

19
63

CELEBRATING
55 YEARS

nerej

Advisors Living opens new sales office in Wellesley, Mass.

April 15, 2022 - Front Section



Wellesley, MA Advisors Living, the expanding residential sales platform of Boston Realty Advisors, celebrated the opening of a new office, serving the MetroWest area and sharing space with a new sales gallery for Terrazza, 35 meticulously crafted condominium homes under construction a block away on Linden St.

The dual opening marks both the growth of Advisors Living, which is expanding with new offices throughout Greater Boston from its 21-year home office in the Back Bay, and Advisors Living's exclusive representation of the developers of Terrazza for sales and marketing of the new luxury condominium residences, which will be ready for occupancy in spring 2023.

The new offices are located at 180 Linden St., in Linden Sq.

Terrazza's three floors will feature the many amenities of an urban residential building with warmth of intimate boutique homes. Units range from one-bedroom with one bath to those with three

bedrooms and den.

Advisors Living is taking reservations for ownership now. The developer is TRAX, of Newton, which has completed luxury projects in Brookline and Somerville.

“Terrazza is a full-service new luxury condominium community with indoor and outdoor amenities, located in the heart of Wellesley, walkable to both Linden Sq. and Wellesley Center,” said Mary Beth Canova, director of marketing at Advisors Living. “Urban-like luxury living has arrived in Wellesley.”

The new Advisors Living sales office will be the home for agents serving home resale clients in the western suburbs, including Wayland, Sudbury and Concord. About a dozen agents will work from Advisors Living’s new office, including experienced local agents like Bobby Morgenstern, a Wellesley resident.

“Agents are calling us every day to see if they can work with us,” said Susan Tsantes, Advisors Living’s senior vice president for culture and empowerment.

An adjacent comfortable marketing space will serve families interested in learning more about Terrazza, now rising out of the ground only two blocks away, at Linden and Hollis Sts.

“This office is unique, a beautiful blend and a hybrid of resale and new development,” said Tsantes. “We’re uniquely positioned to help that person focusing on where they are going while completely supporting them in preparing their present property for marketing. Timelines are sometimes the hardest part of moving,” she said. “We’re all under one roof to advise and are true partners.”

Terrazza is designed for families or individuals who seek amenity-rich condominium living in Wellesley – or desire to downsize from a single-family home in Wellesley but remain in the community. The building will have hardwood floors throughout, custom kitchens, ceilings of nine feet or higher, a grand staircase in the lobby, and three elevators.

It will feature concierge service, garage and guest parking with EV spaces, private outdoor spaces including a patio, balcony or roof deck depending on unit layout, fitness and flex studio, a golf and movie lounge, club space and caterer’s kitchen, courtyard with gas grills, pet spa, conference room and work bar, and bike room.

Wellesley Square Station is across the street from the new offices and the Terrazza sales gallery, and there are two other Wellesley stations on the MBTA’s Commuter Rail line from Boston’s Back Bay and South Station to Worcester.

Nearby dining offerings include Alta Strada, Bocado Tapas Wine Bar, Lola’s Italian Kitchen and Market, Eli’s Breakfast, Burgers & Brews, Mexicali Cantina Grill, Ziti’s Italian Trattoria, OGA’s Japanese Cuisine, and Anthony’s Coal Fired Pizza. Not much farther are pastries and coffee at Quebrada Bakery and extraordinary fine dining at Café Mangal.

Wellesley is well known for nearby scenic wooded trails, peaceful ponds, and stately homes. The town has more than 25 miles of conservation trails and three commercial and shopping expanses along Routes 16 and 135. Route 9 provides efficient east-west access not only to Boston but also to the Natick Mall, Shopper's World, and smaller retail plazas and centers.

The Advisors Living New Development office, which is marketing Terrazza, late last year completed the sale of all 106 luxury condominium residences at Pier 4, a unique waterfront address developed by Tishman Speyer in Boston's Seaport District. Those sales marked record average and per-square-foot numbers that pushed Seaport prices past those of residences in Boston's Back Bay and Beacon Hill neighborhoods.

Advisors Living's New Development Team, under direction of Janice Dumont, CEO of New Development Sales and Marketing, led the sales effort at Pier 4. Advisors Living has about 10 new development sites under exclusive brokerage agreements in the Greater Boston area.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540