

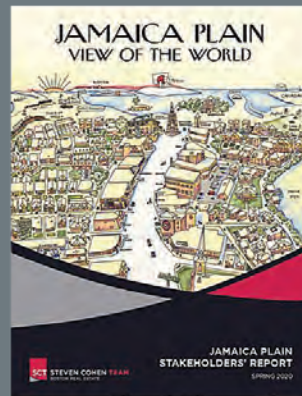
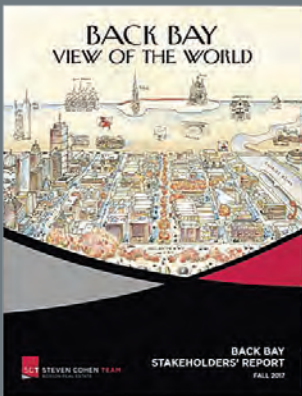
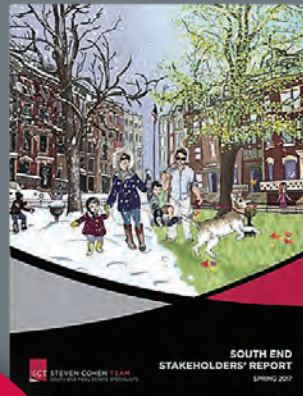
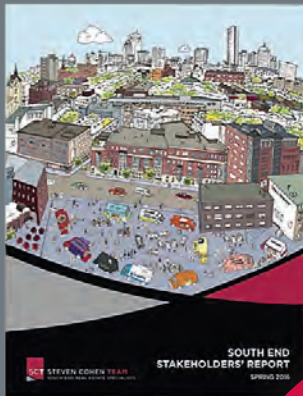
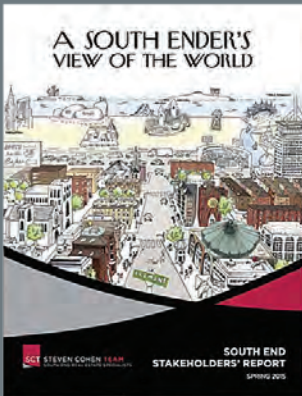
# STEVEN COHEN TEAM

BOSTON'S PREMIERE REAL ESTATE AGENTS

## 10<sup>TH</sup> ANNIVERSARY RETROSPECTIVE

Highlights from a decade's worth  
of Stakeholders' Report  
stories, features and  
statistics

★ ★ ★ PLUS ★ ★ ★  
**SPECIAL OFFER  
TO SELLERS**  
PAGE 17



**BOSTON STAKEHOLDERS' REPORT**  
SPRING 2024



# STEVEN COHEN **TEAM**

BOSTON'S PREMIERE REAL ESTATE AGENTS

For all your real estate needs, call the real estate economists of choice. The **Steven Cohen Team: Over \$1 billion** of transaction volume since 2019.

## CONTACT THE STEVEN COHEN TEAM

### SOUTH END

1180 Washington Street, #103  
Boston, MA 02118

**617-861-3636**

**info@stevencohenteam.com**

**www.stevencohenteam.com**

### BACK BAY

607 Boylston Street, #500  
Boston, MA 02116

**SUBSCRIBE** to our Stakeholders' Reports at **www.stevencohenteam.com/publications**





## SPECIAL FEATURE

The *Stakeholders' Report* — a 10-Year Retrospective..... 2

## MARKET ANALYSIS

Boston's top 10 Neighborhoods ..... 20

Focus on the South End ..... 21

Focus on the Back Bay ..... 22

Focus on Jamaica Plain..... 23

## THE ECONOMISTS OF CHOICE

Special Offer to Sellers..... 17

The Steven Cohen Team..... 18

What Our Clients Say About Us..... 19

Extramile Property Management  
(Special Offer to New Clients) ..... 24



# THE STAKEHOLDERS' REPORT TURNS



# 2014–2024



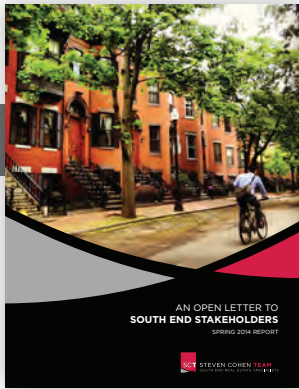
## DEAR READER:

**IT WAS EXACTLY 10 YEARS AGO**, in the spring of 2014, that the Steven Cohen Team published the first issue of the Boston Stakeholders' Report. As realtors dedicated to serving our customers, we have long made it our business to learn everything there is to know about Boston real estate. Understanding the metrics of our marketplace and communicating that information is an important part of that commitment and was the original rationale behind the creation of the Stakeholders' Report.

While being the real estate economists of choice was then and remains central to our mission, we also shared a vision of the Stakeholders' Report as a fuller reflection of life in our community. Over these past ten years, it has been our pleasure to feature neighborhood residents and to spotlight the important work carried out by area nonprofits. We have explored both topics that are directly real estate related as well as those that simply tell the story of life in our community.

We hope you enjoy the following thumbnail retrospective of a decade's worth of Stakeholders' Report stories and features. If anything catches your eye, please feel free to go to our website in order to dig deeper. All Stakeholders' Report editions have been archived and all articles and submissions are available in their entirety at [Stevencohenteam.com/publications](http://Stevencohenteam.com/publications) . . . .





2014

PAGE 6 • SPRING 2014

## CRANES DOT THE SKYLINE, INVENTORY INCREASES

In 2014 an estimated \$6 billion had been invested in construction projects citywide, with another \$10 billion in the pipeline. The most prominent addition to the South End landscape was Ink Block, bringing 475 one to three-bedroom units plus 80,000 square feet of retail space. Today the neighborhood enjoys a Whole Foods with ample parking.



PAGE 16 • SPRING 2014

## WHAT'S HOT AND WHAT'S NOT IN LUXURY REAL ESTATE?

A 2014 report from Trulia revealed some noteworthy trends in luxury real estate across the nation. Pools are out, ROOF DECKS ARE IN! Hardwood and stainless are out. MARBLE IS IN! Kitchens are out. WINE ROOMS ARE IN! The clear trend in luxury real estate is the view: "oversized windows", "floor-to-ceiling windows", "large windows", "panoramic views", and "ocean views" are phrases that increased their frequency in luxury marketing by a substantial margin.



PAGE 20 • SPRING 2014

## THE IMPORTANCE OF STAGING

There really is only one chance to make a first impression. Homebuyers often make decisions based just as much on emotion as on logic. It can be difficult for someone to envision your home as their home, but staging helps make that leap. Investing a little time and money into staging will pay off, literally: a staged home will sell for, on average, 17% more than a home that is not staged.

92%

*of buyers' agents said  
that home staging has an*

**EFFECT ON BUYERS'  
VIEW OF THE HOME.**

53%

*of seller's agents said  
that staging a home*

**DECREASED ITS  
TIME ON THE MARKET.**

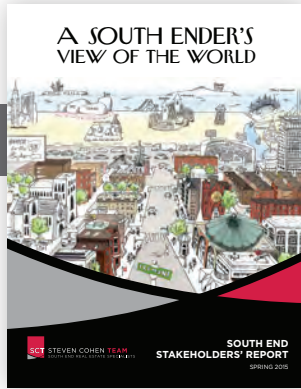
42%

*of buyers' agents said that staging a home*

**DIRECTLY INCREASED THE DOLLAR  
VALUE OFFERED UP TO 20%**

*compared to similar homes on  
the market that were not staged.*





2015

PAGE 14 • SPRING 2015

## SOUTH END GARDENS

The South End continues to be well known for its meticulous urban gardens. The South End Garden Tour, usually held in June each year, is a neighborhood-wide event not to be missed!

PAGE 24 • SPRING 2015

## MARKET OUTLOOK

2015 marked the 5th year of the housing recovery. The South End, like any hyper-local market, is affected by both macro and micro-factors. Supply: In 2009, following the great recession, the rate of new housing creation in the US stood at only 27% of production capacity. Interest Rates: Weaker economies abroad, low inflation, and a relatively strong dollar have all emboldened the Federal Reserve to hold rates at historically low levels. Prices: Michael Simonsen of Altos Research predicts that Boston's real estate prices will increase by 7% in 2015.



PAGE 10 • SPRING 2015

## SERVICE IN THE SUNSHINE

South End Restaurants with coveted outside seating (Some restaurants we featured in 2015 are still thriving today).

**B&G OYSTERS, SEAFOOD** (Raw Bar)

550 Tremont St.

**THE BEEHIVE** (American Bohemian)

541 Tremont

**BOSTON CHOPS** (Steakhouse)

1375 Washington St.

**CATHEDRAL STATION** (American Pub Fare)

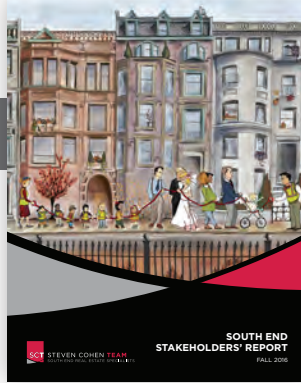
1222 Washington St.

**COPPA** (Italian Enoteca, Charcuterie)

253 Shawmut Ave.







2016

PAGE 14 • FALL 2016

## LEADING THE WAY

As one of the oldest cities in the United States, Boston has long been at the forefront of scientific, engineering, cultural, and social advancement. A focal point for progress and innovation, Boston is ground zero for so many firsts in American history, listing all of them could take up this entire publication! Nevertheless, here are a few of our favorite Boston area milestones, big and small.

### The first chocolate factory

Don't ever let anyone tell you chocolate is unhealthy! The first chocolate factory in the United States was, in fact, a collaboration between Irish-born chocolatier John Hannon and Harvard-schooled physician Dr. James Baker. They established the Baker-Hannon factory in Dorchester in 1765. The company became the Baker Chocolate Company when Hannon disappeared on a chocolate bean procurement trip to the West Indies in 1779.



### The first Dunkin' Donuts

In 1950 Bill Rosenberg opened the first Dunkin' Donuts shop on Quincy's Hancock Street. We've been running on the fruits of his labor since!



### The first St. Patrick's Day

The Charitable Irish Society of Boston organized the first U.S. St. Patrick's Day celebration in 1737. Originally non-Catholic in nature, the celebration was a way to honor the society's homeland. When the British soldiers left Boston during the Revolutionary War on March 17, 1776, they used "St. Patrick" as the password for safe passage through continental lines. Today, Boston celebrates St. Patrick's Day alongside Evacuation Day.



### The first subway

First opened in September, 1897, the Tremont Street Subway was built to get streetcar lines off the traffic-clogged streets (as traffic is part of any city landscape no matter the century). Today, it forms the central part of the Green Line, connecting Boylston Street to Park Street and Government Center stations, and is the oldest subway tunnel in North America.

B O





## The first public park

Dating back to 1634, Boston Common is America's first public park and the anchor for the Emerald Necklace, a system of connected parks that winds through many of Boston's neighborhoods. Throughout its long history, the Common has been used as a site for grazing cattle, public hangings, camping British troops, and speeches by celebrities like Martin Luther King Jr., Pope John Paul II, and Gloria Steinem.



## The first public library

The Boston Public Library (BPL) became the first publicly supported free municipal library in the United States in 1848. Its original collection approximated 16,000 volumes.



## The first cookbook

Fannie Farmer's 1896 "The Boston Cooking-School Cook Book" gave scientific explanations of the chemical processes that occur in food during cooking and helped standardize the system of measurements.



## The first in communication

The Boston News-Letter, published in 1704, was the first regularly issued American newspaper. It was followed by Samuel Morse's electric telegraph in 1837 and Alexander Graham Bell's first telephone and phone call in 1876.



## The first in education

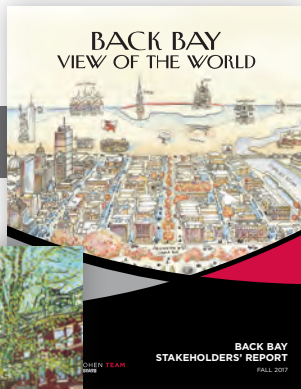
Alongside the first public elementary school (the Mather School, 1639), the first public secondary school (Boston Latin, 1635), and the first school for the blind (Perkins Institute, 1635), Boston is also home to the first college established in North America. Founded in 1636, Harvard University is named for John Harvard, a Charlestown minister who learned beer-making from William Shakespeare and left his library and half of his estate to the new school upon his death in 1638.



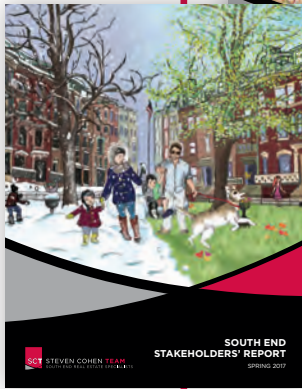
## The first public beach

Revere Beach became the first public beach in July, 1896. Known as "the people's beach," visitors were "industrious, well-behaved and a really desirable class of people, of many nationalities to be sure, but neighborly and polite...with one another." On a hot summer day, Revere Beach can see over 250,000 bathers.





2017



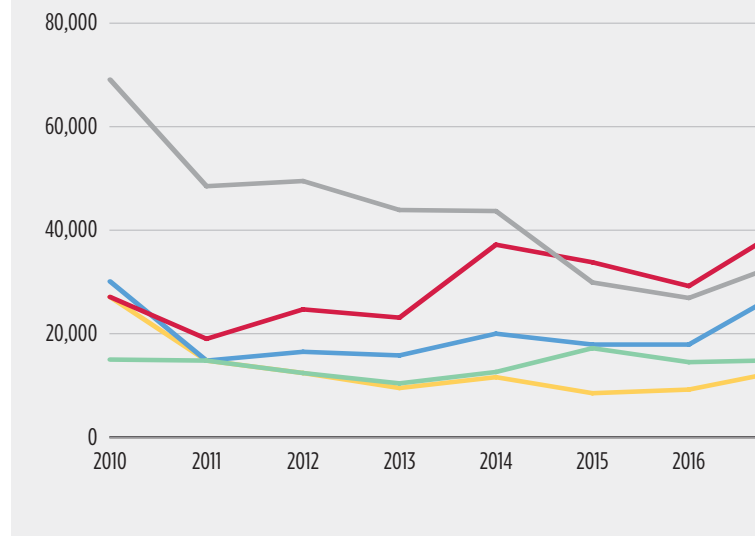
PAGE 20 • SPRING 2017

## FOREIGN REAL ESTATE INVESTORS

It's no secret that foreign investors have been eager to park their money in US real estate. A study by the Rosen Consulting Group, a real estate economics firm headquartered in Berkeley, CA, predicted Chinese buyers will spend \$50 billion on U.S. real estate by 2025.



NUMBER OF PURCHASES AMONG  
TOP FIVE FOREIGN BUYERS



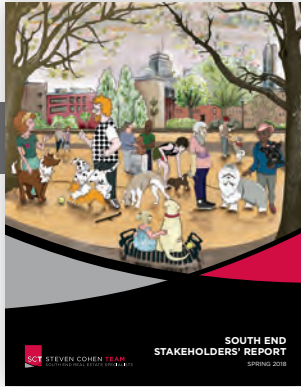
PAGE 9 • FALL 2017

## MEET A BACK BAY LANDMARK

### THE BURRAGE MANSION

Located on the southwest corner of Commonwealth Avenue and Hereford Street, the mansion's design favored complexity above simplicity, magnificence above charm, and stimulation above peace. The limestone facade is an elaborate stonework mosaic laden with deeply undercut French Gothic and early Renaissance ornaments. This includes nearly 50 dragons and gargoyles, 30 cherubs, 300 bibliophiles, and lion, eagle, and human heads.





# 2018

PAGE 17 • SPRING 2018

INSIDE COVER • SPRING 2018

## MARKET OUTLOOK



Boston's real estate market will continue to advance during 2018, with appreciation continuing. Zillow reports that Boston property values rose 7.8% in 2017 and predicts that they will continue to increase an additional 4.0% in 2018. The Greater Boston Real Estate Board estimates that Boston condo prices rose by 6.6% in 2017 and is forecasting a 5% further increase in 2018.

PAGE 16 • SPRING 2018

## MEET A SOUTH END LANDMARK

### THE ELECTRIC CARRIAGE HOUSE

Many don't realize the late 19th century was a time of fierce competition between electric vehicles and traditional gasoline automobiles. In the fall of 1909, Boston Edison established the Boston Electric Garage Company and erected its headquarters at 321-323 Columbus Ave.

*Some People are Born for Real Estate*



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

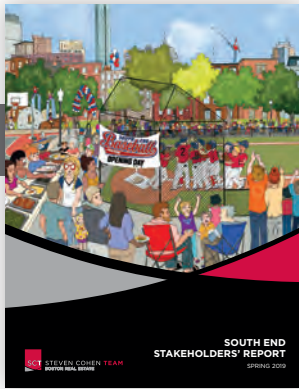
www.stevencohenteam.com  
info@stevencohenteam.com  
617-861-3636

China 40,600  
Canada 38,800  
Mexico 28,500  
India 14,900  
United Kingdom 12,900

2017







2019

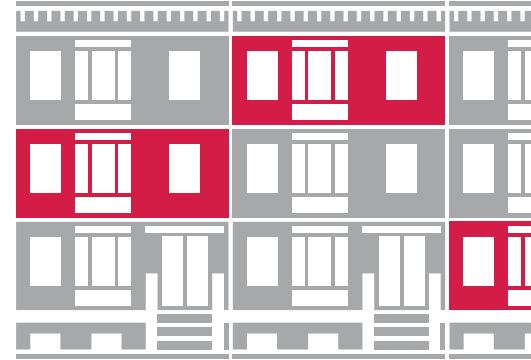
PAGE 2 • FALL 2019

## ZONING AND MULTI-FAMILY HOUSING IN BOSTON

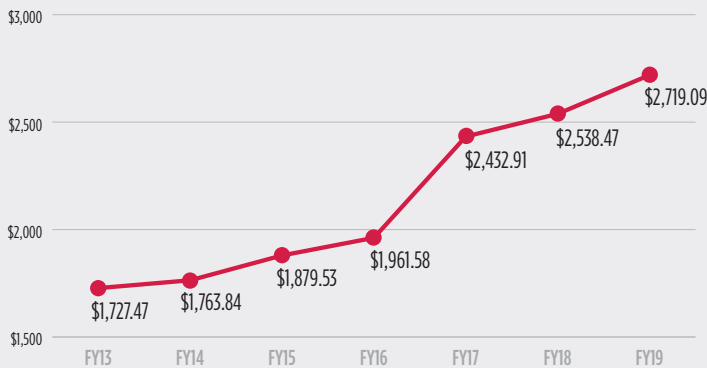
New study identifies zoning restrictions as a key impediment to housing supply. As of June 2019, we officially surpassed New York City as the third most expensive large metro rental market in the country.

Massachusetts added 245,000 new jobs from 2010 to 2017, a 14% increase.

Yet cities and towns permitted only 71,600 housing units over the same time period.



Property Tax Recap: Past Past Seven Years



PAGE 6 • FALL 2019

## YOU, YOUR PROPERTY TAXES, AND YOUR RESIDENTIAL EXEMPTION

The City of Boston defines residential exemption as a reduction in real estate taxes for those homeowners who occupy their property as their principal residence. Property owners are urged to check the Assessor's Database for information which will show whether they are qualified to apply for a residential exemption.

PAGE 6 • SPRING 2019

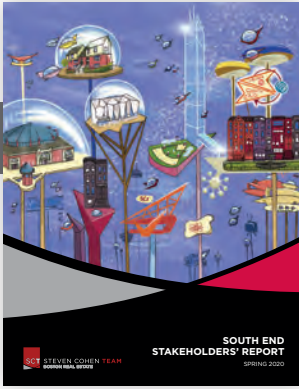
## HOUSING 2030

### WHAT'S COMING TO BOSTON OVER THE NEXT DECADE

According to the Metro Mayors Coalition (MCC), a group of 15 Boston-area communities dedicated to creating solutions for common problems, including housing, reported that nearly 110,000 residents and 148,000 new jobs have been added to their communities since 2010. However, only 32,500 new housing units were permitted. The region is on track to add 235,000 new jobs by 2030. The MMC says that eastern Massachusetts will need 435,000 new units by 2040.







# 2020

PAGE 4 • SPRING 2020

## A DECADE OF INTERIOR DECOR

The early 2010s were heavily influenced by post-recession belt-tightening which led to a more-with-less sensibility. The late 2010s saw bolder colors, dazzling patterns, tactile materials, and adventurous silhouettes for an overall warmer, more soulful design.

### PREDICTIONS FOR 2020 AND BEYOND

**ENVIRONMENTALISM** – The design world has been and will keep responding by working with bio materials, finding alternatives to plastic, designing for longevity, and creating products from waste.

**WARMING COLORS** – After years of cool shades and warm accents, we finally see a flip where people are looking for anything-but-white in the kitchen.

**THE 80S ARE BACK** – Shapes will keep getting rounder and more exaggerated, bringing to mind '80s silhouettes with chunky, curved, geometric furniture designs and colors that keep getting bolder.

**EMPHASIS ON THE BATHROOM** – as bathrooms become more spa-like, benches, stools, and window seats are becoming more common as well.







2021

PAGE 18 • FALL 2021

## ARCHITECTURAL DIGEST

### THE VICTORIAN ARCHITECTURE OF BACK BAY EXPLAINED

Boston's history is a mosaic embedded in the bricks and mortar of its streets. You can see it in its architecture, in the timeline shaped by 18th-century farmers' housing propped up next to a 19th-century Queen Anne or a 20th century automotive or apartment building. Boston's architectural variety is the result of a preservation movement that began early on when Hancock House, built in 1737 on Beacon Street overlooking the Common, was demolished in 1863. The loss of this prime example of Georgian style and an important site in Revolutionary history sparked an outcry that served as a turning point for preservation in New England. Notwithstanding the preservation mindedness of many Bostonians, it wasn't until after demolition of much of the West End in the name of urban renewal in the 1950s and '60s that meaningful architectural preservation was mandated.

Today, there are protected historic districts and landmark buildings all over Boston's neighborhoods, including Back Bay. Architect Arthur Hilman planned the neighborhood as a fashionable residential district. He was greatly influenced by the renovation of Paris, which featured wide, parallel, tree-lined avenues unlike anything seen in Boston at the time. Harmonious rows of three and four story residential brownstones give the Back Bay a uniform appearance considered one of the best-preserved examples of 19th-century urban architecture in the U.S. The neighborhood is listed on the National Register of Historic Places as a protected historic district. Below, we've catalogued some of the most commonly seen examples of Victorian era architectural styles present in Back Bay, their history, and their most common characteristics.

**FEDERAL** (1780–1820) A common style for government buildings throughout the U.S. — most notably the White House — this style shares its name with its era, the Federalist Era. In the U.S. it was a revival of Roman architecture, that had definite philosophical ties to the concept of Rome as the republic that the new American country thought it reflected.

Federal architecture is recognized by its symmetry and geometric elements. Most Federal homes are rectangular in shape, two or three stories high, and traditionally only two rooms deep. The exteriors are typically understated. While there are some ornate elements that incorporate brass and iron, the decoration is usually kept to the porch or entryway area. Windows are rarely grouped, but rather laid out in a vertical or horizontal line, and typically five-raked. While in many northern areas near the sea homes are made primarily with clapboard, brick is far more common in the city.

**GOTHIC REVIVAL** (1840–1880) The Gothic Revival style romanticized medieval architecture and the simplicity of medieval times, and by the mid-19th century, was established as the preeminent architectural style in the Western world. It was a departure from previously popular styles that drew inspiration from the classical forms of ancient Greece and Rome and held steady until new materials and concern for functionalism began to take hold in the 20th century.

Characteristics include deeply pitched roofs and front-facing gables with delicate wooden trim called vergeboards. This distinctive incised wooden trim is often referred to as "gingerbread" and is the feature most associated with Gothic Revival. Buildings often have porches with decorative turned posts or slender columns, with flattened arches or side brackets connecting the posts. The famed pointed-arch Gothic windows sometimes include stained glass. Later in the 19th century, details were mixed with elements of other Victorian era styles to become Victorian Gothic — a heavier, more substantial version of Gothic Revival always executed in brick or stone and featured polychrome bands of decorative masonry.







**ITALIANATE** (1840–1885) This style was inspired by 16th-century Italian Renaissance architecture combined with Picturesque influences from the farmhouses of the Tuscan countryside. It was a British interpretation of the architectural and natural splendors of Florence and the Italian countryside. It favored the use of architectural elements from a romanticized past offering an alternative to the formality of classical architecture. The Italianate style embraced less rigid forms and floor plans and became the most favored style in the U.S. after the Civil War. Its aesthetics were adapted to a range of building types from spacious homes for the wealthy, to city brownstones on smaller lots. The rise of mass production meant that fashionable Italianate architectural details could be affordably produced and applied.

Italianate buildings are typically built from brick or wood clapboard. They are between two and four stories, and have subtly sloping hipped roofs and belvederes, cupolas, or towers. Ornamentation included wide, bracketed eaves, arched double or triple windows (often bay-shaped, tall, and narrow), arched doorways, and structural masonry or decorative wood corner quoins. The interior spaces were flexible, a departure from the formal floor plans of classical architecture.

**ROMANESQUE REVIVAL** (1840–1900) The style was introduced in the U.S. in the mid-19th century as architectural ideas from Europe based on the buildings of Ancient Rome were imported here. Less common for housing in the Boston area, Romanesque Revival is exemplified in Back Bay's Trinity Church, designed by the foremost practitioner of Romanesque style, Henry Hobson Richardson, and in the Engine 33 and Ladder 15 firehouse on Boylston and Dalton streets.

Romanesque buildings are marked by their large round towers, prominent arches, and — typically — heavy, massive polychromatic stone or brick construction. Most have squat columns and decorative plaques with intricate or interlacing patterns. Romanesque Revival is seen most often in urban and suburban areas, and rowhouses such as those found in Back Bay were a particularly common building type constructed in this style.

**CHATEAUESQUE REVIVAL** (1860–1910) The style was popularized in the U.S. by architect Richard Morris Hunt and was an effort to recreate the appearance and stylistic elements of the palatial French chateaus of the 16th century and borrowed elements from the Gothic and Renaissance styles. Chateausque buildings are almost always architect-designed, grand places intended to impress.

They are easy to identify thanks to their imposing appearance and characteristic complex roof line with abundant detailing. Low relief carvings may embellish the dormer gables and window surrounds, and chimneys are tall, with decorative corbelled tops. Balconies may feature Gothic-inspired quatrefoil or arched tracery patterns, and entry doors often have round arches or a flattened arch with an ogee arch moulding. Chateausque residences are usually stone or brick construction.

**QUEEN ANNE** (1880–1910) In the second half of the 19th century, English architects developed and published house plans inspired by Elizabethan cottages and manors with their varied, asymmetrical forms and medieval-inspired half timbering. Reacting against urban industrialism, they were promoting the ideal of simple country living. Pre-cut architectural details were also readily available and affordable thanks to mass-production and railway distribution. Queen Anne became the standard for domestic architecture.

The original designs were meant to be executed in brick but in the U.S. they were mostly reinterpreted in wood. The defining feature of the American Queen Anne is the use of varied wall planes and forms using bays, towers, overhangs, wall projections, and multiple wall materials and textures to avoid any flat or plain expanses. Decorative details include lacy ornamentation around porch entries and at gable ends, rich, bold paint color schemes, and extensive porches and verandas with turned porch posts and balustrade spindles.

**COLONIAL/GEORGIAN REVIVAL** (1880–1955) The Philadelphia Centennial of 1876 is usually credited as the starting point for Colonial Revival, a style that reintroduced and reinterpreted the architectural styles of the country's colonial heritage in new ways. Its popularity peaked in the early 20th century, especially in New England.

Early examples of the style were rarely historically accurate, with exaggerated forms and elements. Interior floor plans were not symmetrical and were more open than their historic counterparts. More researched and accurate examples appeared between 1915 and 1935, aided by the publication of a large number of books and periodicals on the subject of colonial architecture. Georgian Revival is one of the most common Colonial Revival subtypes.





2022

PAGE 6 • SPRING 2022

## BOSTON AMONG TOP 10 MARKETS ON OVERALL REAL ESTATE PROSPECTS LIST

The 2022 Emerging Trends in Real Estate Report by PricewaterhouseCoopers underlined the surprising ability of the economy and of property markets in general to bounce back from changing market conditions and future unknown risks.



### BOSTON LOCAL MARKET PERSPECTIVE

VERY STRONG	✓ INVESTOR DEMAND
VERY STRONG	✓ AVAILABILITY OF DEBT AND EQUITY CAPITAL
STRONG	✓ DEVELOPMENT/REDEVELOPMENT OPPORTUNITIES
STRONG	✓ LOCAL PUBLIC AND PRIVATE INVESTMENT
STRONG	✓ LOCAL ECONOMY

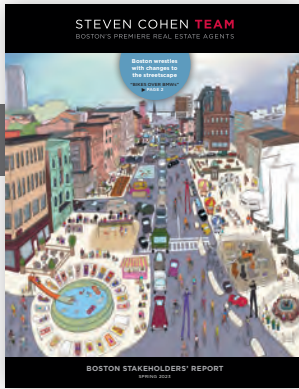
PAGE 18 • FALL 2022

## LEFT FOOT FALMOUTH URBANITES PLAY REAL ESTATE TWISTER

The cover of this issue of the Stakeholders' report was created to satirize a genuine and observable phenomenon that has taken root in many of America's largest cities; a select but growing number of urbanites are playing a metaphorical game of "housing twister" and splitting their time among multiple homes. The trend is blurring long-established living patterns and reshaping the housing landscape. Ever increasing wealth concentration, advancing communications technology and remote work options are prompting many well-heeled city dwellers to seamlessly rotate among their residences, living part time in the mountains or by the beach while they continue retain their city pads. Choice urban centers have held their value while the prices of second home and vacation markets have soared. Interestingly, this retention of property values in many of America's largest cities is taking place, even as the population of these cities has declined.







# 2023

PAGE 16 • SPRING 2023

## THE RENEWAL OF A SOUTH END LANDMARK

### THE CATHEDRAL OF THE HOLY CROSS

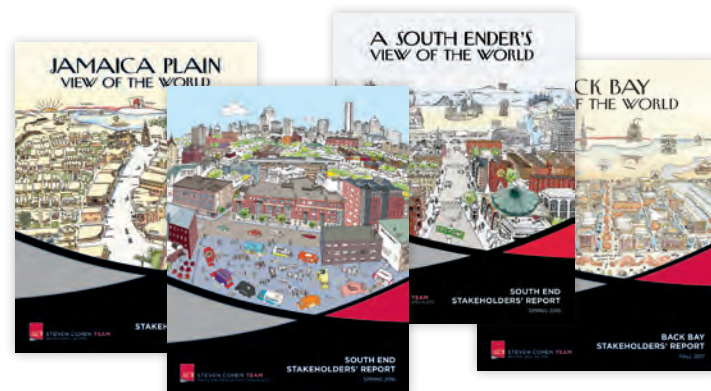
Designed by the renowned Patrick Keeley, architect of over 600 ecclesiastical buildings throughout the eastern states, the Cathedral was built (1875) in the Gothic Revival style but had succumbed to the brutality of time, disinterest, and budgetary constraints. Fortunately, in 2019 the Cathedral was restored and revitalized, thanks to the determination and efforts of present day citizens, to its former glory.



PAGE 22 • SPRING 2023

## SCT STAKEHOLDERS' REPORT COVERS BECOME PERMANENT PART OF BPL COLLECTION

Congratulations to our cover artist Belle Hornblower and to the SCT's entire creative staff! Four of our Stakeholders' Report map covers have been archived at the Boston Public Library's Leventhal Map & Education Center.







# 2024

**...THE BOSTON REAL ESTATE MARKET** is off to a brisk start in 2024. We expect that this year will bring a greater number of transactions in the downtown market. Some sellers who delayed a move last year will likely elect to proceed with one and the somewhat improved interest rate picture will entice more buyers to move off of the sidelines as well. Prices are set to move slightly higher overall and the flight to quality the market has experienced will accelerate with prime locations naturally faring better in the marketplace.

Regardless of how market conditions may shift in response to world events or changes in the economy, you can count on the Steven Cohen Team to help you achieve your housing objectives in 2024. Our entire team thanks you for the opportunity to offer our expertise in providing you with the best buyer and seller representation available anywhere. We are always available to you as a resource for questions, vendor referrals and superior brokerage services in connection with your next move.

Please remember that however short or long our tenure in our community, every single one of us is a stakeholder.

Sincerely,

Steven Cohen





List your home with the Steven Cohen Team between March 1, 2024 and May 31, 2024\*, and...

---

**Our expert stager will STAGE YOUR HOME on us**

All set with staging? Then...

**We will pay your real estate seller  
TRANSFER TAX up to \$25,000**

---

\*Inquire for details. Some exclusions apply.

STEVEN COHEN **TEAM**  
BOSTON'S PREMIERE REAL ESTATE AGENTS

**617-861-3636** | [info@stevencohenteam.com](mailto:info@stevencohenteam.com) | [www.stevencohenteam.com](http://www.stevencohenteam.com)



THE STEVEN COHEN TEAM:  
**OVER  
\$1 BILLION**  
OF TRANSACTION  
VOLUME IN THE LAST  
**5 YEARS**

## CLIENT REPRESENTATION



**Steven Cohen**  
PRINCIPAL & LISTING SPECIALIST



**Josh Leibowitz**  
AGENT



**Kevin Concannon**  
AGENT



**Barrie Stavis**  
AGENT



**Kate Wood**  
AGENT



**Nicole Spencer**  
AGENT



**Mei Salas**  
SHOWING & RENTAL SPECIALIST



**Joe Maiorana**  
SALES & RENTAL SPECIALIST

## SUPPORT



**Tim McCarthy**  
DIRECTOR OF OPERATIONS



**Cam Dean**  
CHIEF OPERATIONS OFFICER



**Brendan Ferrick**  
TRANSACTION COORDINATOR



**Bruce Withey**  
MARKETING DIRECTOR



**Kenny McCarthy**  
DIGITAL MARKETING



**Natasha Nelson**  
ADMINISTRATIVE SUPPORT

## STEVEN COHEN TEAM

# MEET BOSTON'S PREMIERE REAL ESTATE AGENTS

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

Now, more than ever, you need a real estate professional with skill and experience.

**Contact us today: 617-861-3636**

[www.stevencohenteam.com](http://www.stevencohenteam.com)

[info@stevencohenteam.com](mailto:info@stevencohenteam.com)





## THANK YOU TO OUR CLIENTS

**KW New England Region Group Award Winner**

**#1 Boston REALTOR®** and Real Estate Agents in *HomeLights*

**#1 Producing Team** — *Boston Magazine*

**#2** on the **Large Teams by Volume for Massachusetts** list in America's Best Real Estate Professionals, as published in the *Wall Street Journal*

**Top 250 Real Estate Teams** — *Wall Street Journal*

**Top 5 Residential Real Estate Agents** — *Leaderboard*



**DURING 2023**

Among 6,000+ New England Keller Williams Associates:

- ▶ **Contracts Written Volume**
- ▶ **Listings Taken**
- ▶ **Listings Taken Volume**

### WHAT OUR CLIENTS SAY ABOUT US

"We have worked with Steven and team for **multiple transactions...** [and] we just feel we can **trust and rely upon the team** to act in our best interests, and often go **above and beyond**. We are big fans...!"  
—STEPHANIE D.

"As Real Estate Trustee..., I was responsible for selling the venerable **South End six-unit brownstone...** I flew to Boston to interview six realtors carefully vetted...for listing agent. Steven Cohen, was so **undeniably head and shoulders above the others** that I agreed list with him on the spot."  
—ANNE K.

"...I looked at the commission that was paid and said to myself — they were **worth every penny**. The Steven Cohen Team is fantastic. Steven is a **remarkable strategist**. He assesses all angles - personalities, specific neighborhoods, granular home details, and the market at large."  
—MELISSA B.

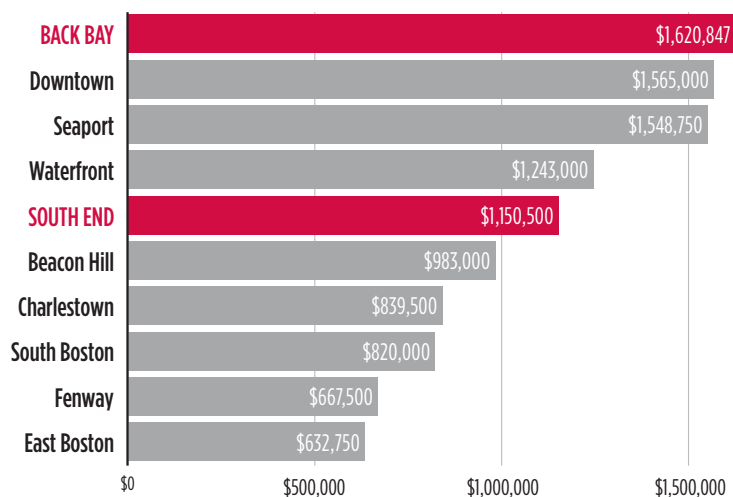
"...From our first meeting, through assessing the market, all the way through closing and moving, **Steven and his team were excellent**."  
—DON W.

"...**Every question, every concern, was met** with clear, prompt answers that put our minds at ease. **Steven's expertise shone through** as he tackled the unique challenges of our property — not quite a condo, not quite a single family! **We highly recommend** Steven and his talented team."  
—ELIZABETH G.

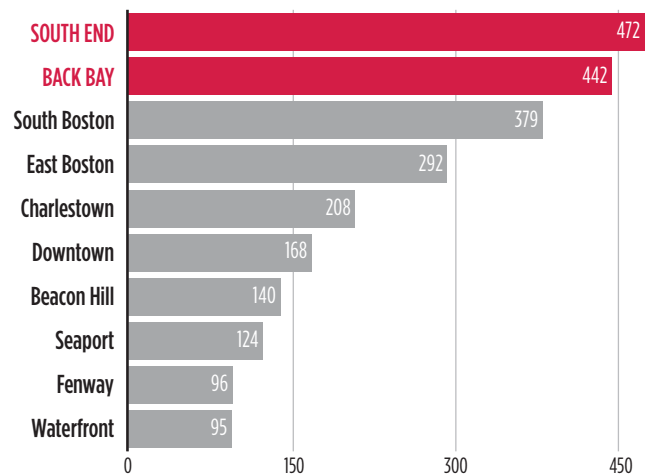
# BOSTON'S TOP 10 NEIGHBORHOODS 2023 VS. 2022

In 2023, the Back Bay and South End neighborhoods remained in the top 5 in price per square foot. This showcases their unwavering stability in the luxury market even with the surge in interest rates.

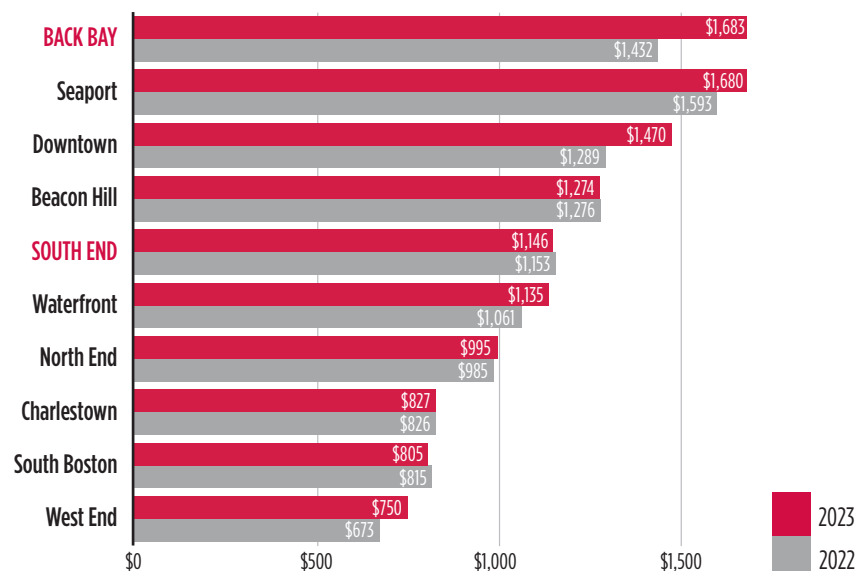
Top 10 Boston Neighborhoods by Median Sales Price



Top 10 Boston Neighborhoods by Number of Sales



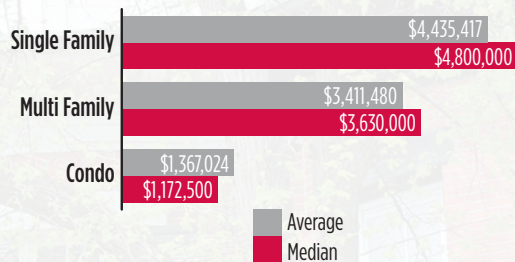
Top 10 Boston Neighborhoods by Price per Square Foot



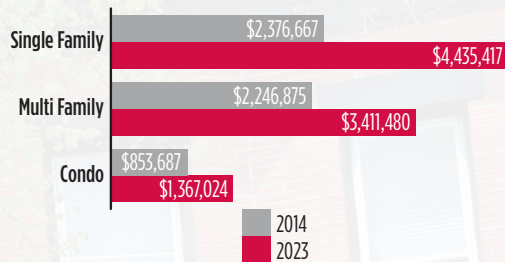


# FOCUS ON THE SOUTH END IN 2023

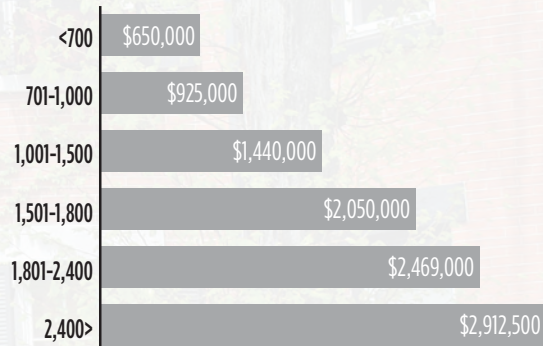
South End Average vs. Median Sale Prices



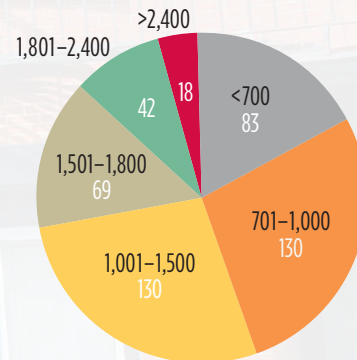
South End Average Selling Price 2014 vs 2023



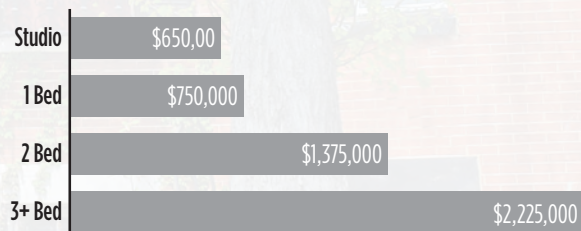
South End Median Sales Price by Square Footage



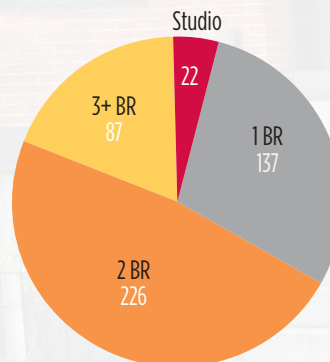
South End Number of Sales by Square Footage



South End Median Sales Price by Number of Bedrooms



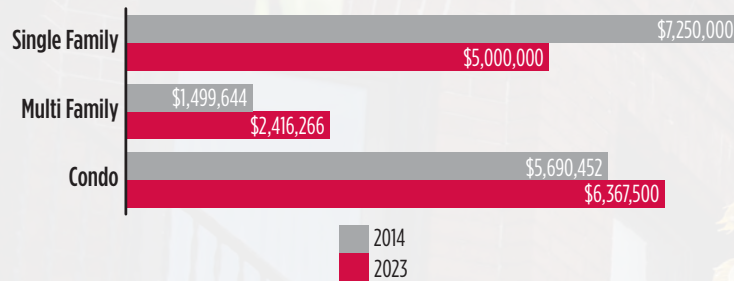
South End Number of Sales by Number of Bedrooms



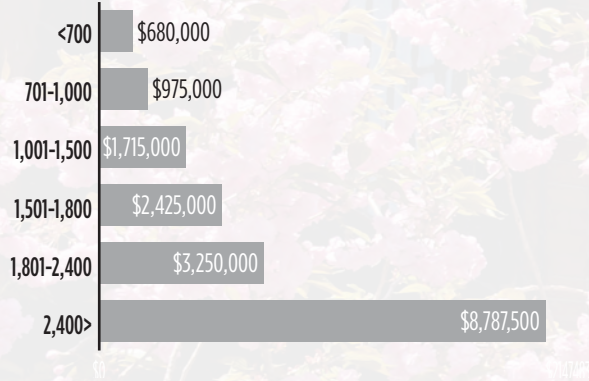


# FOCUS ON THE BACK BAY IN 2023

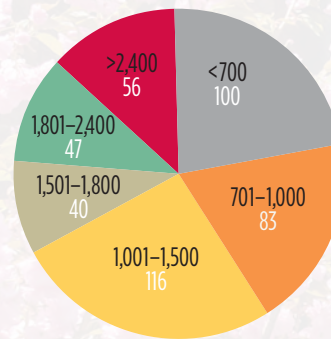
Back Bay Average Selling Price 2014 vs 2023



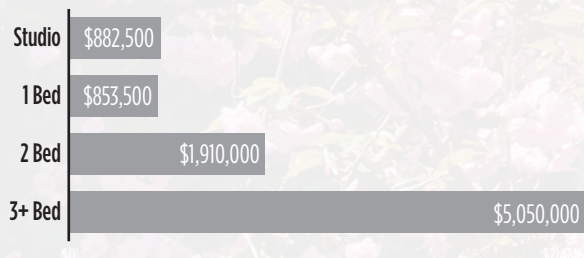
Back Bay Median Sales Price by Square Footage



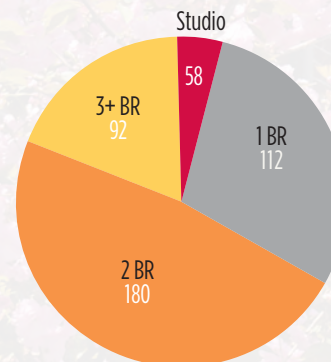
Back Bay Number of Sales by Square Footage



Back Bay Median Sales Price by Number of Bedrooms



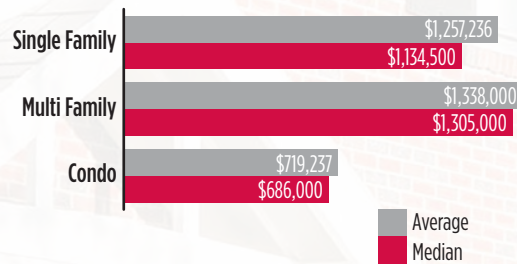
Back Bay Number of Sales by Number of Bedrooms



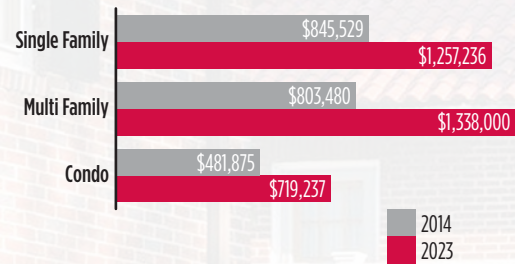


## FOCUS ON JAMAICA PLAIN IN 2023

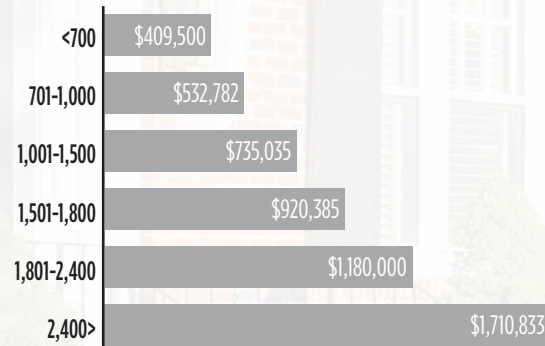
Jamaica Plain Average vs. Median Sale Prices



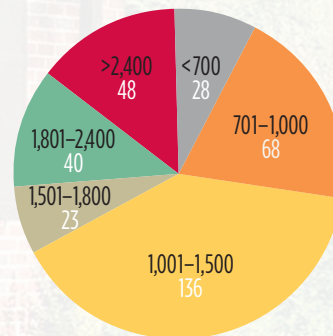
Jamaica Plain Average Selling Price 2014 vs 2023



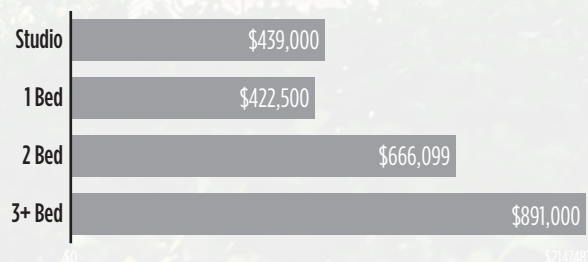
Jamaica Plain Median Sales Price by Square Footage



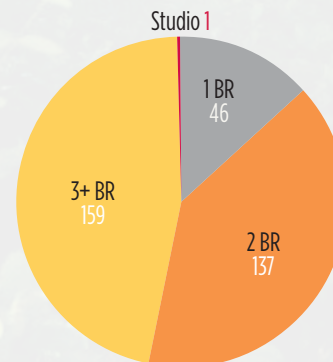
Jamaica Plain Number of Sales by Square Footage



Jamaica Plain Median Sales Price by Number of Bedrooms



Jamaica Plain Number of Sales by Number of Bedrooms



Source: LINK Boston

**SPECIAL OFFER!****LANDLORDS AND  
CONDOMINIUM ASSOCIATIONS**

Sign an annual contract on or before  
April 30th, 2024 and get your

**FIRST THREE MONTHS  
FREE!**



# EXTRAMILE

## PROPERTY MANAGEMENT

**LUXURY MANAGEMENT AT AFFORDABLE RATES**

Extramile thrives on excellent communication while building trust with their landlord clients. They handle property management tasks including:

- **Tracking leases**
- **Maintenance requests**
- **Rent collection**
- **Contractor coordination**
- **Security deposit management**
- **Tenant turnovers**
- **Emergency calls**

Contact Extramile today to take advantage of this special offer!

**617-237-0734 | [info@xtrami.com](mailto:info@xtrami.com)**





## KEEP YOUR FINGER ON THE PULSE OF THE BOSTON MARKET

Now that you're up-to-date with the Boston real estate market, continue to stay in touch.

Follow this link to our website where you can sign up for information on available properties...and those that could be.

**View and subscribe at**  
**[www.stevencohenteam.com/contact](http://www.stevencohenteam.com/contact)**

*For the finest service from the most knowledgeable source,  
call the Steven Cohen Team, your real estate economists of choice.*



STEVEN COHEN **TEAM**  
BOSTON'S PREMIERE REAL ESTATE AGENTS

(617) 861-3636  
[info@stevencohenteam.com](mailto:info@stevencohenteam.com)  
[www.stevencohenteam.com](http://www.stevencohenteam.com)

**kw** BOSTON-METRO  
KELLER WILLIAMS.

*Each Keller Williams Realty office is  
independently owned and operated.*