



BACK BAY 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



Zach

Zach Jay



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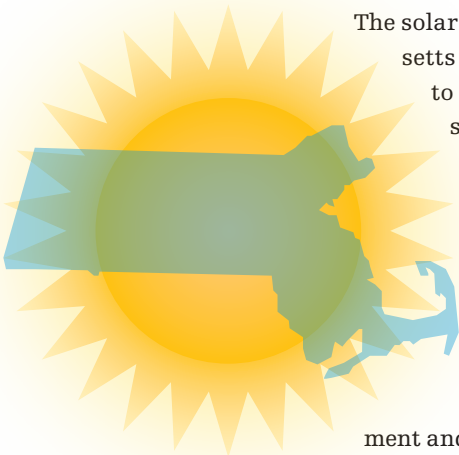
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SOLAR GOES SMART

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.

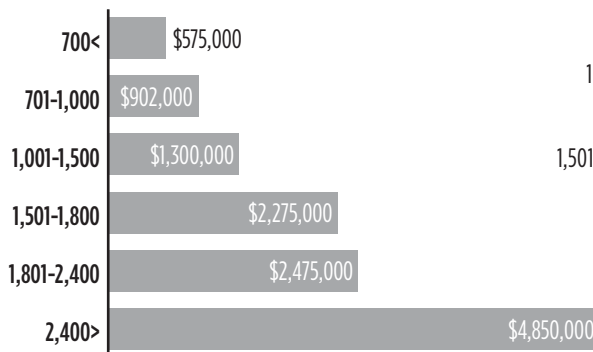
VIP Saloti found a home at Design Group 47's Boston showroom at 460 Harrison Avenue in the city's vibrant South End neighborhood. According to the US Co-Founder and Brand Representative of the VIP Saloti Group, Toni Vrapı, the company is excited to earn its place within the Boston community by inviting 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.



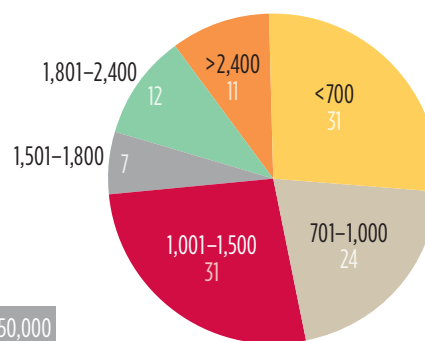
FOCUS ON BACK BAY

Compared to the second quarter of 2017, the number of Back Bay sales in the second quarter of 2018 decreased among one-bedroom (-18%) and three-plus-bedroom (-21%) homes, remained steady among studio homes, and increased only among two-bedroom (+22%) homes. Despite this, median sales prices increased across the board, with the exception of larger, three-plus-bedroom homes, where they decreased by 26%.

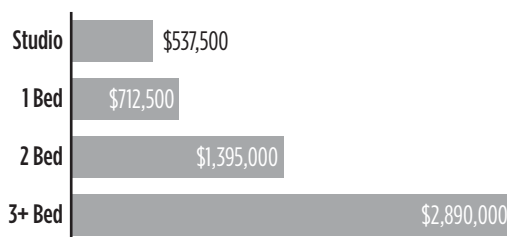
Back Bay Median Selling Price by Square Footage, Q2 2018



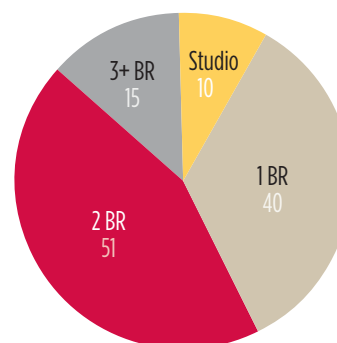
Back Bay Sales by Square Footage, Q2 2018



Back Bay Median Selling Price by Number of Bedrooms, Q2 2018



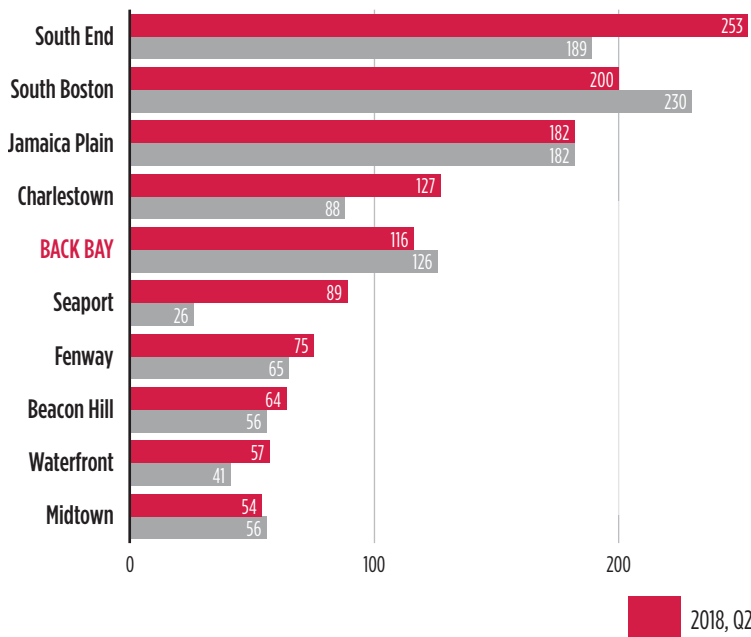
Back Bay Number of Sales by Number of Bedrooms, Q2 2018



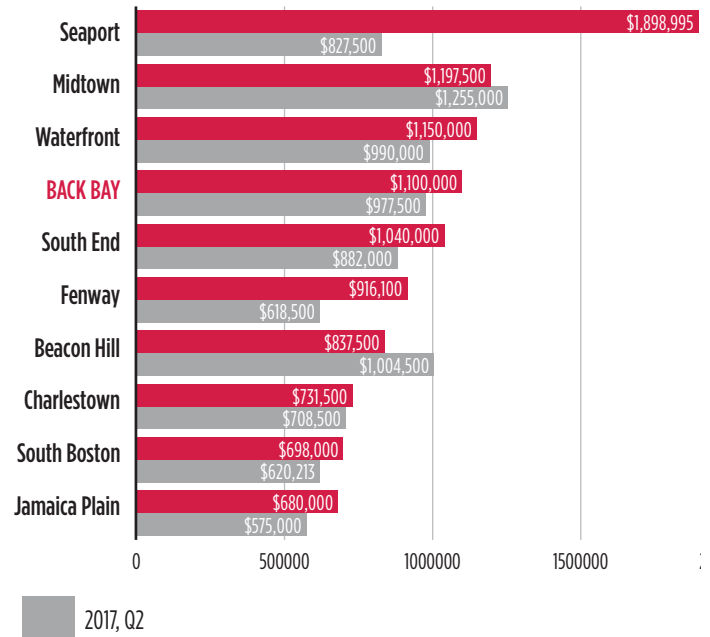
BOSTON'S TOP 10 NEIGHBORHOODS

Reflecting a continuing drop in available inventory, 9% fewer Back Bay homes sold in the second quarter of 2018 than in the second quarter of 2017. The tight supply means prices in the neighborhood continue climbing. Below is a more detailed breakdown of Boston's top 10 neighborhoods by number of sales and median sale price in the second quarter of 2018:

Top 10 Boston Neighborhoods by Number of Sales
Q2 of 2018 vs. Q2 of 2017

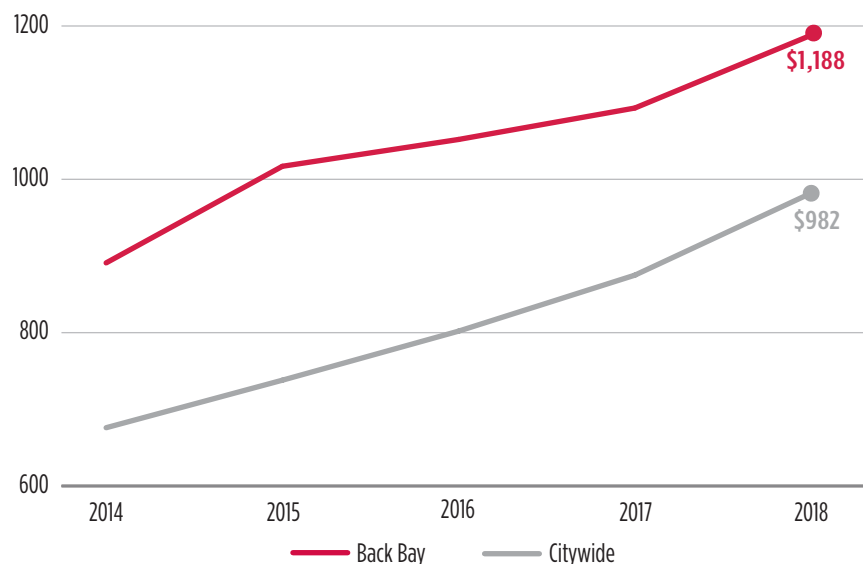


Top 10 Boston Neighborhoods by Median Sales Price
Q2 of 2018 vs. Q2 of 2017



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%). Back Bay median sales prices increased by 12% in the second quarter of 2018 compared to the second quarter of 2017, consistently outperforming citywide prices.

Back Bay vs. Citywide Median Sales Price Per Square Foot, Q2 2018



MEET A BACK BAY COUPLE:

BARBARA AND JULIAN CHERUBINI

Julian and Barbara Cherubini have called the Back Bay their home for 15 years, but they have been Bostonians for much longer. The couple were some of the original 1960s South End pioneers. They recall marveling at the spacious, affordable houses available in the neighborhood. After almost two decades, the couple moved to Newton and raised a family before the allure of city-living drew them to the Back Bay at just the right moment.

"We were always fans of two-family houses," Julian said. "Barbara and I had never lived in a single-family house. We've always had at least one rental unit." It was a case of "the right house at the right time." Barbara spotted the Commonwealth Avenue home first and became friendly with the at-the-time owner, who eventually decided to sell. There were a dozen rooms and no shortage of extraneous walls when the Cherubinis came into possession of their new Back Bay home. "The first floor was beautiful, so we decided to retain and restore as much as we could," Julian said. "The second floor was a mess, broken up into so many rooms that we said, let's redo it entirely the way we want it."

One of the unique qualities of Back Bay homes that drew Julian and Barbara is their extra width. Houses in the neighborhood are normally five or so feet wider than a typical brownstone home, so the Cherubinis had plenty of space to install an elevator, a must-have for the couple. Today, the floors above the main level are traditional in appearance, but contemporary in layout. The garden-level apartment is leased by a fellow former South Ender.

The Cherubinis' new home brought with it front-and-center exposure to Commonwealth Avenue Mall and all the benefits of downtown living. The couple enjoys the lights that gild the mall in winter, and belongs to several Back Bay clubs and arts committees. Julian and Barbara have also maintained a keen eye for the continuously changing real estate landscape around them. "There are a lot of conversions still going on down here," Julian said. "Whereas the conversion force in other neighborhoods for the longest time was from single-family homes to smaller condominiums, I think here it's from multi-family to single-family homes." The Back Bay may appear rigid and fixed, but beneath its seemingly uncompromising proper-Boston facade is a vibrant, ever-evolving neighborhood that inevitably changes to reflect the Boston of its time. And that's one of the qualities that attracts savvy residents such as the Cherubinis.



TOP 20 MOST EXPENSIVE BACK BAY SALES, Q2 2018

	ADDRESS	SALE PRICE	PRICE/SF	TYPE
1	Trinity Place at 1 Huntington Avenue #PH1801	\$8,000,000	\$1,861	CONDOMINIUM
2	Four Seasons at 220 Boylston Street #1111	\$7,945,000	\$2,613	CONDOMINIUM
3	169 Marlborough Street #3	\$5,395,000	\$2,061	CONDOMINIUM
4	The Carlton House at 2 Commonwealth Avenue #11-H	\$5,350,000	\$2,126	CONDOMINIUM
5	169 Marlborough Street #1	\$5,210,000	\$1,899	CONDOMINIUM
6	129 Commonwealth Avenue	\$5,000,000	\$635	SINGLE FAMILY
7	The Mandarin at 776 Boylston Street #E9-F	\$4,850,000	\$1,865	CONDOMINIUM
8	The Mandarin at 776 Boylston Street #E10-C	\$4,695,000	\$1,928	CONDOMINIUM
9	282 Marlborough Street #1	\$4,400,000	\$1,557	CONDOMINIUM
10	172 Beacon Street #5	\$4,225,000	\$1,304	CONDOMINIUM
11	11 Exeter Street #3	\$3,700,000	\$1,460	CONDOMINIUM
12	283 Commonwealth Avenue #4	\$3,500,000	\$1,489	CONDOMINIUM
13	175 Commonwealth Avenue C	\$3,300,000	\$1,572	CONDOMINIUM
14	17 Gloucester Street #9	\$3,250,000	\$1,370	CONDOMINIUM
15	56 Commonwealth Avenue PH	\$3,100,000	\$3,100	CONDOMINIUM
16	215 Commonwealth Avenue #6	\$2,900,000	\$1,266	CONDOMINIUM
17	102 Saint Botolph Street	\$2,900,000	\$862	SINGLE FAMILY
18	Trinity Place at 1 Huntington Avenue #703	\$2,890,000	\$1,070	CONDOMINIUM
19	The Carlton House at 2 Commonwealth Avenue #10-E	\$2,704,425	\$2,352	CONDOMINIUM
20	27 Cumberland Street	\$2,630,000	\$820	SINGLE FAMILY

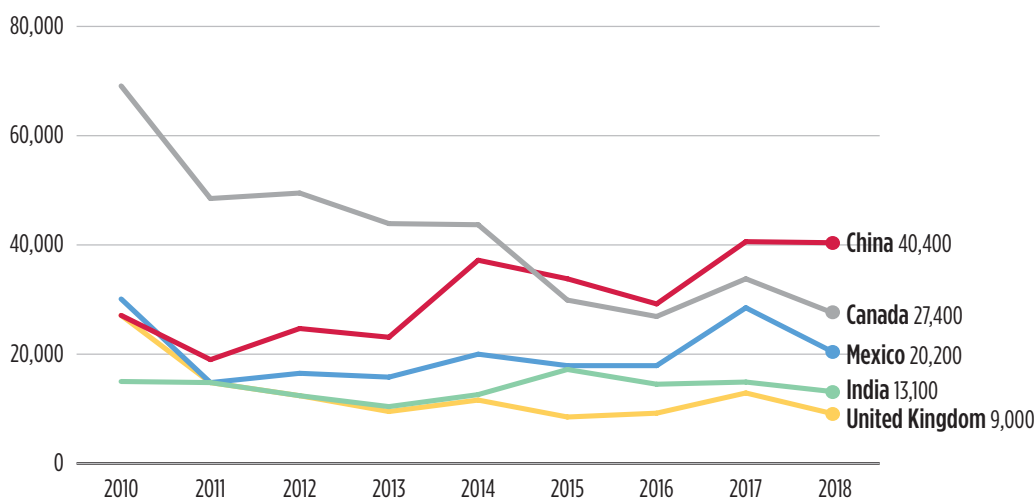
*Average price per square foot among the 20 most
expensive Back Bay sales for Q2 of 2018: **\$1,661***

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

FOREIGN BUYERS OF U.S. RESIDENTIAL REAL ESTATE

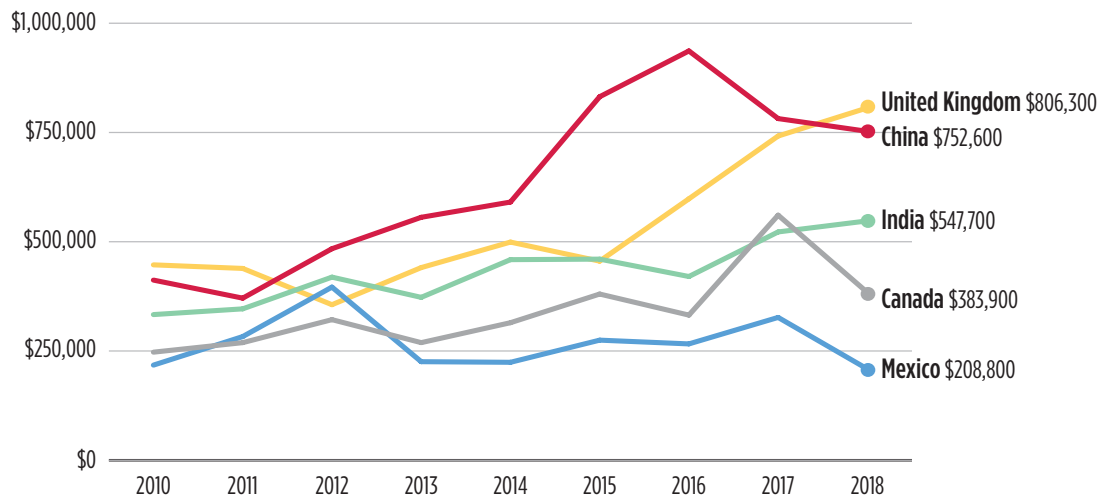
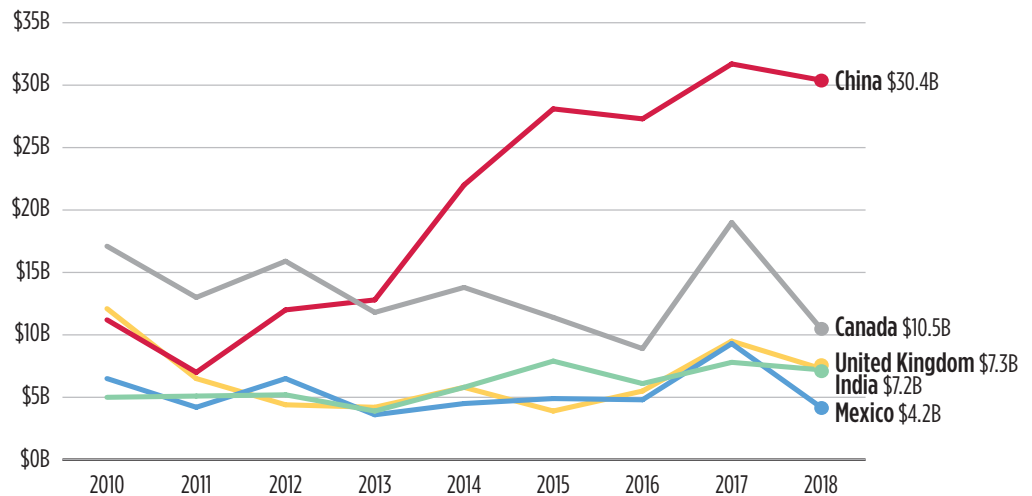
International interest and investment in U.S. real estate has garnered significant attention over the last several years. Though it may seem to be at an all-time high, a recent National Association of Realtors (NAR) report reveals that the number and average price of properties purchased by international 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

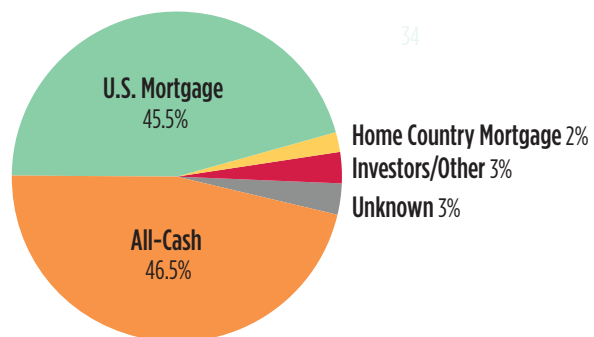


Total dollar volume of purchases from the top five countries declined compared to the levels in the previous 12-month period, with significant decreases in investment from Canada, Mexico, and the U.K. However, foreign buyers are more likely to pay cash rather than seeking financing; nearly 47% of reported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

The Steven Cohen Team provides expert insight, guidance and representation for discerning residential property buyers and sellers in Boston's Back Bay and adjacent neighborhoods. Our unmatched experience in the local real estate market, long-term approach to customer service, and coordinated teamwork make us an industry leader in Back Bay and beyond.

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

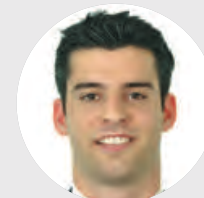


Barrie
Stavis



Nicole
Spencer

RENTAL SPECIALISTS



Josh
Leibowitz



Michael
O'Driscoll

OPERATIONS MANAGER



Tim
McCarthy

TRANSACTION COORDINATOR

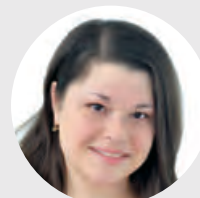


Margaret
Marder

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:

Phone: 617-861-3636

Email: michael@stevencohenteam.com

NOTABLE BACK BAY SALE

283 COMMONWEALTH AVENUE #2 CONDOMINIUM

A grand Commonwealth Avenue townhouse is the setting for this gracious 2 bedroom/2 bath home. Enter to a sunny bowfront living/dining room with huge windows, soaring ceilings, and a fireplace. Gleaming hardwood floors, crown moldings, and new German-engineered mahogany windows flow through the space. Double doors lead to a second bedroom or office with a large closet. The sparkling granite kitchen features gas cooking, stainless steel appliances, maple cabinets, and a handy breakfast bar. There is a full bath with a glass shower and a laundry closet in the hall leading to a massive master suite with three closets, a dressing area, and a bath with a double vanity and whirlpool tub. Extra private storage space on the first floor. A beautiful home close to everything the Back Bay has to offer!

SALE PRICE: \$1,720,000

BEDROOMS: 2

BATHROOMS: 2 full

SIZE: 1,405 sq. ft.

PARKING: Tandem Parking for One

CONVERTED: 1999 (Public Record)





MEET A BACK BAY LANDMARK

1 COMMONWEALTH AVENUE/12 ARLINGTON STREET



The stately building occupying the corner of Commonwealth Avenue and Arlington Street started out as two separate Back Bay addresses. 12 Arlington Street was designed by architect Arthur Gilman ca. 1860, and 1 Commonwealth Avenue was built ca. 1861 under the supervision of Edward Clarke Cabot. The two houses were consolidated in 1893 after ownership passed to real estate magnate Joshua Montgomery Sears and his wife, Boston Brahmin descendant and socialite Sarah Choate Sears.

The couple already owned 12 Arlington Street, one of the first houses erected in the Back Bay and considered the finest surviving mansion of those originally fronting the Public Garden. An impressive five-story structure faced with Nova Scotia sandstone, it's designed in a traditional Franco-Italianate style. In 1892, Sears purchased 1 Commonwealth Avenue to help house his wife's growing art collection. The building is a fine example of the Italianate style, defined by its heavy roof cornice and upper story arched windows.

The entrance to Commonwealth Avenue was eventually removed, and the second story was remodeled into a music room, where the couple held some of the most elegant cultural and artistic parties in Boston at the time. The new building's official address became 12 Arlington Street.

Sears passed away in 1905, but his wife continued to live in their home for many years. A renowned watercolorist, photographer, and patron of the arts, Sarah Choate Sears was the only female incorporator of the Society of Arts and Crafts. Her art collection featured plenty of modernist work, and Sears herself was a patron of post impressionist painter Maurice Prendergast. During her lifetime, 12 Arlington Street hosted a number of notable guests, including musicians Paderewski and Kreisler, and Prince Henry of Prussia. The artist John Singer Sargent painted Sears and her daughter in the house.

By 1943, the Army and Navy Service Committee converted the building into an officers' club with dining, lodging, and recreational facilities. Since then, the property has housed a day school, a convent, and professional offices. It was converted into nine condominium units in the mid-1990s with the address 1 Commonwealth Avenue. The building is currently part of the Boston Women's Heritage Trail.



Sources: Back Bay Houses, Massachusetts Cultural Resource Information System (MACRIS), Boston Women's Heritage Trail, City of Boston

Some People are Born for Real Estate



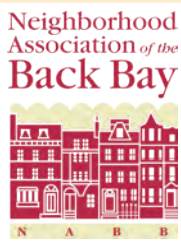
**As little Connor is demonstrating,
it's never too early to become a Stakeholder!**

www.stevencohenteam.com
info@stevencohenteam.com
617-861-3636



MEET YOUR NEIGHBORHOOD ASSOCIATION

THE NEIGHBORHOOD ASSOCIATION OF THE BACK BAY



The Neighborhood Association of the Back Bay (NABB) has served its residents faithfully for over 60 years. The organization is 2,000 members strong, and has an office in the historic Vendome at 160 Commonwealth Avenue. Its mission is to combat community deterioration, to preserve and protect the architectural beauty of the Back Bay, and to further the area's residential character. "NABB is a volunteer organization," said NABB Chairman Martyn Roetter. "We don't have a vast paid staff. We depend entirely on the good will and largess of our members, which reflect whether they think NABB is doing work they like and respect, and whether it has direct impact on their daily lives."

Roetter and his wife, Joyce, originally joined for the wine tasting events, but Martyn became further involved during a 2013 dispute between Fisher College and Back Bay residents. When the college sought to expand its presence in the neighborhood as part of a 10-year master plan, it was met with vigorous opposition. "We recognized that this would not be good for the neighborhood," Roetter said. The expansion was eventually put on hold, and since then relations between the College and the neighborhood have greatly improved. Roetter quickly went from regular member, to board member, executive committee member and, in September 2017, chairman.

In that time, he's come to appreciate NABB's unique role in the community. "We are fortunate in the Back Bay, because we have one association for the whole neighborhood," he said. This makes communicating the community's concerns and needs to city officials a simpler, more efficient process. "There are other organizations that specifically represent businesses, but

NABB volunteers maintaining the Back Bay streetscape.



NABB's mission really is on behalf of the residents," Roetter said. Sometimes that leads to accusations of an anti-business, rigid mentality, something the association has been actively trying to dispel. "We recognize that it's in our interest to have a vital commercial district, as well as a glorious residential district," Roetter said. "There are some changes and proposals we oppose, and others that we support. When we come into conflict or difference of opinion, it is often when commercial activities try to expand too much into the residential zone, with zoning consequences."

The association has over a dozen volunteer-run committees working on social and public policy issues. For example, the Architecture Committee reviews projects that impact the architecture and streetscapes of the Back Bay Historic District, and the Licensing and Building Use Committee considers the potential impact of new or proposed changes in business licenses and of applications for commercial or residential zoning relief. The Development and Transportation Committee works to mitigate high rise development impacts on neighborhood traffic, street-level wind intensity, and other quality of life issues. The Green Committee advocates for and informs on ways to improve energy efficiency in buildings and combat the environmental impact of gas leaks. NABB-sponsored social events provide a forum for community building through events such as wine tastings, tours of historic locations and buildings, discussion groups, Alley Rally cleanups and removal of graffiti, holiday parties, and theatre nights. Over the years NABB members have been active in maintaining and improving the Commonwealth Avenue Mall, praised by Winston Churchill as "the grandest boulevard in North America." The association has also been involved in the preservation of the Clarendon Street Park, which is a popular playground for local young children, as well as the venue for an annual NABB barbecue attended by firefighters and police.

While NABB doesn't have any official authority, its recommendations are the voice of the neighborhood's residents and carry a certain weight. Over the years, the association has built up relationships with the Boston City Council and staff in the mayor's office, as well as the mayor himself. NABB has also engaged with elected representatives in the Massachusetts House and Senate, and works closely with organizations such as the Friends of the Public Garden and others.

Roetter is particularly proud of the growing rapport between NABB and other Boston neighborhood associations. A recent example of that rapport was the passage of an ordinance establishing guidelines and regulations to better track and regulate short-term rentals in the City of Boston. Thanks to the Alliance of Downtown Civic Organizations (ADCO) — the brainchild of a former NABB chair, Howard Kassler — neighborhood associations from the South End, Back Bay, Chinatown, and more, came together to present a united front. "ADCO spent a lot of time and effort collecting current data on short-term rentals and how they worked," Roetter said. "We built on that to work with people in the mayor's office and city council members to create a rational system to monitor their impact and preserve their positive benefits while preventing abuses."

"We are very lucky in the Back Bay," Roetter said. "There's always someone who is an expert on any subject that comes up. I've been surprised at the range of topics I get involved in."

Some of the issues the association deals with today plagued the neighborhood even 60 years ago, and some are entirely new. Regardless, NABB's ongoing efforts continue to significantly enhance the quality of neighborhood life and the value of Back Bay real estate. "If there's one lesson that I've taken away from my time with NABB it's that, to paraphrase Patrick Henry, eternal vigilance is the price we pay for a great neighborhood," Roetter said.

For more information on how to become a member of the Neighborhood Association of the Back Bay, visit nabbonline.com.

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.

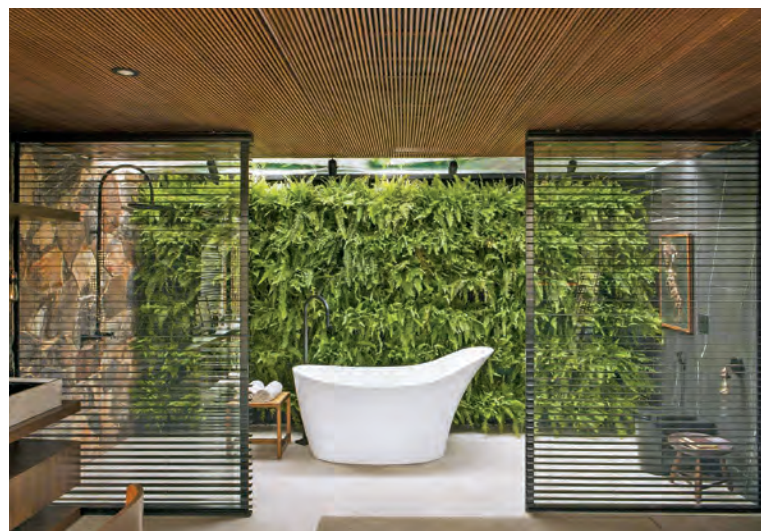
◀ LIGHT IT UP.

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 BACK BAY 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, Back Bay offers events for everyone to enjoy.

R E C U R R I N G

CRAFT BEER FLIGHTS AND BITES NIGHT	Every Thu , 4pm–10pm	Back Bay Social, 867 Boylston Street
TRIVIA & BUILD YOUR OWN BURGER NIGHT	Every M , 4pm–10pm	Back Bay Social, 867 Boylston Street
90S NIGHT	Every F , 9pm–2am	Back Bay Social, 867 Boylston Street
BREATHING ROOM: MAPPING BOSTON'S GREEN SPACES	Everyday till September 30	BPL Copley Square
COMEDY AT THE POURHOUSE	Every W , 8pm–10pm	The Pourhouse, 907 Boylston Street
TRIVIA TUESDAYS	Every Tu , 7pm–9pm	Kings Back Bay, 50 Dalton Street
SUNDAY FUNDAY	Every Su , 12pm–11pm	Kings Back Bay, 50 Dalton Street
EMMANUEL MUSIC	Ever Su	Emmanuel Church in the City of Boston, 15 Newbury Street
COMMUNITY CLASS \$5 SLOW FLOW	Every M , 2pm–3:30pm	Yogaworks Back Bay, 364 Boylston Street, 2nd Floor

S E P T E M B E R

EATALY'S BLOCK PARTY	9/13 , 5pm–9pm	Prudential Center, 800 Boylston Street
MATT HOLUBOWSKI / VERA SOLA	9/15 , 8pm–10pm	The Red Room, 939 Boylston Street
VAN WILLIAM	9/16 , 8pm	The Red Room, 939 Boylston Street
HAMNET	9/20 , 7:30pm–9pm	Emerson Paramount Center Robert J. Orchard Stage, 559 Washington Street
CHAMPIONS OF MAGIC	9/20–9/23 , 7:30pm–11pm	Boch Shubert Theatre, 265 Tremont Street
34TH BOSTON FILM FESTIVAL	9/20–9/23 , 12pm–11pm	AMC Boston Common 19, 175 Tremont Street
JIMMY FUND WALK	9/23	Copley Square

BILL LAURANCE	9/26, 7pm–9pm	The Red Room, 939 Boylston Street
SHEAR MADNESS: BOSTON'S HILARIOUS WHODUNIT	8/3–9/28, 8pm–10pm	Charles Playhouse, 74 Warrenton Street
NEIGHBORHOOD ASSOCIATION OF THE BACK BAY ANNUAL MEETING	September	TBD
THE BERKLEE BEANTOWN JAZZ FESTIVAL	9/29	Columbus Avenue, west of Massachusetts Avenue, for six blocks to Burke Street

O C T O B E R

DONOVAN WOODS AND THE OPPOSITION	10/1, 8pm	The Red Room, 939 Boylston Street
TOVE STYRKE	10/5, 8pm–10pm	The Red Room, 939 Boylston Street
AMAZING SCAVENGER HUNT ADVENTURE—BOSTON	10/07, 10am–7pm	Boston Common, 139 Tremont Street
KYLE NASSER SEXTET FEATURING ROMAN FILIU AND ALLAN MEDNARD	10/11, 8pm	The Red Room, 939 Boylston Street
BUIKA	10/12, 8pm	Berklee Performing Arts Center, 136 Massachusetts Avenue
GINA CHAVEZ	10/19, 8pm	The Red Room, 939 Boylston Street
WOMEN'S LUNCH PLACE 35TH ANNIVERSARY SPAGHETTI DINNER CELEBRATION	10/19, 6pm–9pm	Fairmont Copley Plaza, 138 St James Avenue
FROG POND PUMPKIN FLOAT	10/19, 5pm–8pm	Boston Common Frog Pond
THE HOT SARDINES	10/20, 8pm	Berklee Performance Center, 136 Massachusetts Avenue
USS CONSTITUTION MUSEUM GALA	10/25, 6pm–9pm	Fairmont Copley Plaza Hotel, 138 St James Avenue
BLANCO WHITE / MALENA ZAVALA	10/26, 8pm	The Red Room, 939 Boylston Street
THE BOSTON COSTUME DASH 5K	10/27, 9am	Copley Square
ABCD COMMUNITY HEROES CELEBRATION	10/26, 6pm–11pm	Boston Marriott Copley Place, 110 Huntington Avenue
"1001 ARTFUL NIGHTS", ARCK'S 7TH ANNUAL BENEFIT GALA	10/26, 6pm–12am	Taj Boston Hotel, 15 Arlington Street

N O V E M B E R

BOSTON WINE TASTING	11/16–11/17, 7–10pm	130 Columbus Avenue
BOSTON'S BIGGEST DISCO	11/24, 8pm	Royale Night Club, 279 Tremont Street
NEIGHBORHOOD ASSOCIATION OF THE BACK BAY FALL EVENT	November	TBD
JEAN-MICHEL BLAIS	11/28, 8pm	The Red Room, 939 Boylston Street

**Event list accurate as of August 7, 2018.*



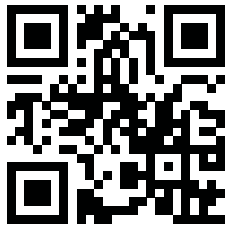
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Now that you're up-to-date with the Boston real estate market, keep your finger on the pulse. Follow this link to our Sunday Open House Guides and choose the neighborhood of interest to you. If you can't make an open house you have your eye on, don't hesitate to contact us, we'll arrange a private showing for you.

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