." FOSEL has also raised more than \$40,000 so far as part of its contribution to Phase Two, to which the Mayor's FY 2019-2023 Capital Plan has committed \$400,000.

In addition to the short-term improvements, the BPL has received \$100,000 in funding for something called a program study, a combination of envisioning current and future needs, review of existing conditions, and community input that will provide a clear and detailed frame of reference about scope, program, and cost for the design and implementation process of a renovated South End branch. This will be the first step in a long-term, multi-million-dollar renovation, which would include an expansion upward and, possible, sideways into Library Park.

The City of Boston has one of the highest densities of branch libraries to square mile of space in the country. The recent East Boston and Jamaica Plain branch renovations have shown that remodeling a space, whether modestly or more fully, significantly increases foot traffic. "The South End library is a very important asset to the neighborhood, and I am proud that we are investing in its future for our residents," said Mayor Walsh when reached for comment. "I look forward to working together with the community in planning and preparing for the new future of the South End library."



A GREEN VISION

AN ECO-FRIENDLY PATH TO INTERIOR DESIGN

Sustainability is no longer a trend, but a way of life, and our homes are increasingly becoming a reflection of that lifestyle. Whether the ultimate goal is decoration, renovation, or architectural detailing, sustainable or “green” interior design is the fastest-growing segment in the design industry. Manufacturers are meeting the growing demand for affordable and savvy eco-friendly products with a projected \$80 billion market for green materials in the next five years, giving consumers more options than ever before. Below are a few tips to get you started on an interior design vision that does not sacrifice style for sustainability:

WATCH YOUR MATERIALS ►

Do away with plastic, particleboard, and chromed metal. Use organic fabrics such as hemp, flax, soy, wool and camel, and textiles grown in controlled settings without pesticides, herbicides, or other chemicals. Typical household paint contains 10,000 chemicals, of which 150 have been linked to cancer.

Nowadays, there are plenty of non-toxic paints and finishes available. Bamboo leads the way for floor finishings, as it takes between three and seven years to mature, unlike other commonly used woods that can take anywhere from two decades to over a century before they can be harvested. Recent advancements allow better manipulation of width and overall

design, and eco-friendly stains can give the material a darker tone to match the consumer’s preferred look. Cork, which can offer one of the most unique takes on wall finishings with an organically patterned design, is harvested as bark from living cork trees and the extraction never harms the tree itself.

◀ RECLAIM, REUSE, RECYCLE.

Reclaiming and repurposing items has been one of the biggest trends in furnishing for the past few years, and it shows no signs of slowing down. Get to scavenging online,



hitting up antique and vintage stores, and even giving pieces you already own a fresh look with a new coat of paint, funky hardware, or brand new upholstery. Use local artisans and reclaimed wood for a truly one-of-a-kind table, chair, desk, and more. Choose countertops that look like gorgeous granite, but are made from recycled windows, mirrors, and even

soda bottles. Explore wood alternatives made out of recycled plastic and wood fibers that never warp, rot, or splinter. Look into eco-friendly insulation made from 100% recycled denim and cotton fibers with no formaldehydes, volatile organic compounds (VOC's), or fiberglass.

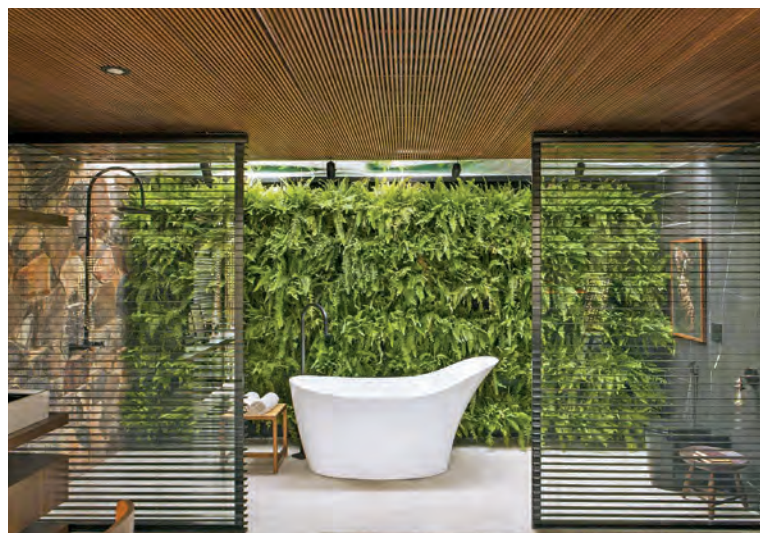
◀ LIGHT IT UP.

The difference between good and bad lighting can make or break the comfort and mood of your home. Natural sunlight has been shown to boost the immune system, improve sleep quality, and reduce energy consumption, so maximize your existing natural light whenever you can. Incorporate windows and skylights, and take note of how the natural

position of the sun provides light throughout the four seasons. You can further manipulate natural light with motorized blinds and shutters made from sustainable materials. Finally, if you are limited by layout and available space, place a mirror opposite a window to reflect light and views, and use reflective surfaces to bounce the light around. When artificial lighting is needed, turn to energy-efficient LEDs, halogens, and compact fluorescent light bulbs.

BRING THE OUTDOORS, INDOORS ▶

Filter your air, add beauty to your home, and achieve a natural, fresh ambiance with a splash of greenery. Potted plants are an easy and versatile option, but one of the most unique design initiatives in recent years is the living, or green, wall. The idea involves partial or complete coverage of a wall with greenery including a vegetative growth stimulator such as soil and, if needed, an integrated water delivery system. Living walls are a natural air purifier. They optimize thermal fluctuations in the space, reduce energy expenditure, and help gain LEED credits and reduce stress levels. For added sustainability points, make sure the species is native to your area or known to thrive in your climate, and that it can survive with minimal maintenance and watering. Bathrooms are a great space to add a living wall, as many plants can survive just on the moisture already in the air.



SOCIAL FALL

A SOUTH END SOCIAL CALENDAR

Are you feeling listless and sluggish after months of unrelenting, blistering summer heat? Here's a list* of fun neighborhood activities to get you out into the crisp, refreshing fall air. From theater performances to exhibitions to food festivals, the South End offers events for everyone to enjoy.

R E C U R R I N G

COMMUNITY MEDITATION	Every W , 4:30pm–6pm	SE Branch of the BPL, 685 Tremont Street
PRESCHOOL STORYTIME	Every W , 10:30am–11:30am	SE Branch of the BPL, 685 Tremont Street
TODDLER STORY TIME	Every M , 10:30am–11:30am	SE Branch of the BPL, 685 Tremont Street
FRESH TRUCK	Every F , 3pm–6pm	Plaza Betances, 84 West Dedham Street
COCO BEANTOWN WALKING TOUR	Every Sa , 2pm	Code 10, 1636 Washington Street
SOWA OPEN MARKET	Every Su through Oct , 10am–4pm	SoWa
COCO BEANTOWN WALKING TOUR	Saturdays , 2 pm	Code 10, 1636 Washington Street
IBA COMMUNITY MEETING	Last W of Month , 5:30pm–7:00pm	Villa Victoria Center for the Arts (VVCA), 85 West Newton Street

S E P T E M B E R

BOSTON SCULPTURE GALLERY EXHIBITION: PETER DECAMP HAINES	8/29–9/30	Boston Sculptors Gallery, 486 Harrison Avenue
BOSTON SCULPTURE GALLERY EXHIBITION: AMY ARCHAMBAULT	8/29–9/30	Boston Sculptors Gallery, 486 Harrison Avenue
LAGER BEER FEST	9/14 6pm 9/15 9:30pm	Cyclorama, 539 Tremont Street
SPEAKEASY STAGE COMPANY: BETWEEN RIVERSIDE AND CRAZY	9/14–10/13	Calderwood Pavilion at the BCA, 539 Tremont Street
SOUTH END OPEN STUDIOS 2018	9/15–9/16 , 11am–6pm	BCA, 551 Tremont Street and sidewalk area of 560 Harrison Avenue

DIY DAY: PAINTING WITH LAUREL GREENFIELD	9/16 , 1pm–3pm	SoWa Open Market, 450 Harrison Avenue
DINA VARGO BOOK TALK	9/19 , 6pm–7:30pm	532 Massachusetts Avenue
MORE THAN A BOOK SWAP WITH MORE THAN WORDS	9/23 , 10am–4pm	SoWa Open Market, 450 Harrison Avenue
MEET FRED BY HIJINX THEATRE OF WALES, PRESENTED BY PUPPET SHOWPLACE THEATER	9/27–9/30	Plaza Theatre, 539 Tremont Street
SHERLOCK'S LAST CASE	9/28–10/28	Huntington Avenue Theatre, 264 Huntington Avenue

O C T O B E R

BOSTON SCULPTURE GALLERY EXHIBITION: DONNA DODSON	10/3–11/4	Boston Sculptors Gallery, 486 Harrison Avenue, Boston, MA 02118
BOSTON SCULPTURE GALLERY EXHIBITION: ERIC SEALINE	10/3–11/4	Boston Sculptors Gallery, 486 Harrison Avenue, Boston, MA 02118
DIY DAY: SUCCULENT ARRANGEMENTS WITH THE HAPPY CACTUS	10/7 , 11am–2pm	SoWa Arts Market, 450 Harrison Avenue
BOSTON ART BOOK FAIR 2018	10/12–10/14	BCA Campus, 539 Tremont Street
DIY DAY: DECOUPAGE GLASS WORKSHOP WITH JENN SHERR	10/14 , 11:30am–1pm	SoWa Arts Market, 450 Harrison Avenue
22ND ANNUAL BOSTON INTERNATIONAL FINE ART SHOW	10/18–10/21	Cyclorama, 539 Tremont Street

N O V E M B E R

IBA 50TH ANNIVERSARY GALA	11/3 , 5pm–10pm	Edward M. Kennedy Institute, 210 Morrissey Boulevard
BOSTON SCULPTURE GALLERY EXHIBITION: ANDY MOERLEIN	11/7–12/9	Boston Sculptors Gallery, 486 Harrison Avenue
BOSTON SCULPTURE GALLERY EXHIBITION: LARRY POLLANS	11/7–12/9	Boston Sculptors Gallery, 486 Harrison Avenue
MAN IN THE RING	11/16–11/22	Huntington Avenue Theatre, 264 Huntington Avenue

*Event list accurate as of August 7, 2018.



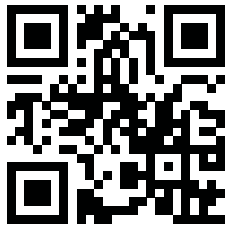
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