



SOUTH END STAKEHOLDERS' REPORT

FALL 2017

DEAR SOUTH ENDER,



Anyone who lives in the South End will be quick to tell you that Fall is a special time in our neighborhood. As the long Summer days melt away, a brisk and almost tangible excitement begins to fill the air.

This Fall, in addition to welcoming a new class of students at Boston's esteemed universities and colleges, our city will continue to usher in even more world-class companies and businesses new to the area. One common thread uniting these two populations is that together, they represent some of the greatest minds of our time. We are at the forefront of an international desire for growth and innovation, with no signs of slowing down.

Boston is undergoing a renaissance. Along with an environment increasingly rich with opportunity for professionals in fields from finance to biotechnology and everything in-between, we are seeing fresh and exciting growth in our city's real estate landscape. Construction and development projects are booming both here in the South End as well as in neighborhoods with previously untapped potential. We at the Steven Cohen Team are honored to represent the interests of our home sellers and buyers, and to act as fiduciary furthering your best interest in navigating this ever more complex real estate landscape.

We hope you enjoy this issue, which has been compiled with you in mind. Perhaps you are considering a sale and would appreciate the highest level of professional analyses and marketing acumen. Or maybe you have been leasing an apartment and are ready to buy your first home. Whatever your needs, speak to the South end real estate specialists. We are here for you.

Best Regards,

A handwritten signature in black ink that reads "Steven". The script is fluid and cursive.

Steven Cohen





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TECH HUBS AROUND THE WORLD

Where the technology industry goes, real estate booms are sure to follow. The real estate boom Silicon Valley has experienced is a perfect example of the increase in housing values and the profitable environment for real estate investment that follow the likes of Google, Apple, Facebook, and more. But while it remains the premier tech center in the United States, California's real estate scene has become somewhat oversaturated. With rising living costs, including housing, the number of people moving to Silicon Valley dropped by 27% between 2012 and 2015.

The combination of record-high real estate prices and talent glut has left the door open for other markets to attract new residents. While you may be familiar with established tech centers like San Francisco, Boston, and Austin, there are emerging cities all over the world that are bringing on tech professionals at an ever increasing pace. They share characteristics similar to Silicon Valley before its real estate boom, such as median tech salaries higher than the median salary for the city's total workforce, the presence of major tech companies, and venture capital funding to support new businesses.

A recent report by Newmark Knight Frank identifies some of these tech hubs, a cluster of cities around the world being transformed by a thriving tech industry into promising environments for real estate investment. We have identified 12 of those cities that are either well on their way to realizing a significant appreciation in real estate values, or just beginning to hit their stride.



**Prices per square foot as of July 2017.*

Source: "Global Cities: The 2017 Report," Newmark Knight Frank, Numbeo, Realtor Magazine, Forbes, Toronto Real Estate Board (TREB)

EXPENSIVE WITH ROOM FOR FURTHER GROWTH:

**TORONTO, CANADA**

In the midst of its largest and most rapid expansion in over 175 years, Toronto is one of North America's major economic centers and the hub of the Canadian financial industry.

Average Residential Price per Square Foot: \$801*

**MUMBAI, INDIA**

With unprecedented investment committed to the city's infrastructure development, including a 13.5 mile, six-lane sea bridge, Mumbai's growth shows no sign of slowing down.

Average Residential Price per Square Foot: \$674*

**SEOUL, SOUTH KOREA**

With not one, but several, technology districts supported by robust infrastructure and government policy, Seoul has topped rankings in categories such as research, development, and patent creation.

Average Residential Price per Square Foot: \$1,055*

**SHANGHAI, CHINA**

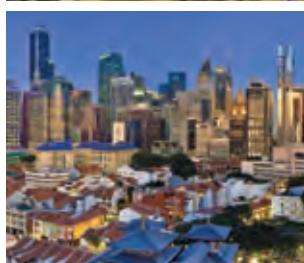
As Shanghai's business environment evolves and matures, demand for technological innovation, media services, and telecom infrastructure has rapidly grown.

Average Residential Price per Square Foot: \$1,254*

**BEIJING, CHINA**

Beijing is looking to enhance its role as China's leading first tier city and economic powerhouse by expanding its existing central business districts and integrating nearby cities and provinces into a super city cluster.

Average Residential Price per Square Foot: \$1,369*

**SINGAPORE**

Singapore continues to advance its built environment to augment itself as a global and regional center of finance, communications, trade, and commerce.

Average City Centre Residential Price per Square Foot: \$1,721*

NASCENT STAGES OF APPRECIATION:



MEXICO CITY, MEXICO

Throughout the global economic downturn and fall in oil prices, Mexico's economy has held stable thanks to strengthening national automotive, telecommunications, logistics, and retail sectors.

Average Residential Price per Square Foot: **\$176***



BOGOTÁ, COLOMBIA

A new wave of trade treaties and government and foreign investment mean the nation's economy and business environment remain on the right track.

Average Residential Price per Square Foot: **\$158***



BERLIN, GERMANY

Once blighted by high unemployment and slow growth, Berlin has undergone a remarkable regeneration into a vibrant city with an explosive start-up sector and over 40,000 companies founded every year.

Average Residential Price per Square Foot: **\$476***



BENGALURU, INDIA

Touted as India's IT and start-up capital, Bengaluru has emerged as one of the most attractive destinations for multinational companies looking to set up innovation centers and tap technology talent.

Average Residential Price per Square Foot: **\$162***



DELHI, INDIA

Delhi is poised to benefit from the opportunities across the logistics value chain, fueled by a renewed focus on infrastructure development and the e-commerce boom.

Average Residential Price per Square Foot: **\$263***



KUALA LUMPUR, MALAYSIA

Kuala Lumpur is well-positioned as a regional hub for diverse economic and business activities, attracting global multinational companies.

Average Residential Price per Square Foot: **\$238***

CLIMATE READY BOSTON



In an effort to proactively regulate the anticipated effects of climate change, the City of Boston has taken aggressive steps to prepare. This awareness is readily apparent in recent city legislation and real estate development planning. Because of the immediate proximity of the Atlantic Ocean and expected sea level rise over the next few decades, Boston is far ahead of the curve when it comes to waterproofing our infrastructure.

Since 2013, developers in Boston proposing new buildings over 20,000 square feet, or renovations over 100,000 square feet must complete a Climate Preparedness and Resiliency Checklist when applying for city permits and development approval. In that same year, the Charlestown Spaulding Rehabilitation Hospital became the first building to prepare for rising sea levels with raised elevation, operable windows, and rooftop electrical services, a model subsequent developers have followed. As part of its first citywide master plan since the 1960s, "Imagine Boston 2030," Boston unveiled what has been called the ultimate Moneyball of climate analysis, "Climate Ready Boston," a public-private partnership that will allow the city to make targeted investments in infrastructure aimed at weatherproofing the city against the effects of climate change.

While it may seem that it has been going on forever, Boston's current building boom is just beginning. In order to keep pace with the projected population growth, the city will need to hit its current goal of 53,000 new housing units by 2030, and add 42,000 more in the two decades after that. Much of the plan to meet those housing needs is about expanded neighborhoods, more housing downtown, and new generation high-rise buildings. All new neighborhoods will be designed with higher flood risk in mind. New flood management areas are planned along Boston Harbor, the Mystic River, and Dorchester Bay, and more waterfront open space could help connect neighborhoods to the harbor, and buffer against the impacts of flooding.

Sources: Climate Ready Boston Report, Boston Globe, New England Climate Change Review

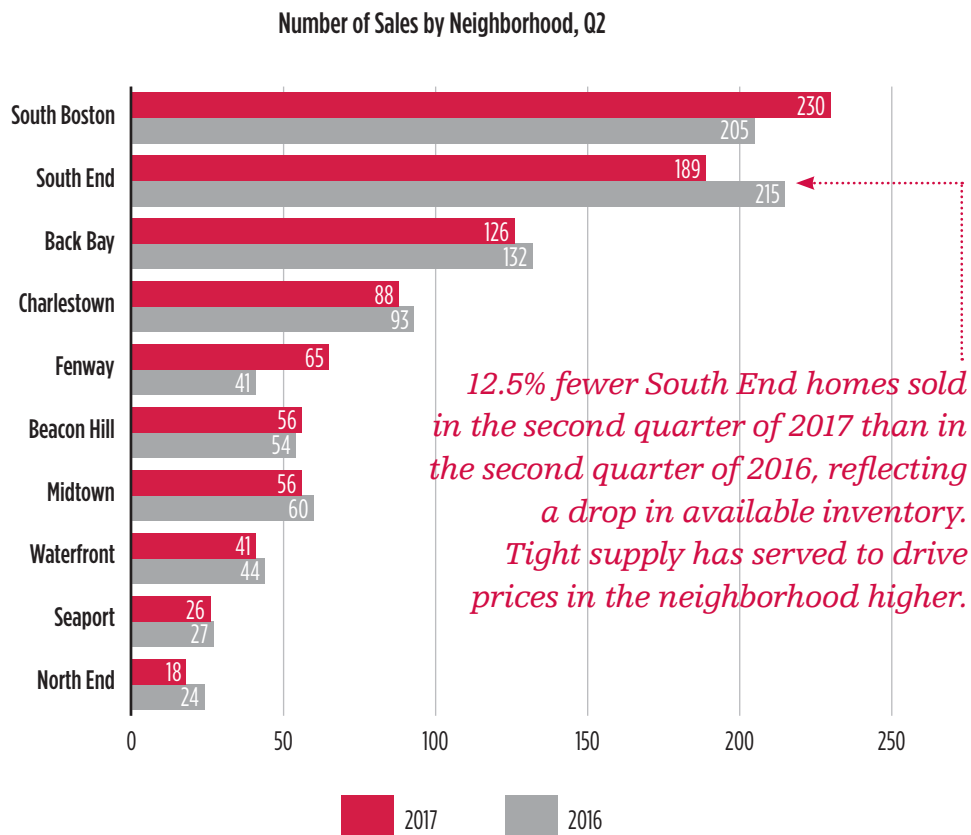
CLIMATE RESILIENT INFRASTRUCTURE INITIATIVES PROPOSED IN THE "CLIMATE READY BOSTON" REPORT

- ▶ **Establish Infrastructure Coordination Committee (ICC)** which will support coordinated adaptation planning for the South End's key infrastructure systems, including transportation, water and sewer, energy, telecommunications, and environmental assets.
- ▶ **The Office of Emergency Management** will work with the Boston Transportation Department, Department of Public Works, and private utilities to provide guidance on priority evacuation and service road infrastructure to the ICC.
- ▶ **Conduct feasibility studies for community energy solutions** and explore previously identified locations for emergency microgrids (see our feature on microgrids and their application in Boston in the Fall 2016 issue of our Stakeholders' Report).
- ▶ **Promote climate readiness for projects in the development pipeline** so they match the amended zoning codes
- ▶ **Incorporate future climate conditions** into area plans and zoning amendments.
- ▶ **Develop and run a Climate Ready Buildings Education Program** and establish a resilience audit program to inform property owners about their current and future climate risks and actions they can undertake to address these risks.

BOSTON'S TOP 10 NEIGHBORHOODS

BY NUMBER OF SALES AND MEDIAN SALES PRICE

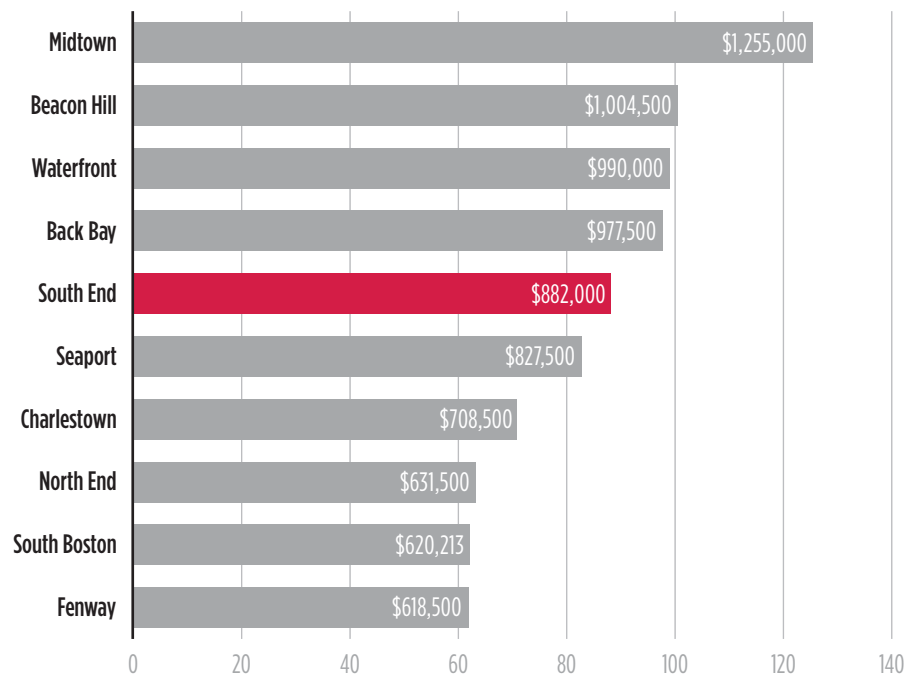
Boston's highest- and fastest-selling neighborhoods still begin with "South." South Boston and the South End recorded the greatest number of sales. Below is a more detailed breakdown of Boston's top 10 neighborhoods:



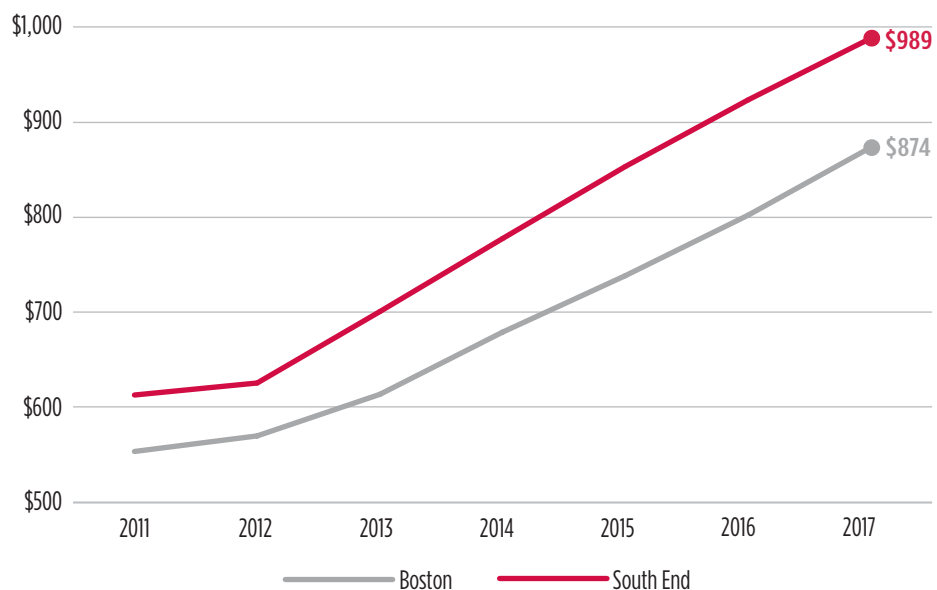
For the most part, median sales prices increased across the board compared to the second quarter of 2016. The only neighborhoods to experience a decline were South Boston, Back Bay, and Seaport, which more than likely reflects just how much of the recent higher price point inventory has already been absorbed. In the last five years in

particular, median sales prices per square foot have surged across Boston. This rapid increase is most obvious in neighborhoods like the South End, which has steadily outpaced citywide prices.

Median Sales Price by Neighborhood, Q2



South End vs. Citywide Median Sales Price Per Square Foot, Q2
2011 to 2017



Source: LINK Boston

MEET A SOUTH ENDER

MARK DOUGLASS AND JAMES LIN

James Lin and Mark Douglass had been living together for a year in Detroit when they decided they needed a change. James' family was originally from New York, and Mark's was still in Michigan, but both were ready for something different. An independent job search lead them to Boston.

"When we moved to the city, we were both interested in a unique living experience," James said. Looking for a fun, loft space in the heart of the city, they ended up renting in the North End. It was 2002, however, and the Big Dig was still going strong. The North End felt too separated from the rest of Boston. After two years, James and Mark were ready to invest in a home of their own. "We were looking at new construction," Mark said. "We wanted a townhouse with space, a garage, and near the city." They spent six years in Jamaica Plain before the lure of inner-city living once again became too strong to ignore.

At the time, Mark would take the Orange Line to Massachusetts Avenue station and walk home from there. Twice a day for over a year his commute took him along West Springfield Street and, conveniently, past a beautiful Victorian townhouse undergoing a gut renovation. A fair bit of daydreaming combined with good timing meant the couple eventually made the leap and moved to the South End in 2010. They still had the security of new construction, but with the architectural grace of a 19th-century Victorian home.

"It's a contemporary classic and it fits with the aesthetic and design of the South End," Mark said. "Very different from a brand new box townhouse." The wrought iron railings, carefully maintained curb appeal, and subtle differences between brownstones are all things the couple came to love about their new neighborhood. Even their skittish 15-year-old Rat Terrier, Moji, quickly took to the quiet, calm, tree-lined streets of her new home.

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



THE MAN BEHIND THE LANDMARK

ALBERT A. POPE

Straddling the border of Back Bay and the South End, the Albert Pope Building is comprised of 25 loft-style luxury condominiums. Built in 1896, this elegant boutique building is steeped in history, a seamless combination of traditional and modern design and function. It began its life as a factory for its namesake, Albert Augustus Pope, the father of the American bicycle.

Pope was born in Boston in 1845. After his father's real estate business failed, nine-year-old Albert became the breadwinner, ploughing fields, selling produce, and working the Quincy Market. He joined the 1st Company, 35th Massachusetts Volunteer regiment at 19 and went into battle under notable generals like Ulysses S. Grant and Ambrose Burnside. Pope received the honorary title of Brevet Lieutenant Colonel for battlefield bravery and was known as "Colonel Pope" for the rest of his life.

Following his stint with the army, Pope dabbled in the shoemaker's supply business, eventually expanding his interests to air pistols, cigarette rollers, and shoe findings. In 1876, he visited the Philadelphia Bicentennial Exhibition as a member of the Newton, Massachusetts City Council, where he became enthralled with the latest English in-



vention, the high-wheeled bicycle. He began importing European Penny Farthing and taking on US patents.

Pope eventually became the first domestic manufacturer of bicycles in the U.S. and continued investing in patents even remotely related to bicycle production until nearly every US bicycle manufacturer had to pay him around \$10 per bicycle. By 1895, Albert Pope's Columbia bicycles were a national phenomenon and his Hartford-based Pope Manufacturing Company was the largest employer in New England.

Predicting trends in the transportation industry, Pope made his bicycles lighter and easier to pedal, expanding the market to women and children. He became an advocate for improving the nation's roadways and even anticipated the popularity of motorized transportation, building plants capable of producing more than 2,000 automobiles per year. This made him America's leading automaker at the turn of the 20th century. Pope was a visionary, looking to bring quiet and clean-running electric cars to the market. Unfortunately, the process was expensive, and electric storage batteries at the time were heavy and incapable of holding charges for long periods. Pope's automaking business was soon overtaken and, while his empire crumbled, his pioneering work in the transportation industry is still pertinent today.

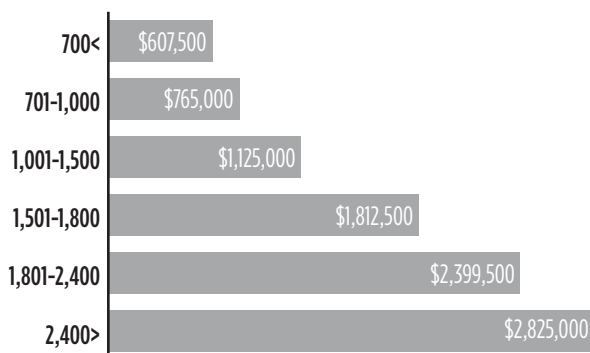


IS THERE A SOUTH END LANDMARK BUILDING YOU THINK SHOULD BE FEATURED NEXT? CONTACT OUR COMMUNICATIONS SPECIALIST, ANASTASIA YEFREMOVA, AT ANASTASIA@STEVENCOHENTEAM.COM.

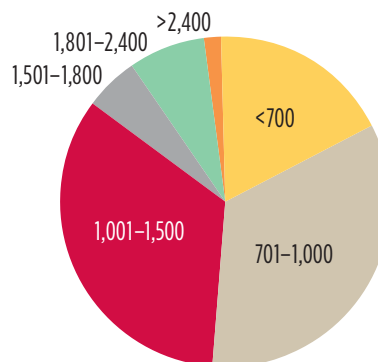
SOUTH END BREAKDOWN

The South End retains its spot as a neighborhood of choice in Boston. Two bedroom homes make up half of the total number of sales in the second half of 2016.

South End Median Selling Price by Square Footage, Q2



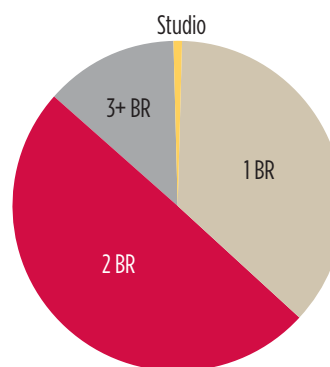
South End Sales by Square Footage, Q2



South End Median Selling Price by Number of Bedrooms, Q2



South End Number of Sales by Number of Bedrooms, Q2



TOP 20 MOST EXPENSIVE SOUTH END SALES Q1 + Q2

	ADDRESS	SALE PRICE	PRICE PER SQ. FT.
1	193 West Brookline Street	\$4,495,000	\$898
2	39 Greenwich Park	\$3,899,000	\$1,442
3	140 West Canton Street	\$3,687,000	\$1,351
4	129 West Newton Street	\$3,672,000	\$1,056
5	6 Union Park #3	\$3,500,000	\$1,496
6	22 Cumberland Street	\$3,425,000	\$851
7	50 Dwight Street #1	\$3,162,500	\$1,239
8	80 Chandler Street	\$3,100,000	\$968
9	223 West Springfield Street	\$3,092,500	\$911
10	126 West Newton Street	\$3,075,000	\$816
11	25 Concord Square #1	\$3,050,000	\$1,252
12	166 West Brookline Street	\$3,050,000	\$787
13	160 West Concord Street	\$2,995,000	\$799
14	6 Union Park #2	\$2,950,000	\$1,588
15	156 West Concord Street #2	\$2,844,000	\$1,210
16	14 Milford Street #1	\$2,825,000	\$1,076
17	21 Claremont Park	\$2,758,000	\$798
18	19 Father Francis Gilday Street #701	\$2,740,320	\$1,226
19	30 Claremont Park	\$2,730,000	\$1,105
20	19 Father Francis Gilday Street #601	\$2,718,000	\$1,250

Source: LINK Boston

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!

SCT STEVEN COHEN TEAM

OPERATIONS MANAGER



Tim
McCarthy

TRANSACTION COORDINATOR

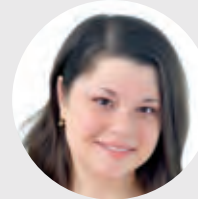


Margaret
Marder

MARKETING & COMMUNICATION



Bruce
Withey



Anastasia
Yefremova

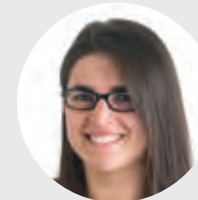


Ronnie
Lee

BUYER SPECIALISTS



Kevin
Concannon



Barrie
Stavis



Nicole
Spencer

LISTING AGENT

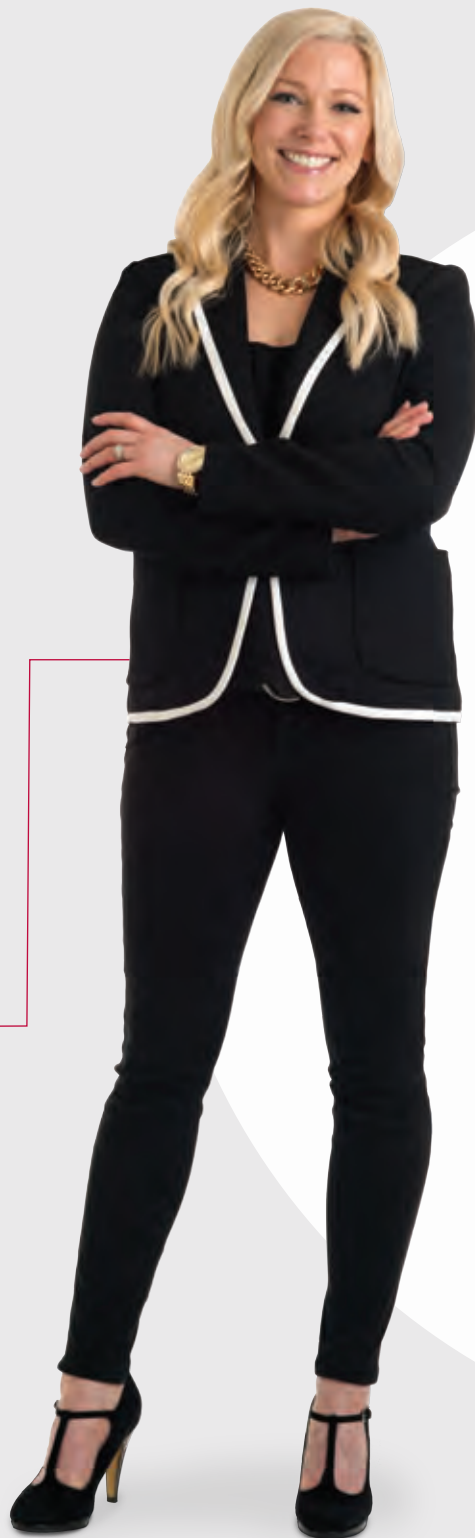


Zach
Jay

LISTING AGENT AND TEAM LEADER



Steven
Cohen



SPOTLIGHT ON NICOLE SPENCER

BUYER REPRESENTATION

Nicole Spencer's life and career have been a full circle spanning the world. Originally from Massachusetts, she spent her formative years in South Florida. Nicole has opened three restaurants, one as a partner, the other two as director of operations and general manager respectively. A Certified Wine Professional — the American answer to the European sommelier — she has taught wine classes to restaurant staff, and worked for vineyards in Uruguay and Sonoma, California. Nicole returned to her home state of Massachusetts in 2000 and decided to pursue her passion for real estate.

"Residential construction was a family business, and how I first became interested in real estate" Nicole said. "My family has built homes from scratch with their own hands. We have renovated every home I have ever lived in, and property ownership has always been highly valued in my family as the best investment a person can make." Nicole attended UMass Lowell for Business Management, and the Harvard Extension School for Real Estate Investing. She kept her knowledge of the market up-to-date and joined the Steven Cohen Team in 2015.

"I wanted to work with and learn from the best, someone who shares my passion and drive" she said. "I just look at my own team's successful careers for inspiration. After a lot of research, I decided to work for Steven, I didn't even apply anywhere else!" Nicole's tenacious dedication to clients, analytical mindset, problem-solving skills, and detail-oriented attitude have made her an invaluable asset to the Steven Cohen Team. A bonafide workaholic, she has quickly become a top buyer agent.

YOU CAN REACH NICOLE VIA:

Phone: : 617-861-3636

Email: nicole@stevencohenteam.com



NOTABLE SOUTH END SALE

129 WEST NEWTON STREET

This stunning 3 bedroom +, 3½ bath townhouse is located on beautiful, tree-lined West Newton Street. Enter to a wonderful, wide open parlor with a sweeping staircase, soaring ceilings, and gleaming hardwood floors. The classic bow front living room has a gas fireplace, significant moldings, and pocket doors that lead to a rear study with custom paneling, built-ins, and a sunny bay window. The street level features a spacious formal dining room, and a fabulous center-island kitchen with cherry cabinets, marble and stainless steel counters, and a convenient breakfast bar. Sliding doors lead to a lovely rear deck. Walk downstairs to a great family room, mirrored exercise room, full bath, and a door to parking for two. The home includes a Creston lighting, sound, and video system throughout. The upper two floors include the full floor master suite with an amazing marble bath, plus two massive walk-in closets. The penthouse level offers two extra large bedrooms, a full bath, and plenty of closet space. A full stair leads to a large roof deck with panoramic views. Sold by the Steven Cohen Team for above asking price.

SALE PRICE: \$3,672,000

BEDROOMS: 3

BATHROOMS: 3 full, 1 half

SIZE: 3,476 sq. ft.

PARKING: 2 deeded

BUILT: 1875





SOUTH END FITNESS STUDIOS

WORK UP A SWEAT

Don't let fall and winter blues stop you from feeling your best. Get your endorphin fix with the numerous options available right here in our neighborhood. We've compiled a list of South End fitness centers, and dance and yoga studios to get your blood pumping and muscles burning!

Did we miss any? Send us an email and we'll feature it on the Steven Cohen Team blog!
anastasia@stevencohenteam.com

Physical fitness is not only one of the most important keys to a healthy body, it is the basis of dynamic and creative intellectual activity.

—JOHN F. KENNEDY

A detailed map of the North End neighborhood in Boston, Massachusetts. The map shows a dense grid of streets. Numbered red circles indicate specific locations: 1 is near Washington St and E Berkeley St; 2 is near Gray St and Warren Ave; 3 is near Washington St and E Berkeley St; 4 is near Clarendon Pl and W Rindge Sq; 5 is near Waltham St and Union Park; 6 is near Warren Ave and Warren Ave; 7 is near E Springfield St and Waverley St; 8 is near Gray St and Warren Ave; 9 is near Waltham St and Union Park; 10 is near E Concord St and Waverley St; 11 is near Washington St and E Berkeley St; 12 is near E Springfield St and Waverley St; 13 is near Waltham St and Union Park; 14 is near Traveler St and E Berkeley St. The map also shows major streets like E Broadway St, E Cambridge St, and E North St.

—JOHN F. KENNEDY

THE BEST OF THE SOUTH END'S STUDIOS

Hold on to this list for the next time you feel like calling in sick to work!

1 Urbanity Dance	1180 Washington Street, #100	urbanitydance.org 617-572-3727
2 Boston Ballet	19 Clarendon Street	bostonballet.org 617-456-6333
3 Ethos Fitness + Performance	477 Harrison Avenue, 1a	ethosfit.com 617-936-4346
4 BURN Fitness Studios	547 Columbus Avenue	burnfitboston.com 617-651-3625
5 Recycle Studio South End	18 Union Park Street	recycle-studio.com 617-366-9670
6 Saldare Body Therapy	12 Clarendon Street	saldarespa.com 617-423-2722
7 Sadhana Yoga Boston	15 Worcester Street	sadhanaboston.com 617-536-9642
8 Swet Studio	480 Tremont Street	swetstudio.com 617-670-0631
9 Shawmut Yoga	280 Shawmut Avenue	shawmutyoga.com 781-534-9642
10 Endurance Pilates and Yoga Studio	1636 Washington Street	endurancepilatesandyoga.com 617-982-3205
11 CorePower Yoga	36 Traveler Street, #1	corepoweryoga.com 857-305-6606
12 South End Fitness Center	35 Northampton Street	bphc.org 617-534-5822
13 Stephen Cabral Studio	540 Tremont Street	stephencabralstudio.com 617-426-0008
14 Jenn Menzer Wellness	12 Clarendon Street	jennmenzer.com 617-833-7880
15 Turnstyle South End	310 Harrison Avenue	turnstylecycle.com 857-990-3968

SMARTEN UP YOUR HOME

The concept of smart homes is much like living in the enchanted castle from Disney's *Beauty and the Beast*. All the devices in your life — clocks, speakers, lights, appliances, and more — can suddenly communicate, send you information, and take your commands. Home automation gives us the ability to control items around the house with the push of a button or a simple word. There are countless smart home products, and more are being developed every day. Below, we have selected five categories of smart devices, and curated some of the best-rated products in each one.

MANAGE SMART

SAMSUNG SMARTTHINGS

Perfect for integrating and controlling a wide variety of smart home gadgets, this hub connects to more than 200 devices — more than most other hubs — and lets you create a wide range of different scenarios for all of the gadgets in your home. It also has a battery backup, good for when the power goes out. **\$76.95 on Amazon**

GOOGLE HOME

A competitor to the Amazon Echo, this smart home hub has a built-in

speaker, responds to voice commands, controls smart home devices, and streams music. Most importantly, it integrates with Google Assistant and allows you to control your Chromecast by voice. **\$129 on Google Express**

AMAZON ECHO

Futuristic, practical, and accessible, the smarter-than-ever Amazon Echo debuted a new Alexa calling and messaging feature for Echo devices, the Echo Look selfie camera, and the Echo Show, which adds a 7-inch touchscreen to the Echo experience. **\$179.99 on Amazon**

PROTECT SMART

AUGUST SMART LOCK HOMEKIT ENABLED

Easy-to-install, Apple HomeKit-enabled Smart Lock mounts over your existing deadbolt switch to provide connectivity for your door. It speaks via Bluetooth to your smartphone, granting quick access to you or guests. **\$260.52 on Amazon**

NETGEAR ARLO PRO

Completely wireless, weatherproof, and easy to install, this surveillance camera comes with two-way audio and sound-triggered recording.

Other features include rechargeable batteries, a base station with a loud siren, and USB connectivity for storing video locally on a USB drive. **\$227 on Amazon**

ADT PULSE

A mature smart home security provider, ADT provides just about everything you could want in a full-service home security system, including lots of available components, support for popular third-party devices, and a solid app experience. **Starting at \$28.99/mo.**

CLEAN SMART

NEATO BOTVAC CONNECTED ROBOT VACUUM

Well-designed, easy to use, and outfitted with remote controlled functionality, this pricy offering by Neato Robotics is arguably better at cleaning floors than any other robot vacuum on the market. **Starting at \$629.99 on Amazon**

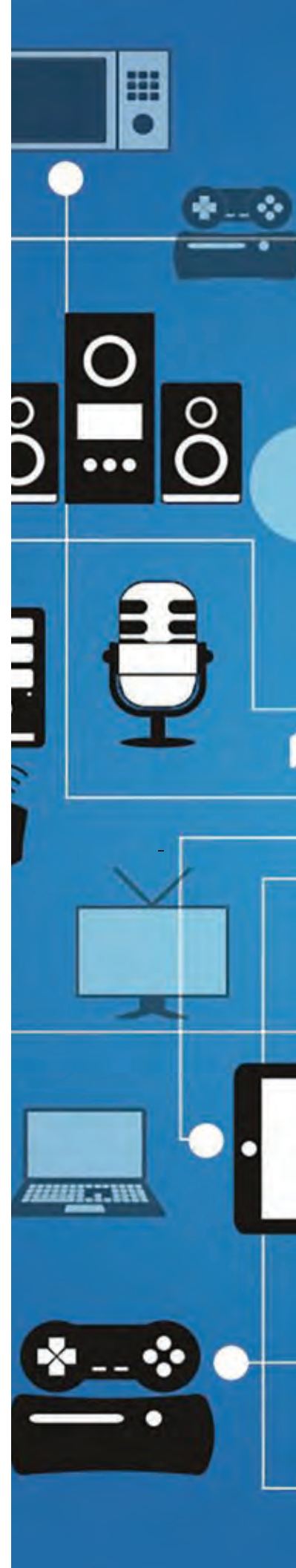
DYSON 360 EYE

Equipped with a great user interface, a simple companion app for remote access, and powerful enough to collect a lot of unwanted dirt and grime,

this Dyson model systematically maps out floors and creates a map of your home as it goes. **\$999.99 on Amazon**

IROBOT ROOMBA 880 VACUUM

Combining remote control access, top-notch vacuuming and navigation technology with a HEPA-filter, iRobot's Roomba 880 can collect and contain particles finer than the width of a human hair. **\$539 on Amazon**





HEAT/COOL SMART

NEST LEARNING THERMOSTAT V.3

With a larger and sharper display than its predecessor, the third version of this Google-owned thermostat can talk to hundreds of other smart home devices, so it can automatically change the temperature when someone comes home, or if you're about to watch a movie. **\$248.79 on Amazon**

ECOBEE4

Widely considered the best smart thermostat available today, Ecobee's latest offer has a responsive touchscreen display, a remote temperature and proximity sensor, intuitive mobile and web apps, and compatibility with most major smart home systems. Not only that, it comes in with Amazon's Alexa built-in. **\$248.90 on Amazon**

HONEYWELL LYRIC T5

The geofencing-enabled Lyric T5 is smart, easy to install, works well, and offers a better value than other connected thermostats. It also speaks fluent Siri and Alexa. **\$123.33 on Amazon**

LIGHT SMART

PHILIPS HUE WIRELESS DIMMING KIT

An easy way to get started with smart lighting, this dimmable, white-light smart bulb comes with a convenient wall switch that doubles as a magnetic remote. It's as simple as screwing the bulb in and pairing it with the remote. **Starting at \$34.99 on Amazon**

LUTRON CASETA IN-WALL WIRELESS SMART LIGHTING KIT

These fully-featured smart switches work with Alexa, Nest, IFTTT, Apple HomeKit and more. The accompanying app is easy to use and offers plenty of helpful features, including geofencing, scene management, and a security mode that'll help make it look like you're home when you're not. **Starting at \$159.90 on Amazon**

LIFX COLOR 1000

Brighter and more efficient than ever, this colorful, flat-topped smart bulb comes with an easy-to-use app that offers a good number of features and integrations with IFTTT, SmartThings, Nest, Windows, and Amazon Echo. **Starting at \$49.99 on Amazon**

A BRAND NEW VISION

Andover House opened its doors in January, 1892 through the work of the Andover seminary. It was the first settlement house in Boston and only the fourth in the U.S., but it sparked the start of a movement in the South End. Settlement houses originated in England, a way for people with resources, education, and access to opportunities to move into struggling

communities and work alongside residents to disrupt the social injustices they faced. At the end of the 19th century, the South End was in dire need of job training, child care, sanitation, education, and a wide range of other services.

Not long after, a number of other settlement houses opened their doors within the neighborhood, working together and complementing each other

to fill in the different gaps within the community. In 1960, five of those settlement houses - Hale House, Lincoln House, Andover House (renamed South End House), Harriet Tubman House, and the Children's Art Center - merged to form the United South End Settlements (USES). The organization celebrated its 125th anniversary earlier this year.

Over time, settlement houses have had to adapt to their community's needs in order to thrive, and the South End has transformed significantly in the last 20 years. At what is an inflection point both for the organization and the people it serves, the USES has taken an in-depth look at its community and developed a 5-year strategic plan that will move its mission forward, Vision 125. "We are shifting to a theory of change and a mission that's about harnessing the power of our diverse community to disrupt the cycle of poverty for children and their families," said USES Vice President of Development Nikki Stewart. "The aim is to serve families holistically through early childhood education and enrichment programming, and a job training and coaching model for parents and caregivers."

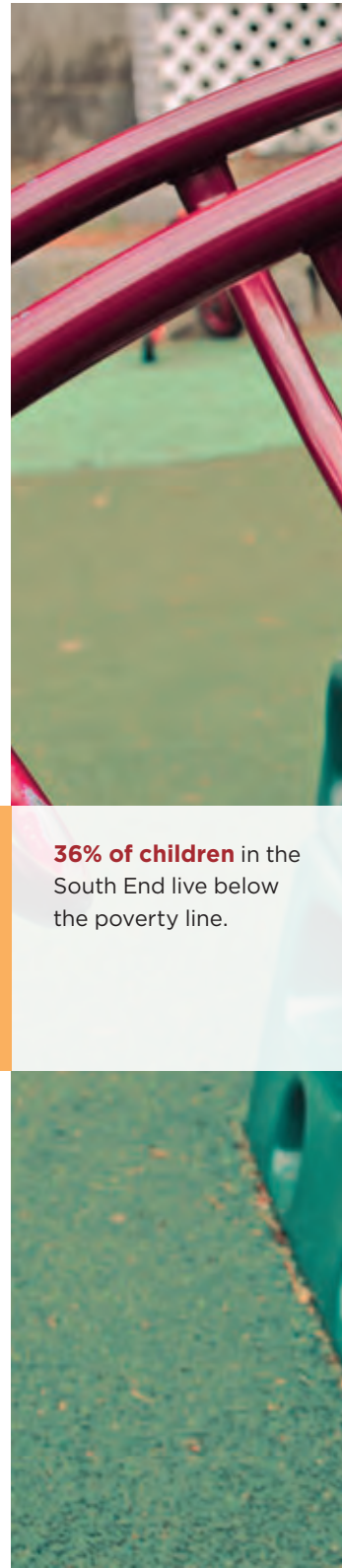
The ultimate outcomes are centered on resources, which revolve around financial stability, resilience, or the intrapersonal skills needed to bounce back from hardship and overcome obstacles, and relationships, or social capital, which is all about actively engaging South Enders into fostering meaningful contacts across demographic lines. "We are looking to disrupt the cycle of poverty for 1,000 children and their families over the next five years," Stewart said. "The success of the plan really relies on our community getting behind this and supporting each other."

This shift in focus comes with certain concessions, of course. USES will transition its senior health and wellness program, while its youth programs will inform the new model. "Poverty is a multi-generational issue and children are the key to breaking the cycle" Stewart said. Research shows that even small changes in a child's environment can have a big impact.



FOCUSING ON THE CHILDREN: THE FACTS

36% of children in the South End live below the poverty line.



Is there a South End non-profit organization you think should be featured next? Contact our Communications Specialist, Anastasia Yefremova, at anastasia@stevenco-henteam.com.

"Children with \$1 to \$499 in a college account are three times more likely to enroll in and graduate from college" Stewart said. "That dollar amount is not going to do much from a financial perspective, but the idea that somebody thought this child could go to college and achieve a brighter future is a powerful thing."

For more information on how to get involved with the United South End Settlements, visit uses.org.



A child raised in a household in the poorest fifth of the income distribution has a 39% chance of being stuck at the bottom as an adult and just a 7% chance of making it to the top.

\$3,000 difference in annual family income is associated with a 17% increase in the child's future earnings.

A \$1,000 increase in family income has been shown to improve children's test scores by 2% in math and more than 3.5% in reading.

Children with \$1 to \$499 in an account designated for college are three times more likely to enroll in and graduate from college.



TRENDS IN KITCHEN RENOVATIONS

Americans spend more than ever before on home improvements—over \$362 billion in 2016. The kitchen remains the most popular, expensive, and smartest homeowners can tackle in a remodel. In the past year, nearly one in 10 kitchen renovations ended up costing over \$100K, and more than a third included increasing the room's size and opening it up to other living areas.

TOP KITCHEN FEATURES

TOP LIGHTING TYPES

(among upgrading lighting)

- 71%** Undercabinet lights
- 70%** More recessed lights
- 58%** More pendant lights

TOP PROFESSIONALS CONSULTED

(among renovating homeowners)

- 54%** General contractor
- 29%** Cabinetmaker
- 25%** Kitchen designer

MAJOR OVERHAULS

(among renovating homeowners)

- 51%** More open to other rooms
- 20%** More open to outdoors
- 36%** Increase size

TOP BACKSPLASH FINISH

(among those upgrading wall finish)

- 72%** Paint
- 34%** Ceramic or porcelain tile
- 5%** Marble

TOP COUNTERTOP MATERIALS

(among those upgrading countertops)

- 41%** Granite
- 40%** Quartz (engineered)
- 9%** Butcherblock or Wood Slab

TOP FLOORING MATERIALS

(among those upgrading flooring)

- 31%** Stained or unstained hardwood
- 30%** Ceramic or porcelain tile
- 12%** Engineered wood

TOP BUILT-IN FEATURES

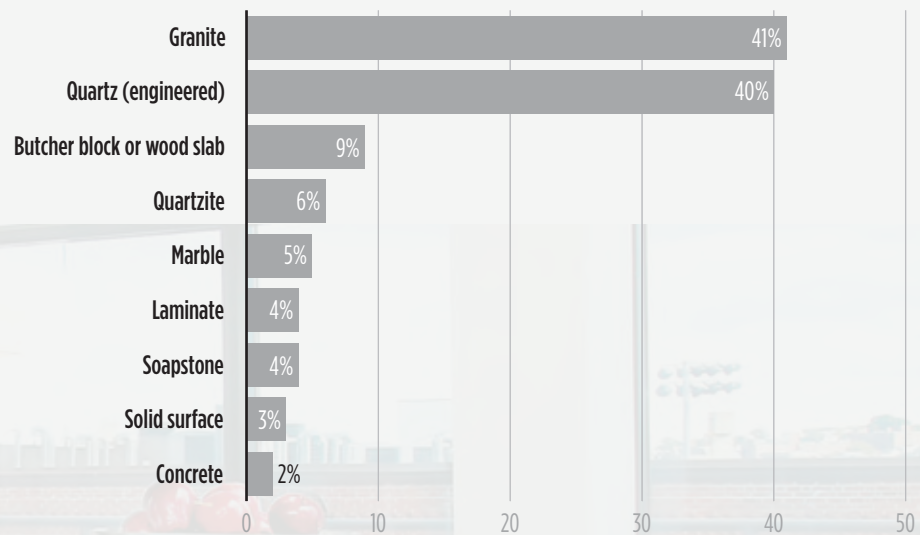
(among renovating homeowners)

- 41%** Pantry (cabinets)
- 40%** Island
- 23%** Breakfast bar

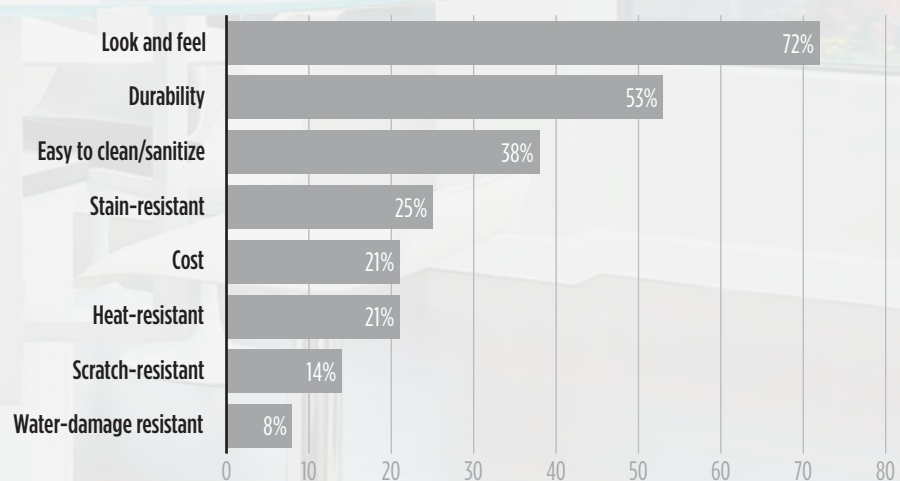
COUNTERTOPS ON TOP

The major kitchen feature to be upgraded is the countertop. Granite and quartz are the most popular materials, and their durability in many cases outweighs the associated cost. Look and feel is most frequently cited for choosing marble. Alternatives such as wood, solid surface, or concrete are favored among younger homeowners.

Top New Materials in Kitchen Countertop Updates



Motivations for Choosing Counter Materials



Source: National Association of Realtors, Houzz "2017 U.S. Houzz Kitchen Trends Study"

TOP UPGRADE FEATURES

(among renovating homeowners)

95% Countertops

90% Backsplash

89% Sinks



MARKET OUTLOOK

Predictions for Boston's housing market continue to be optimistic, with most analysts calling for property values to increase, though at a slower rate than in recent years. Zillow estimates that prices in MA will increase 3.3% from May of 2017 to May of 2018, compared with a 7.3% increase in the prior year. According to Arch MI's Housing and Mortgage Review, the city of Boston's housing market is likely to hold its ground, with the chance of a price decline in the next two years estimated to be just 2%. Further, overall slower growth for the national economy should be good news for Boston home prices in the period ahead.

The Bureau of Labor statistics projects national economic growth over the next 12 months of just over 2.0%. Though we can expect the Fed to continue its efforts to reflate the economy with modest rate increases, they will be tempered by relatively flat growth rates and a low rate of inflation. Housing starts nationally in 2017 have been fewer than forecast by most economists, with the U.S. on track to produce approximately 1.1 units of housing compared with the anticipated 1.2 units. Most economists blame the drop on shortages of land and labor in traditionally desirable areas, meaning that supply rather than demand constraints are primarily responsible for the dip. Tighter lending standards have somewhat dampened demand, but the regulatory environment is expected to become looser under the current administration which may help to minimize any such depression of purchasing activity.

Meanwhile, the unemployment rate sits at 3.9% for MA, 10% lower than the national average. The shortage of skilled labor is particularly acute in cities like Boston, which are booming against the backdrop of the relatively weaker national economy. The higher home prices in which the economic boom has resulted have impacted Boston's affordability index, with millennials and retirees being most adversely affected. Locally, low levels of inventory will also continue to fuel price growth for the immediate future, even as affordability suffers further. It is, however, ironic that cities which have seen the strongest wage growth, like Boston, are the same ones that are experiencing diminishing affordability.

Though this upward trend in real estate prices cannot continue indefinitely, its eventual reversal may need not be pronounced when it does finally take place. With Boston's demographic and economic fundamentals as strong as they are, our next market change, whenever it occurs, could be similar to the relatively soft landing we had in 2008. Still, the wildcards are always out there and it is prudent to be aware of potential shockwaves on Wall Street or in the geopolitical arena that could affect our local real estate environment. Another variable is the rate at which we absorb the large inventory of rental housing currently under construction. Most experts agree though, that Boston's housing market is resilient and well positioned for future growth.



Don't hire anyone but the best.
Check out our testimonials on Zillow
and Yelp, then call the **real estate
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