



2017
Year End
Sales Summary

24 School Street, Boston, MA 02108
Linksmart.co



Citywide

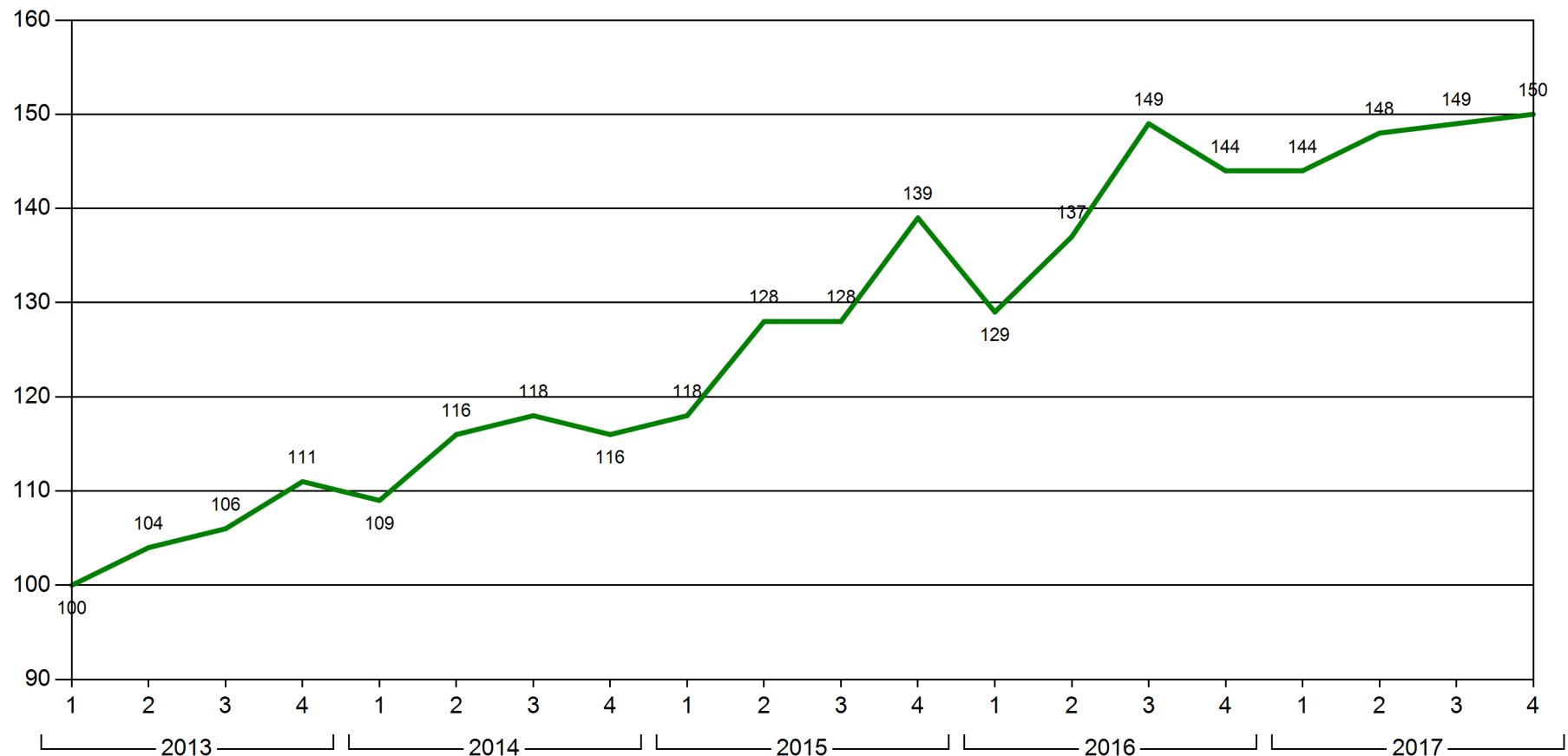
2017
Sales Summary

24 School Street, Boston, MA 02108
Linksmart.co



Citywide

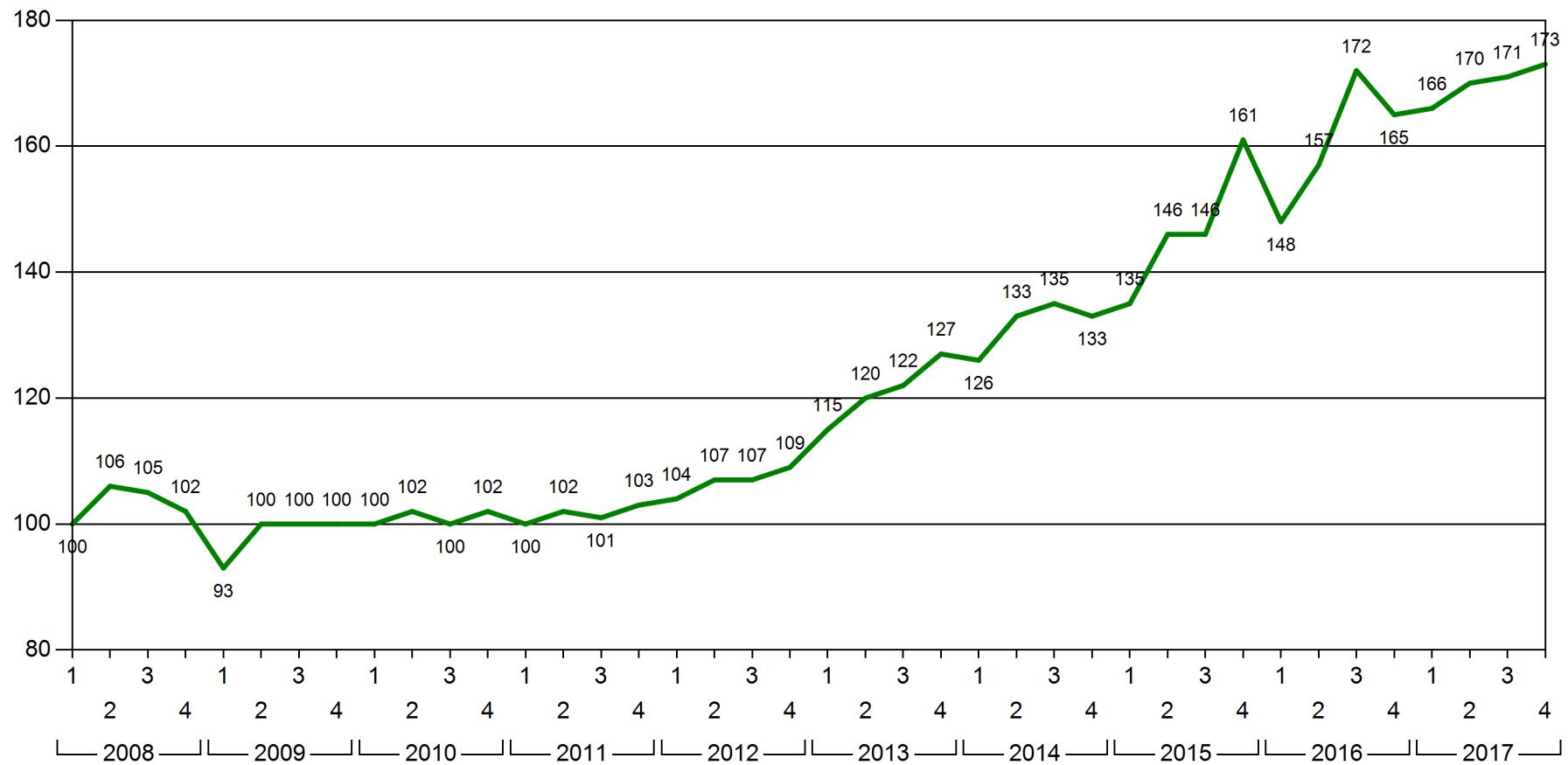
Five Year Price Index
(Appreciation Rate)





Citywide

Ten Year Price Index
(Appreciation Rate)





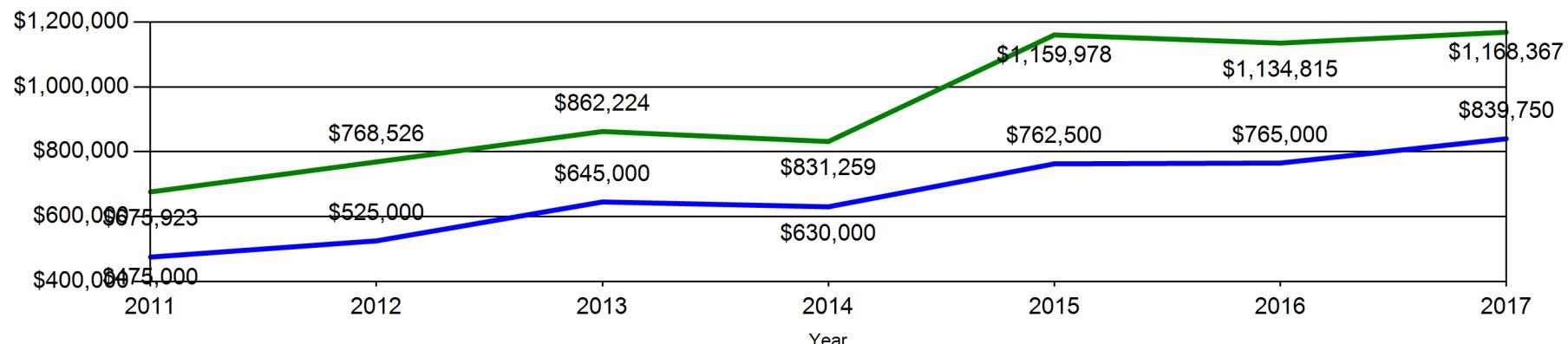
Citywide

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



— Avg Sell — Median



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



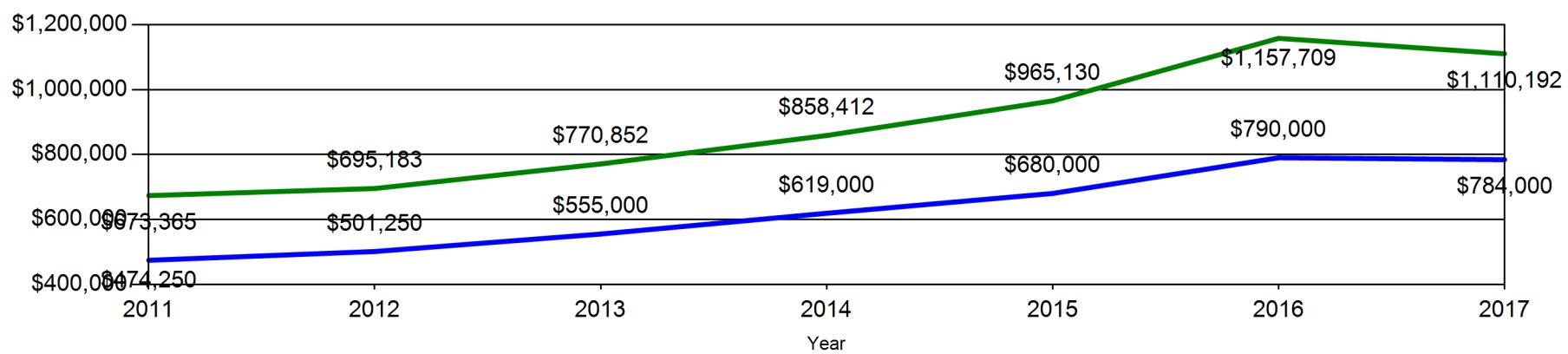
Citywide

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



— Avg Selling
 — Med Selling



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

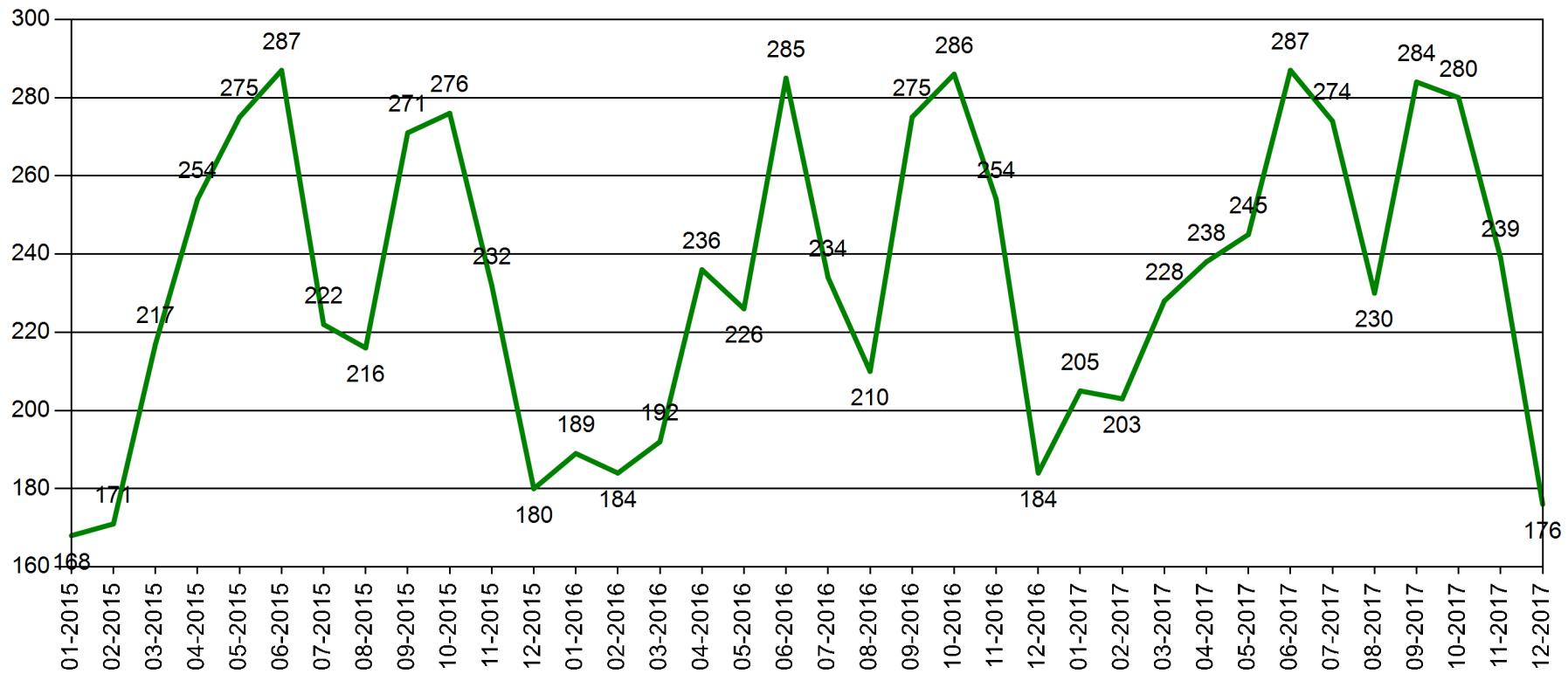
Sales Comparison by Square Footage

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

Linksmart.co

LUXE CONDOMINIUMS

HOTEL LUXE	LUXE FULL SERVICE	LUXE BOUTIQUE
BATTERY WHARF CARLTON HOUSE, THE FOUR SEASONS INTERCONTINENTAL, THE MANDARIN, THE RITZ TOWER I RITZ TOWER II ROWES WHARF W BOSTON	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	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



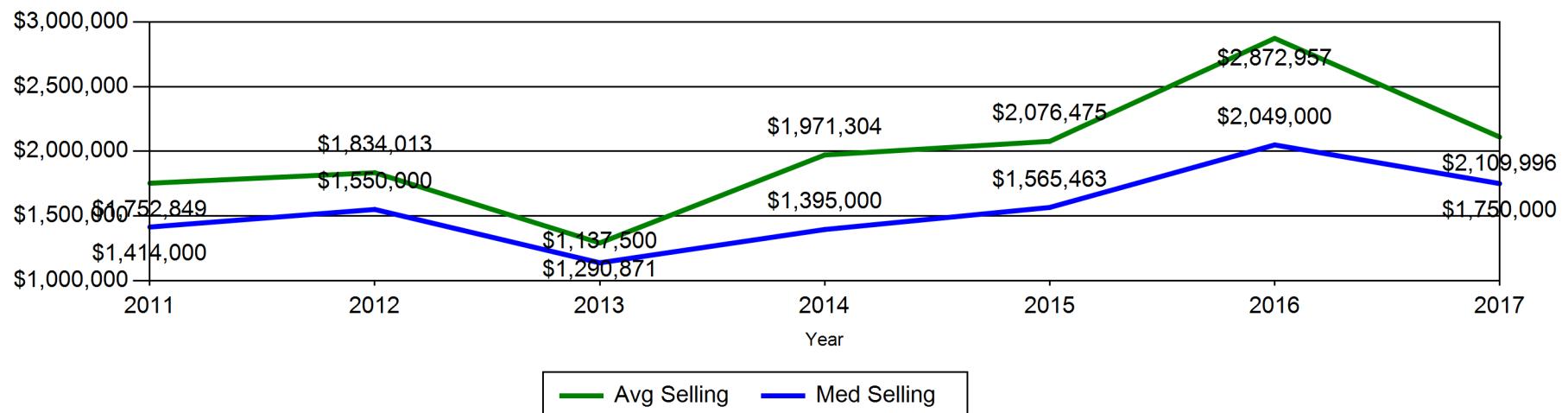
Luxury Condominiums

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



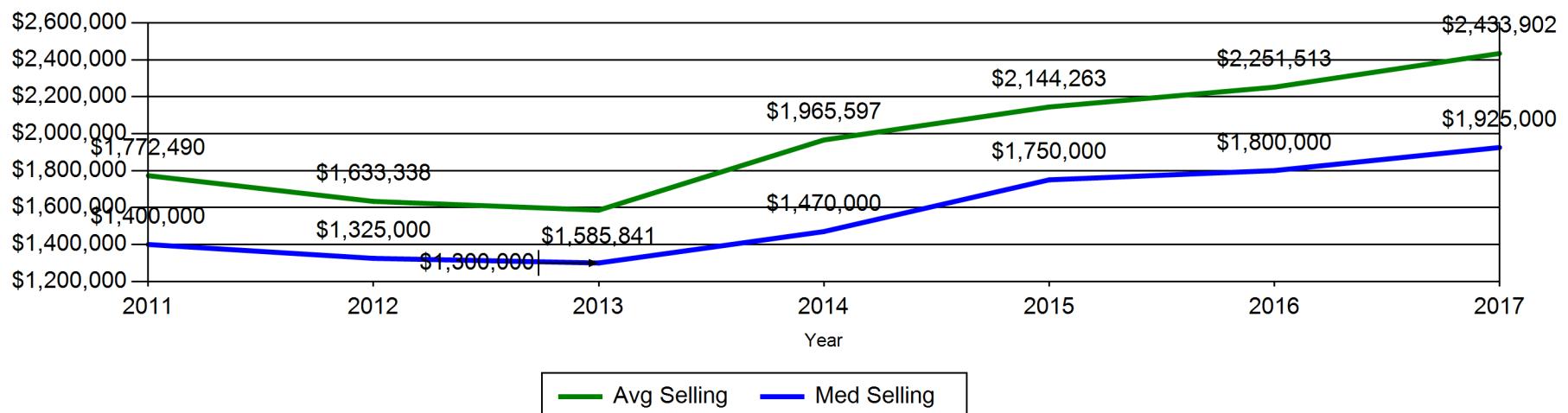
Luxury Condominiums

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

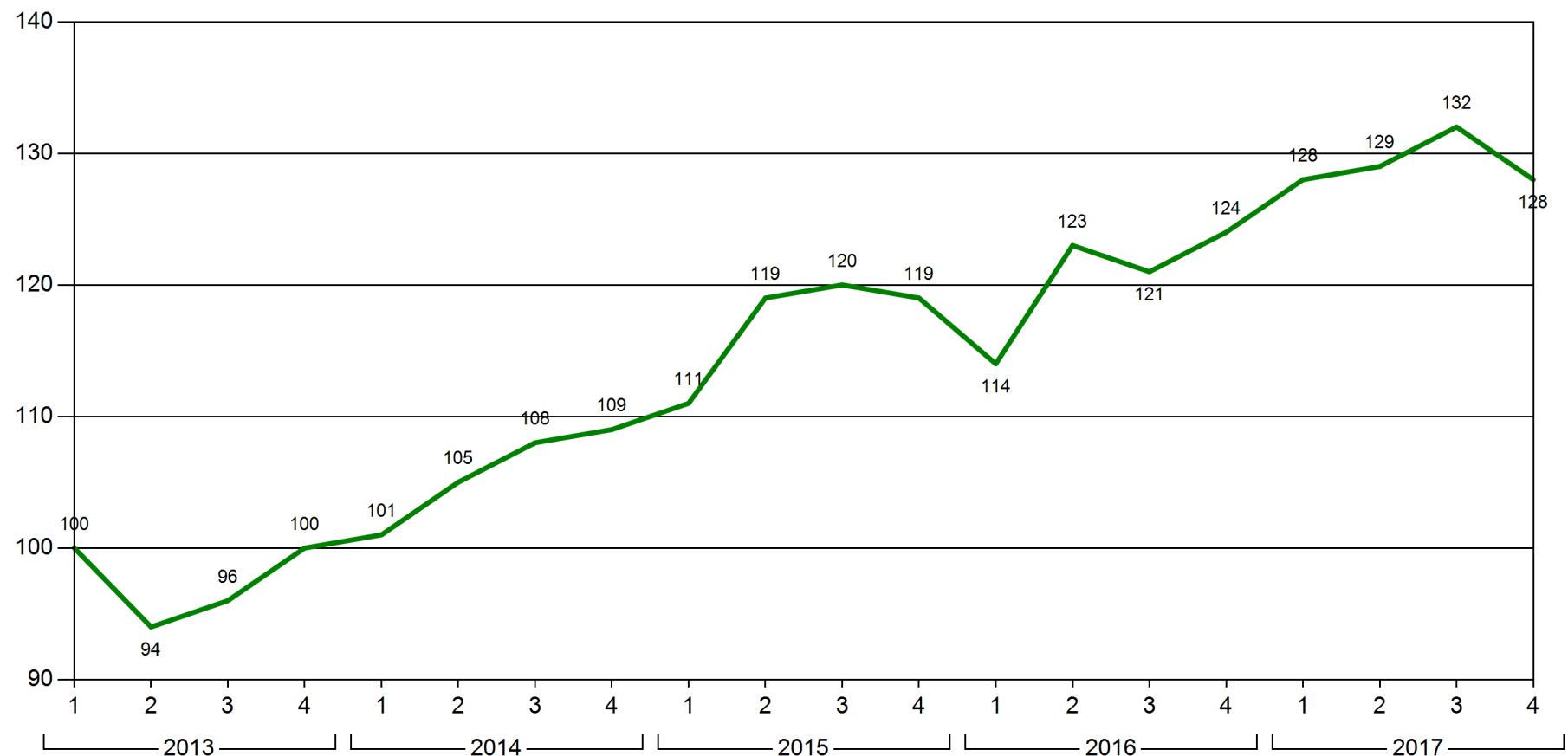
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Back Bay

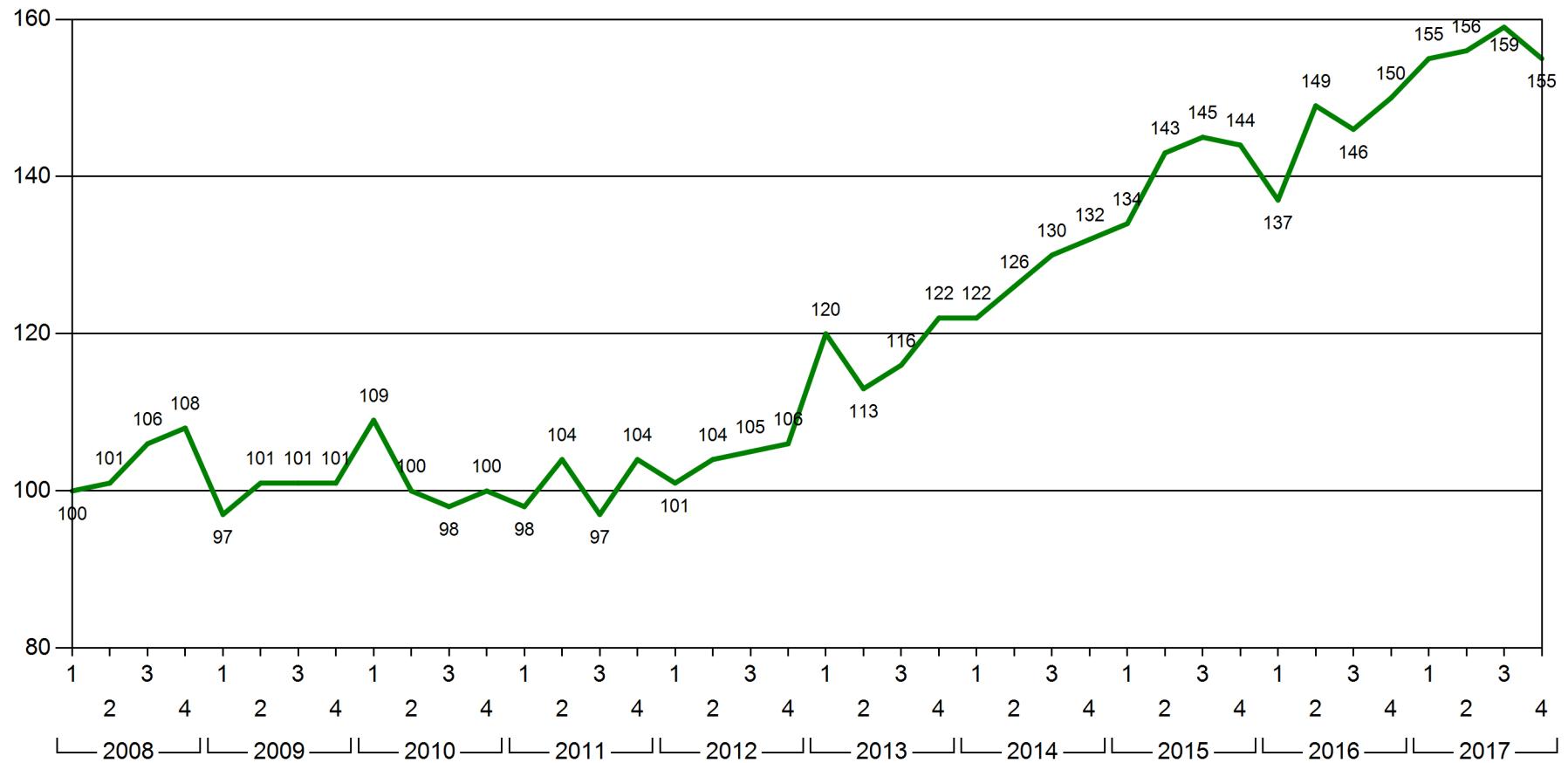
Five Year Price Index
(Appreciation Rate)





Back Bay

Ten Year Price Index
(Appreciation Rate)



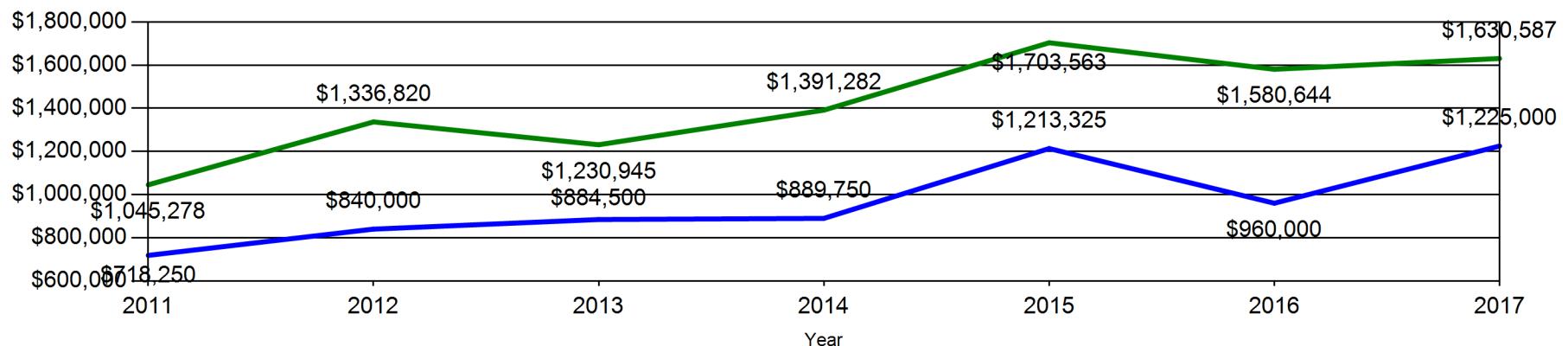


Back Bay

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



— Avg Selling — Med Selling



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



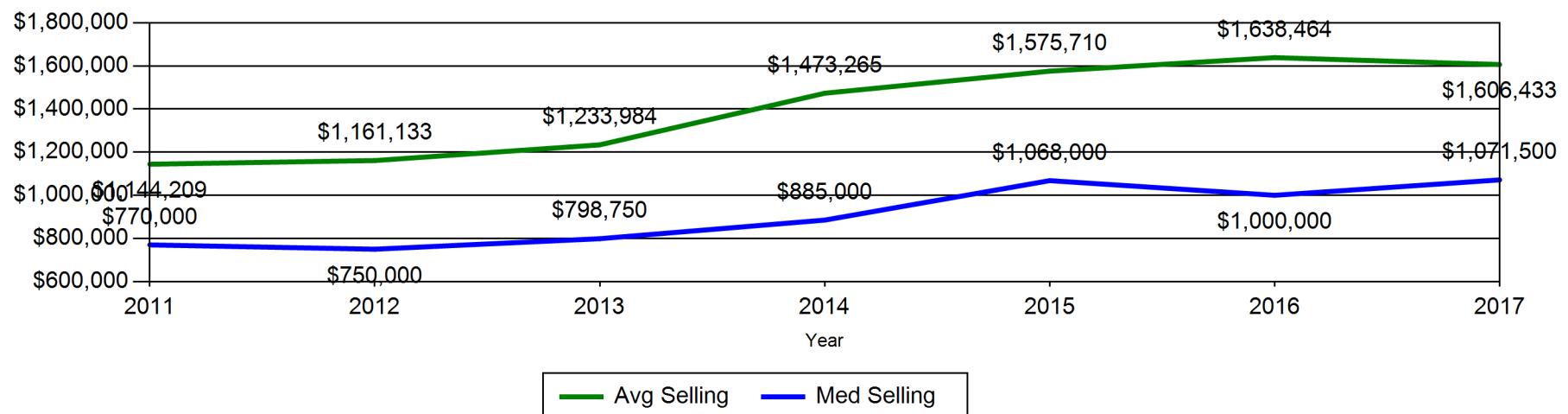
Back Bay

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

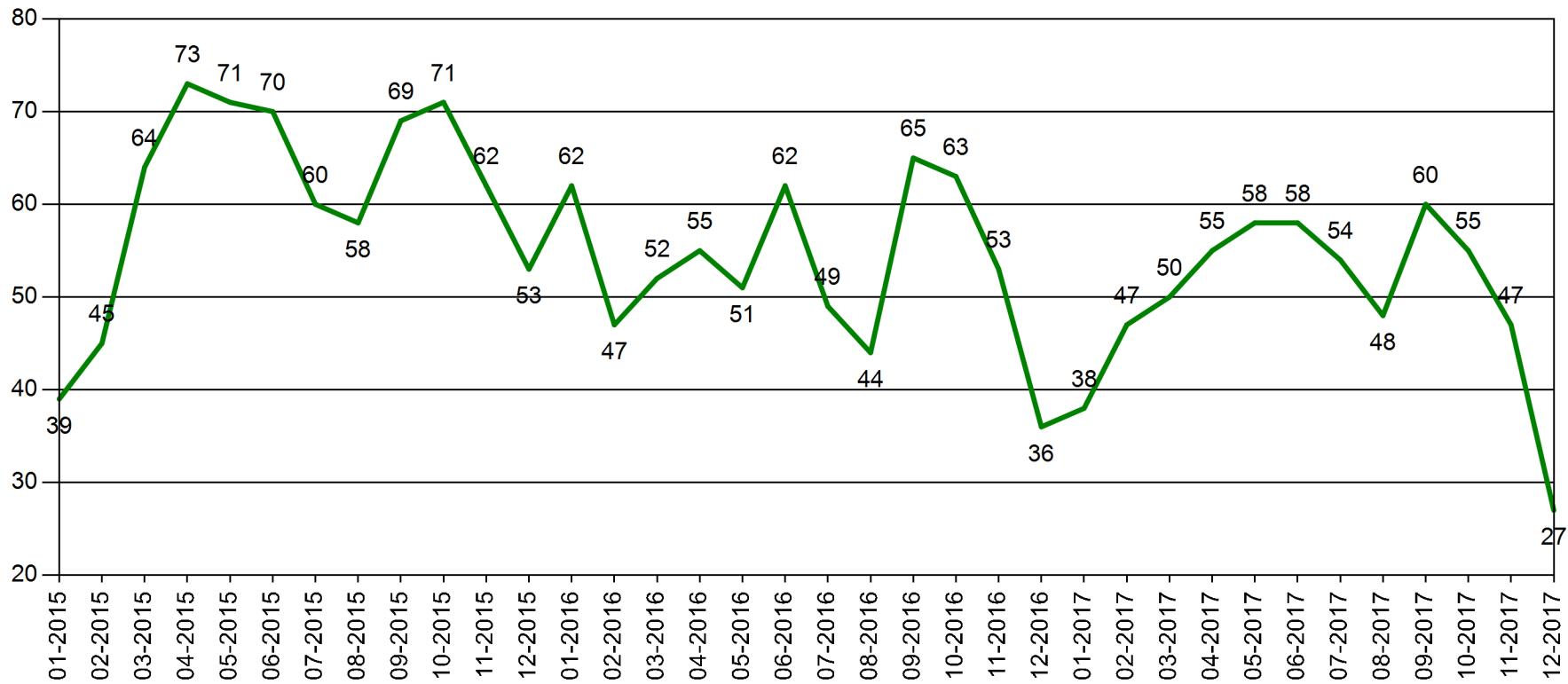
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	109	6.86%	\$485,900	4.35%	\$482,500	4.32%	\$976.78	9.11%	\$966.83	11.25%	31
	2016	116	6.42%	\$520,461	7.11%	\$529,000	9.64%	\$1,005.08	2.90%	\$1,001.13	3.55%	29
	2017	120	3.45%	\$571,650	9.84%	\$573,000	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



Back Bay

Inventory

Fourth Quarter 2017





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Beacon Hill

2017

Sales Summary

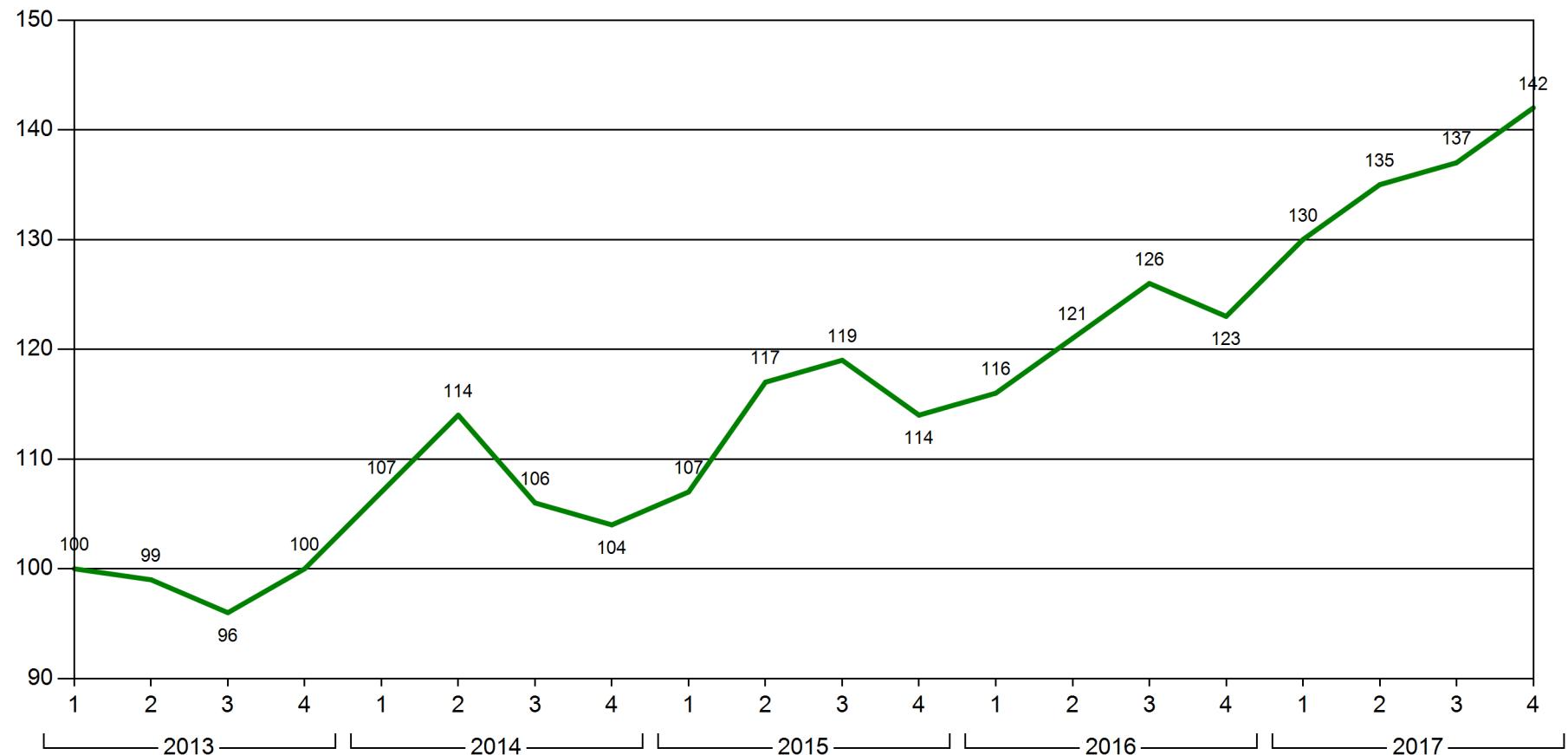
24 School Street, Boston, MA 02108

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Beacon Hill

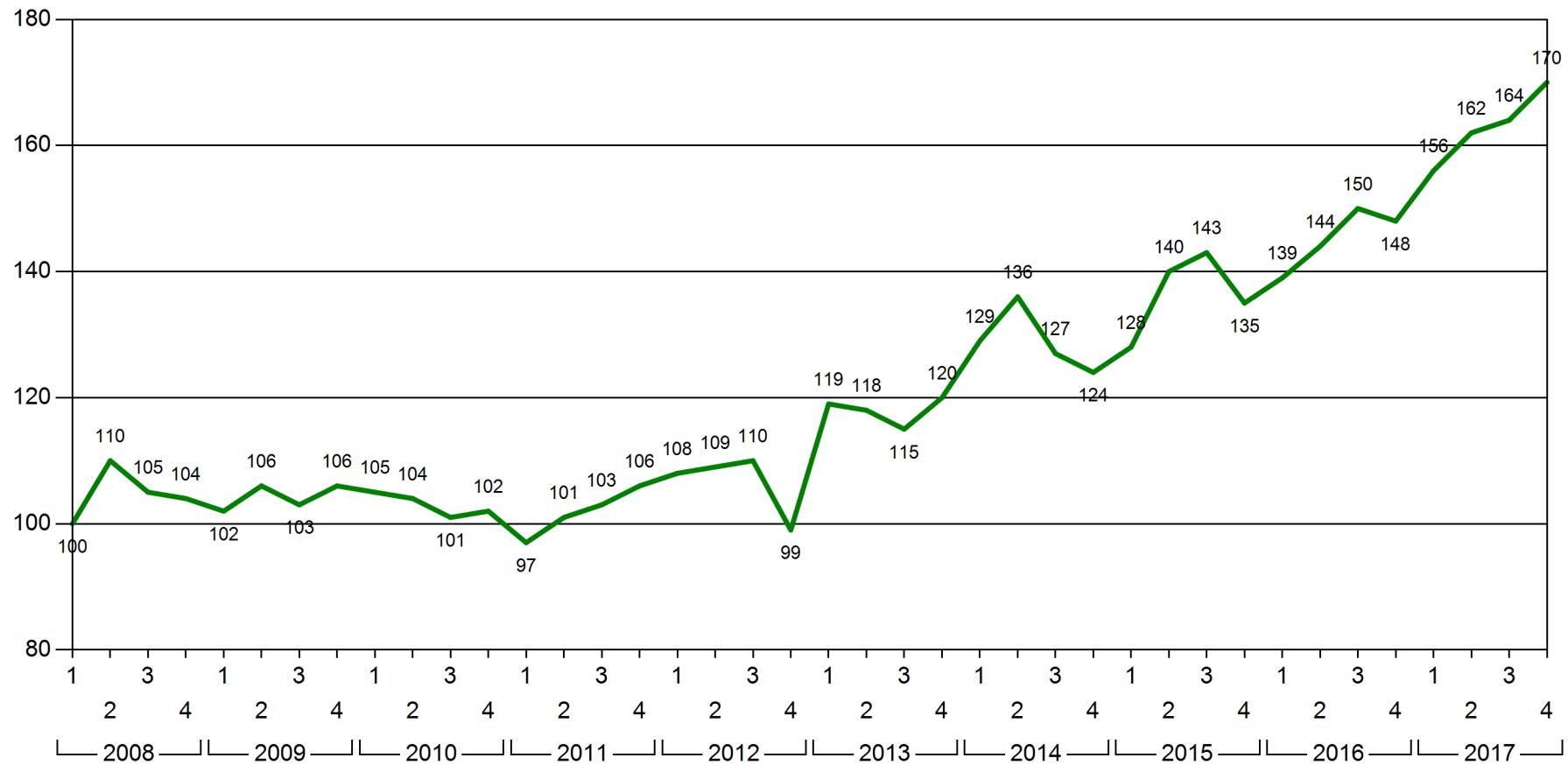
Five Year Price Index
(Appreciation Rate)





Beacon Hill

Ten Year Price Index
(Appreciation Rate)



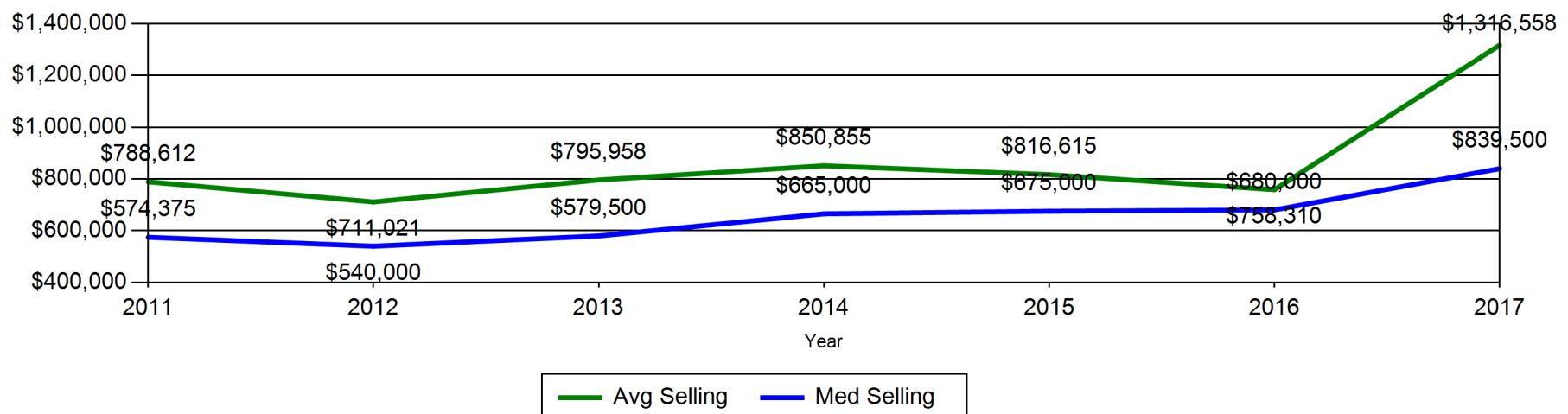


Beacon Hill

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



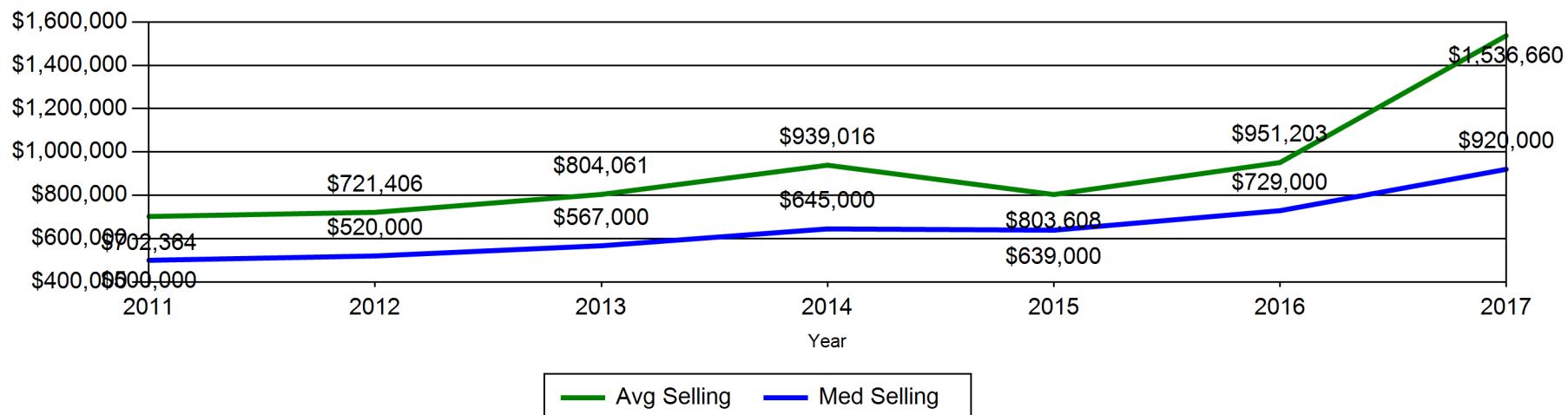
Beacon Hill

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

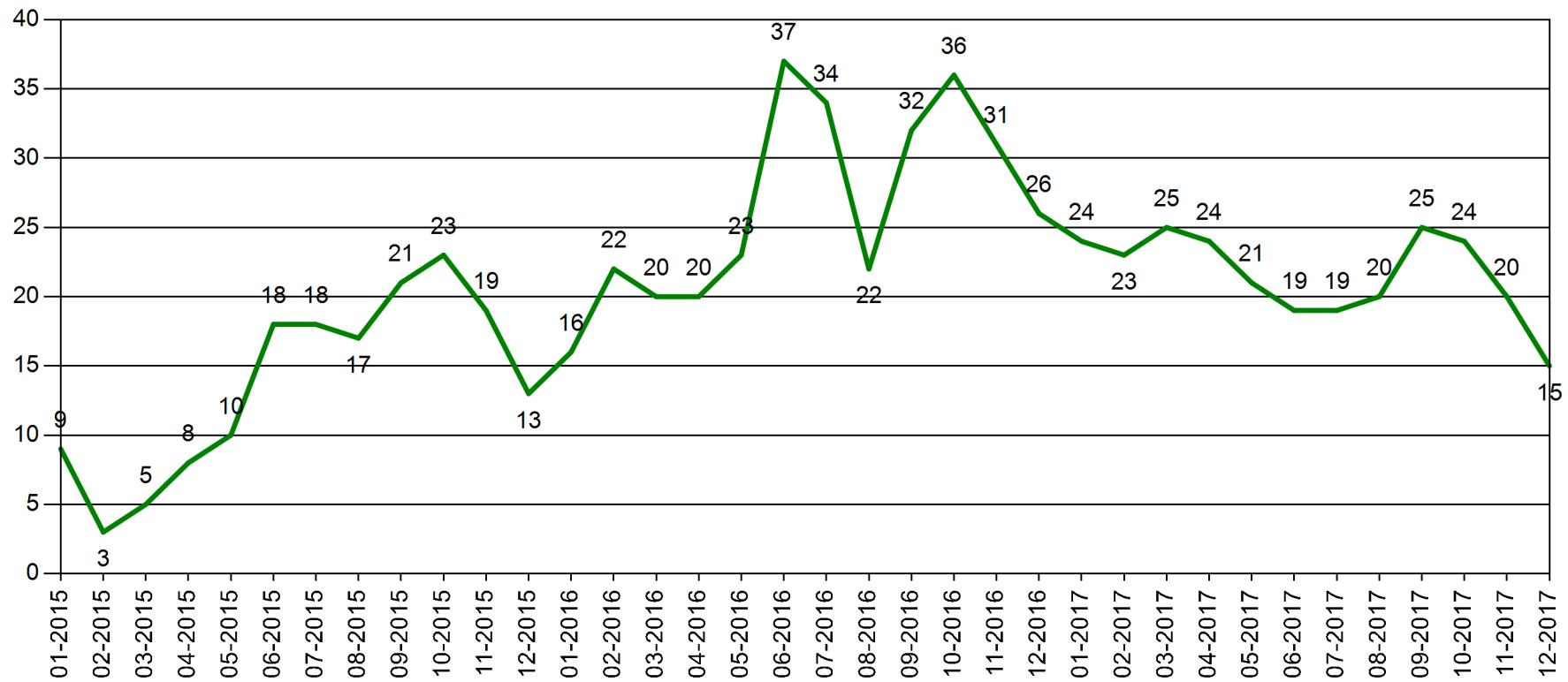
2017

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



Beacon Hill

Inventory
Fourth Quarter 2017





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Charlestown

2017

Sales Summary

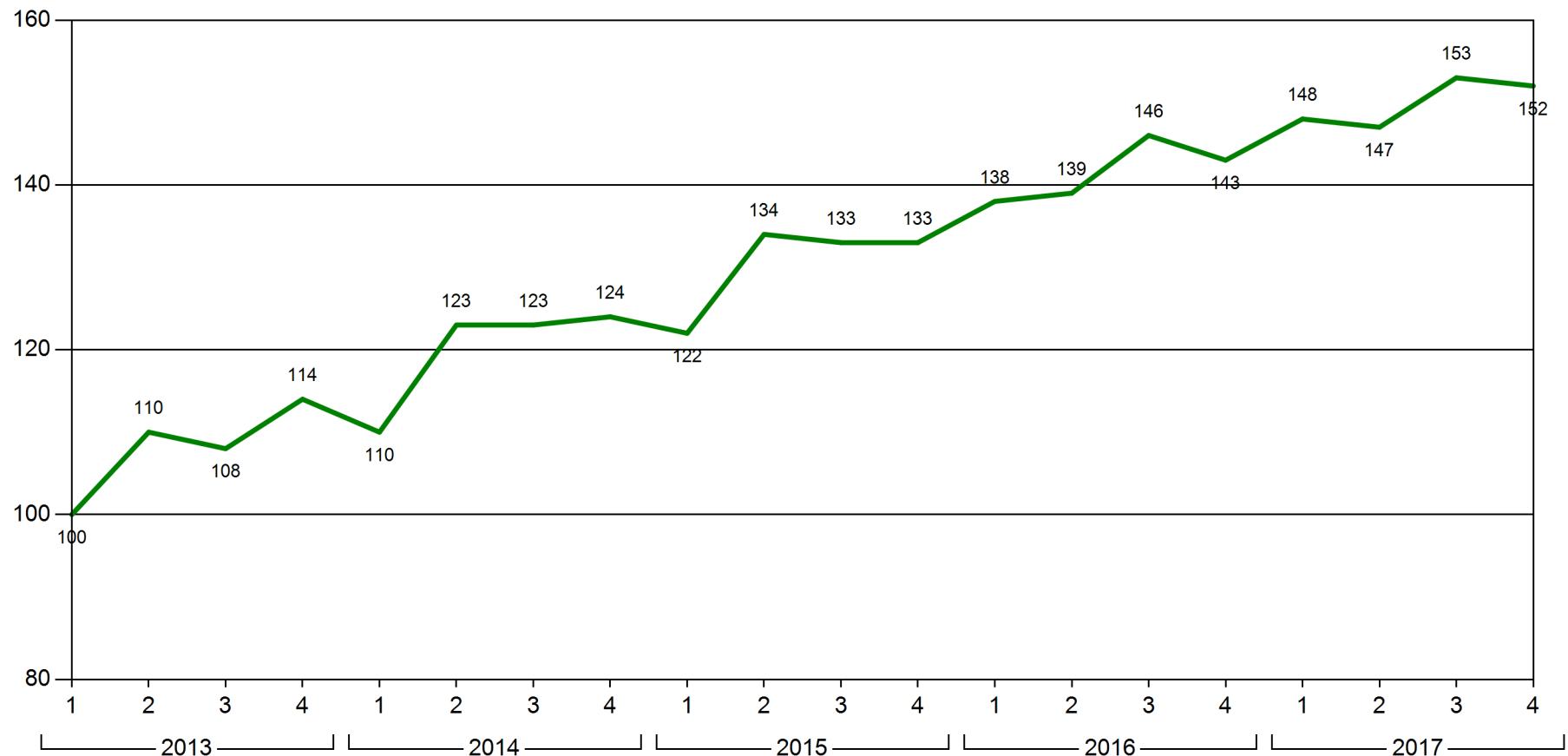
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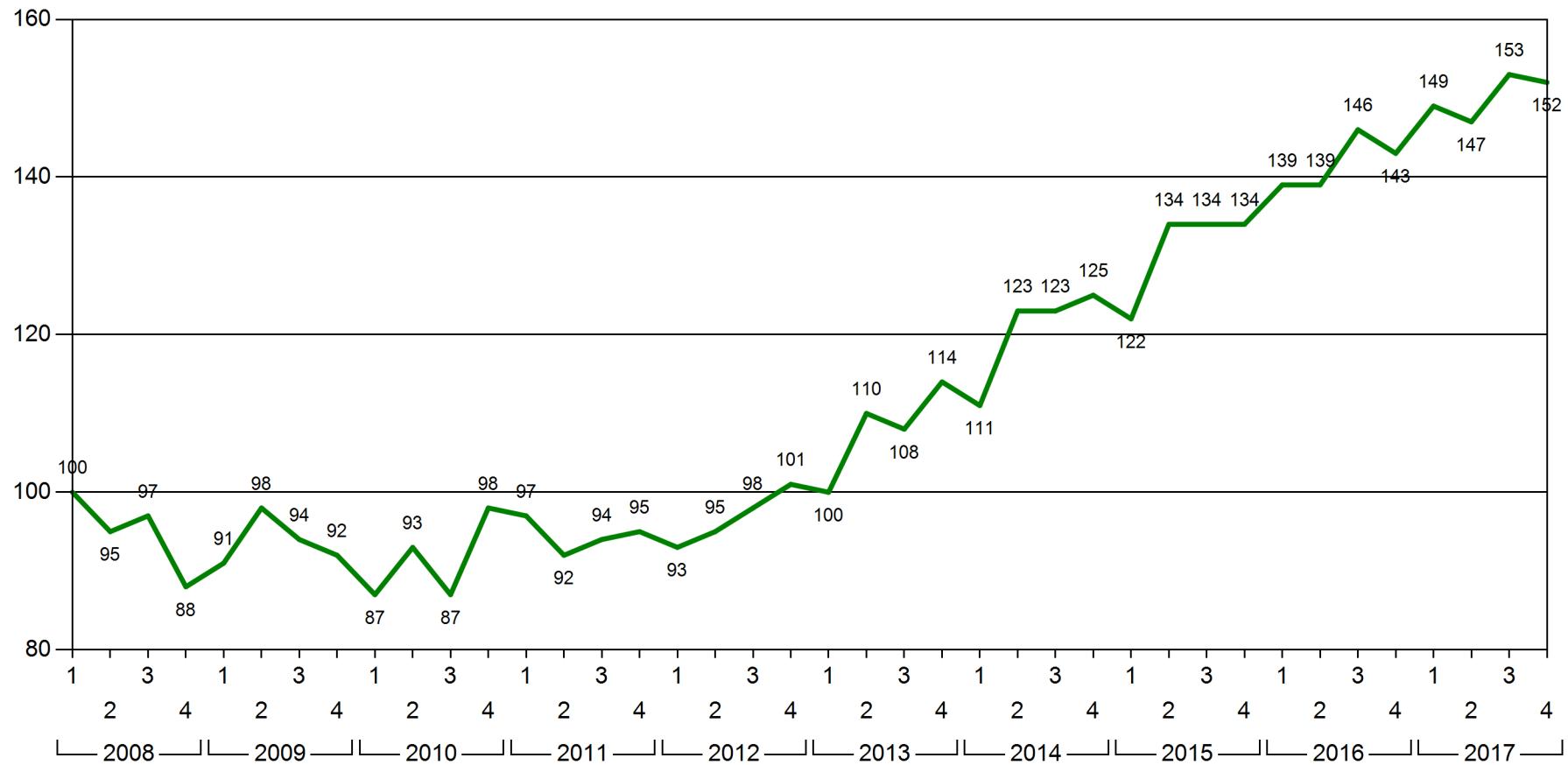
Five Year Price Index
(Appreciation Rate)





Charlestown

Ten Year Price Index
(Appreciation Rate)



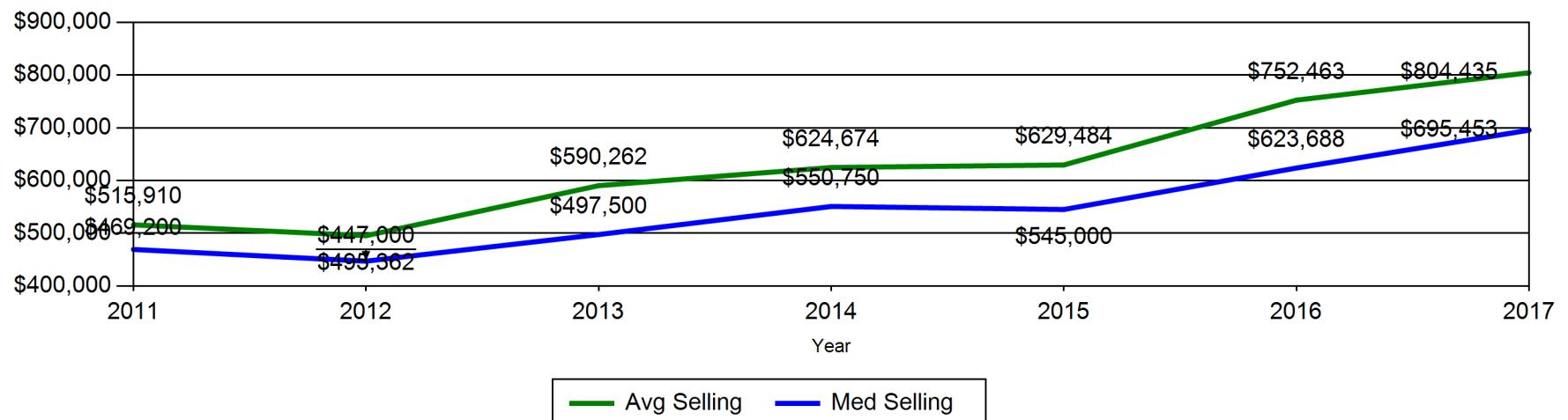


Charlestown

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



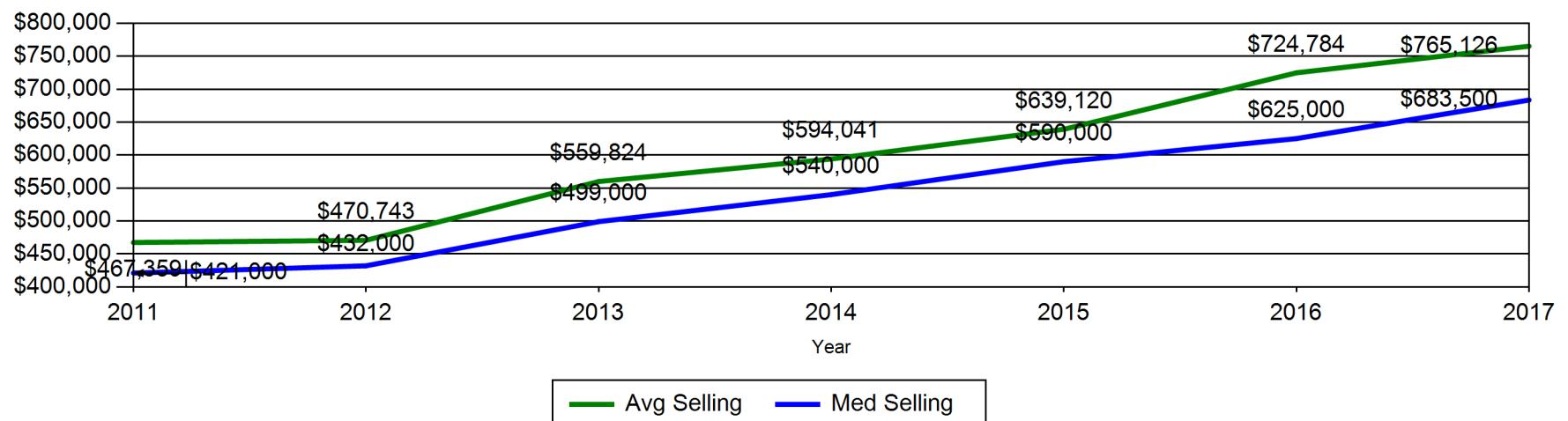
Charlestown

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

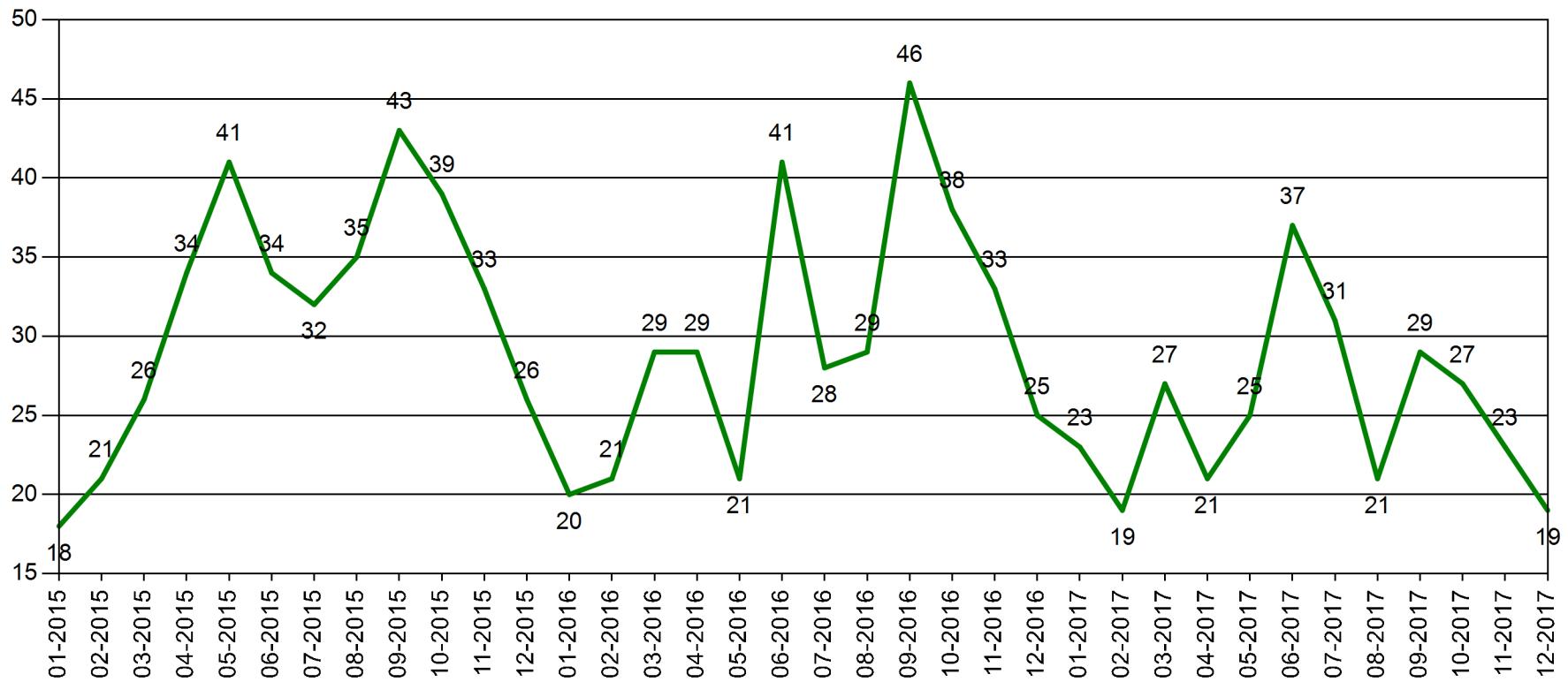
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	80	15.94%	\$403,910	6.95%	\$420,000	9.38%	\$679.45	7.94%	\$684.22	8.14%	34
	2016	63	-21.25%	\$438,682	8.61%	\$457,250	8.87%	\$714.43	5.15%	\$731.32	6.88%	43
	2017	57	-9.52%	\$480,790	9.60%	\$490,000	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

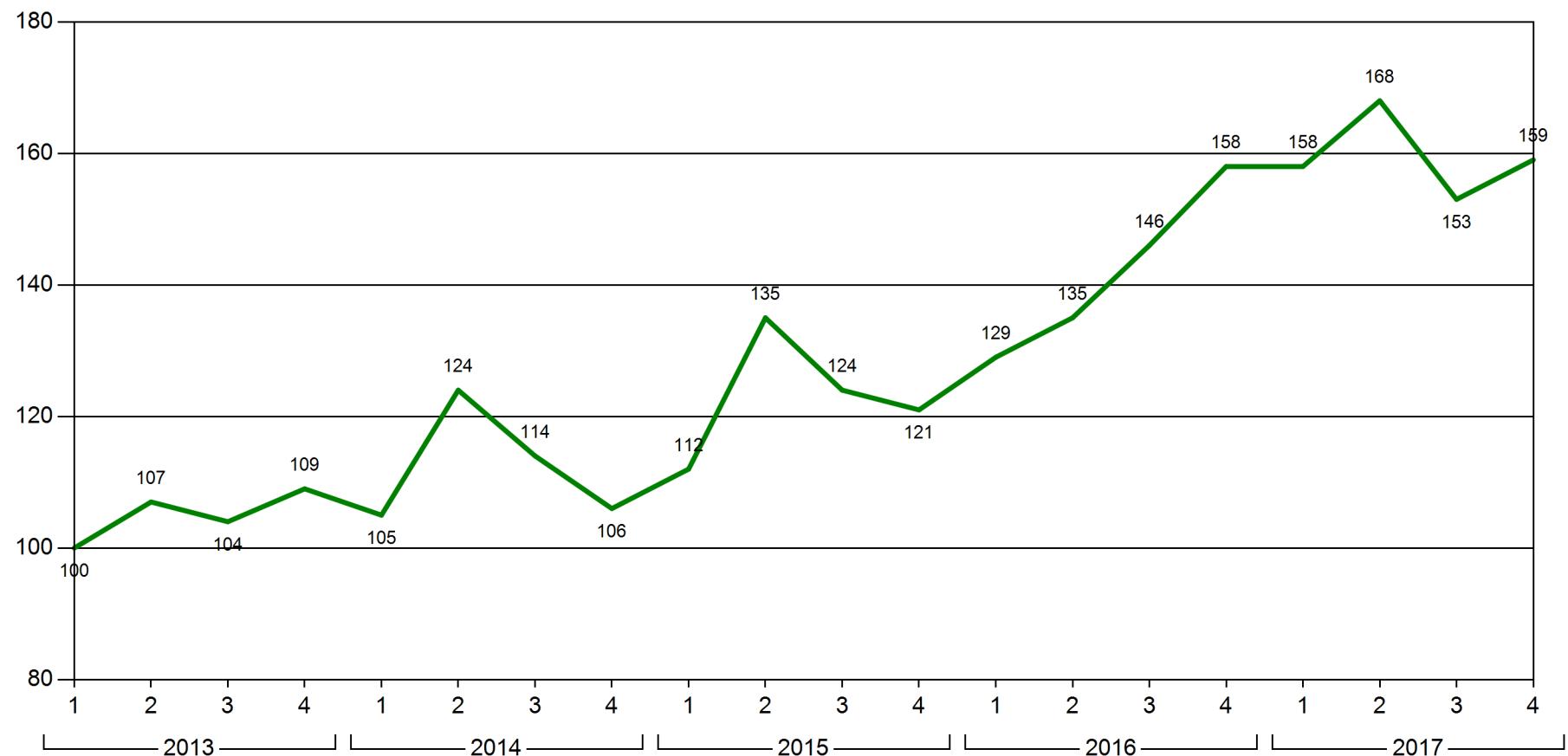
2017
Sales Summary

24 School Street, Boston, MA 02108
Linksmart.co

LINK

Fenway

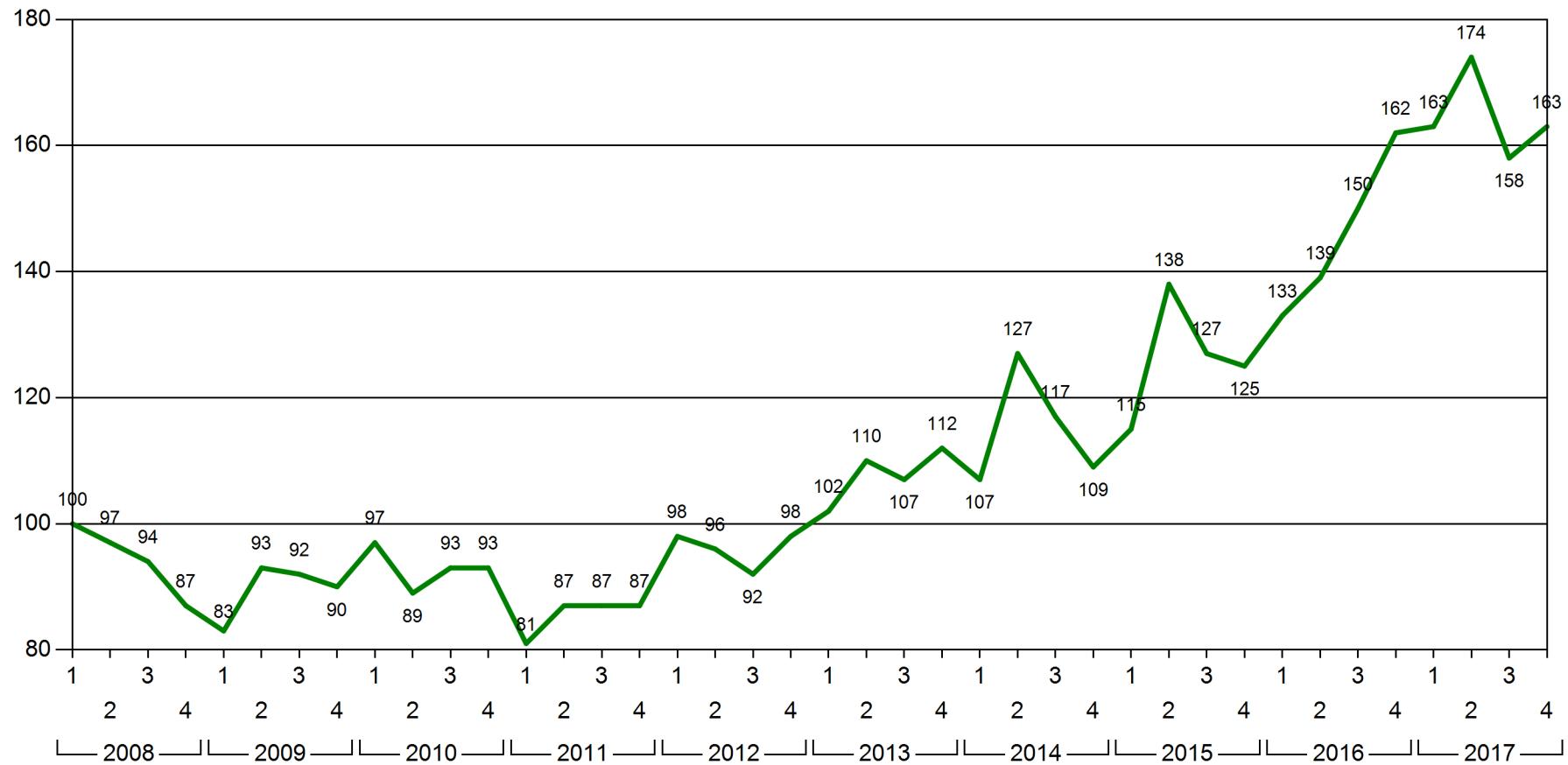
Five Year Price Index
(Appreciation Rate)





Fenway

Ten Year Price Index
(Appreciation Rate)



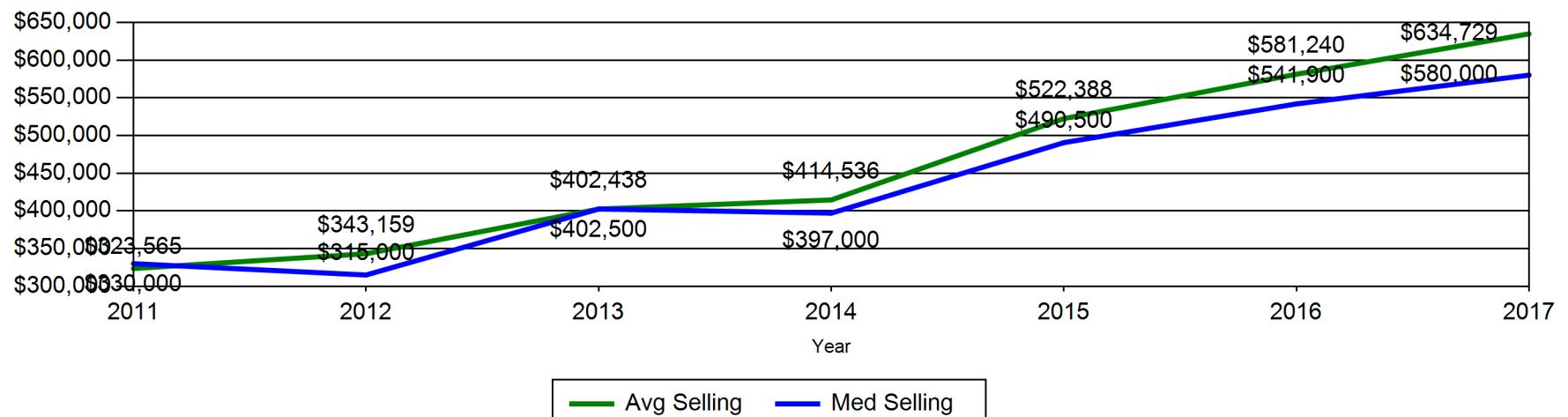


Fenway

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



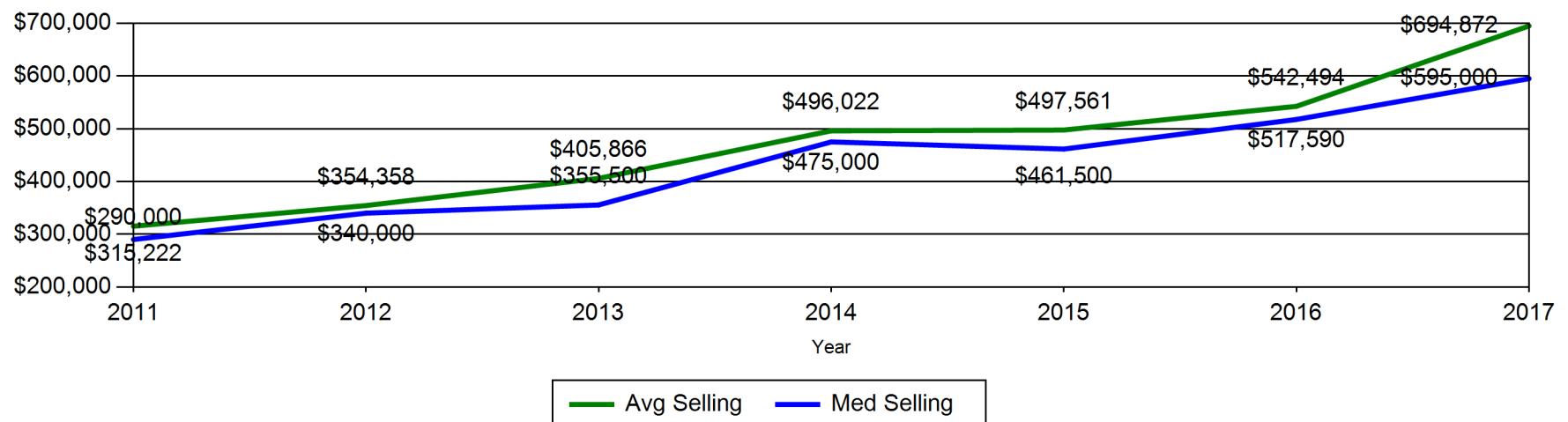
Fenway

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

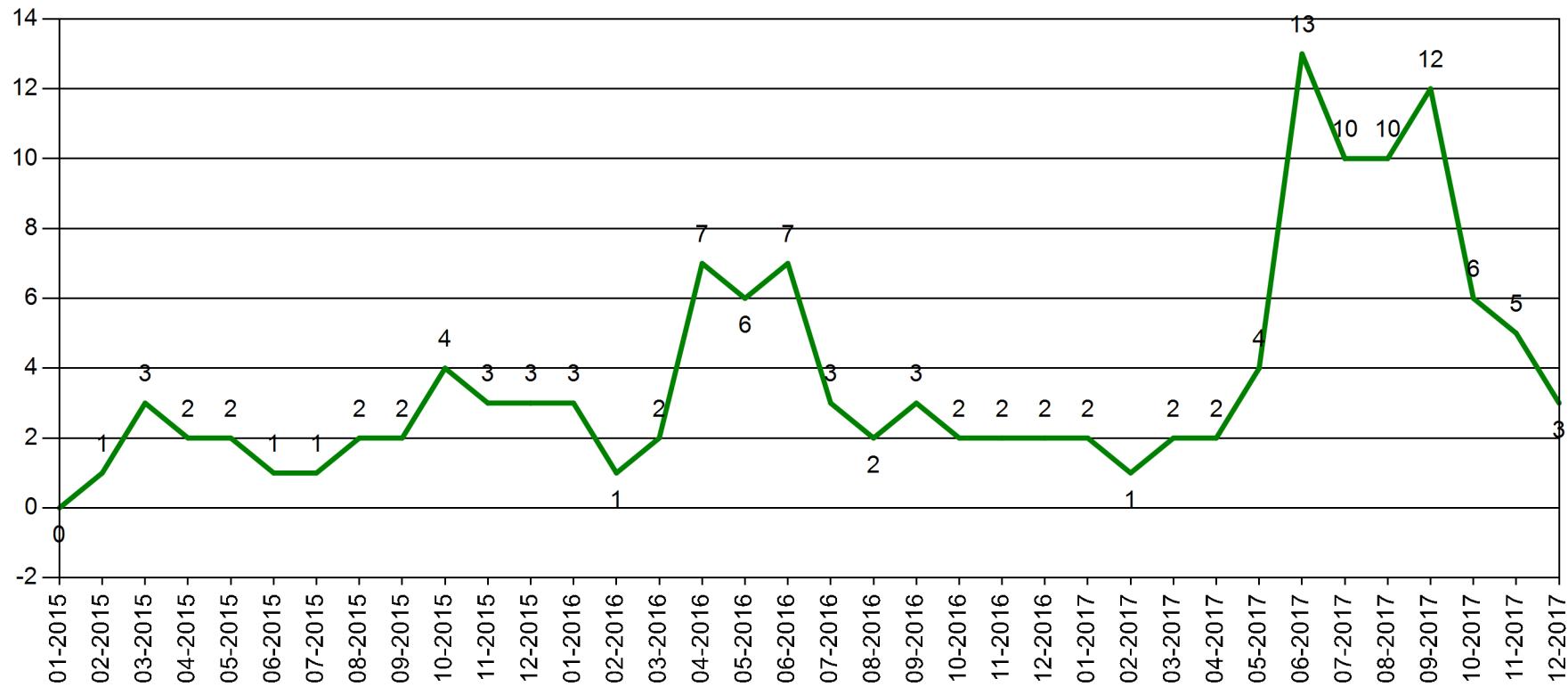
2017



Fenway

Inventory

Fourth Quarter 2017





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Midtown

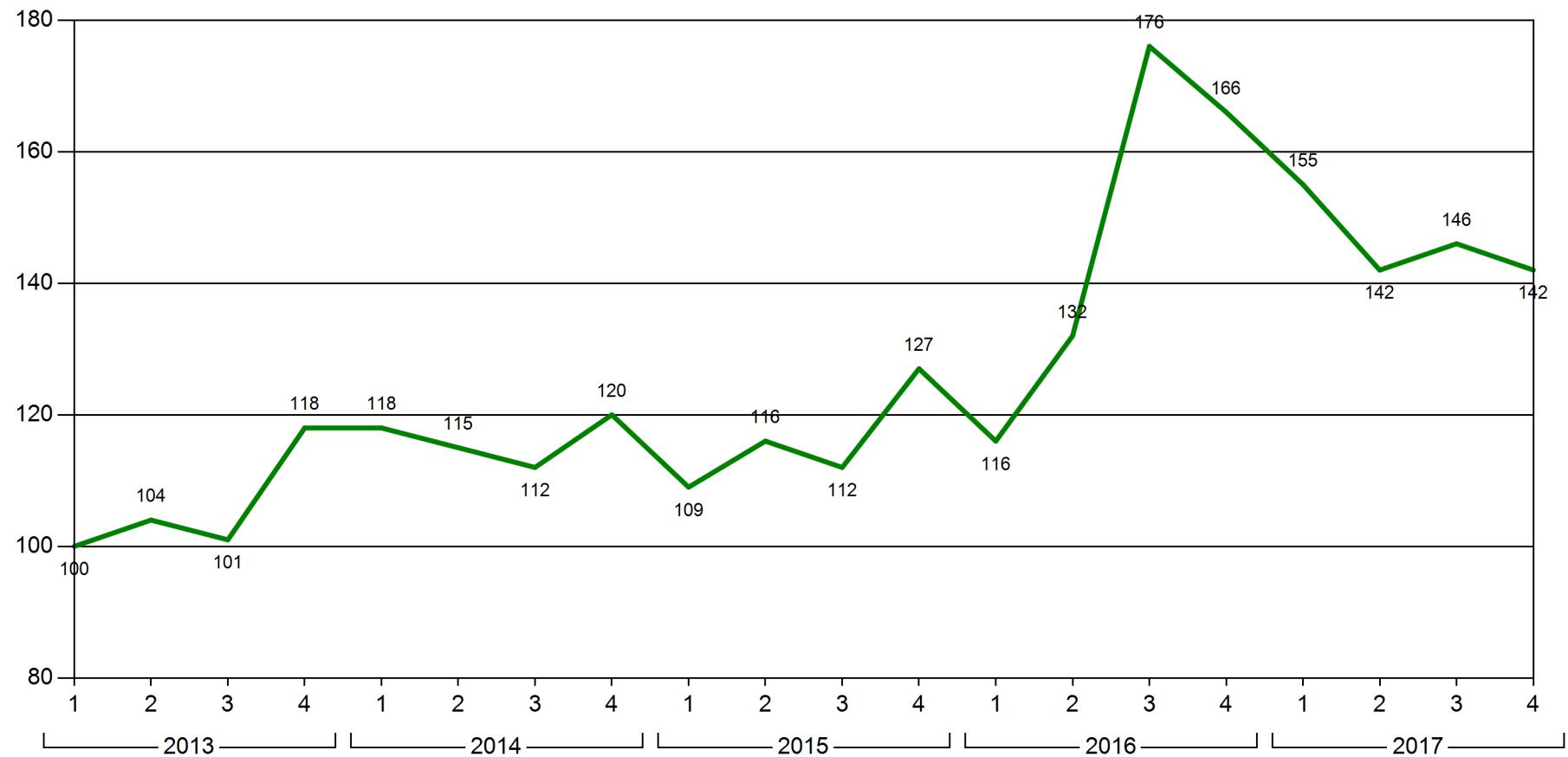
2017
Sales Summary

24 School Street, Boston, MA 02108
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Midtown

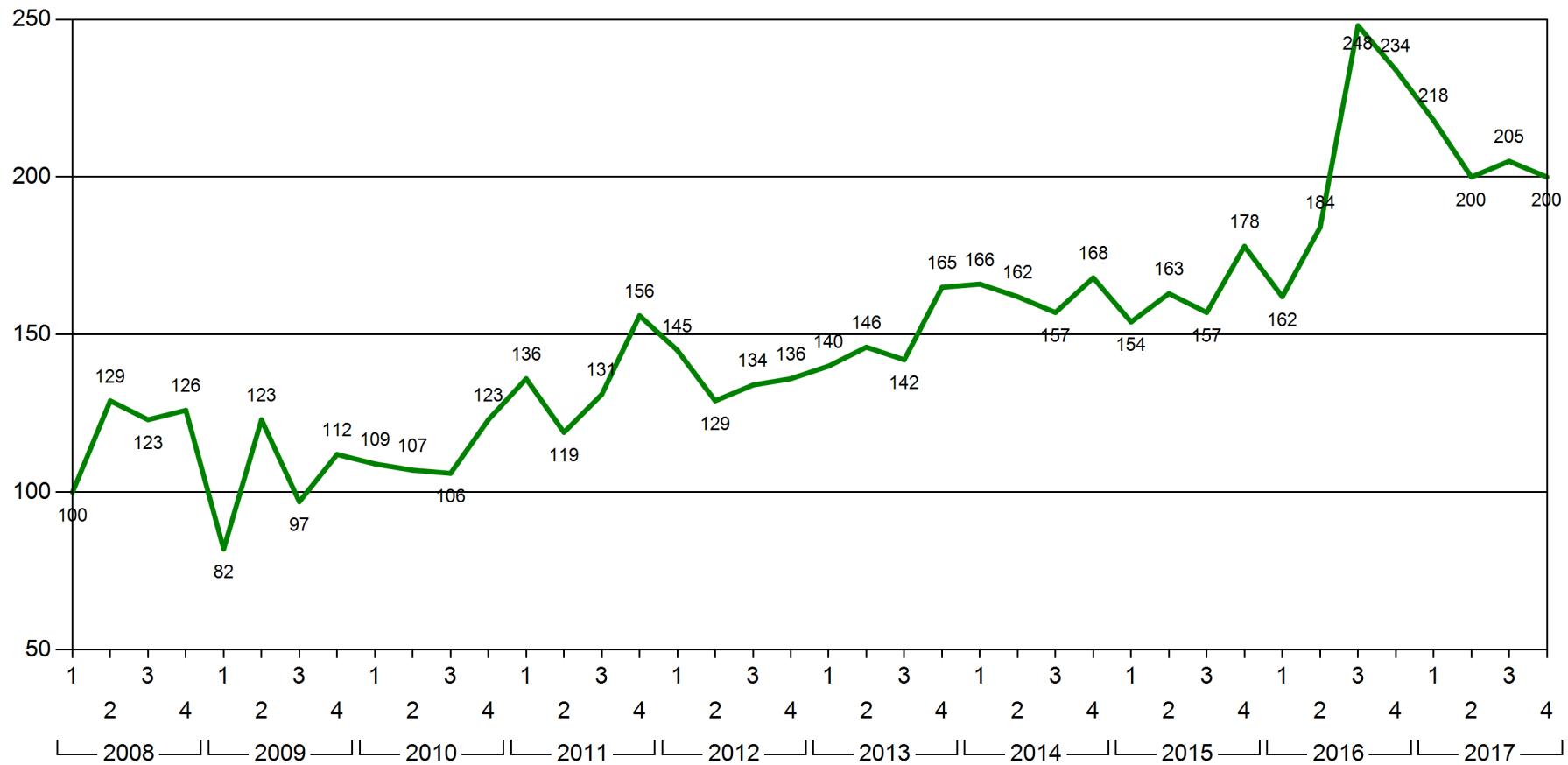
Five Year Price Index
(Appreciation Rate)





Midtown

Ten Year Price Index
(Appreciation Rate)



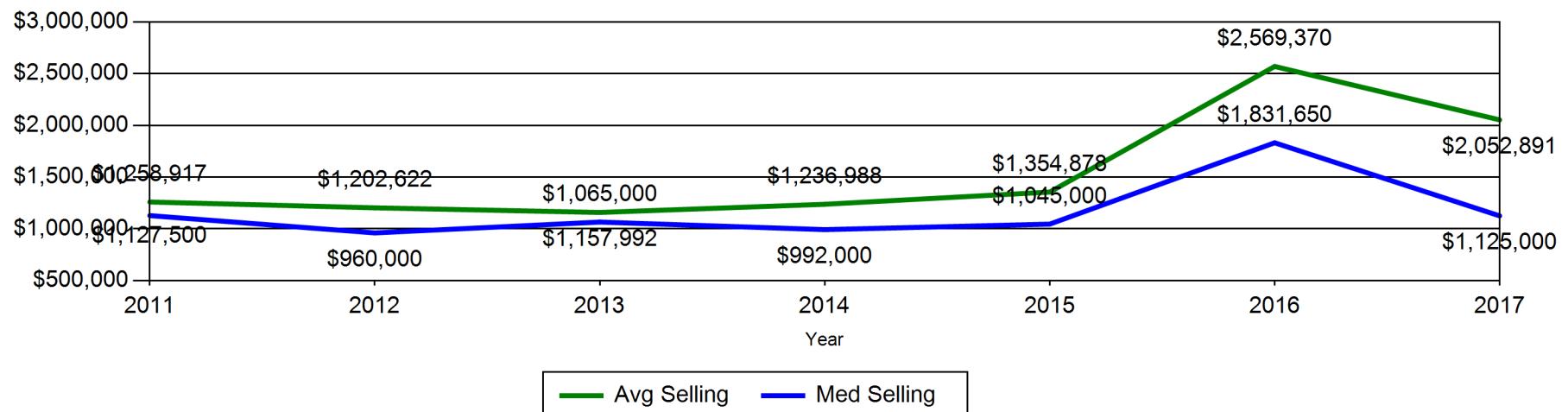


Midtown

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 ^{o/}	\$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



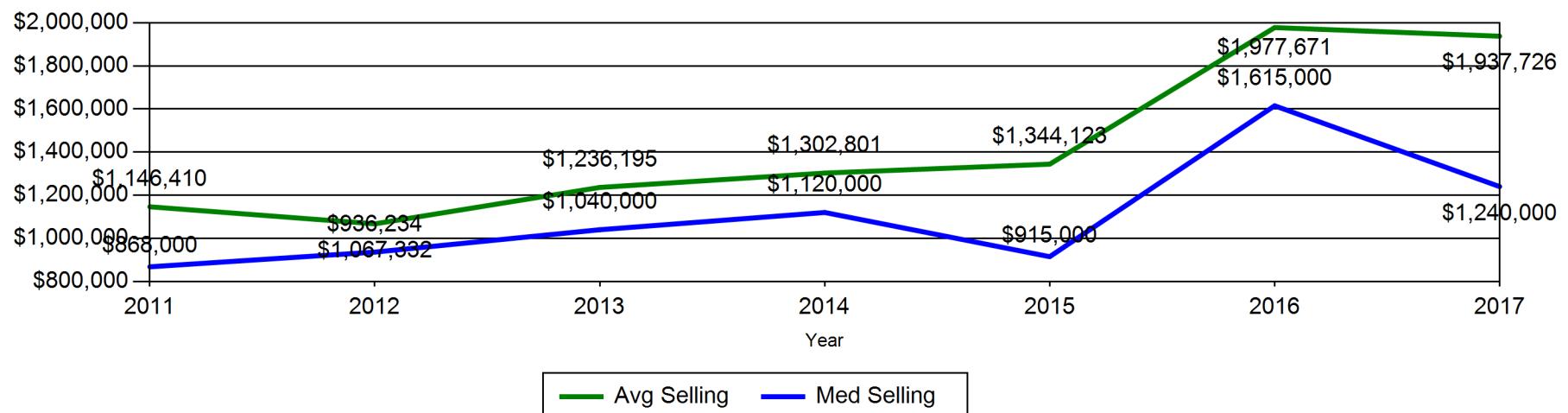
Midtown

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

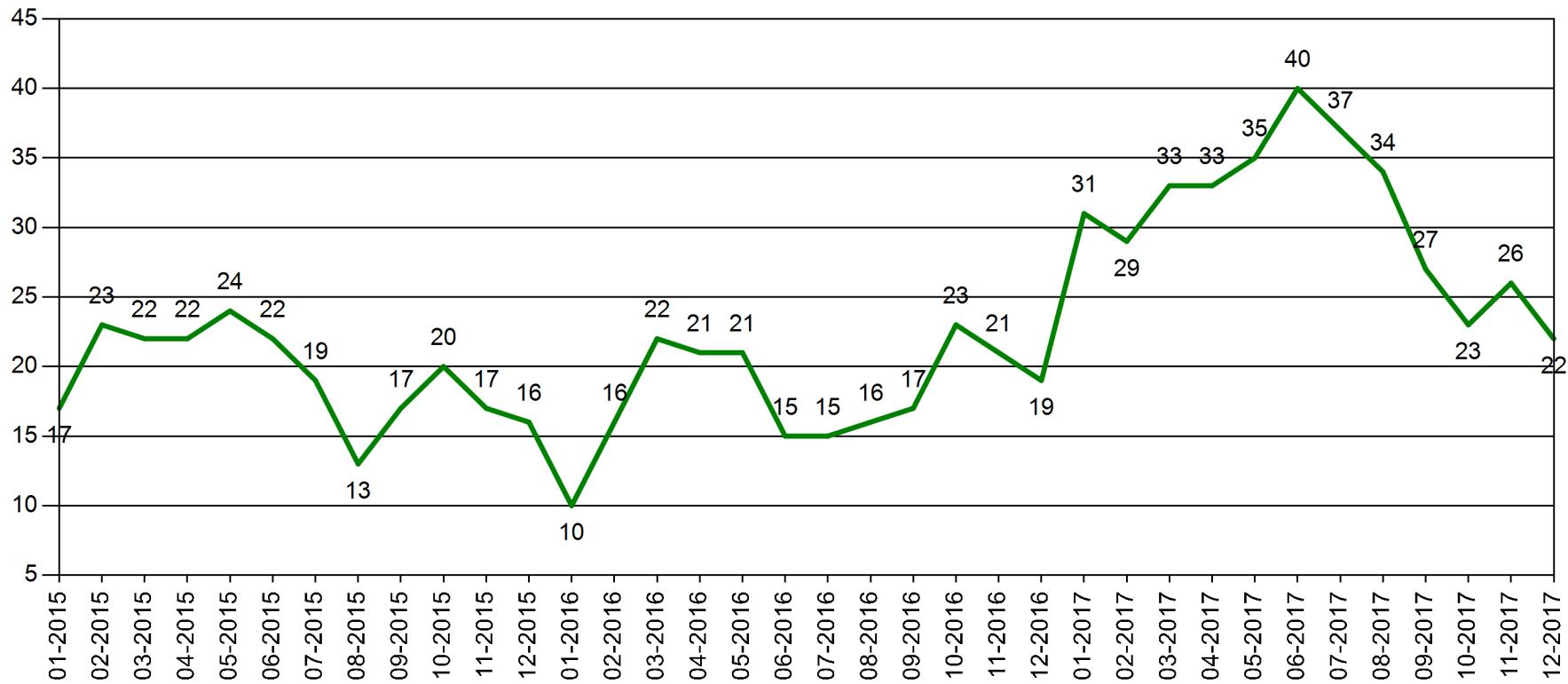
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2015	18	28.57%	\$553,728	11.84%	\$569,301	15.13%	\$925.60	3.60%	\$952.83	9.10%	33
	2016	19	5.56%	\$580,579	4.85%	\$595,000	4.51%	\$953.41	3.00%	\$955.56	0.29%	21
	2017	22	15.79%	\$628,956	8.33%	\$623,750	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



Midtown

Inventory

Fourth Quarter 2017





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North End

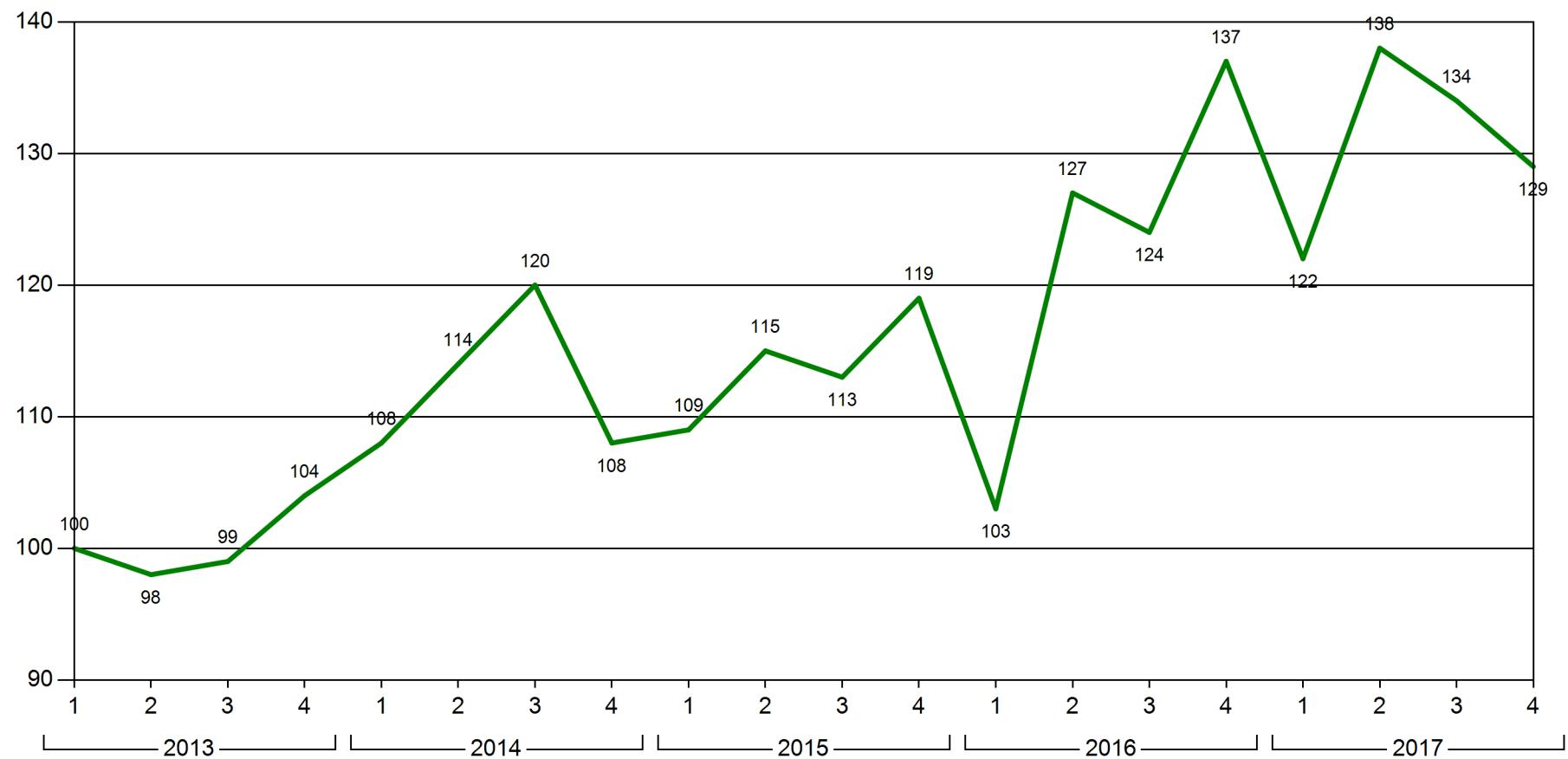
2017
Sales Summary

24 School Street, Boston, MA 02108
Linksmart.co



North End

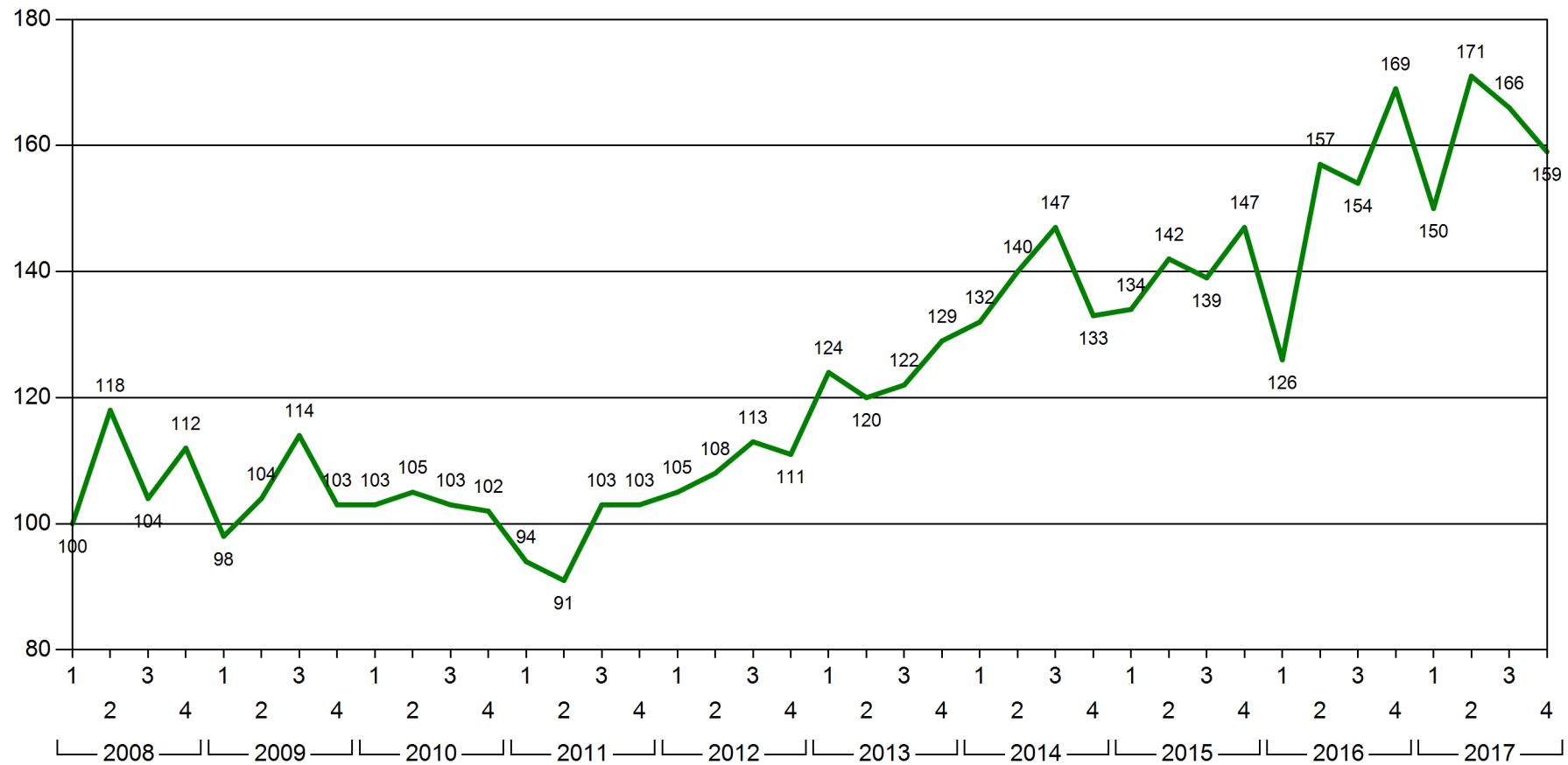
Five Year Price Index
(Appreciation Rate)





North End

Ten Year Price Index
(Appreciation Rate)



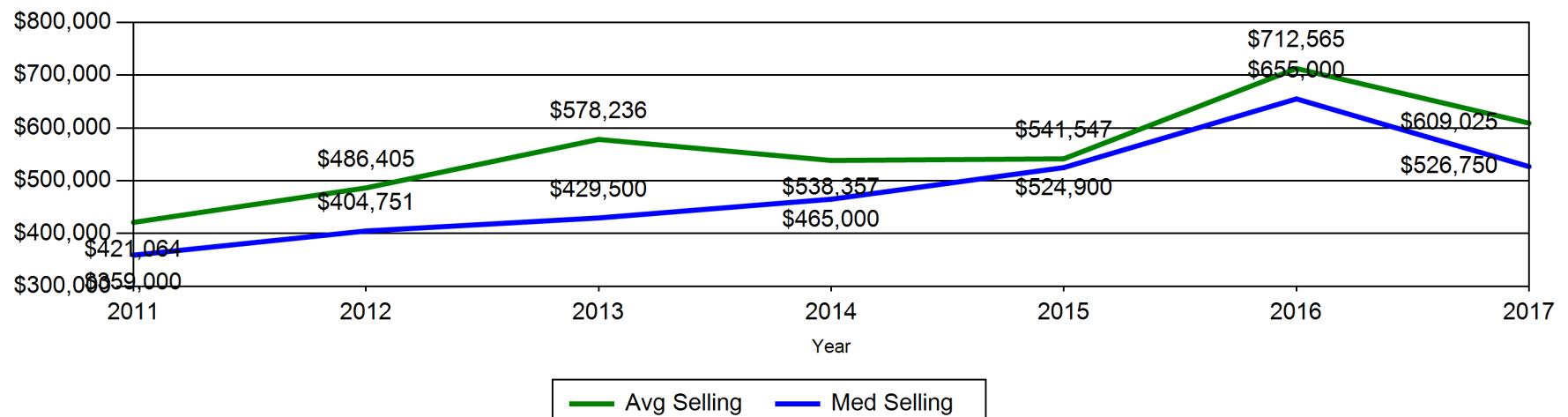


North End

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



North End

Sales Comparison by Square Footage

Fourth Quarter 2017



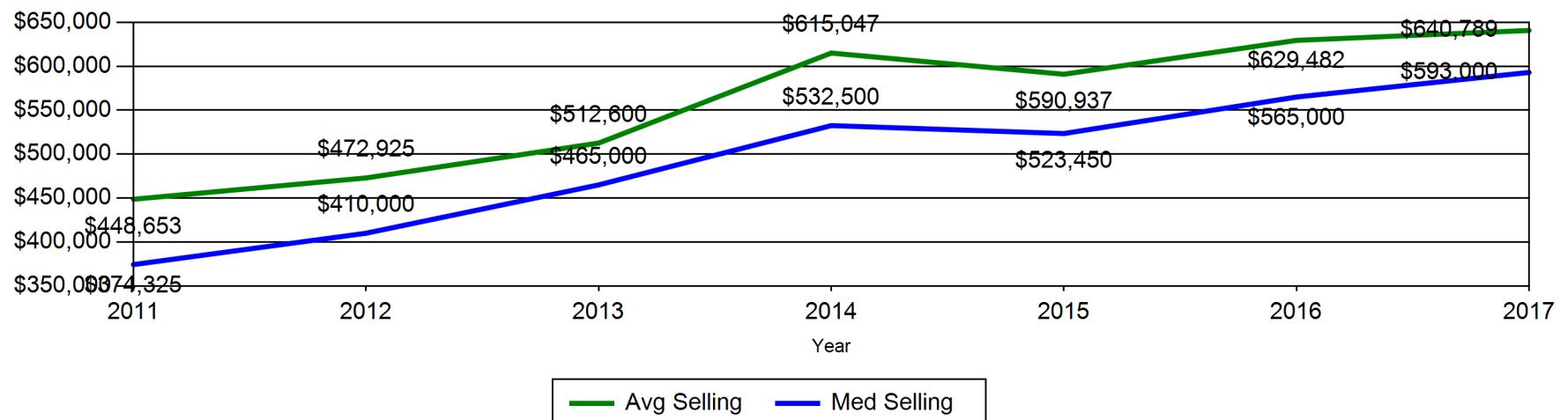
North End

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

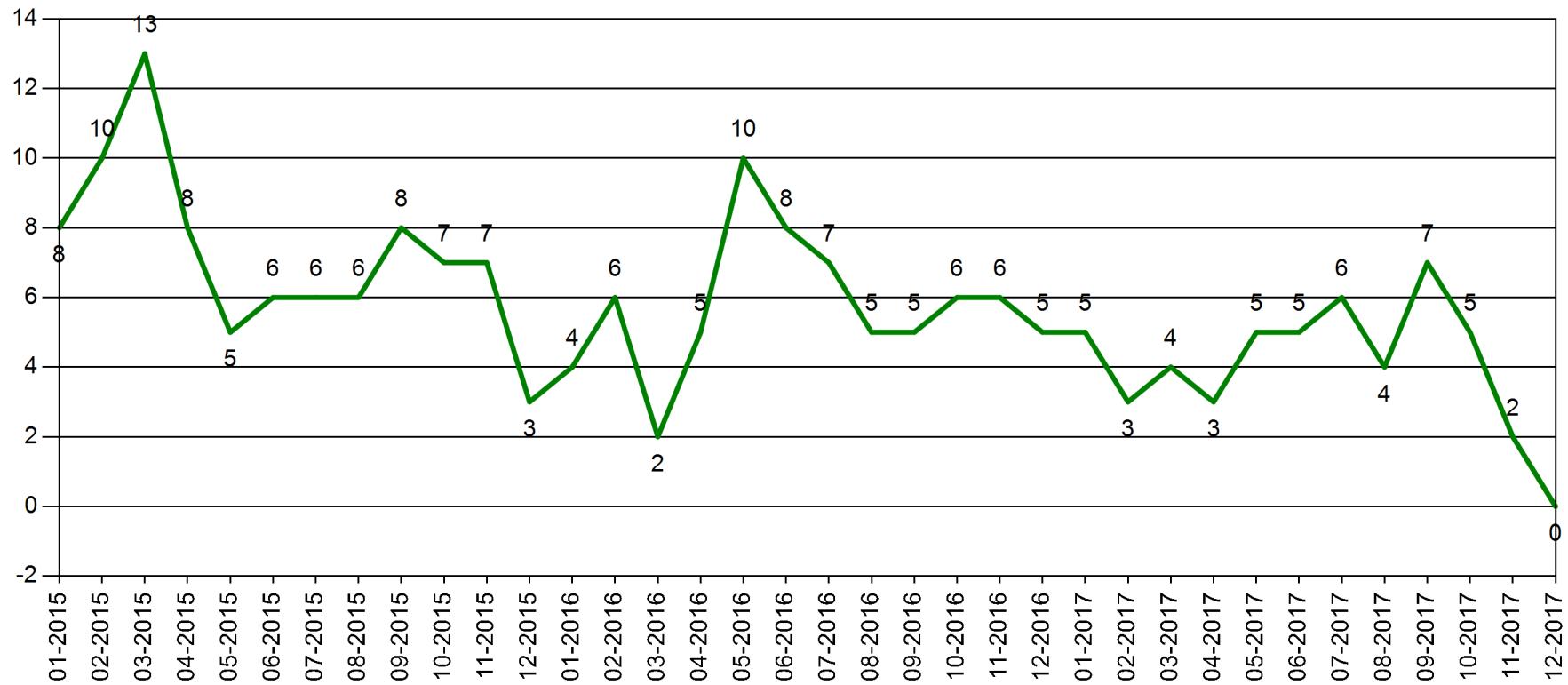
2017



North End

Inventory

Fourth Quarter 2017





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Seaport

2017

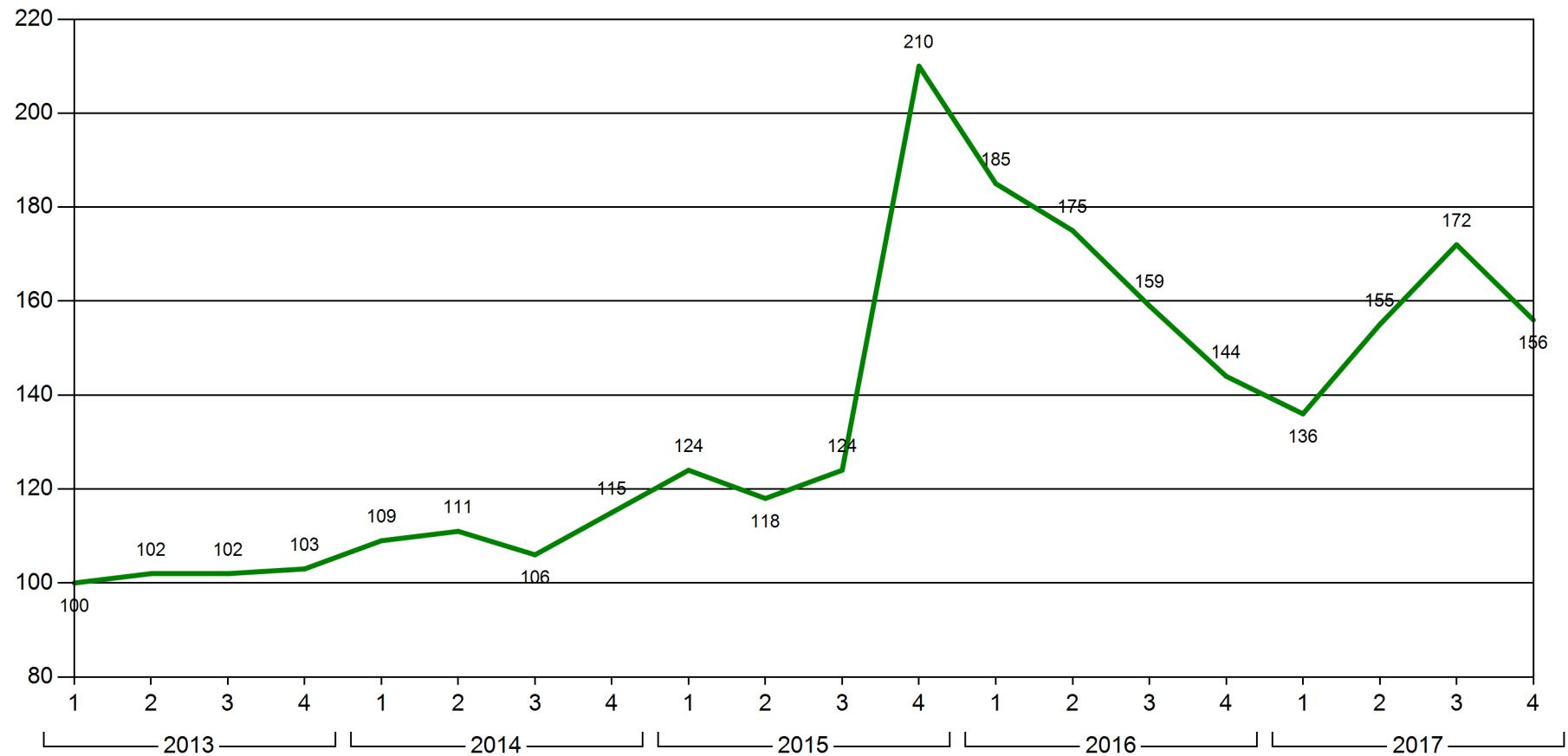
Sales Summary

24 School Street, Boston, MA 02108

Linksmart.co



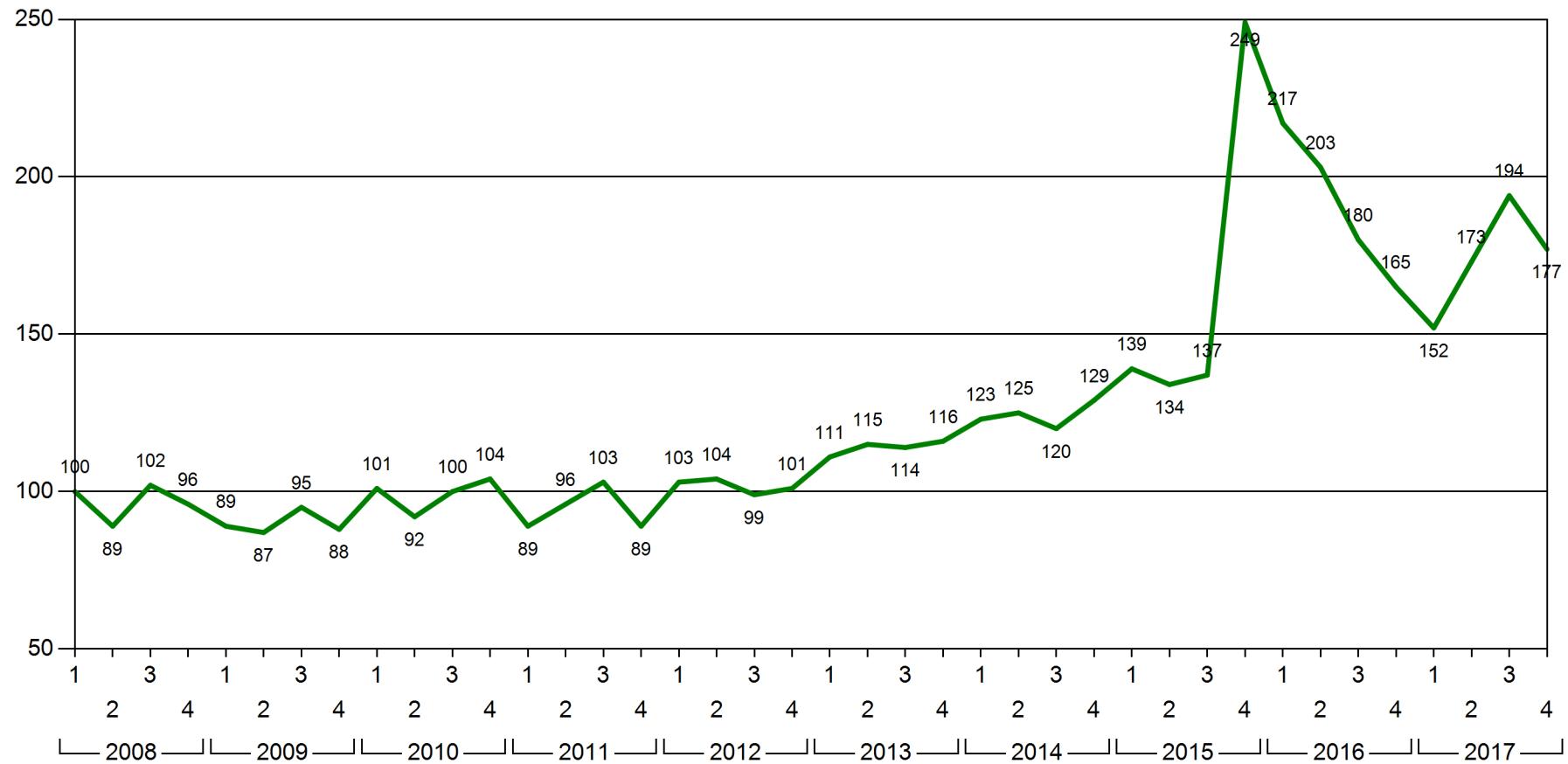
Five Year Price Index
(Appreciation Rate)





Seaport

Ten Year Price Index
(Appreciation Rate)



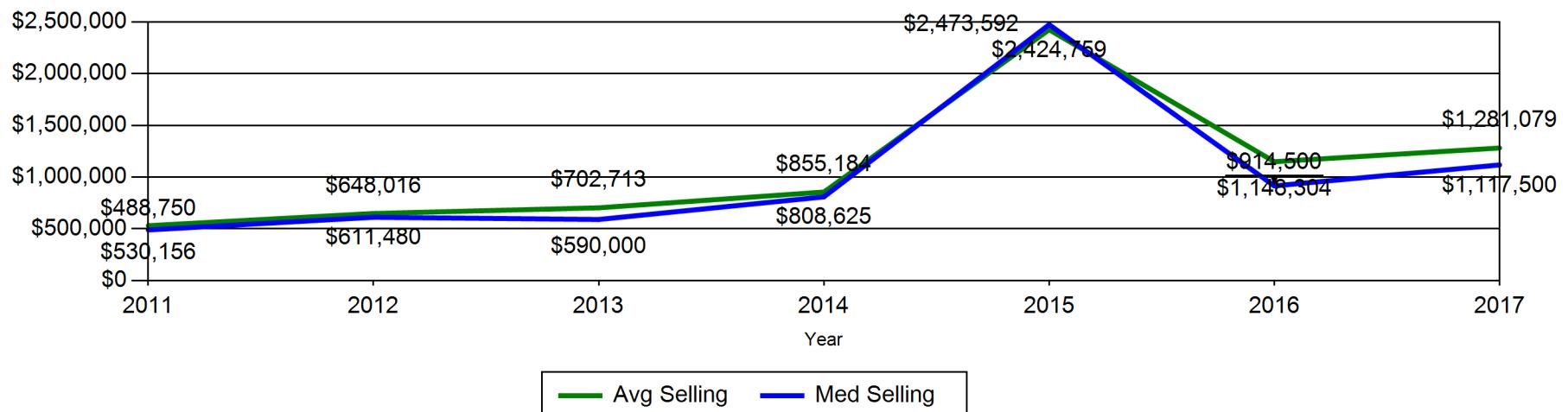


Seaport

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 ^{n/a}	\$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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Sales Comparison by Square Footage

Fourth Quarter 2017



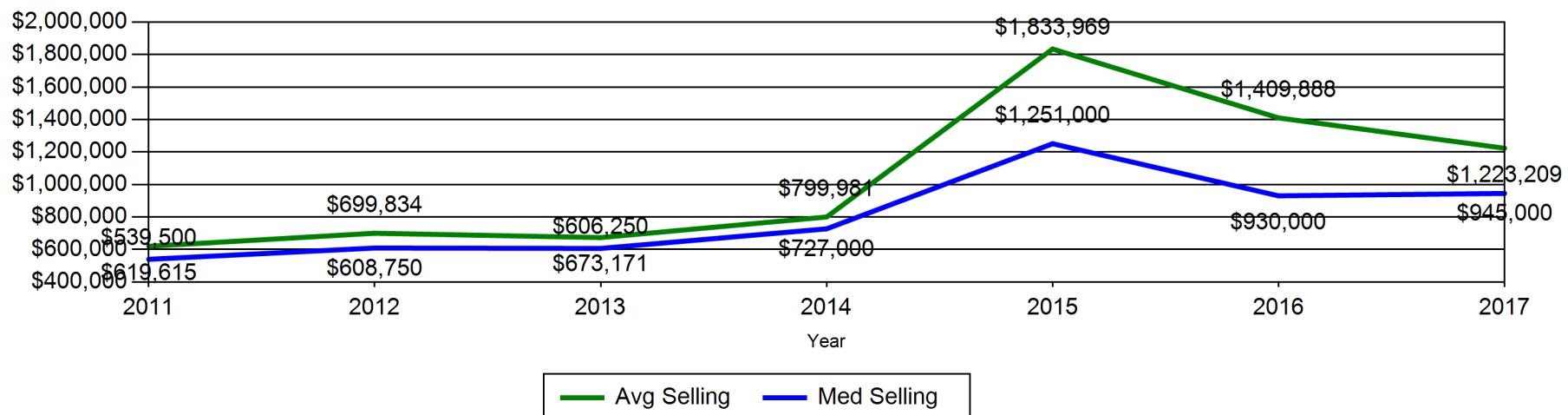
Seaport

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

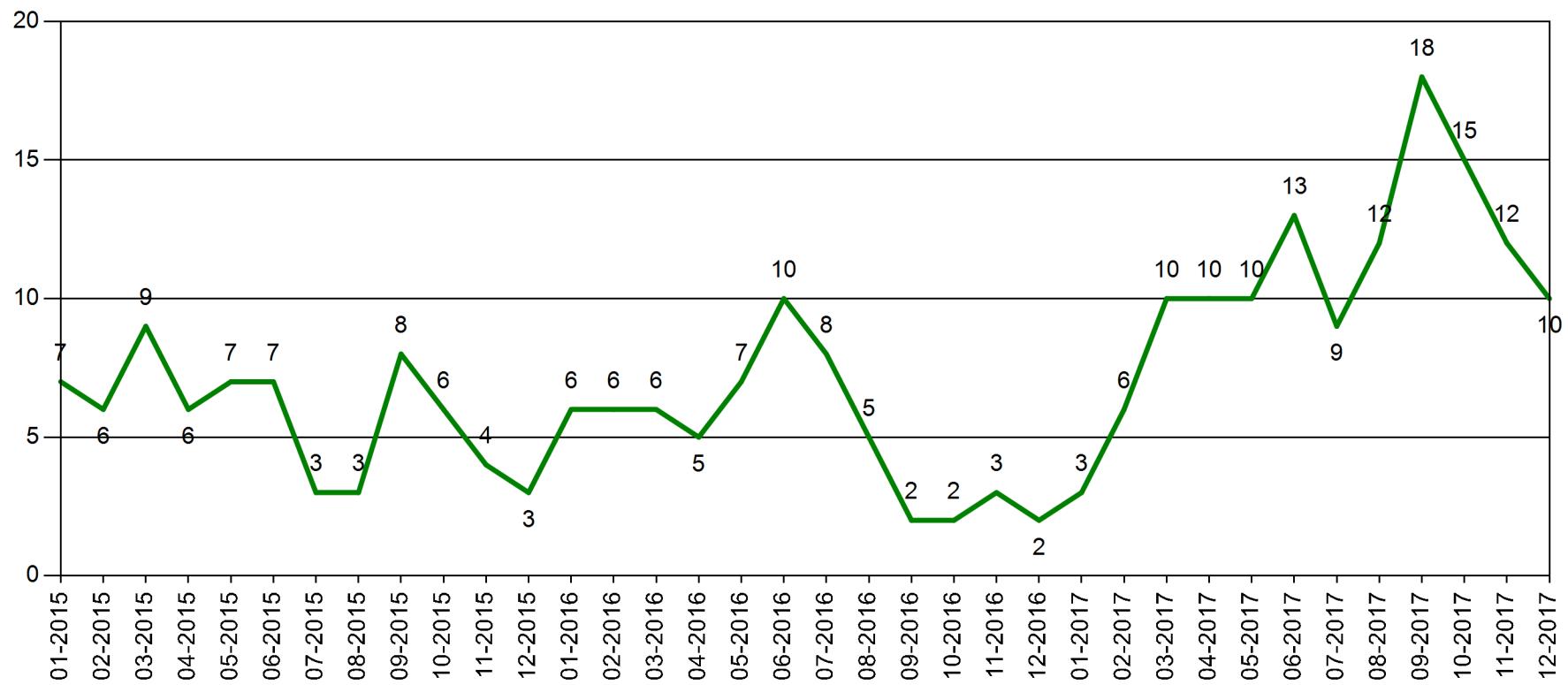
Sales Comparison by Square Footage

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



Seaport
Inventory
Fourth Quarter 2017





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South Boston

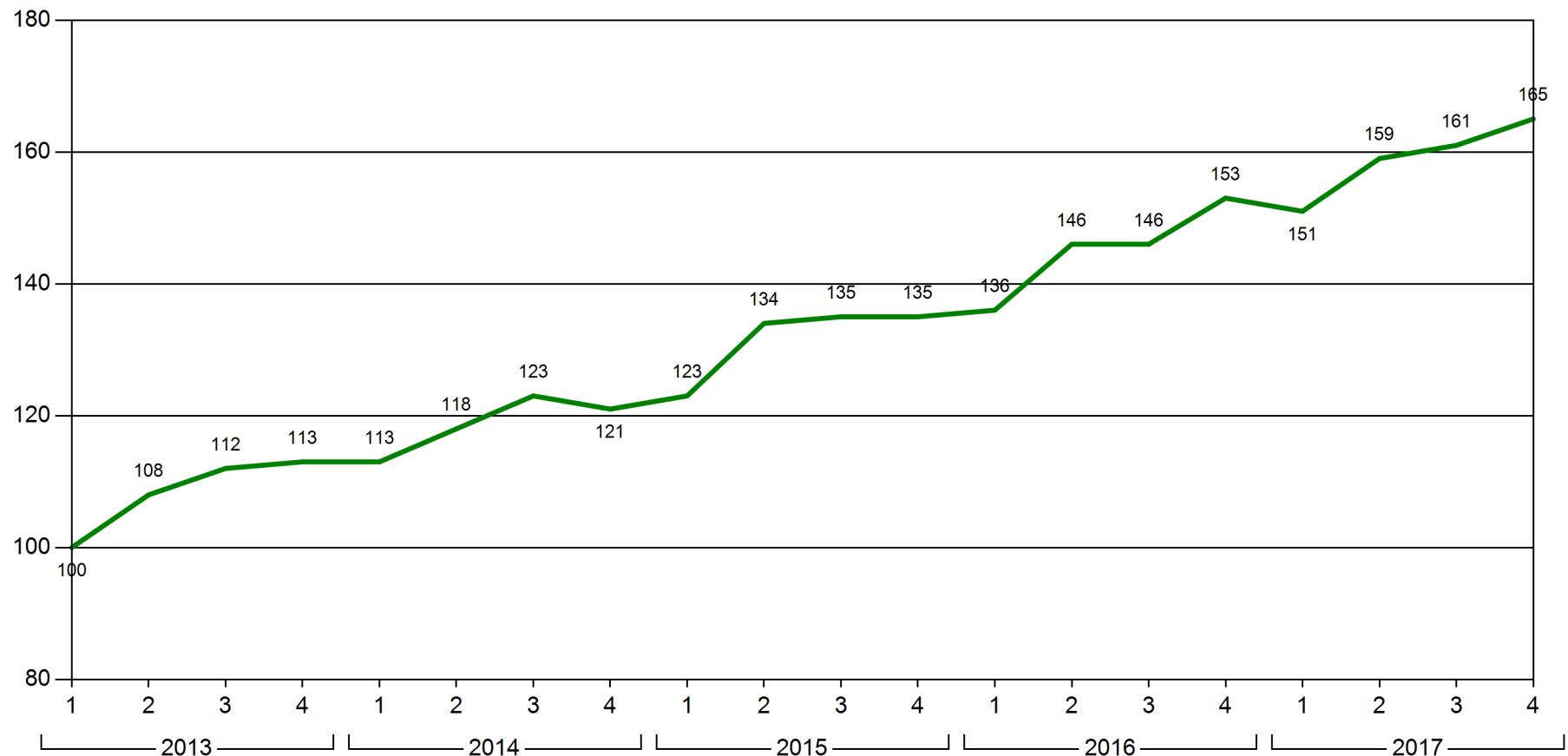
2017
Sales Summary

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South Boston

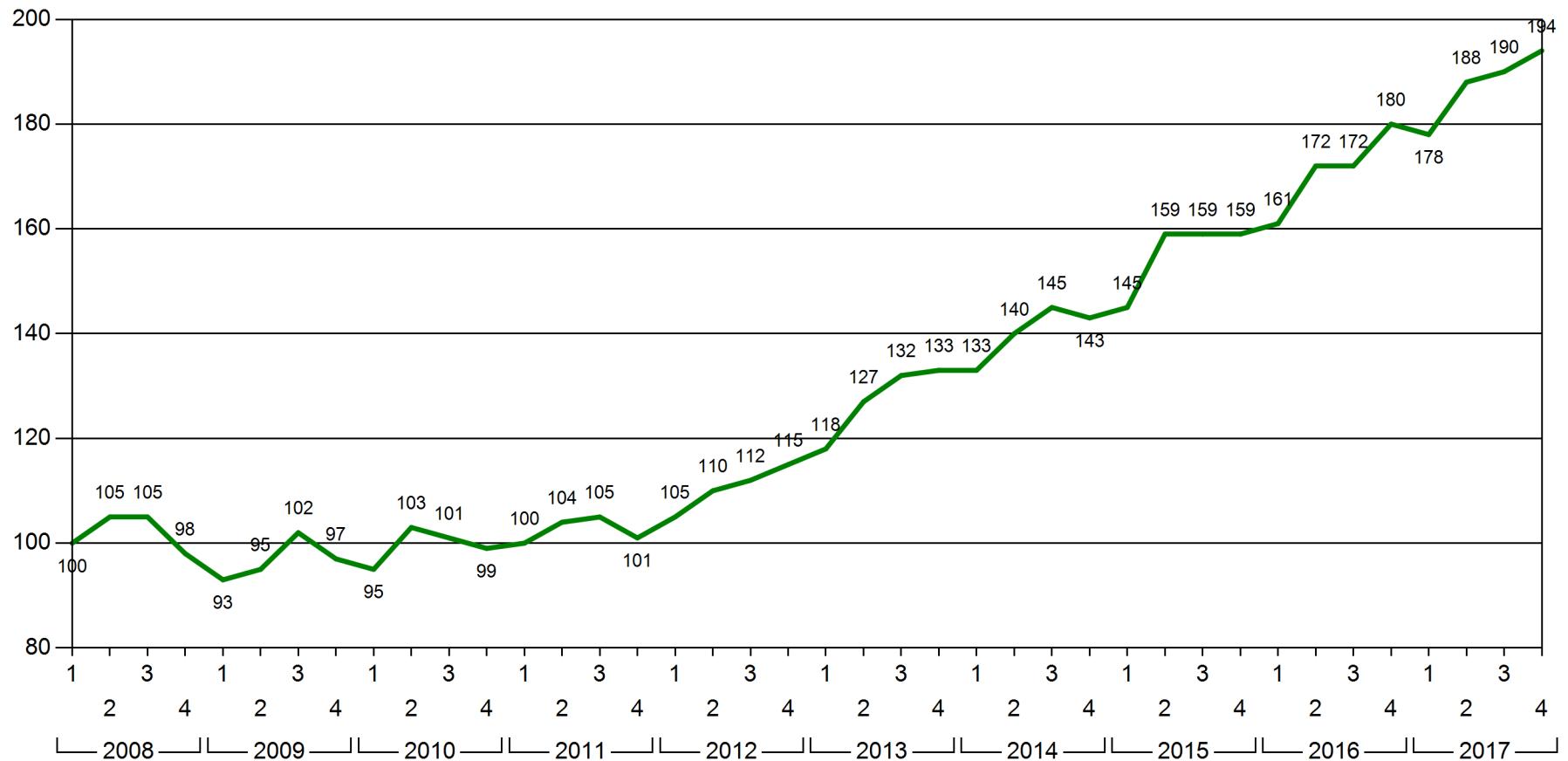
Five Year Price Index
(Appreciation Rate)





South Boston

Ten Year Price Index
(Appreciation Rate)



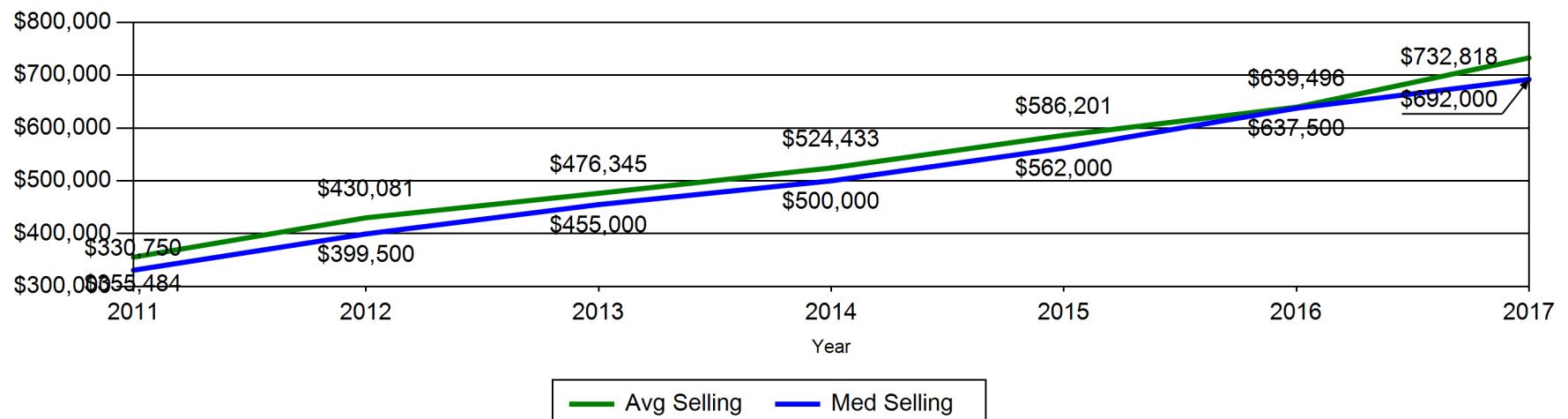


South Boston

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		



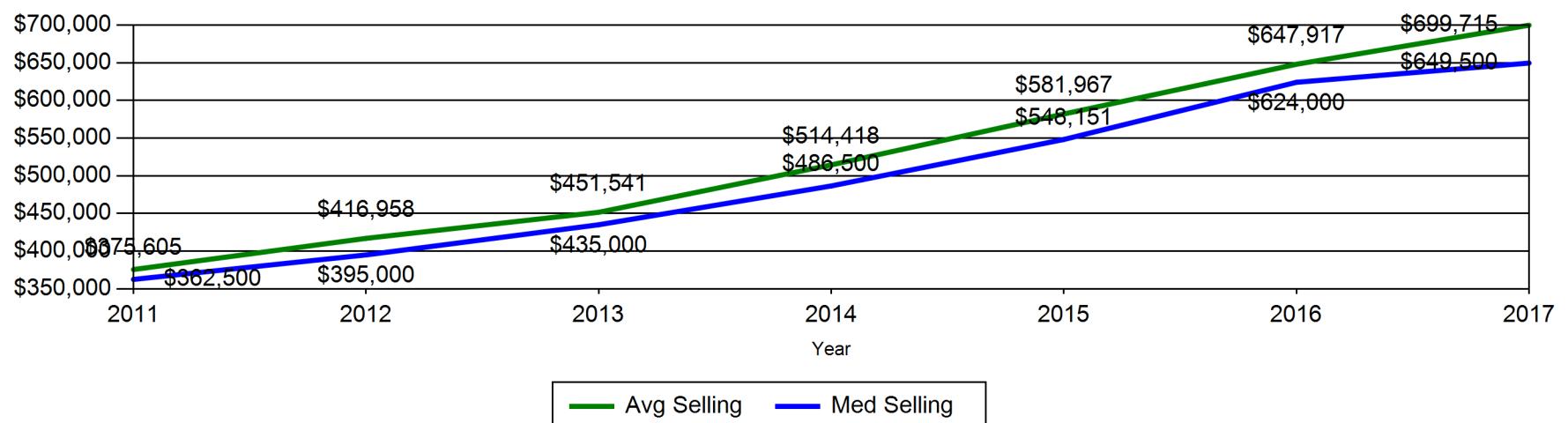
South Boston

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

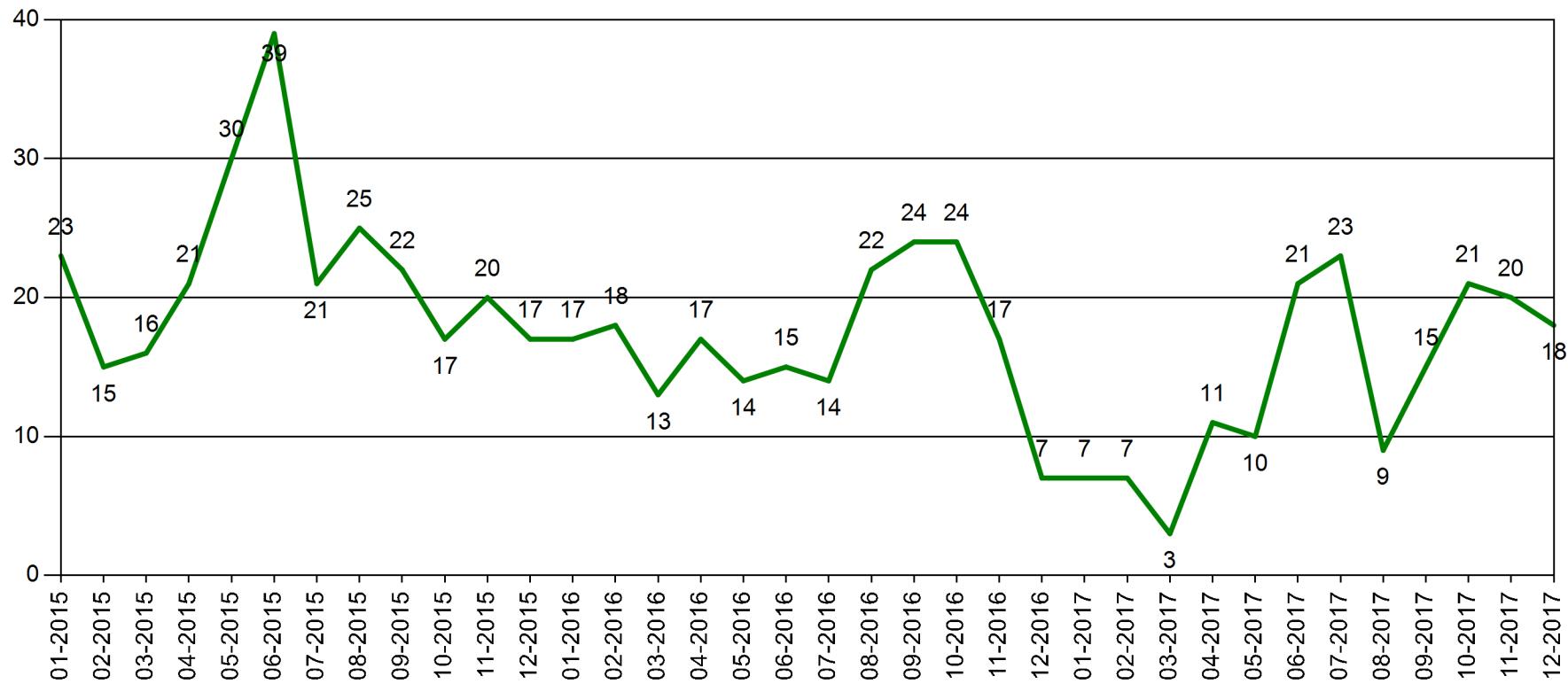
2017

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

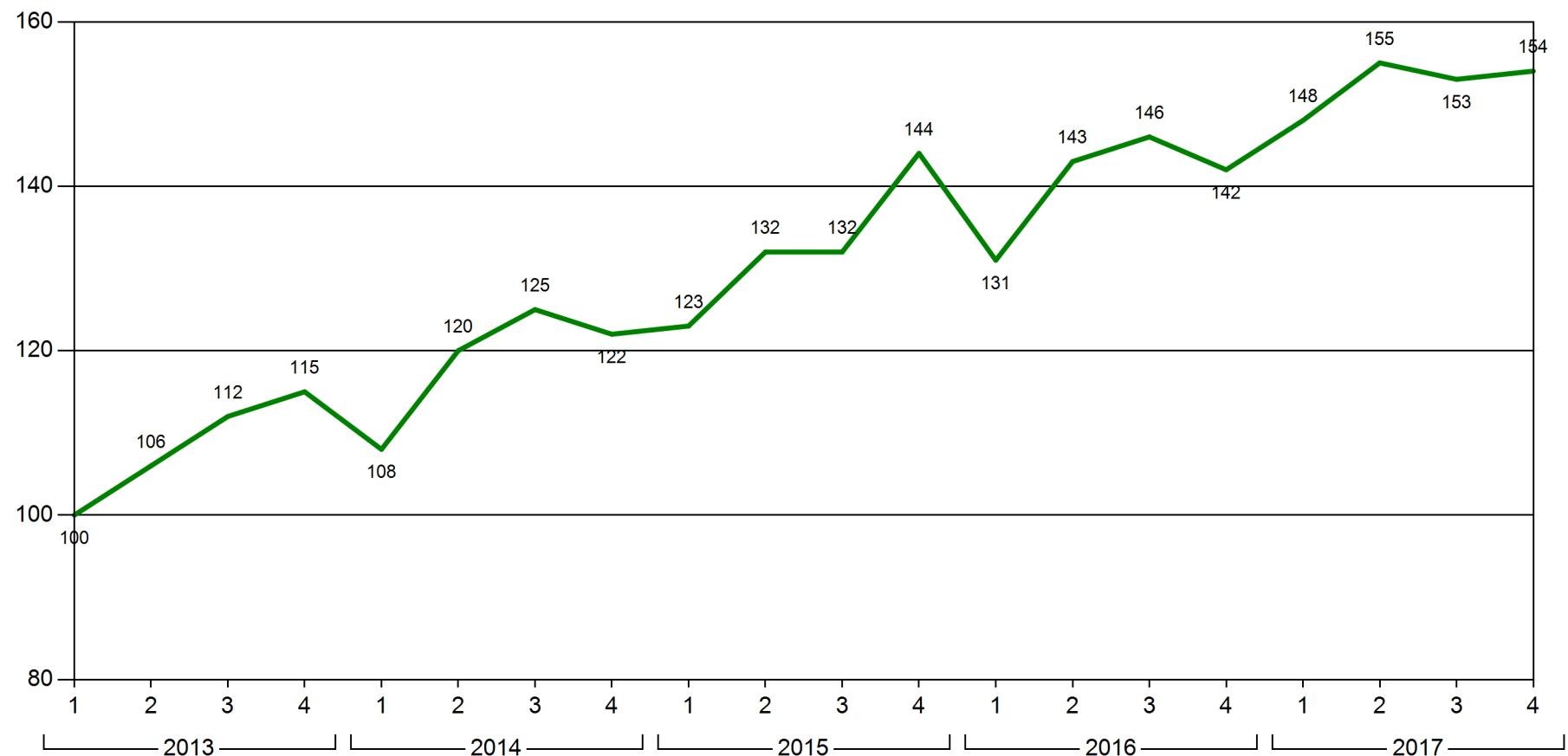
24 School Street, Boston, MA 02108

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South End

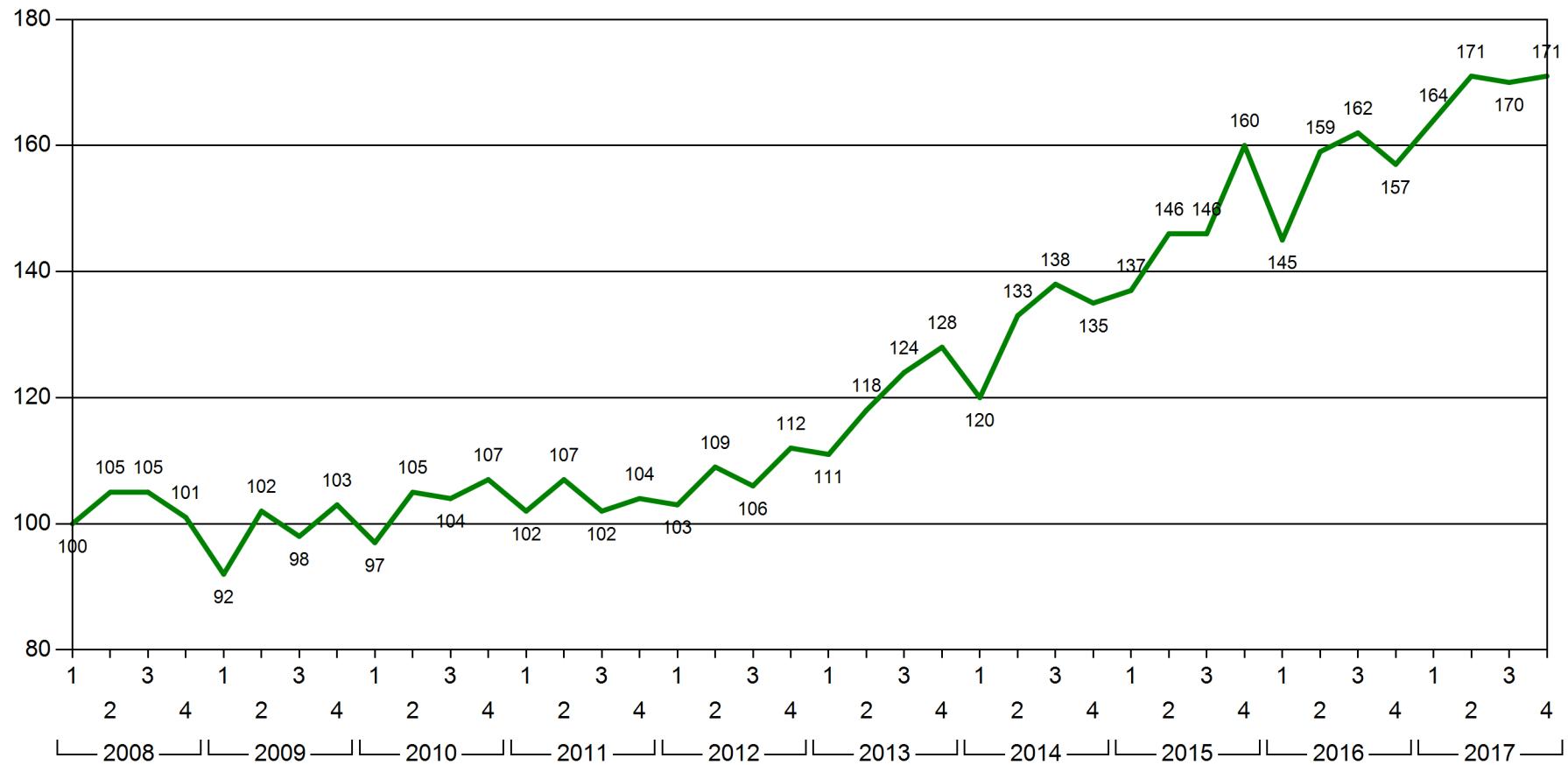
Five Year Price Index
(Appreciation Rate)





South End

Ten Year Price Index
(Appreciation Rate)



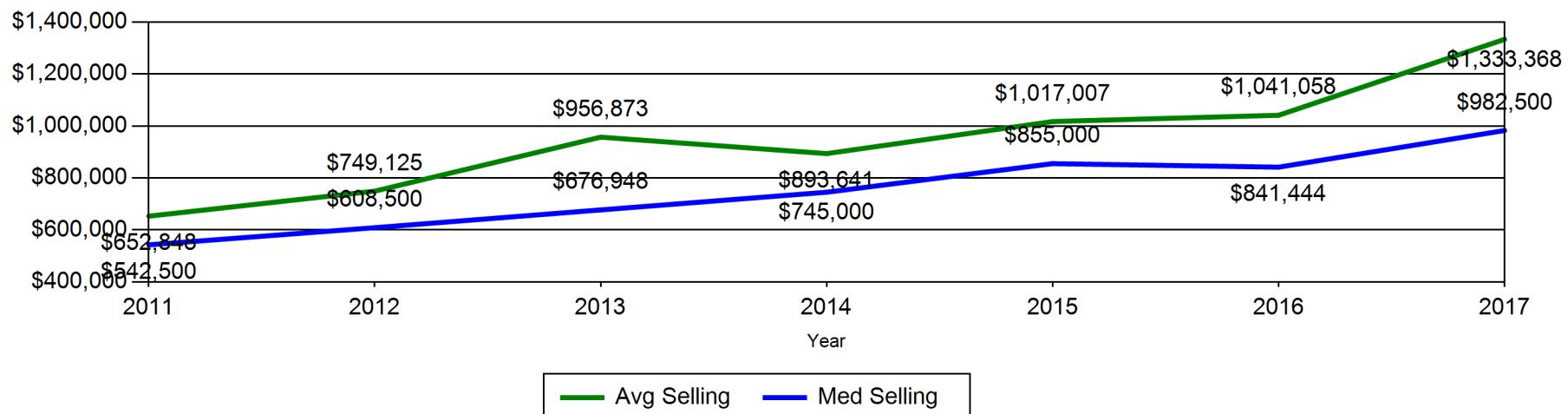


South End

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





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



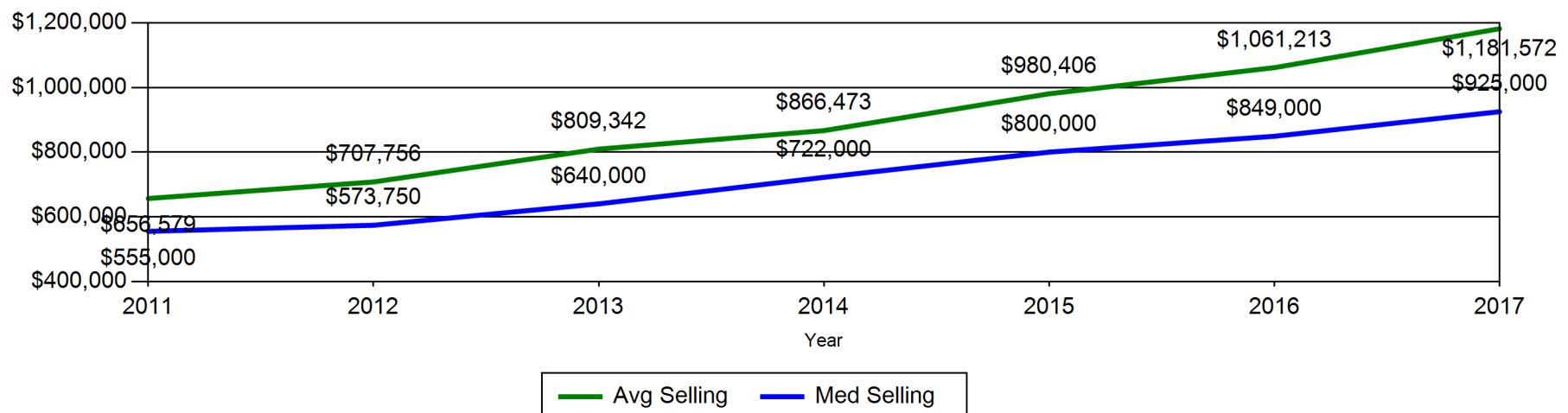
South End

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

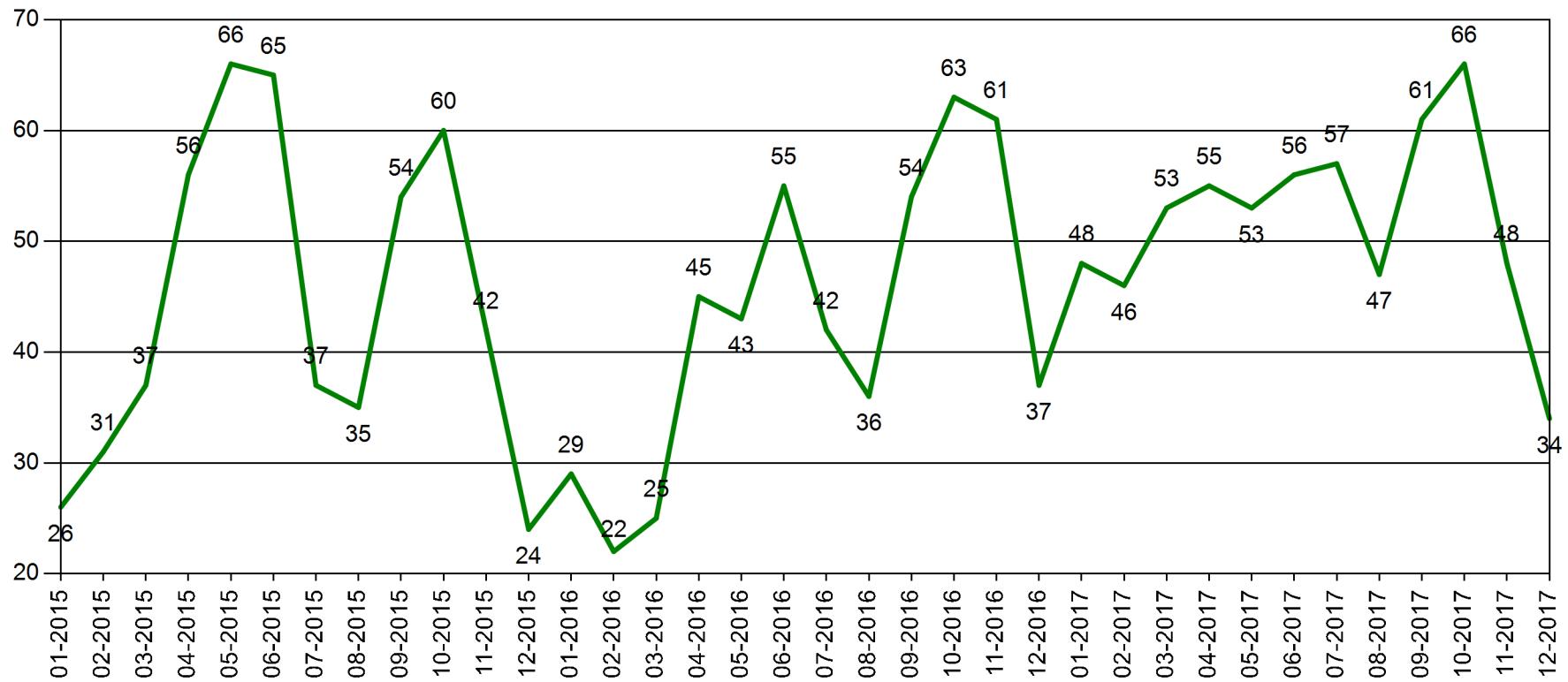
2017

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

LINK

South End

Inventory
Fourth Quarter 2017





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Waterfront

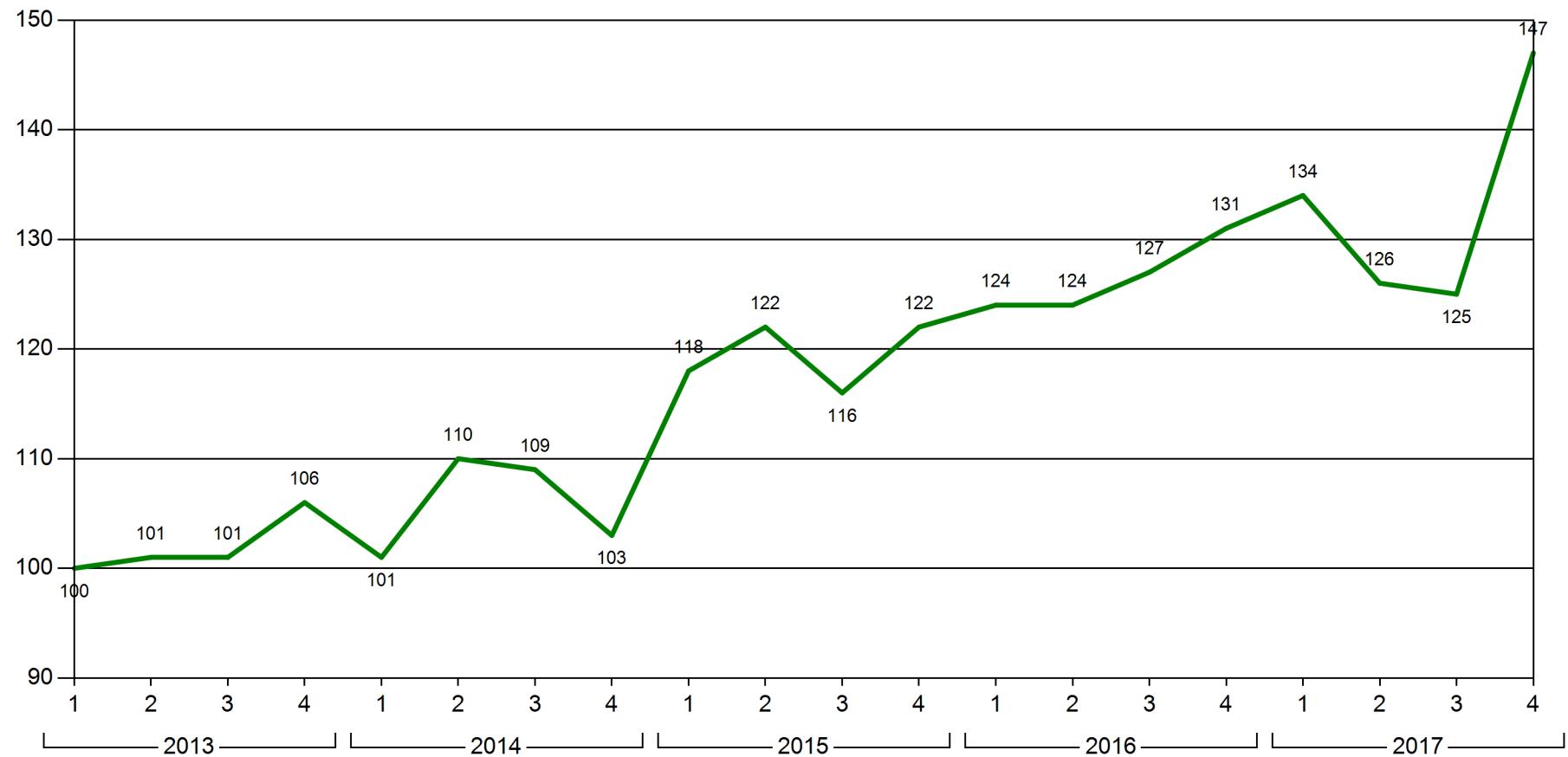
2017
Sales Summary

24 School Street, Boston, MA 02108
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Waterfront

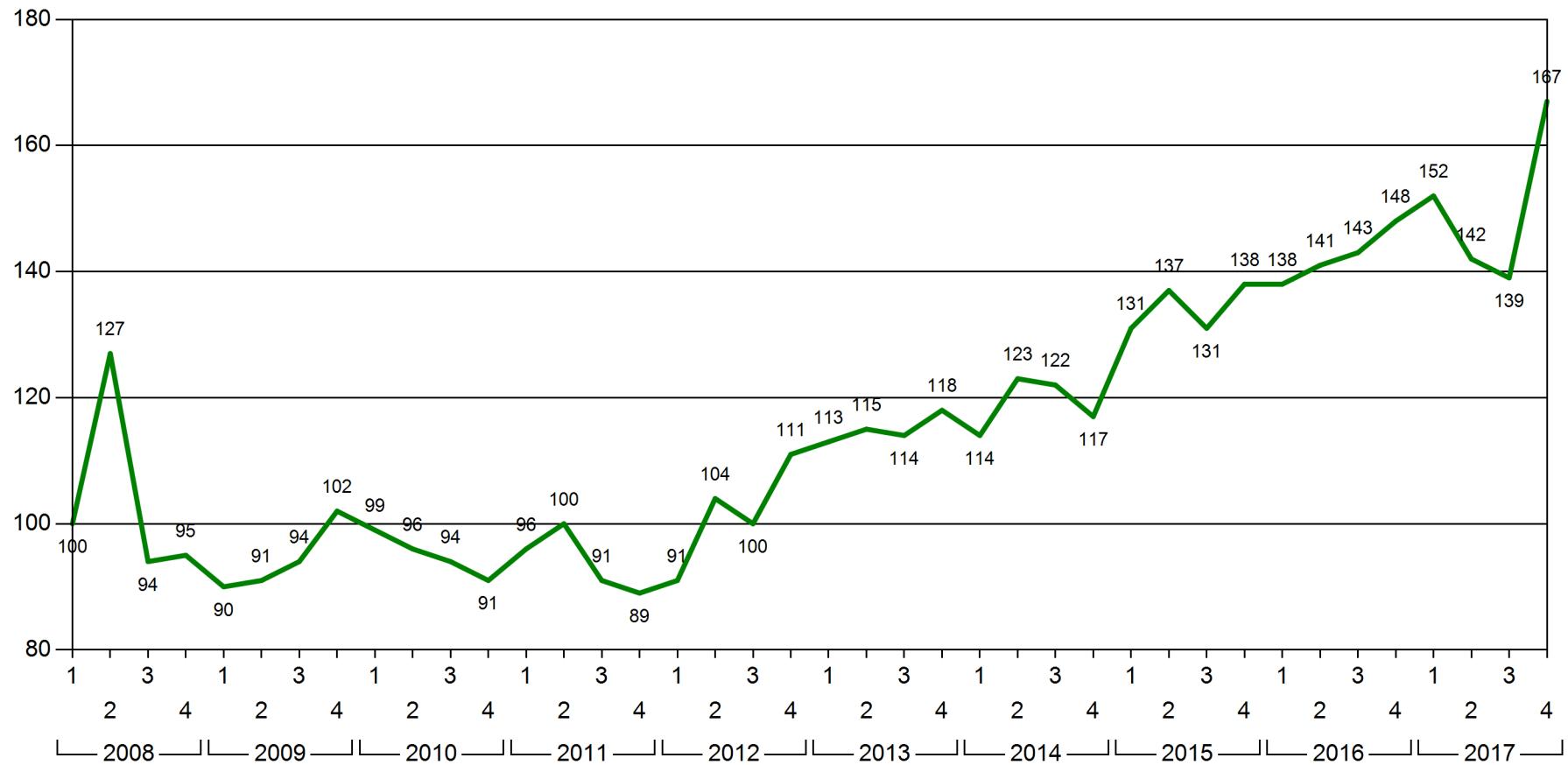
Five Year Price Index (Appreciation Rate)





Waterfront

Ten Year Price Index
(Appreciation Rate)



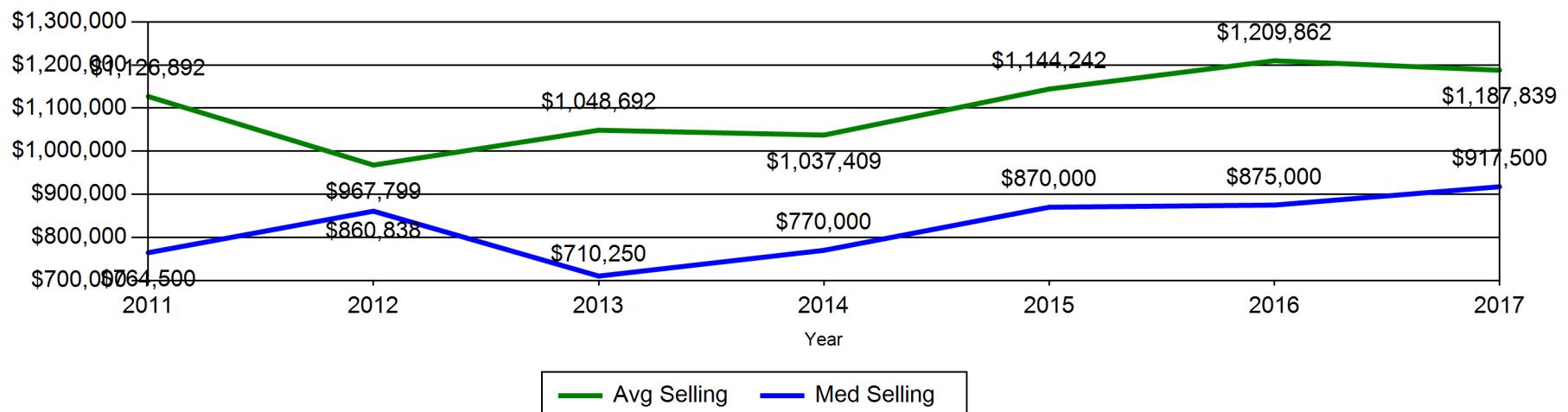


Waterfront

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 ^{o/}	\$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



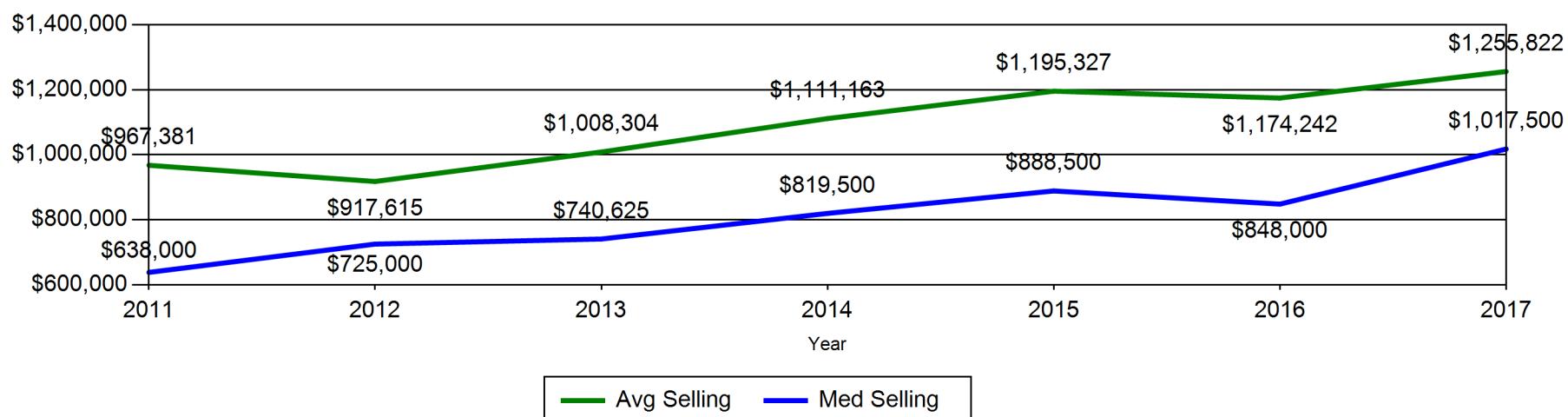
Waterfront

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

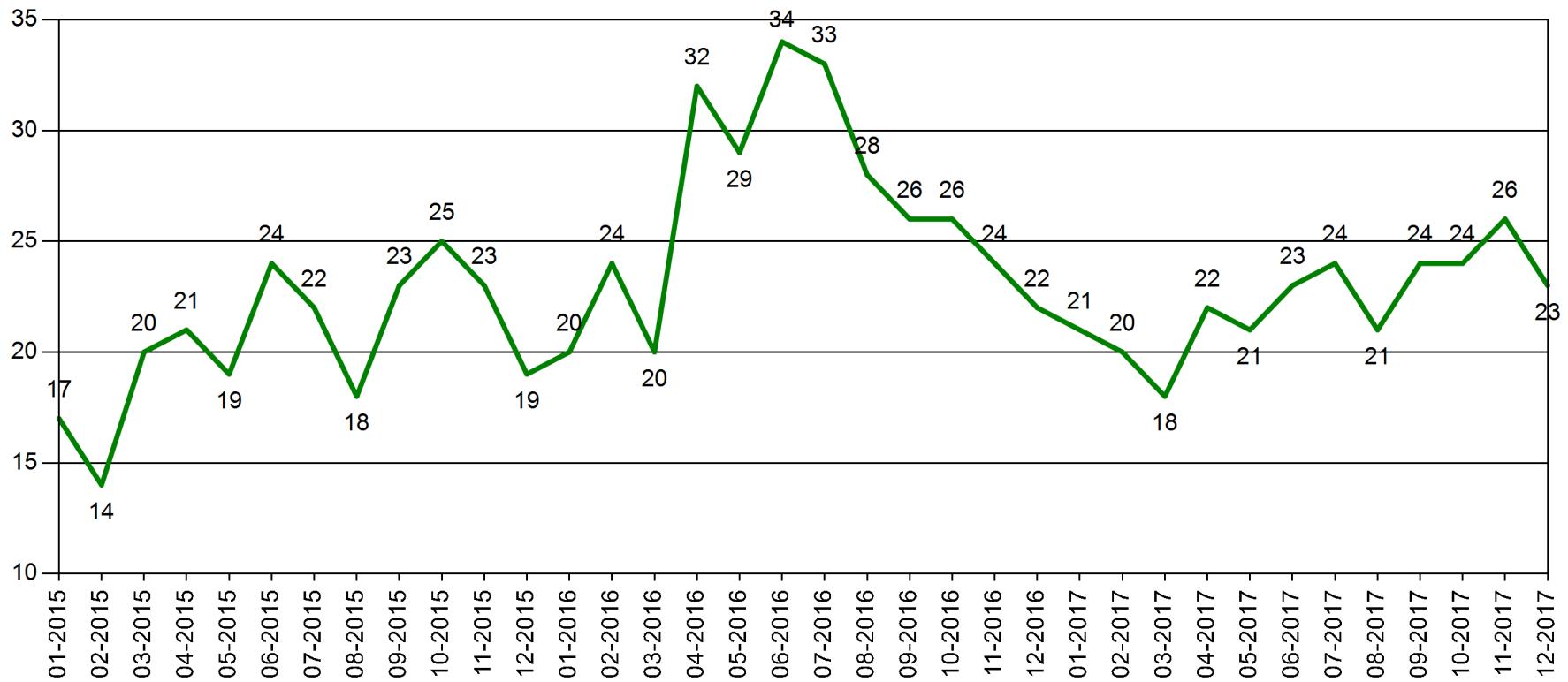
2017

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

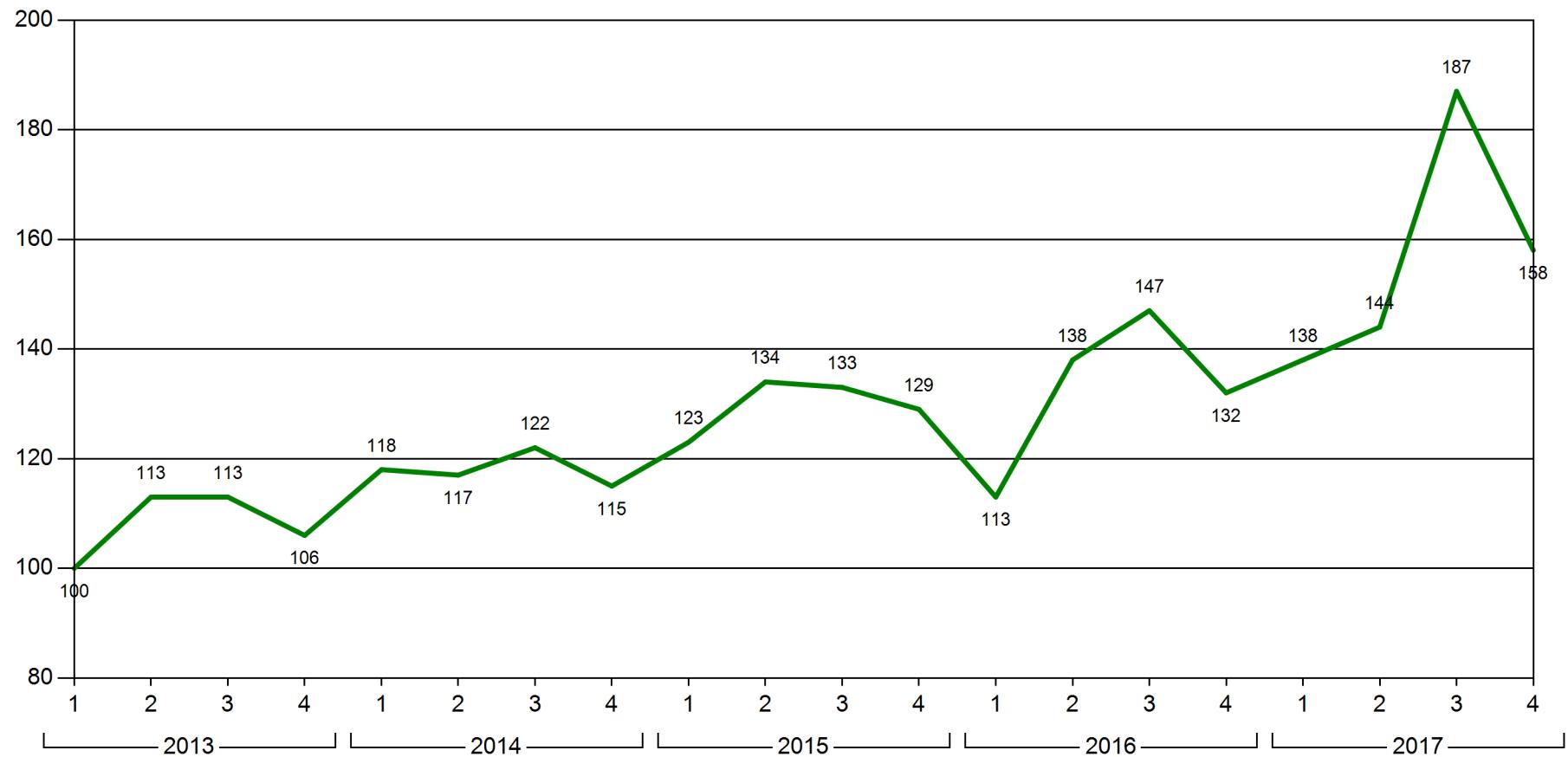
2017
Sales Summary

24 School Street, Boston, MA 02108
Linksmart.co



West End

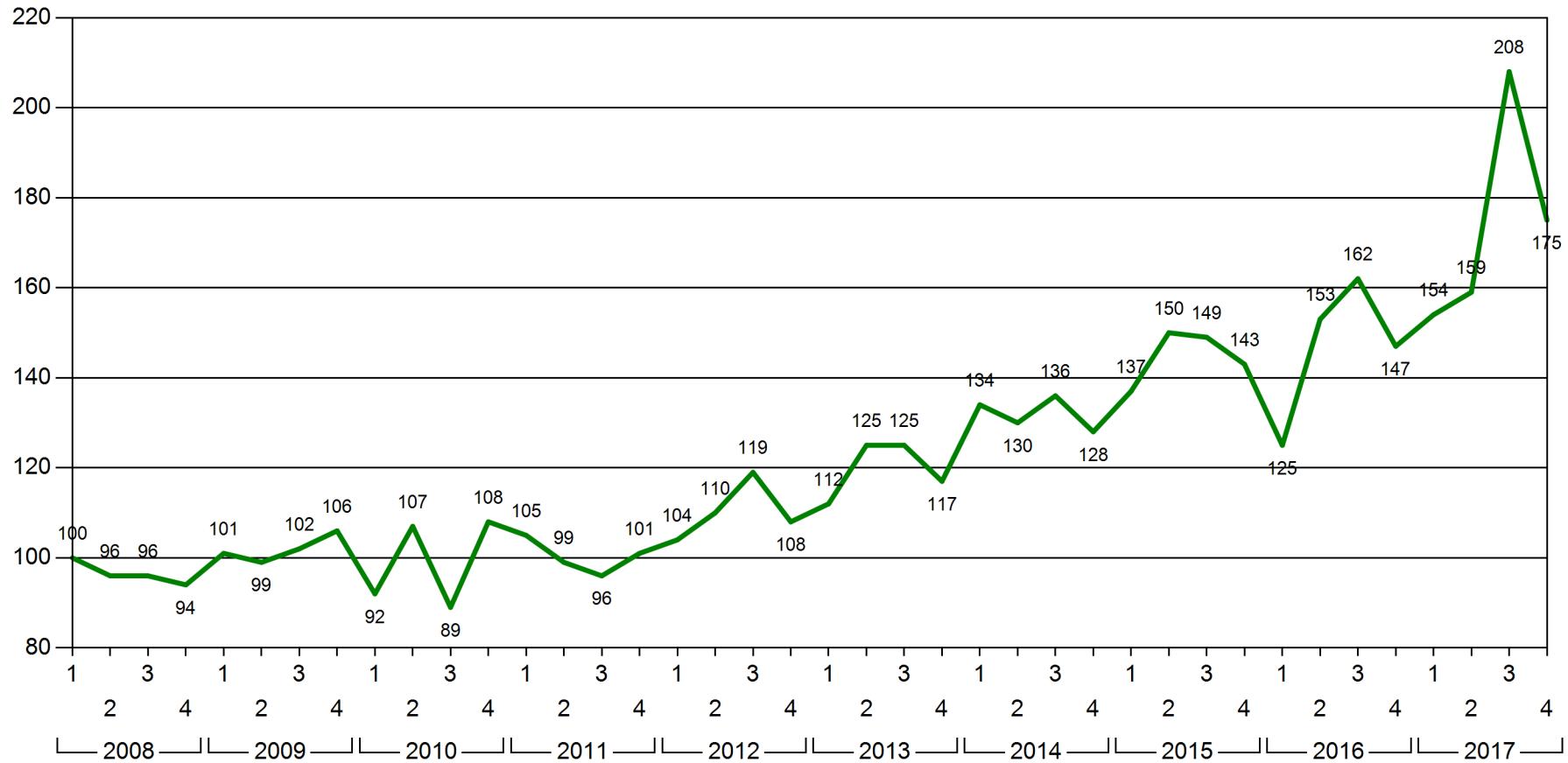
Five Year Price Index
(Appreciation Rate)





West End

Ten Year Price Index
(Appreciation Rate)



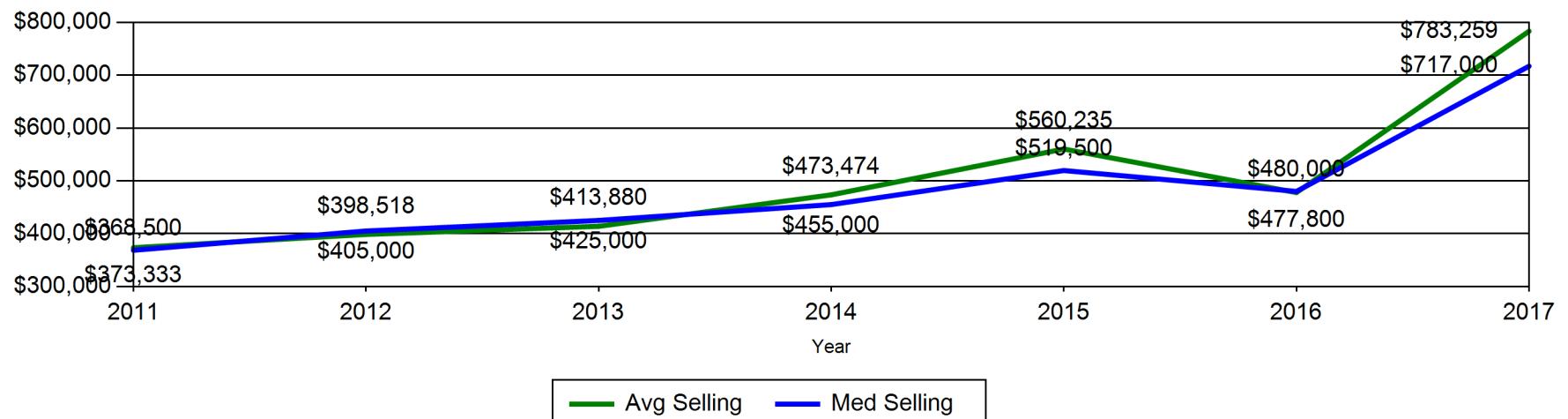


West End

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



West End

Sales Comparison by Square Footage

Fourth Quarter 2017



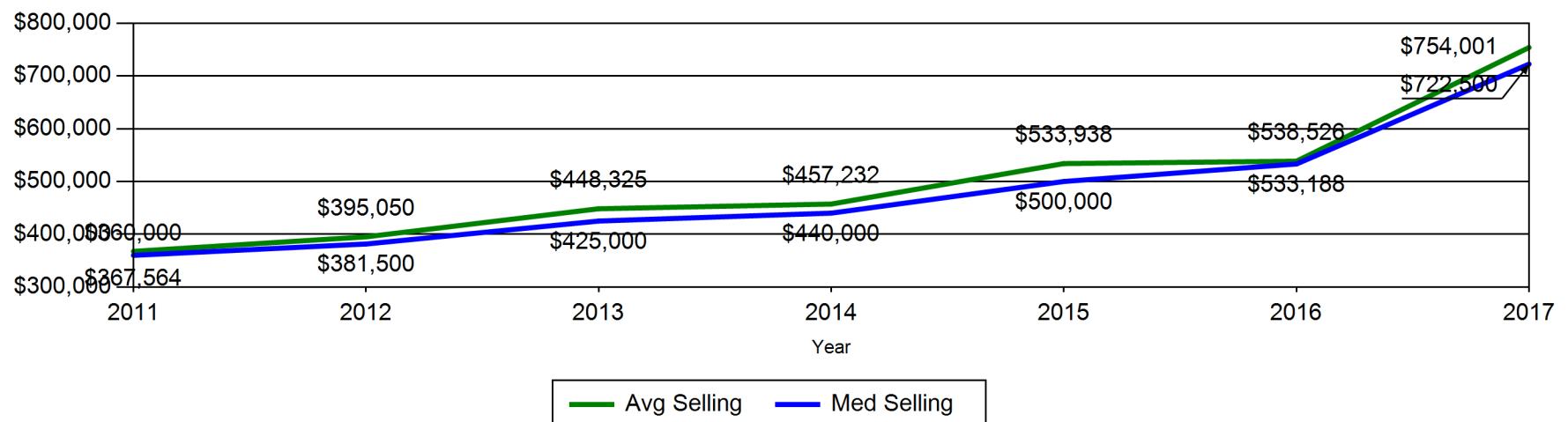
West End

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



West End

Inventory

Fourth Quarter 2017

