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2017
Year End
Sales Summary

24 School Street, Boston, MA 02108
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Citywide

2017

Sales Summary

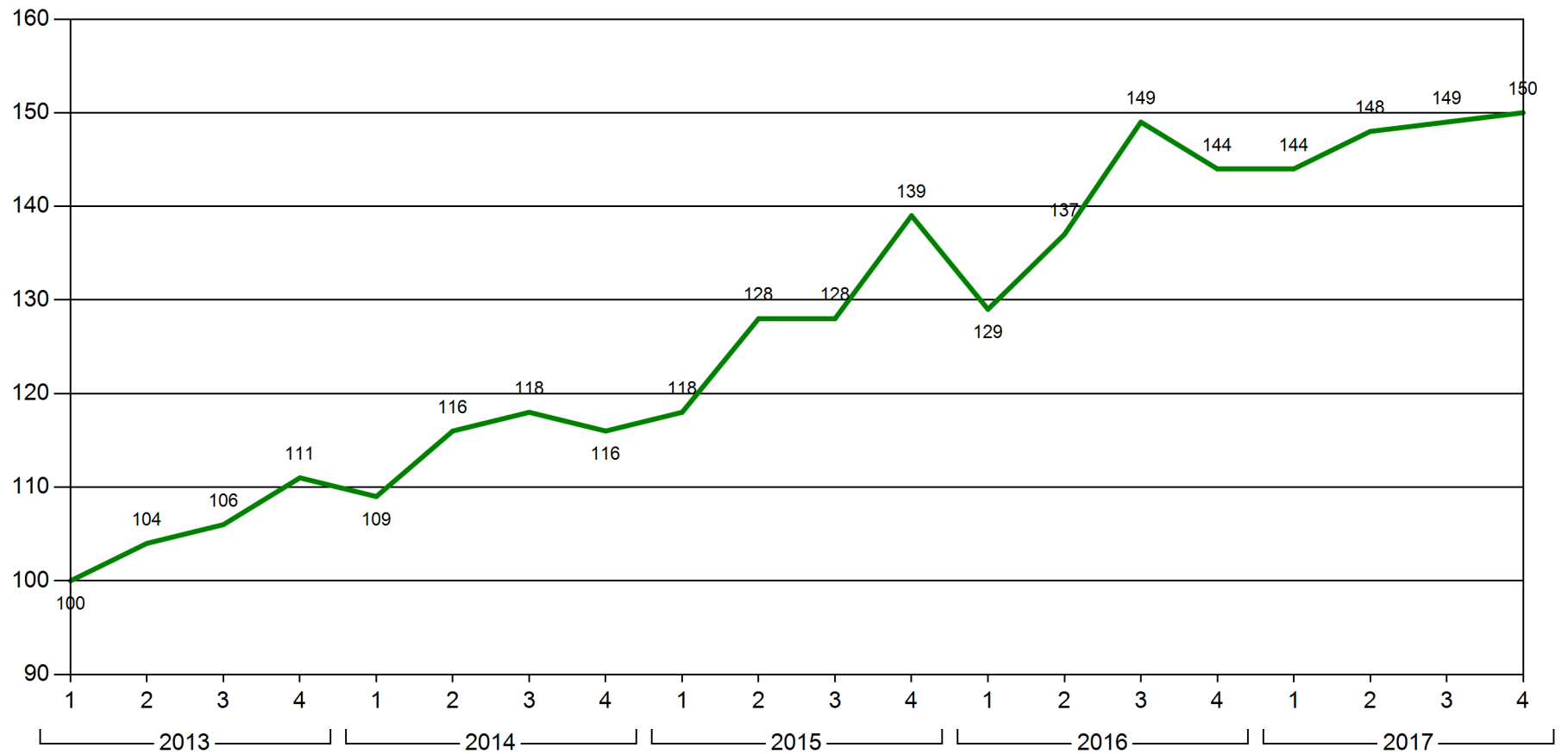
24 School Street, Boston, MA 02108

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Citywide

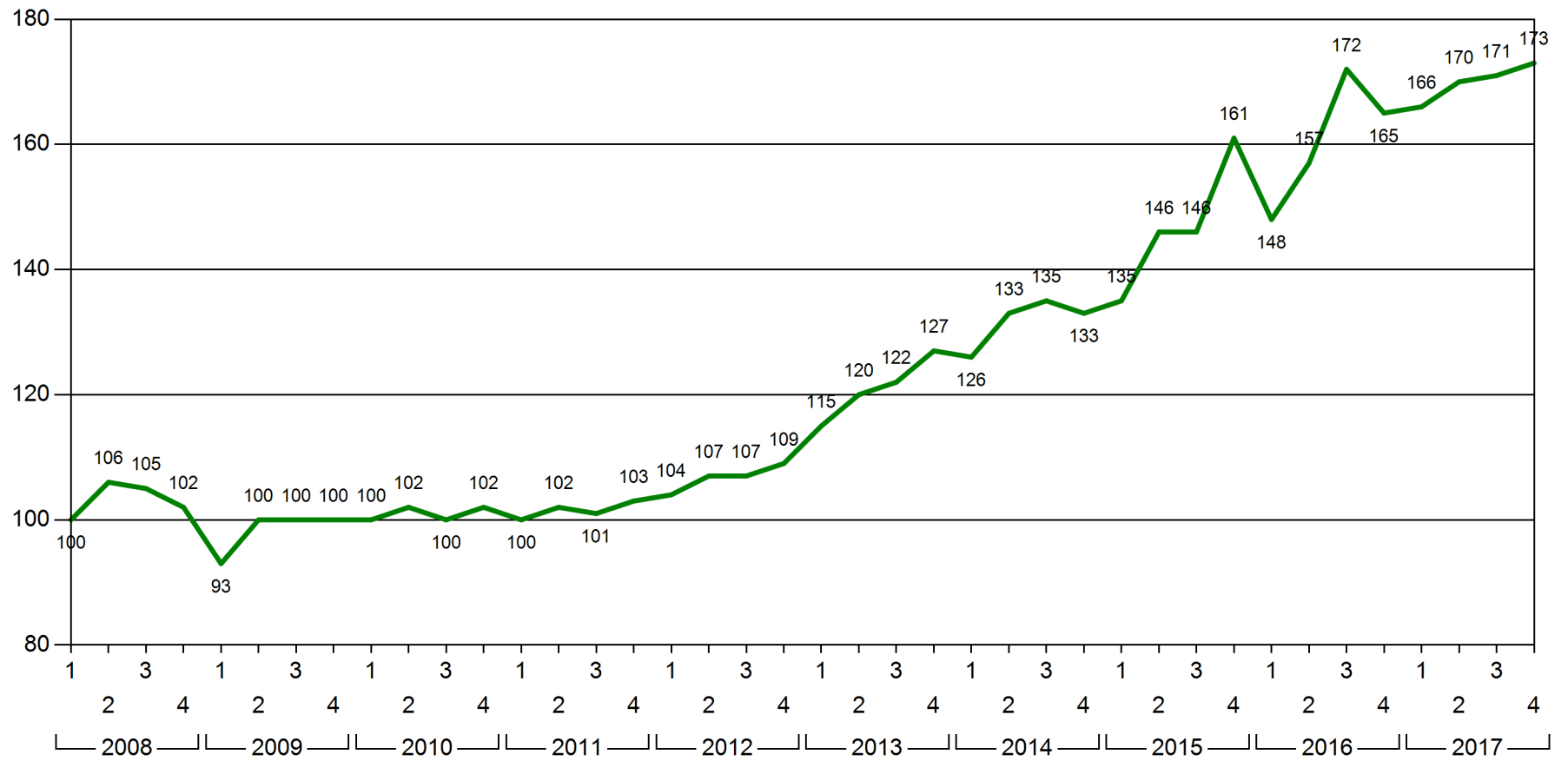
Five Year Price Index
(Appreciation Rate)





Citywide

Ten Year Price Index
(Appreciation Rate)



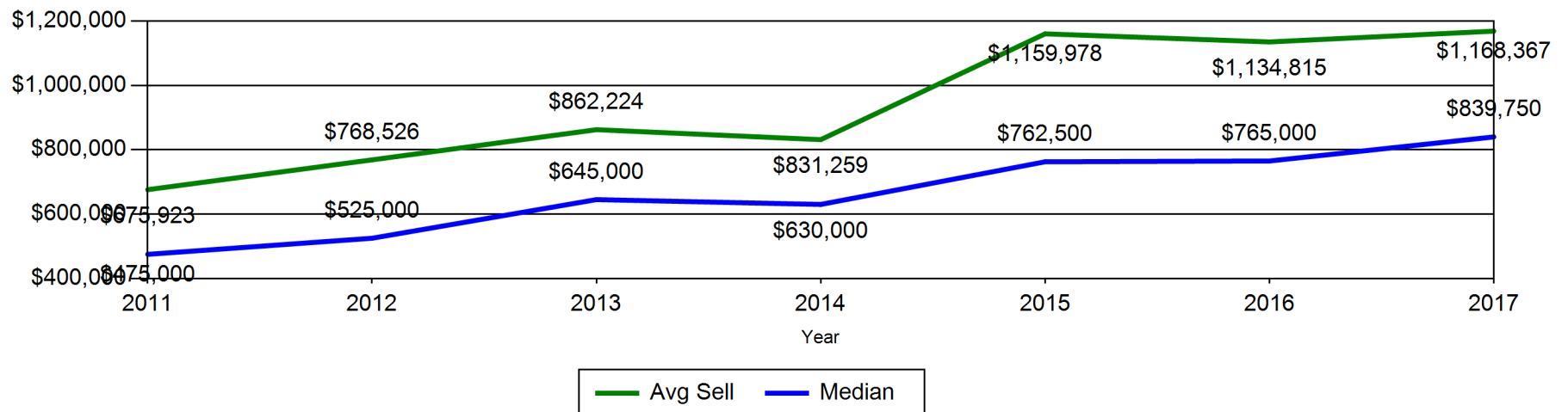


Citywide

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	566	-2.92%	\$675,923	-11.89%	\$475,000	-5.94%	\$591.74	-0.96%	\$547.70	-1.55%	98
2012	760	34.28%	\$768,526	13.70%	\$525,000	10.53%	\$630.44	6.54%	\$594.54	8.55%	67
2013	870	14.47%	\$862,224	12.19%	\$645,000	22.86%	\$725.73	15.11%	\$712.42	19.83%	36
2014	662	-23.91%	\$831,259	-3.59%	\$630,000	-2.33%	\$724.86	-0.12%	\$685.68	-3.75%	48
2015	827	24.92%	\$1,159,978	39.54%	\$762,500	21.03%	\$902.29	24.48%	\$849.85	23.94%	44
2016	731	-11.61%	\$1,134,815	-2.17%	\$765,000	0.33%	\$920.33	2.00%	\$863.64	1.62%	38
2017	680	-6.98%	\$1,168,367	2.96%	\$839,750	9.77%	\$937.60	1.88%	\$885.44	2.52%	40

Average and Median Selling Prices





2017 Fourth Quarter Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
Back Bay	91	-22.22%	\$1,630,587	3.16%	\$1,225,000	27.60%	\$1,171.28	2.60%	\$1,136.83	5.08%	62
Beacon Hill	43	48.28%	\$1,316,558	73.62%	\$839,500	23.46%	\$1,181.06	19.89%	\$1,130.70	12.66%	44
Charlestown	69	-21.59%	\$804,435	6.91%	\$695,453	11.51%	\$689.61	6.00%	\$710.66	8.28%	43
Fenway	21	-63.79%	\$634,729	9.20%	\$580,000	7.03%	\$870.46	-4.14%	\$888.53	-4.65%	27
Midtown	44	-47.62%	\$2,052,891	-20.10%	\$1,125,000	-38.58%	\$1,199.30	-14.98%	\$1,138.98	-12.56%	83
North End	16	-30.43%	\$609,025	-14.53%	\$526,750	-19.58%	\$860.28	-2.11%	\$865.52	-0.26%	68
Seaport	19	-32.14%	\$1,281,079	11.56%	\$1,117,500	22.20%	\$915.84	3.92%	\$804.12	-0.15%	42
South Boston	149	-0.67%	\$732,818	14.59%	\$692,000	8.55%	\$676.92	6.76%	\$682.13	7.22%	22
South End	156	30.00%	\$1,333,368	28.08%	\$982,500	16.76%	\$1,005.54	9.13%	\$997.97	7.87%	25
Waterfront	56	93.10%	\$1,187,839	-1.82%	\$917,500	4.86%	\$1,070.00	9.63%	\$1,004.80	11.43%	27
West End	16	220.00%	\$783,259	63.93%	\$717,000	49.38%	\$797.24	27.56%	\$677.08	1.94%	102



Citywide

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	41	156.25%	\$503,170	51.27%	\$499,000	59.42%	\$975.42	17.32%	\$1,007.68	24.40%	28
	2016	20	-51.22%	\$459,625	-8.65%	\$440,000	-11.82%	\$979.11	0.38%	\$995.29	-1.23%	23
	2017	29	45.00%	\$560,983	22.05%	\$625,000	42.05%	\$1,019.99	4.18%	\$1,032.54	3.74%	11
One Bed	2015	257	17.35%	\$652,121	17.80%	\$600,000	15.48%	\$807.30	11.51%	\$801.89	14.42%	40
	2016	244	-5.06%	\$605,374	-7.17%	\$546,850	-8.86%	\$878.80	8.86%	\$885.30	10.40%	23
	2017	210	-13.93%	\$692,344	14.37%	\$631,250	15.43%	\$931.96	6.05%	\$907.47	2.50%	38
Two Beds	2015	438	28.45%	\$1,284,931	54.81%	\$900,000	29.50%	\$917.29	31.47%	\$851.36	33.05%	46
	2016	361	-17.58%	\$1,093,406	-14.91%	\$850,000	-5.56%	\$900.06	-1.88%	\$811.82	-4.64%	41
	2017	327	-9.42%	\$1,088,305	-0.47%	\$900,000	5.88%	\$897.81	-0.25%	\$820.36	1.05%	44
Three Plus Beds	2015	88	6.02%	\$2,353,883	41.09%	\$1,893,750	69.24%	\$1,084.20	32.50%	\$1,018.76	32.10%	60
	2016	102	15.91%	\$2,615,152	11.10%	\$1,845,000	-2.57%	\$1,069.90	-1.32%	\$921.46	-9.55%	59
	2017	111	8.82%	\$2,479,089	-5.20%	\$1,875,000	1.63%	\$1,044.73	-2.35%	\$1,015.63	10.22%	43



Citywide

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	165	17.86%	\$473,896	17.80%	\$450,000	11.11%	\$838.68	11.97%	\$840.00	16.79%	34
	2016	181	9.70%	\$483,876	2.11%	\$476,000	5.78%	\$890.52	6.18%	\$899.16	7.04%	17
	2017	139	-23.20%	\$548,444	13.34%	\$535,000	12.39%	\$980.06	10.05%	\$982.53	9.27%	18
701-1000	2015	192	-1.03%	\$642,940	12.70%	\$611,000	10.89%	\$769.07	12.86%	\$748.97	10.44%	40
	2016	173	-9.90%	\$700,170	8.90%	\$690,000	12.93%	\$843.93	9.73%	\$843.97	12.68%	24
	2017	186	7.51%	\$722,187	3.14%	\$676,500	-1.96%	\$863.71	2.34%	\$840.21	-0.45%	36
1001-1500	2015	279	34.78%	\$949,499	16.68%	\$885,000	18.65%	\$784.40	16.74%	\$731.71	21.54%	41
	2016	238	-14.70%	\$1,053,607	10.96%	\$899,500	1.64%	\$861.37	9.81%	\$747.66	2.18%	36
	2017	201	-15.55%	\$1,066,461	1.22%	\$959,000	6.61%	\$873.69	1.43%	\$802.83	7.38%	48
1501-1800	2015	80	48.15%	\$2,009,315	54.12%	\$1,875,500	68.21%	\$1,202.41	50.78%	\$1,129.69	55.42%	53
	2016	55	-31.25%	\$1,661,983	-17.29%	\$1,665,000	-11.22%	\$1,016.05	-15.50%	\$1,070.51	-5.24%	42
	2017	65	18.18%	\$1,545,323	-7.02%	\$1,495,000	-10.21%	\$947.58	-6.74%	\$921.05	-13.96%	54
1800-2400	2015	85	93.18%	\$2,471,455	47.87%	\$2,400,000	40.56%	\$1,217.65	48.91%	\$1,160.34	42.90%	79
	2016	54	-36.47%	\$2,081,792	-15.77%	\$1,927,000	-19.71%	\$1,000.29	-17.85%	\$942.18	-18.80%	88
	2017	50	-7.41%	\$2,116,420	1.66%	\$1,902,500	-1.27%	\$1,026.06	2.58%	\$942.97	0.08%	66
Over 2400	2015	26	30.00%	\$4,689,831	36.56%	\$4,468,431	32.12%	\$1,600.19	42.29%	\$1,600.55	39.03%	60
	2016	28	7.69%	\$5,880,518	25.39%	\$5,347,500	19.67%	\$1,744.05	8.99%	\$1,833.36	14.55%	65
	2017	39	39.29%	\$4,187,256	-28.79%	\$3,372,500	-36.93%	\$1,338.07	-23.28%	\$1,262.25	-31.15%	28

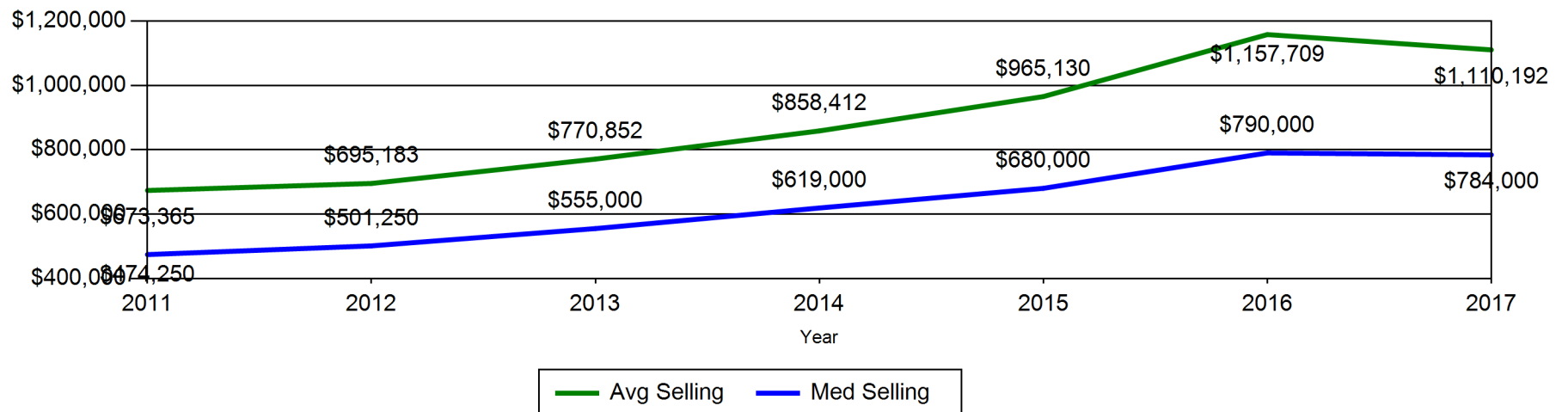


Citywide

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	2579	0.47%	\$673,365	-0.98%	\$474,250	0.90%	\$582.23	1.21%	\$545.44	-0.25%	96
2012	3324	28.89%	\$695,183	3.24%	\$501,250	5.69%	\$602.65	3.51%	\$565.60	3.70%	79
2013	3575	7.55%	\$770,852	10.88%	\$555,000	10.72%	\$672.04	11.51%	\$632.79	11.88%	46
2014	3147	-11.97%	\$858,412	11.36%	\$619,000	11.53%	\$726.71	8.13%	\$680.69	7.57%	44
2015	3211	2.03%	\$965,130	12.43%	\$680,000	9.85%	\$808.90	11.31%	\$747.96	9.88%	44
2016	3441	7.16%	\$1,157,709	19.95%	\$790,000	16.18%	\$925.12	14.37%	\$861.86	15.23%	33
2017	2992	-13.05%	\$1,110,192	-4.10%	\$784,000	-0.76%	\$919.86	-0.57%	\$872.53	1.24%	43

Average and Median Selling Prices





2017 Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
Back Bay	412	-11.97%	\$1,606,433	-1.95%	\$1,071,500	7.15%	\$1,188.02	5.56%	\$1,112.80	6.48%	56
Beacon Hill	185	17.83%	\$1,536,660	61.55%	\$920,000	26.20%	\$1,153.00	18.04%	\$1,086.07	9.28%	58
Charlestown	317	-10.70%	\$765,126	5.57%	\$683,500	9.36%	\$685.09	5.51%	\$680.00	4.47%	36
Fenway	167	2.45%	\$694,872	28.09%	\$595,000	14.96%	\$897.80	8.56%	\$886.75	2.71%	20
Midtown	208	-65.16%	\$1,937,726	-2.02%	\$1,240,000	-23.22%	\$1,219.13	-7.35%	\$1,160.92	-7.82%	54
North End	70	-30.69%	\$640,789	1.80%	\$593,000	4.96%	\$867.13	4.61%	\$878.27	6.07%	66
Seaport	76	-52.50%	\$1,223,209	-13.24%	\$945,000	1.61%	\$884.95	-13.85%	\$797.61	-10.47%	43
South Boston	716	8.48%	\$699,715	7.99%	\$649,500	4.09%	\$664.42	10.87%	\$659.13	10.26%	32
South End	598	2.22%	\$1,181,572	11.34%	\$925,000	8.95%	\$995.31	8.53%	\$992.40	7.87%	35
Waterfront	170	9.68%	\$1,255,822	6.95%	\$1,017,500	19.99%	\$997.89	5.87%	\$953.07	11.44%	48
West End	73	82.50%	\$754,001	40.01%	\$722,500	35.51%	\$824.85	26.14%	\$730.63	9.51%	84



Citywide

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	116	58.90%	\$439,496	34.46%	\$421,000	33.65%	\$952.47	23.11%	\$957.81	26.80%	27
	2016	124	6.90%	\$454,170	3.34%	\$450,000	6.89%	\$963.54	1.16%	\$997.16	4.11%	20
	2017	108	-12.90%	\$523,896	15.35%	\$467,500	3.89%	\$1,039.25	7.86%	\$998.55	0.14%	20
One Bed	2015	1045	0.67%	\$592,966	13.01%	\$530,000	9.28%	\$786.58	10.60%	\$768.60	11.60%	36
	2016	1101	5.36%	\$666,767	12.45%	\$599,000	13.02%	\$894.06	13.66%	\$885.71	15.24%	23
	2017	979	-11.08%	\$678,561	1.77%	\$614,500	2.59%	\$915.58	2.41%	\$908.02	2.52%	33
Two Beds	2015	1630	5.16%	\$1,008,998	18.70%	\$756,250	10.40%	\$791.30	11.78%	\$704.98	8.41%	44
	2016	1709	4.85%	\$1,150,829	14.06%	\$875,000	15.70%	\$906.99	14.62%	\$821.30	16.50%	33
	2017	1430	-16.33%	\$1,066,784	-7.30%	\$860,000	-1.71%	\$886.42	-2.27%	\$811.19	-1.23%	42
Three Plus Beds	2015	405	-10.20%	\$1,914,689	9.80%	\$1,465,000	10.57%	\$899.26	9.62%	\$807.66	3.73%	60
	2016	490	20.99%	\$2,378,380	24.22%	\$1,805,000	23.21%	\$1,049.27	16.68%	\$941.15	16.53%	55
	2017	453	-7.55%	\$2,301,726	-3.22%	\$1,625,000	-9.97%	\$1,009.23	-3.82%	\$895.62	-4.84%	67



Citywide

Sales Comparison by Square Footage 2017

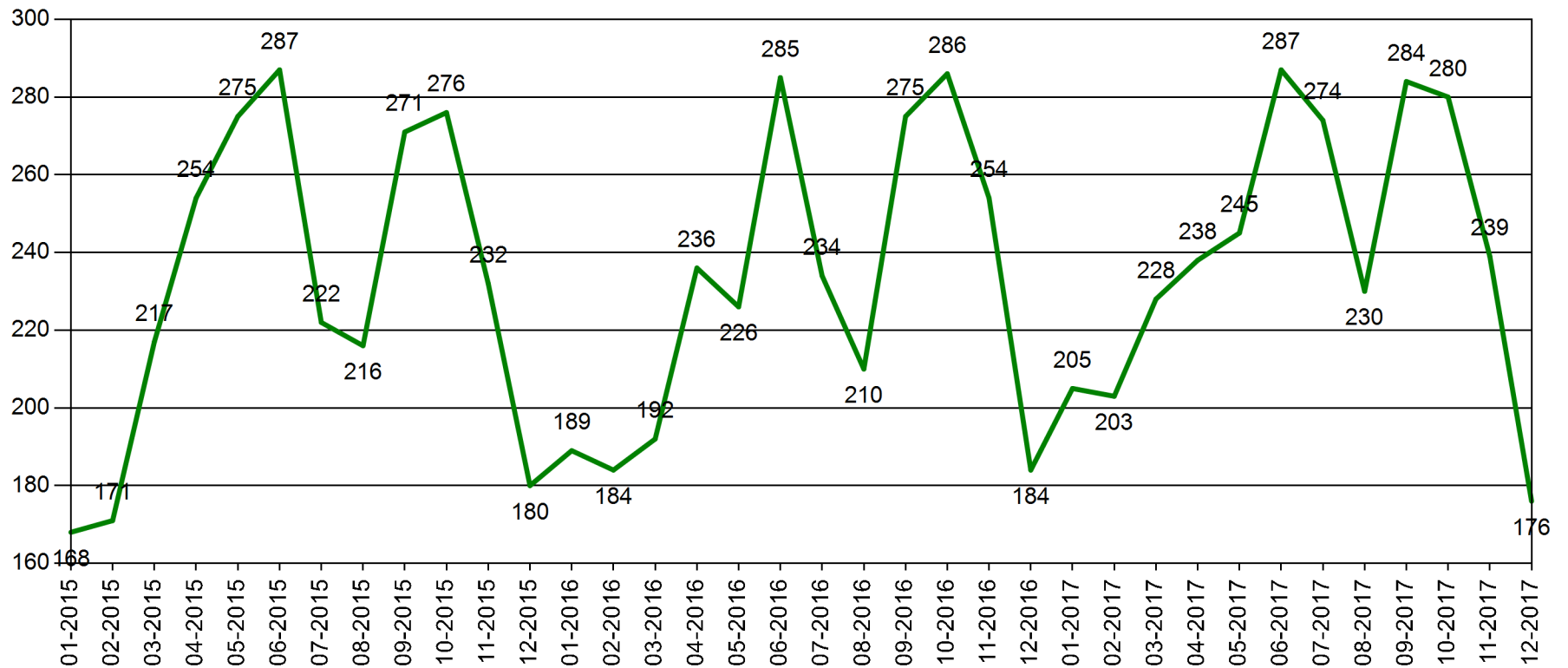
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	727	6.44%	\$450,405	12.52%	\$435,000	11.57%	\$821.31	10.96%	\$812.97	12.68%	32
	2016	700	-3.71%	\$478,668	6.27%	\$473,563	8.86%	\$876.90	6.77%	\$883.62	8.69%	23
	2017	675	-3.57%	\$531,268	10.99%	\$520,000	9.81%	\$963.83	9.91%	\$961.54	8.82%	21
701-1000	2015	832	-2.69%	\$615,968	10.23%	\$590,000	8.56%	\$731.47	9.60%	\$709.52	8.44%	37
	2016	920	10.58%	\$718,480	16.64%	\$690,000	16.95%	\$861.45	17.77%	\$829.88	16.96%	23
	2017	801	-12.93%	\$704,999	-1.88%	\$670,000	-2.90%	\$841.46	-2.32%	\$805.03	-2.99%	33
1001-1500	2015	1011	1.10%	\$888,803	7.06%	\$799,000	6.39%	\$729.19	7.01%	\$661.69	6.91%	43
	2016	1104	9.20%	\$1,079,579	21.46%	\$930,000	16.40%	\$866.32	18.80%	\$778.84	17.70%	32
	2017	913	-17.30%	\$1,045,473	-3.16%	\$930,000	0.00%	\$856.82	-1.10%	\$784.22	0.69%	43
1501-1800	2015	278	6.51%	\$1,576,122	25.12%	\$1,487,500	26.06%	\$954.21	24.47%	\$916.92	26.42%	54
	2016	316	13.67%	\$1,750,213	11.05%	\$1,685,000	13.28%	\$1,059.62	11.05%	\$1,058.43	15.43%	30
	2017	232	-26.58%	\$1,551,241	-11.37%	\$1,500,000	-10.98%	\$943.11	-11.00%	\$927.92	-12.33%	60
1800-2400	2015	252	20.00%	\$2,054,874	20.98%	\$1,971,500	17.00%	\$1,003.06	19.69%	\$973.24	15.51%	62
	2016	269	6.75%	\$2,255,581	9.77%	\$1,980,000	0.43%	\$1,089.53	8.62%	\$1,008.17	3.59%	55
	2017	228	-15.24%	\$2,073,667	-8.07%	\$2,100,000	6.06%	\$1,013.85	-6.95%	\$1,033.37	2.50%	75
Over 2400	2015	110	3.77%	\$3,672,819	-4.38%	\$3,274,500	0.60%	\$1,233.07	0.54%	\$1,148.68	-4.93%	79
	2016	129	17.27%	\$4,904,916	33.55%	\$4,350,000	32.84%	\$1,471.80	19.36%	\$1,479.11	28.77%	98
	2017	140	8.53%	\$4,327,243	-11.78%	\$3,712,500	-14.66%	\$1,375.86	-6.52%	\$1,287.95	-12.92%	67



Citywide

Inventory

Fourth Quarter 2017





FIRST REPUBLIC BANK
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Luxury Condominium Report
2017



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Luxury Condominiums

2017

Sales Summary

24 School Street, Boston, MA 02108

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LUXE CONDOMINIUMS

HOTEL LUXE

BATTERY WHARF
CARLTON HOUSE, THE
FOUR SEASONS
INTERCONTINENTAL, THE
MANDARIN, THE
RITZ TOWER I
RITZ TOWER II
ROWES WHARF
W BOSTON

LUXE FULL SERVICE

1 CHARLES ST SOUTH
180 BEACON
330 BEACON ST
44 PRINCE
45 PROVINCE
50 LIBERTY
ALBERT A POPE
ATELIER 505
BELVEDERE
BRYANT BACK BAY, THE
BURROUGHS WHARF
CHURCH COURT
CLARENDON, THE
GRANDVIEW
HERITAGE
LOVEJOY WHARF
MILLENNIUM PLACE
MILLENNIUM TOWER
PIERCE BOSTON
SEPIA THE CONDOS @ INK BLOCK
SIENA THE CONDOS @ INK BLOCK
TRINITY PLACE
TWENTY TWO LIBERTY

LUXE BOUTIQUE

1-3 COMMONWEALTH
100 BEACON
109 COMMONWEALTH
24 COMMONWEALTH
274 BEACON
36 A STREET LOFTS
45 COMMONWEALTH
49-51 COMMONWEALTH
AMORY ON THE PARK
BOULEVARD ON THE GREENWAY
BRADLEY MANSION, THE
BURRAGE MANSION
CHANEL NO. 6
FOUR51 MARLBOROUGH
LE JARDIN
MAISON VERNON
MARAIS, THE
RESIDENCES AT 9 ARLINGTON ST
TUDOR, THE
WHITWELL, THE
ZERO MARLBOROUGH

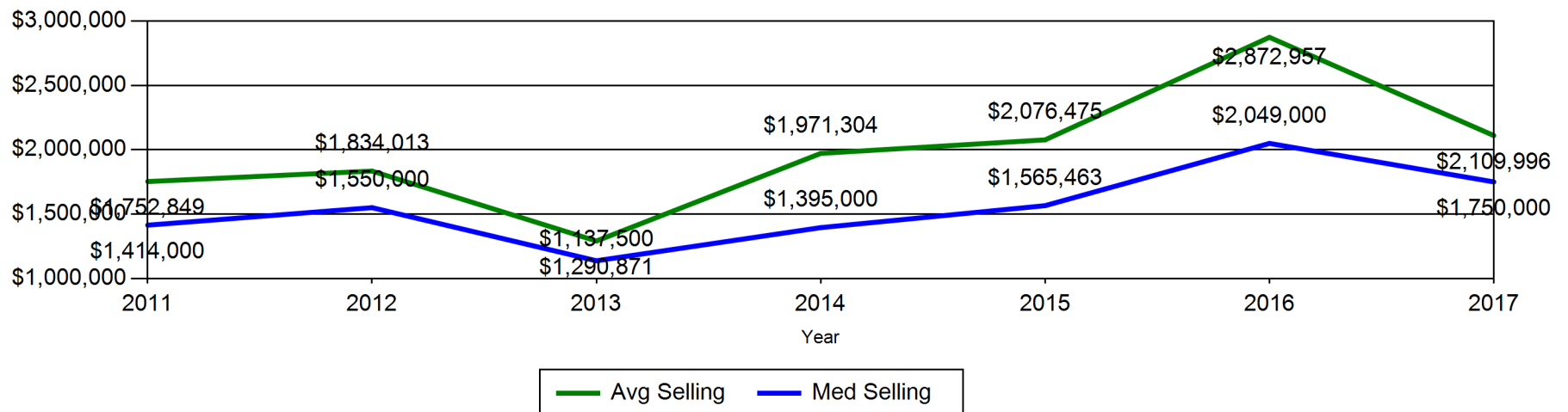


Luxury Condominiums

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	52	-25.71%	\$1,752,849	0.31%	\$1,414,000	-10.11%	\$1,023.01	4.72%	\$971.82	1.73%	187
2012	79	51.92%	\$1,834,013	4.63%	\$1,550,000	9.62%	\$1,018.72	-0.42%	\$980.72	0.92%	130
2013	214	170.89%	\$1,290,871	-29.61%	\$1,137,500	-26.61%	\$946.22	-7.12%	\$889.86	-9.26%	21
2014	39	-81.78%	\$1,971,304	52.71%	\$1,395,000	22.64%	\$1,195.12	26.30%	\$1,122.88	26.19%	108
2015	218	458.97%	\$2,076,475	5.34%	\$1,565,463	12.22%	\$1,308.23	9.46%	\$1,151.40	2.54%	48
2016	97	-55.50%	\$2,872,957	38.36%	\$2,049,000	30.89%	\$1,520.58	16.23%	\$1,400.58	21.64%	34
2017	116	19.59%	\$2,109,996	-26.56%	\$1,750,000	-14.59%	\$1,268.26	-16.59%	\$1,205.52	-13.93%	33

Average and Median Selling Prices





Luxury Condominiums

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	18	1,700.00%	\$563,492	25.22%	\$537,513	19.45%	\$1,066.94	0.53%	\$1,056.41	-0.46%	26
	2016	0										
	2017	16		\$646,875		\$657,500		\$1,057.68		\$989.88		0
One Bed	2015	57	418.18%	\$935,186	-12.40%	\$900,000	-4.26%	\$1,026.24	1.19%	\$1,011.59	-1.31%	39
	2016	23	-59.65%	\$1,078,370	15.31%	\$959,000	6.56%	\$1,149.73	12.03%	\$1,096.00	8.34%	9
	2017	26	13.04%	\$912,904	-15.34%	\$840,000	-12.41%	\$1,034.08	-10.06%	\$1,010.15	-7.83%	24
Two Beds	2015	118	490.00%	\$2,389,994	26.45%	\$2,277,490	62.97%	\$1,391.40	14.75%	\$1,402.84	15.72%	59
	2016	50	-57.63%	\$2,294,086	-4.01%	\$2,165,000	-4.94%	\$1,516.78	9.01%	\$1,428.54	1.83%	55
	2017	39	-22.00%	\$2,064,282	-10.02%	\$1,845,000	-14.78%	\$1,337.11	-11.85%	\$1,287.00	-9.91%	53
Three Plus Beds	2015	25	257.14%	\$4,288,154	11.65%	\$4,170,250	27.34%	\$1,732.35	19.58%	\$1,750.00	23.36%	57
	2016	23	-8.00%	\$5,657,391	31.93%	\$4,500,000	7.91%	\$1,871.49	8.03%	\$1,829.21	4.53%	13
	2017	35	52.17%	\$3,719,057	-34.26%	\$3,250,000	-27.78%	\$1,461.78	-21.89%	\$1,326.15	-27.50%	37



Luxury Condominiums

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	32	3,100.00%	\$615,977	36.88%	\$587,513	30.56%	\$1,050.30	-1.04%	\$1,036.76	-2.31%	33
	2016	0	-100.00%									
	2017	20		\$639,200		\$652,500		\$1,029.50		\$987.51		0
701-1000	2015	27	237.50%	\$912,735	9.10%	\$935,000	10.23%	\$1,032.69	4.04%	\$1,041.45	4.44%	72
	2016	18	-33.33%	\$995,417	9.06%	\$955,000	2.14%	\$1,156.58	12.00%	\$1,106.92	6.29%	2
	2017	17	-5.56%	\$849,059	-14.70%	\$835,000	-12.57%	\$1,040.53	-10.03%	\$1,091.88	-1.36%	10
1001-1500	2015	58	286.67%	\$1,292,984	-3.44%	\$1,263,024	-6.44%	\$1,070.50	-0.07%	\$1,066.92	-1.66%	19
	2016	37	-36.21%	\$1,862,566	44.05%	\$1,815,000	43.70%	\$1,416.40	32.31%	\$1,349.12	26.45%	21
	2017	25	-32.43%	\$1,671,980	-10.23%	\$1,750,000	-3.58%	\$1,306.84	-7.74%	\$1,310.29	-2.88%	59
1501-1800	2015	41	925.00%	\$2,588,178	17.64%	\$2,749,025	32.80%	\$1,538.84	14.80%	\$1,622.45	23.29%	97
	2016	16	-60.98%	\$2,489,962	-3.79%	\$2,335,250	-15.05%	\$1,505.63	-2.16%	\$1,412.97	-12.91%	60
	2017	19	18.75%	\$2,038,421	-18.13%	\$1,945,000	-16.71%	\$1,246.09	-17.24%	\$1,184.97	-16.14%	65
1800-2400	2015	47	571.43%	\$3,036,532	13.35%	\$3,087,500	14.35%	\$1,504.16	12.47%	\$1,627.49	14.72%	35
	2016	10	-78.72%	\$3,249,500	7.01%	\$3,175,000	2.83%	\$1,547.27	2.87%	\$1,553.69	-4.53%	112
	2017	17	70.00%	\$2,784,235	-14.32%	\$2,750,000	-13.39%	\$1,354.63	-12.45%	\$1,393.84	-10.29%	82
Over 2400	2015	13	225.00%	\$6,499,315	17.63%	\$5,145,025	-0.58%	\$2,140.34	25.62%	\$1,866.85	2.29%	85
	2016	16	23.08%	\$7,469,375	14.93%	\$6,750,000	31.19%	\$2,169.26	1.35%	\$2,184.50	17.02%	20
	2017	18	12.50%	\$4,982,222	-33.30%	\$3,567,500	-47.15%	\$1,636.87	-24.54%	\$1,352.21	-38.10%	5

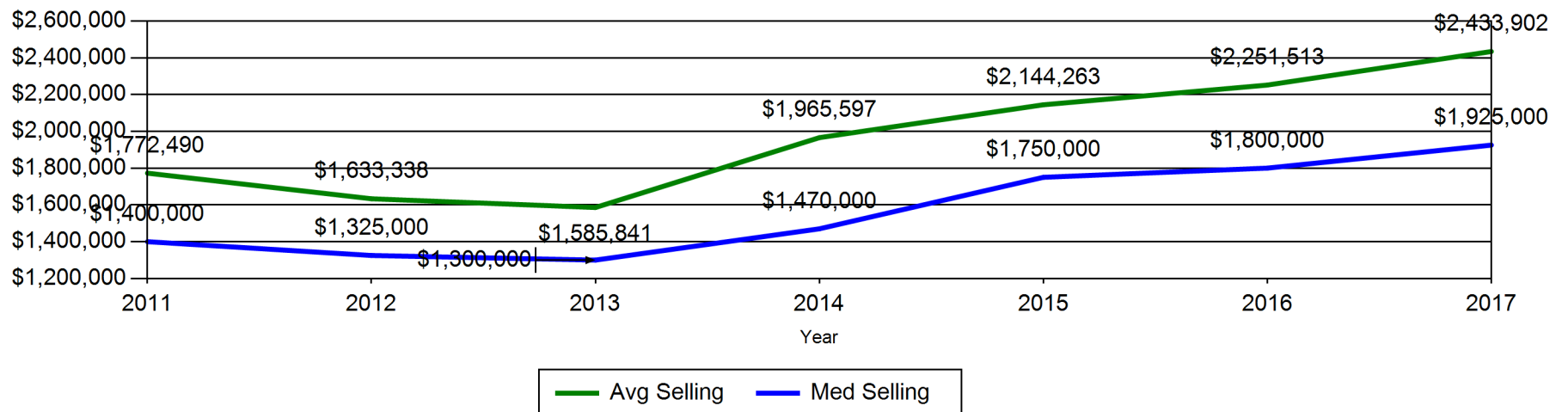


Luxury Condominiums

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	242	4.76%	\$1,772,490	-0.45%	\$1,400,000	-5.98%	\$985.67	2.18%	\$933.79	-0.33%	144
2012	273	11.89%	\$1,633,338	-7.33%	\$1,325,000	-5.36%	\$989.35	0.74%	\$937.50	0.60%	139
2013	421	54.21%	\$1,585,841	-2.91%	\$1,300,000	-1.89%	\$1,008.14	1.90%	\$947.47	1.06%	68
2014	310	-26.37%	\$1,965,597	23.95%	\$1,470,000	13.08%	\$1,134.91	12.57%	\$1,045.52	10.35%	53
2015	400	29.03%	\$2,144,263	9.09%	\$1,750,000	19.05%	\$1,285.51	13.27%	\$1,170.39	11.94%	58
2016	677	69.25%	\$2,251,513	5.00%	\$1,800,000	2.86%	\$1,413.51	9.96%	\$1,314.48	12.31%	19
2017	327	-51.70%	\$2,433,902	8.10%	\$1,925,000	6.94%	\$1,380.05	-2.37%	\$1,254.18	-4.59%	54

Average and Median Selling Prices





Luxury Condominiums

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	21	320.00%	\$560,945	4.69%	\$540,000	-1.82%	\$1,051.66	-9.75%	\$1,053.20	-0.77%	31
	2016	12	-42.86%	\$596,458	6.33%	\$556,750	3.10%	\$1,156.93	10.01%	\$1,191.72	13.15%	44
	2017	21	75.00%	\$641,286	7.52%	\$650,000	16.75%	\$1,091.98	-5.61%	\$1,063.12	-10.79%	7
One Bed	2015	104	73.33%	\$1,016,971	15.58%	\$941,450	10.99%	\$1,058.35	11.44%	\$1,036.32	9.60%	45
	2016	204	96.15%	\$1,054,523	3.69%	\$975,000	3.56%	\$1,193.75	12.79%	\$1,137.57	9.77%	6
	2017	76	-62.75%	\$1,013,325	-3.91%	\$977,000	0.21%	\$1,136.93	-4.76%	\$1,122.50	-1.32%	44
Two Beds	2015	210	32.91%	\$2,323,113	33.42%	\$2,037,000	45.50%	\$1,359.96	21.12%	\$1,239.77	16.17%	62
	2016	342	62.86%	\$2,215,088	-4.65%	\$1,970,000	-3.29%	\$1,439.97	5.88%	\$1,373.86	10.82%	22
	2017	135	-60.53%	\$2,250,089	1.58%	\$2,075,000	5.33%	\$1,396.03	-3.05%	\$1,290.91	-6.04%	62
Three Plus Beds	2015	65	-24.42%	\$3,881,643	20.09%	\$3,700,000	51.17%	\$1,484.00	15.70%	\$1,386.53	19.83%	78
	2016	117	80.00%	\$4,276,786	10.18%	\$3,875,000	4.73%	\$1,727.02	16.38%	\$1,725.37	24.44%	32
	2017	93	-20.51%	\$4,215,261	-1.44%	\$3,625,000	-6.45%	\$1,614.50	-6.51%	\$1,463.67	-15.17%	65



Luxury Condominiums

Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	36	200.00%	\$608,590	2.18%	\$570,025	-4.20%	\$1,044.03	-3.75%	\$1,033.37	1.36%	34
	2016	12	-66.67%	\$557,708	-8.36%	\$556,750	-2.33%	\$1,136.12	8.82%	\$1,176.73	13.87%	44
	2017	33	175.00%	\$653,330	17.15%	\$655,000	17.65%	\$1,079.53	-4.98%	\$1,073.53	-8.77%	9
701-1000	2015	54	35.00%	\$915,291	12.14%	\$880,000	8.78%	\$1,049.48	9.37%	\$1,039.48	9.19%	70
	2016	184	240.74%	\$1,012,942	10.67%	\$957,000	8.75%	\$1,200.19	14.36%	\$1,148.23	10.46%	3
	2017	48	-73.91%	\$966,735	-4.56%	\$950,000	-0.73%	\$1,166.91	-2.77%	\$1,156.28	0.70%	32
1001-1500	2015	111	-7.50%	\$1,395,433	10.01%	\$1,370,000	11.79%	\$1,118.90	10.24%	\$1,096.03	10.06%	38
	2016	224	101.80%	\$1,792,396	28.45%	\$1,745,000	27.37%	\$1,352.80	20.90%	\$1,308.41	19.38%	14
	2017	88	-60.71%	\$1,686,559	-5.90%	\$1,645,000	-5.73%	\$1,312.04	-3.01%	\$1,268.49	-3.05%	68
1501-1800	2015	79	38.60%	\$2,389,509	33.15%	\$2,400,000	33.33%	\$1,441.37	32.36%	\$1,405.67	31.02%	75
	2016	126	59.49%	\$2,452,698	2.64%	\$2,387,500	-0.52%	\$1,478.46	2.57%	\$1,445.33	2.82%	21
	2017	43	-65.87%	\$2,376,547	-3.10%	\$2,100,000	-12.04%	\$1,438.51	-2.70%	\$1,287.00	-10.95%	64
1800-2400	2015	79	88.10%	\$2,906,598	14.89%	\$2,925,000	19.51%	\$1,432.77	15.45%	\$1,552.38	26.14%	62
	2016	78	-1.27%	\$3,549,866	22.13%	\$3,459,813	18.28%	\$1,677.28	17.07%	\$1,666.48	7.35%	47
	2017	58	-25.64%	\$2,830,859	-20.25%	\$2,729,160	-21.12%	\$1,369.30	-18.36%	\$1,312.11	-21.26%	84
Over 2400	2015	41	5.13%	\$5,197,190	-2.91%	\$4,600,000	-4.17%	\$1,675.45	1.41%	\$1,499.81	-8.62%	96
	2016	53	29.27%	\$6,486,308	24.80%	\$5,350,000	16.30%	\$1,930.89	15.25%	\$1,947.35	29.84%	54
	2017	57	7.55%	\$5,493,409	-15.31%	\$5,100,000	-4.67%	\$1,805.34	-6.50%	\$1,885.47	-3.18%	47



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Back Bay

2017

Sales Summary

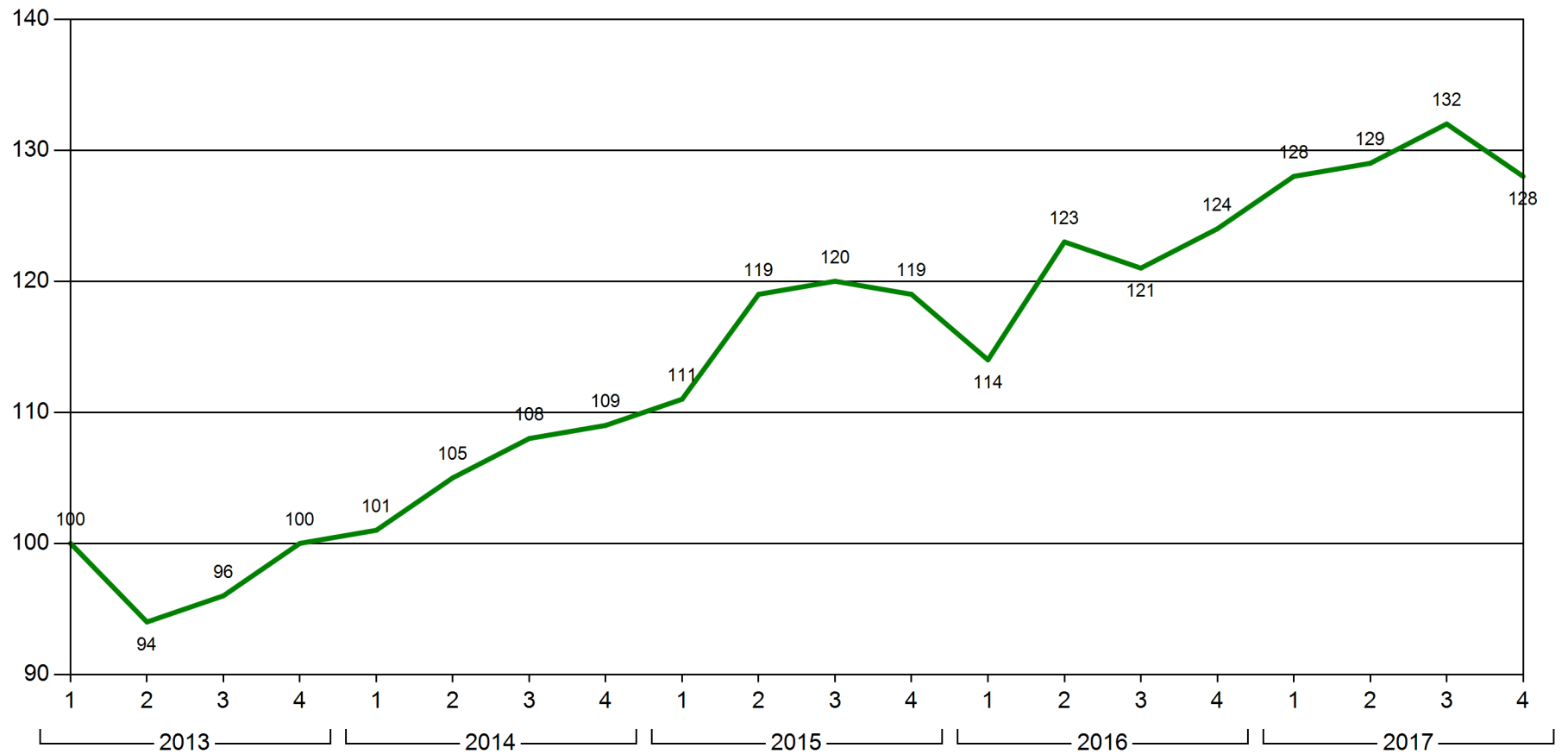
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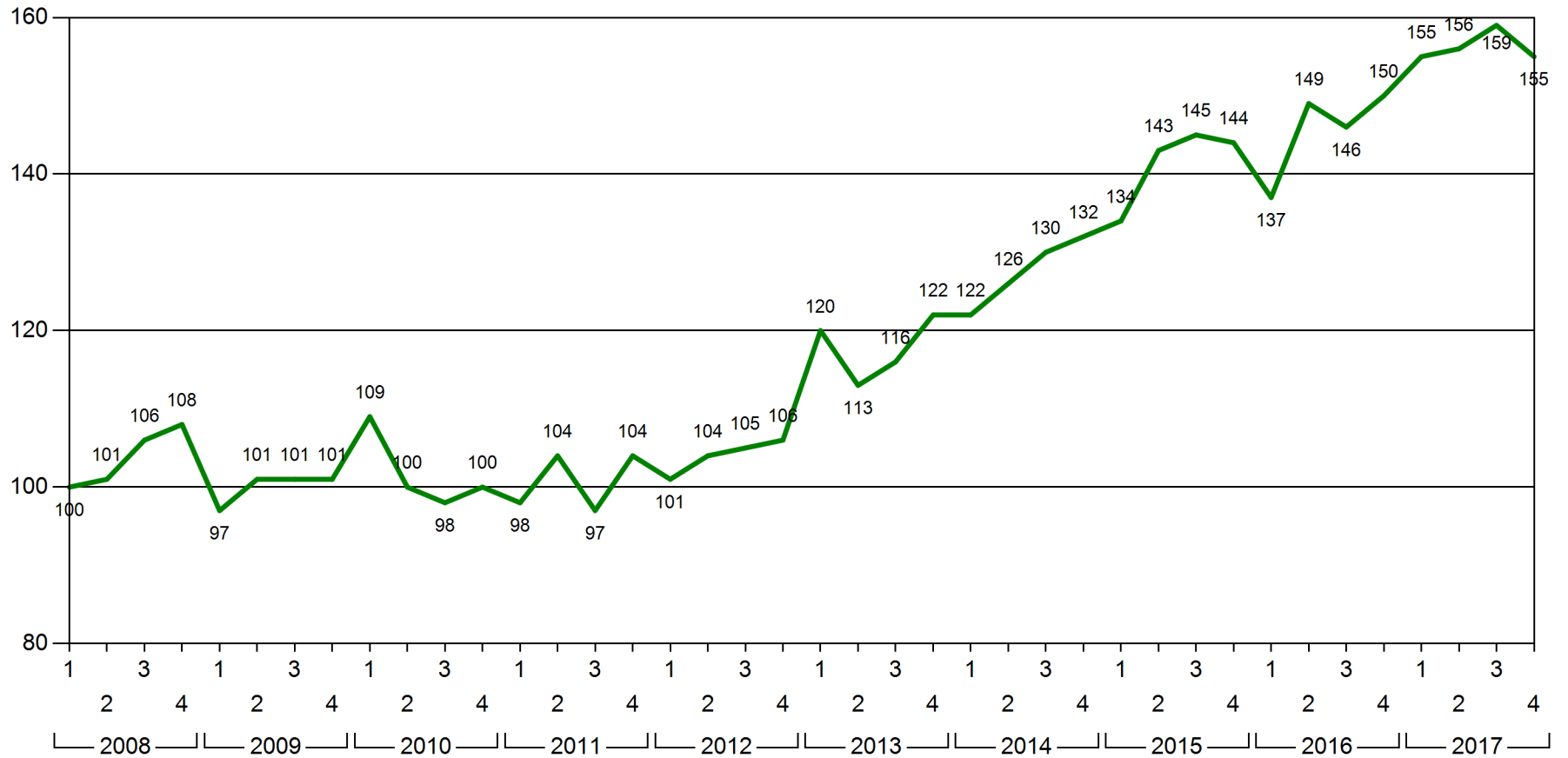
Five Year Price Index
(Appreciation Rate)



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Back Bay

Ten Year Price Index
(Appreciation Rate)



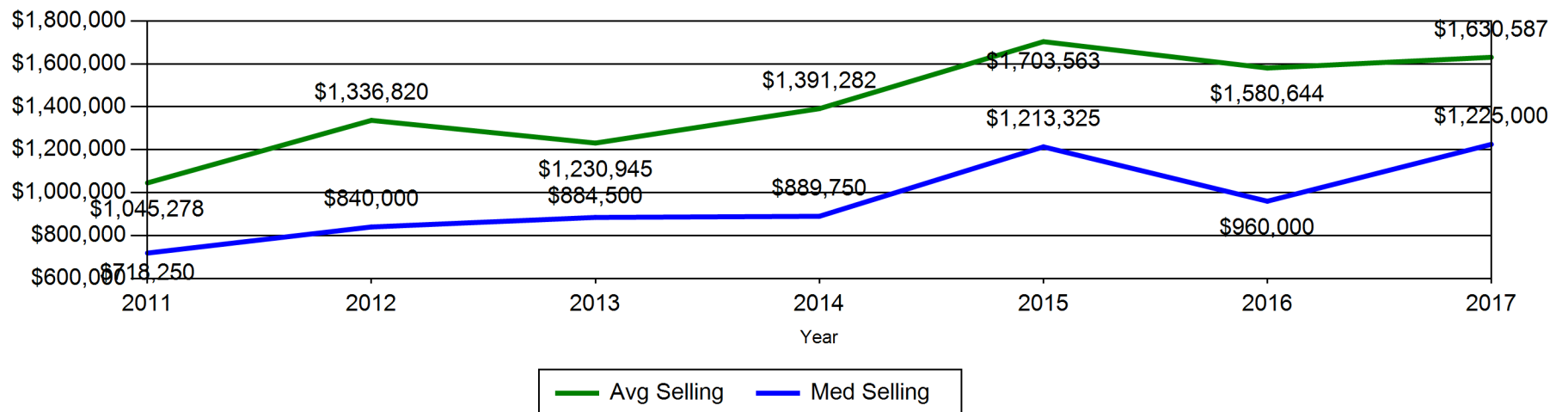


Back Bay

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	98	-2.00%	\$1,045,278	-30.02%	\$718,250	-24.15%	\$800.88	-2.23%	\$731.20	0.11%	123
2012	147	50.00%	\$1,336,820	27.89%	\$840,000	16.95%	\$834.00	4.14%	\$776.26	6.16%	83
2013	112	-23.81%	\$1,230,945	-7.92%	\$884,500	5.30%	\$912.08	9.36%	\$869.61	12.03%	58
2014	94	-16.07%	\$1,391,282	13.03%	\$889,750	0.59%	\$1,023.25	12.19%	\$923.46	6.19%	71
2015	102	8.51%	\$1,703,563	22.45%	\$1,213,325	36.37%	\$1,134.16	10.84%	\$1,016.95	10.12%	76
2016	117	14.71%	\$1,580,644	-7.22%	\$960,000	-20.88%	\$1,141.62	0.66%	\$1,081.87	6.38%	54
2017	91	-22.22%	\$1,630,587	3.16%	\$1,225,000	27.60%	\$1,171.28	2.60%	\$1,136.83	5.08%	62

Average and Median Selling Prices





Back Bay

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	5	-28.57%	\$478,400	54.07%	\$452,500	50.83%	\$988.77	3.77%	\$950.28	4.77%	39
	2016	9	80.00%	\$428,278	-10.48%	\$420,000	-7.18%	\$1,055.27	6.73%	\$1,061.54	11.71%	22
	2017	5	-44.44%	\$423,800	-1.05%	\$425,000	1.19%	\$1,076.11	1.97%	\$1,062.50	0.09%	16
One Bed	2015	32	-17.95%	\$738,570	6.83%	\$637,250	4.47%	\$945.08	11.98%	\$947.32	11.80%	64
	2016	35	9.38%	\$665,600	-9.88%	\$612,483	-3.89%	\$1,007.21	6.57%	\$1,003.78	5.96%	20
	2017	27	-22.86%	\$824,237	23.83%	\$720,000	17.55%	\$1,092.30	8.45%	\$1,042.32	3.84%	53
Two Beds	2015	46	31.43%	\$1,884,522	19.35%	\$1,636,250	23.49%	\$1,139.17	2.64%	\$1,037.43	2.08%	71
	2016	55	19.57%	\$1,552,997	-17.59%	\$1,295,000	-20.86%	\$1,143.90	0.42%	\$1,086.96	4.77%	62
	2017	42	-23.64%	\$1,482,893	-4.51%	\$1,375,000	6.18%	\$1,165.39	1.88%	\$1,124.46	3.45%	65
Three Plus Beds	2015	19	46.15%	\$3,213,113	-9.94%	\$2,775,000	-15.27%	\$1,478.75	8.27%	\$1,345.78	3.95%	100
	2016	18	-5.26%	\$4,020,556	25.13%	\$2,997,500	8.02%	\$1,439.18	-2.68%	\$1,414.29	5.09%	100
	2017	16	-11.11%	\$3,828,969	-4.77%	\$2,837,500	-5.34%	\$1,344.60	-6.57%	\$1,270.58	-10.16%	103



Back Bay

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	20	-9.09%	\$484,140	10.46%	\$466,025	5.32%	\$942.77	-0.22%	\$945.51	3.60%	29
	2016	31	55.00%	\$516,338	6.65%	\$540,000	15.87%	\$1,013.97	7.55%	\$1,026.79	8.60%	19
	2017	25	-19.35%	\$606,576	17.48%	\$610,000	12.96%	\$1,091.32	7.63%	\$1,109.40	8.05%	33
701-1000	2015	20	-4.76%	\$818,697	19.84%	\$749,250	20.85%	\$939.66	14.88%	\$907.80	14.01%	63
	2016	27	35.00%	\$841,741	2.81%	\$808,500	7.91%	\$1,021.75	8.74%	\$1,027.03	13.13%	24
	2017	12	-55.56%	\$862,083	2.42%	\$842,500	4.21%	\$1,022.76	0.10%	\$1,001.98	-2.44%	46
1001-1500	2015	26	4.00%	\$1,281,757	15.44%	\$1,248,750	33.56%	\$1,030.47	7.54%	\$1,045.92	17.31%	50
	2016	27	3.85%	\$1,226,180	-4.34%	\$1,275,000	2.10%	\$1,032.46	0.19%	\$1,053.77	0.75%	66
	2017	28	3.70%	\$1,429,179	16.56%	\$1,404,000	10.12%	\$1,218.50	18.02%	\$1,163.06	10.37%	70
1501-1800	2015	15	50.00%	\$2,467,100	17.13%	\$2,100,000	8.18%	\$1,479.32	14.62%	\$1,248.35	2.07%	79
	2016	8	-46.67%	\$2,276,250	-7.74%	\$1,850,000	-11.90%	\$1,449.73	-2.00%	\$1,187.40	-4.88%	39
	2017	9	12.50%	\$1,759,000	-22.72%	\$1,601,000	-13.46%	\$1,081.05	-25.43%	\$983.45	-17.18%	100
1800-2400	2015	12	50.00%	\$2,285,625	4.07%	\$2,120,000	2.48%	\$1,113.87	1.31%	\$1,115.72	11.77%	219
	2016	14	16.67%	\$2,538,929	11.08%	\$2,582,500	21.82%	\$1,227.21	10.18%	\$1,229.48	10.20%	89
	2017	9	-35.71%	\$2,540,833	0.08%	\$2,750,000	6.49%	\$1,259.34	2.62%	\$1,321.96	7.52%	43
Over 2400	2015	9	12.50%	\$5,549,667	9.89%	\$4,395,000	-2.33%	\$1,742.99	10.98%	\$1,502.56	-6.44%	71
	2016	10	11.11%	\$5,934,000	6.93%	\$5,022,500	14.28%	\$1,789.40	2.66%	\$1,720.36	14.50%	150
	2017	8	-20.00%	\$5,519,813	-6.98%	\$4,548,750	-9.43%	\$1,481.09	-17.23%	\$1,282.75	-25.44%	130

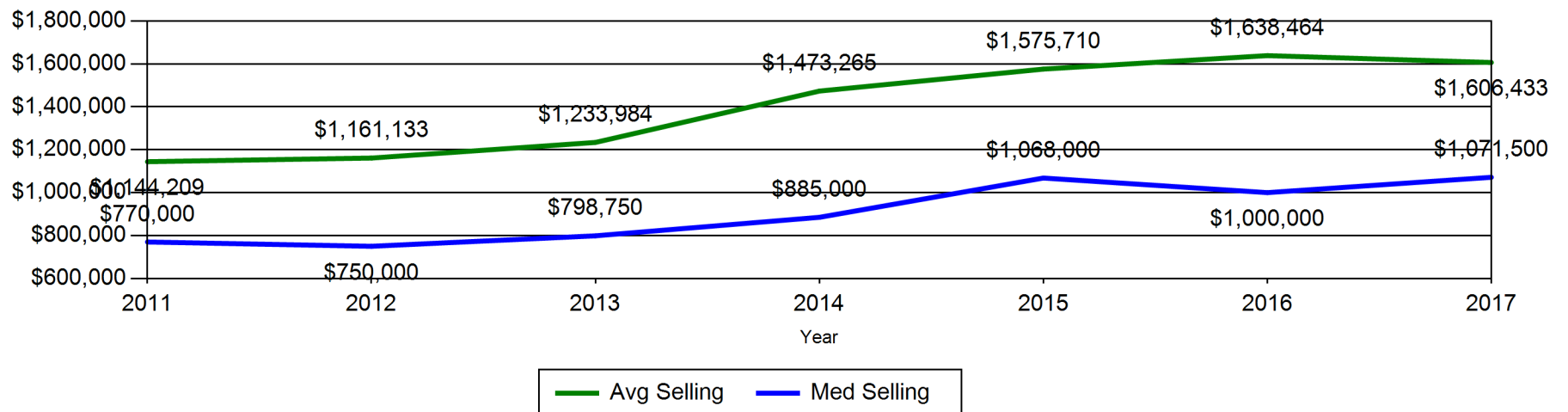


Back Bay

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	448	-3.03%	\$1,144,209	-5.19%	\$770,000	2.33%	\$786.84	-0.23%	\$719.89	0.34%	123
2012	575	28.35%	\$1,161,133	1.48%	\$750,000	-2.60%	\$808.23	2.72%	\$754.30	4.78%	98
2013	514	-10.61%	\$1,233,984	6.27%	\$798,750	6.50%	\$898.52	11.17%	\$836.10	10.85%	62
2014	442	-14.01%	\$1,473,265	19.39%	\$885,000	10.80%	\$993.17	10.53%	\$910.45	8.89%	56
2015	439	-0.68%	\$1,575,710	6.95%	\$1,068,000	20.68%	\$1,111.45	11.91%	\$1,021.28	12.17%	52
2016	468	6.61%	\$1,638,464	3.98%	\$1,000,000	-6.37%	\$1,125.40	1.26%	\$1,045.13	2.34%	66
2017	412	-11.97%	\$1,606,433	-1.95%	\$1,071,500	7.15%	\$1,188.02	5.56%	\$1,112.80	6.48%	56

Average and Median Selling Prices





Back Bay

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	32	100.00%	\$442,562	28.27%	\$441,250	43.50%	\$1,056.23	22.48%	\$1,046.00	28.56%	38
	2016	32	0.00%	\$440,391	-0.49%	\$440,000	-0.28%	\$1,034.50	-2.06%	\$1,040.94	-0.48%	26
	2017	30	-6.25%	\$573,063	30.13%	\$485,000	10.23%	\$1,163.30	12.45%	\$1,110.47	6.68%	24
One Bed	2015	146	-4.58%	\$729,205	17.86%	\$632,500	12.15%	\$971.71	11.86%	\$957.72	12.05%	42
	2016	142	-2.74%	\$708,274	-2.87%	\$637,000	0.71%	\$1,003.66	3.29%	\$1,003.02	4.73%	31
	2017	146	2.82%	\$780,528	10.20%	\$677,000	6.28%	\$1,065.33	6.14%	\$1,042.32	3.92%	32
Two Beds	2015	178	-4.30%	\$1,742,177	24.50%	\$1,462,500	27.17%	\$1,147.28	16.02%	\$1,041.36	14.13%	49
	2016	209	17.42%	\$1,489,577	-14.50%	\$1,250,000	-14.53%	\$1,106.63	-3.54%	\$1,044.30	0.28%	64
	2017	164	-21.53%	\$1,586,599	6.51%	\$1,400,000	12.00%	\$1,203.27	8.73%	\$1,125.00	7.73%	49
Three Plus Beds	2015	80	-5.88%	\$3,234,702	-4.18%	\$3,022,500	8.33%	\$1,317.45	5.61%	\$1,240.23	6.46%	72
	2016	84	5.00%	\$4,038,244	24.84%	\$3,237,500	7.11%	\$1,412.56	7.22%	\$1,385.79	11.74%	115
	2017	70	-16.67%	\$3,849,273	-4.68%	\$3,150,000	-2.70%	\$1,417.84	0.37%	\$1,332.14	-3.87%	125



Back Bay

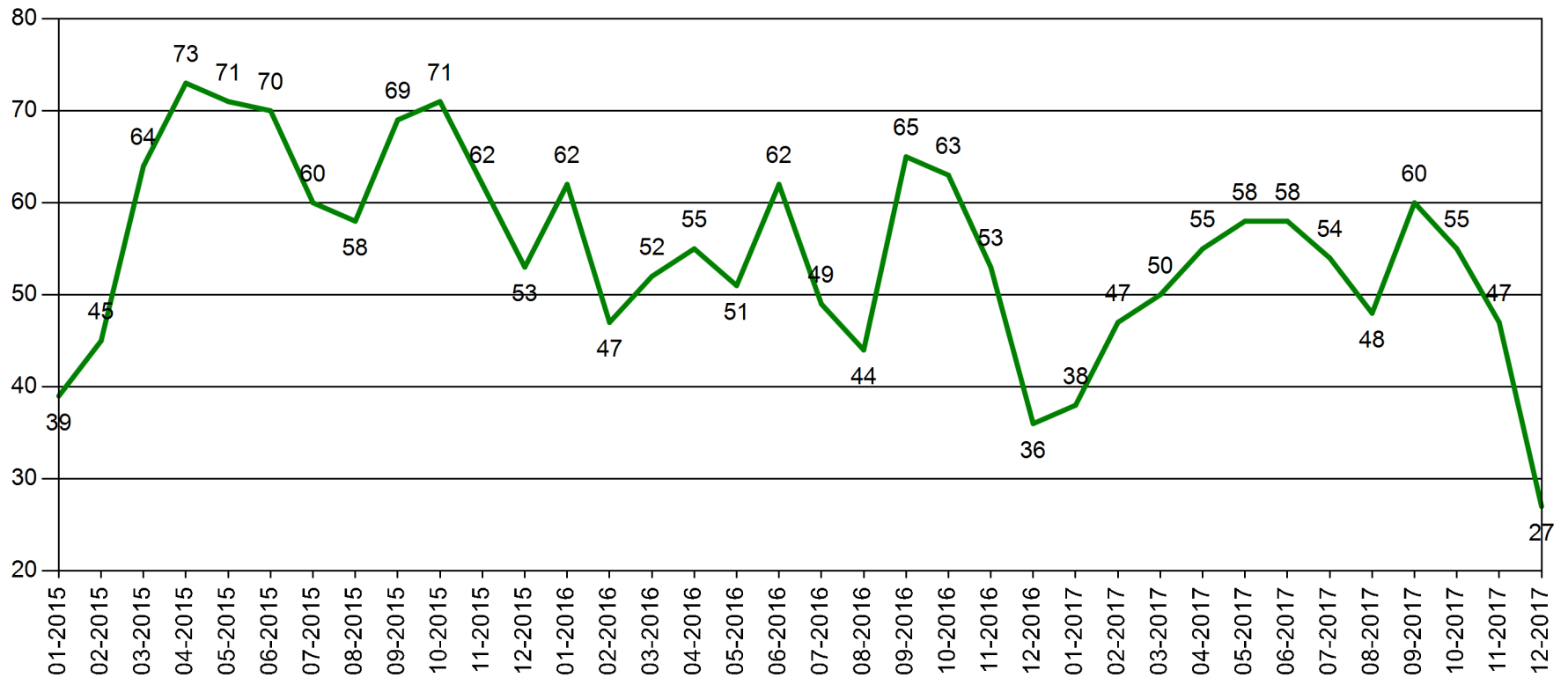
Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	109	6.86%	\$485,900	4.35%	\$482,500	4.32%	\$976.78	9.11%	\$966.83	11.25%	31
	2016	116	6.42%	\$520,461	7.11%	\$529,000	9.64%	\$1,005.08	2.90%	\$1,001.13	3.55%	29
	2017	120	3.45%	\$571,650	9.84%	\$573,000	8.32%	\$1,088.94	8.34%	\$1,063.26	6.21%	26
701-1000	2015	82	-11.83%	\$815,282	19.98%	\$782,500	20.38%	\$956.56	16.43%	\$944.28	18.60%	43
	2016	94	14.63%	\$815,427	0.02%	\$802,103	2.51%	\$988.18	3.31%	\$977.47	3.51%	27
	2017	74	-21.28%	\$848,135	4.01%	\$843,000	5.10%	\$1,026.82	3.91%	\$1,030.80	5.46%	28
1001-1500	2015	112	-2.61%	\$1,292,321	15.41%	\$1,236,250	12.39%	\$1,039.34	11.85%	\$1,016.87	13.93%	41
	2016	123	9.82%	\$1,263,490	-2.23%	\$1,175,000	-4.95%	\$1,045.99	0.64%	\$1,025.87	0.88%	54
	2017	109	-11.38%	\$1,422,296	12.57%	\$1,400,000	19.15%	\$1,193.25	14.08%	\$1,145.99	11.71%	51
1501-1800	2015	52	57.58%	\$2,189,802	25.10%	\$1,925,000	17.56%	\$1,330.80	24.12%	\$1,166.74	19.34%	64
	2016	33	-36.54%	\$2,050,255	-6.37%	\$1,980,000	2.86%	\$1,257.83	-5.48%	\$1,196.17	2.52%	80
	2017	32	-3.03%	\$2,073,391	1.13%	\$1,812,500	-8.46%	\$1,272.63	1.18%	\$1,104.90	-7.63%	59
1800-2400	2015	45	-4.26%	\$2,632,556	18.41%	\$2,500,000	15.47%	\$1,278.03	16.10%	\$1,160.34	6.21%	82
	2016	54	20.00%	\$2,705,164	2.76%	\$2,697,750	7.91%	\$1,314.22	2.83%	\$1,265.20	9.04%	82
	2017	34	-37.04%	\$2,569,162	-5.03%	\$2,687,500	-0.38%	\$1,282.73	-2.40%	\$1,242.30	-1.81%	94
Over 2400	2015	39	-23.53%	\$4,996,051	3.38%	\$4,395,000	-2.33%	\$1,535.92	2.67%	\$1,376.81	-3.36%	80
	2016	47	20.51%	\$5,511,301	10.31%	\$5,165,000	17.52%	\$1,594.71	3.83%	\$1,586.94	15.26%	163
	2017	42	-10.64%	\$5,255,598	-4.64%	\$4,412,500	-14.57%	\$1,600.44	0.36%	\$1,433.26	-9.68%	158

LINK

Back Bay

Inventory Fourth Quarter 2017





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Beacon Hill

2017

Sales Summary

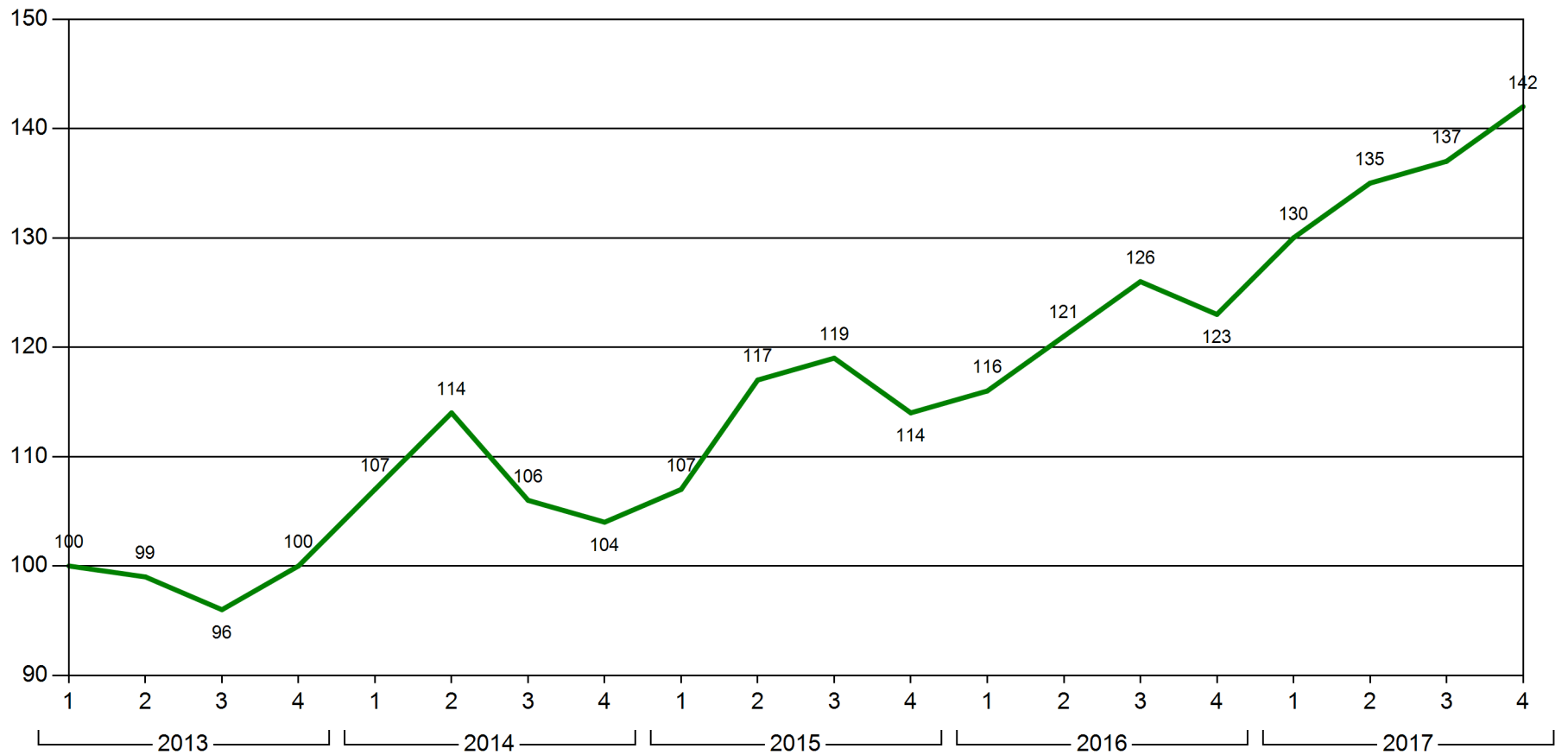
24 School Street, Boston, MA 02108

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Beacon Hill

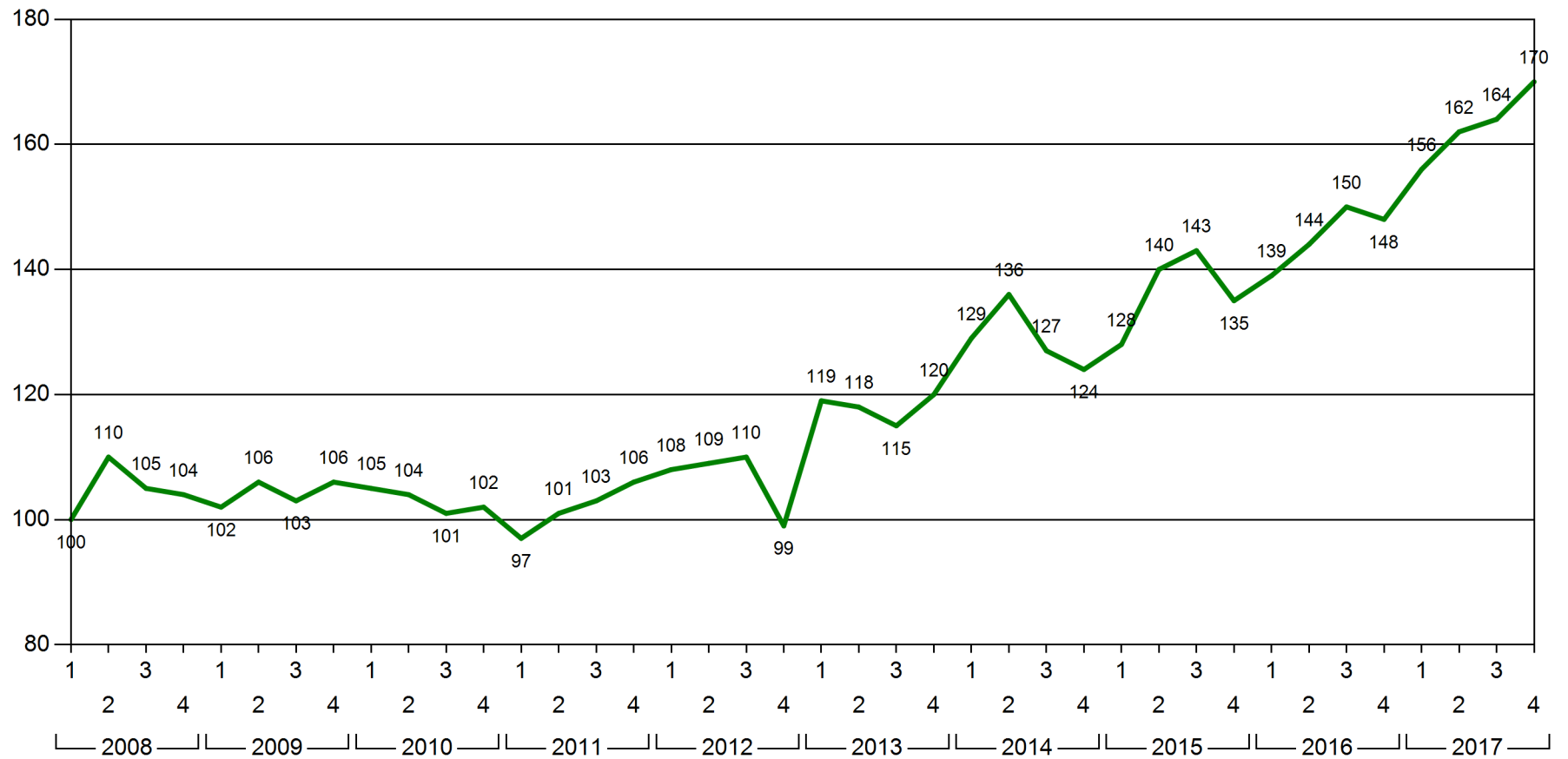
Five Year Price Index
(Appreciation Rate)





Beacon Hill

Ten Year Price Index
(Appreciation Rate)



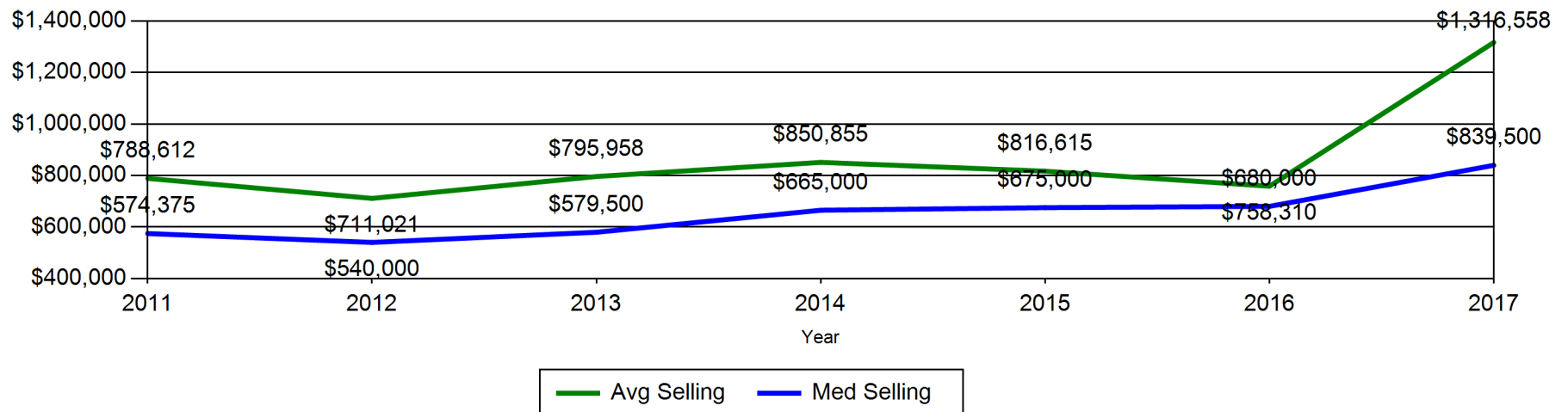


Beacon Hill

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	36	-7.69%	\$788,612	12.91%	\$574,375	27.78%	\$739.44	5.17%	\$735.32	8.88%	80
2012	63	75.00%	\$711,021	-9.84%	\$540,000	-5.98%	\$696.99	-5.74%	\$685.84	-6.73%	72
2013	38	-39.68%	\$795,958	11.95%	\$579,500	7.31%	\$822.80	18.05%	\$823.70	20.10%	49
2014	43	13.16%	\$850,855	6.90%	\$665,000	14.75%	\$849.09	3.20%	\$830.84	0.87%	51
2015	39	-9.30%	\$816,615	-4.02%	\$675,000	1.50%	\$902.16	6.25%	\$888.59	6.95%	36
2016	29	-25.64%	\$758,310	-7.14%	\$680,000	0.74%	\$985.09	9.19%	\$1,003.60	12.94%	27
2017	43	48.28%	\$1,316,558	73.62%	\$839,500	23.46%	\$1,181.06	19.89%	\$1,130.70	12.66%	44

Average and Median Selling Prices





Beacon Hill

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	5	400.00%	\$519,000	20.70%	\$540,000	25.58%	\$1,073.38	37.29%	\$1,052.63	34.64%	93
	2016	1	-80.00%	\$415,000	-20.04%	\$415,000	-23.15%	\$912.09	-15.03%	\$912.09	-13.35%	
	2017	1	0.00%	\$295,000	-28.92%	\$295,000	-28.92%	\$1,125.95	23.45%	\$1,125.95	23.45%	
One Bed	2015	14	-17.65%	\$591,036	18.97%	\$616,000	41.61%	\$826.27	-2.98%	\$871.99	4.99%	35
	2016	14	0.00%	\$554,214	-6.23%	\$497,000	-19.32%	\$1,010.24	22.27%	\$1,024.19	17.45%	14
	2017	25	78.57%	\$734,960	32.61%	\$713,500	43.56%	\$1,093.36	8.23%	\$1,128.00	10.14%	42
Two Beds	2015	17	-19.05%	\$1,026,676	24.22%	\$840,000	9.62%	\$922.95	13.12%	\$888.59	6.95%	28
	2016	12	-29.41%	\$918,708	-10.52%	\$842,500	0.30%	\$951.43	3.09%	\$973.60	9.57%	47
	2017	13	8.33%	\$1,303,692	41.90%	\$995,000	18.10%	\$1,172.84	23.27%	\$1,076.28	10.55%	49
Three Plus Beds	2015	3	-25.00%	\$1,175,000	-54.61%	\$875,000	-64.06%	\$853.13	-17.12%	\$738.40	-26.44%	60
	2016	1	-66.67%	\$1,592,500	35.53%	\$1,592,500	82.00%	\$1,109.76	30.08%	\$1,109.76	50.29%	
	2017	4	300.00%	\$5,248,750	229.59%	\$4,697,500	194.98%	\$1,769.64	59.46%	\$1,711.68	54.24%	36



Beacon Hill

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	12	-33.33%	\$545,167	21.19%	\$578,250	33.70%	\$979.97	14.48%	\$979.01	16.42%	36
	2016	14	16.67%	\$506,857	-7.03%	\$494,500	-14.48%	\$1,026.48	4.75%	\$1,016.03	3.78%	17
	2017	16	14.29%	\$585,469	15.51%	\$584,000	18.10%	\$1,140.11	11.07%	\$1,126.98	10.92%	14
701-1000	2015	14	16.67%	\$661,429	-4.34%	\$686,000	-1.65%	\$817.46	0.06%	\$867.28	4.27%	42
	2016	8	-42.86%	\$735,000	11.12%	\$795,000	15.89%	\$905.55	10.78%	\$958.52	10.52%	17
	2017	15	87.50%	\$871,433	18.56%	\$842,500	5.97%	\$1,044.87	15.39%	\$1,076.28	12.29%	39
1001-1500	2015	9	12.50%	\$1,045,000	8.02%	\$1,050,000	17.45%	\$869.85	11.66%	\$888.59	14.81%	35
	2016	5	-44.44%	\$1,226,000	17.32%	\$1,175,000	11.90%	\$983.23	13.03%	\$940.00	5.79%	80
	2017	7	40.00%	\$1,368,286	11.61%	\$1,390,000	18.30%	\$1,084.91	10.34%	\$1,155.56	22.93%	77
1501-1800	2015	4	100.00%	\$1,660,250	-0.29%	\$1,690,000	1.50%	\$1,037.87	3.23%	\$1,079.04	7.33%	24
	2016	1	-75.00%	\$1,685,000	1.49%	\$1,685,000	-0.30%	\$1,051.15	1.28%	\$1,051.15	-2.58%	
	2017	1	0.00%	\$3,600,000	113.65%	\$3,600,000	113.65%	\$2,197.80	109.08%	\$2,197.80	109.08%	116
1800-2400	2015	0	-100.00%									
	2016	0										
	2017	1		\$2,800,000		\$2,800,000		\$1,195.05		\$1,195.05		51
Over 2400	2015	0	-100.00%									
	2016	0										
	2017	3		\$6,065,000		\$4,895,000		\$1,961.18		\$1,811.62		22

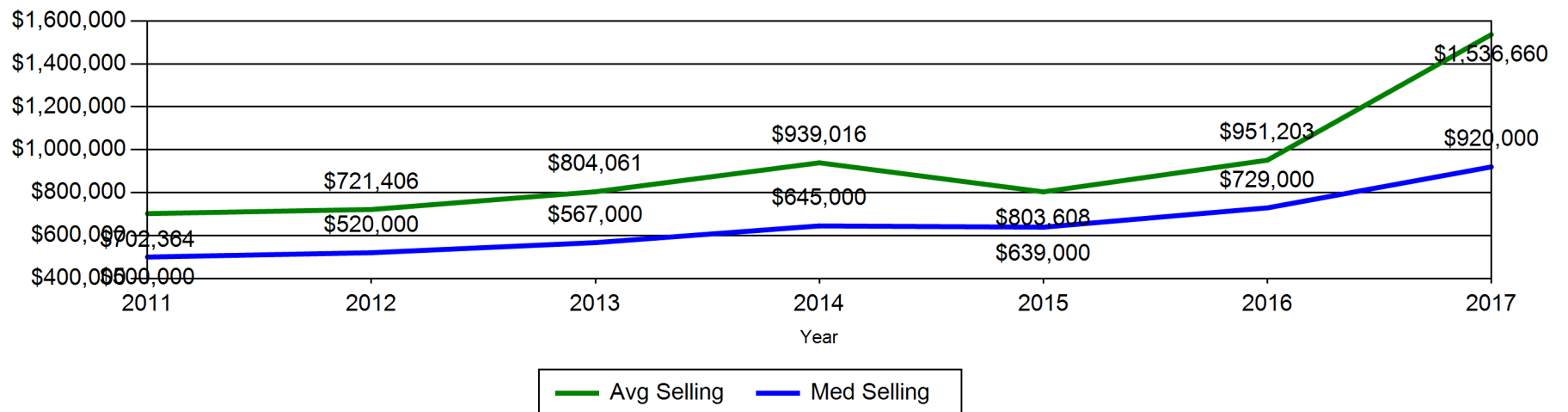


Beacon Hill

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	183	12.96%	\$702,364	-2.15%	\$500,000	2.04%	\$700.56	-1.27%	\$676.88	-2.33%	93
2012	219	19.67%	\$721,406	2.71%	\$520,000	4.00%	\$730.32	4.25%	\$722.49	6.74%	77
2013	170	-22.37%	\$804,061	11.46%	\$567,000	9.04%	\$801.87	9.80%	\$795.14	10.06%	44
2014	175	2.94%	\$939,016	16.78%	\$645,000	13.76%	\$889.93	10.98%	\$872.26	9.70%	47
2015	193	10.29%	\$803,608	-14.42%	\$639,000	-0.93%	\$926.85	4.15%	\$920.00	5.47%	32
2016	157	-18.65%	\$951,203	18.37%	\$729,000	14.08%	\$976.82	5.39%	\$993.81	8.02%	45
2017	185	17.83%	\$1,536,660	61.55%	\$920,000	26.20%	\$1,153.00	18.04%	\$1,086.07	9.28%	58

Average and Median Selling Prices





Beacon Hill

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	17	88.89%	\$433,700	29.60%	\$415,000	30.50%	\$1,016.26	20.17%	\$993.90	26.81%	48
	2016	8	-52.94%	\$463,125	6.78%	\$455,000	9.64%	\$1,009.93	-0.62%	\$1,026.36	3.27%	33
	2017	6	-25.00%	\$445,000	-3.91%	\$460,000	1.10%	\$991.12	-1.86%	\$986.92	-3.84%	
One Bed	2015	85	26.87%	\$559,375	14.46%	\$521,500	16.67%	\$897.63	-0.28%	\$908.85	-0.32%	28
	2016	61	-28.24%	\$599,762	7.22%	\$570,000	9.30%	\$982.16	9.42%	\$999.21	9.94%	32
	2017	74	21.31%	\$661,752	10.34%	\$637,500	11.84%	\$1,072.18	9.17%	\$1,065.57	6.64%	33
Two Beds	2015	71	-8.97%	\$956,028	3.48%	\$800,000	-1.10%	\$917.38	7.53%	\$901.30	6.94%	33
	2016	74	4.23%	\$1,110,910	16.20%	\$927,000	15.88%	\$966.19	5.32%	\$965.07	7.07%	52
	2017	72	-2.70%	\$1,328,092	19.55%	\$1,238,500	33.60%	\$1,103.05	14.16%	\$1,072.93	11.18%	63
Three Plus Beds	2015	20	0.00%	\$1,614,925	-40.75%	\$1,392,500	-21.66%	\$1,008.62	-1.04%	\$1,045.71	4.72%	42
	2016	13	-35.00%	\$1,972,385	22.13%	\$1,592,500	14.36%	\$991.92	-1.66%	\$1,050.80	0.49%	68
	2017	33	153.85%	\$4,152,115	110.51%	\$3,400,000	113.50%	\$1,472.66	48.47%	\$1,341.02	27.62%	78



Beacon Hill

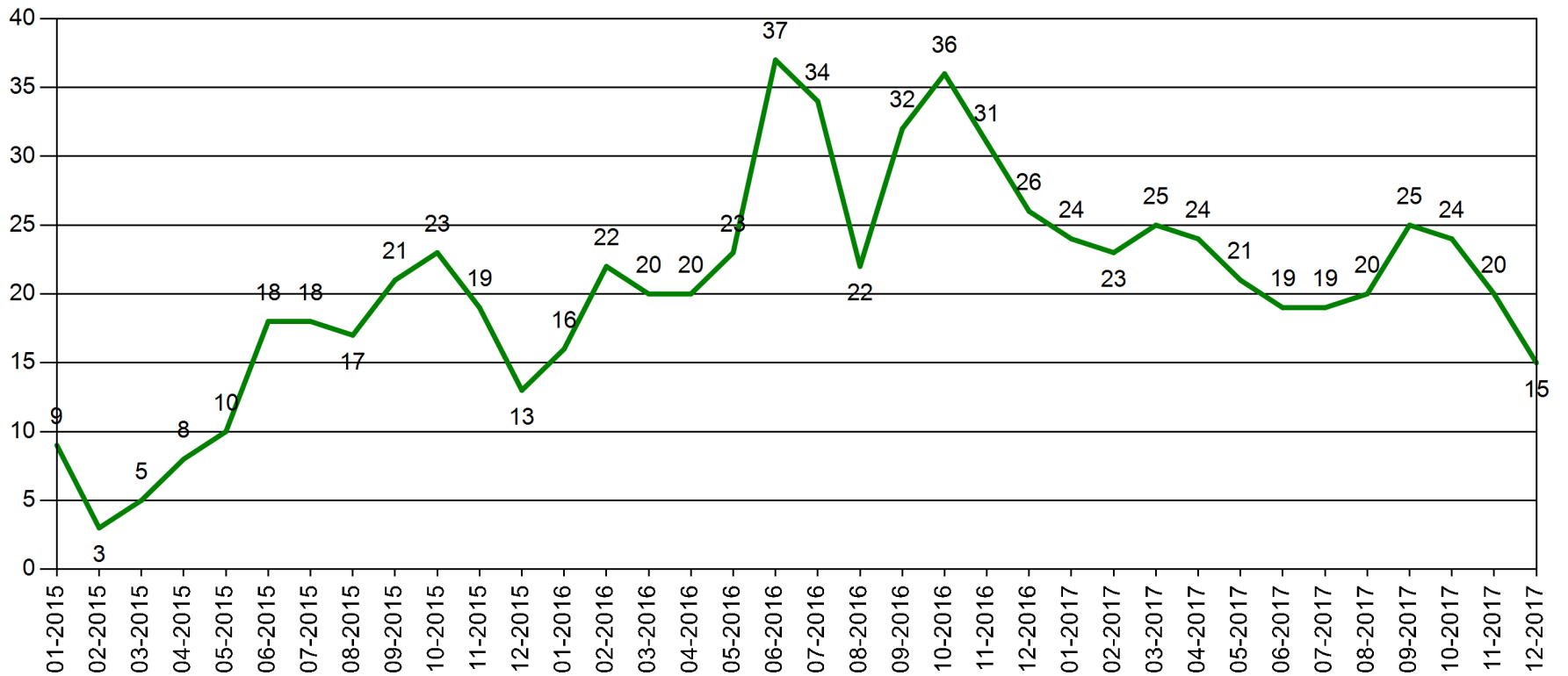
Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	91	19.74%	\$491,308	12.27%	\$475,000	12.36%	\$941.86	5.88%	\$947.37	7.05%	30
	2016	63	-30.77%	\$523,325	6.52%	\$529,000	11.37%	\$1,007.98	7.02%	\$1,010.99	6.72%	21
	2017	69	9.52%	\$568,399	8.61%	\$560,000	5.86%	\$1,083.15	7.46%	\$1,057.14	4.57%	26
701-1000	2015	49	22.50%	\$733,853	6.04%	\$732,000	5.60%	\$874.22	4.34%	\$886.52	4.02%	31
	2016	37	-24.49%	\$740,429	0.90%	\$738,080	0.83%	\$895.52	2.44%	\$906.74	2.28%	52
	2017	33	-10.81%	\$838,824	13.29%	\$830,000	12.45%	\$1,012.71	13.09%	\$1,005.37	10.88%	34
1001-1500	2015	36	-2.70%	\$1,144,847	6.16%	\$1,185,000	14.49%	\$931.95	10.09%	\$897.76	7.33%	40
	2016	39	8.33%	\$1,202,294	5.02%	\$1,199,000	1.18%	\$976.71	4.80%	\$966.54	7.66%	50
	2017	39	0.00%	\$1,343,179	11.72%	\$1,350,000	12.59%	\$1,069.37	9.49%	\$1,086.07	12.37%	49
1501-1800	2015	11	83.33%	\$1,501,455	-11.26%	\$1,525,000	-11.05%	\$926.49	-10.15%	\$988.98	-1.63%	30
	2016	6	-45.45%	\$1,601,500	6.66%	\$1,652,500	8.36%	\$964.33	4.09%	\$995.16	0.63%	92
	2017	9	50.00%	\$1,926,000	20.26%	\$1,850,000	11.95%	\$1,188.85	23.28%	\$1,170.89	17.66%	153
1800-2400	2015	3	-62.50%	\$2,032,667	6.12%	\$2,073,000	10.56%	\$941.41	4.88%	\$901.30	1.71%	23
	2016	7	133.33%	\$2,210,714	8.76%	\$1,950,000	-5.93%	\$1,066.75	13.31%	\$1,003.30	11.32%	43
	2017	18	157.14%	\$2,716,528	22.88%	\$2,713,750	39.17%	\$1,288.92	20.83%	\$1,257.49	25.34%	128
Over 2400	2015	3	-57.14%	\$3,533,333	-31.31%	\$3,675,000	9.70%	\$1,256.47	-2.70%	\$1,179.40	-0.16%	
	2016	4	33.33%	\$3,950,000	11.79%	\$3,525,000	-4.08%	\$1,100.57	-12.41%	\$1,244.43	5.51%	207
	2017	17	325.00%	\$5,809,753	47.08%	\$4,690,500	33.06%	\$1,737.81	57.90%	\$1,602.87	28.80%	56

LINK

Beacon Hill

Inventory Fourth Quarter 2017





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Charlestown

2017

Sales Summary

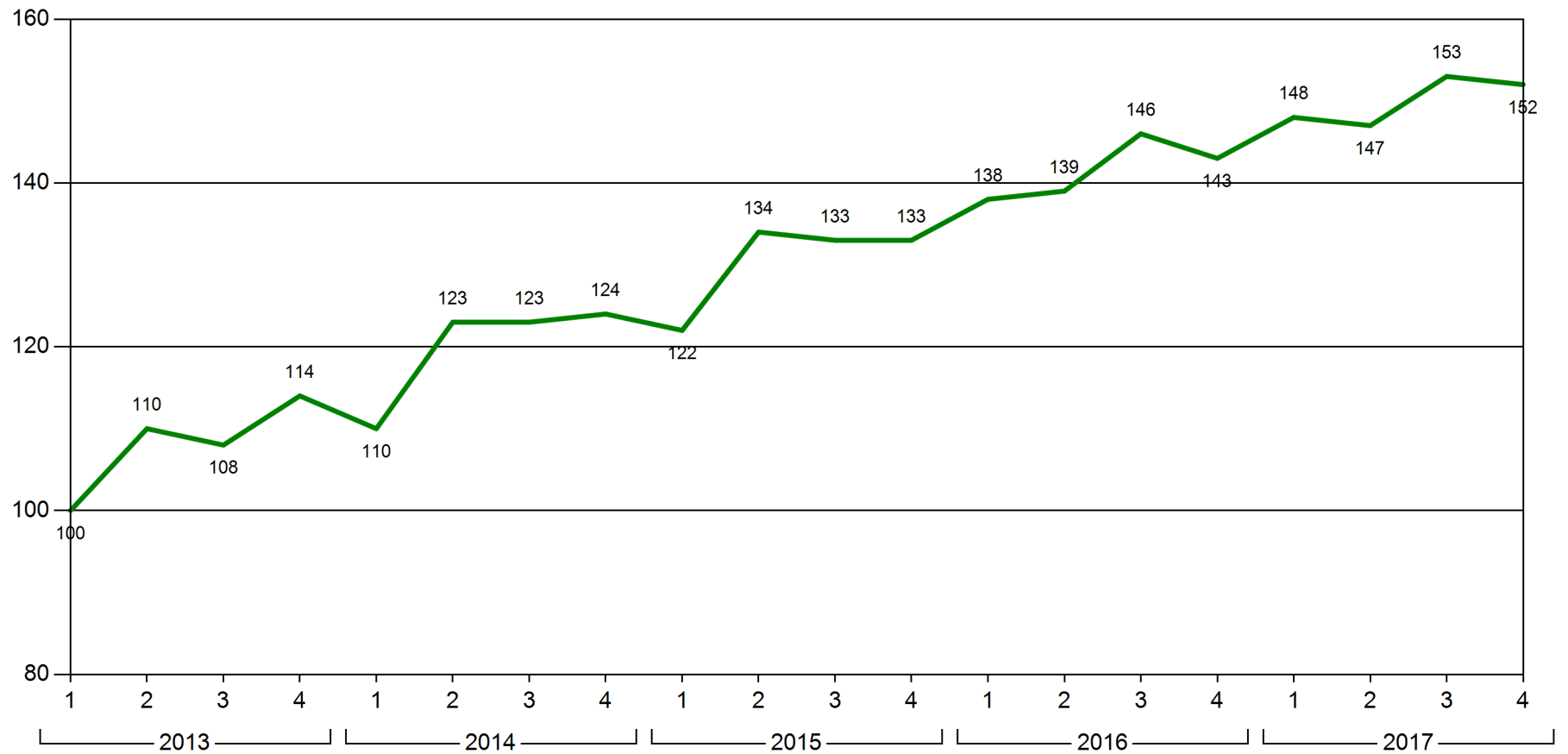
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Charlestown

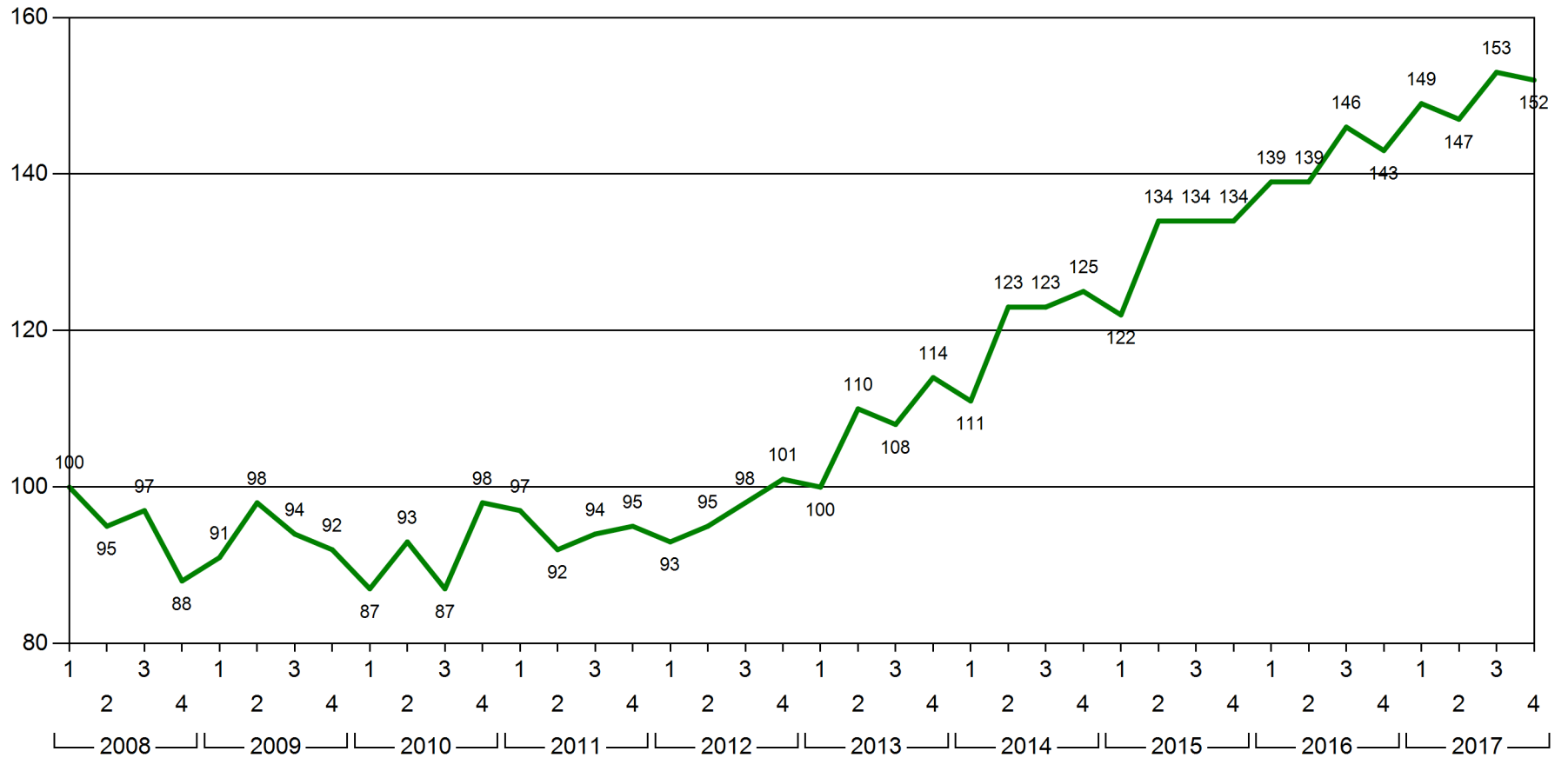
Five Year Price Index
(Appreciation Rate)





Charlestown

Ten Year Price Index
(Appreciation Rate)



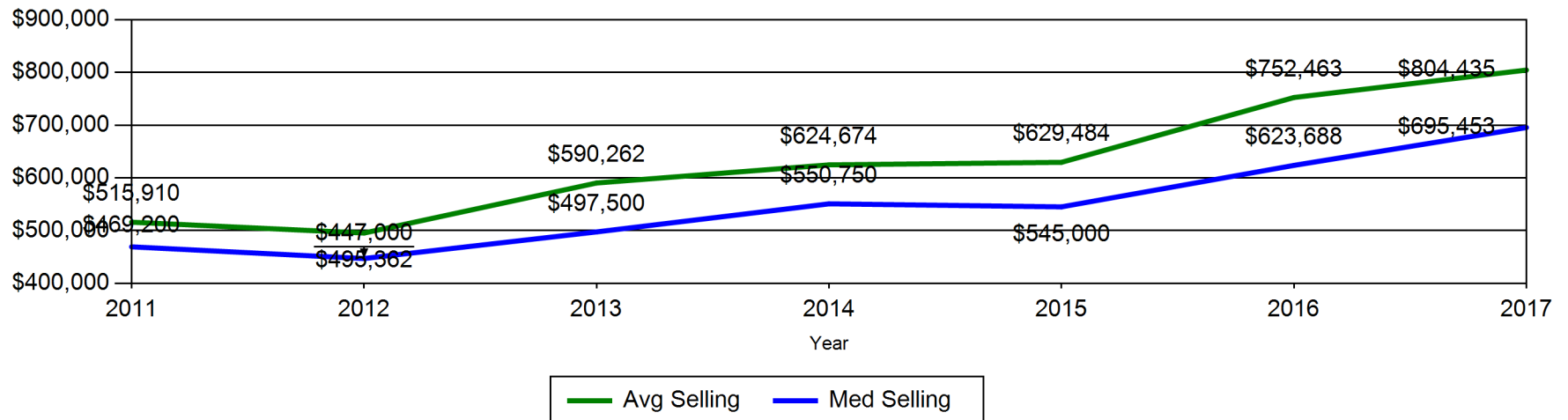


Charlestown

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	51	4.08%	\$515,910	7.48%	\$469,200	7.25%	\$441.90	-0.82%	\$464.06	3.18%	78
2012	84	64.71%	\$495,362	-3.98%	\$447,000	-4.73%	\$465.89	5.43%	\$468.83	1.03%	60
2013	105	25.00%	\$590,262	19.16%	\$497,500	11.30%	\$531.22	14.02%	\$528.97	12.83%	38
2014	78	-25.71%	\$624,674	5.83%	\$550,750	10.70%	\$568.03	6.93%	\$558.33	5.55%	36
2015	82	5.13%	\$629,484	0.77%	\$545,000	-1.04%	\$630.07	10.92%	\$644.10	15.36%	39
2016	88	7.32%	\$752,463	19.54%	\$623,688	14.44%	\$650.59	3.26%	\$656.32	1.90%	35
2017	69	-21.59%	\$804,435	6.91%	\$695,453	11.51%	\$689.61	6.00%	\$710.66	8.28%	43

Average and Median Selling Prices





Charlestown

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	6		\$405,000		\$417,500		\$817.66		\$835.00		23
	2016	2	-66.67%	\$358,500	-11.48%	\$358,500	-14.13%	\$800.67	-2.08%	\$800.67	-4.11%	57
	2017	1	-50.00%	\$400,000	11.58%	\$400,000	11.58%	\$863.93	7.90%	\$863.93	7.90%	108
One Bed	2015	28	40.00%	\$466,414	12.23%	\$435,000	4.76%	\$631.56	1.44%	\$656.45	4.03%	60
	2016	25	-10.71%	\$523,730	12.29%	\$495,000	13.79%	\$695.18	10.07%	\$699.63	6.58%	30
	2017	20	-20.00%	\$591,550	12.95%	\$560,000	13.13%	\$778.81	12.03%	\$774.14	10.65%	31
Two Beds	2015	41	-14.58%	\$717,442	5.98%	\$590,000	-1.67%	\$612.23	9.41%	\$620.22	12.71%	29
	2016	41	0.00%	\$727,200	1.36%	\$678,000	14.92%	\$644.60	5.29%	\$650.03	4.80%	33
	2017	27	-34.15%	\$717,574	-1.32%	\$693,000	2.21%	\$675.84	4.85%	\$688.12	5.86%	42
Three Plus Beds	2015	7	-36.36%	\$959,000	26.50%	\$950,000	34.75%	\$567.79	10.79%	\$594.54	14.46%	29
	2016	20	185.71%	\$1,129,563	17.79%	\$1,035,000	8.95%	\$592.15	4.29%	\$600.34	0.98%	44
	2017	21	5.00%	\$1,138,119	0.76%	\$1,003,500	-3.04%	\$614.05	3.70%	\$598.43	-0.32%	47



Charlestown

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	23	43.75%	\$393,406	-1.22%	\$419,000	0.48%	\$677.89	6.71%	\$682.68	6.47%	44
	2016	14	-39.13%	\$410,170	4.26%	\$405,750	-3.16%	\$730.11	7.70%	\$736.72	7.92%	35
	2017	12	-14.29%	\$494,504	20.56%	\$501,525	23.60%	\$789.03	8.07%	\$781.00	6.01%	31
701-1000	2015	23	0.00%	\$504,322	4.47%	\$520,000	9.24%	\$625.55	9.95%	\$648.04	15.32%	36
	2016	25	8.70%	\$546,229	8.31%	\$540,000	3.85%	\$646.07	3.28%	\$655.74	1.19%	29
	2017	18	-28.00%	\$602,750	10.35%	\$601,500	11.39%	\$737.22	14.11%	\$754.27	15.03%	33
1001-1500	2015	24	-14.29%	\$668,916	1.62%	\$660,000	-0.38%	\$588.48	9.74%	\$586.26	8.82%	28
	2016	32	33.33%	\$769,277	15.00%	\$763,000	15.61%	\$633.62	7.67%	\$643.07	9.69%	25
	2017	24	-25.00%	\$801,498	4.19%	\$807,500	5.83%	\$654.28	3.26%	\$665.98	3.56%	47
1501-1800	2015	6	20.00%	\$1,023,167	10.03%	\$1,000,000	14.29%	\$612.46	9.57%	\$618.23	23.72%	36
	2016	8	33.33%	\$1,002,375	-2.03%	\$1,035,000	3.50%	\$592.76	-3.22%	\$600.34	-2.89%	27
	2017	3	-62.50%	\$1,050,667	4.82%	\$991,000	-4.25%	\$611.01	3.08%	\$590.23	-1.68%	16
1800-2400	2015	4	0.00%	\$1,373,000	17.54%	\$1,120,000	-3.39%	\$660.66	10.18%	\$565.81	-2.04%	67
	2016	6	50.00%	\$1,188,875	-13.41%	\$1,200,000	7.14%	\$614.17	-7.04%	\$606.97	7.27%	94
	2017	7	16.67%	\$1,167,357	-1.81%	\$1,070,000	-10.83%	\$595.55	-3.03%	\$540.61	-10.93%	71
Over 2400	2015	2	-33.33%	\$1,642,500	25.79%	\$1,642,500	21.67%	\$622.70	25.47%	\$622.70	27.40%	128
	2016	3	50.00%	\$2,349,833	43.06%	\$2,350,000	43.07%	\$725.42	16.50%	\$629.54	1.10%	123
	2017	5	66.67%	\$1,632,600	-30.52%	\$1,550,500	-34.02%	\$627.96	-13.43%	\$598.43	-4.94%	58

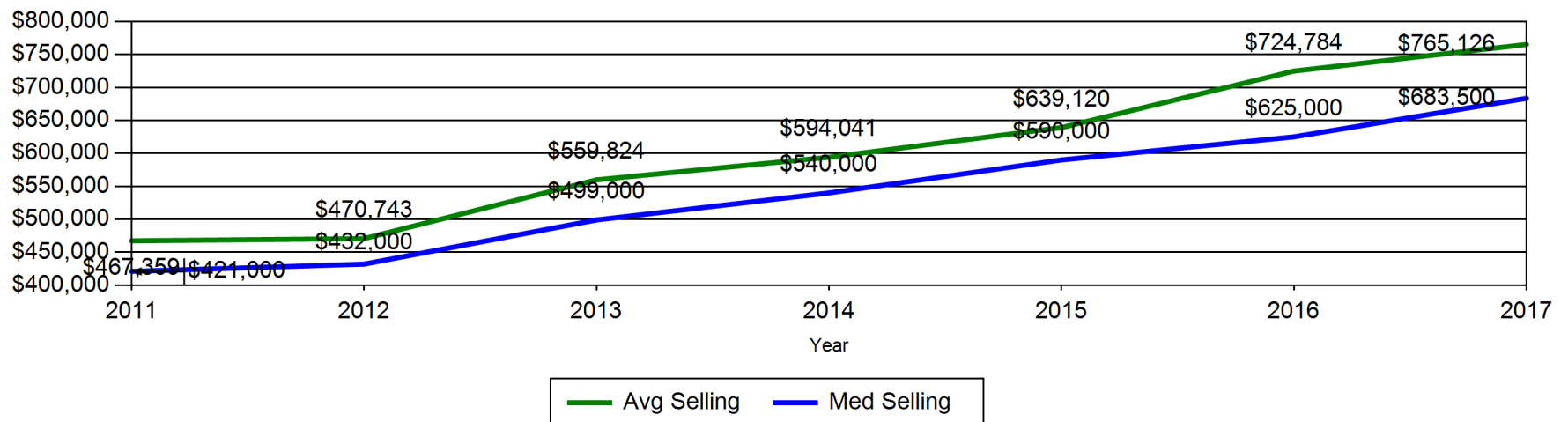


Charlestown

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	255	4.51%	\$467,359	1.62%	\$421,000	1.69%	\$439.21	1.38%	\$451.28	3.54%	87
2012	363	42.35%	\$470,743	0.72%	\$432,000	2.61%	\$447.53	1.89%	\$452.10	0.18%	75
2013	450	23.97%	\$559,824	18.92%	\$499,000	15.51%	\$513.91	14.83%	\$513.84	13.65%	41
2014	309	-31.33%	\$594,041	6.11%	\$540,000	8.22%	\$562.77	9.51%	\$557.89	8.57%	38
2015	369	19.42%	\$639,120	7.59%	\$590,000	9.26%	\$610.34	8.45%	\$611.63	9.63%	35
2016	355	-3.79%	\$724,784	13.40%	\$625,000	5.93%	\$649.33	6.39%	\$650.88	6.42%	38
2017	317	-10.70%	\$765,126	5.57%	\$683,500	9.36%	\$685.09	5.51%	\$680.00	4.47%	36

Average and Median Selling Prices





Charlestown

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	11	450.00%	\$401,136	43.52%	\$415,000	48.48%	\$829.74	19.29%	\$830.00	19.33%	14
	2016	3	-72.73%	\$364,833	-9.05%	\$377,500	-9.04%	\$821.07	-1.04%	\$861.87	3.84%	85
	2017	2	-33.33%	\$475,000	30.20%	\$475,000	25.83%	\$844.88	2.90%	\$844.88	-1.97%	108
One Bed	2015	112	15.46%	\$458,594	8.32%	\$432,000	6.67%	\$631.48	4.83%	\$646.61	7.98%	43
	2016	96	-14.29%	\$496,548	8.28%	\$482,250	11.63%	\$684.25	8.36%	\$688.88	6.54%	36
	2017	94	-2.08%	\$548,452	10.45%	\$536,500	11.25%	\$740.71	8.25%	\$737.92	7.12%	33
Two Beds	2015	195	25.81%	\$679,648	8.19%	\$630,000	5.00%	\$596.15	8.13%	\$604.77	10.04%	33
	2016	187	-4.10%	\$714,442	5.12%	\$670,000	6.35%	\$644.78	8.16%	\$648.88	7.29%	32
	2017	164	-12.30%	\$764,554	7.01%	\$702,500	4.85%	\$680.83	5.59%	\$671.23	3.44%	35
Three Plus Beds	2015	51	-3.77%	\$931,939	12.26%	\$855,000	8.92%	\$570.86	10.88%	\$564.84	11.55%	34
	2016	69	35.29%	\$1,086,008	16.53%	\$980,000	14.62%	\$605.60	6.08%	\$604.60	7.04%	51
	2017	57	-17.39%	\$1,134,276	4.44%	\$1,003,500	2.40%	\$600.03	-0.92%	\$612.50	1.31%	44



Charlestown

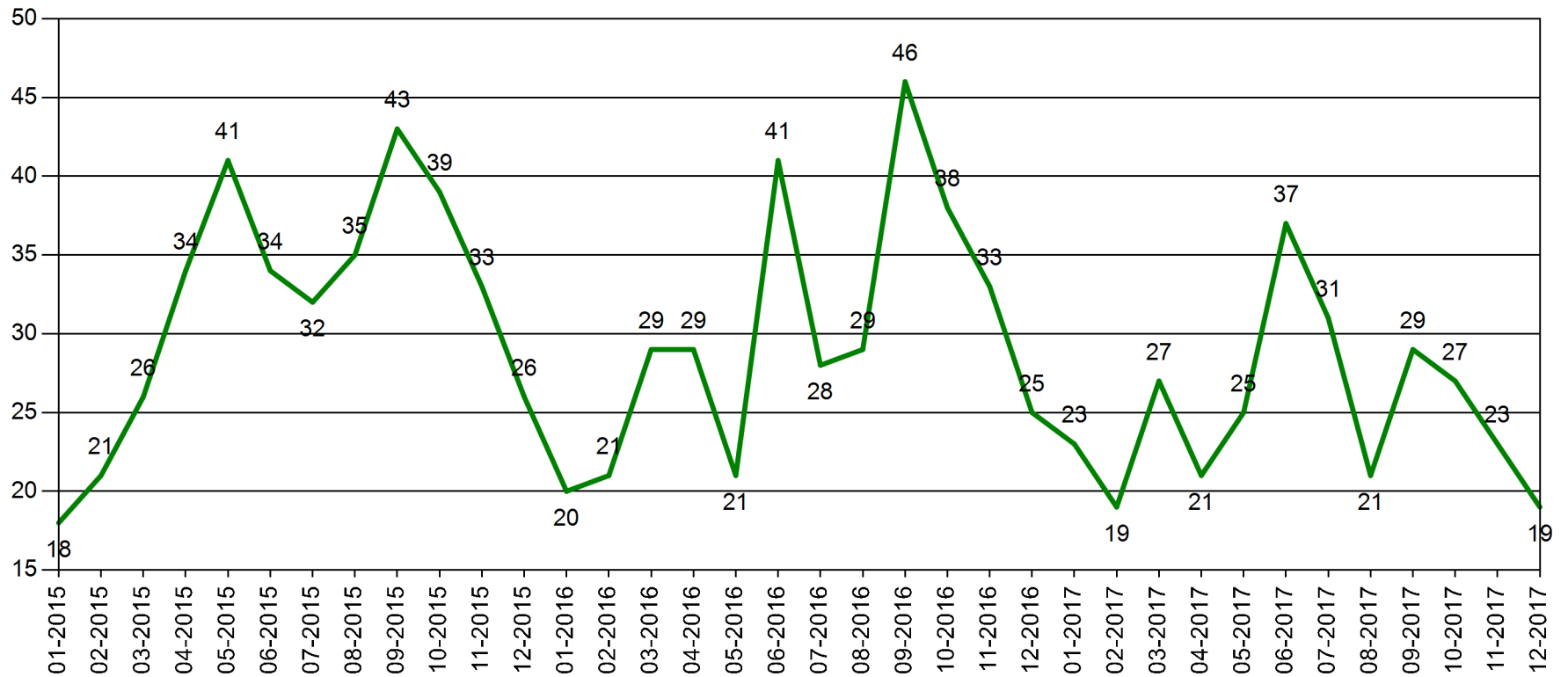
Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	80	15.94%	\$403,910	6.95%	\$420,000	9.38%	\$679.45	7.94%	\$684.22	8.14%	34
	2016	63	-21.25%	\$438,682	8.61%	\$457,250	8.87%	\$714.43	5.15%	\$731.32	6.88%	43
	2017	57	-9.52%	\$480,790	9.60%	\$490,000	7.16%	\$774.00	8.34%	\$765.90	4.73%	25
701-1000	2015	107	27.38%	\$513,709	7.58%	\$516,000	9.21%	\$614.51	8.90%	\$629.34	12.56%	37
	2016	108	0.93%	\$552,344	7.52%	\$547,000	6.01%	\$654.03	6.43%	\$653.03	3.76%	33
	2017	91	-15.74%	\$598,077	8.28%	\$598,000	9.32%	\$714.98	9.32%	\$722.45	10.63%	34
1001-1500	2015	125	16.82%	\$678,995	3.58%	\$675,000	3.85%	\$579.70	8.05%	\$571.82	6.56%	31
	2016	125	0.00%	\$769,200	13.29%	\$755,000	11.85%	\$626.44	8.06%	\$630.47	10.26%	29
	2017	114	-8.80%	\$792,143	2.98%	\$770,000	1.99%	\$645.99	3.12%	\$639.70	1.46%	38
1501-1800	2015	25	4.17%	\$968,080	9.05%	\$931,000	16.81%	\$584.34	10.33%	\$561.06	21.60%	26
	2016	29	16.00%	\$987,586	2.01%	\$1,010,000	8.49%	\$601.77	2.98%	\$597.81	6.55%	30
	2017	20	-31.03%	\$971,237	-1.66%	\$952,500	-5.69%	\$578.71	-3.83%	\$573.96	-3.99%	41
1800-2400	2015	22	22.22%	\$1,095,148	5.82%	\$1,085,000	9.71%	\$546.23	4.73%	\$552.88	3.89%	45
	2016	21	-4.55%	\$1,227,115	12.05%	\$1,180,000	8.76%	\$625.23	14.46%	\$634.15	14.70%	53
	2017	23	9.52%	\$1,197,674	-2.40%	\$1,220,000	3.39%	\$614.61	-1.70%	\$622.25	-1.88%	47
Over 2400	2015	10	100.00%	\$1,538,600	17.16%	\$1,570,000	16.30%	\$601.99	23.78%	\$591.15	20.94%	71
	2016	9	-10.00%	\$2,160,958	40.45%	\$1,825,000	16.24%	\$664.48	10.38%	\$629.54	6.49%	148
	2017	12	33.33%	\$1,953,292	-9.61%	\$1,700,000	-6.85%	\$719.96	8.35%	\$578.48	-8.11%	47



Charlestown

Inventory
Fourth Quarter 2017





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Fenway

2017

Sales Summary

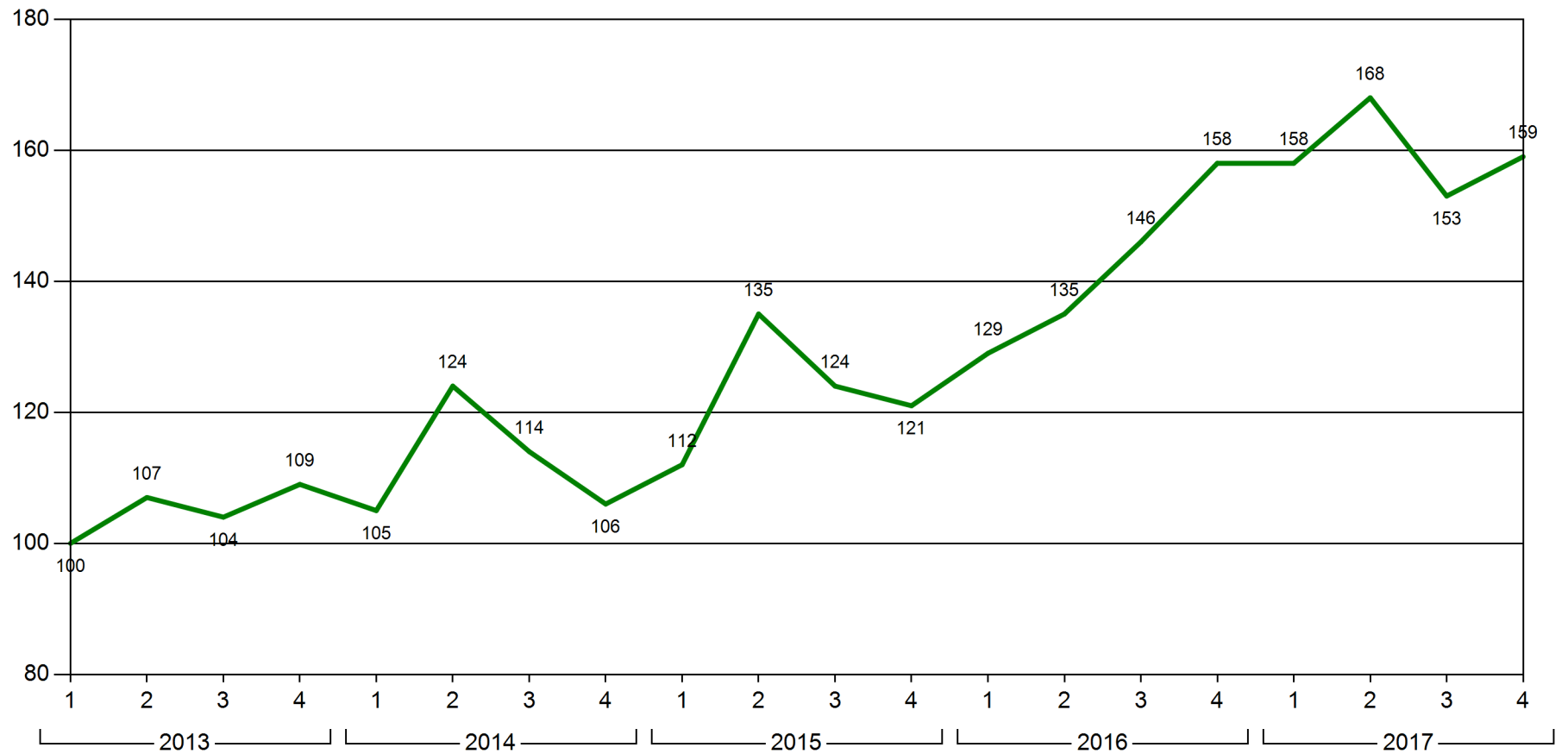
24 School Street, Boston, MA 02108

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Fenway

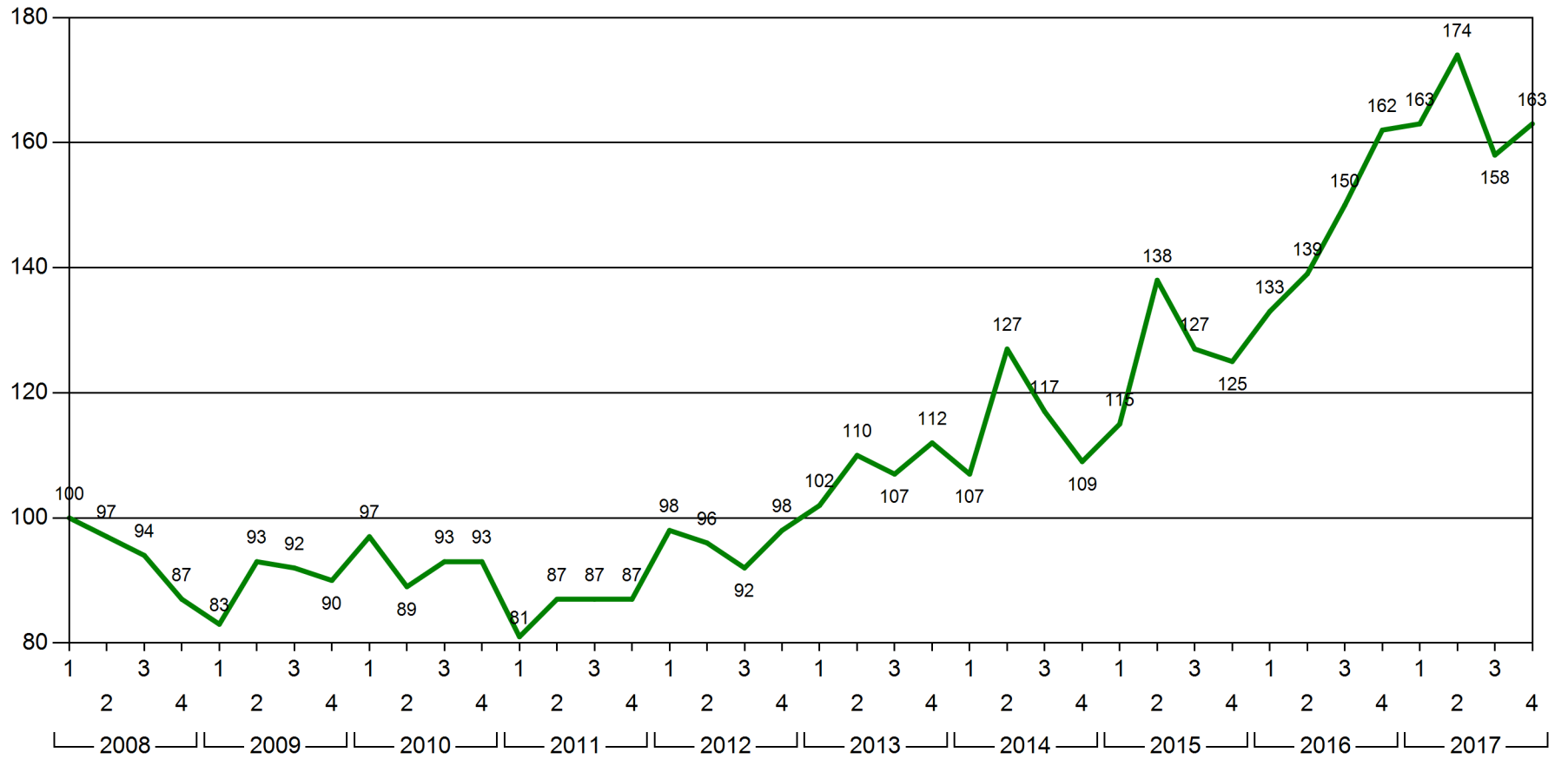
Five Year Price Index
(Appreciation Rate)



LINK

Fenway

Ten Year Price Index
(Appreciation Rate)



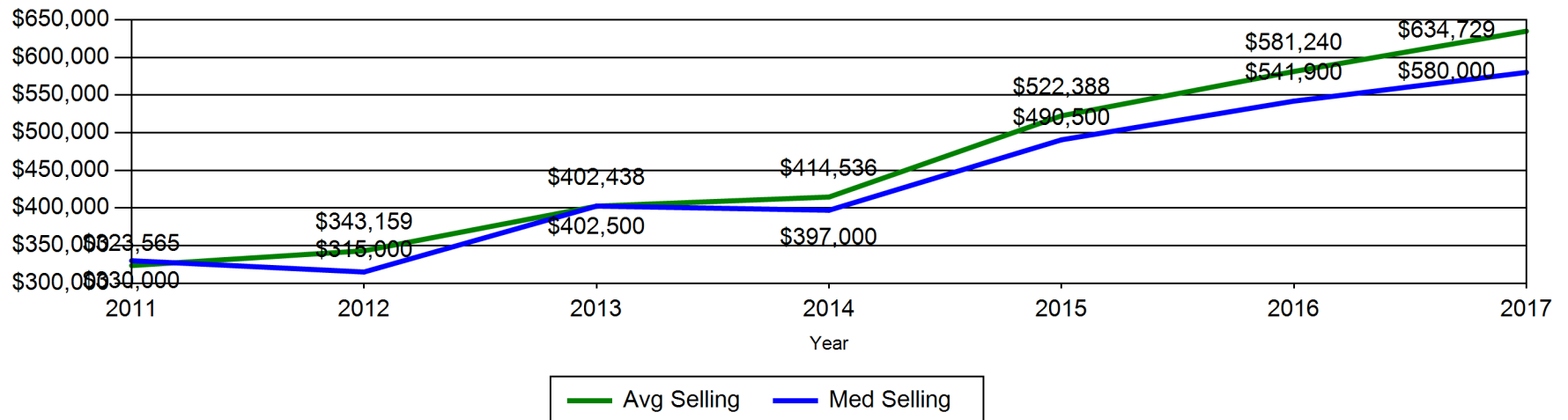
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Fenway

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	23	-58.93%	\$323,565	-22.30%	\$330,000	-23.02%	\$481.07	-1.74%	\$485.71	-0.56%	32
2012	35	52.17%	\$343,159	6.06%	\$315,000	-4.55%	\$554.36	15.23%	\$566.04	16.54%	38
2013	24	-31.43%	\$402,438	17.27%	\$402,500	27.78%	\$620.17	11.87%	\$615.12	8.67%	18
2014	26	8.33%	\$414,536	3.01%	\$397,000	-1.37%	\$584.20	-5.80%	\$619.10	0.65%	28
2015	26	0.00%	\$522,388	26.02%	\$490,500	23.55%	\$649.12	11.11%	\$655.90	5.94%	34
2016	58	123.08%	\$581,240	11.27%	\$541,900	10.48%	\$908.01	39.88%	\$931.88	42.08%	28
2017	21	-63.79%	\$634,729	9.20%	\$580,000	7.03%	\$870.46	-4.14%	\$888.53	-4.65%	27

Average and Median Selling Prices





Fenway

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	1	-75.00%	\$272,600	-8.49%	\$272,600	-5.02%	\$826.06	26.64%	\$826.06	23.16%	
	2016	1	0.00%	\$396,000	45.27%	\$396,000	45.27%	\$931.76	12.80%	\$931.76	12.80%	
	2017	3	200.00%	\$385,000	-2.78%	\$385,000	-2.78%	\$985.96	5.82%	\$1,066.48	14.46%	13
One Bed	2015	12	9.09%	\$421,667	12.10%	\$400,500	6.37%	\$655.23	0.22%	\$655.90	-7.52%	37
	2016	42	250.00%	\$498,336	18.18%	\$534,700	33.51%	\$940.53	43.54%	\$946.70	44.34%	17
	2017	10	-76.19%	\$565,250	13.43%	\$550,000	2.86%	\$838.43	-10.86%	\$878.76	-7.18%	42
Two Beds	2015	11	22.22%	\$608,364	25.09%	\$615,000	36.67%	\$621.19	25.37%	\$604.76	28.47%	32
	2016	14	27.27%	\$791,489	30.10%	\$851,150	38.40%	\$823.52	32.57%	\$903.19	49.35%	14
	2017	7	-50.00%	\$817,400	3.27%	\$772,800	-9.21%	\$844.54	2.55%	\$852.94	-5.56%	20
Three Plus Beds	2015	2	0.00%	\$778,750	45.32%	\$778,750	45.32%	\$677.53	45.81%	\$677.53	45.81%	
	2016	1	-50.00%	\$1,305,000	67.58%	\$1,305,000	67.58%	\$701.61	3.56%	\$701.61	3.56%	90
	2017	1	0.00%	\$800,000	-38.70%	\$800,000	-38.70%	\$1,025.64	46.18%	\$1,025.64	46.18%	22

Fenway

Sales Comparison by Square Footage

Fourth Quarter 2017

Fenway

Sales Comparison by Square Footage

Fourth Quarter 2017

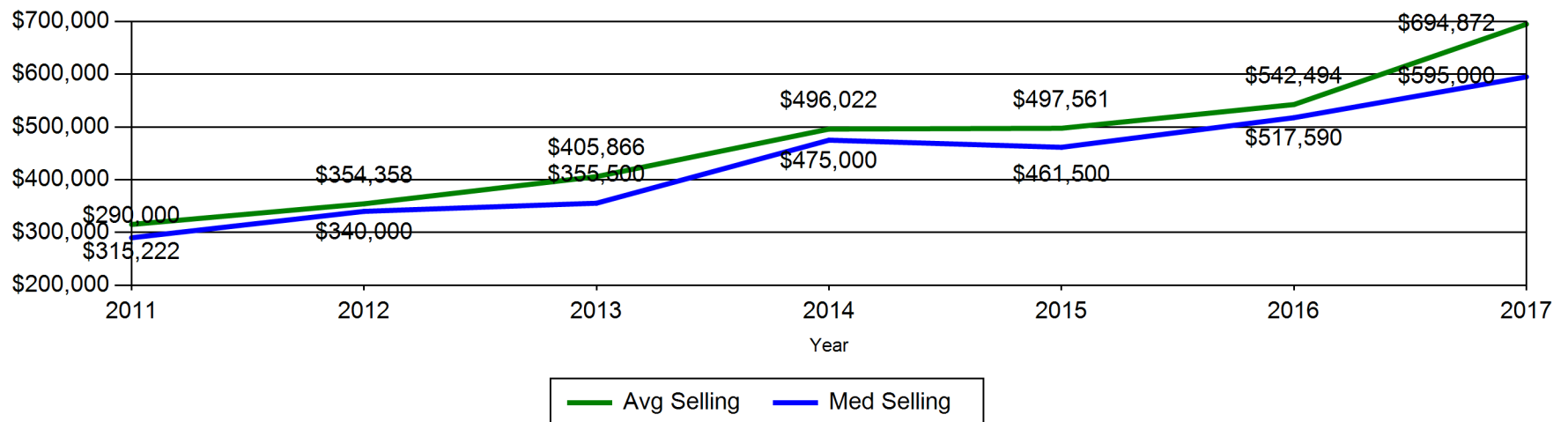


Fenway

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	148	-4.52%	\$315,222	-11.09%	\$290,000	-9.95%	\$481.55	-4.70%	\$494.96	-1.88%	60
2012	187	26.35%	\$354,358	12.42%	\$340,000	17.24%	\$521.21	8.24%	\$533.17	7.72%	60
2013	191	2.14%	\$405,866	14.54%	\$355,500	4.56%	\$593.29	13.83%	\$606.25	13.71%	22
2014	200	4.71%	\$496,022	22.21%	\$475,000	33.61%	\$630.18	6.22%	\$644.61	6.33%	10
2015	122	-39.00%	\$497,561	0.31%	\$461,500	-2.84%	\$692.00	9.81%	\$706.30	9.57%	26
2016	163	33.61%	\$542,494	9.03%	\$517,590	12.15%	\$827.03	19.51%	\$863.36	22.24%	40
2017	167	2.45%	\$694,872	28.09%	\$595,000	14.96%	\$897.80	8.56%	\$886.75	2.71%	20

Average and Median Selling Prices





Fenway

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	10	-16.67%	\$306,310	15.52%	\$298,500	14.81%	\$780.88	11.03%	\$821.48	16.63%	3
	2016	16	60.00%	\$340,663	11.21%	\$329,000	10.22%	\$884.12	13.22%	\$909.37	10.70%	21
	2017	20	25.00%	\$395,594	16.12%	\$382,000	16.11%	\$1,033.88	16.94%	\$1,009.99	11.06%	11
One Bed	2015	52	-53.15%	\$418,152	-7.29%	\$411,000	-4.42%	\$707.09	7.76%	\$736.48	12.56%	22
	2016	97	86.54%	\$481,038	15.04%	\$495,000	20.44%	\$867.25	22.65%	\$884.89	20.15%	35
	2017	73	-24.74%	\$548,833	14.09%	\$525,000	6.06%	\$919.83	6.06%	\$893.49	0.97%	19
Two Beds	2015	53	-25.35%	\$598,564	0.06%	\$610,000	5.17%	\$664.14	13.33%	\$670.79	11.14%	30
	2016	46	-13.21%	\$702,452	17.36%	\$690,000	13.11%	\$731.39	10.13%	\$719.31	7.23%	19
	2017	59	28.26%	\$798,051	13.61%	\$750,000	8.70%	\$825.16	12.82%	\$822.85	14.39%	20
Three Plus Beds	2015	5	-16.67%	\$688,300	18.46%	\$689,000	23.81%	\$572.20	8.97%	\$495.14	-6.02%	
	2016	4	-20.00%	\$1,000,625	45.38%	\$1,043,750	51.49%	\$723.45	26.43%	\$715.70	44.55%	151
	2017	15	275.00%	\$1,398,792	39.79%	\$1,360,000	30.30%	\$894.87	23.69%	\$827.69	15.65%	33



Fenway

Sales Comparison by Square Footage

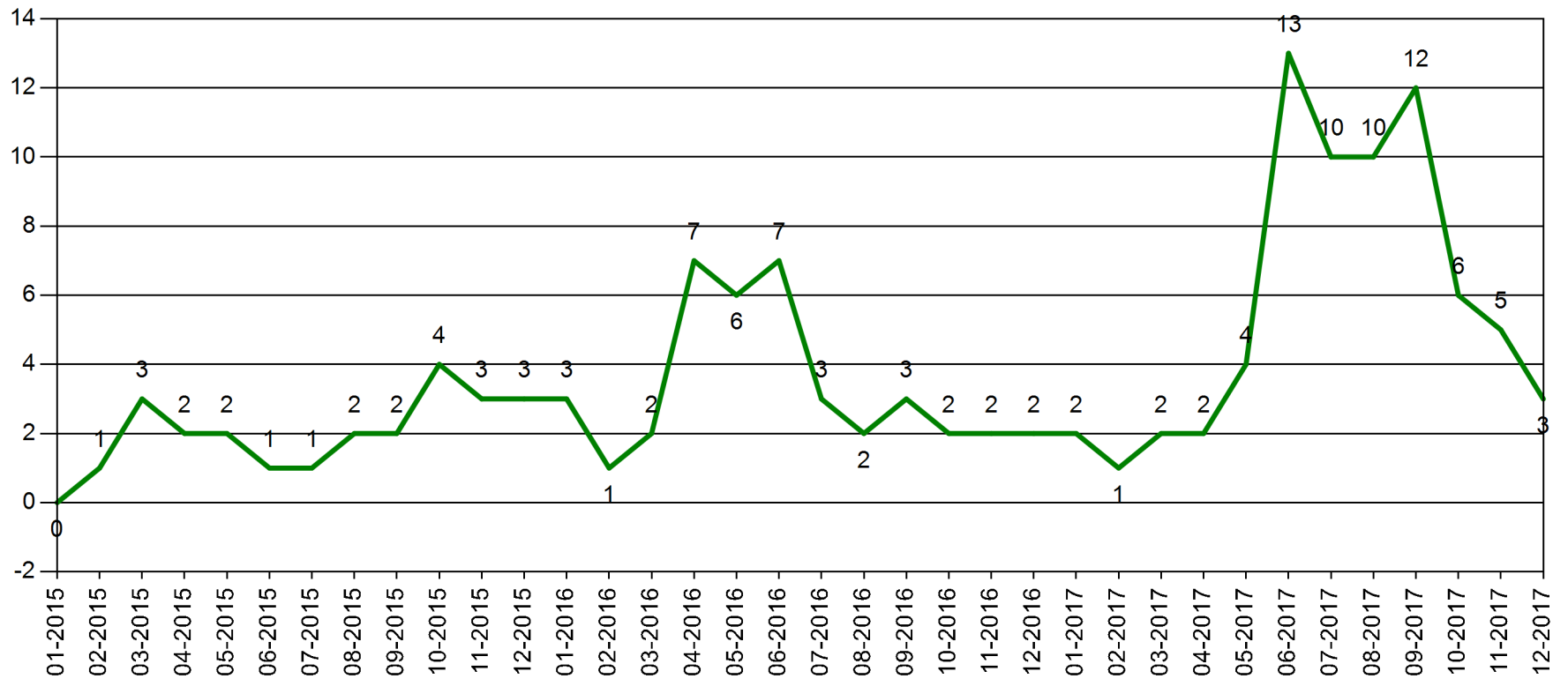
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Fenway

Inventory

Fourth Quarter 2017





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Midtown

2017

Sales Summary

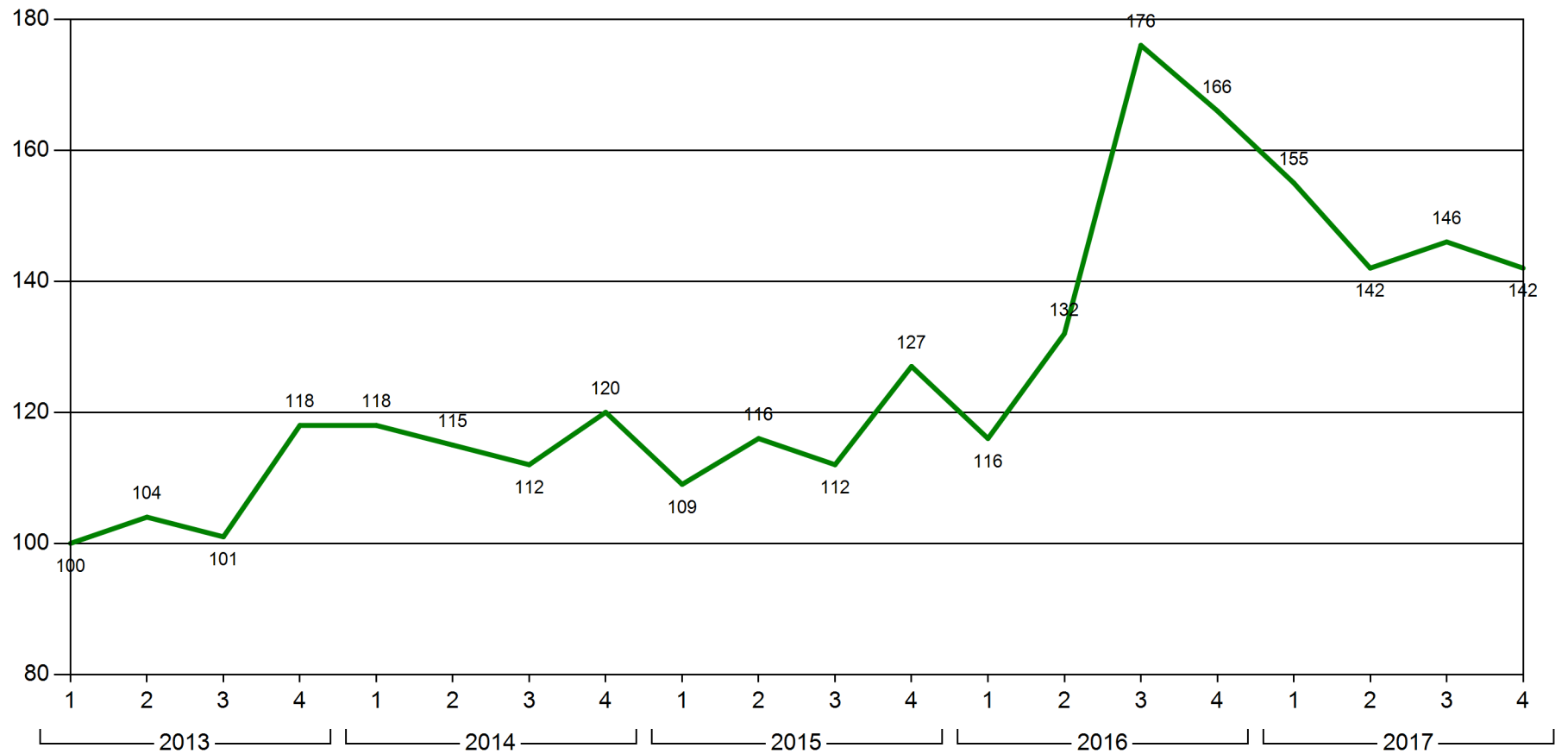
24 School Street, Boston, MA 02108

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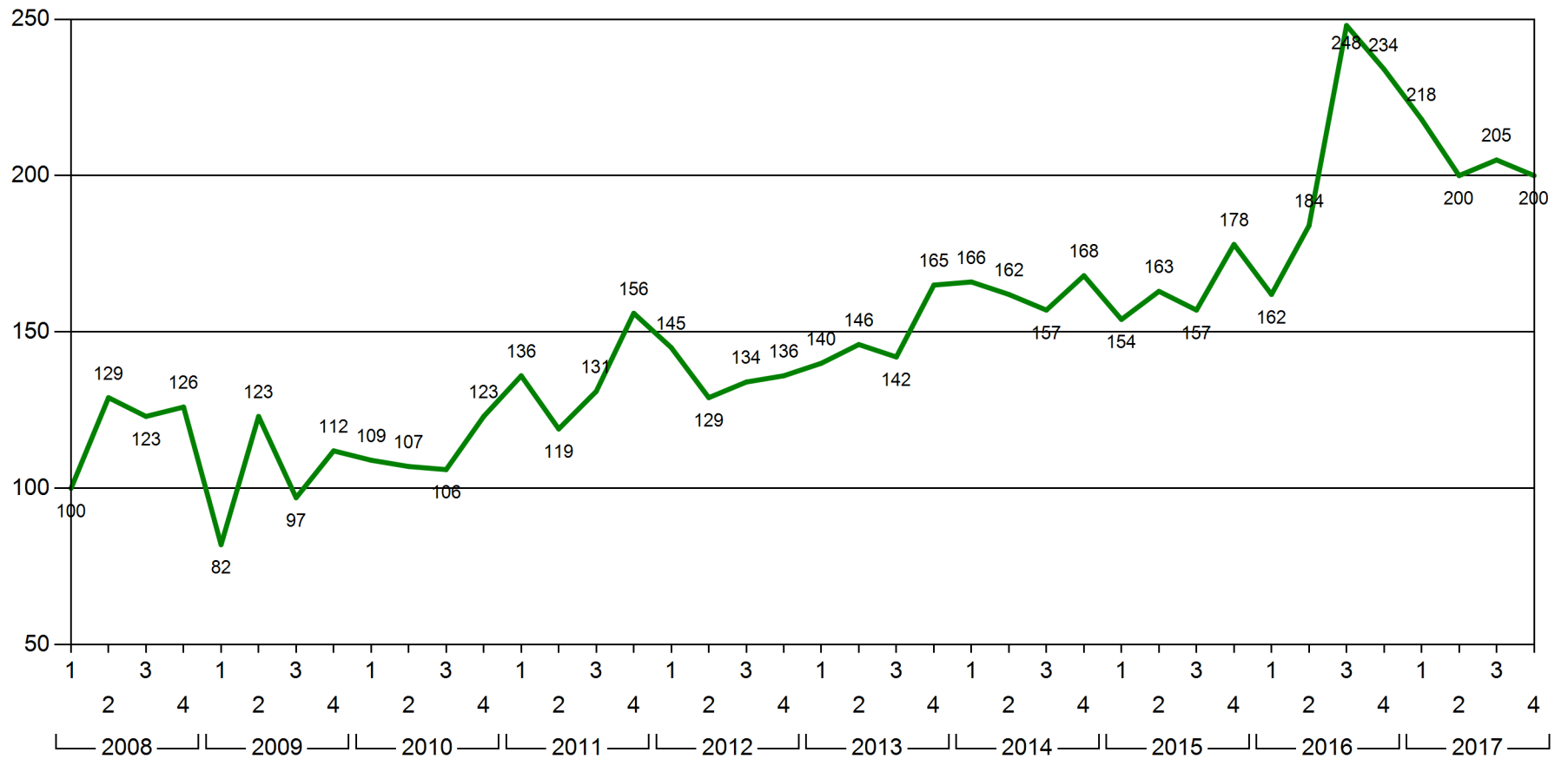
Five Year Price Index
(Appreciation Rate)





Midtown

Ten Year Price Index
(Appreciation Rate)



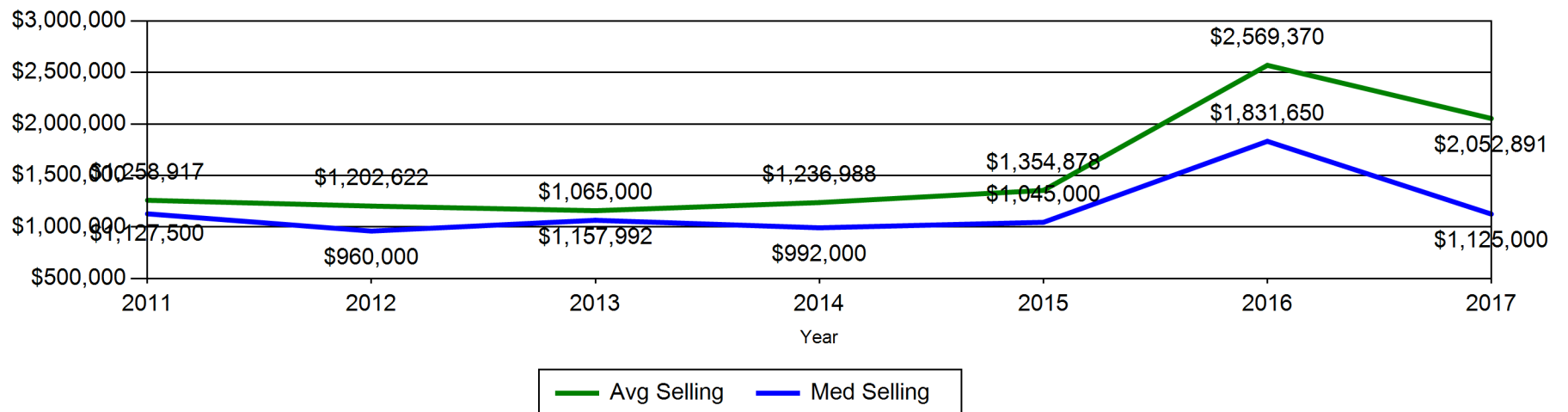


Midtown

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	26	0.00%	\$1,258,917	21.07%	\$1,127,500	48.84%	\$900.81	12.49%	\$874.82	7.30%	154
2012	37	42.31%	\$1,202,622	-4.47%	\$960,000	-14.86%	\$887.11	-1.52%	\$931.07	6.43%	130
2013	194	424.32%	\$1,157,992	-3.71%	\$1,065,000	10.94%	\$903.82	1.88%	\$874.01	-6.13%	13
2014	30	-84.54%	\$1,236,988	6.82%	\$992,000	-6.85%	\$927.38	2.61%	\$977.72	11.87%	64
2015	37	23.33%	\$1,354,878	9.53%	\$1,045,000	5.34%	\$1,015.01	9.45%	\$993.38	1.60%	67
2016	84	127.03%	\$2,569,370	89.64%	\$1,831,650	75.28%	\$1,410.58	38.97%	\$1,302.65	31.13%	19
2017	44	-47.62%	\$2,052,891	-20.10%	\$1,125,000	-38.58%	\$1,199.30	-14.98%	\$1,138.98	-12.56%	83

Average and Median Selling Prices





Midtown

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	2		\$673,000		\$673,000		\$1,065.97		\$1,065.97		-1
	2016	1	-50.00%	\$685,000	1.78%	\$685,000	1.78%	\$1,161.02	8.92%	\$1,161.02	8.92%	
	2017	1	0.00%	\$700,000	2.19%	\$700,000	2.19%	\$1,186.44	2.19%	\$1,186.44	2.19%	
One Bed	2015	12	-7.69%	\$732,958	-5.38%	\$700,750	6.98%	\$774.82	-1.40%	\$733.13	3.63%	42
	2016	21	75.00%	\$968,548	32.14%	\$949,000	35.43%	\$1,054.16	36.05%	\$1,089.74	48.64%	14
	2017	15	-28.57%	\$712,907	-26.39%	\$640,000	-32.56%	\$869.41	-17.53%	\$884.35	-18.85%	83
Two Beds	2015	22	46.67%	\$1,599,500	22.17%	\$1,556,250	13.18%	\$1,102.76	12.11%	\$1,140.43	9.54%	79
	2016	41	86.36%	\$1,944,672	21.58%	\$1,950,000	25.30%	\$1,383.59	25.47%	\$1,349.12	18.30%	32
	2017	16	-60.98%	\$1,855,788	-4.57%	\$1,690,000	-13.33%	\$1,213.13	-12.32%	\$1,215.38	-9.91%	45
Three Plus Beds	2015	1	-50.00%	\$4,800,000	29.73%	\$4,800,000	29.73%	\$1,864.80	30.82%	\$1,864.80	30.82%	
	2016	19	1,800.00%	\$5,552,105	15.67%	\$3,995,000	-16.77%	\$1,873.76	0.48%	\$1,829.21	-1.91%	0
	2017	11	-42.11%	\$4,427,909	-20.25%	\$3,850,000	-3.63%	\$1,673.61	-10.68%	\$1,836.83	0.42%	111



Midtown

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	5		\$575,200		\$600,000		\$948.60		\$993.38		46
	2016	1	-80.00%	\$685,000	19.09%	\$685,000	14.17%	\$1,161.02	22.39%	\$1,161.02	16.88%	
	2017	4	300.00%	\$630,500	-7.96%	\$633,500	-7.52%	\$1,019.06	-12.23%	\$980.09	-15.58%	43
701-1000	2015	5	-37.50%	\$763,800	3.72%	\$885,000	23.34%	\$890.35	-1.50%	\$941.05	6.90%	25
	2016	17	240.00%	\$972,853	27.37%	\$950,250	7.37%	\$1,136.64	27.66%	\$1,117.84	18.79%	3
	2017	12	-29.41%	\$685,675	-29.52%	\$645,000	-32.12%	\$891.98	-21.52%	\$842.18	-24.66%	67
1001-1500	2015	17	0.00%	\$1,127,382	2.56%	\$1,045,000	-15.73%	\$911.55	3.25%	\$894.69	-11.40%	70
	2016	37	117.65%	\$1,694,316	50.29%	\$1,800,000	72.25%	\$1,296.98	42.28%	\$1,308.14	46.21%	22
	2017	11	-70.27%	\$1,372,282	-19.01%	\$1,055,000	-41.39%	\$1,027.47	-20.78%	\$833.33	-36.30%	77
1501-1800	2015	5	150.00%	\$2,090,000	0.97%	\$1,925,000	-7.00%	\$1,274.18	-3.17%	\$1,223.78	-7.00%	101
	2016	11	120.00%	\$2,248,081	7.56%	\$2,040,000	5.97%	\$1,334.30	4.72%	\$1,301.97	6.39%	34
	2017	7	-36.36%	\$1,943,571	-13.55%	\$2,000,000	-1.96%	\$1,245.63	-6.65%	\$1,250.00	-3.99%	115
1800-2400	2015	4	300.00%	\$2,255,000	112.44%	\$2,057,500	93.83%	\$1,157.14	101.12%	\$1,056.36	83.61%	49
	2016	7	75.00%	\$3,324,286	47.42%	\$3,375,000	64.03%	\$1,500.39	29.66%	\$1,536.89	45.49%	63
	2017	5	-28.57%	\$3,095,400	-6.89%	\$3,125,000	-7.41%	\$1,454.85	-3.04%	\$1,393.84	-9.31%	220
Over 2400	2015	1	-50.00%	\$4,800,000	30.97%	\$4,800,000	30.97%	\$1,864.80	57.05%	\$1,864.80	57.05%	
	2016	11	1,000.00%	\$7,992,273	66.51%	\$7,995,000	66.56%	\$2,257.84	21.08%	\$2,199.78	17.96%	0
	2017	5	-54.55%	\$7,080,000	-11.41%	\$6,500,000	-18.70%	\$2,138.64	-5.28%	\$2,049.18	-6.85%	14

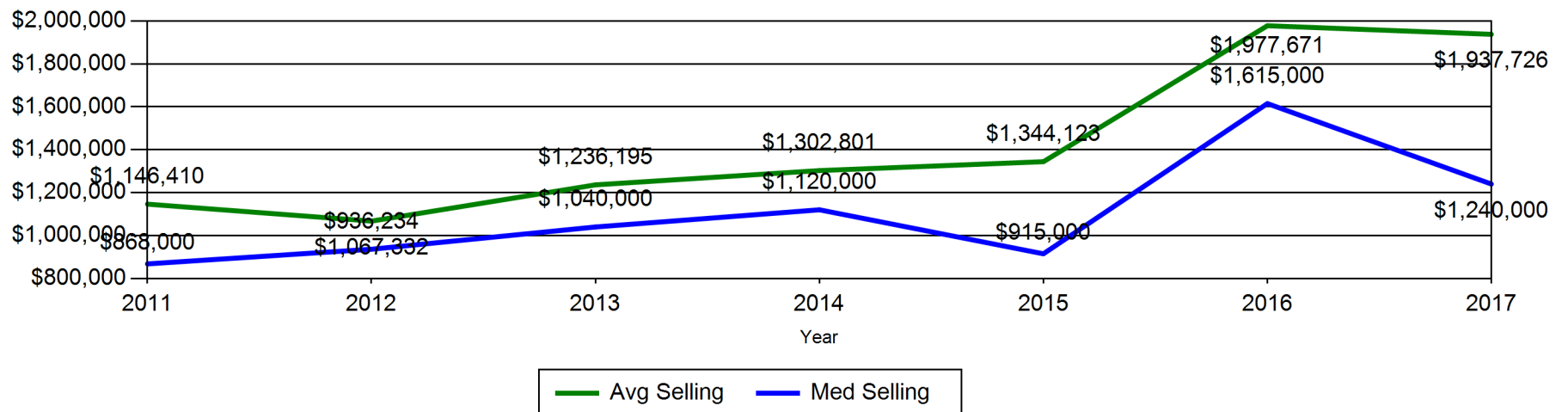


Midtown

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	114	32.56%	\$1,146,410	14.90%	\$868,000	21.40%	\$832.44	12.29%	\$814.29	16.93%	107
2012	147	28.95%	\$1,067,332	-6.90%	\$936,234	7.86%	\$845.47	1.56%	\$865.38	6.28%	110
2013	329	123.81%	\$1,236,195	15.82%	\$1,040,000	11.08%	\$903.60	6.88%	\$879.57	1.64%	54
2014	274	-16.72%	\$1,302,801	5.39%	\$1,120,000	7.69%	\$919.71	1.78%	\$936.48	6.47%	41
2015	181	-33.94%	\$1,344,123	3.17%	\$915,000	-18.30%	\$930.49	1.17%	\$900.00	-3.90%	73
2016	597	229.83%	\$1,977,671	47.13%	\$1,615,000	76.50%	\$1,315.85	41.41%	\$1,259.40	39.93%	11
2017	208	-65.16%	\$1,937,726	-2.02%	\$1,240,000	-23.22%	\$1,219.13	-7.35%	\$1,160.92	-7.82%	54

Average and Median Selling Prices





Midtown

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	8	100.00%	\$590,450	5.96%	\$586,250	5.63%	\$972.60	-18.36%	\$976.78	-16.33%	27
	2016	6	-25.00%	\$543,167	-8.01%	\$502,000	-14.37%	\$994.40	2.24%	\$1,018.30	4.25%	15
	2017	7	16.67%	\$611,500	12.58%	\$610,000	21.51%	\$1,147.85	15.43%	\$1,101.69	8.19%	34
One Bed	2015	66	-20.48%	\$743,800	6.15%	\$699,500	7.62%	\$782.77	6.19%	\$720.65	1.86%	59
	2016	216	227.27%	\$972,799	30.79%	\$937,375	34.01%	\$1,112.67	42.15%	\$1,104.42	53.25%	7
	2017	79	-63.43%	\$813,441	-16.38%	\$750,000	-19.99%	\$952.66	-14.38%	\$947.41	-14.22%	51
Two Beds	2015	87	-32.03%	\$1,472,930	14.60%	\$1,325,000	10.28%	\$969.68	2.69%	\$947.60	0.73%	78
	2016	281	222.99%	\$1,958,793	32.99%	\$1,845,000	39.25%	\$1,343.65	38.57%	\$1,318.42	39.13%	11
	2017	81	-71.17%	\$1,919,964	-1.98%	\$1,793,000	-2.82%	\$1,246.96	-7.20%	\$1,207.88	-8.38%	48
Three Plus Beds	2015	19	-66.67%	\$3,190,101	38.78%	\$3,325,000	72.28%	\$1,267.88	13.30%	\$1,228.30	16.67%	113
	2016	90	373.68%	\$4,130,589	29.48%	\$3,912,500	17.67%	\$1,725.61	36.10%	\$1,726.68	40.57%	16
	2017	39	-56.67%	\$4,346,244	5.22%	\$3,950,000	0.96%	\$1,702.89	-1.32%	\$1,821.49	5.49%	65



Midtown

Sales Comparison by Square Footage 2017

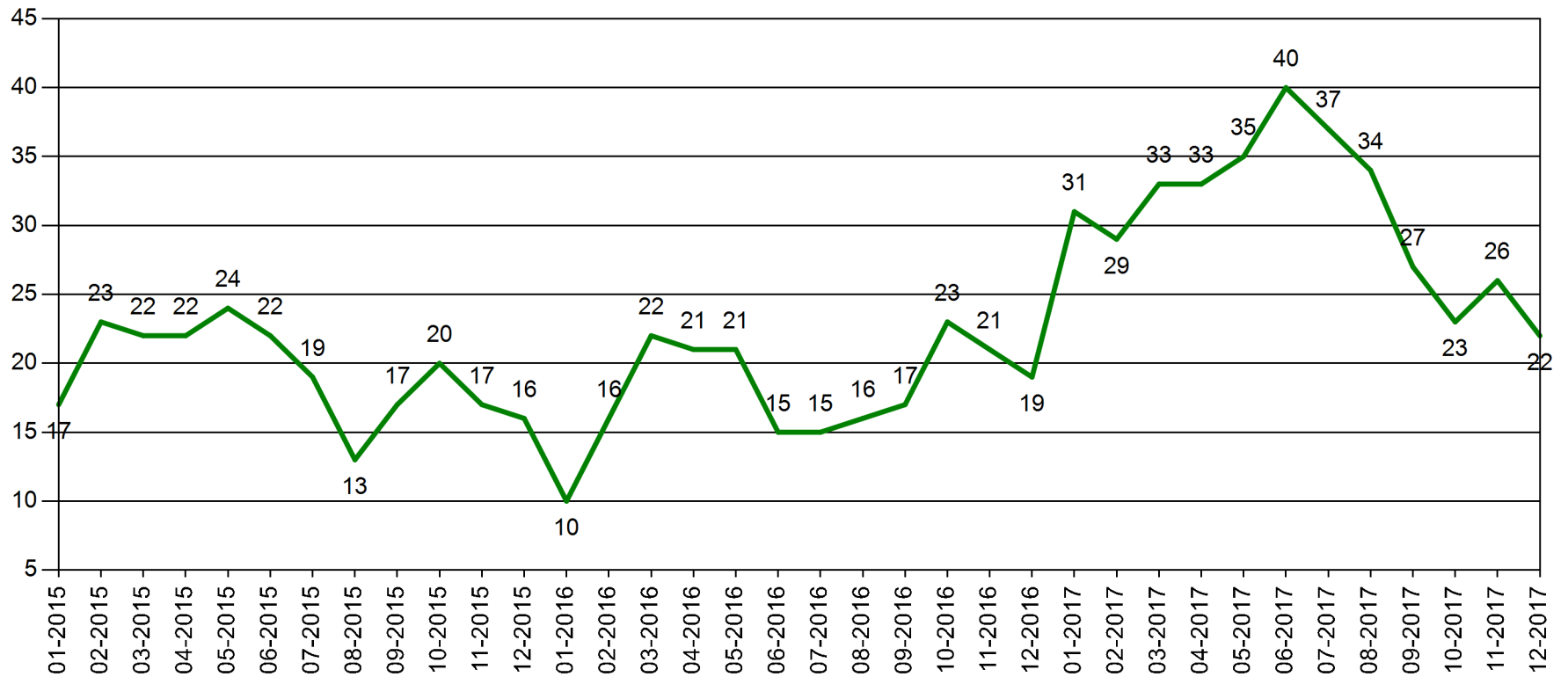
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	18	28.57%	\$553,728	11.84%	\$569,301	15.13%	\$925.60	3.60%	\$952.83	9.10%	33
	2016	19	5.56%	\$580,579	4.85%	\$595,000	4.51%	\$953.41	3.00%	\$955.56	0.29%	21
	2017	22	15.79%	\$628,956	8.33%	\$623,750	4.83%	\$1,083.27	13.62%	\$1,076.14	12.62%	26
701-1000	2015	32	-27.27%	\$721,719	3.32%	\$686,500	7.96%	\$872.42	5.36%	\$864.89	8.36%	83
	2016	179	459.38%	\$995,520	37.94%	\$955,000	39.11%	\$1,180.71	35.34%	\$1,142.37	32.08%	3
	2017	51	-71.51%	\$835,030	-16.12%	\$820,000	-14.14%	\$1,011.24	-14.35%	\$1,059.11	-7.29%	55
1001-1500	2015	72	-45.45%	\$1,019,866	-5.42%	\$910,000	-17.83%	\$824.32	-5.50%	\$793.65	-11.20%	52
	2016	215	198.61%	\$1,679,788	64.71%	\$1,700,000	86.81%	\$1,264.87	53.44%	\$1,270.46	60.08%	9
	2017	65	-69.77%	\$1,392,253	-17.12%	\$1,312,500	-22.79%	\$1,079.95	-14.62%	\$1,109.15	-12.70%	62
1501-1800	2015	24	-45.45%	\$1,643,469	5.43%	\$1,860,000	18.28%	\$994.35	5.06%	\$1,082.09	10.43%	73
	2016	105	337.50%	\$2,367,832	44.08%	\$2,375,000	27.69%	\$1,421.26	42.93%	\$1,450.82	34.08%	12
	2017	26	-75.24%	\$2,197,385	-7.20%	\$2,047,500	-13.79%	\$1,343.65	-5.46%	\$1,243.73	-14.27%	53
1800-2400	2015	21	-16.00%	\$2,270,862	2.32%	\$2,115,000	-4.30%	\$1,108.67	1.45%	\$1,087.97	-5.00%	117
	2016	43	104.76%	\$3,372,884	48.53%	\$3,400,000	60.76%	\$1,558.75	40.60%	\$1,553.06	42.75%	28
	2017	23	-46.51%	\$2,820,435	-16.38%	\$2,400,000	-29.41%	\$1,335.20	-14.34%	\$1,180.29	-24.00%	96
Over 2400	2015	14	0.00%	\$3,547,318	-5.27%	\$3,500,000	-6.20%	\$1,238.81	-3.79%	\$1,236.83	-8.84%	141
	2016	36	157.14%	\$6,573,042	85.30%	\$5,325,000	52.14%	\$1,886.03	52.25%	\$1,971.46	59.40%	33
	2017	21	-41.67%	\$6,386,905	-2.83%	\$6,350,000	19.25%	\$2,015.80	6.88%	\$2,049.18	3.94%	19

LINK

Midtown

Inventory

Fourth Quarter 2017





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North End

2017

Sales Summary

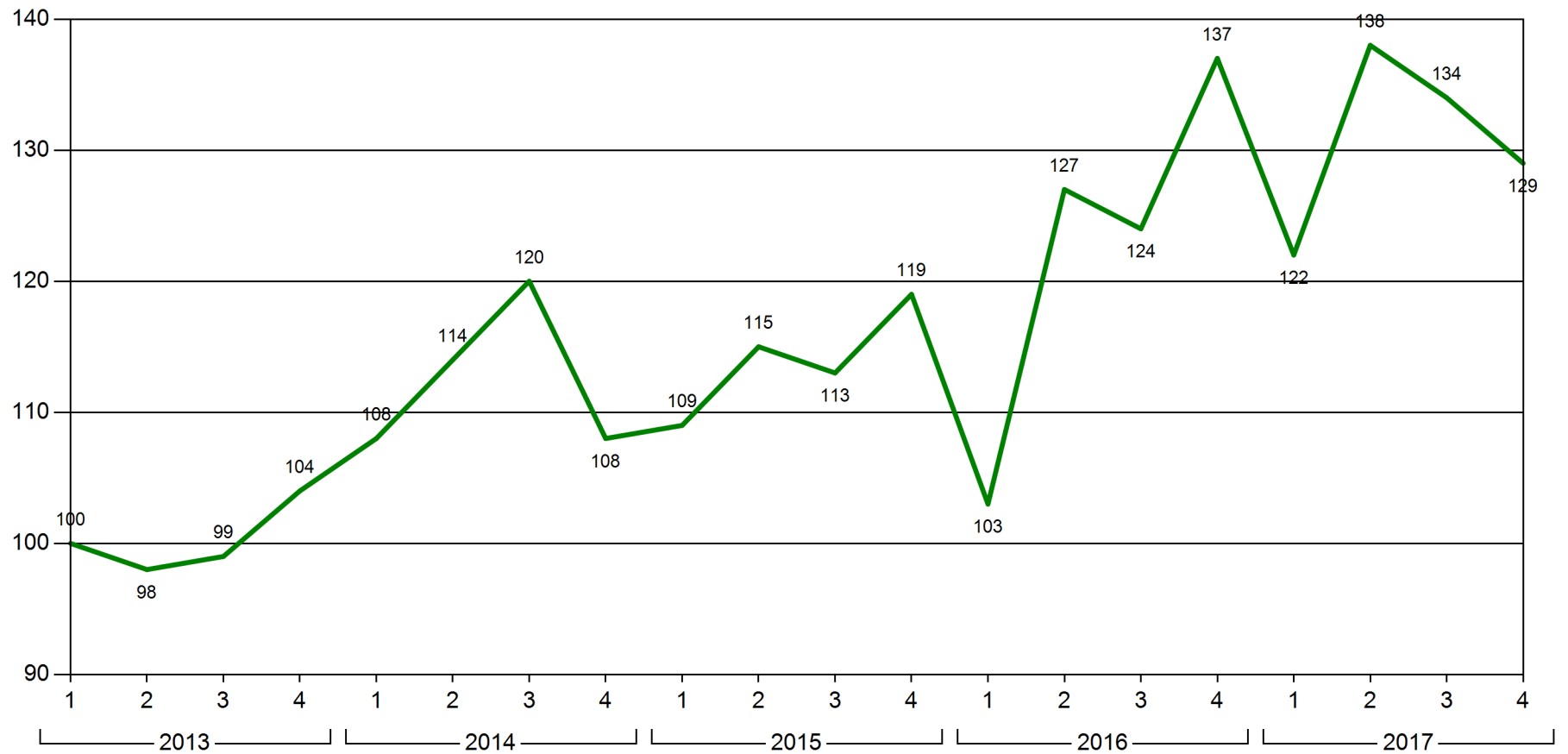
24 School Street, Boston, MA 02108

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North End

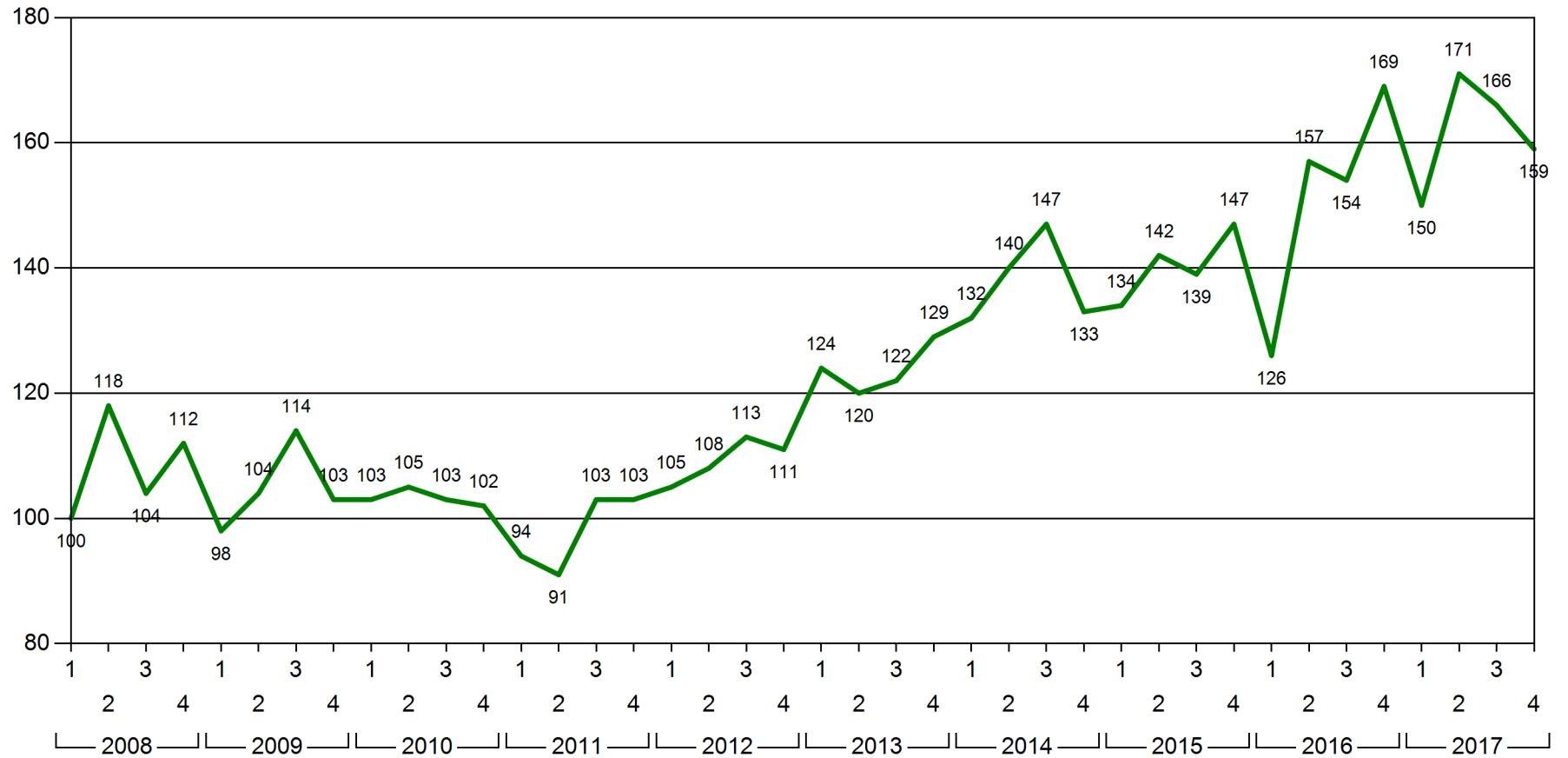
Five Year Price Index
(Appreciation Rate)





North End

Ten Year Price Index
(Appreciation Rate)



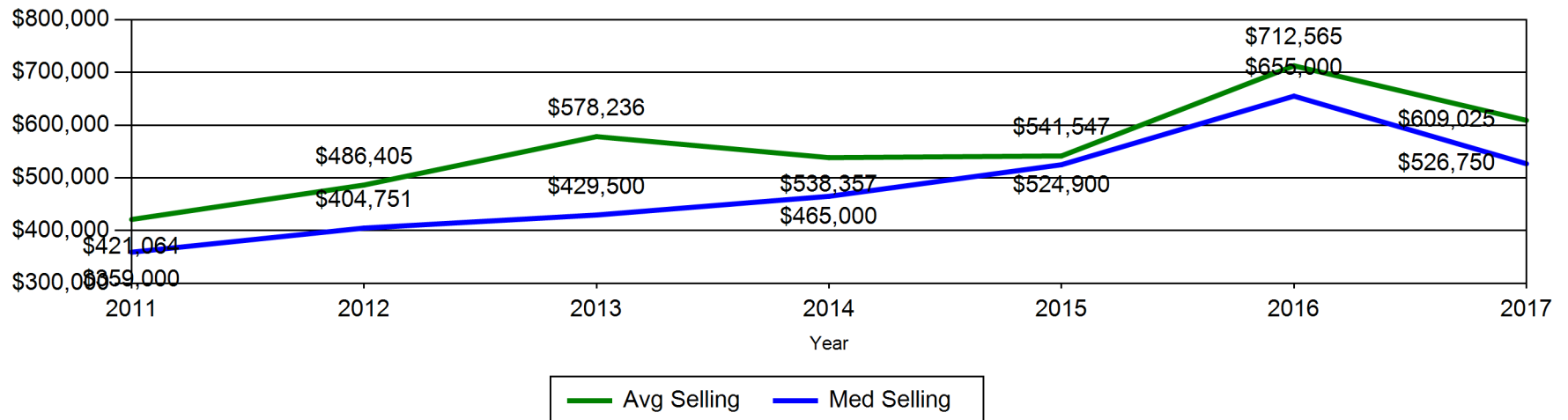


North End

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	14	16.67%	\$421,064	-11.96%	\$359,000	0.77%	\$629.02	13.10%	\$535.25	1.90%	91
2012	22	57.14%	\$486,405	15.52%	\$404,751	12.74%	\$645.19	2.57%	\$633.48	18.35%	54
2013	18	-18.18%	\$578,236	18.88%	\$429,500	6.11%	\$860.16	33.32%	\$692.66	9.34%	49
2014	21	16.67%	\$538,357	-6.90%	\$465,000	8.27%	\$706.84	-17.82%	\$684.03	-1.25%	40
2015	19	-9.52%	\$541,547	0.59%	\$524,900	12.88%	\$777.48	9.99%	\$748.90	9.48%	40
2016	23	21.05%	\$712,565	31.58%	\$655,000	24.79%	\$878.79	13.03%	\$867.77	15.87%	37
2017	16	-30.43%	\$609,025	-14.53%	\$526,750	-19.58%	\$860.28	-2.11%	\$865.52	-0.26%	68

Average and Median Selling Prices





North End

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

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North End

Sales Comparison by Square Footage

Fourth Quarter 2017

North End

Sales Comparison by Square Footage

Fourth Quarter 2017

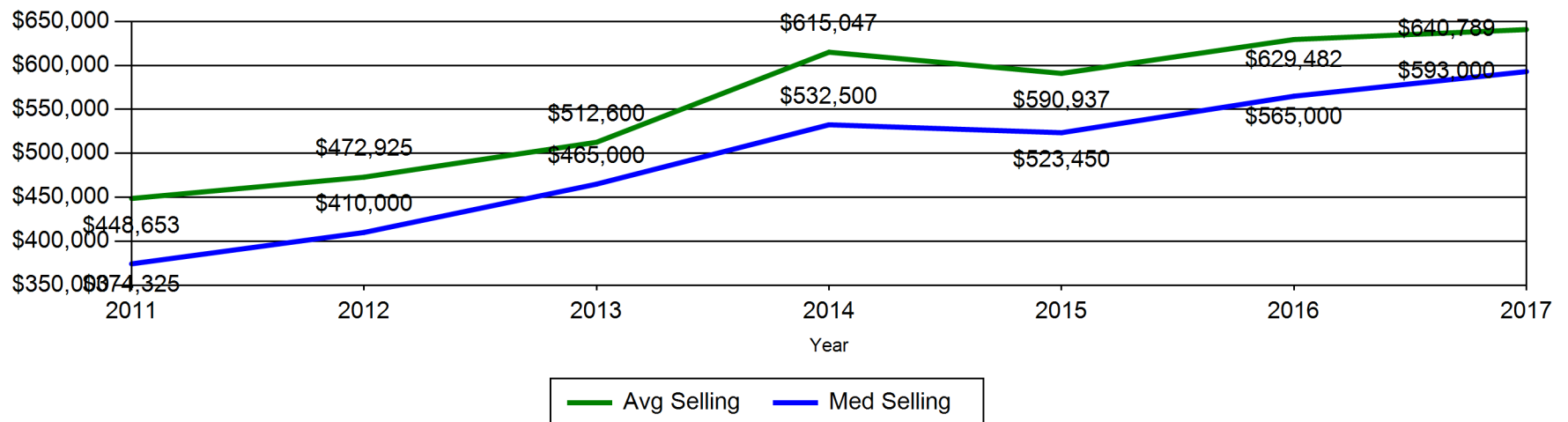


North End

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	70	-5.41%	\$448,653	-3.71%	\$374,325	-3.40%	\$555.98	-3.75%	\$523.01	-9.04%	120
2012	99	41.43%	\$472,925	5.41%	\$410,000	9.53%	\$615.22	10.65%	\$605.26	15.73%	62
2013	119	20.20%	\$512,600	8.39%	\$465,000	13.41%	\$677.40	10.11%	\$642.22	6.11%	55
2014	100	-15.97%	\$615,047	19.99%	\$532,500	14.52%	\$739.10	9.11%	\$735.00	14.45%	62
2015	100	0.00%	\$590,937	-3.92%	\$523,450	-1.70%	\$752.37	1.80%	\$740.25	0.71%	55
2016	101	1.00%	\$629,482	6.52%	\$565,000	7.94%	\$828.93	10.18%	\$828.03	11.86%	41
2017	70	-30.69%	\$640,789	1.80%	\$593,000	4.96%	\$867.13	4.61%	\$878.27	6.07%	66

Average and Median Selling Prices





North End

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	2	0.00%	\$280,750	-4.51%	\$280,750	-4.51%	\$793.71	-1.70%	\$793.71	-1.70%	
	2016	2	0.00%	\$350,000	24.67%	\$350,000	24.67%	\$996.42	25.54%	\$996.42	25.54%	56
	2017	3	50.00%	\$376,667	7.62%	\$400,000	14.29%	\$895.26	-10.15%	\$934.29	-6.23%	
One Bed	2015	52	26.83%	\$492,508	14.13%	\$432,500	2.98%	\$769.40	3.87%	\$773.16	5.11%	43
	2016	49	-5.77%	\$509,445	3.44%	\$475,000	9.83%	\$835.27	8.56%	\$828.88	7.21%	44
	2017	36	-26.53%	\$573,247	12.52%	\$496,750	4.58%	\$904.44	8.28%	\$903.63	9.02%	43
Two Beds	2015	40	-18.37%	\$710,794	-0.07%	\$623,750	7.92%	\$741.84	-0.60%	\$723.07	-2.54%	52
	2016	46	15.00%	\$763,366	7.40%	\$680,250	9.06%	\$826.09	11.36%	\$828.71	14.61%	37
	2017	28	-39.13%	\$696,832	-8.72%	\$665,000	-2.24%	\$835.66	1.16%	\$843.09	1.74%	60
Three Plus Beds	2015	5	-37.50%	\$834,000	-20.30%	\$742,000	-22.51%	\$642.88	-3.93%	\$640.70	-9.67%	162
	2016	4	-20.00%	\$700,000	-16.07%	\$622,500	-16.11%	\$700.10	8.90%	\$730.17	13.96%	
	2017	3	-25.00%	\$1,192,333	70.33%	\$1,250,000	100.80%	\$685.10	-2.14%	\$735.27	0.70%	198



North End

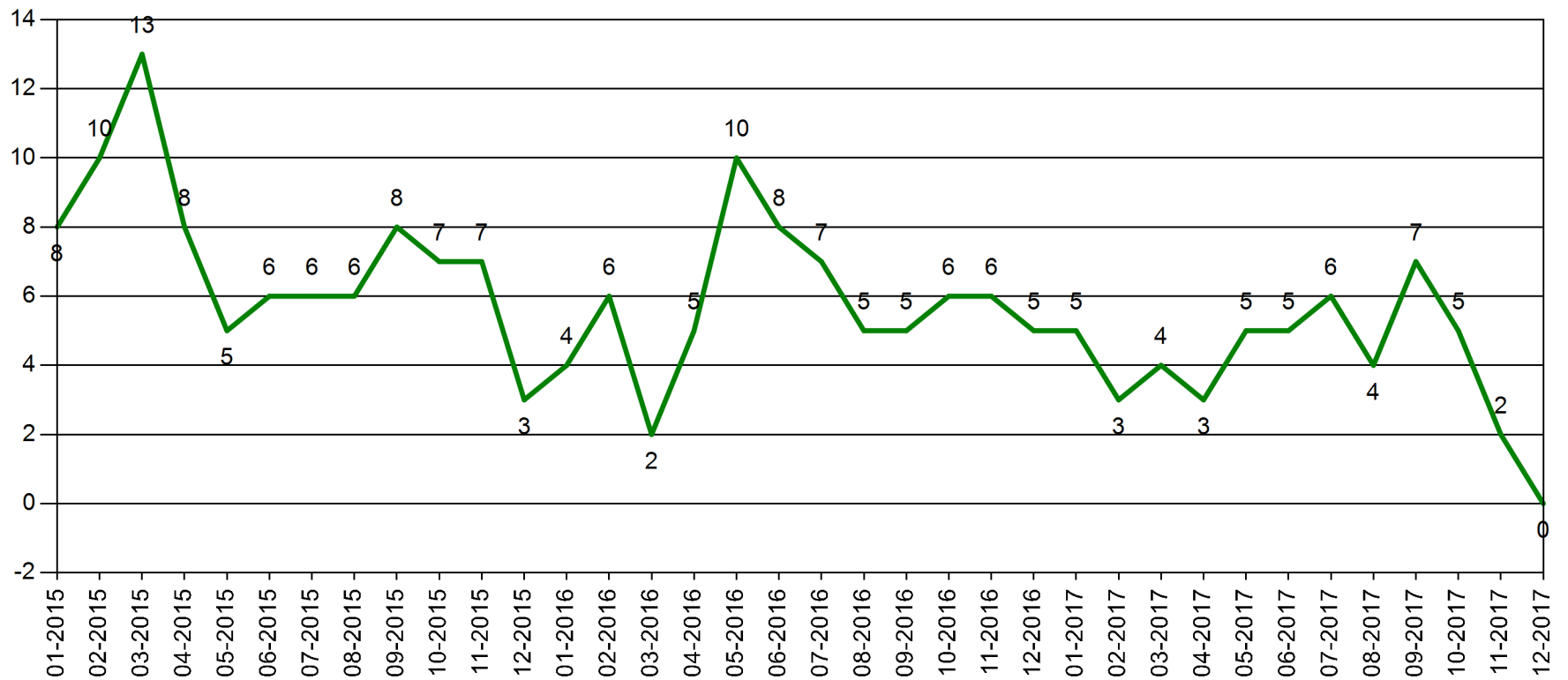
Sales Comparison by Square Footage

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North End

Inventory
Fourth Quarter 2017





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Seaport

2017

Sales Summary

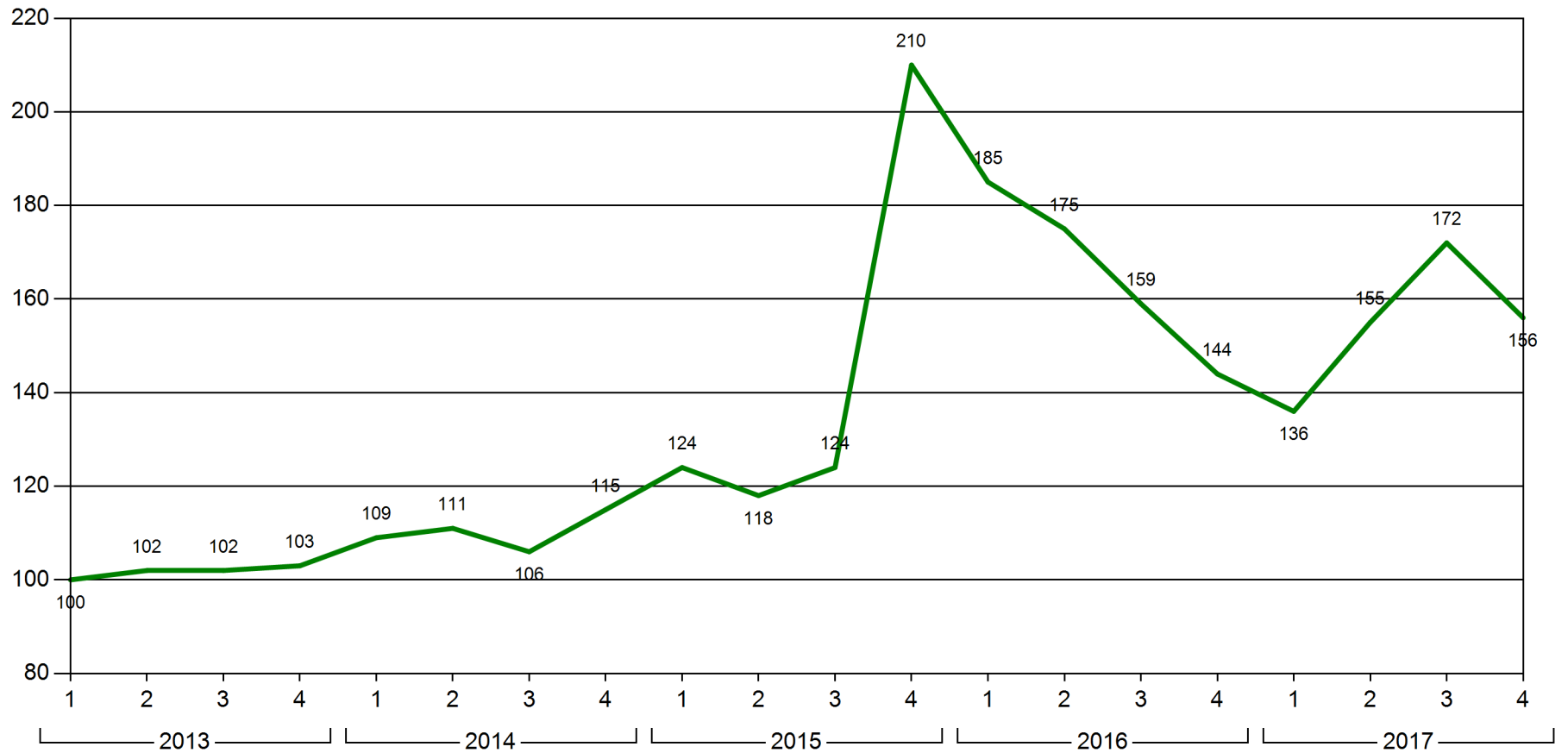
24 School Street, Boston, MA 02108

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LINK

Seaport

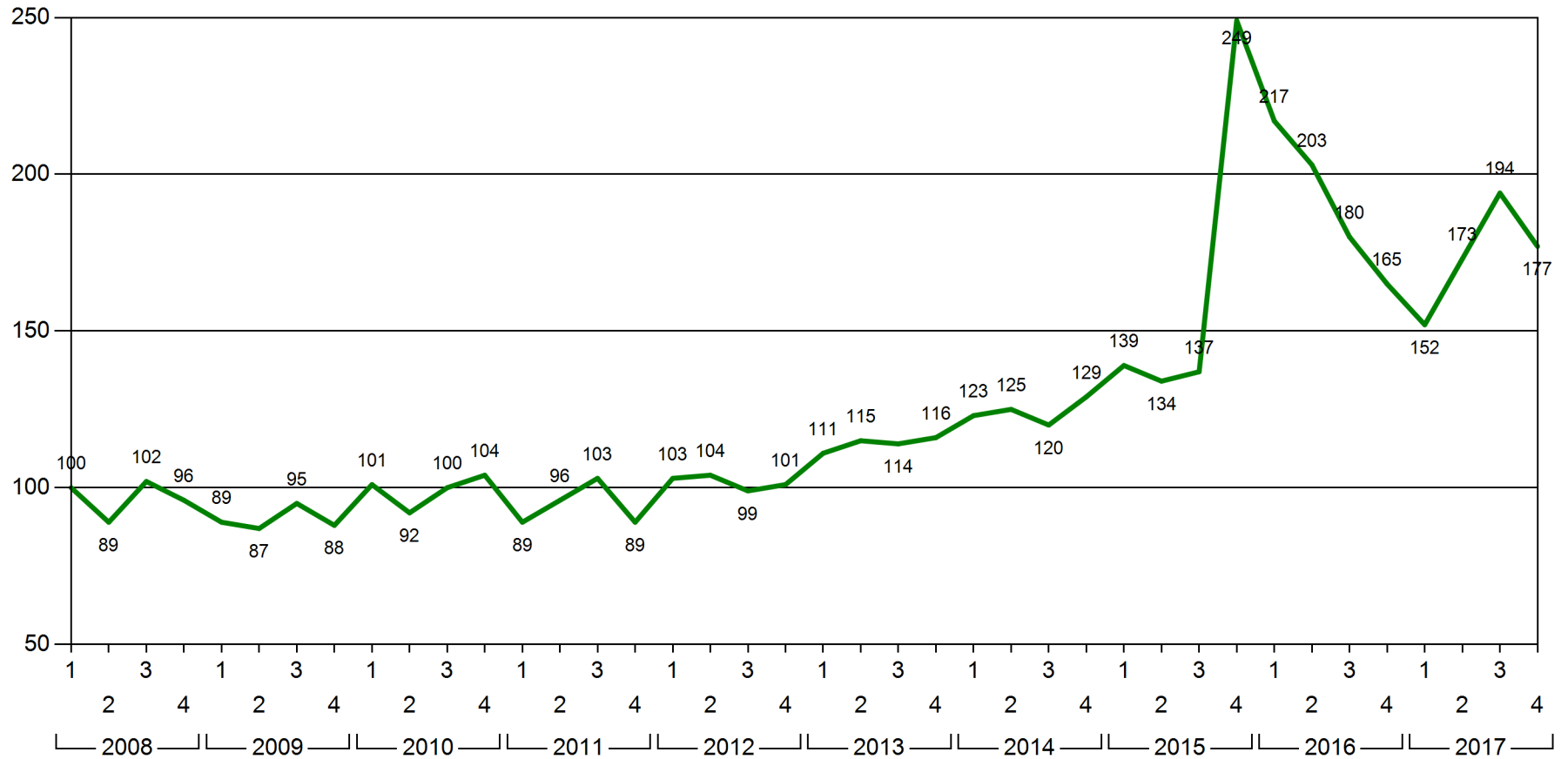
Five Year Price Index
(Appreciation Rate)



LINK

Seaport

Ten Year Price Index
(Appreciation Rate)



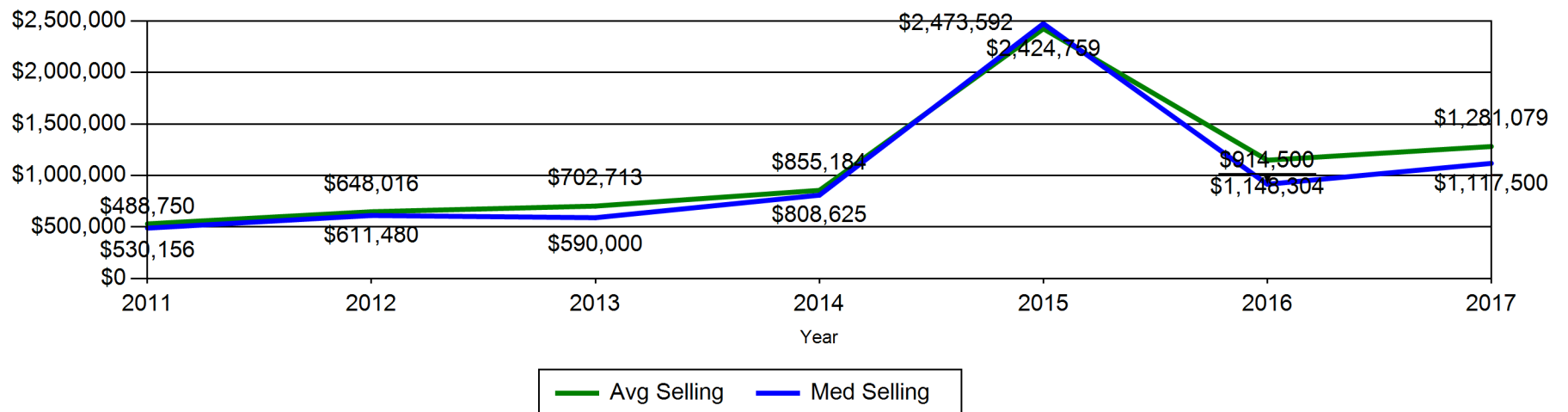


Seaport

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	16	-11.11%	\$530,156	-5.06%	\$488,750	9.46%	\$438.79	-16.98%	\$447.03	-12.07%	45
2012	22	37.50%	\$648,016	22.23%	\$611,480	25.11%	\$495.27	12.87%	\$491.96	10.05%	44
2013	17	-22.73%	\$702,713	8.44%	\$590,000	-3.51%	\$575.97	16.29%	\$570.14	15.89%	16
2014	20	17.65%	\$855,184	21.70%	\$808,625	37.06%	\$627.08	8.87%	\$627.78	10.11%	54
2015	116	480.00%	\$2,424,759	183.54%	\$2,473,592	205.90%	\$1,363.74	117.47%	\$1,402.84	123.46%	39
2016	28	-75.86%	\$1,148,304	-52.64%	\$914,500	-63.03%	\$881.26	-35.38%	\$805.31	-42.59%	76
2017	19	-32.14%	\$1,281,079	11.56%	\$1,117,500	22.20%	\$915.84	3.92%	\$804.12	-0.15%	42

Average and Median Selling Prices





Seaport

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	8		\$573,981		\$556,688		\$1,106.95		\$1,064.48		
	2016	3	-62.50%	\$543,333	-5.34%	\$525,000	-5.69%	\$1,057.45	-4.47%	\$1,054.22	-0.96%	6
	2017	2	-33.33%	\$603,250	11.03%	\$603,250	14.90%	\$976.88	-7.62%	\$976.88	-7.34%	24
One Bed	2015	26	225.00%	\$1,054,883	46.77%	\$998,038	44.28%	\$918.95	51.78%	\$949.53	57.41%	24
	2016	6	-76.92%	\$895,833	-15.08%	\$747,500	-25.10%	\$938.39	2.12%	\$838.28	-11.72%	37
	2017	2	-66.67%	\$1,077,500	20.28%	\$1,077,500	44.15%	\$870.47	-7.24%	\$870.47	3.84%	24
Two Beds	2015	68	518.18%	\$2,694,476	200.79%	\$2,887,187	243.71%	\$1,483.82	135.63%	\$1,617.04	159.22%	59
	2016	13	-80.88%	\$1,027,038	-61.88%	\$930,000	-67.79%	\$828.32	-44.18%	\$742.98	-54.05%	-1
	2017	12	-7.69%	\$1,483,667	44.46%	\$1,173,750	26.21%	\$975.16	17.73%	\$814.25	9.59%	56
Three Plus Beds	2015	14	1,300.00%	\$4,716,348	214.42%	\$4,718,500	214.57%	\$1,753.23	127.34%	\$1,799.70	133.36%	53
	2016	6	-57.14%	\$1,966,000	-58.32%	\$1,740,500	-63.11%	\$850.76	-51.47%	\$857.91	-52.33%	212
	2017	2	-66.67%	\$1,200,000	-38.96%	\$1,200,000	-31.05%	\$623.75	-26.68%	\$623.75	-27.29%	

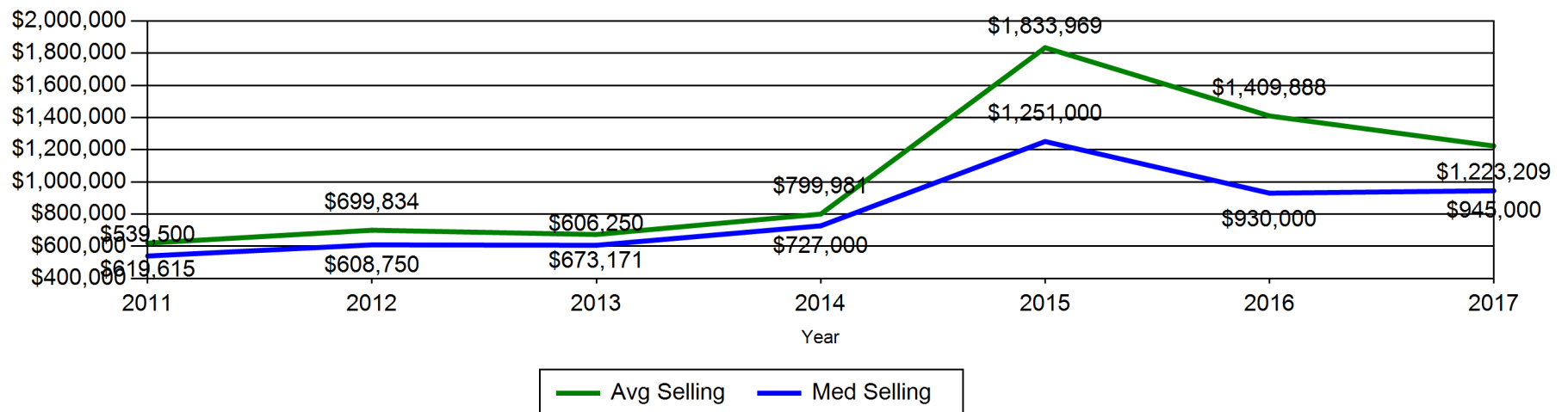
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Seaport

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	78	-6.02%	\$619,615	9.08%	\$539,500	2.76%	\$473.74	-4.68%	\$465.81	-4.12%	125
2012	120	53.85%	\$699,834	12.95%	\$608,750	12.84%	\$509.70	7.59%	\$502.61	7.90%	85
2013	88	-26.67%	\$673,171	-3.81%	\$606,250	-0.41%	\$565.24	10.90%	\$549.68	9.37%	61
2014	83	-5.68%	\$799,981	18.84%	\$727,000	19.92%	\$610.37	7.99%	\$608.72	10.74%	55
2015	184	121.69%	\$1,833,969	129.25%	\$1,251,000	72.08%	\$1,107.66	81.47%	\$979.93	60.98%	52
2016	160	-13.04%	\$1,409,888	-23.12%	\$930,000	-25.66%	\$1,027.16	-7.27%	\$890.92	-9.08%	21
2017	76	-52.50%	\$1,223,209	-13.24%	\$945,000	1.61%	\$884.95	-13.85%	\$797.61	-10.47%	43

Average and Median Selling Prices





Seaport

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	8	700.00%	\$573,981	23.44%	\$556,688	19.72%	\$1,106.95	69.02%	\$1,064.48	62.53%	
	2016	24	200.00%	\$565,250	-1.52%	\$572,500	2.84%	\$1,080.63	-2.38%	\$1,076.75	1.15%	0
	2017	4	-83.33%	\$596,000	5.44%	\$603,250	5.37%	\$922.29	-14.65%	\$867.70	-19.42%	24
One Bed	2015	62	34.78%	\$833,022	27.46%	\$762,150	20.31%	\$775.66	29.51%	\$738.80	24.56%	46
	2016	40	-35.48%	\$833,213	0.02%	\$782,500	2.67%	\$920.38	18.66%	\$838.28	13.47%	7
	2017	38	-5.00%	\$944,457	13.35%	\$827,500	5.75%	\$836.70	-9.09%	\$788.86	-5.90%	49
Two Beds	2015	96	200.00%	\$2,198,659	133.58%	\$2,470,274	202.68%	\$1,245.48	100.52%	\$1,402.84	129.95%	61
	2016	78	-18.75%	\$1,680,977	-23.55%	\$1,160,000	-53.04%	\$1,040.78	-16.44%	\$837.64	-40.29%	28
	2017	28	-64.10%	\$1,434,661	-14.65%	\$1,188,750	2.48%	\$925.71	-11.06%	\$802.76	-4.16%	40
Three Plus Beds	2015	16	433.33%	\$4,305,242	150.84%	\$4,591,056	178.41%	\$1,625.22	150.65%	\$1,742.66	178.39%	43
	2016	17	6.25%	\$2,757,518	-35.95%	\$2,450,000	-46.64%	\$1,157.69	-28.77%	\$959.38	-44.95%	86
	2017	4	-76.47%	\$2,536,250	-8.02%	\$1,247,500	-49.08%	\$1,052.66	-9.07%	\$623.75	-34.98%	



Seaport

Sales Comparison by Square Footage 2017

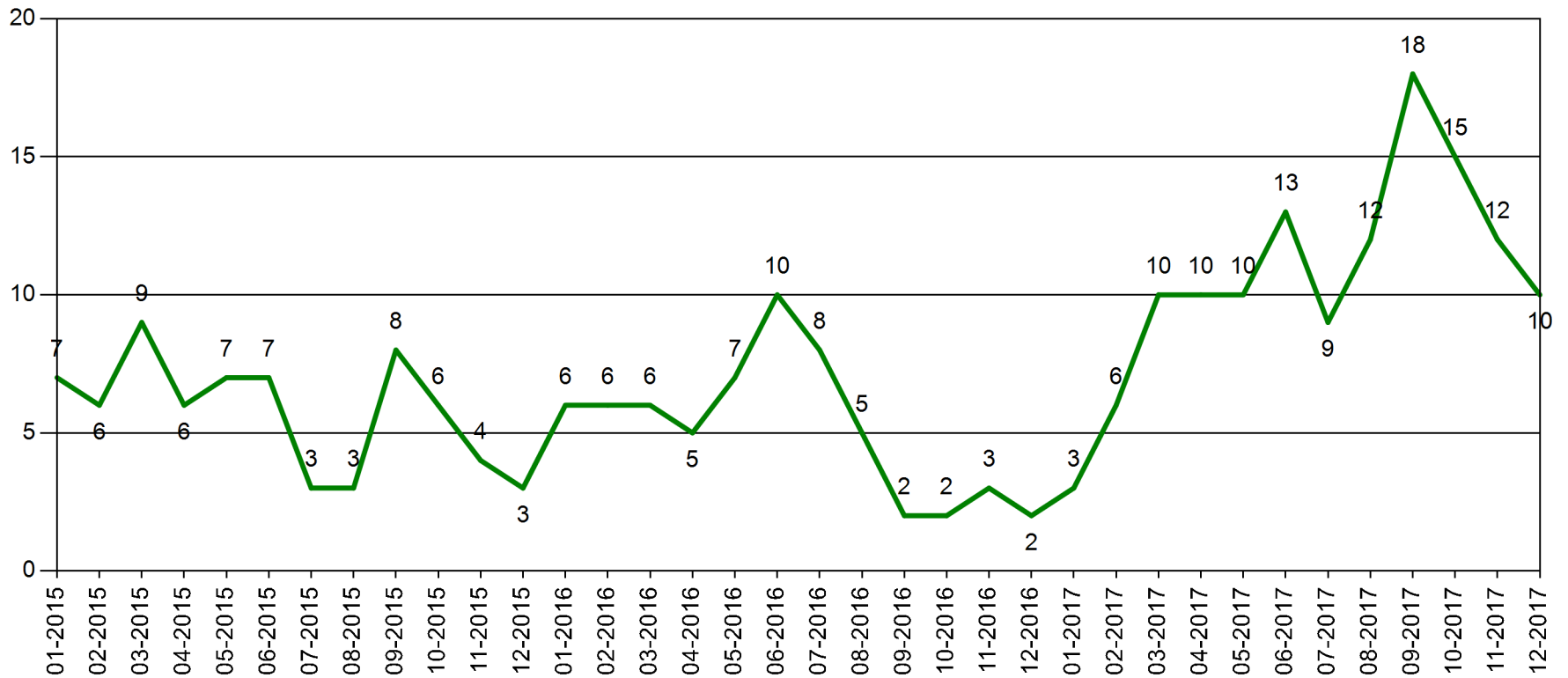
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	11	266.67%	\$560,532	65.71%	\$548,375	105.53%	\$1,022.57	97.55%	\$1,053.20	148.29%	14
	2016	31	181.82%	\$577,419	3.01%	\$575,000	4.86%	\$1,078.36	5.46%	\$1,080.09	2.55%	0
	2017	4	-87.10%	\$571,625	-1.00%	\$580,750	1.00%	\$944.65	-12.40%	\$904.81	-16.23%	
701-1000	2015	19	46.15%	\$589,964	11.64%	\$580,000	4.50%	\$721.73	13.03%	\$714.85	12.63%	25
	2016	26	36.84%	\$743,808	26.08%	\$712,500	22.84%	\$878.82	21.77%	\$810.18	13.33%	7
	2017	15	-42.31%	\$701,883	-5.64%	\$670,000	-5.96%	\$857.92	-2.38%	\$858.62	5.98%	45
1001-1500	2015	67	39.58%	\$997,086	36.58%	\$875,000	22.38%	\$805.76	34.08%	\$723.55	21.99%	49
	2016	59	-11.94%	\$1,047,648	5.07%	\$979,000	11.89%	\$821.39	1.94%	\$770.04	6.43%	28
	2017	38	-35.59%	\$1,023,318	-2.32%	\$945,000	-3.47%	\$825.84	0.54%	\$769.31	-0.09%	40
1501-1800	2015	31	244.44%	\$2,364,622	119.67%	\$2,590,000	151.46%	\$1,400.12	118.39%	\$1,584.10	159.88%	90
	2016	10	-67.74%	\$1,820,300	-23.02%	\$1,487,500	-42.57%	\$1,115.47	-20.33%	\$908.23	-42.67%	21
	2017	9	-10.00%	\$1,327,833	-27.05%	\$1,259,000	-15.36%	\$803.15	-28.00%	\$790.39	-12.98%	38
1800-2400	2015	48	500.00%	\$2,766,167	118.37%	\$3,027,450	141.81%	\$1,354.68	115.99%	\$1,584.83	156.62%	65
	2016	26	-45.83%	\$2,858,849	3.35%	\$2,734,500	-9.68%	\$1,389.76	2.59%	\$1,299.43	-18.01%	60
	2017	7	-73.08%	\$2,308,929	-19.24%	\$1,500,000	-45.15%	\$1,156.20	-16.81%	\$786.01	-39.51%	47
Over 2400	2015	8	300.00%	\$5,898,887	223.32%	\$5,438,363	198.07%	\$2,054.22	249.95%	\$2,005.17	241.60%	
	2016	8	0.00%	\$4,249,837	-27.96%	\$3,897,900	-28.33%	\$1,539.59	-25.05%	\$1,451.28	-27.62%	141
	2017	2	-75.00%	\$4,775,000	12.36%	\$4,775,000	22.50%	\$1,510.02	-1.92%	\$1,510.02	4.05%	81

LINK

Seaport

Inventory

Fourth Quarter 2017





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South Boston

2017

Sales Summary

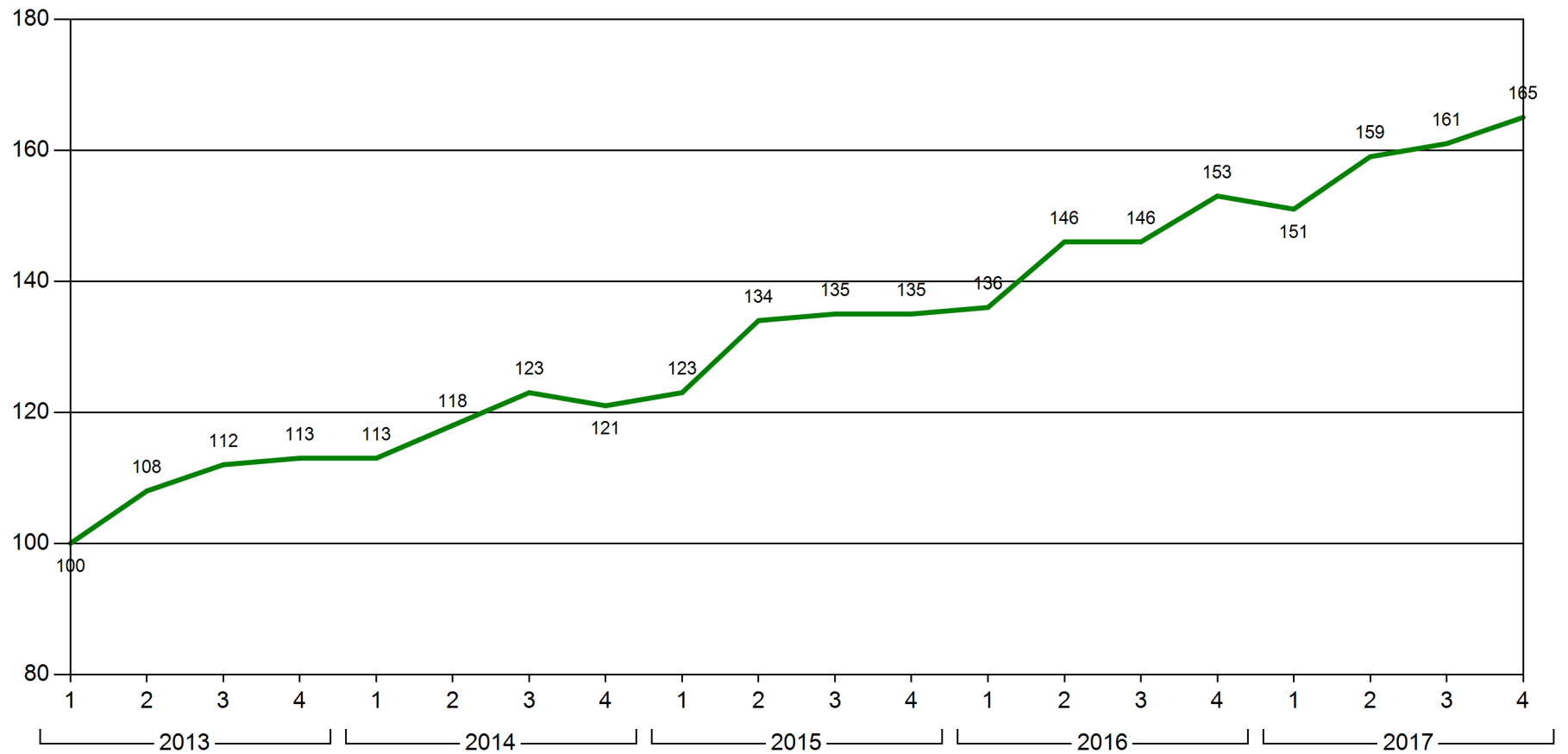
24 School Street, Boston, MA 02108

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South Boston

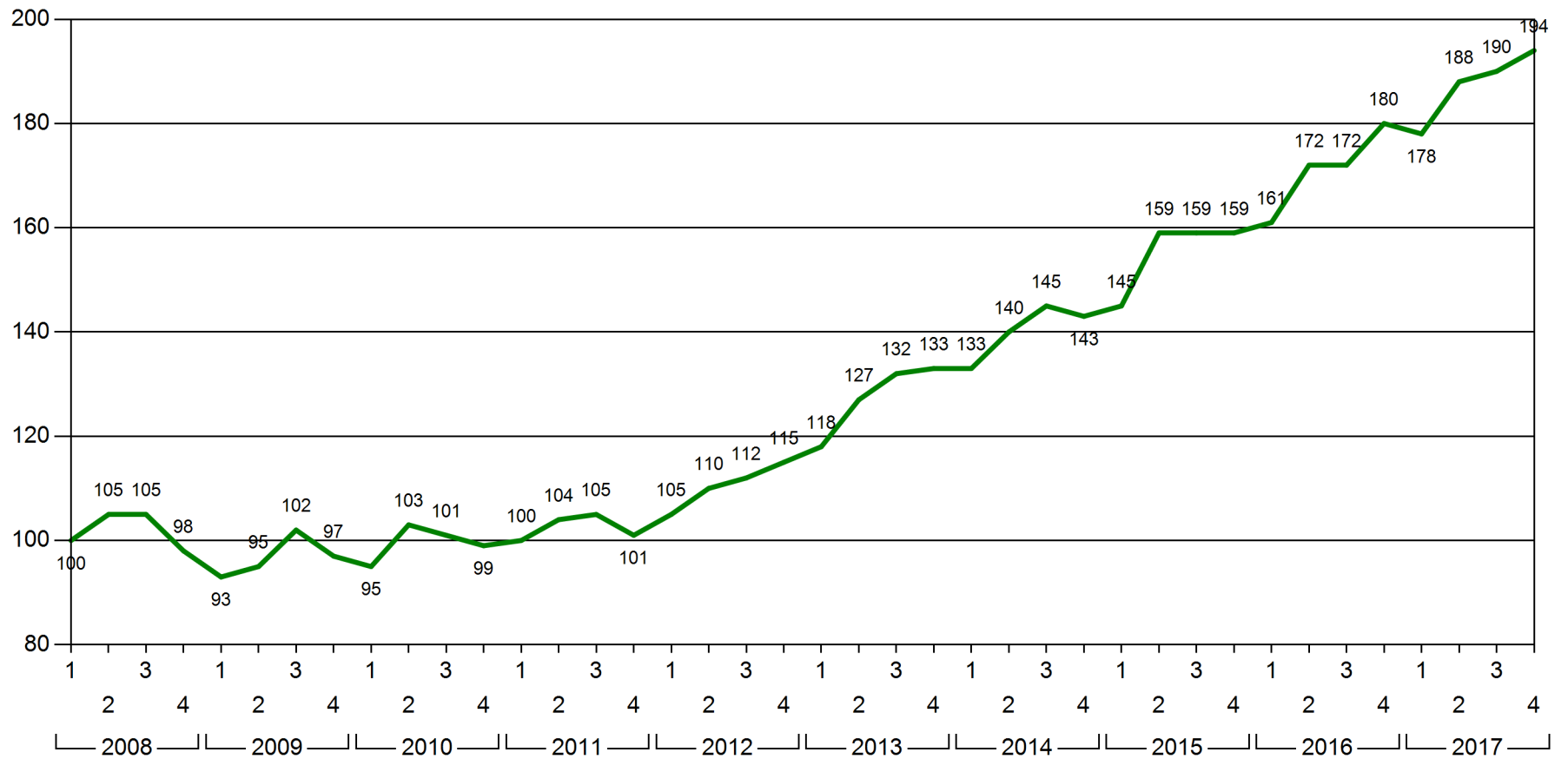
Five Year Price Index
(Appreciation Rate)





South Boston

Ten Year Price Index
(Appreciation Rate)



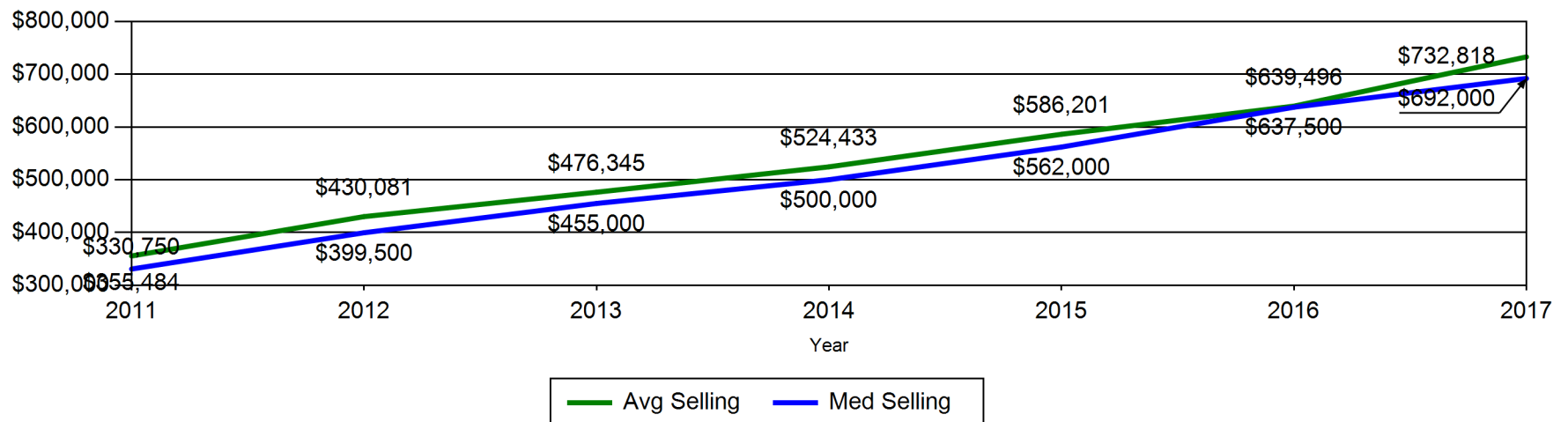


South Boston

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	130	32.65%	\$355,484	-1.40%	\$330,750	-5.84%	\$363.01	1.13%	\$366.71	3.03%	88
2012	142	9.23%	\$430,081	20.98%	\$399,500	20.79%	\$405.99	11.84%	\$400.94	9.33%	63
2013	153	7.75%	\$476,345	10.76%	\$455,000	13.89%	\$473.03	16.51%	\$471.49	17.60%	44
2014	150	-1.96%	\$524,433	10.10%	\$500,000	9.89%	\$510.42	7.90%	\$511.52	8.49%	50
2015	152	1.33%	\$586,201	11.78%	\$562,000	12.40%	\$559.62	9.64%	\$550.07	7.54%	42
2016	150	-1.32%	\$639,496	9.09%	\$637,500	13.43%	\$634.05	13.30%	\$636.20	15.66%	29
2017	149	-0.67%	\$732,818	14.59%	\$692,000	8.55%	\$676.92	6.76%	\$682.13	7.22%	22

Average and Median Selling Prices





South Boston

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	1		\$326,000		\$326,000		\$763.47		\$763.47		8
	2016	0	-100.00%									
	2017	0										
One Bed	2015	30	-3.23%	\$407,318	15.80%	\$392,500	15.44%	\$609.86	5.09%	\$586.82	0.83%	13
	2016	34	13.33%	\$427,431	4.94%	\$424,235	8.09%	\$698.39	14.52%	\$696.30	18.66%	19
	2017	24	-29.41%	\$456,627	6.83%	\$445,000	4.89%	\$750.55	7.47%	\$733.51	5.34%	24
Two Beds	2015	101	8.60%	\$611,675	12.89%	\$600,000	13.21%	\$555.56	11.69%	\$552.47	11.43%	50
	2016	99	-1.98%	\$683,502	11.74%	\$672,000	12.00%	\$630.50	13.49%	\$632.60	14.50%	34
	2017	106	7.07%	\$738,396	8.03%	\$700,000	4.17%	\$672.61	6.68%	\$683.28	8.01%	23
Three Plus Beds	2015	20	-16.67%	\$738,896	5.48%	\$675,500	1.73%	\$494.55	5.11%	\$490.54	2.93%	27
	2016	16	-20.00%	\$832,813	12.71%	\$837,500	23.98%	\$519.28	5.00%	\$522.78	6.57%	48
	2017	19	18.75%	\$1,050,573	26.15%	\$1,012,000	20.84%	\$608.01	17.09%	\$627.45	20.02%	20



South Boston

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	29	-12.12%	\$369,483	11.97%	\$365,000	7.35%	\$639.00	10.06%	\$643.65	10.60%	7
	2016	33	13.79%	\$416,582	12.75%	\$422,000	15.62%	\$727.04	13.78%	\$718.27	11.59%	18
	2017	24	-27.27%	\$445,460	6.93%	\$442,500	4.86%	\$772.87	6.30%	\$766.44	6.71%	20
701-1000	2015	37	-9.76%	\$464,736	3.91%	\$465,000	5.68%	\$550.99	7.14%	\$557.23	7.35%	23
	2016	30	-18.92%	\$527,523	13.51%	\$527,500	13.44%	\$635.55	15.35%	\$648.94	16.46%	30
	2017	39	30.00%	\$569,346	7.93%	\$600,000	13.74%	\$667.95	5.10%	\$690.51	6.41%	26
1001-1500	2015	69	32.69%	\$669,950	12.03%	\$650,000	5.07%	\$545.77	10.32%	\$542.07	9.61%	57
	2016	67	-2.90%	\$705,724	5.34%	\$699,000	7.54%	\$611.39	12.02%	\$621.89	14.72%	31
	2017	59	-11.94%	\$792,938	12.36%	\$805,000	15.16%	\$675.96	10.56%	\$650.34	4.57%	17
1501-1800	2015	9	-18.18%	\$789,322	7.36%	\$799,900	10.33%	\$494.71	9.24%	\$496.73	5.03%	43
	2016	12	33.33%	\$921,917	16.80%	\$962,500	20.33%	\$572.60	15.75%	\$593.75	19.53%	39
	2017	18	50.00%	\$994,722	7.90%	\$995,500	3.43%	\$610.03	6.54%	\$630.50	6.19%	31
1800-2400	2015	8	-20.00%	\$982,738	10.48%	\$979,500	16.33%	\$504.13	18.14%	\$492.77	20.80%	28
	2016	7	-12.50%	\$1,086,429	10.55%	\$970,000	-0.97%	\$511.49	1.46%	\$482.43	-2.10%	48
	2017	7	0.00%	\$1,239,429	14.08%	\$1,270,000	30.93%	\$617.05	20.64%	\$623.47	29.23%	17
Over 2400	2015	0	-100.00%									
	2016	0										
	2017	2		\$1,465,000		\$1,465,000		\$540.44		\$540.44		

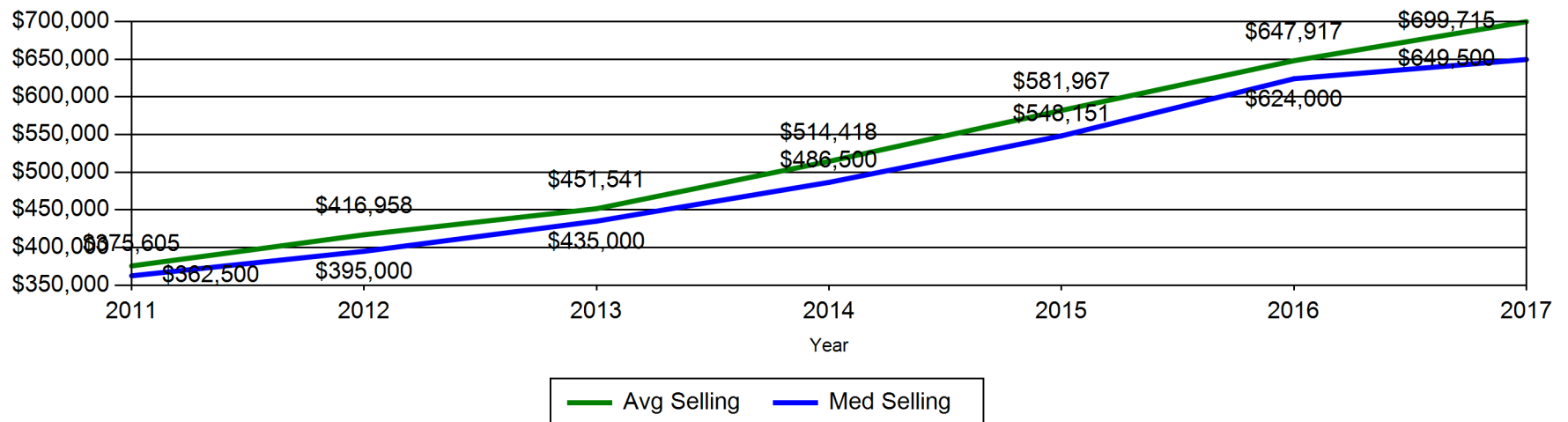


South Boston

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	522	-1.51%	\$375,605	6.01%	\$362,500	3.57%	\$371.81	1.45%	\$372.28	-0.04%	93
2012	689	31.99%	\$416,958	11.01%	\$395,000	8.97%	\$389.78	4.83%	\$390.56	4.91%	75
2013	748	8.56%	\$451,541	8.29%	\$435,000	10.13%	\$458.79	17.70%	\$460.15	17.82%	38
2014	732	-2.14%	\$514,418	13.92%	\$486,500	11.84%	\$500.97	9.19%	\$500.00	8.66%	50
2015	726	-0.82%	\$581,967	13.13%	\$548,151	12.67%	\$549.57	9.70%	\$547.83	9.57%	37
2016	660	-9.09%	\$647,917	11.33%	\$624,000	13.84%	\$599.26	9.04%	\$597.80	9.12%	38
2017	716	8.48%	\$699,715	7.99%	\$649,500	4.09%	\$664.42	10.87%	\$659.13	10.26%	32

Average and Median Selling Prices





South Boston

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	1	-83.33%	\$326,000	53.17%	\$326,000	64.23%	\$763.47	52.03%	\$763.47	55.09%	8
	2016	5	400.00%	\$242,400	-25.64%	\$235,000	-27.91%	\$624.95	-18.14%	\$718.65	-5.87%	
	2017	3	-40.00%	\$760,000	213.53%	\$375,000	59.57%	\$1,662.72	166.06%	\$946.97	31.77%	
One Bed	2015	145	4.32%	\$396,297	14.14%	\$390,000	14.71%	\$600.08	7.85%	\$610.90	7.40%	18
	2016	125	-13.79%	\$435,245	9.83%	\$423,470	8.58%	\$656.90	9.47%	\$668.13	9.37%	30
	2017	144	15.20%	\$480,897	10.49%	\$460,000	8.63%	\$737.83	12.32%	\$743.87	11.34%	26
Two Beds	2015	487	7.27%	\$601,534	14.05%	\$575,000	14.31%	\$547.55	9.71%	\$547.34	9.83%	41
	2016	416	-14.58%	\$661,998	10.05%	\$639,500	11.22%	\$600.92	9.75%	\$601.25	9.85%	41
	2017	441	6.01%	\$700,887	5.87%	\$675,000	5.55%	\$656.28	9.21%	\$656.29	9.15%	32
Three Plus Beds	2015	92	-20.69%	\$774,448	16.34%	\$726,750	15.40%	\$478.35	8.26%	\$475.00	7.25%	44
	2016	104	13.04%	\$809,097	4.47%	\$780,000	7.33%	\$521.89	9.10%	\$519.04	9.27%	40
	2017	121	16.35%	\$939,959	16.17%	\$899,000	15.26%	\$578.53	10.85%	\$580.22	11.79%	44



South Boston

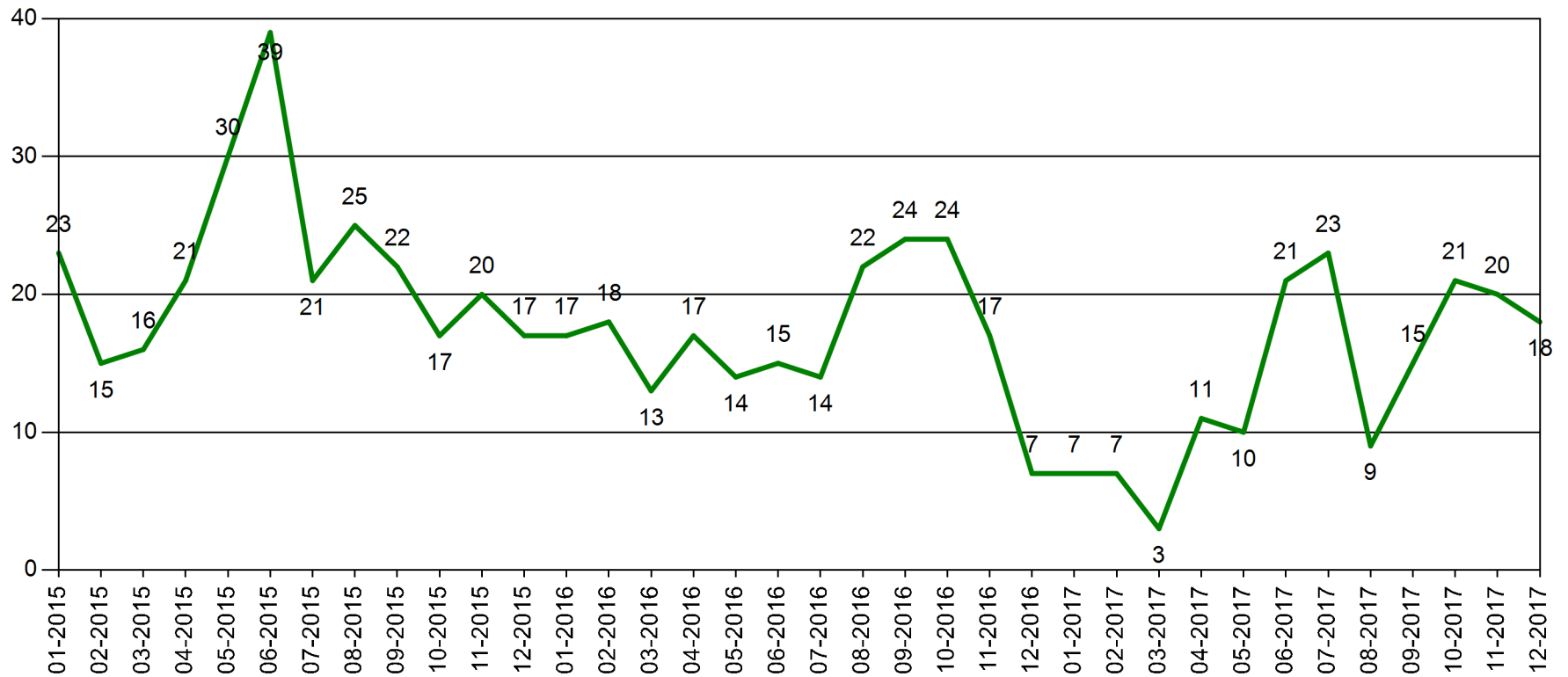
Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	128	-15.79%	\$363,950	10.57%	\$363,500	8.51%	\$626.09	8.29%	\$619.58	6.12%	19
	2016	116	-9.38%	\$398,139	9.39%	\$407,750	12.17%	\$696.85	11.30%	\$694.13	12.03%	25
	2017	130	12.07%	\$450,929	13.26%	\$440,000	7.91%	\$790.72	13.47%	\$777.50	12.01%	22
701-1000	2015	213	4.41%	\$477,189	8.67%	\$476,000	10.47%	\$555.67	8.23%	\$563.38	10.13%	32
	2016	156	-26.76%	\$514,317	7.78%	\$520,000	9.24%	\$610.21	9.81%	\$609.57	8.20%	26
	2017	214	37.18%	\$566,873	10.22%	\$564,000	8.46%	\$665.33	9.03%	\$685.02	12.38%	29
1001-1500	2015	284	11.37%	\$651,615	13.56%	\$642,500	14.73%	\$534.45	12.63%	\$527.40	12.12%	45
	2016	271	-4.58%	\$680,553	4.44%	\$665,000	3.50%	\$575.06	7.60%	\$581.40	10.24%	40
	2017	257	-5.17%	\$766,510	12.63%	\$750,008	12.78%	\$638.74	11.07%	\$630.67	8.48%	36
1501-1800	2015	54	-8.47%	\$778,397	7.16%	\$819,500	13.43%	\$473.22	7.35%	\$483.89	8.66%	44
	2016	58	7.41%	\$911,897	17.15%	\$899,500	9.76%	\$552.70	16.79%	\$562.33	16.21%	47
	2017	54	-6.90%	\$953,546	4.57%	\$945,750	5.14%	\$579.43	4.84%	\$579.27	3.01%	39
1800-2400	2015	41	5.13%	\$982,739	16.01%	\$954,000	12.90%	\$494.30	17.58%	\$472.26	11.21%	40
	2016	52	26.83%	\$1,059,510	7.81%	\$987,500	3.51%	\$533.20	7.87%	\$526.61	11.51%	78
	2017	49	-5.77%	\$1,157,462	9.25%	\$1,129,250	14.35%	\$583.61	9.45%	\$576.15	9.41%	43
Over 2400	2015	5	25.00%	\$1,274,800	51.81%	\$1,175,000	66.78%	\$467.27	59.51%	\$436.15	54.74%	-1
	2016	6	20.00%	\$1,398,833	9.73%	\$1,350,000	14.89%	\$543.06	16.22%	\$553.89	26.99%	
	2017	11	83.33%	\$1,374,455	-1.74%	\$1,410,000	4.44%	\$531.06	-2.21%	\$536.56	-3.13%	



South Boston

Inventory
Fourth Quarter 2017





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South End

2017

Sales Summary

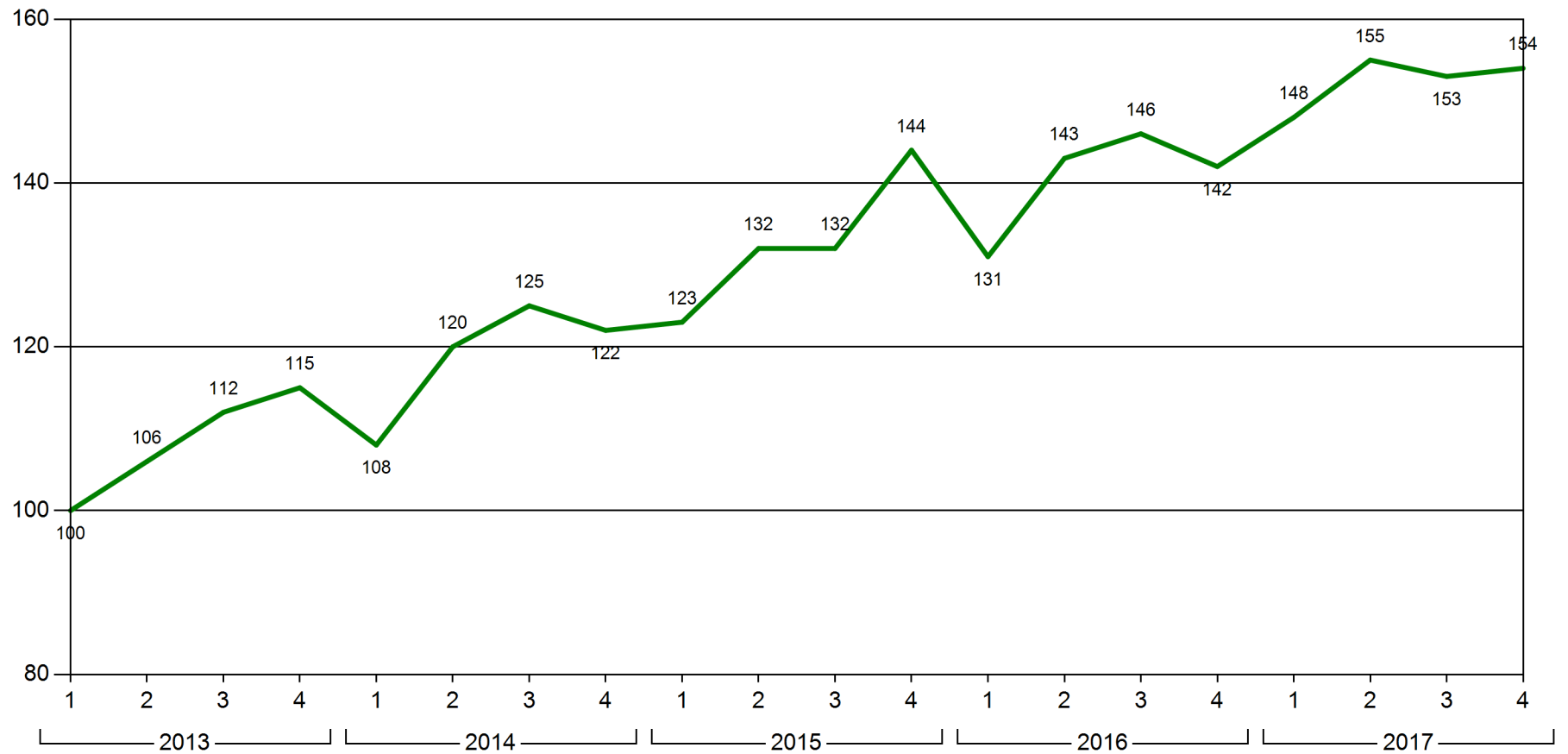
24 School Street, Boston, MA 02108

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South End

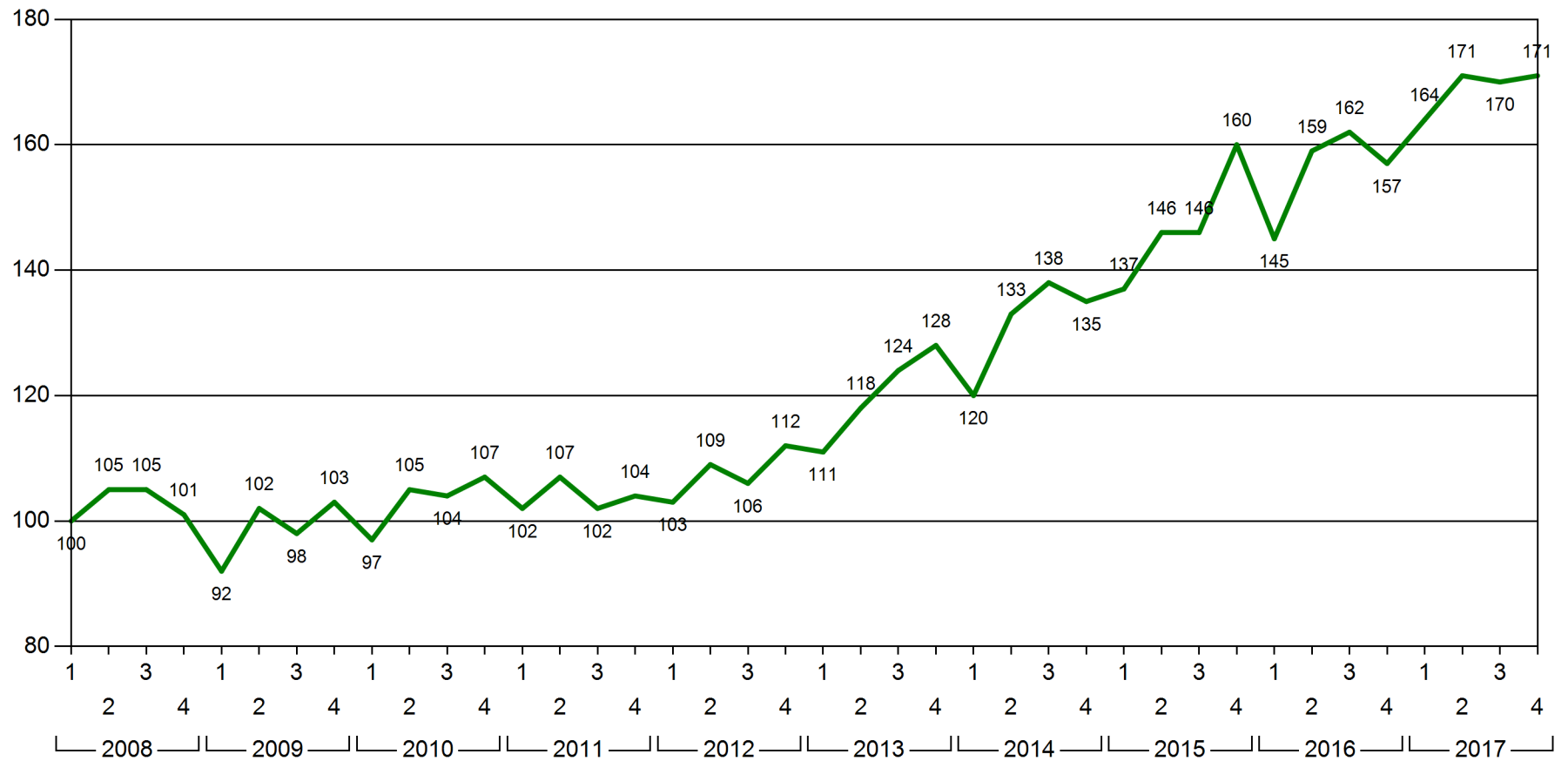
Five Year Price Index
(Appreciation Rate)



LINK

South End

Ten Year Price Index
(Appreciation Rate)



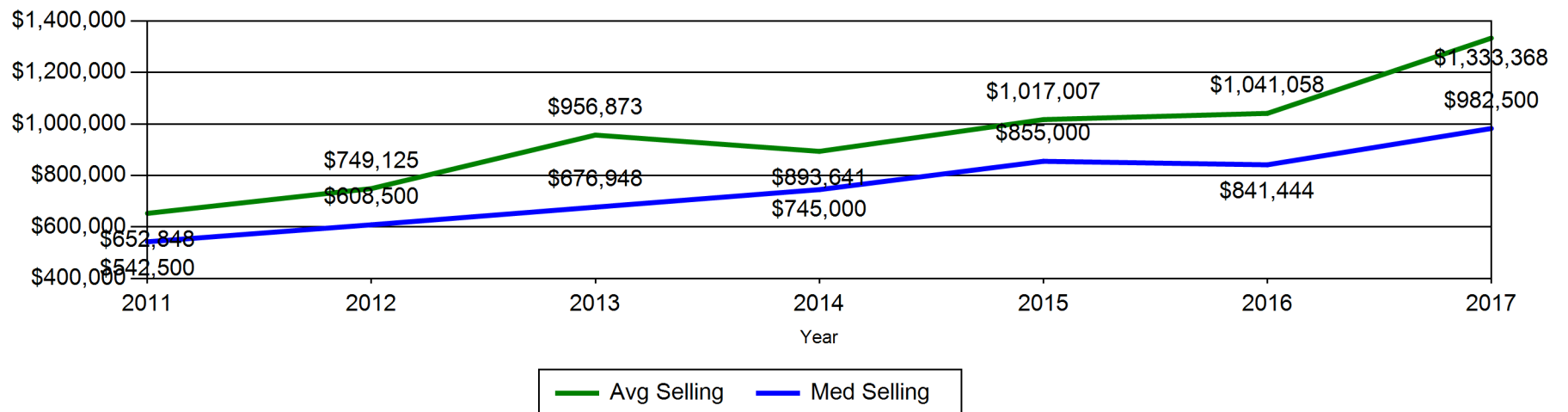


South End

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	135	0.00%	\$652,848	-14.70%	\$542,500	-8.05%	\$608.54	-3.19%	\$608.79	-4.18%	81
2012	146	8.15%	\$749,125	14.75%	\$608,500	12.17%	\$658.18	8.16%	\$665.11	9.25%	50
2013	140	-4.11%	\$956,873	27.73%	\$676,948	11.25%	\$757.57	15.10%	\$733.33	10.26%	41
2014	149	6.43%	\$893,641	-6.61%	\$745,000	10.05%	\$787.30	3.92%	\$796.88	8.67%	36
2015	213	42.95%	\$1,017,007	13.80%	\$855,000	14.77%	\$924.83	17.47%	\$949.27	19.12%	35
2016	120	-43.66%	\$1,041,058	2.36%	\$841,444	-1.59%	\$921.45	-0.37%	\$925.13	-2.54%	32
2017	156	30.00%	\$1,333,368	28.08%	\$982,500	16.76%	\$1,005.54	9.13%	\$997.97	7.87%	25

Average and Median Selling Prices



LINK

South End

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	10	900.00%	\$537,650	54.05%	\$512,000	46.70%	\$973.22	17.40%	\$1,013.45	22.25%	28
	2016	1	-90.00%	\$515,000	-4.21%	\$515,000	0.59%	\$683.93	-29.72%	\$683.93	-32.51%	63
	2017	1	0.00%	\$489,000	-5.05%	\$489,000	-5.05%	\$575.29	-15.88%	\$575.29	-15.88%	72
One Bed	2015	73	48.98%	\$688,643	13.08%	\$669,000	13.39%	\$893.72	17.26%	\$908.96	15.54%	30
	2016	47	-35.62%	\$650,409	-5.55%	\$655,000	-2.09%	\$871.24	-2.52%	\$893.20	-1.73%	20
	2017	47	0.00%	\$708,511	8.93%	\$675,000	3.05%	\$937.99	7.66%	\$909.09	1.78%	24
Two Beds	2015	108	40.26%	\$1,080,503	25.01%	\$1,030,000	23.35%	\$929.10	19.62%	\$946.09	20.53%	37
	2016	53	-50.93%	\$1,145,603	6.03%	\$1,005,000	-2.43%	\$954.64	2.75%	\$933.29	-1.35%	30
	2017	77	45.28%	\$1,215,187	6.07%	\$1,095,000	8.96%	\$1,001.93	4.95%	\$1,000.00	7.15%	31
Three Plus Beds	2015	20	-4.76%	\$2,173,261	31.39%	\$2,174,000	24.30%	\$1,044.20	18.30%	\$1,074.90	20.74%	45
	2016	19	-5.00%	\$1,743,461	-19.78%	\$1,895,000	-12.83%	\$965.60	-7.53%	\$993.71	-7.55%	50
	2017	31	63.16%	\$2,601,516	49.22%	\$2,750,000	45.12%	\$1,130.80	17.11%	\$1,171.53	17.89%	12



South End

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	45	80.00%	\$564,807	14.21%	\$555,000	9.58%	\$938.42	11.69%	\$965.79	16.50%	35
	2016	26	-42.22%	\$498,208	-11.79%	\$508,000	-8.47%	\$862.09	-8.13%	\$818.58	-15.24%	17
	2017	20	-23.08%	\$575,025	15.42%	\$557,500	9.74%	\$1,037.74	20.37%	\$1,052.94	28.63%	13
701-1000	2015	64	18.52%	\$741,984	14.39%	\$742,000	16.80%	\$885.28	14.18%	\$902.67	14.08%	36
	2016	34	-46.88%	\$746,822	0.65%	\$742,750	0.10%	\$904.59	2.18%	\$933.37	3.40%	27
	2017	56	64.71%	\$784,805	5.09%	\$773,750	4.17%	\$925.80	2.35%	\$903.40	-3.21%	32
1001-1500	2015	71	86.84%	\$1,076,647	19.25%	\$1,099,000	27.79%	\$901.77	21.86%	\$952.35	25.79%	33
	2016	36	-49.30%	\$1,107,818	2.90%	\$1,096,400	-0.24%	\$899.67	-0.23%	\$879.44	-7.66%	30
	2017	30	-16.67%	\$1,159,793	4.69%	\$1,115,000	1.70%	\$943.40	4.86%	\$956.48	8.76%	19
1501-1800	2015	12	-20.00%	\$1,646,542	27.51%	\$1,685,000	40.42%	\$987.80	24.82%	\$1,019.89	27.91%	18
	2016	11	-8.33%	\$1,835,241	11.46%	\$1,670,000	-0.89%	\$1,121.40	13.52%	\$1,099.01	7.76%	51
	2017	22	100.00%	\$1,783,250	-2.83%	\$1,808,750	8.31%	\$1,078.46	-3.83%	\$1,089.66	-0.85%	34
1800-2400	2015	15	25.00%	\$2,053,747	13.56%	\$2,169,000	17.33%	\$1,056.66	23.41%	\$1,106.59	27.70%	47
	2016	11	-26.67%	\$2,042,045	-0.57%	\$1,985,000	-8.48%	\$1,006.18	-4.78%	\$1,011.63	-8.58%	37
	2017	13	18.18%	\$2,163,385	5.94%	\$2,200,000	10.83%	\$1,054.64	4.82%	\$1,005.35	-0.62%	42
Over 2400	2015	6	50.00%	\$2,785,417	27.94%	\$2,697,500	17.04%	\$1,062.33	25.59%	\$1,042.70	14.49%	35
	2016	2	-66.67%	\$2,025,000	-27.30%	\$2,025,000	-24.93%	\$806.29	-24.10%	\$806.29	-22.67%	70
	2017	15	650.00%	\$3,360,433	65.95%	\$3,350,000	65.43%	\$1,235.06	53.18%	\$1,251.44	55.21%	0

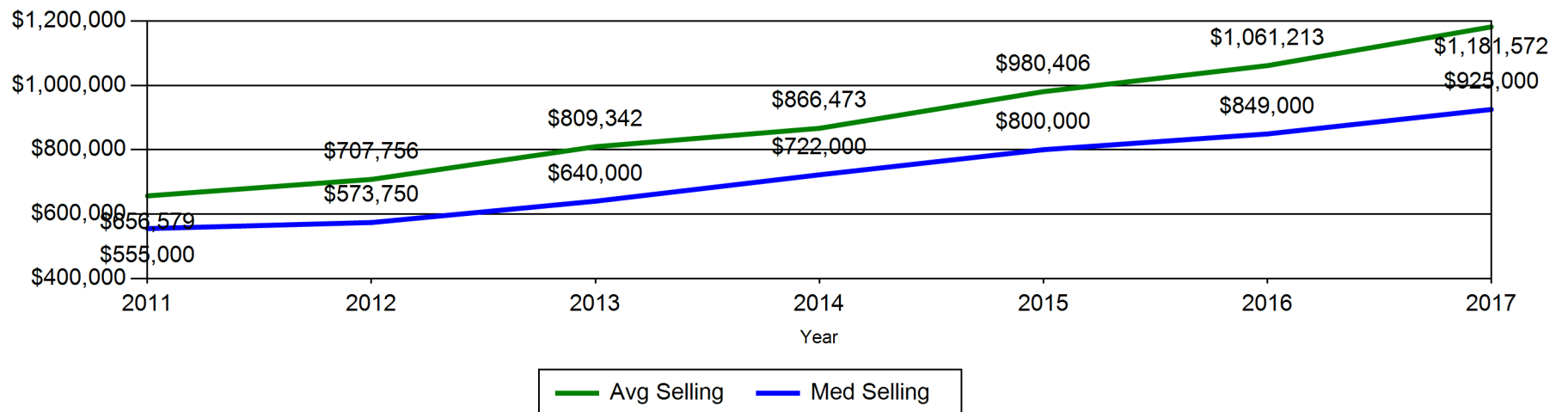


South End

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	559	-1.41%	\$656,579	-2.75%	\$555,000	0.54%	\$606.83	-0.27%	\$609.08	-0.02%	71
2012	646	15.56%	\$707,756	7.79%	\$573,750	3.38%	\$629.71	3.77%	\$626.06	2.79%	61
2013	705	9.13%	\$809,342	14.35%	\$640,000	11.55%	\$707.64	12.38%	\$709.94	13.40%	33
2014	632	-10.35%	\$866,473	7.06%	\$722,000	12.81%	\$780.45	10.29%	\$785.09	10.59%	34
2015	700	10.76%	\$980,406	13.15%	\$800,000	10.80%	\$870.68	11.56%	\$878.34	11.88%	38
2016	585	-16.43%	\$1,061,213	8.24%	\$849,000	6.13%	\$917.10	5.33%	\$919.98	4.74%	30
2017	598	2.22%	\$1,181,572	11.34%	\$925,000	8.95%	\$995.31	8.53%	\$992.40	7.87%	35

Average and Median Selling Prices





South End

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	18	63.64%	\$453,281	50.25%	\$433,750	37.26%	\$966.65	21.56%	\$999.86	30.66%	24
	2016	13	-27.78%	\$473,808	4.53%	\$430,000	-0.86%	\$904.61	-6.42%	\$849.80	-15.01%	36
	2017	7	-46.15%	\$465,714	-1.71%	\$489,000	13.72%	\$979.96	8.33%	\$972.33	14.42%	53
One Bed	2015	235	9.81%	\$621,332	10.01%	\$585,000	10.38%	\$850.22	14.66%	\$860.47	12.32%	29
	2016	193	-17.87%	\$657,330	5.79%	\$635,000	8.55%	\$876.05	3.04%	\$900.75	4.68%	25
	2017	195	1.04%	\$717,520	9.16%	\$675,000	6.30%	\$962.86	9.91%	\$981.82	9.00%	28
Two Beds	2015	345	11.65%	\$1,004,326	13.48%	\$885,000	10.63%	\$868.38	10.15%	\$877.78	12.12%	41
	2016	289	-16.23%	\$1,074,403	6.98%	\$945,000	6.78%	\$922.08	6.18%	\$912.41	3.95%	28
	2017	296	2.42%	\$1,162,887	8.24%	\$1,027,500	8.73%	\$997.07	8.13%	\$987.89	8.27%	34
Three Plus Beds	2015	99	12.50%	\$1,859,283	17.39%	\$1,825,000	15.51%	\$922.23	8.02%	\$946.17	9.38%	50
	2016	90	-9.09%	\$1,969,809	5.94%	\$1,973,210	8.12%	\$990.94	7.45%	\$1,008.71	6.61%	43
	2017	93	3.33%	\$2,259,923	14.73%	\$2,280,000	15.55%	\$1,081.69	9.16%	\$1,093.93	8.45%	51



South End

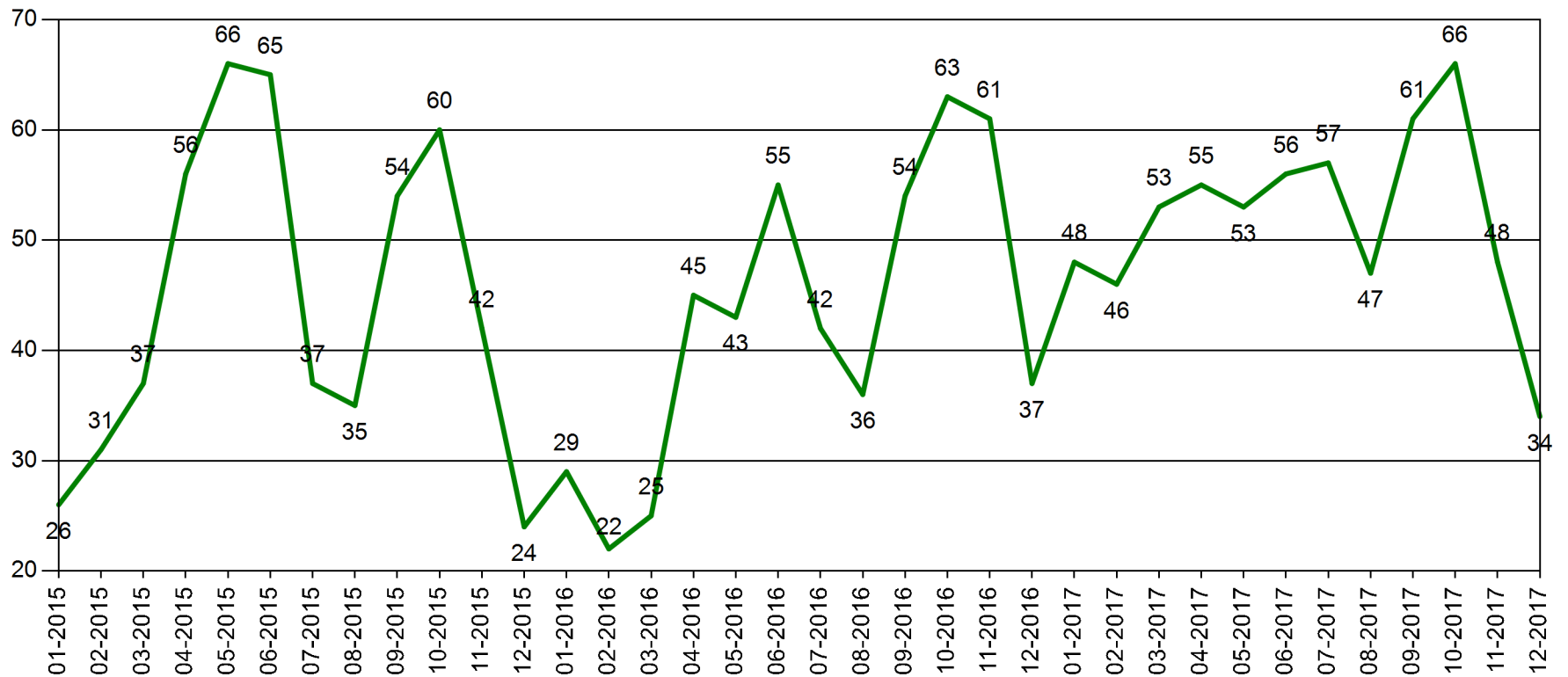
Sales Comparison by Square Footage 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	154	17.56%	\$514,131	13.90%	\$515,500	10.74%	\$898.44	11.71%	\$912.79	12.61%	32
	2016	109	-29.22%	\$524,471	2.01%	\$540,000	4.75%	\$908.66	1.14%	\$941.18	3.11%	19
	2017	114	4.59%	\$594,730	13.40%	\$597,500	10.65%	\$1,038.27	14.26%	\$1,042.49	10.76%	21
701-1000	2015	210	4.48%	\$698,856	11.23%	\$700,650	12.37%	\$834.58	11.63%	\$840.56	9.15%	32
	2016	186	-11.43%	\$724,421	3.66%	\$720,000	2.76%	\$878.01	5.20%	\$890.09	5.89%	30
	2017	180	-3.23%	\$813,046	12.23%	\$795,000	10.42%	\$961.08	9.46%	\$946.24	6.31%	29
1001-1500	2015	200	12.99%	\$1,007,614	10.35%	\$980,250	12.54%	\$824.33	9.96%	\$846.29	12.78%	46
	2016	166	-17.00%	\$1,084,317	7.61%	\$1,050,000	7.12%	\$887.19	7.62%	\$873.62	3.23%	29
	2017	167	0.60%	\$1,150,077	6.06%	\$1,117,500	6.43%	\$944.61	6.47%	\$963.56	10.29%	32
1501-1800	2015	60	15.38%	\$1,524,206	10.36%	\$1,484,000	15.26%	\$921.12	10.06%	\$918.42	15.28%	44
	2016	54	-10.00%	\$1,658,549	8.81%	\$1,662,750	12.05%	\$1,004.47	9.05%	\$985.87	7.34%	30
	2017	57	5.56%	\$1,693,383	2.10%	\$1,720,000	3.44%	\$1,025.53	2.10%	\$1,015.16	2.97%	55
1800-2400	2015	52	8.33%	\$2,031,414	15.90%	\$2,035,000	15.30%	\$1,006.69	16.09%	\$986.88	12.91%	36
	2016	55	5.77%	\$2,132,444	4.97%	\$1,999,000	-1.77%	\$1,051.60	4.46%	\$1,017.89	3.14%	39
	2017	51	-7.27%	\$2,300,411	7.88%	\$2,345,000	17.31%	\$1,123.48	6.84%	\$1,166.67	14.62%	61
Over 2400	2015	24	60.00%	\$2,572,479	10.99%	\$2,650,000	19.26%	\$973.95	7.90%	\$1,019.52	13.97%	50
	2016	15	-37.50%	\$2,803,800	8.99%	\$2,600,000	-1.89%	\$986.48	1.29%	\$1,018.81	-0.07%	57
	2017	29	93.33%	\$2,983,641	6.41%	\$3,199,000	23.04%	\$1,046.15	6.05%	\$1,147.57	12.64%	31



South End

Inventory
Fourth Quarter 2017





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Waterfront

2017

Sales Summary

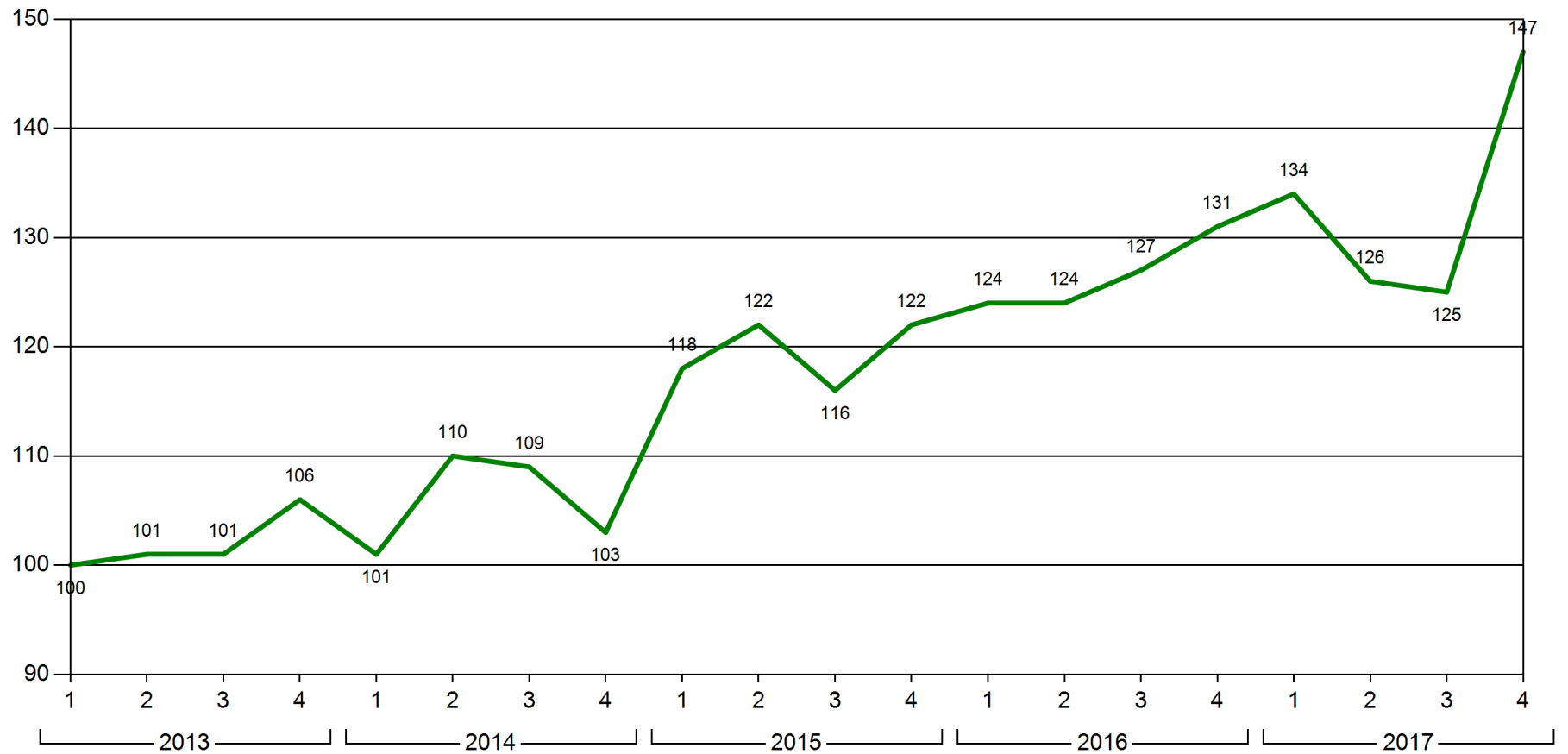
24 School Street, Boston, MA 02108

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Waterfront

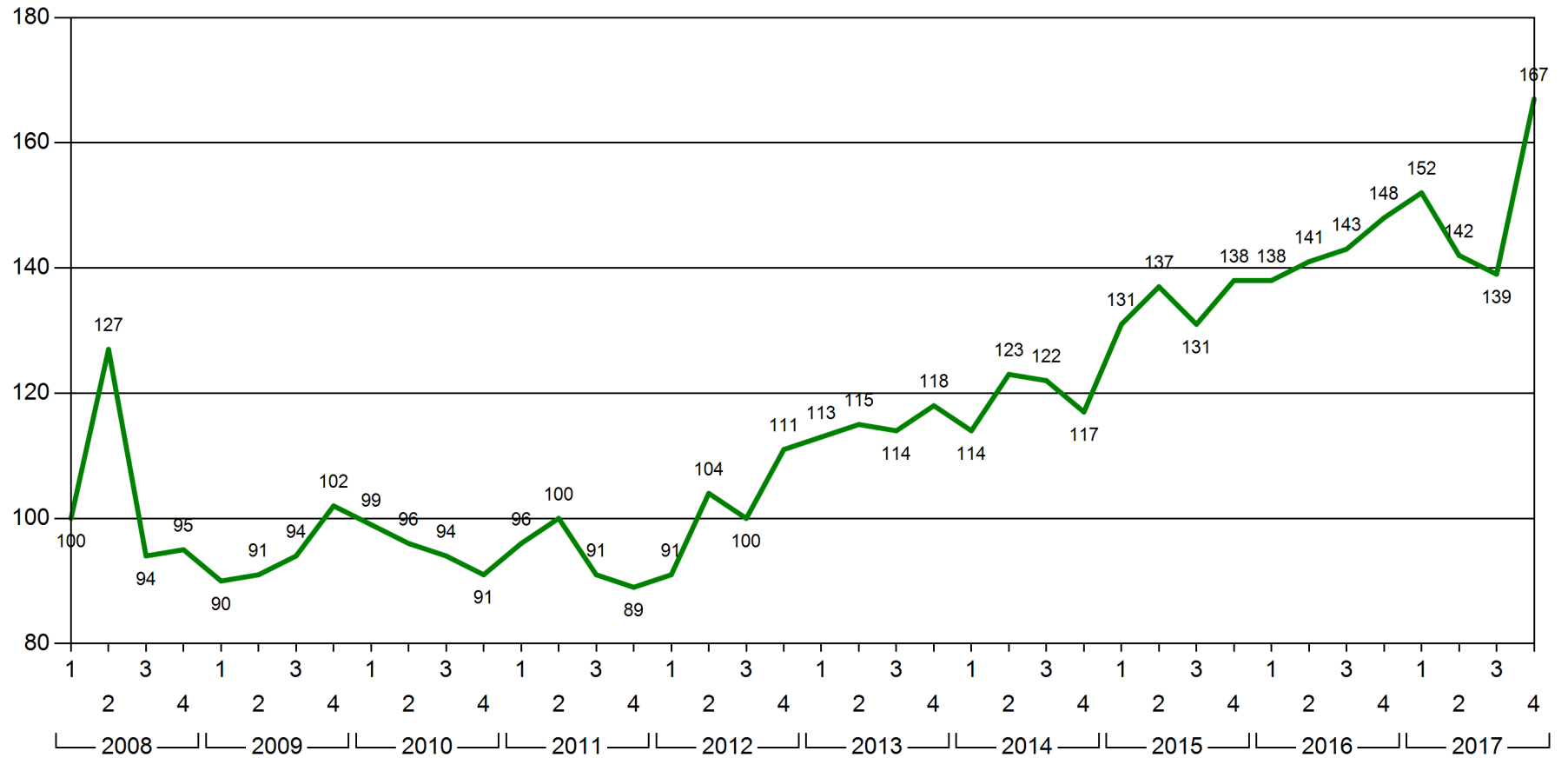
Five Year Price Index
(Appreciation Rate)





Waterfront

Ten Year Price Index
(Appreciation Rate)



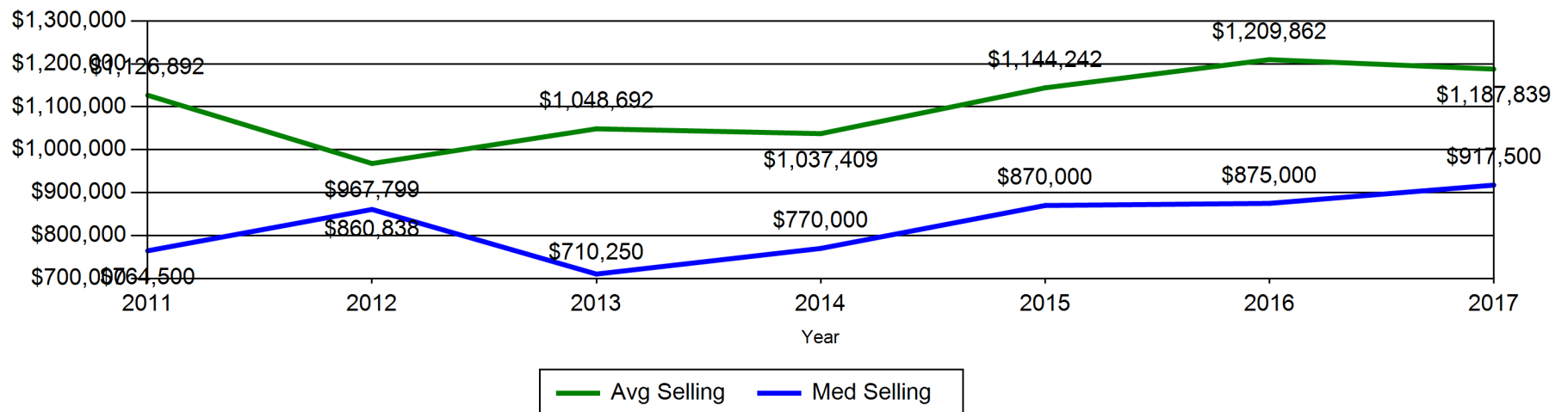


Waterfront

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	30	-11.76%	\$1,126,892	9.75%	\$764,500	22.03%	\$638.58	-0.88%	\$583.59	-1.12%	156
2012	40	33.33%	\$967,799	-14.12%	\$860,838	12.60%	\$747.43	17.05%	\$711.29	21.88%	90
2013	42	5.00%	\$1,048,692	8.36%	\$710,250	-17.49%	\$796.54	6.57%	\$746.25	4.91%	94
2014	39	-7.14%	\$1,037,409	-1.08%	\$770,000	8.41%	\$806.69	1.27%	\$729.17	-2.29%	82
2015	31	-20.51%	\$1,144,242	10.30%	\$870,000	12.99%	\$915.62	13.50%	\$835.03	14.52%	61
2016	29	-6.45%	\$1,209,862	5.73%	\$875,000	0.57%	\$976.04	6.60%	\$901.74	7.99%	77
2017	56	93.10%	\$1,187,839	-1.82%	\$917,500	4.86%	\$1,070.00	9.63%	\$1,004.80	11.43%	27

Average and Median Selling Prices





Waterfront

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	2	0.00%	\$465,000	21.09%	\$465,000	21.09%	\$942.60	6.63%	\$942.60	6.63%	2
	2016	1	-50.00%	\$540,000	16.13%	\$540,000	16.13%	\$932.64	-1.06%	\$932.64	-1.06%	6
	2017	14	1,300.00% n/a	\$679,643	25.86%	\$665,000	23.15%	\$1,066.09	14.31%	\$989.88	6.14%	-1
One Bed	2015	14	-6.67%	\$797,000	21.54%	\$767,000	12.79%	\$830.66	15.10%	\$810.40	23.50%	66
	2016	8	-42.86%	\$675,813	-15.21%	\$657,500	-14.28%	\$822.20	-1.02%	\$828.85	2.28%	47
	2017	21	162.50%	\$913,095	35.11%	\$865,000	31.56%	\$1,021.24	24.21%	\$957.94	15.57%	29
Two Beds	2015	13	-27.78%	\$1,396,808	29.57%	\$1,265,000	45.26%	\$971.53	26.61%	\$993.51	43.60%	69
	2016	18	38.46%	\$1,332,750	-4.59%	\$1,089,000	-13.91%	\$1,032.55	6.28%	\$915.70	-7.83%	75
	2017	15	-16.67%	\$1,421,600	6.67%	\$1,229,000	12.86%	\$1,090.72	5.63%	\$1,150.09	25.60%	58
Three Plus Beds	2015	2	-50.00%	\$2,612,500	0.01%	\$2,612,500	-7.52%	\$1,119.87	-11.40%	\$1,119.87	-16.68%	24
	2016	2	0.00%	\$2,575,000	-1.44%	\$2,575,000	-1.44%	\$1,104.47	-1.37%	\$1,104.47	-1.37%	190
	2017	6	200.00%	\$2,750,833	6.83%	\$2,887,500	12.14%	\$1,197.93	8.46%	\$1,194.30	8.13%	35



Waterfront

Sales Comparison by Square Footage Fourth Quarter 2017

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	2	-60.00%	\$465,000	11.72%	\$465,000	26.70%	\$942.60	18.39%	\$942.60	17.89%	2
	2016	2	0.00%	\$512,500	10.22%	\$512,500	10.22%	\$812.75	-13.78%	\$812.75	-13.78%	14
	2017	16	700.00%	\$659,687	28.72%	\$657,500	28.29%	\$1,049.81	29.17%	\$975.43	20.02%	-1
701-1000	2015	10	25.00%	\$702,300	23.25%	\$660,000	20.33%	\$819.91	16.05%	\$820.42	17.36%	61
	2016	9	-10.00%	\$635,278	-9.54%	\$642,000	-2.73%	\$812.51	-0.90%	\$820.97	0.07%	44
	2017	15	66.67%	\$834,933	31.43%	\$835,000	30.06%	\$1,025.26	26.18%	\$969.39	18.08%	14
1001-1500	2015	12	-20.00%	\$1,030,458	20.26%	\$907,500	18.63%	\$868.08	20.56%	\$769.86	14.15%	55
	2016	12	0.00%	\$1,162,750	12.84%	\$1,069,000	17.80%	\$972.24	12.00%	\$908.94	18.07%	72
	2017	18	50.00%	\$1,373,333	18.11%	\$1,227,000	14.78%	\$1,085.08	11.61%	\$1,017.40	11.93%	43
1501-1800	2015	3	-50.00%	\$1,905,000	71.72%	\$1,650,000	52.42%	\$1,165.76	73.34%	\$1,007.33	53.64%	106
	2016	3	0.00%	\$2,121,833	11.38%	\$2,050,000	24.24%	\$1,310.68	12.43%	\$1,319.18	30.96%	74
	2017	2	-33.33%	\$1,922,500	-9.39%	\$1,922,500	-6.22%	\$1,167.53	-10.92%	\$1,167.53	-11.50%	157
1800-2400	2015	4	-20.00%	\$2,359,500	-17.56%	\$2,437,500	-9.72%	\$1,096.40	-21.60%	\$1,100.29	-22.44%	24
	2016	3	-25.00%	\$2,675,000	13.37%	\$2,875,000	17.95%	\$1,256.02	14.56%	\$1,353.71	23.03%	194
	2017	4	33.33%	\$2,706,250	1.17%	\$2,887,500	0.43%	\$1,216.20	-3.17%	\$1,247.75	-7.83%	45
Over 2400	2015	0										
	2016	0										
	2017	1		\$4,050,000		\$4,050,000		\$1,012.50		\$1,012.50		42

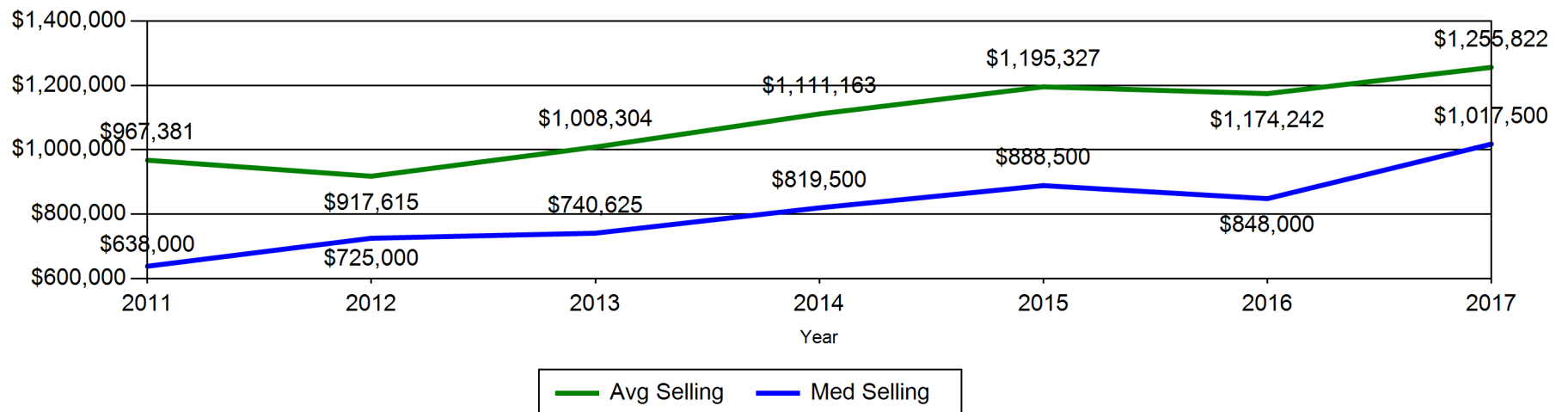


Waterfront

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	128	-0.78%	\$967,381	-6.12%	\$638,000	-9.50%	\$648.38	-3.12%	\$585.40	0.96%	128
2012	185	44.53%	\$917,615	-5.14%	\$725,000	13.64%	\$692.83	6.86%	\$629.72	7.57%	108
2013	171	-7.57%	\$1,008,304	9.88%	\$740,625	2.16%	\$771.47	11.35%	\$707.92	12.42%	77
2014	157	-8.19%	\$1,111,163	10.20%	\$819,500	10.65%	\$815.10	5.66%	\$729.17	3.00%	75
2015	154	-1.91%	\$1,195,327	7.57%	\$888,500	8.42%	\$903.95	10.90%	\$821.60	12.68%	69
2016	155	0.65%	\$1,174,242	-1.76%	\$848,000	-4.56%	\$942.58	4.27%	\$855.24	4.09%	60
2017	170	9.68%	\$1,255,822	6.95%	\$1,017,500	19.99%	\$997.89	5.87%	\$953.07	11.44%	48

Average and Median Selling Prices





Waterfront

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	2	0.00%	\$465,000	21.09%	\$465,000	21.09%	\$942.60	6.63%	\$942.60	6.63%	2
	2016	6	200.00%	\$519,000	11.61%	\$529,500	13.87%	\$1,123.19	19.16%	\$1,184.18	25.63%	25
	2017	14	133.33%	\$679,643	30.95%	\$665,000	25.59%	\$1,066.09	-5.08%	\$989.88	-16.41%	-1
One Bed	2015	68	13.33%	\$768,989	16.83%	\$660,000	6.02%	\$831.20	14.94%	\$811.91	14.46%	45
	2016	58	-14.71%	\$712,460	-7.35%	\$675,000	2.27%	\$817.50	-1.65%	\$812.80	0.11%	57
	2017	63	8.62%	\$868,847	21.95%	\$819,000	21.33%	\$942.31	15.27%	\$926.22	13.95%	36
Two Beds	2015	64	-20.00%	\$1,335,532	9.21%	\$1,115,000	18.30%	\$954.08	13.14%	\$853.45	18.66%	69
	2016	78	21.88%	\$1,294,996	-3.04%	\$1,010,000	-9.42%	\$984.44	3.18%	\$874.21	2.43%	61
	2017	75	-3.85%	\$1,408,857	8.79%	\$1,225,000	21.29%	\$1,015.60	3.17%	\$956.79	9.45%	64
Three Plus Beds	2015	18	20.00%	\$2,467,778	1.82%	\$2,400,000	-7.51%	\$1,002.28	-2.07%	\$1,005.03	13.66%	108
	2016	13	-27.78%	\$2,812,396	13.96%	\$2,575,000	7.29%	\$1,166.15	16.35%	\$1,106.69	10.12%	82
	2017	16	23.08%	\$2,594,938	-7.73%	\$2,637,500	2.43%	\$1,070.54	-8.20%	\$1,045.40	-5.54%	56



Waterfront

Sales Comparison by Square Footage 2017

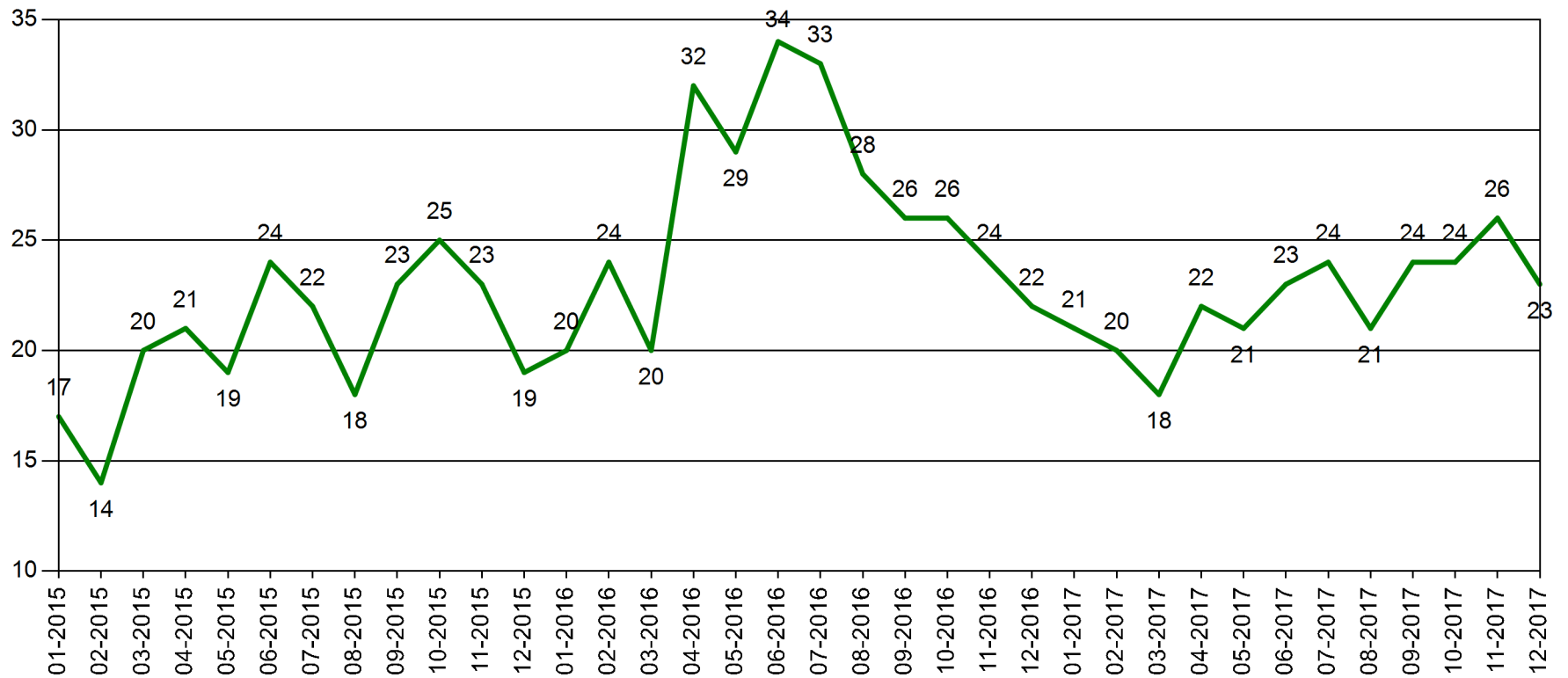
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	12	33.33%	\$493,292	15.96%	\$487,500	17.47%	\$847.56	10.07%	\$817.90	5.98%	33
	2016	12	0.00%	\$496,800	0.71%	\$485,000	-0.51%	\$929.08	9.62%	\$833.82	1.95%	34
	2017	23	91.67%	\$632,087	27.23%	\$640,000	31.96%	\$1,012.29	8.96%	\$959.93	15.13%	4
701-1000	2015	49	13.95%	\$655,131	10.71%	\$640,000	15.94%	\$782.24	8.00%	\$791.56	12.88%	41
	2016	54	10.20%	\$647,758	-1.13%	\$646,125	0.96%	\$799.36	2.19%	\$804.95	1.69%	44
	2017	45	-16.67%	\$748,827	15.60%	\$725,000	12.21%	\$916.85	14.70%	\$920.95	14.41%	25
1001-1500	2015	50	-9.09%	\$1,079,388	20.19%	\$977,000	19.15%	\$893.00	20.00%	\$816.92	19.62%	62
	2016	59	18.00%	\$1,114,242	3.23%	\$982,000	0.51%	\$913.71	2.32%	\$850.34	4.09%	75
	2017	63	6.78%	\$1,245,174	11.75%	\$1,149,000	17.01%	\$1,002.07	9.67%	\$925.46	8.83%	57
1501-1800	2015	20	-28.57%	\$1,831,600	28.42%	\$1,905,000	41.90%	\$1,136.43	28.56%	\$1,188.69	41.62%	97
	2016	16	-20.00%	\$1,973,156	7.73%	\$1,972,500	3.54%	\$1,220.30	7.38%	\$1,209.03	1.71%	41
	2017	17	6.25%	\$1,666,882	-15.52%	\$1,637,500	-16.98%	\$1,007.77	-17.42%	\$1,003.37	-17.01%	105
1800-2400	2015	16	6.67%	\$2,327,938	7.11%	\$2,387,500	-4.52%	\$1,054.33	-1.78%	\$1,011.70	-13.67%	80
	2016	10	-37.50%	\$2,638,000	13.32%	\$2,702,500	13.19%	\$1,209.29	14.70%	\$1,186.65	17.29%	104
	2017	16	60.00%	\$2,557,344	-3.06%	\$2,483,750	-8.09%	\$1,196.90	-1.02%	\$1,124.59	-5.23%	59
Over 2400	2015	7	0.00%	\$2,601,571	-21.66%	\$2,080,000	-32.90%	\$922.77	-20.39%	\$800.00	-15.93%	130
	2016	4	-42.86%	\$4,344,038	66.98%	\$4,588,075	120.58%	\$1,564.81	69.58%	\$1,435.13	79.39%	65
	2017	6	50.00%	\$2,925,667	-32.65%	\$2,974,500	-35.17%	\$947.87	-39.43%	\$971.61	-32.30%	72



Waterfront

Inventory

Fourth Quarter 2017





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West End

2017

Sales Summary

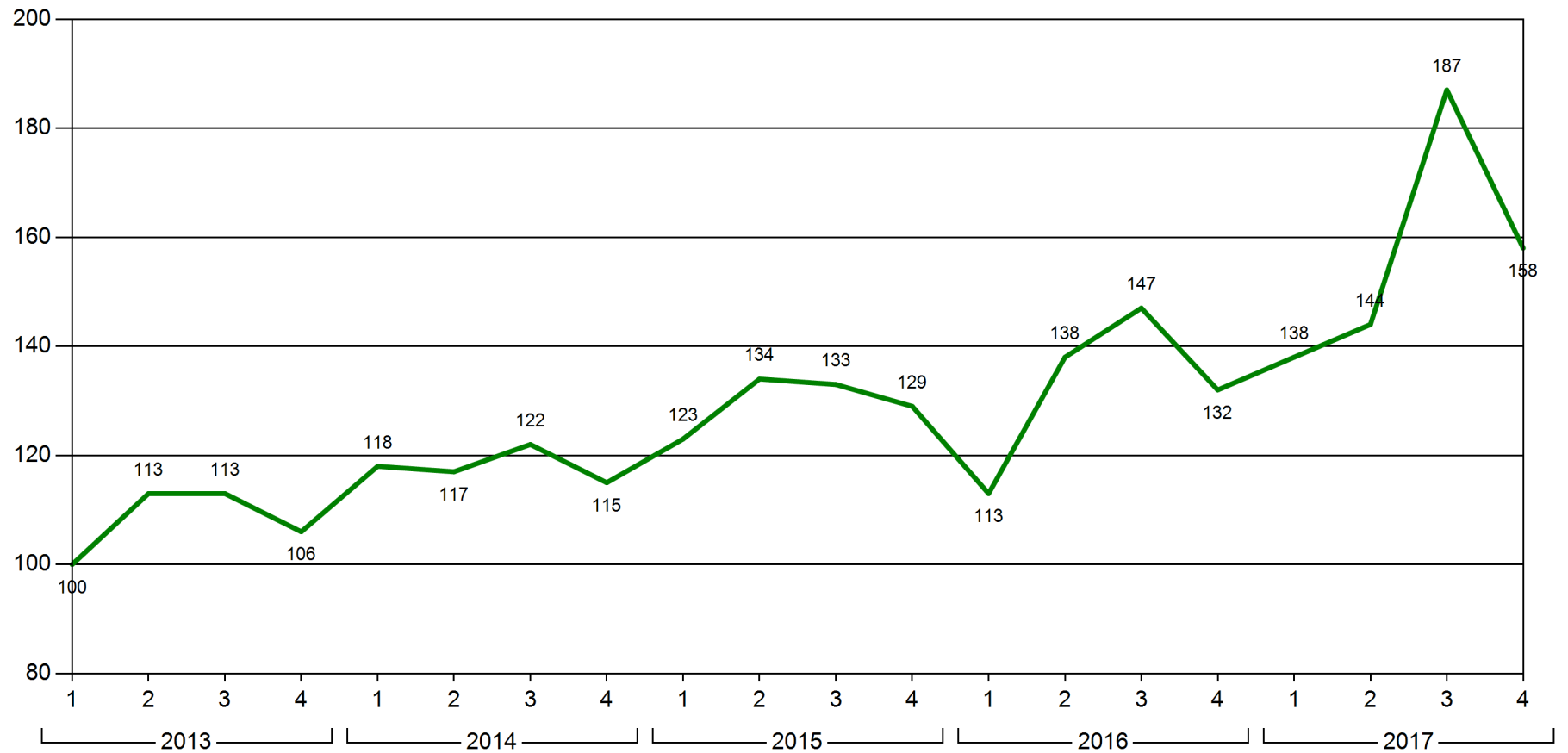
24 School Street, Boston, MA 02108

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LINK

West End

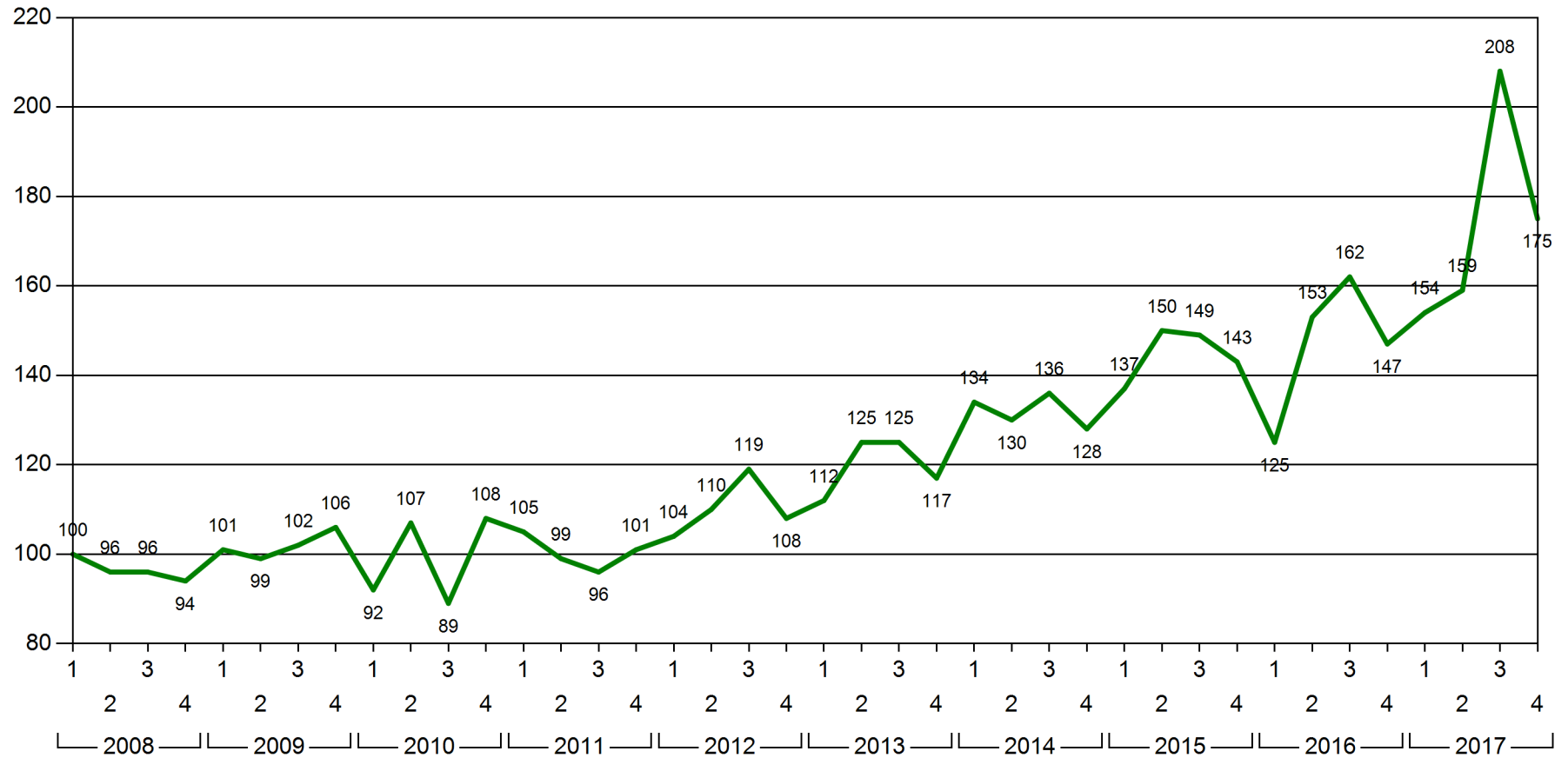
Five Year Price Index
(Appreciation Rate)



LINK

West End

Ten Year Price Index
(Appreciation Rate)



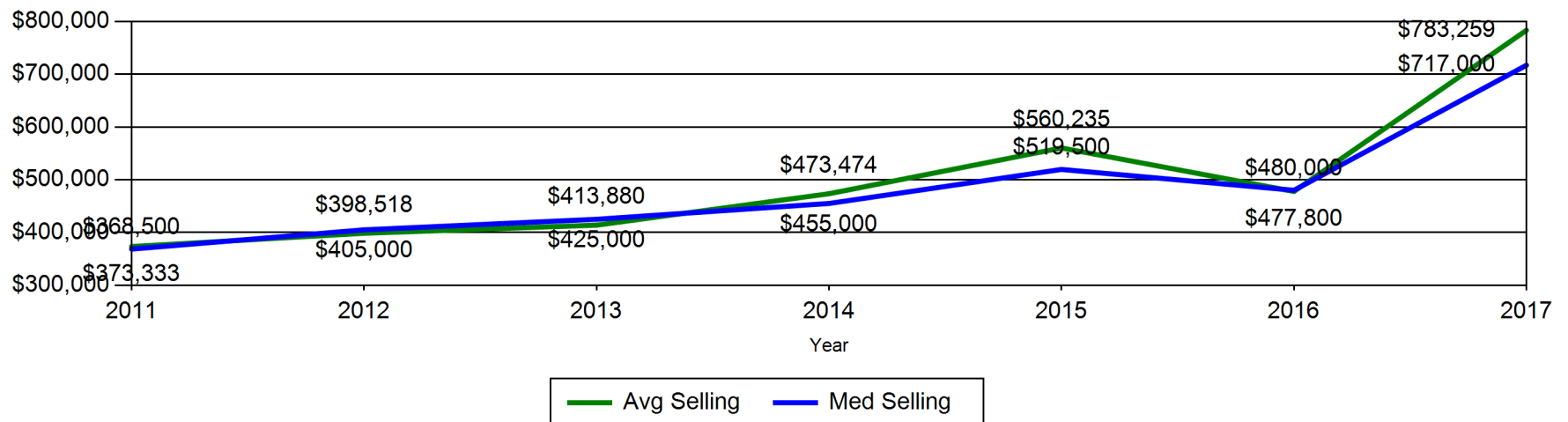
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West End

Quarterly Sales Summary Fourth Quarter 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	6	-25.00%	\$373,333	-8.50%	\$368,500	-3.72%	\$419.02	-5.66%	\$401.16	-9.95%	66
2012	11	83.33%	\$398,518	6.75%	\$405,000	9.91%	\$427.18	1.95%	\$426.62	6.35%	10
2013	18	63.64%	\$413,880	3.85%	\$425,000	4.94%	\$507.72	18.85%	\$512.08	20.03%	50
2014	11	-38.89%	\$473,474	14.40%	\$455,000	7.06%	\$556.20	9.55%	\$555.06	8.39%	40
2015	10	-9.09%	\$560,235	18.32%	\$519,500	14.18%	\$582.40	4.71%	\$580.16	4.52%	36
2016	5	-50.00%	\$477,800	-14.71%	\$480,000	-7.60%	\$624.97	7.31%	\$664.19	14.48%	
2017	16	220.00%	\$783,259	63.93%	\$717,000	49.38%	\$797.24	27.56%	\$677.08	1.94%	102

Average and Median Selling Prices





West End

Sales Comparison by Number of Bedrooms Fourth Quarter 2017

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West End

Sales Comparison by Square Footage

Fourth Quarter 2017

[illegible]

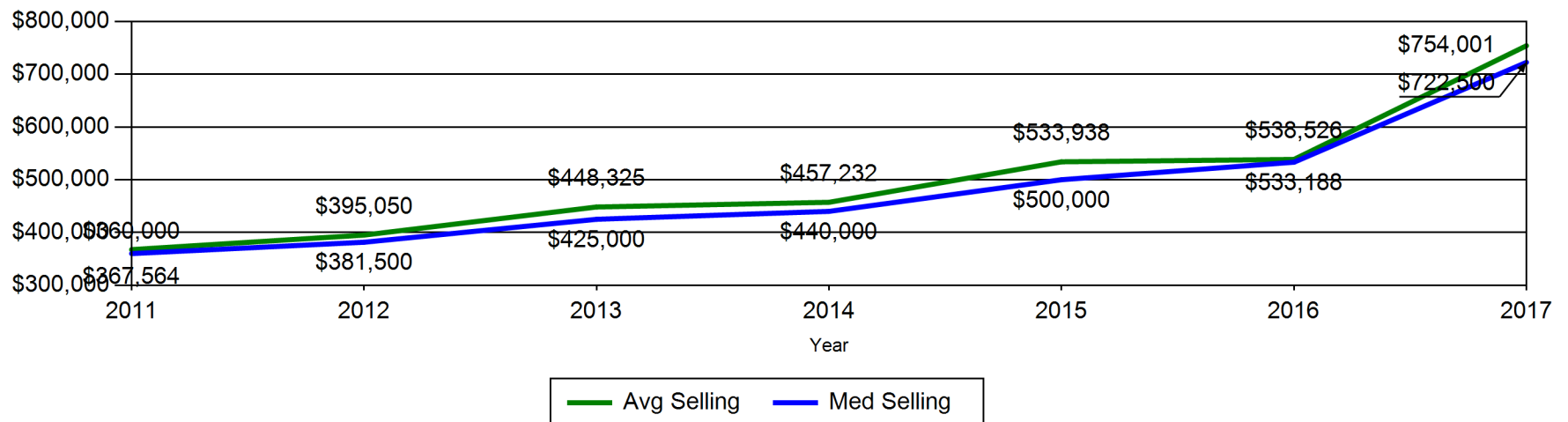


West End

Yearly Sales Summary 2017

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2011	51	75.86%	\$367,564	-4.40%	\$360,000	-4.00%	\$420.32	1.50%	\$419.68	1.11%	76
2012	50	-1.96%	\$395,050	7.48%	\$381,500	5.97%	\$436.87	3.94%	\$433.24	3.23%	50
2013	53	6.00%	\$448,325	13.49%	\$425,000	11.40%	\$513.88	17.63%	\$513.34	18.49%	56
2014	43	-18.87%	\$457,232	1.99%	\$440,000	3.53%	\$563.94	9.74%	\$550.61	7.26%	37
2015	43	0.00%	\$533,938	16.78%	\$500,000	13.64%	\$593.98	5.33%	\$585.24	6.29%	51
2016	40	-6.98%	\$538,526	0.86%	\$533,188	6.64%	\$653.93	10.09%	\$667.19	14.00%	30
2017	73	82.50%	\$754,001	40.01%	\$722,500	35.51%	\$824.85	26.14%	\$730.63	9.51%	84

Average and Median Selling Prices





West End

Sales Comparison by Number of Bedrooms 2017

Beds	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2015	7	-12.50%	\$382,714	4.07%	\$399,000	6.40%	\$600.40	2.76%	\$626.37	5.61%	
	2016	9	28.57%	\$440,444	15.08%	\$440,000	10.28%	\$685.32	14.14%	\$689.66	10.10%	19
	2017	12	33.33%	\$417,292	-5.26%	\$420,000	-4.55%	\$653.60	-4.63%	\$663.55	-3.79%	47
One Bed	2015	22	-18.52%	\$473,455	10.58%	\$485,000	10.23%	\$600.86	6.73%	\$604.03	9.70%	48
	2016	24	9.09%	\$483,835	2.19%	\$537,000	10.72%	\$643.21	7.05%	\$659.17	9.13%	33
	2017	37	54.17%	\$677,691	40.07%	\$599,000	11.55%	\$861.06	33.87%	\$901.27	36.73%	66
Two Beds	2015	14	75.00%	\$704,596	9.26%	\$697,500	6.98%	\$579.94	6.04%	\$580.18	8.59%	55
	2016	5	-64.29%	\$754,000	7.01%	\$750,000	7.53%	\$609.69	5.13%	\$625.56	7.82%	66
	2017	22	340.00%	\$1,047,045	38.87%	\$1,025,000	36.67%	\$873.14	43.21%	\$876.44	40.11%	137
Three Plus Beds	2015	0										
	2016	2		\$1,097,500		\$1,097,500		\$751.82		\$751.82		22
	2017	2	0.00%	\$962,500	-12.30%	\$962,500	-12.30%	\$651.41	-13.36%	\$651.41	-13.36%	115

West End

Sales Comparison by Square Footage

2017

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West End

Inventory Fourth Quarter 2017

