

LINK

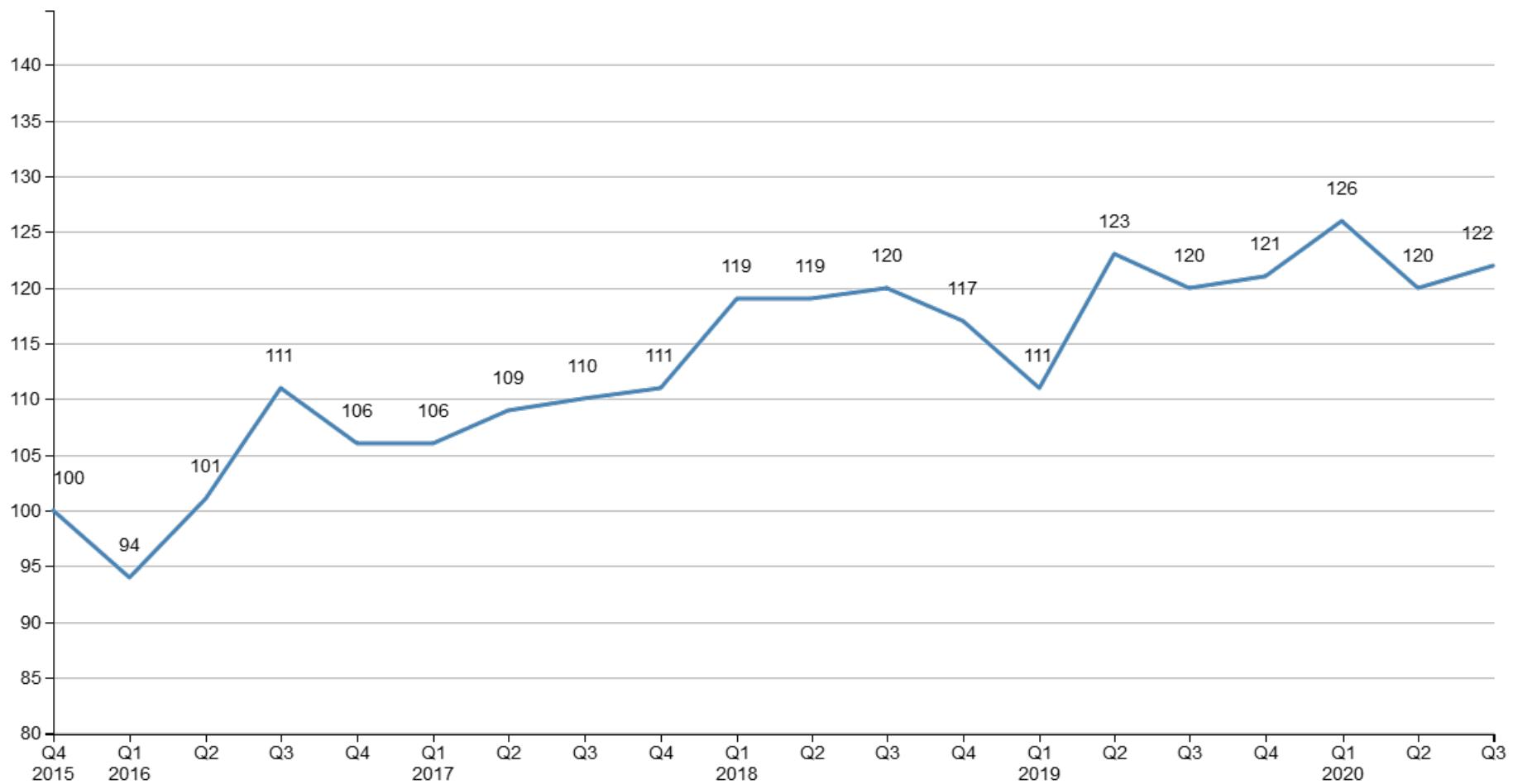
BOSTON
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

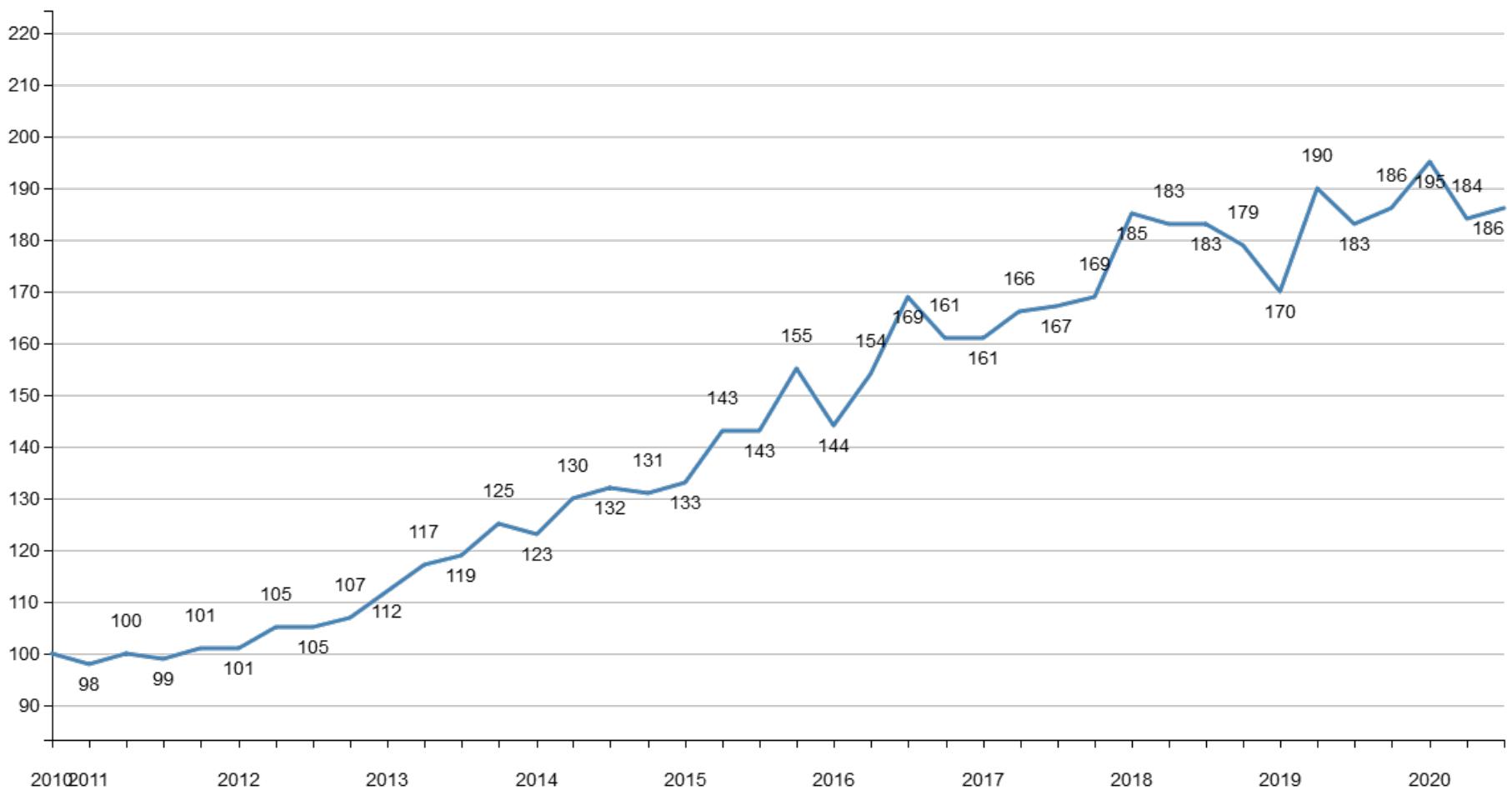
LINK

Citywide
Five Year Price Index
(Appreciation Rate)



LINK

Citywide
Ten Year Price Index
(Appreciation Rate)

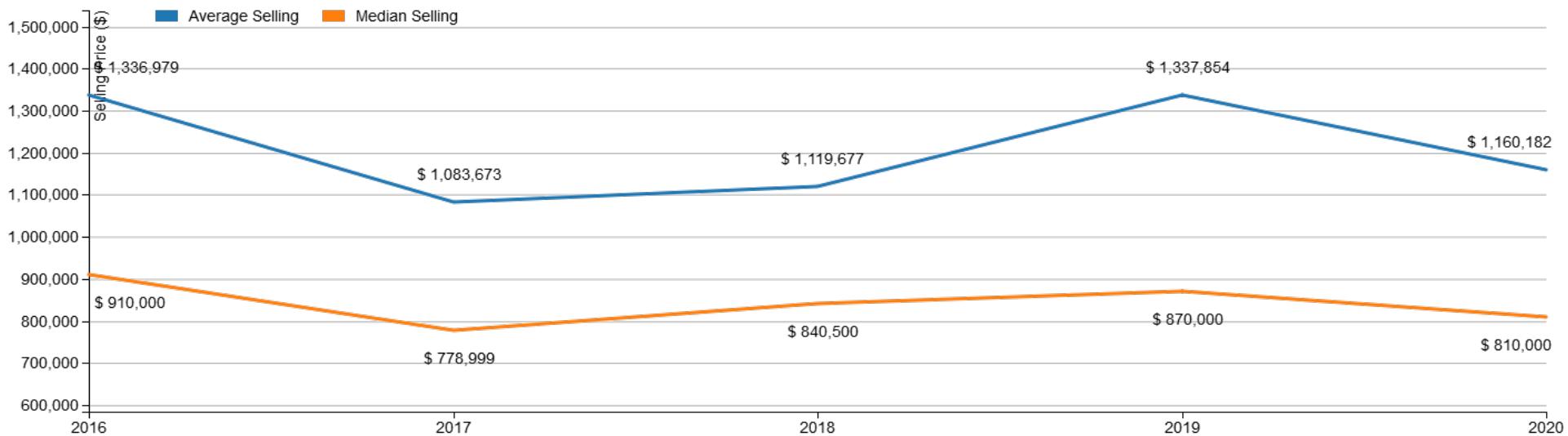


LINK

Citywide Quarterly Sales Summary 3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 1,263 | - | \$1,336,979 | - | \$910,000 | - | \$1,027 | - | \$975 | - | 44 |
| 2017 | 857 | -32% | \$1,083,673 | -19% | \$778,999 | -14% | \$917 | -11% | \$878 | -10% | 45 |
| 2018 | 938 | 9% | \$1,119,677 | 3% | \$840,500 | 8% | \$974 | 6% | \$941 | 7% | 57 |
| 2019 | 842 | -10% | \$1,337,854 | 19% | \$870,000 | 4% | \$1,048 | 8% | \$966 | 3% | 63 |
| 2020 | 845 | 0% | \$1,160,182 | -13% | \$810,000 | -7% | \$1,003 | -4% | \$924 | -4% | 69 |

Average / Median Selling Price



Quarterly Sales By Area

3rd Quarter 2020

| Area | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|--------------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Luxe | 91 | -19% | \$2,765,174 | -15% | \$1,805,000 | -30% | \$1,668 | -7% | \$1,540 | -9% | 202 |
| Back Bay | 83 | -39% | \$2,376,957 | 1% | \$1,170,000 | -25% | \$1,416 | -6% | \$1,184 | -10% | 120 |
| Beacon Hill | 47 | -6% | \$1,117,354 | -5% | \$849,000 | -11% | \$1,183 | 2% | \$1,183 | 4% | 77 |
| Charlestown | 130 | 21% | \$809,461 | 1% | \$749,500 | 0% | \$762 | -1% | \$750 | -2% | 50 |
| Fenway | 29 | -38% | \$726,583 | -1% | \$555,000 | -1% | \$1,024 | 9% | \$993 | 4% | 59 |
| Midtown | 31 | -33% | \$1,344,040 | -25% | \$1,000,000 | -23% | \$1,009 | -13% | \$931 | -14% | 177 |
| North End | 28 | 17% | \$708,021 | 1% | \$632,600 | -1% | \$935 | 4% | \$966 | 3% | 35 |
| Seaport | 56 | 27% | \$1,766,428 | -32% | \$1,476,650 | -15% | \$1,526 | 0% | \$1,537 | 26% | 127 |
| South Boston | 211 | 22% | \$747,008 | -4% | \$719,000 | -1% | \$762 | 3% | \$748 | 2% | 45 |
| South End | 183 | 18% | \$1,293,090 | -2% | \$1,050,000 | 1% | \$1,083 | 1% | \$1,080 | 0% | 46 |
| Waterfront | 37 | -12% | \$1,150,818 | -21% | \$915,275 | -29% | \$986 | -3% | \$939 | -6% | 148 |
| West End | 10 | -44% | \$700,600 | 2% | \$605,000 | 16% | \$752 | -1% | \$704 | 12% | 79 |

LINK

Citywide

Sales Comparison by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 36 | -10% | \$603,973 | -11% | \$532,000 | 9% | \$1,161 | 16% | \$1,161 | 16% | 22 |
| | 2019 | 33 | -8% | \$699,502 | 16% | \$524,900 | -1% | \$1,057 | -9% | \$1,053 | -9% | 81 |
| | 2020 | 27 | -18% | \$571,111 | -18% | \$475,000 | -10% | \$1,182 | 12% | \$1,157 | 10% | 391 |
| One Bed | 2018 | 287 | 0% | \$707,882 | 2% | \$665,000 | 8% | \$987 | 7% | \$968 | 4% | 38 |
| | 2019 | 251 | -13% | \$710,678 | 0% | \$639,000 | -4% | \$1,001 | 1% | \$984 | 2% | 43 |
| | 2020 | 271 | 8% | \$715,586 | 1% | \$625,000 | -2% | \$994 | -1% | \$959 | -3% | 43 |
| Two Beds | 2018 | 484 | 20% | \$1,089,593 | 0% | \$937,500 | 8% | \$932 | 3% | \$905 | 12% | 54 |
| | 2019 | 432 | -11% | \$1,384,833 | 27% | \$935,000 | 0% | \$1,038 | 11% | \$903 | 0% | 62 |
| | 2020 | 424 | -2% | \$1,155,209 | -17% | \$869,500 | -7% | \$983 | -5% | \$868 | -4% | 63 |
| Three Plus Beds | 2018 | 131 | 2% | \$2,274,724 | 11% | \$1,650,000 | 6% | \$1,045 | 13% | \$954 | 19% | 95 |
| | 2019 | 125 | -5% | \$2,599,494 | 14% | \$1,995,000 | 21% | \$1,177 | 13% | \$1,082 | 13% | 93 |
| | 2020 | 123 | -2% | \$2,286,191 | -12% | \$1,500,000 | -25% | \$1,055 | -10% | \$956 | -12% | 119 |

LINK

Citywide

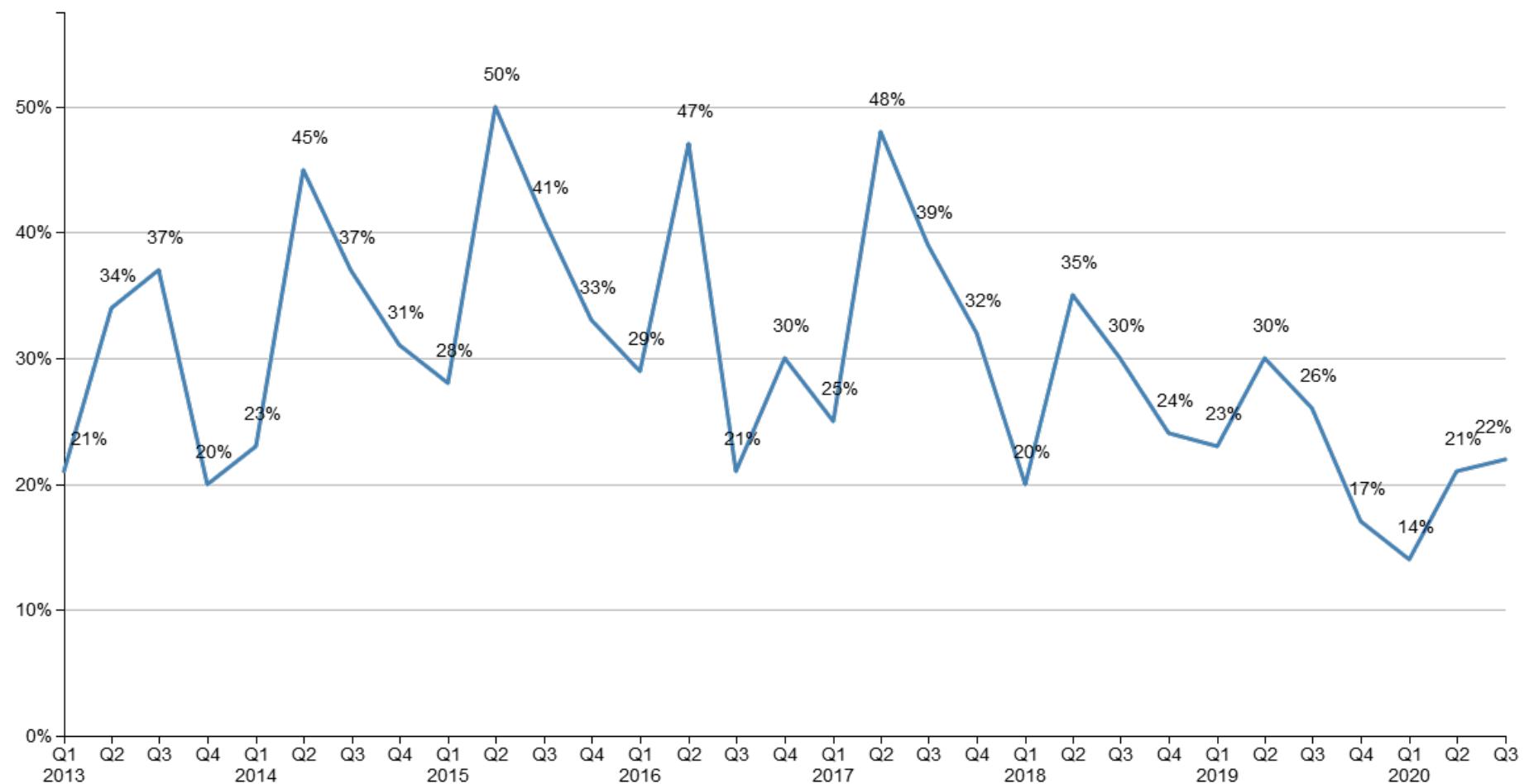
Sales Comparison by Square Footage

3rd Quarter 2020

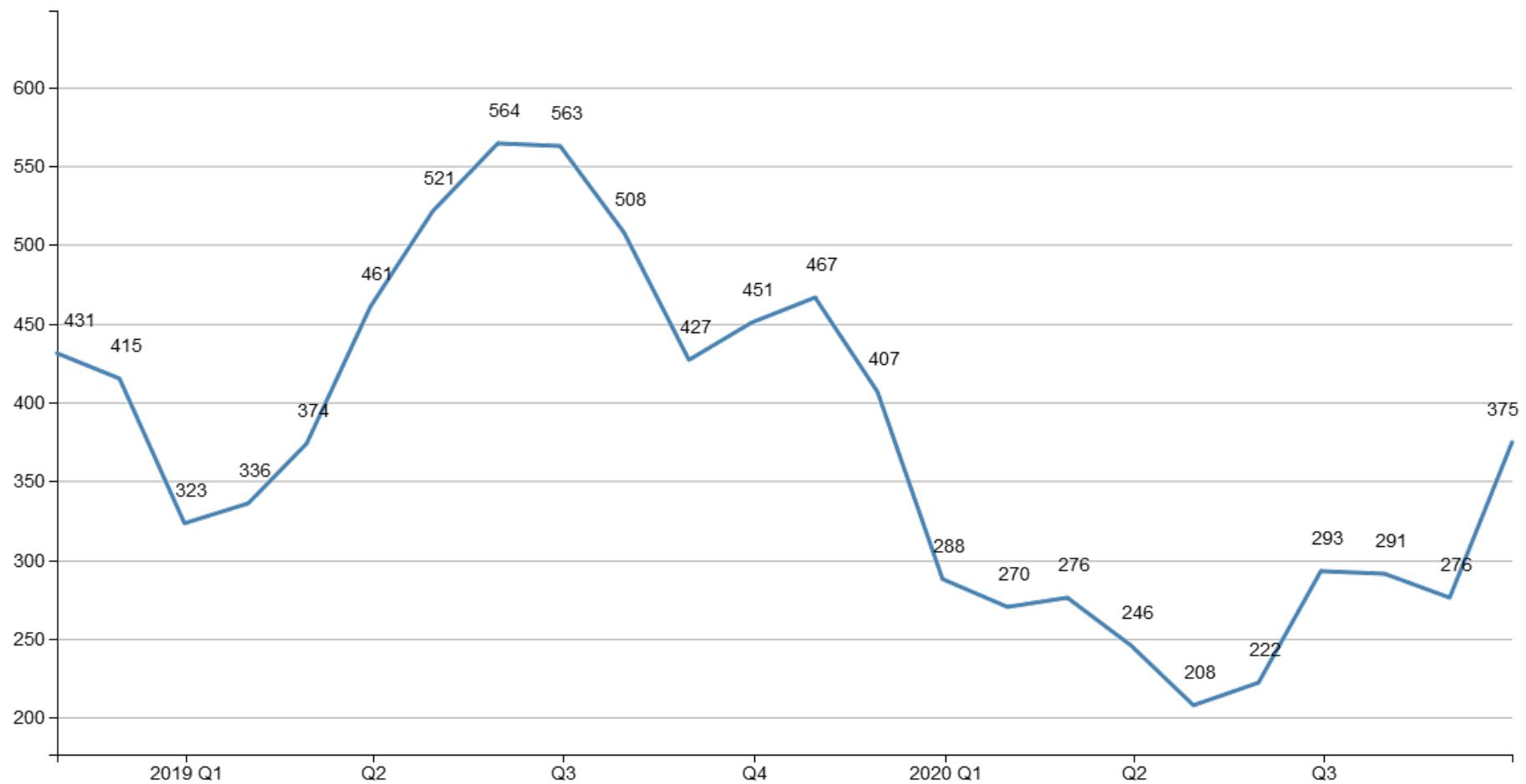
| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 206 | 3% | \$547,377 | 0% | \$549,500 | 5% | \$1,041 | 6% | \$1,036 | 5% | 25 |
| | 2019 | 176 | -15% | \$556,741 | 2% | \$536,000 | -2% | \$1,035 | -1% | \$1,020 | -2% | 33 |
| | 2020 | 208 | 18% | \$576,226 | 3% | \$552,000 | 3% | \$1,039 | 0% | \$1,008 | -1% | 48 |
| 701-1000 | 2018 | 261 | 15% | \$761,789 | 8% | \$730,000 | 6% | \$906 | 7% | \$905 | 12% | 42 |
| | 2019 | 212 | -19% | \$757,006 | -1% | \$710,000 | -3% | \$910 | 0% | \$842 | -7% | 44 |
| | 2020 | 220 | 4% | \$776,540 | 3% | \$730,000 | 3% | \$926 | 2% | \$866 | 3% | 37 |
| 1001-1500 | 2018 | 302 | 15% | \$1,089,275 | 3% | \$1,049,500 | 13% | \$896 | 4% | \$893 | 13% | 60 |
| | 2019 | 261 | -14% | \$1,156,173 | 6% | \$1,025,000 | -2% | \$948 | 6% | \$853 | -4% | 61 |
| | 2020 | 276 | 6% | \$1,171,134 | 1% | \$995,000 | -3% | \$960 | 1% | \$825 | -3% | 55 |
| 1501-1800 | 2018 | 80 | 33% | \$1,646,352 | 7% | \$1,542,500 | 10% | \$1,004 | 9% | \$940 | 11% | 56 |
| | 2019 | 64 | -20% | \$1,765,145 | 7% | \$1,680,000 | 9% | \$1,075 | 7% | \$1,030 | 10% | 101 |
| | 2020 | 66 | 3% | \$1,583,424 | -10% | \$1,405,000 | -16% | \$973 | -9% | \$877 | -15% | 113 |
| 1801-2400 | 2018 | 54 | -25% | \$2,321,716 | 15% | \$1,945,000 | -5% | \$1,119 | 13% | \$1,012 | -2% | 60 |
| | 2019 | 88 | 63% | \$3,023,253 | 30% | \$2,550,000 | 31% | \$1,455 | 30% | \$1,262 | 25% | 105 |
| | 2020 | 50 | -43% | \$2,343,896 | -22% | \$1,992,500 | -22% | \$1,151 | -21% | \$1,017 | -19% | 194 |
| Over 2400 | 2018 | 35 | -5% | \$4,360,829 | 11% | \$4,050,000 | 9% | \$1,464 | 19% | \$1,413 | 25% | 185 |
| | 2019 | 40 | 14% | \$4,635,004 | 6% | \$4,215,000 | 4% | \$1,558 | 6% | \$1,507 | 7% | 104 |
| | 2020 | 25 | -38% | \$5,789,050 | 25% | \$4,000,000 | -5% | \$1,646 | 6% | \$1,385 | -8% | 214 |



Citywide
Sales Over Last Asking Price
3rd Quarter 2020



Citywide Inventory 3rd Quarter 2020



LINK

LUXURY CONDOMINIUMS
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020



FIRST REPUBLIC BANK
It's a privilege to serve you®

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

Luxe Condominiums

Hotel Luxe

Battery Wharf
The Carlton House
Four Seasons
The Intercontinental
The Mandarin
One Dalton Four Seasons
Ritz Tower I
Ritz Tower II
Rowes Wharf
W Boston

Luxe Boutique

1-3 Commonwealth
100 Beacon
109 Commonwealth
24 Commonwealth
25 Beacon
274 Beacon
36A Street Lofts
45 Commonwealth
49-51 Commonwealth
Amory on the Park
Boulevard on The Greenway
The Bradley Mansion
Burrage Mansion
Chanel No. 6
Four51 Marlborough
Le Jardin
The Lucas
The Lydon
Maison Vernon
The Marais
Residences at 9 Arlington St
The Tudor
The Whitwell
Zero Marlborough

Luxe Full Service

1 Charles St South
180 Beacon
330 Beacon St
44 Prince
45 Province
50 Liberty
Albert A Pope
Atelier 505
Belvedere
The Bryant Back Bay
Burroughs Wharf
Church Court
The Clarendon
EchelonSeaport
Grandview
Heritage
Lovejoy Wharf
Millennium Place
Millennium Tower
Pier Four
Pierce Boston
The Quinn
Sepia the Condos @ Ink Block
Siena the Condos @ Ink Block
Trinity Place
Twenty Two Liberty

LINK

Luxury Condominiums Sales Summary 3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 444 | - | \$2,094,434 | - | \$1,720,000 | - | \$1,395 | - | \$1,309 | - | 91 |
| 2017 | 82 | -82% | \$2,433,820 | 16% | \$2,122,500 | 23% | \$1,413 | 1% | \$1,307 | 0% | 106 |
| 2018 | 91 | 11% | \$2,211,442 | -9% | \$1,550,000 | -27% | \$1,370 | -3% | \$1,243 | -5% | 129 |
| 2019 | 112 | 23% | \$3,271,749 | 48% | \$2,595,000 | 67% | \$1,786 | 30% | \$1,686 | 36% | 96 |
| 2020 | 91 | -19% | \$2,765,174 | -15% | \$1,805,000 | -30% | \$1,668 | -7% | \$1,540 | -9% | 202 |

Average / Median Selling Price



LINK

Luxury Condominiums

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 4 | 0% | \$667,275 | 4% | \$659,550 | 5% | \$1,123 | -9% | \$1,101 | -7% | - |
| | 2019 | 2 | -50% | \$816,500 | 22% | \$816,500 | 24% | \$1,365 | 22% | \$1,365 | 24% | 4 |
| | 2020 | 4 | 100% | \$819,075 | 0% | \$768,150 | -6% | \$1,434 | 5% | \$1,488 | 9% | 391 |
| One Bed | 2018 | 25 | 14% | \$1,082,646 | 5% | \$998,000 | 4% | \$1,210 | 2% | \$1,197 | 2% | 80 |
| | 2019 | 17 | -32% | \$1,347,809 | 24% | \$1,165,000 | 17% | \$1,572 | 30% | \$1,464 | 22% | 70 |
| | 2020 | 30 | 76% | \$1,161,176 | -14% | \$1,166,500 | 0% | \$1,371 | -13% | \$1,422 | -3% | 30 |
| Two Beds | 2018 | 44 | 16% | \$2,122,000 | -15% | \$1,687,500 | -26% | \$1,385 | -6% | \$1,278 | -10% | 105 |
| | 2019 | 70 | 59% | \$3,292,522 | 55% | \$2,652,500 | 57% | \$1,807 | 31% | \$1,745 | 37% | 91 |
| | 2020 | 45 | -36% | \$2,767,540 | -16% | \$2,003,900 | -24% | \$1,767 | -2% | \$1,606 | -8% | 257 |
| Three Plus Beds | 2018 | 18 | 0% | \$4,341,000 | -1% | \$3,950,000 | 13% | \$1,613 | 2% | \$1,600 | 18% | 206 |
| | 2019 | 23 | 28% | \$4,844,070 | 12% | \$4,350,000 | 10% | \$1,919 | 19% | \$1,805 | 13% | 148 |
| | 2020 | 12 | -48% | \$7,415,000 | 53% | \$4,185,000 | -4% | \$2,119 | 10% | \$1,682 | -7% | 220 |

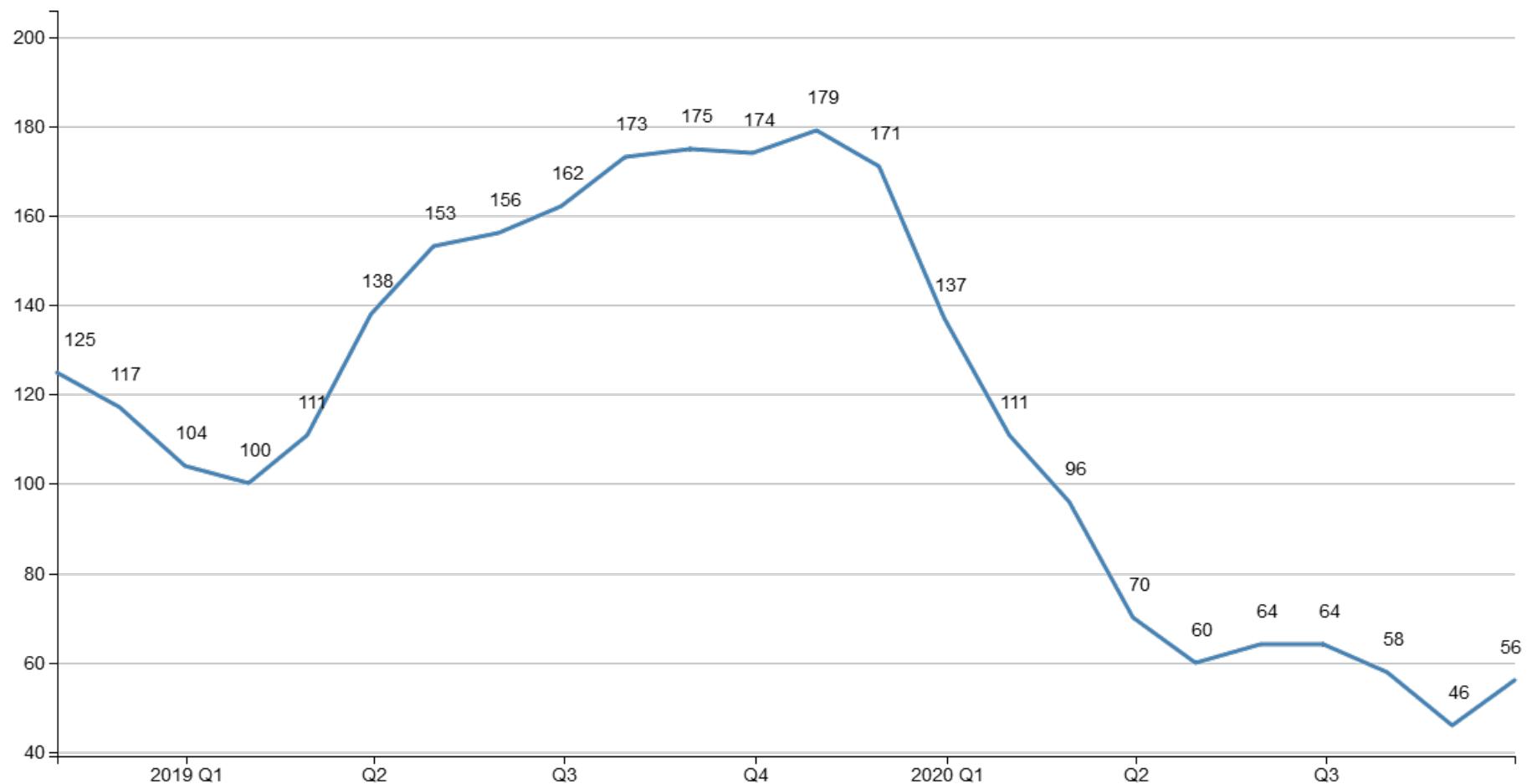
LINK

Luxury Condominiums Sales by Square Footage 3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|--------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 6 | -25% | \$706,367 | 1% | \$659,550 | -8% | \$1,156 | -3% | \$1,104 | -6% | 13 |
| | 2019 | 4 | -33% | \$856,375 | 21% | \$827,750 | 26% | \$1,380 | 19% | \$1,372 | 24% | 4 |
| | 2020 | 11 | 175% | \$935,488 | 9% | \$988,500 | 19% | \$1,493 | 8% | \$1,533 | 12% | 146 |
| 701-1000 | 2018 | 19 | 46% | \$994,335 | 0% | \$985,000 | 4% | \$1,201 | -2% | \$1,169 | -2% | 112 |
| | 2019 | 13 | -32% | \$1,348,115 | 36% | \$1,165,000 | 18% | \$1,580 | 32% | \$1,464 | 25% | 69 |
| | 2020 | 17 | 31% | \$1,197,041 | -11% | \$1,170,000 | 0% | \$1,425 | -10% | \$1,406 | -4% | 44 |
| 1001-1500 | 2018 | 31 | 24% | \$1,489,797 | -11% | \$1,415,000 | -8% | \$1,179 | -11% | \$1,155 | -12% | 118 |
| | 2019 | 33 | 6% | \$1,987,119 | 33% | \$1,675,000 | 18% | \$1,516 | 29% | \$1,352 | 17% | 105 |
| | 2020 | 38 | 15% | \$2,022,416 | 2% | \$1,900,000 | 13% | \$1,565 | 3% | \$1,516 | 12% | 210 |
| 1501-1800 | 2018 | 16 | 129% | \$2,416,500 | -14% | \$2,262,500 | -9% | \$1,467 | -13% | \$1,417 | -3% | 63 |
| | 2019 | 12 | -25% | \$2,463,865 | 2% | \$2,453,750 | 8% | \$1,510 | 3% | \$1,487 | 5% | 100 |
| | 2020 | 10 | -17% | \$2,345,500 | -5% | \$2,300,000 | -6% | \$1,459 | -3% | \$1,374 | -8% | 280 |
| 1801-2400 | 2018 | 7 | -59% | \$4,112,571 | 51% | \$3,700,000 | 47% | \$1,969 | 47% | \$1,625 | 28% | 64 |
| | 2019 | 37 | 429% | \$4,427,236 | 8% | \$4,699,000 | 27% | \$2,084 | 6% | \$2,291 | 41% | 122 |
| | 2020 | 8 | -78% | \$4,464,375 | 1% | \$4,147,500 | -12% | \$2,089 | 0% | \$2,120 | -7% | 324 |
| Over 2400 | 2018 | 12 | 0% | \$5,372,917 | -11% | \$5,450,000 | -4% | \$1,763 | -7% | \$1,909 | -7% | 279 |
| | 2019 | 13 | 8% | \$6,656,606 | 24% | \$6,400,000 | 17% | \$2,214 | 26% | \$2,181 | 14% | 102 |
| | 2020 | 7 | -46% | \$12,138,429 | 82% | \$9,250,000 | 45% | \$2,913 | 32% | \$3,143 | 44% | 36 |

LINK

Luxury Condominiums
Inventory
3rd Quarter 2020



LINK

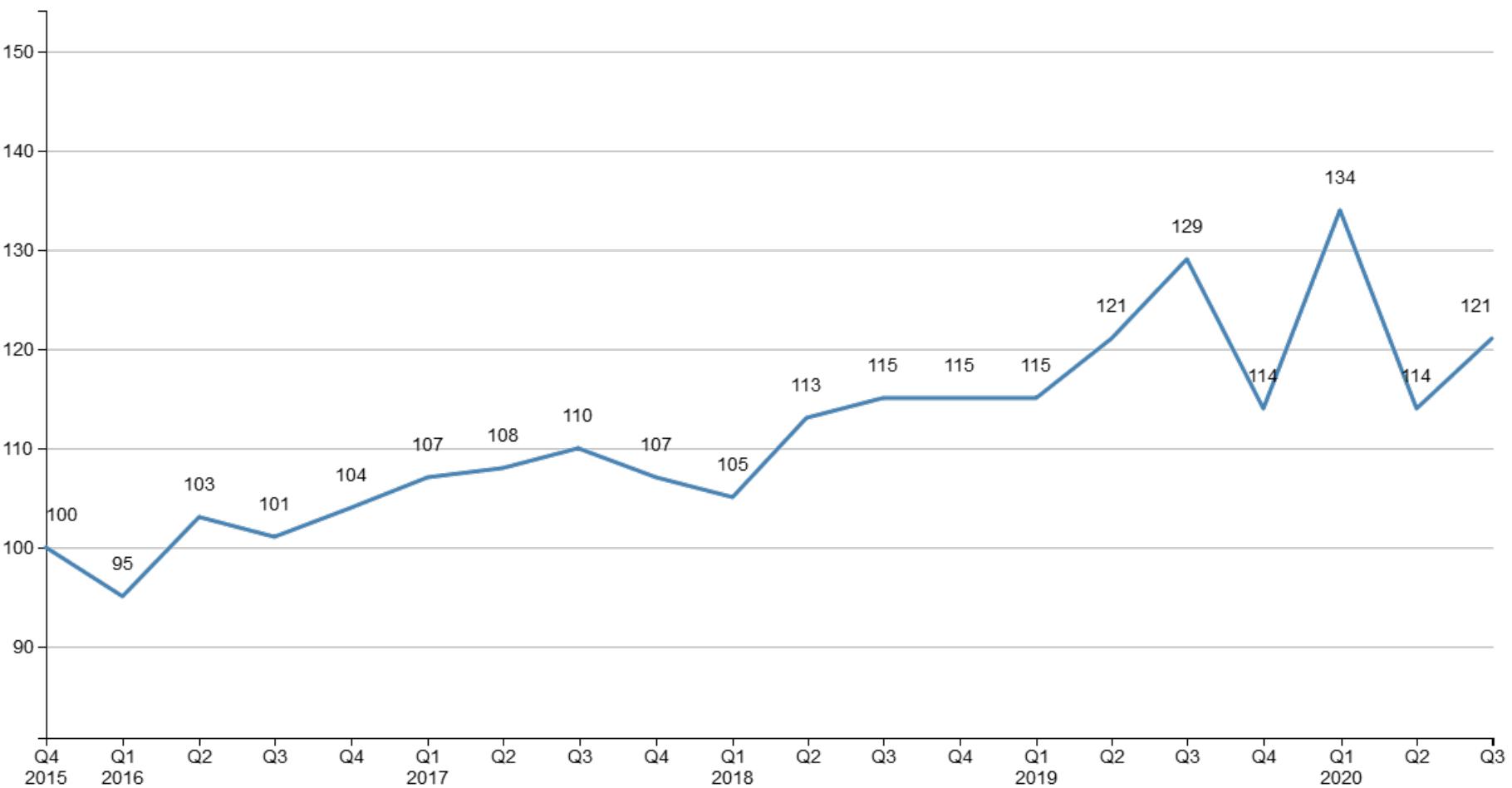
BACK BAY
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

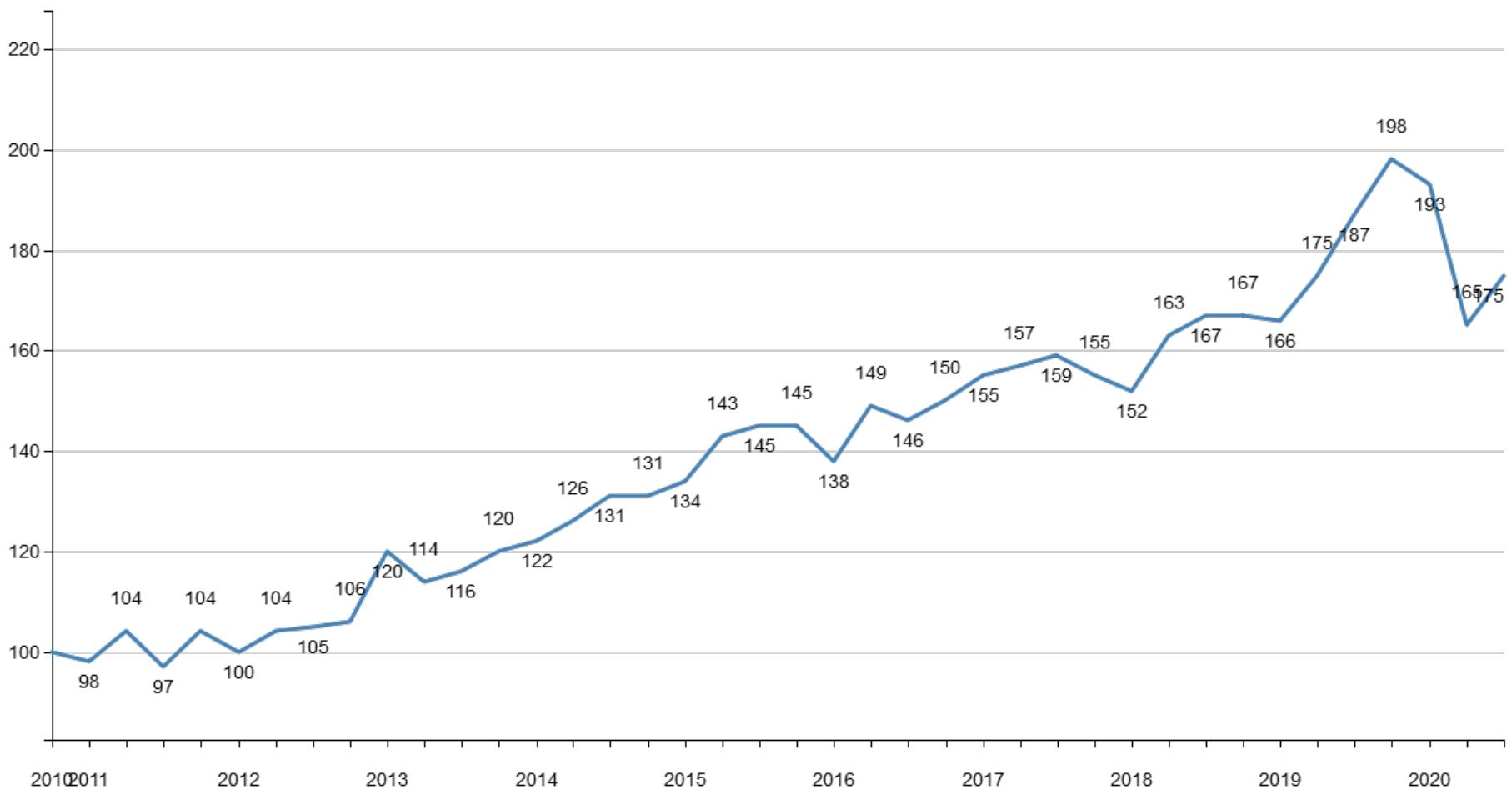
LINK

Back Bay
Five Year Price Index
(Appreciation Rate)



LINK

Back Bay Ten Year Price Index (Appreciation Rate)



LINK

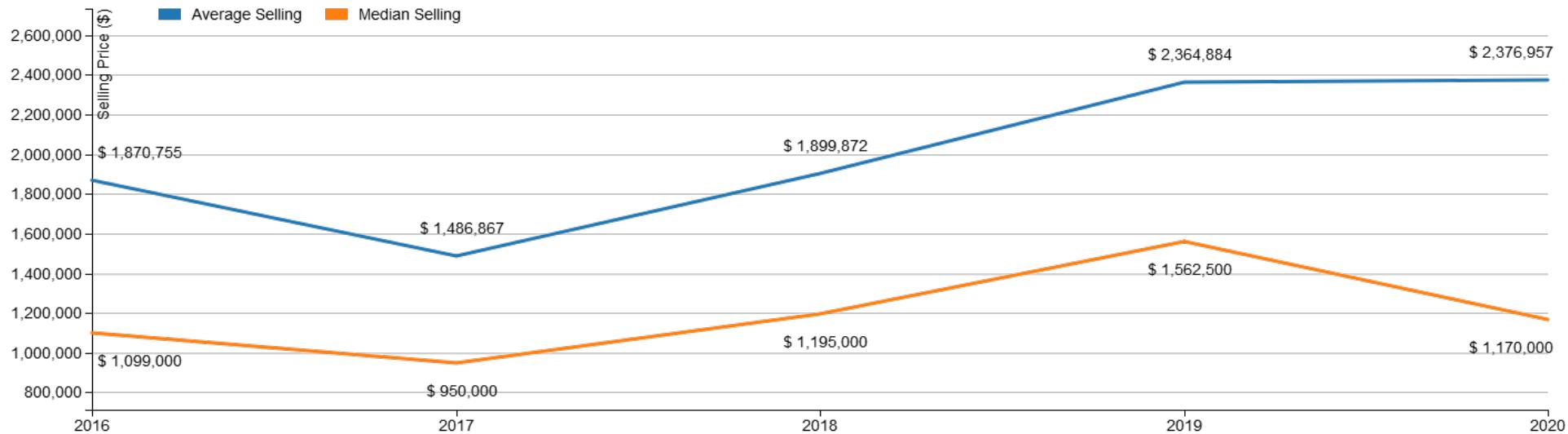
Back Bay

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 128 | - | \$1,870,755 | - | \$1,099,000 | - | \$1,145 | - | \$1,047 | - | 68 |
| 2017 | 119 | -7% | \$1,486,867 | -21% | \$950,000 | -14% | \$1,196 | 4% | \$1,125 | 7% | 65 |
| 2018 | 119 | 0% | \$1,899,872 | 28% | \$1,195,000 | 26% | \$1,321 | 10% | \$1,211 | 8% | 63 |
| 2019 | 136 | 14% | \$2,364,884 | 24% | \$1,562,500 | 31% | \$1,511 | 14% | \$1,309 | 8% | 72 |
| 2020 | 83 | -39% | \$2,376,957 | 1% | \$1,170,000 | -25% | \$1,416 | -6% | \$1,184 | -10% | 120 |

Average / Median Selling Price



LINK

Back Bay

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 9 | -31% | \$727,803 | 4% | \$441,230 | -3% | \$1,411 | 18% | \$1,317 | 19% | 36 |
| | 2019 | 11 | 22% | \$746,944 | 3% | \$541,888 | 23% | \$1,187 | -16% | \$1,172 | -11% | 144 |
| | 2020 | 7 | -36% | \$487,814 | -35% | \$475,000 | -12% | \$1,135 | -4% | \$1,091 | -7% | 391 |
| One Bed | 2018 | 35 | -17% | \$738,123 | -4% | \$685,000 | -3% | \$1,168 | 8% | \$1,157 | 10% | 37 |
| | 2019 | 40 | 14% | \$944,375 | 28% | \$799,000 | 17% | \$1,277 | 9% | \$1,186 | 2% | 48 |
| | 2020 | 28 | -30% | \$738,036 | -22% | \$650,000 | -19% | \$1,117 | -13% | \$1,130 | -5% | 41 |
| Two Beds | 2018 | 48 | 7% | \$1,835,563 | 12% | \$1,537,000 | 10% | \$1,301 | 4% | \$1,213 | 4% | 43 |
| | 2019 | 61 | 27% | \$3,014,583 | 64% | \$2,288,000 | 49% | \$1,736 | 33% | \$1,465 | 21% | 76 |
| | 2020 | 32 | -48% | \$2,566,961 | -15% | \$1,795,000 | -22% | \$1,589 | -8% | \$1,402 | -4% | 157 |
| Three Plus Beds | 2018 | 27 | 42% | \$3,910,857 | 20% | \$3,800,000 | 29% | \$1,527 | 15% | \$1,441 | 15% | 112 |
| | 2019 | 24 | -11% | \$3,822,633 | -2% | \$4,215,000 | 11% | \$1,478 | -3% | \$1,581 | 10% | 84 |
| | 2020 | 16 | -33% | \$5,691,563 | 49% | \$3,017,500 | -28% | \$1,715 | 16% | \$1,382 | -13% | 159 |

LINK

Back Bay

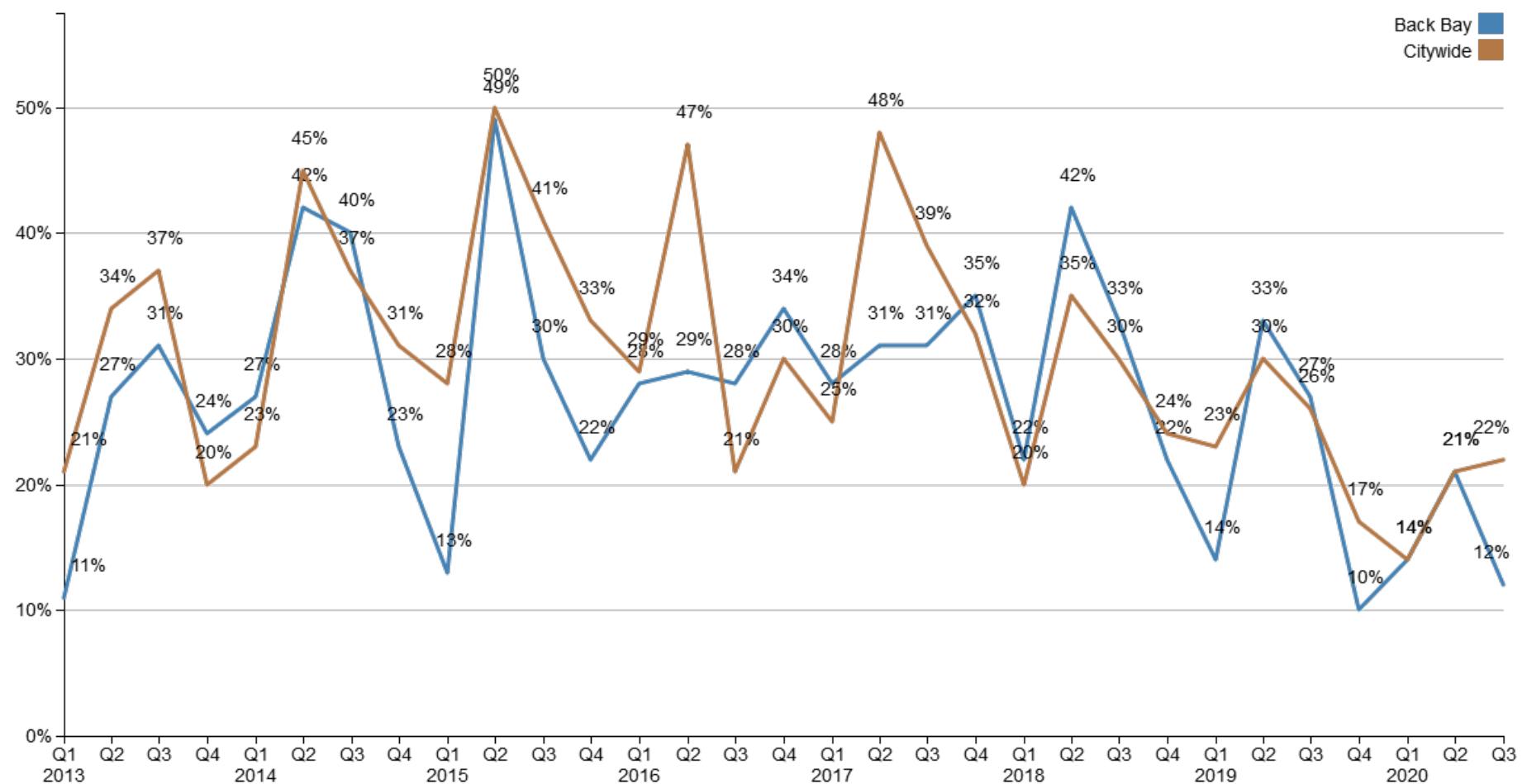
Sales Comparison by Square Footage

3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 29 | -19% | \$531,459 | -5% | \$566,000 | 1% | \$1,247 | 9% | \$1,184 | 8% | 26 |
| | 2019 | 29 | 0% | \$636,100 | 20% | \$639,000 | 13% | \$1,191 | -4% | \$1,172 | -1% | 46 |
| | 2020 | 27 | -7% | \$584,063 | -8% | \$590,000 | -8% | \$1,140 | -4% | \$1,145 | -2% | 124 |
| 701-1000 | 2018 | 24 | 0% | \$918,262 | 8% | \$886,000 | 3% | \$1,087 | 5% | \$1,081 | 5% | 47 |
| | 2019 | 27 | 13% | \$1,092,945 | 19% | \$975,000 | 10% | \$1,330 | 22% | \$1,203 | 11% | 48 |
| | 2020 | 13 | -52% | \$930,154 | -15% | \$876,000 | -10% | \$1,088 | -18% | \$1,054 | -12% | 45 |
| 1001-1500 | 2018 | 27 | -13% | \$1,526,481 | 7% | \$1,450,000 | 4% | \$1,216 | 1% | \$1,160 | 0% | 42 |
| | 2019 | 30 | 11% | \$1,818,967 | 19% | \$1,532,500 | 6% | \$1,414 | 16% | \$1,249 | 8% | 87 |
| | 2020 | 19 | -37% | \$1,855,882 | 2% | \$1,675,000 | 9% | \$1,420 | 0% | \$1,344 | 8% | 96 |
| 1501-1800 | 2018 | 11 | 83% | \$2,283,091 | -7% | \$2,285,000 | 16% | \$1,399 | -7% | \$1,324 | 4% | 43 |
| | 2019 | 5 | -55% | \$2,174,800 | -5% | \$2,100,000 | -8% | \$1,304 | -7% | \$1,269 | -4% | 113 |
| | 2020 | 5 | 0% | \$1,955,000 | -10% | \$1,900,000 | -10% | \$1,228 | -6% | \$1,084 | -15% | 320 |
| 1801-2400 | 2018 | 14 | 27% | \$3,628,581 | 41% | \$3,412,500 | 31% | \$1,705 | 37% | \$1,574 | 28% | 67 |
| | 2019 | 28 | 100% | \$4,246,063 | 17% | \$4,625,000 | 36% | \$1,990 | 17% | \$2,108 | 34% | 102 |
| | 2020 | 9 | -68% | \$3,456,667 | -19% | \$3,085,000 | -33% | \$1,667 | -16% | \$1,396 | -34% | 166 |
| Over 2400 | 2018 | 14 | 27% | \$5,107,500 | 14% | \$5,025,000 | 12% | \$1,634 | 9% | \$1,642 | 7% | 183 |
| | 2019 | 17 | 21% | \$5,255,000 | 3% | \$4,945,000 | -2% | \$1,789 | 10% | \$1,691 | 3% | 85 |
| | 2020 | 10 | -41% | \$9,327,900 | 78% | \$5,672,500 | 15% | \$2,447 | 37% | \$2,178 | 29% | 36 |



Back Bay
Sales Over Last Asking Price
3rd Quarter 2020

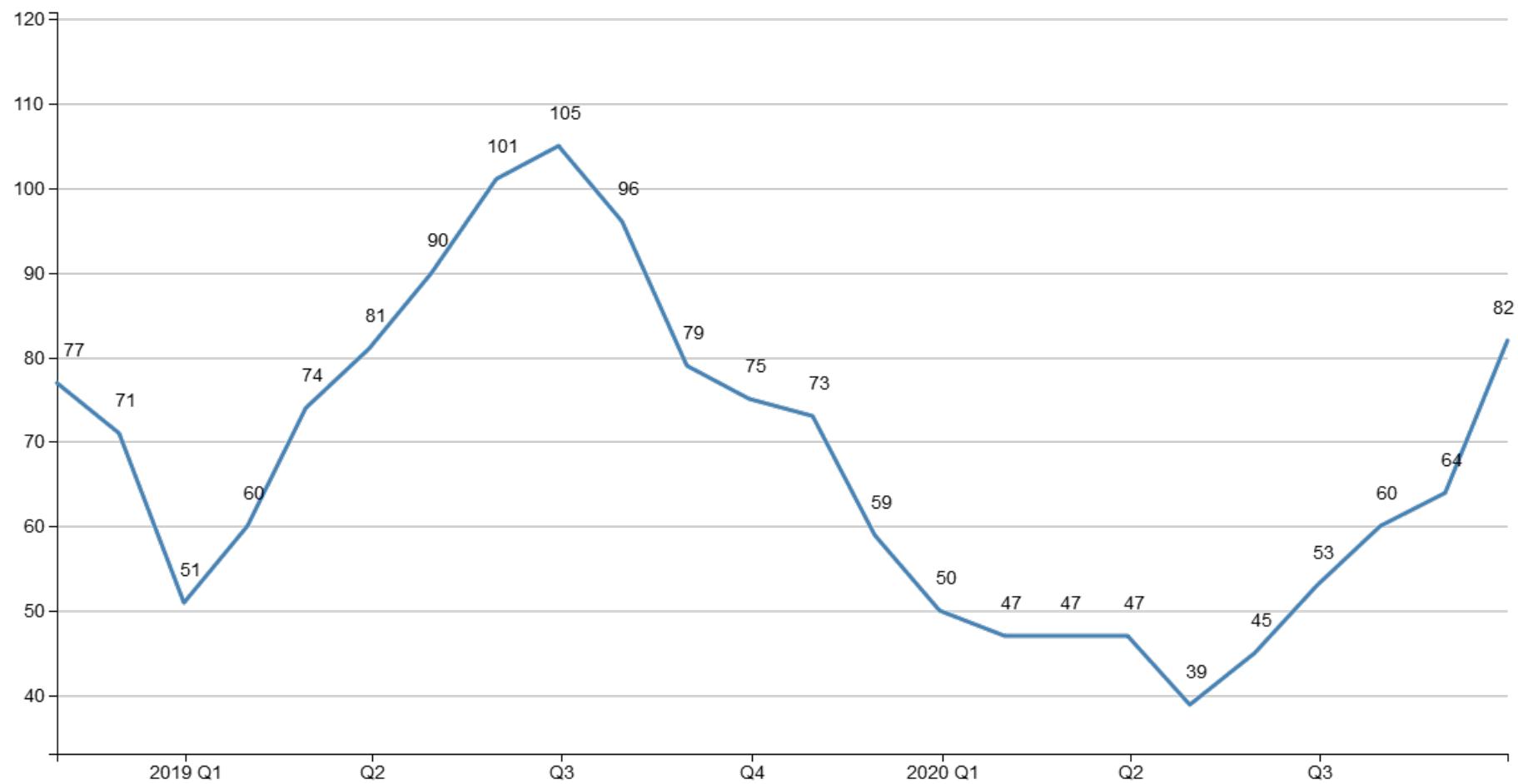


LINK

Back Bay

Inventory

3rd Quarter 2020



LINK

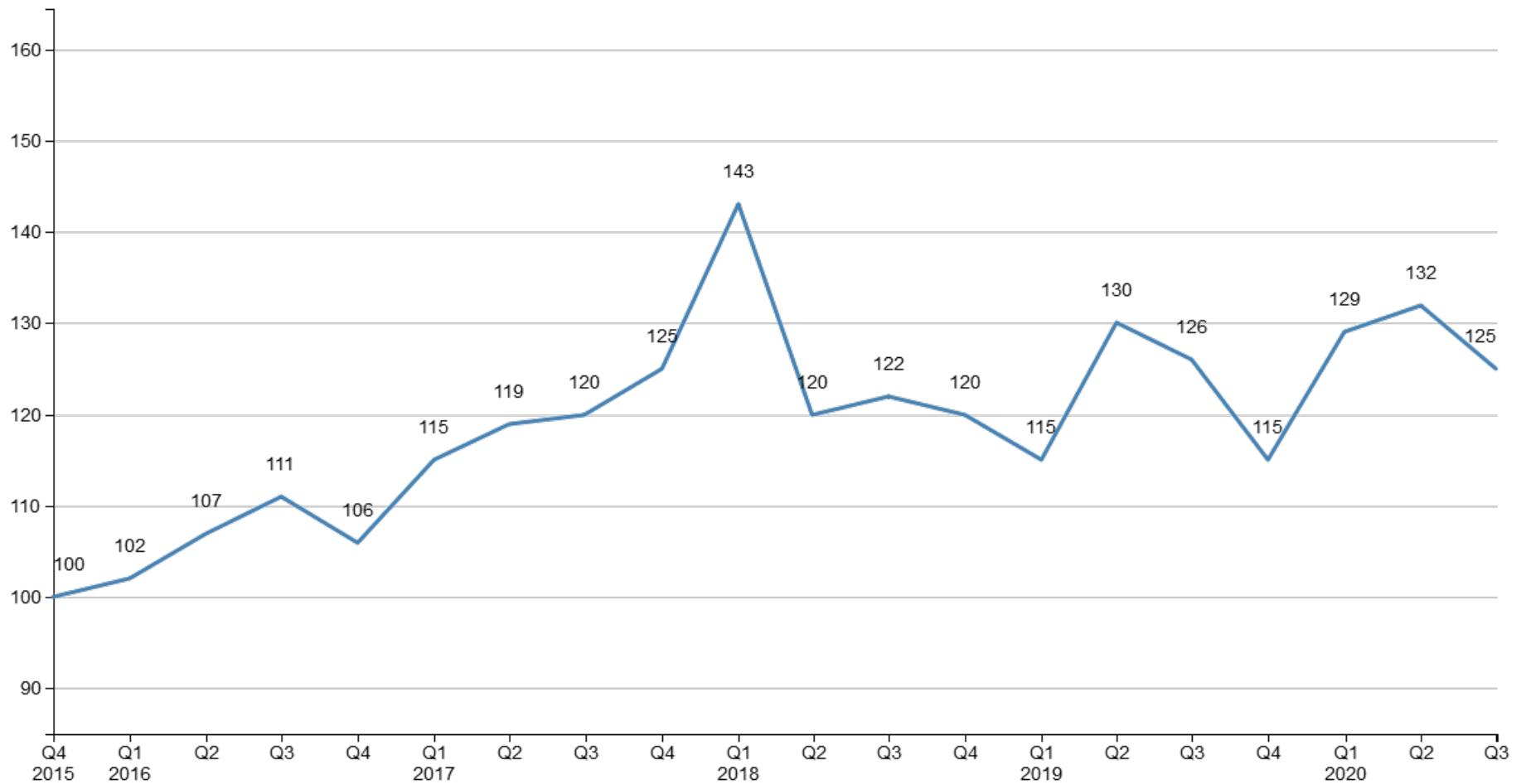
BEACON HILL
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

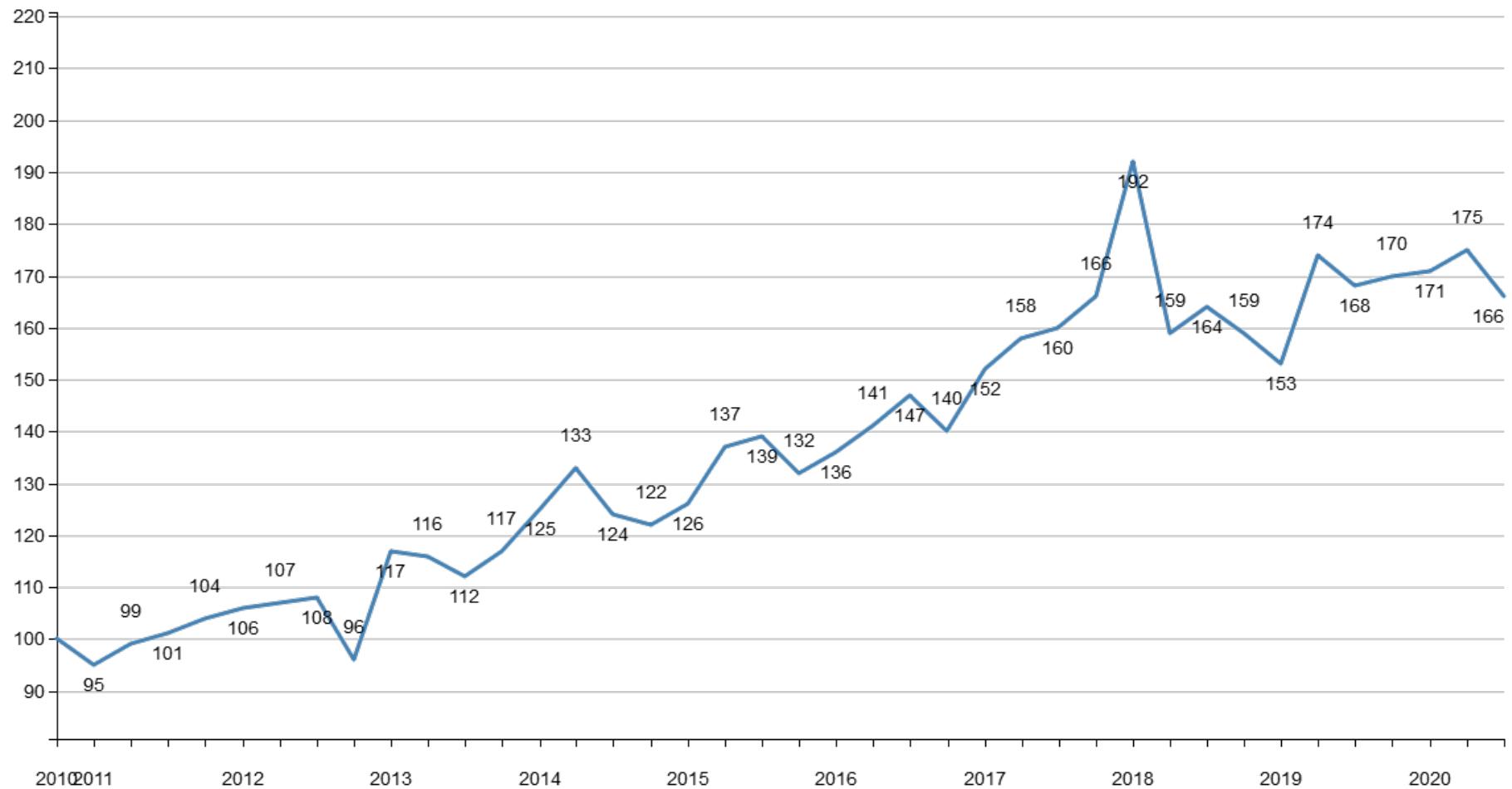
LINK

Beacon Hill
Five Year Price Index
(Appreciation Rate)



LINK

Beacon Hill
Ten Year Price Index
(Appreciation Rate)



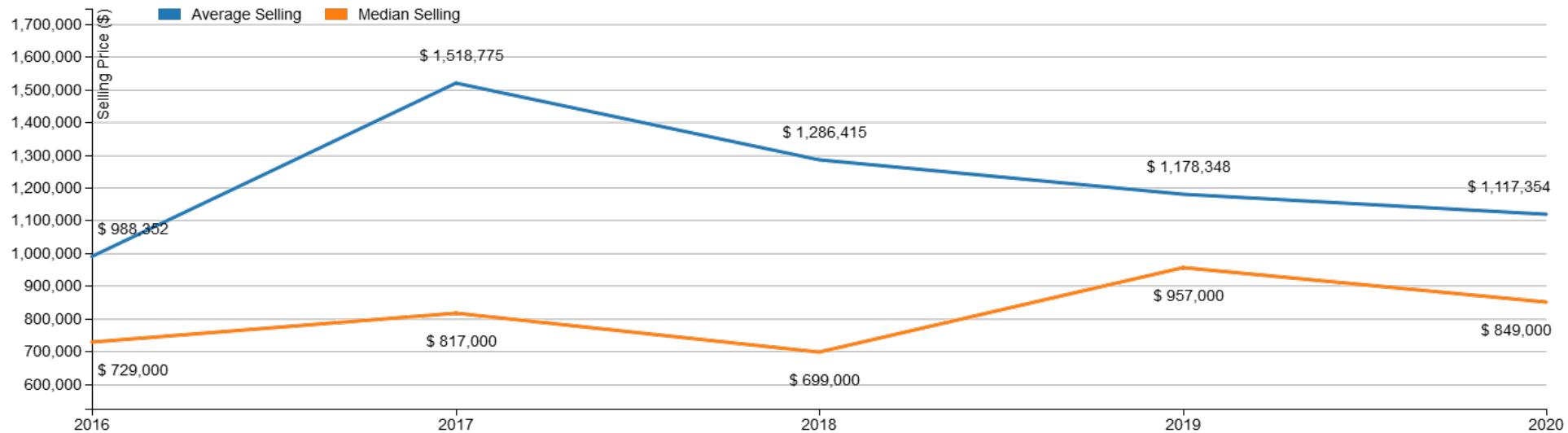
Beacon Hill

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 47 | - | \$988,352 | - | \$729,000 | - | \$1,007 | - | \$1,009 | - | 44 |
| 2017 | 51 | 9% | \$1,518,775 | 54% | \$817,000 | 12% | \$1,161 | 15% | \$1,089 | 8% | 57 |
| 2018 | 35 | -31% | \$1,286,415 | -15% | \$699,000 | -14% | \$1,187 | 2% | \$1,175 | 8% | 100 |
| 2019 | 50 | 43% | \$1,178,348 | -8% | \$957,000 | 37% | \$1,160 | -2% | \$1,140 | -3% | 70 |
| 2020 | 47 | -6% | \$1,117,354 | -5% | \$849,000 | -11% | \$1,183 | 2% | \$1,183 | 4% | 77 |

Average / Median Selling Price



LINK

Beacon Hill

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 2 | -50% | \$417,500 | -12% | \$417,500 | -17% | \$1,594 | 60% | \$1,594 | 61% | - |
| | 2019 | 3 | 50% | \$500,000 | 20% | \$525,000 | 26% | \$1,365 | -14% | \$1,310 | -18% | - |
| | 2020 | 5 | 67% | \$418,300 | -16% | \$340,000 | -35% | \$1,323 | -3% | \$1,378 | 5% | - |
| One Bed | 2018 | 17 | 13% | \$616,700 | 6% | \$600,000 | 9% | \$1,154 | 6% | \$1,161 | 6% | 37 |
| | 2019 | 20 | 18% | \$770,475 | 25% | \$637,500 | 6% | \$1,139 | -1% | \$1,154 | -1% | 63 |
| | 2020 | 20 | 0% | \$736,850 | -4% | \$592,500 | -7% | \$1,164 | 2% | \$1,191 | 3% | 1 |
| Two Beds | 2018 | 6 | -74% | \$969,500 | -25% | \$977,500 | -13% | \$1,114 | -1% | \$1,081 | -1% | 17 |
| | 2019 | 23 | 283% | \$1,331,735 | 37% | \$1,175,000 | 20% | \$1,148 | 3% | \$1,073 | -1% | 62 |
| | 2020 | 12 | -48% | \$1,250,750 | -6% | \$987,000 | -16% | \$1,178 | 3% | \$1,158 | 8% | 4 |
| Three Plus Beds | 2018 | 10 | 11% | \$2,788,863 | -32% | \$2,645,000 | -5% | \$1,206 | -17% | \$1,245 | 5% | 204 |
| | 2019 | 4 | -60% | \$2,844,500 | 2% | \$1,689,000 | -36% | \$1,181 | -2% | \$1,204 | -3% | 157 |
| | 2020 | 10 | 150% | \$2,067,813 | -27% | \$1,537,500 | -9% | \$1,157 | -2% | \$1,125 | -7% | 114 |



Beacon Hill

Sales Comparison by Square Footage

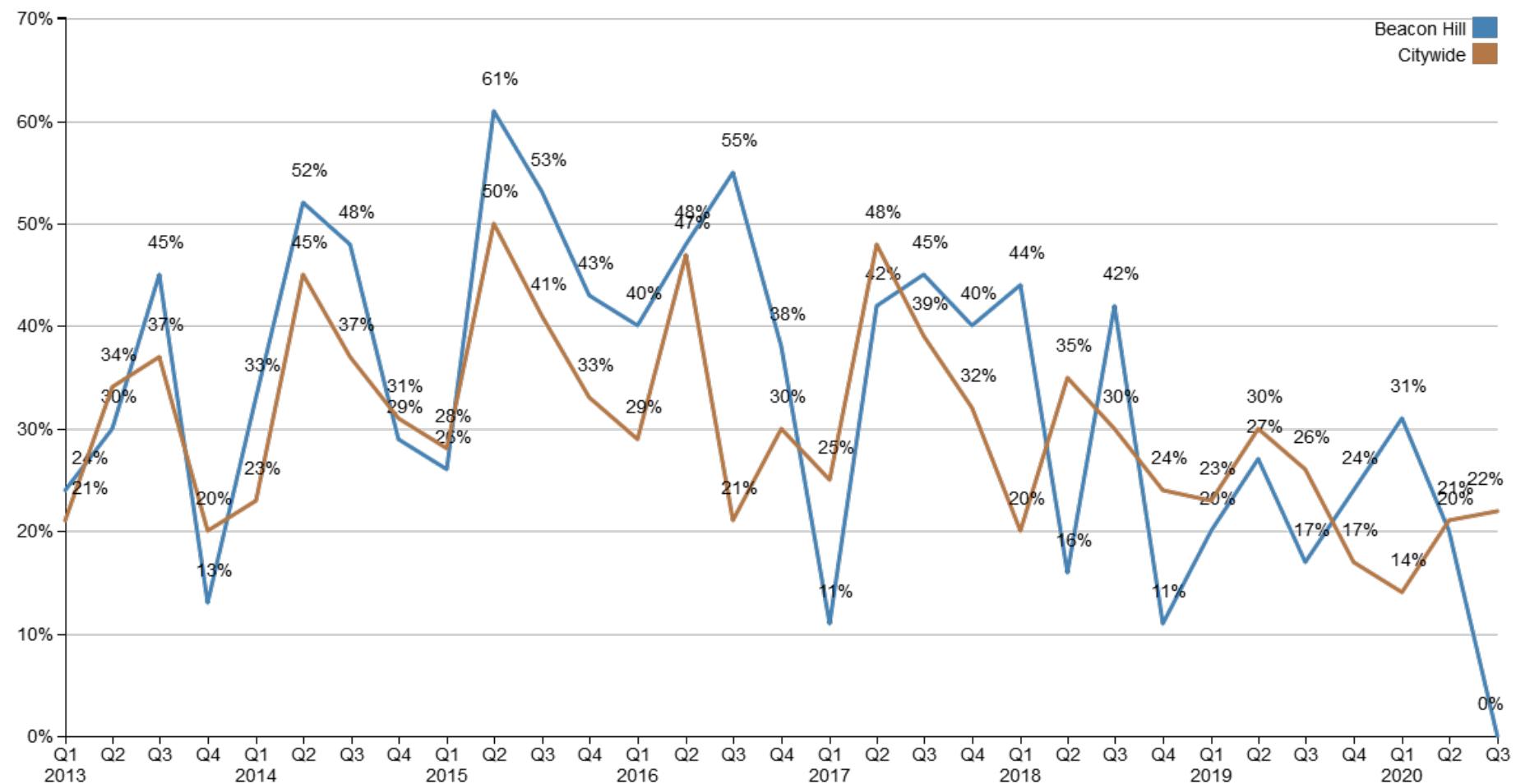
3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 20 | -13% | \$598,995 | 6% | \$605,500 | 8% | \$1,212 | 12% | \$1,193 | 12% | 28 |
| | 2019 | 19 | -5% | \$613,526 | 2% | \$590,000 | -3% | \$1,161 | -4% | \$1,161 | -3% | 27 |
| | 2020 | 23 | 21% | \$552,717 | -10% | \$570,000 | -3% | \$1,196 | 3% | \$1,204 | 4% | - |
| 701-1000 | 2018 | 4 | -33% | \$825,500 | -1% | \$776,000 | -8% | \$1,021 | 3% | \$1,029 | 3% | 31 |
| | 2019 | 9 | 125% | \$864,878 | 5% | \$880,000 | 13% | \$1,031 | 1% | \$1,023 | -1% | 69 |
| | 2020 | 4 | -56% | \$886,750 | 3% | \$849,500 | -3% | \$1,073 | 4% | \$1,098 | 7% | 4 |
| 1001-1500 | 2018 | 4 | -60% | \$1,180,875 | -11% | \$1,213,000 | -9% | \$951 | -12% | \$1,015 | -7% | 40 |
| | 2019 | 16 | 300% | \$1,367,094 | 16% | \$1,297,500 | 7% | \$1,172 | 23% | \$1,096 | 8% | 69 |
| | 2020 | 15 | -6% | \$1,392,075 | 2% | \$1,420,000 | 9% | \$1,128 | -4% | \$1,183 | 8% | 94 |
| 1501-1800 | 2018 | 1 | 0% | \$1,496,625 | -29% | \$1,496,625 | -29% | \$860 | -38% | \$860 | -38% | 52 |
| | 2019 | 5 | 400% | \$2,130,600 | 42% | \$2,125,000 | 42% | \$1,280 | 49% | \$1,235 | 44% | 91 |
| | 2020 | 2 | -60% | \$2,200,000 | 3% | \$2,200,000 | 4% | \$1,346 | 5% | \$1,346 | 9% | - |
| 1801-2400 | 2018 | 2 | -75% | \$2,645,000 | 8% | \$2,645,000 | 16% | \$1,359 | 14% | \$1,359 | 16% | 32 |
| | 2019 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2020 | 1 | - | \$1,775,000 | - | \$1,775,000 | - | \$956 | - | \$956 | - | - |
| Over 2400 | 2018 | 4 | 33% | \$4,558,125 | -44% | \$4,650,000 | -47% | \$1,457 | -33% | \$1,363 | -45% | 430 |
| | 2019 | 1 | -75% | \$6,950,000 | 52% | \$6,950,000 | 49% | \$1,505 | 3% | \$1,505 | 10% | 227 |
| | 2020 | 2 | 100% | \$4,600,000 | -34% | \$4,600,000 | -34% | \$1,610 | 7% | \$1,610 | 7% | 83 |

Beacon Hill

Sales Over Last Asking Price

3rd Quarter 2020

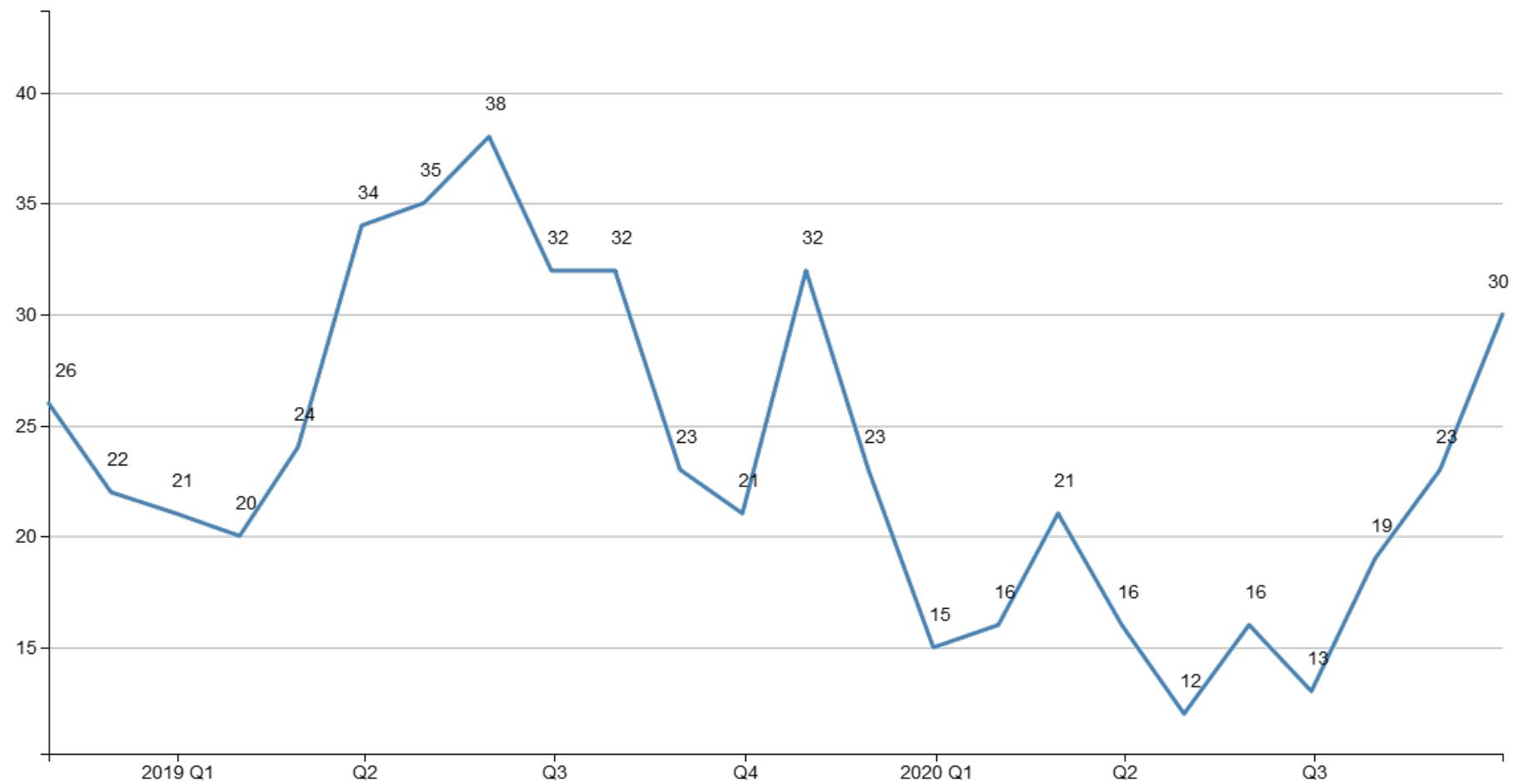


LINK

Beacon Hill

Inventory

3rd Quarter 2020



LINK

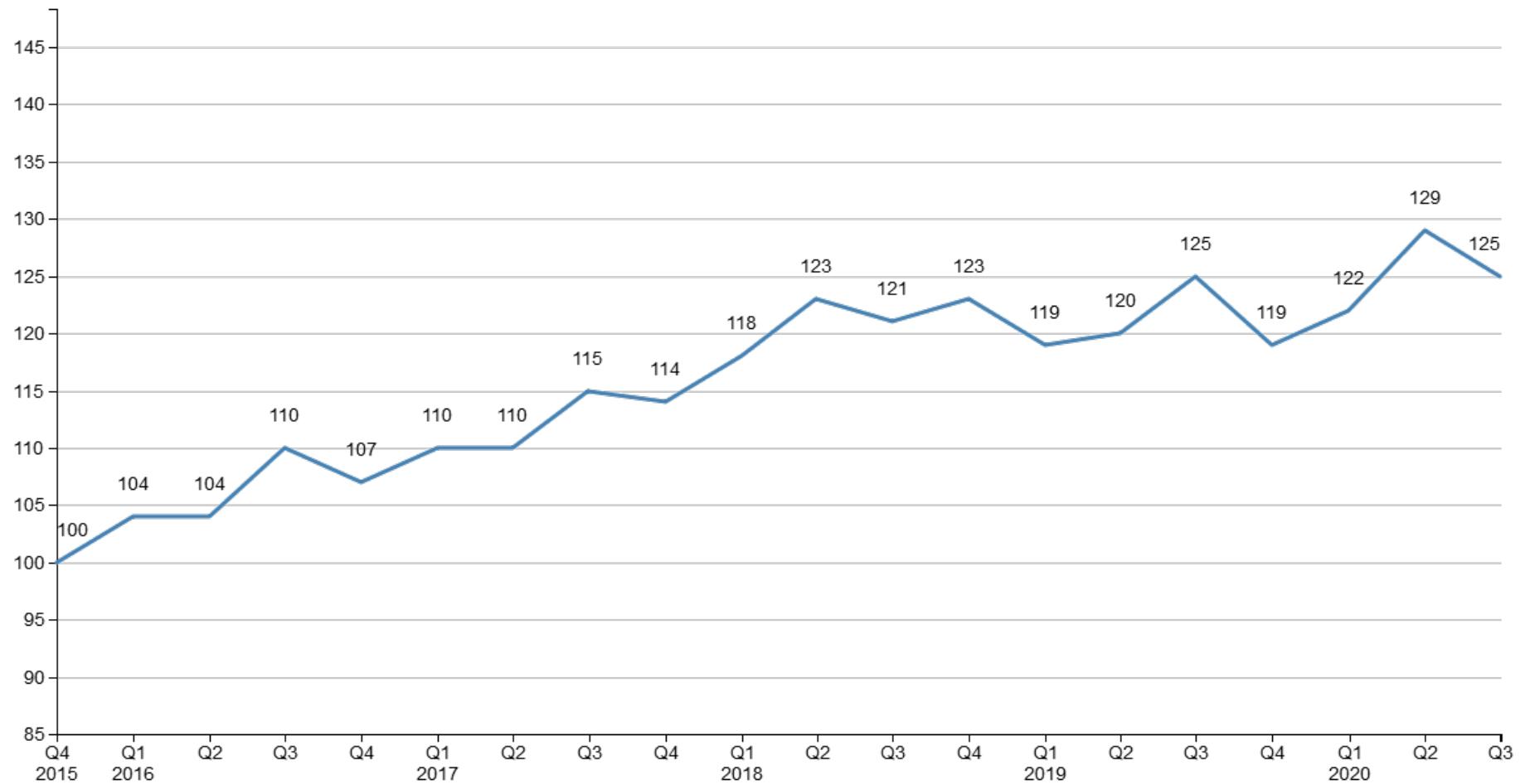
CHARLESTOWN
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

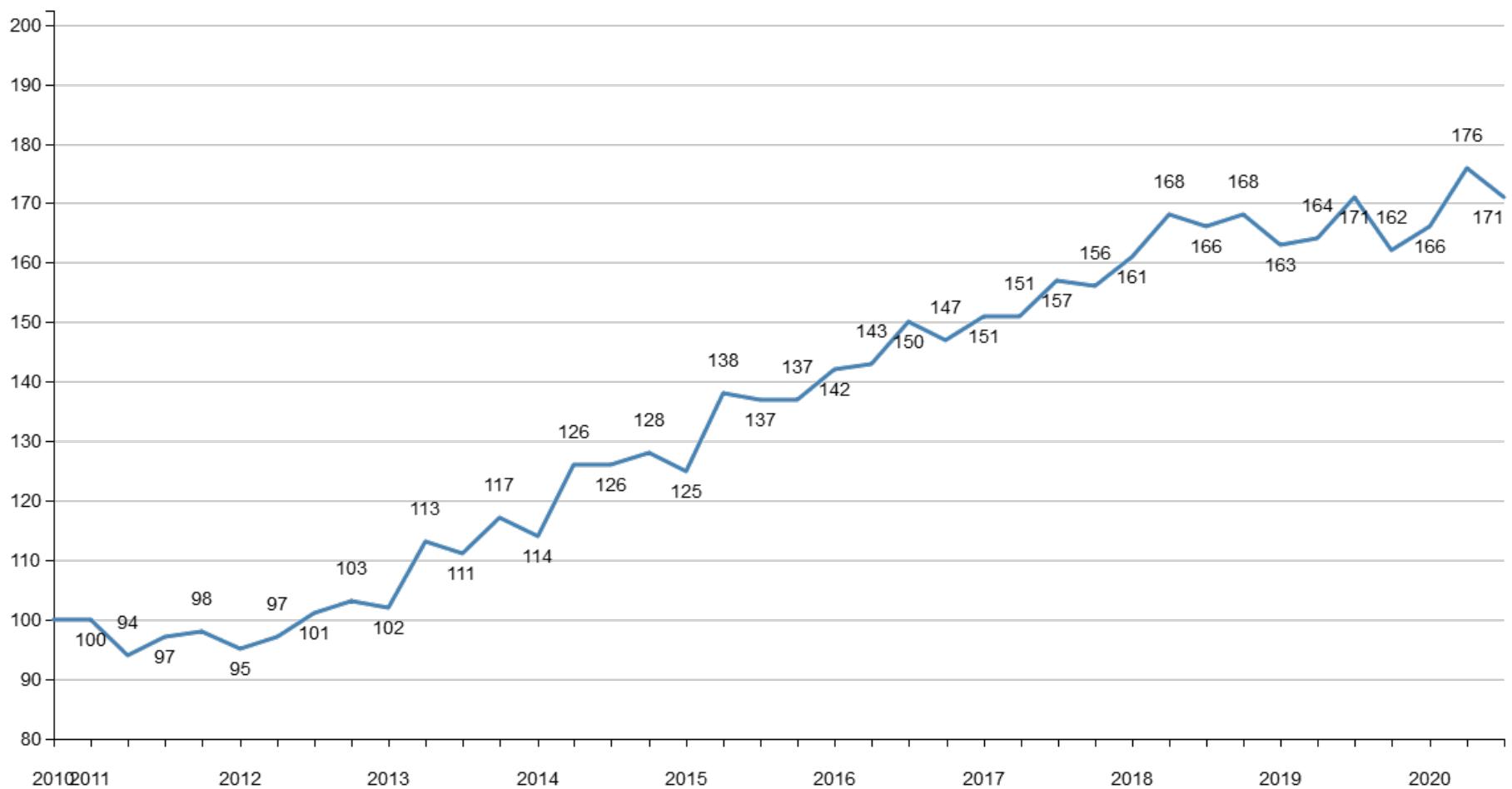
LINK

Charlestown
Five Year Price Index
(Appreciation Rate)



LINK

Charlestown Ten Year Price Index (Appreciation Rate)



LINK

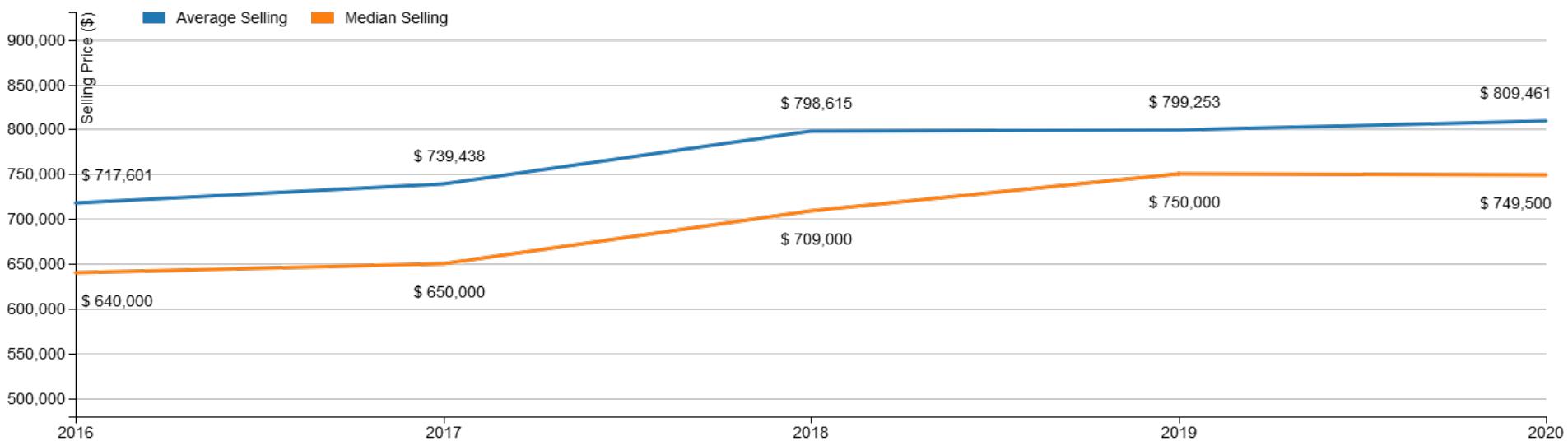
Charlestown

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 121 | - | \$717,601 | - | \$640,000 | - | \$668 | - | \$678 | - | 36 |
| 2017 | 95 | -21% | \$739,438 | 3% | \$650,000 | 2% | \$699 | 5% | \$706 | 4% | 22 |
| 2018 | 95 | 0% | \$798,615 | 8% | \$709,000 | 9% | \$734 | 5% | \$735 | 4% | 36 |
| 2019 | 107 | 13% | \$799,253 | 0% | \$750,000 | 6% | \$767 | 5% | \$767 | 4% | 41 |
| 2020 | 130 | 21% | \$809,461 | 1% | \$749,500 | 0% | \$762 | -1% | \$750 | -2% | 50 |

Average / Median Selling Price





Charlestown

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 3 | - | \$776,000 | - | \$790,000 | - | \$759 | - | \$748 | - | - |
| | 2019 | 1 | -67% | \$395,000 | -49% | \$395,000 | -50% | \$912 | 20% | \$912 | 22% | 10 |
| | 2020 | 1 | 0% | \$435,000 | 10% | \$435,000 | 10% | \$989 | 8% | \$989 | 8% | - |
| One Bed | 2018 | 25 | -29% | \$590,900 | 9% | \$580,000 | 9% | \$804 | 10% | \$773 | 6% | 31 |
| | 2019 | 30 | 20% | \$625,449 | 6% | \$537,500 | -7% | \$844 | 5% | \$825 | 7% | 24 |
| | 2020 | 37 | 23% | \$581,235 | -7% | \$565,000 | 5% | \$832 | -1% | \$829 | 1% | 27 |
| Two Beds | 2018 | 48 | -2% | \$783,779 | 1% | \$722,500 | 1% | \$729 | 5% | \$733 | 4% | 27 |
| | 2019 | 64 | 33% | \$806,704 | 3% | \$770,000 | 7% | \$741 | 2% | \$757 | 3% | 49 |
| | 2020 | 70 | 9% | \$808,267 | 0% | \$775,000 | 1% | \$746 | 1% | \$731 | -3% | 37 |
| Three Plus Beds | 2018 | 19 | 73% | \$1,112,974 | -7% | \$1,090,000 | -1% | \$648 | 7% | \$643 | 1% | 62 |
| | 2019 | 12 | -37% | \$1,227,708 | 10% | \$1,141,250 | 5% | \$704 | 9% | \$676 | 5% | 35 |
| | 2020 | 22 | 83% | \$1,214,114 | -1% | \$1,137,000 | 0% | \$685 | -3% | \$681 | 1% | 196 |



Charlestown

Sales Comparison by Square Footage

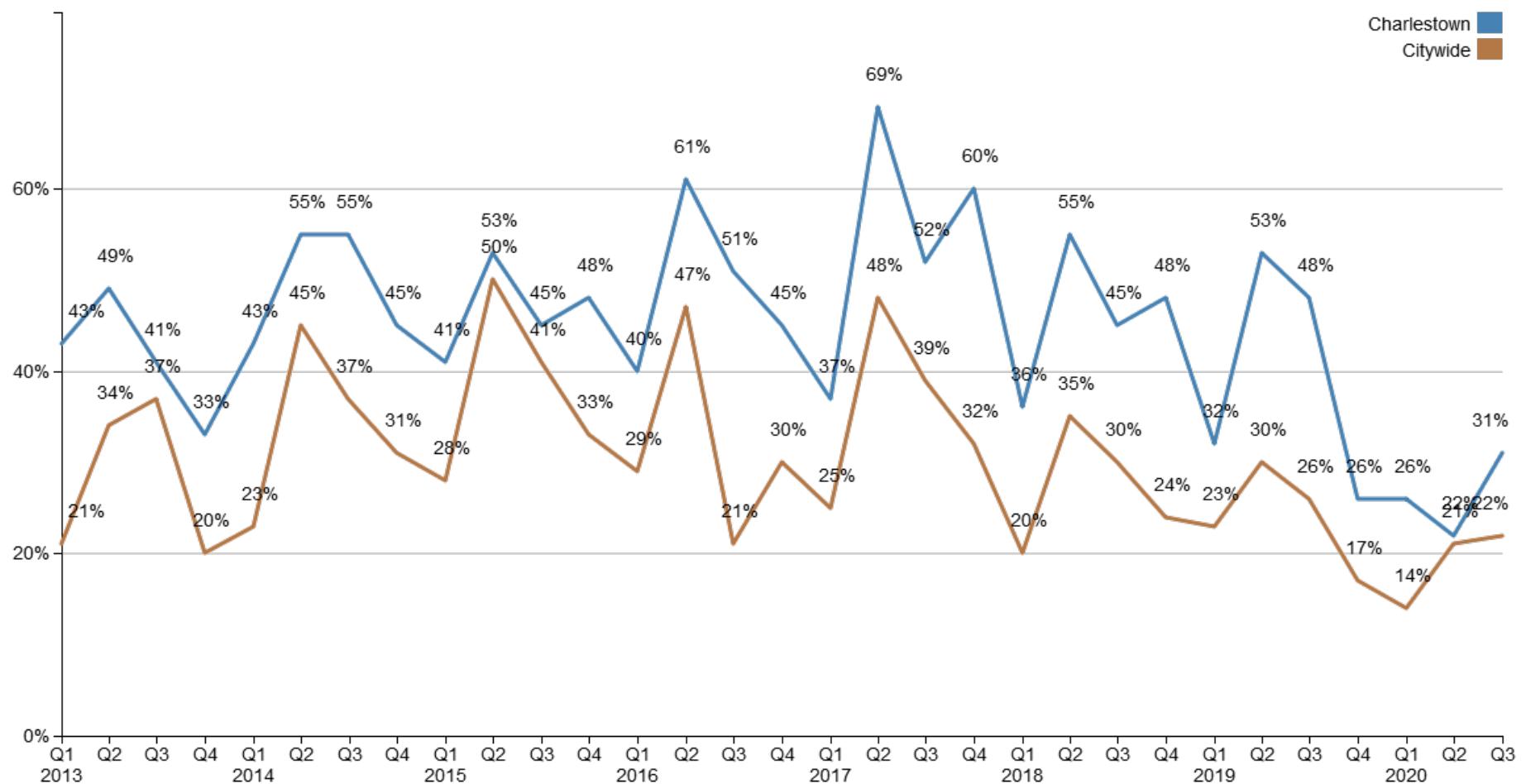
3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 15 | -12% | \$528,133 | 9% | \$535,000 | 7% | \$850 | 8% | \$864 | 10% | 19 |
| | 2019 | 18 | 20% | \$504,054 | -5% | \$502,500 | -6% | \$887 | 4% | \$872 | 1% | 8 |
| | 2020 | 31 | 72% | \$527,540 | 5% | \$530,000 | 5% | \$872 | -2% | \$865 | -1% | 30 |
| 701-1000 | 2018 | 32 | -6% | \$646,844 | 7% | \$652,500 | 7% | \$766 | 6% | \$756 | 3% | 37 |
| | 2019 | 37 | 16% | \$621,563 | -4% | \$630,000 | -3% | \$740 | -3% | \$745 | -1% | 42 |
| | 2020 | 34 | -8% | \$680,765 | 10% | \$670,000 | 6% | \$792 | 7% | \$782 | 5% | 29 |
| 1001-1500 | 2018 | 28 | -10% | \$800,729 | -1% | \$807,500 | 1% | \$670 | 2% | \$670 | 2% | 23 |
| | 2019 | 39 | 39% | \$915,885 | 14% | \$886,000 | 10% | \$761 | 14% | \$772 | 15% | 33 |
| | 2020 | 40 | 3% | \$860,791 | -6% | \$836,000 | -6% | \$706 | -7% | \$704 | -9% | 23 |
| 1501-1800 | 2018 | 11 | 83% | \$1,109,091 | 11% | \$1,095,000 | 5% | \$686 | 17% | \$655 | 10% | 18 |
| | 2019 | 6 | -45% | \$1,336,500 | 21% | \$1,277,500 | 17% | \$790 | 15% | \$752 | 15% | 125 |
| | 2020 | 12 | 100% | \$1,167,417 | -13% | \$1,125,000 | -12% | \$716 | -9% | \$707 | -6% | 75 |
| 1801-2400 | 2018 | 7 | 75% | \$1,358,000 | -3% | \$1,425,000 | 2% | \$694 | 0% | \$771 | 13% | 60 |
| | 2019 | 5 | -29% | \$1,405,650 | 4% | \$1,503,250 | 5% | \$662 | -5% | \$637 | -17% | 90 |
| | 2020 | 9 | 80% | \$1,215,889 | -13% | \$1,149,000 | -24% | \$643 | -3% | \$605 | -5% | 33 |
| Over 2400 | 2018 | 2 | -33% | \$1,560,500 | -3% | \$1,560,500 | -11% | \$622 | 7% | \$622 | 21% | 204 |
| | 2019 | 2 | 0% | \$1,341,250 | -14% | \$1,341,250 | -14% | \$517 | -17% | \$517 | -17% | 68 |
| | 2020 | 4 | 100% | \$1,586,625 | 18% | \$1,562,500 | 16% | \$615 | 19% | \$593 | 15% | 477 |

Charlestown

Sales Over Last Asking Price

3rd Quarter 2020

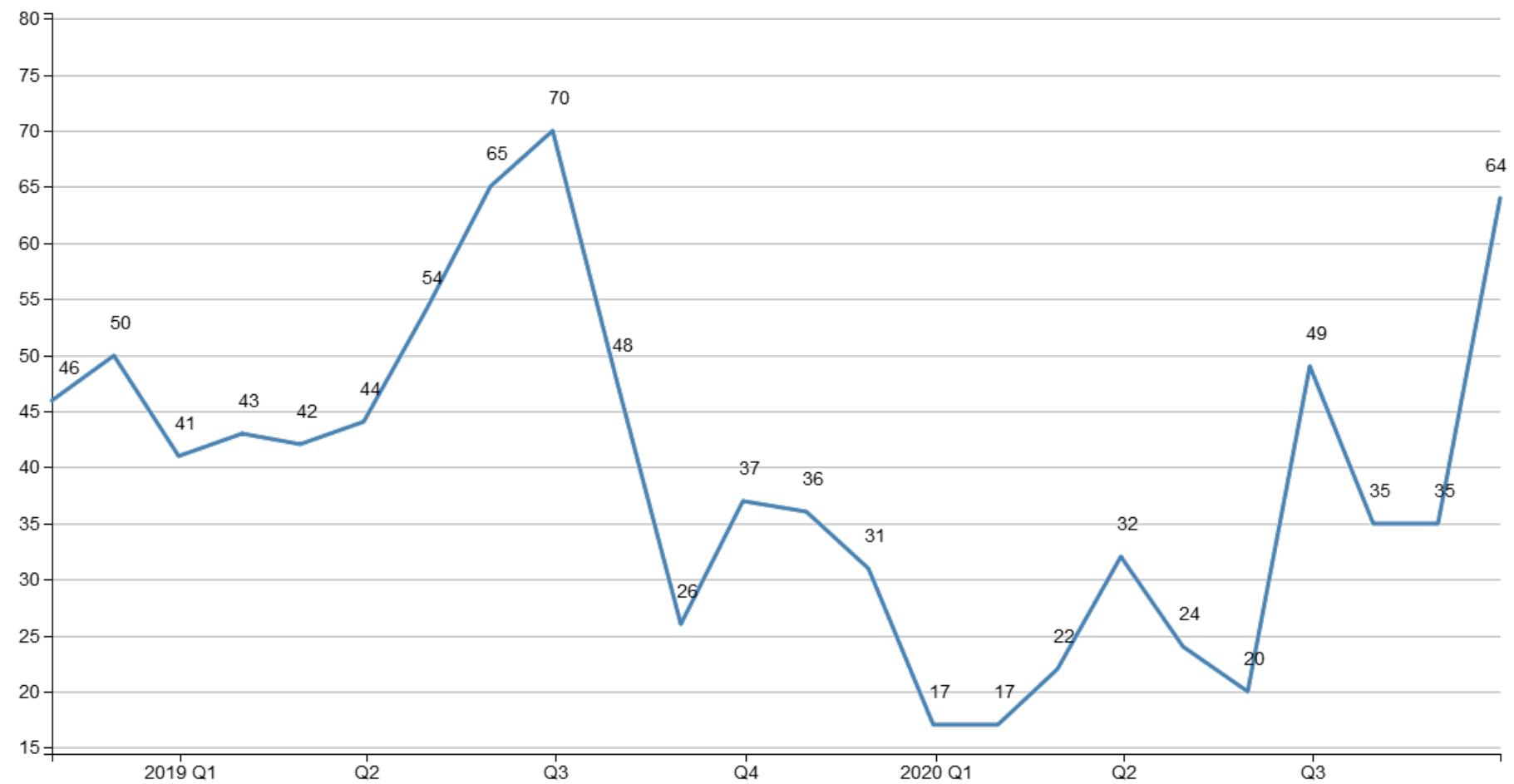


LINK

Charlestown

Inventory

3rd Quarter 2020



LINK

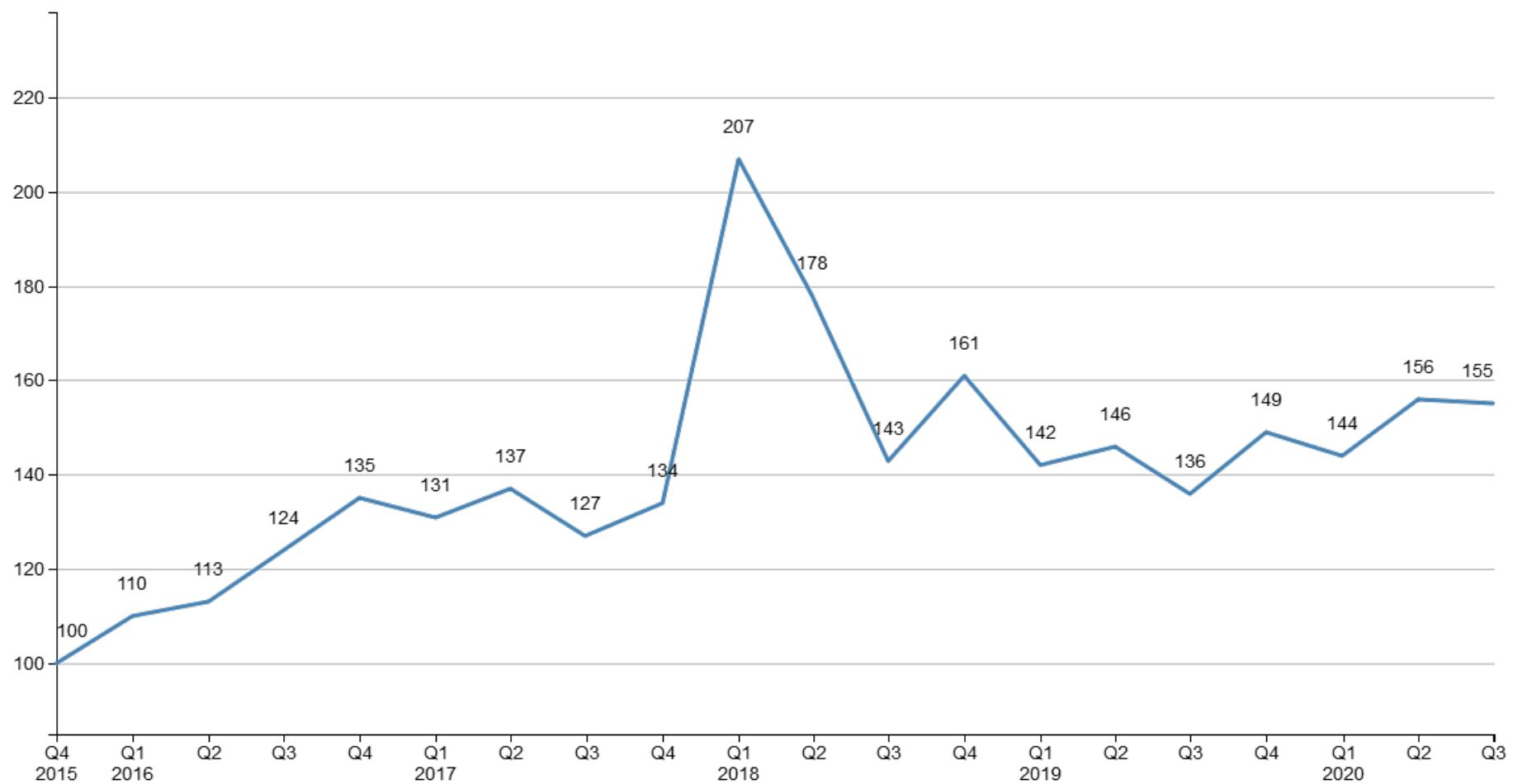
FENWAY
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

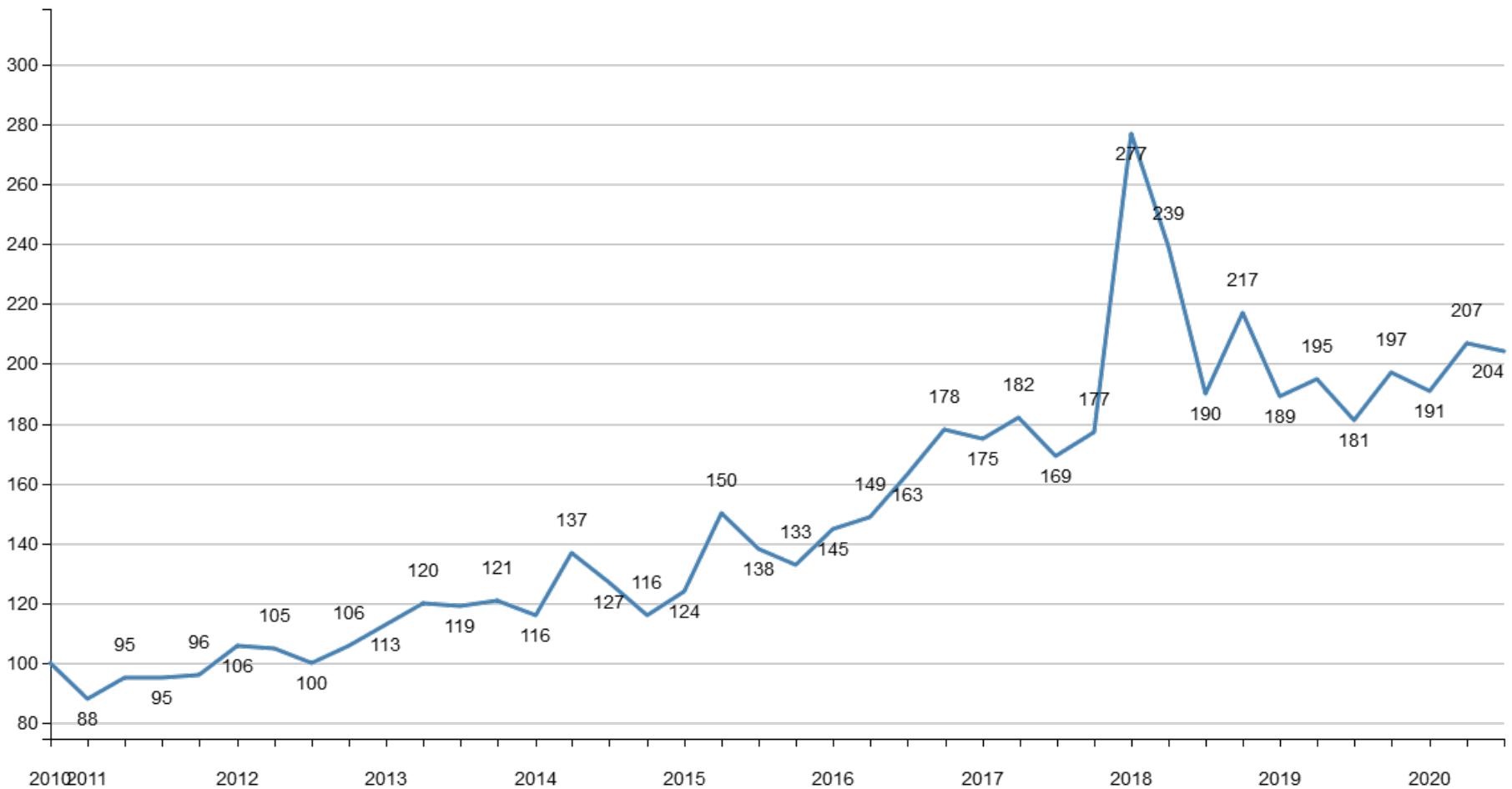


Fenway
Five Year Price Index
(Appreciation Rate)



LINK

Fenway
Ten Year Price Index
(Appreciation Rate)



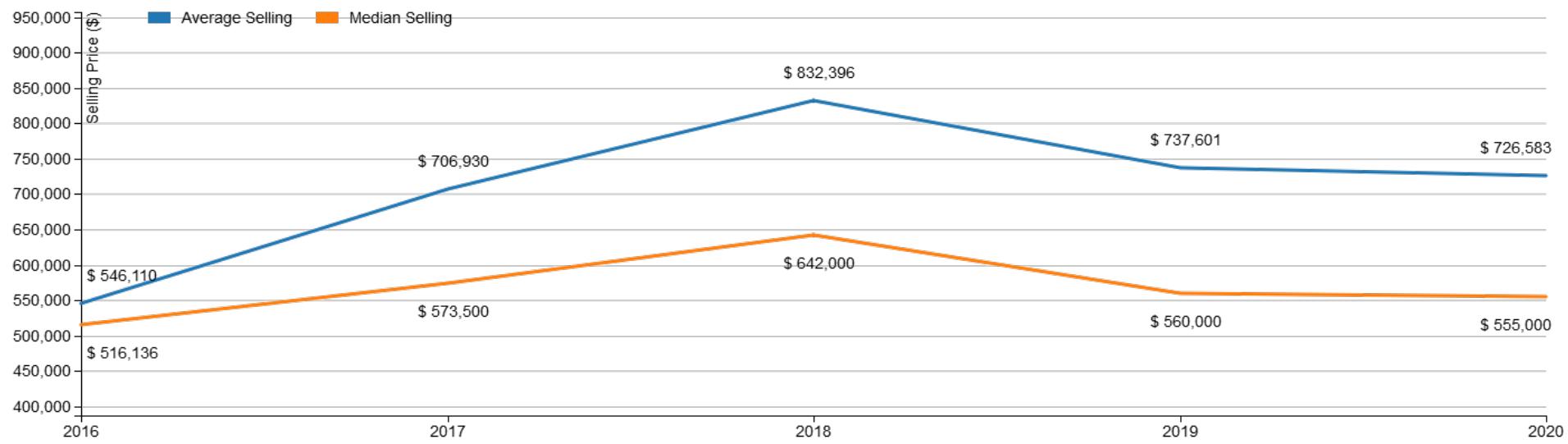
Fenway

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 45 | - | \$546,110 | - | \$516,136 | - | \$824 | - | \$858 | - | 12 |
| 2017 | 32 | -29% | \$706,930 | 29% | \$573,500 | 11% | \$852 | 3% | \$888 | 3% | 35 |
| 2018 | 38 | 19% | \$832,396 | 18% | \$642,000 | 12% | \$983 | 15% | \$965 | 9% | 11 |
| 2019 | 47 | 24% | \$737,601 | -11% | \$560,000 | -13% | \$936 | -5% | \$953 | -1% | 29 |
| 2020 | 29 | -38% | \$726,583 | -1% | \$555,000 | -1% | \$1,024 | 9% | \$993 | 4% | 59 |

Average / Median Selling Price





Fenway

Sales by Number of Bedrooms

3rd Quarter 2020



Fenway

Sales Comparison by Square Footage

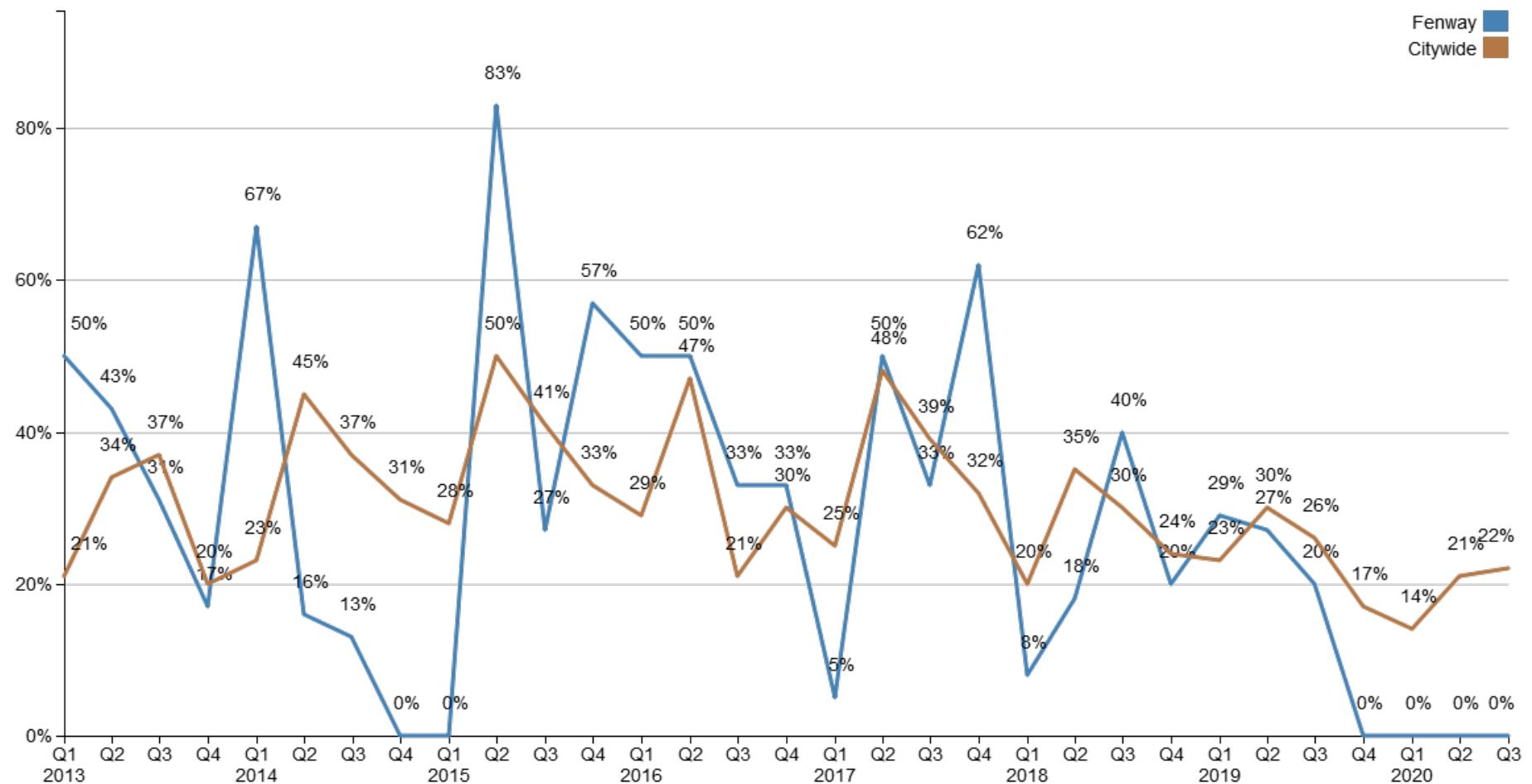
3rd Quarter 2020

LINK

Fenway

Sales Over Last Asking Price

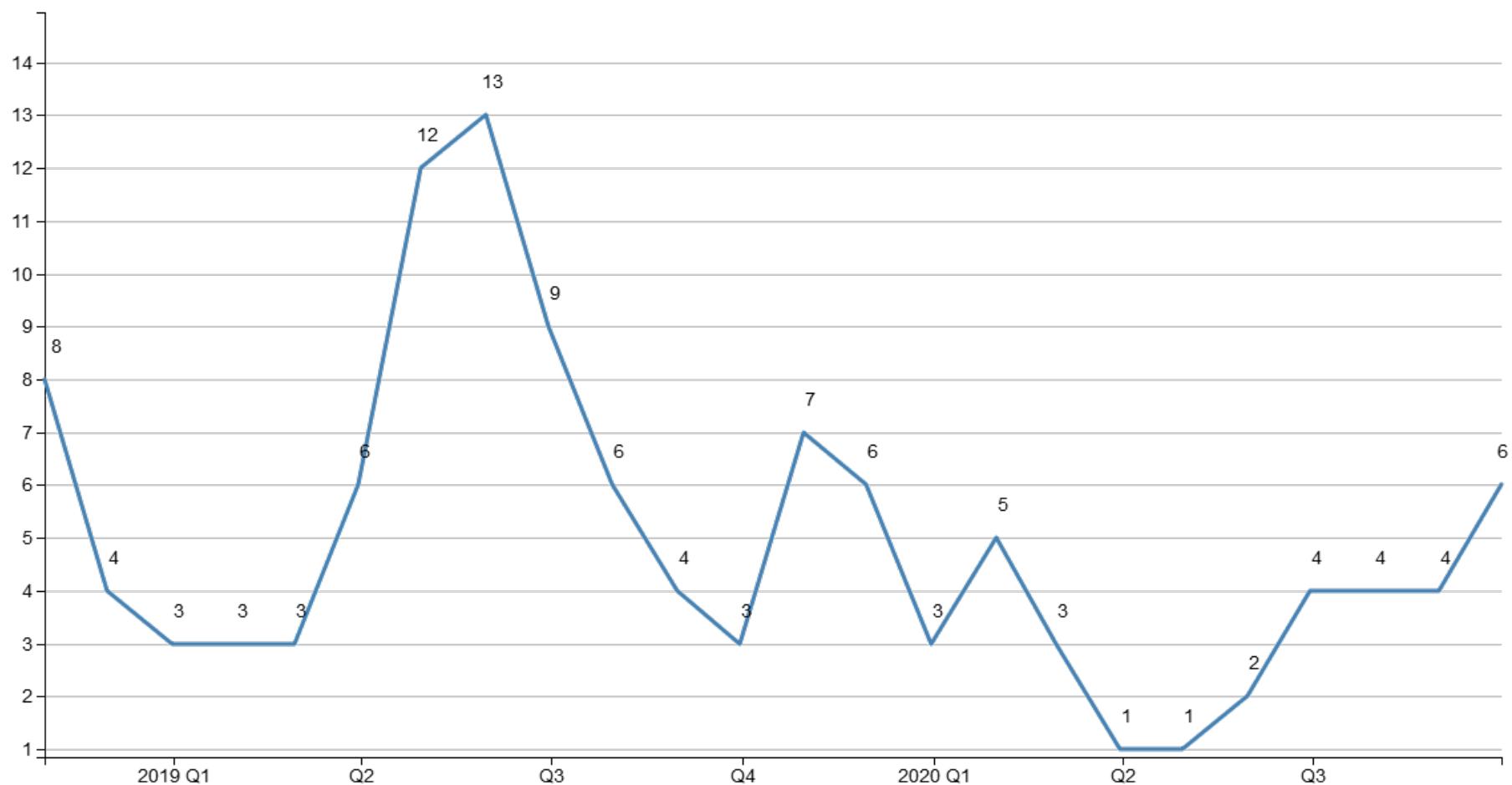
3rd Quarter 2020



LINK

Fenway Inventory

3rd Quarter 2020



LINK

MIDTOWN
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

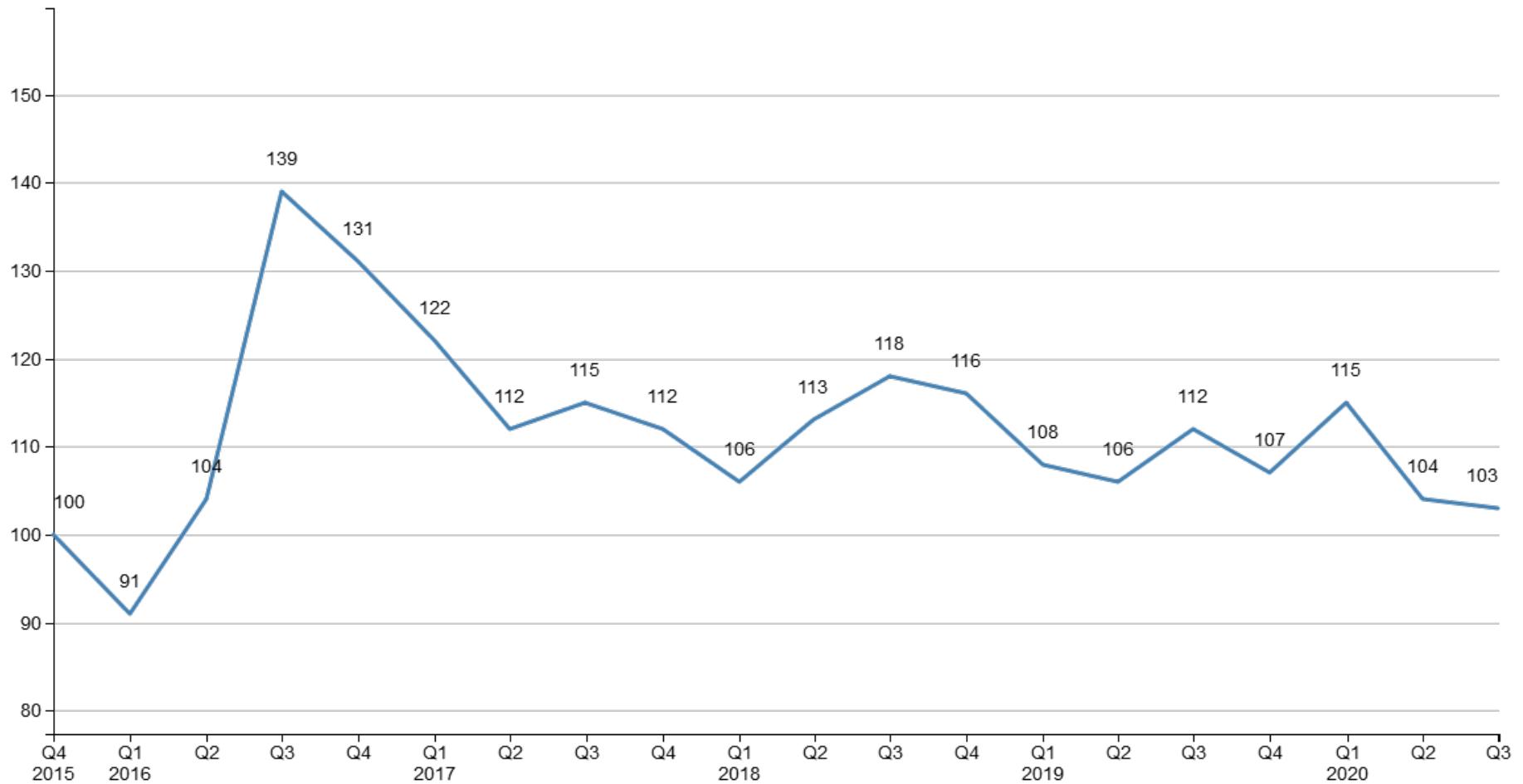
24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

LINK

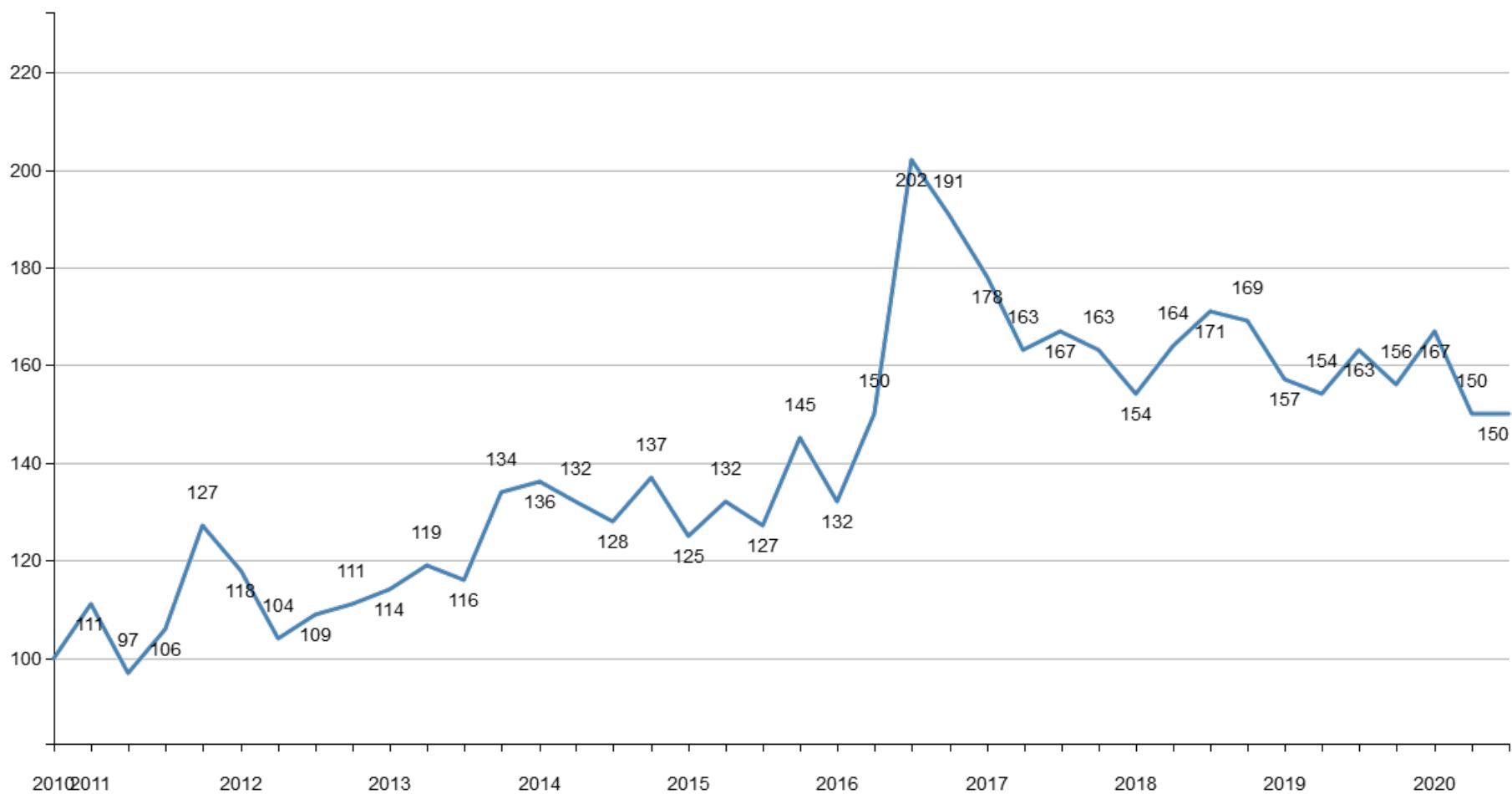
Midtown

Five Year Price Index
(Appreciation Rate)





Midtown
Ten Year Price Index
(Appreciation Rate)



LINK

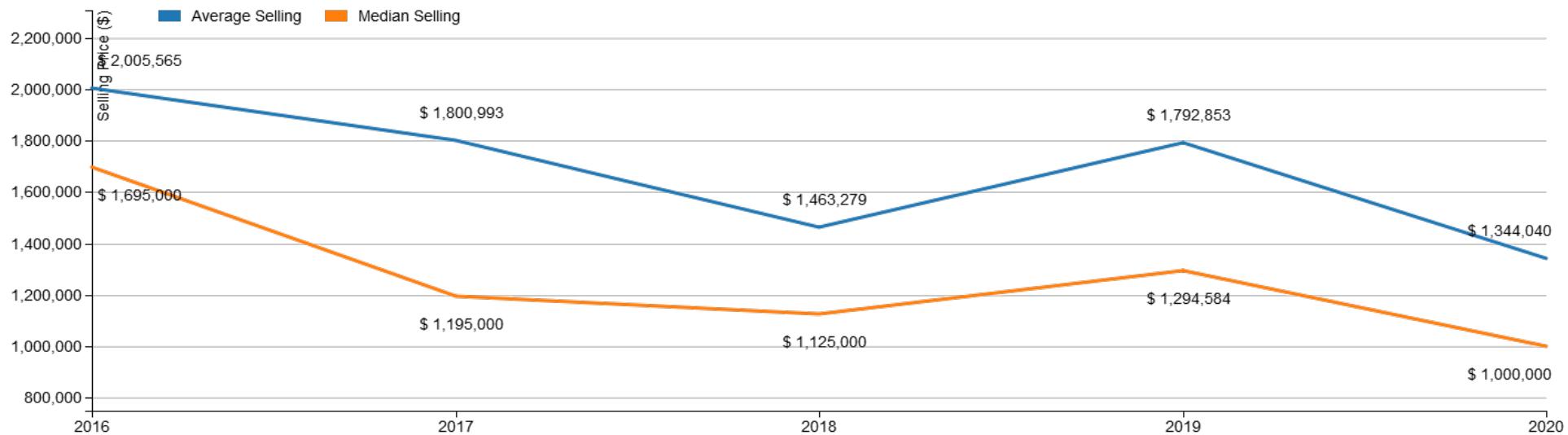
Midtown

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 423 | - | \$2,005,565 | - | \$1,695,000 | - | \$1,367 | - | \$1,293 | - | 108 |
| 2017 | 65 | -85% | \$1,800,993 | -10% | \$1,195,000 | -29% | \$1,210 | -12% | \$1,158 | -10% | 88 |
| 2018 | 43 | -34% | \$1,463,279 | -19% | \$1,125,000 | -6% | \$1,156 | -4% | \$1,153 | 0% | 41 |
| 2019 | 46 | 7% | \$1,792,853 | 23% | \$1,294,584 | 15% | \$1,156 | 0% | \$1,077 | -7% | 100 |
| 2020 | 31 | -33% | \$1,344,040 | -25% | \$1,000,000 | -23% | \$1,009 | -13% | \$931 | -14% | 177 |

Average / Median Selling Price



LINK

Midtown

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 1 | -75% | \$726,000 | 22% | \$726,000 | 19% | \$1,200 | 2% | \$1,200 | 5% | - |
| | 2019 | 1 | 0% | \$535,000 | -26% | \$535,000 | -26% | \$1,047 | -13% | \$1,047 | -13% | 35 |
| | 2020 | 0 | - | - | - | - | - | - | - | - | - | - |
| One Bed | 2018 | 16 | -24% | \$825,063 | -4% | \$780,000 | -11% | \$1,048 | 2% | \$1,058 | -2% | 17 |
| | 2019 | 13 | -19% | \$879,923 | 7% | \$900,000 | 15% | \$958 | -9% | \$966 | -9% | 100 |
| | 2020 | 17 | 31% | \$895,368 | 2% | \$850,750 | -5% | \$918 | -4% | \$865 | -10% | - |
| Two Beds | 2018 | 20 | -38% | \$1,533,450 | -23% | \$1,395,000 | -18% | \$1,185 | -4% | \$1,162 | -1% | 59 |
| | 2019 | 25 | 25% | \$1,816,889 | 18% | \$1,400,000 | 0% | \$1,163 | -2% | \$1,070 | -8% | 90 |
| | 2020 | 12 | -52% | \$1,394,083 | -23% | \$1,312,500 | -6% | \$1,037 | -11% | \$1,013 | -5% | 177 |
| Three Plus Beds | 2018 | 6 | -25% | \$3,054,167 | -25% | \$2,387,500 | -29% | \$1,339 | -17% | \$1,199 | -21% | 31 |
| | 2019 | 7 | 17% | \$3,582,143 | 17% | \$2,465,000 | 3% | \$1,510 | 13% | \$1,211 | 1% | 158 |
| | 2020 | 2 | -71% | \$4,857,500 | 36% | \$4,857,500 | 97% | \$1,616 | 7% | \$1,616 | 34% | - |

LINK

Midtown

Sales Comparison by Square Footage

3rd Quarter 2020

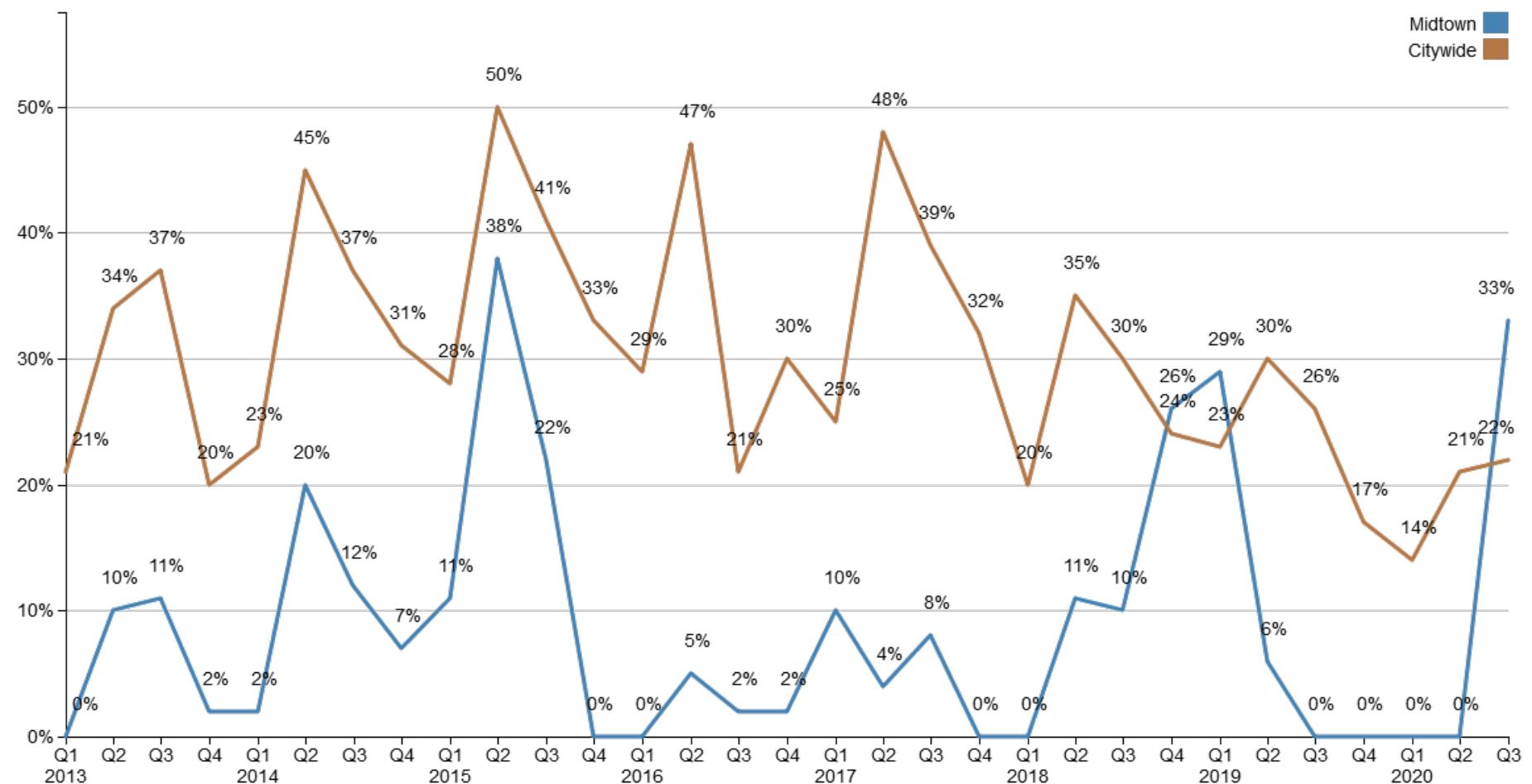
| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 6 | -40% | \$630,667 | -2% | \$682,750 | 8% | \$1,043 | -8% | \$1,060 | -6% | 42 |
| | 2019 | 3 | -50% | \$576,000 | -9% | \$539,000 | -21% | \$994 | -5% | \$969 | -9% | 35 |
| | 2020 | 1 | -67% | \$675,000 | 17% | \$675,000 | 25% | \$1,144 | 15% | \$1,144 | 18% | - |
| 701-1000 | 2018 | 11 | 10% | \$898,091 | -9% | \$968,000 | -7% | \$1,107 | -7% | \$1,153 | -6% | 5 |
| | 2019 | 7 | -36% | \$869,429 | -3% | \$900,000 | -7% | \$1,046 | -6% | \$1,083 | -6% | 100 |
| | 2020 | 10 | 43% | \$809,700 | -7% | \$796,250 | -12% | \$996 | -5% | \$915 | -15% | - |
| 1001-1500 | 2018 | 17 | -35% | \$1,437,000 | 2% | \$1,375,000 | 12% | \$1,139 | 6% | \$1,154 | 20% | 59 |
| | 2019 | 19 | 12% | \$1,238,275 | -14% | \$1,215,000 | -12% | \$1,002 | -12% | \$1,056 | -8% | 60 |
| | 2020 | 11 | -42% | \$1,252,114 | 1% | \$1,080,000 | -11% | \$985 | -2% | \$874 | -17% | 43 |
| 1501-1800 | 2018 | 6 | 0% | \$2,054,833 | -2% | \$2,012,500 | 14% | \$1,220 | -2% | \$1,199 | 6% | 39 |
| | 2019 | 8 | 33% | \$2,303,438 | 12% | \$2,206,250 | 10% | \$1,387 | 14% | \$1,321 | 10% | 169 |
| | 2020 | 8 | 0% | \$1,527,500 | -34% | \$1,450,000 | -34% | \$965 | -30% | \$954 | -28% | 311 |
| 1801-2400 | 2018 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2019 | 6 | - | \$2,225,417 | - | \$2,151,250 | - | \$1,099 | - | \$1,104 | - | 144 |
| | 2020 | 0 | - | - | - | - | - | - | - | - | - | - |
| Over 2400 | 2018 | 3 | -25% | \$4,166,667 | -41% | \$4,200,000 | -36% | \$1,535 | -31% | \$1,575 | -25% | 23 |
| | 2019 | 3 | 0% | \$6,450,000 | 55% | \$6,675,000 | 59% | \$2,041 | 33% | \$2,181 | 39% | 22 |
| | 2020 | 1 | -67% | \$6,900,000 | 7% | \$6,900,000 | 3% | \$1,616 | -21% | \$1,616 | -26% | - |



Midtown

Sales Over Last Asking Price

3rd Quarter 2020

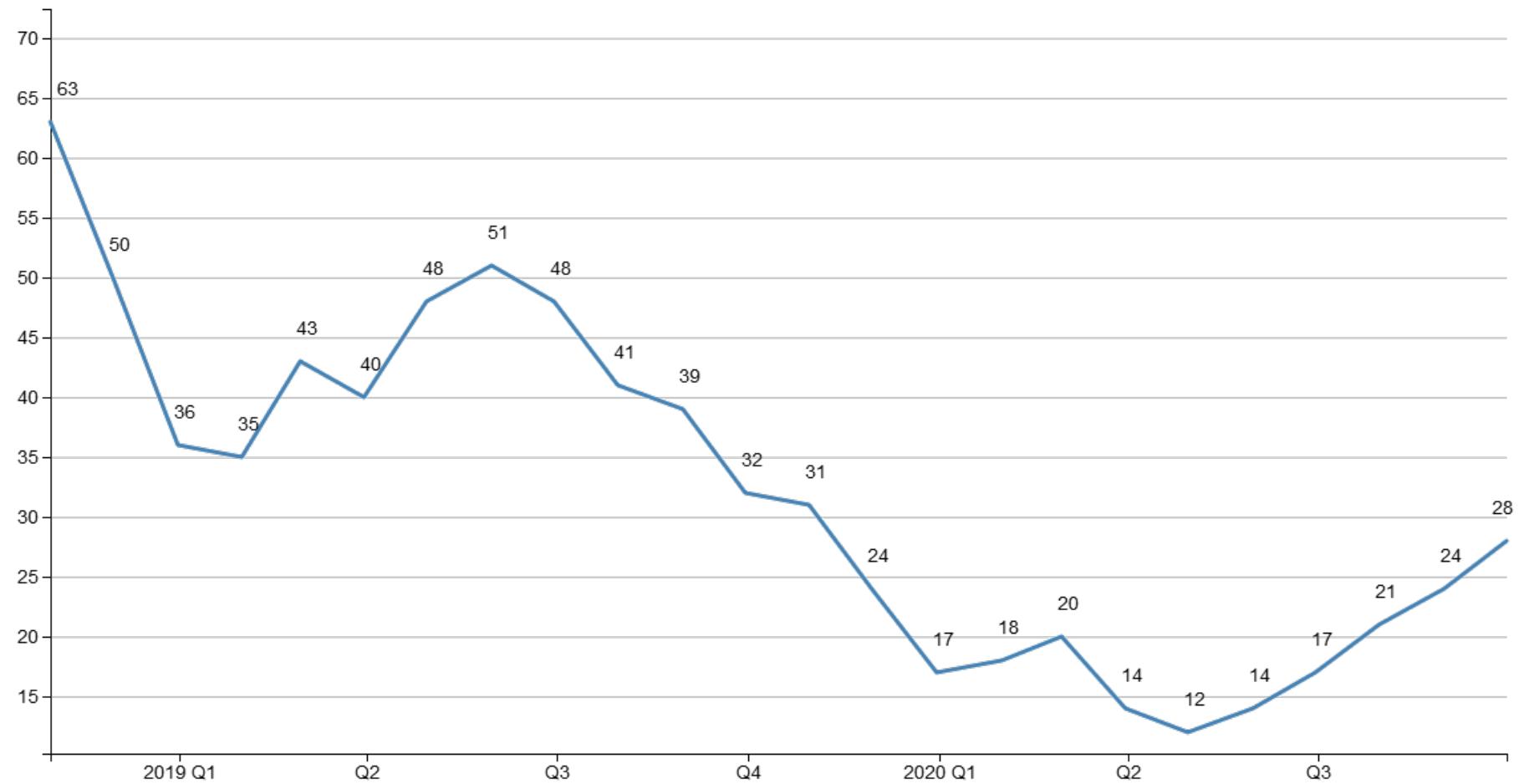


LINK

Midtown

Inventory

3rd Quarter 2020



LINK

NORTH END
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

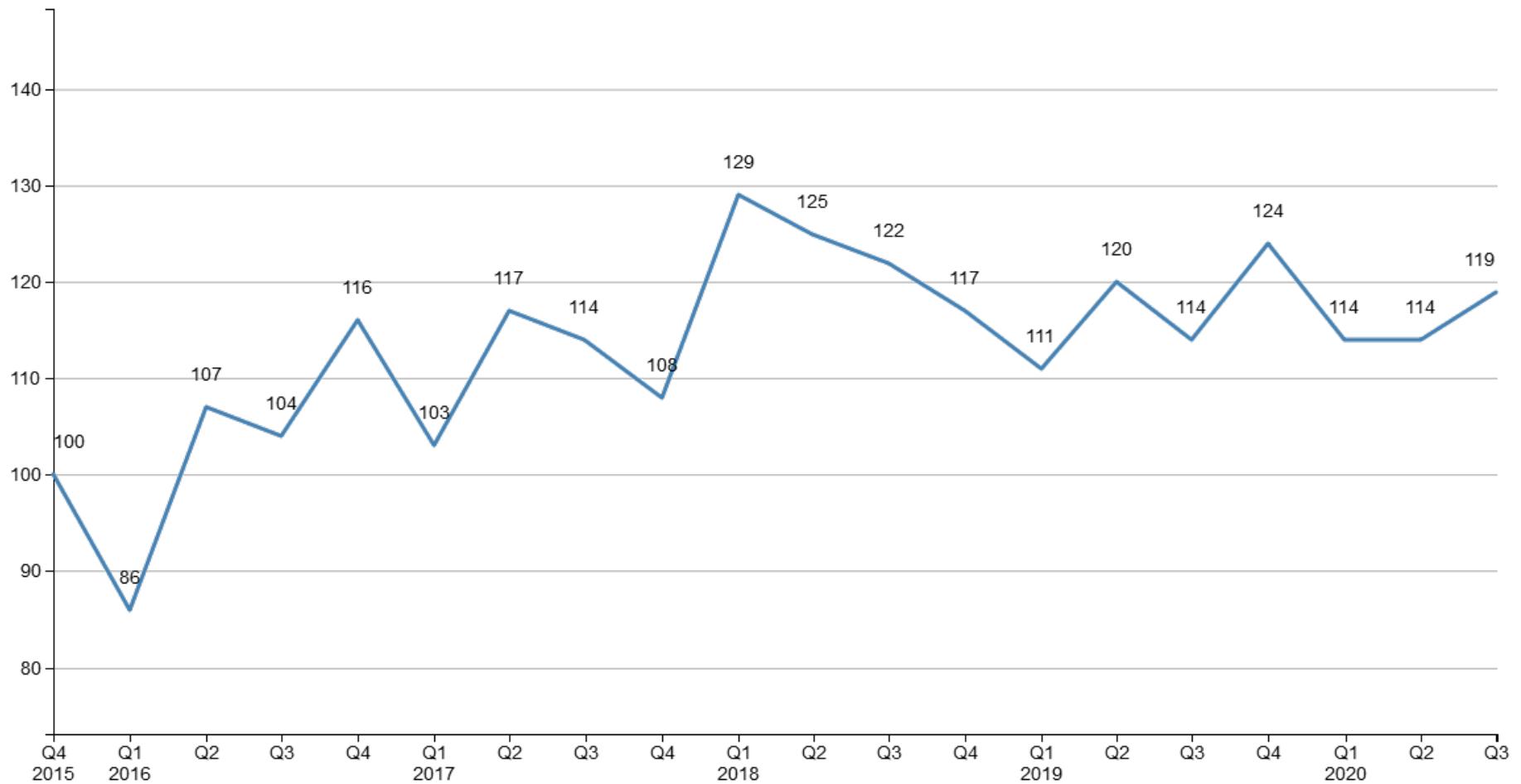
24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

LINK

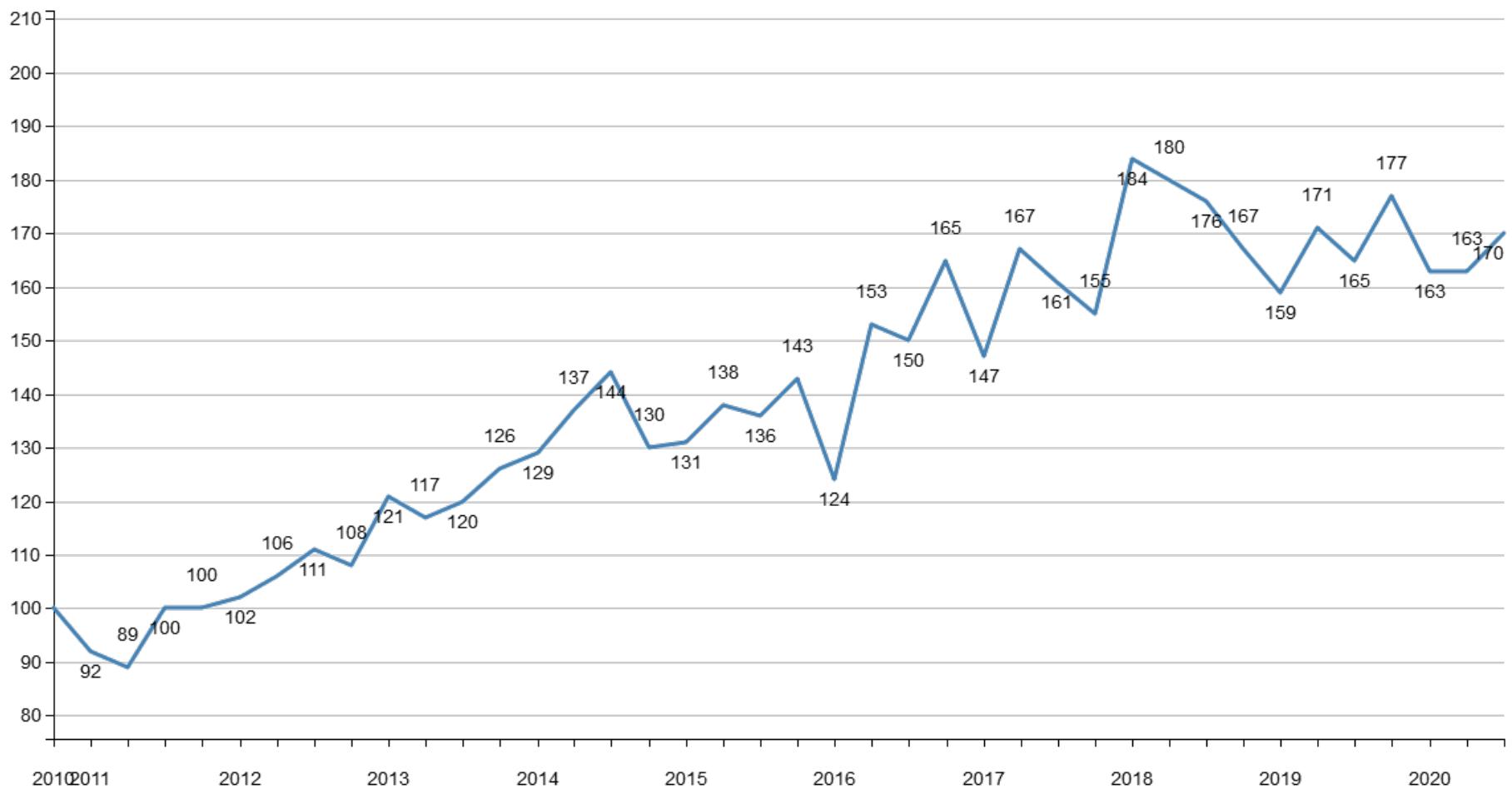
North End

Five Year Price Index
(Appreciation Rate)



LINK

North End Ten Year Price Index (Appreciation Rate)



LINK

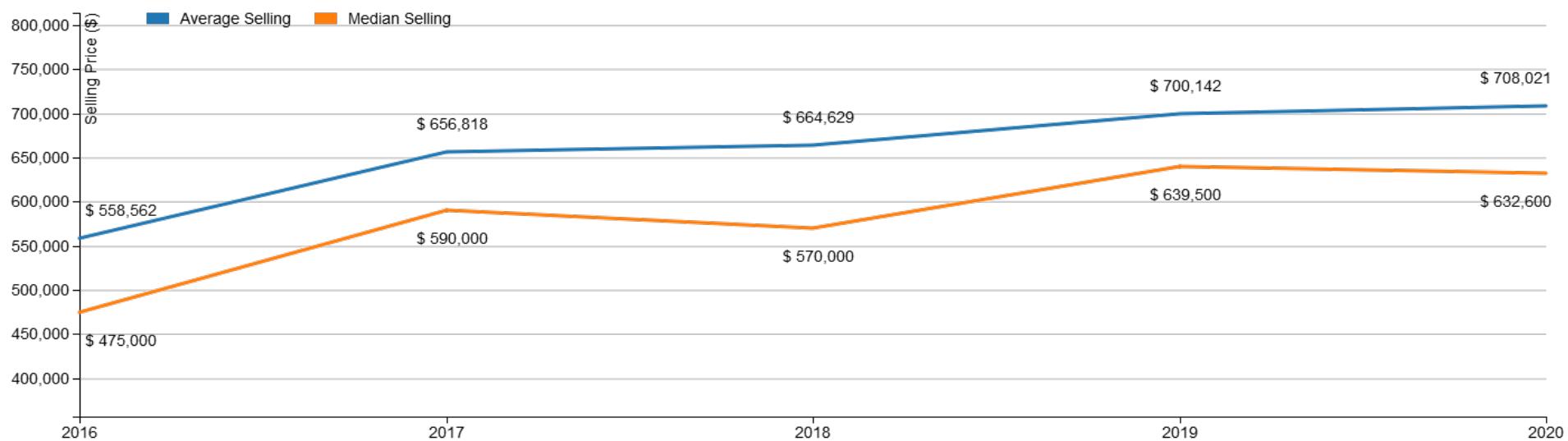
North End

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 37 | - | \$558,562 | - | \$475,000 | - | \$841 | - | \$865 | - | 46 |
| 2017 | 28 | -24% | \$656,818 | 18% | \$590,000 | 24% | \$884 | 5% | \$881 | 2% | 106 |
| 2018 | 31 | 11% | \$664,629 | 1% | \$570,000 | -3% | \$971 | 10% | \$932 | 6% | 35 |
| 2019 | 24 | -23% | \$700,142 | 5% | \$639,500 | 12% | \$899 | -7% | \$936 | 0% | 65 |
| 2020 | 28 | 17% | \$708,021 | 1% | \$632,600 | -1% | \$935 | 4% | \$966 | 3% | 35 |

Average / Median Selling Price





North End

Sales by Number of Bedrooms

3rd Quarter 2020



North End

Sales Comparison by Square Footage

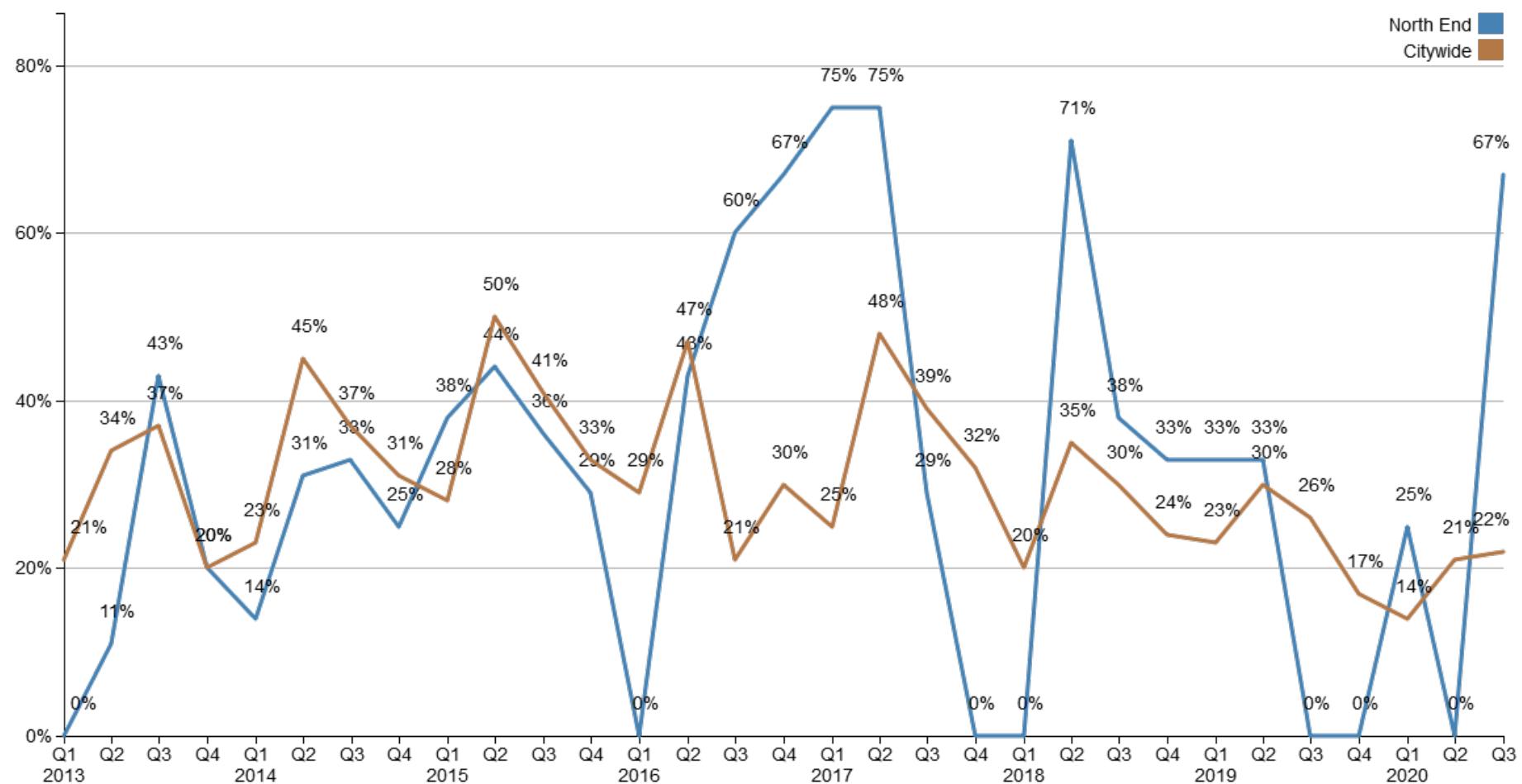
3rd Quarter 2020



North End

Sales Over Last Asking Price

3rd Quarter 2020

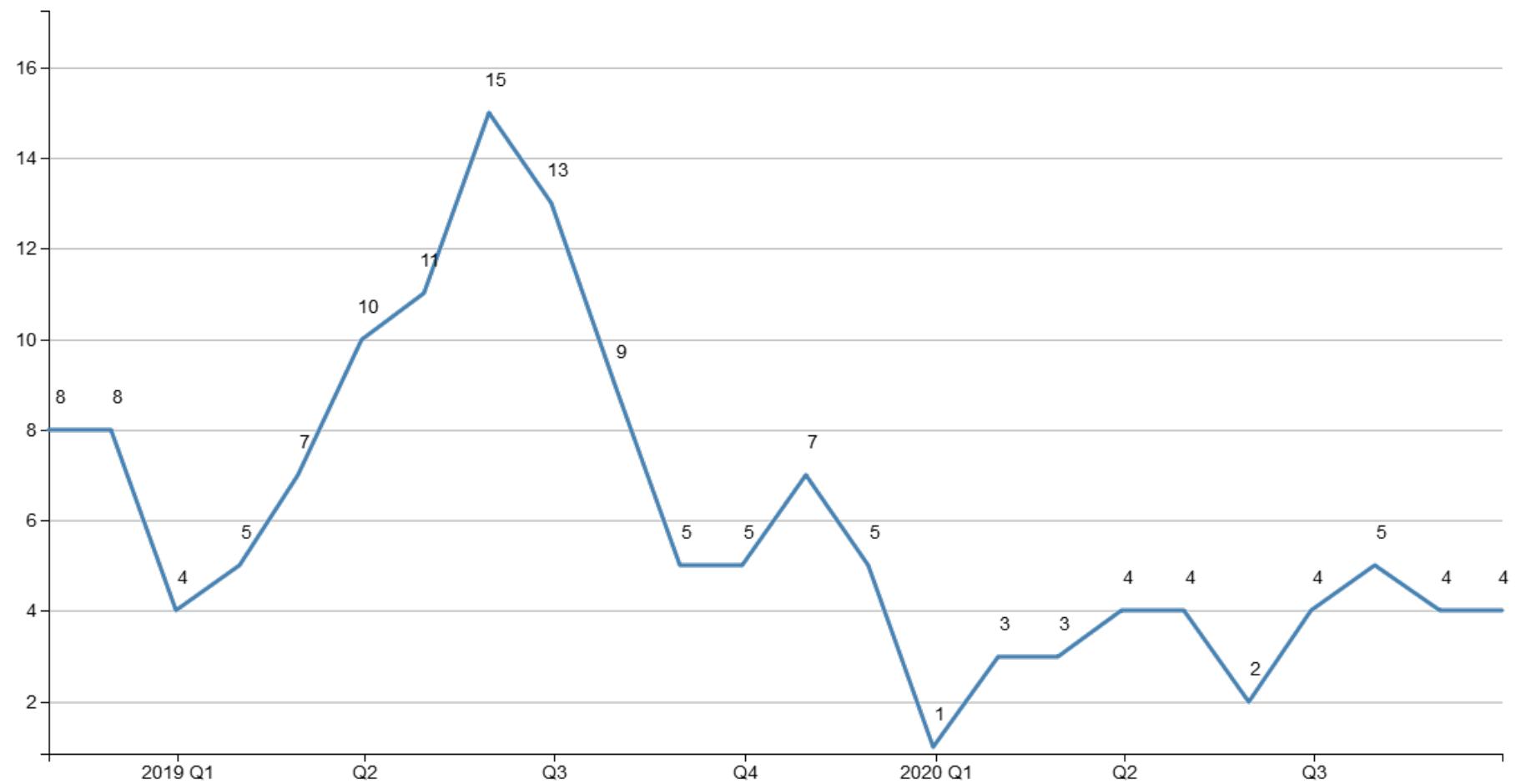


LINK

North End

Inventory

3rd Quarter 2020



LINK

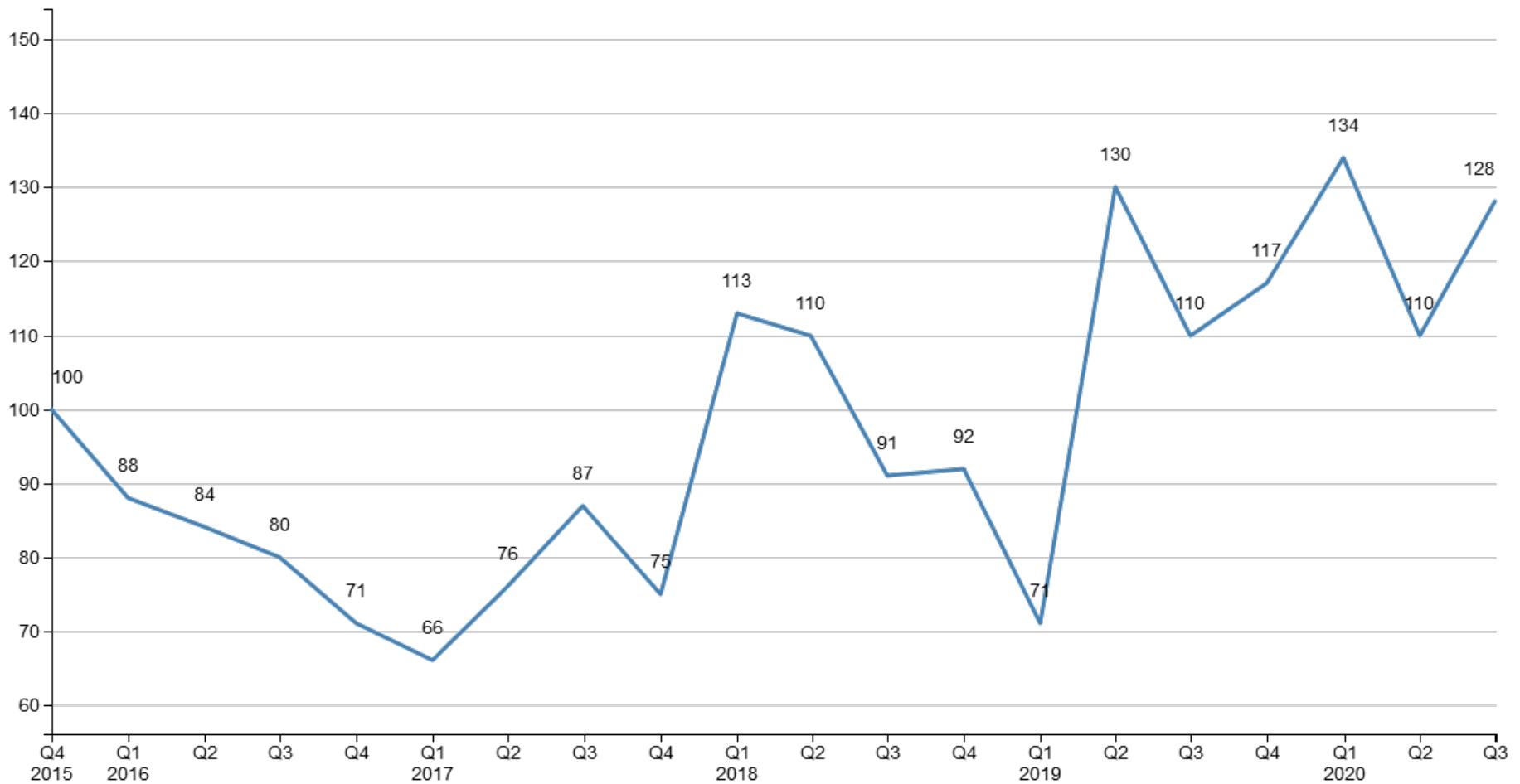
SEAPORT
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

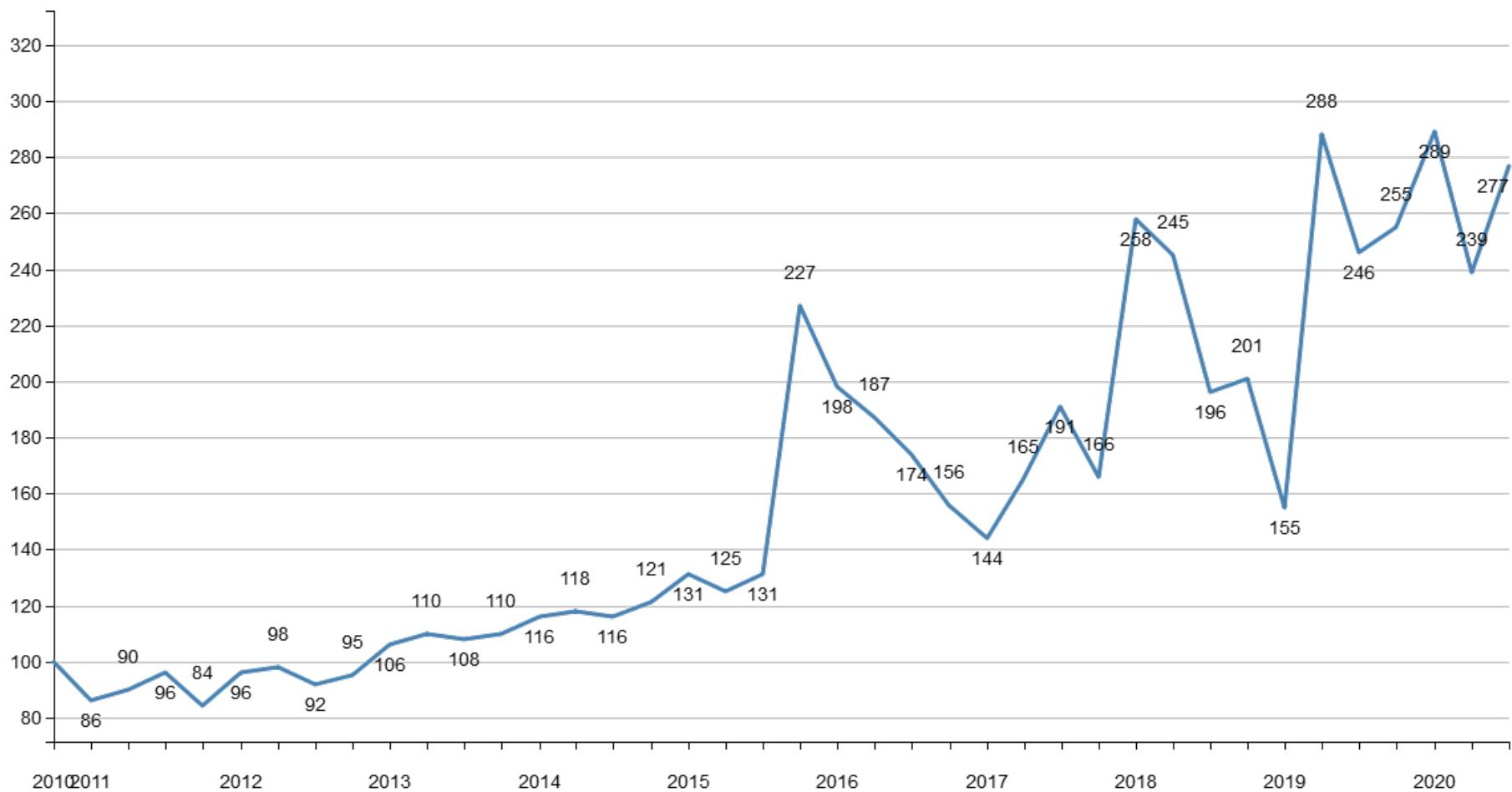
LINK

Seaport Five Year Price Index (Appreciation Rate)



LINK

Seaport Ten Year Price Index (Appreciation Rate)



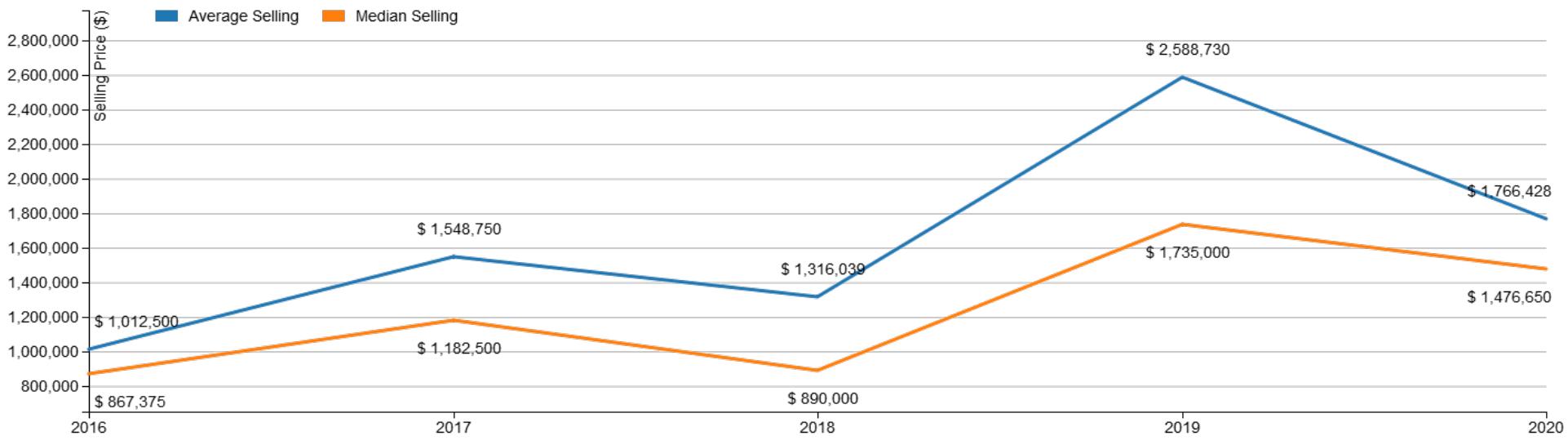
Seaport

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 80 | - | \$1,012,500 | - | \$867,375 | - | \$955 | - | \$927 | - | 24 |
| 2017 | 18 | -78% | \$1,548,750 | 53% | \$1,182,500 | 36% | \$970 | 2% | \$882 | -5% | 29 |
| 2018 | 49 | 172% | \$1,316,039 | -15% | \$890,000 | -25% | \$1,096 | 13% | \$1,104 | 25% | 51 |
| 2019 | 44 | -10% | \$2,588,730 | 97% | \$1,735,000 | 95% | \$1,529 | 40% | \$1,217 | 10% | 84 |
| 2020 | 56 | 27% | \$1,766,428 | -32% | \$1,476,650 | -15% | \$1,526 | 0% | \$1,537 | 26% | 127 |

Average / Median Selling Price



LINK

Seaport

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 10 | 400% | \$570,217 | -73% | \$592,500 | -72% | \$1,167 | 36% | \$1,150 | 34% | - |
| | 2019 | 1 | -90% | \$885,000 | 55% | \$885,000 | 49% | \$863 | -26% | \$863 | -25% | - |
| | 2020 | 4 | 300% | \$693,700 | -22% | \$689,250 | -22% | \$1,350 | 56% | \$1,365 | 58% | - |
| One Bed | 2018 | 19 | 73% | \$1,004,640 | -16% | \$890,000 | -10% | \$1,055 | 9% | \$1,104 | 18% | 58 |
| | 2019 | 12 | -37% | \$895,938 | -11% | \$721,250 | -19% | \$1,046 | -1% | \$951 | -14% | 62 |
| | 2020 | 23 | 92% | \$1,144,201 | 28% | \$1,175,700 | 63% | \$1,380 | 32% | \$1,525 | 60% | 42 |
| Two Beds | 2018 | 16 | 220% | \$1,349,788 | -36% | \$1,027,500 | -51% | \$988 | -2% | \$824 | 3% | 55 |
| | 2019 | 22 | 38% | \$2,282,011 | 69% | \$2,111,875 | 106% | \$1,431 | 45% | \$1,540 | 87% | 90 |
| | 2020 | 26 | 18% | \$2,202,608 | -3% | \$1,933,750 | -8% | \$1,654 | 16% | \$1,601 | 4% | 215 |
| Three Plus Beds | 2018 | 4 | - | \$4,524,750 | - | \$4,714,500 | - | \$1,543 | - | \$1,404 | - | 32 |
| | 2019 | 8 | 100% | \$6,279,827 | 39% | \$4,888,593 | 4% | \$2,607 | 69% | \$2,357 | 68% | - |
| | 2020 | 3 | -63% | \$4,186,917 | -33% | \$2,905,000 | -41% | \$1,762 | -32% | \$1,374 | -42% | 208 |



Seaport

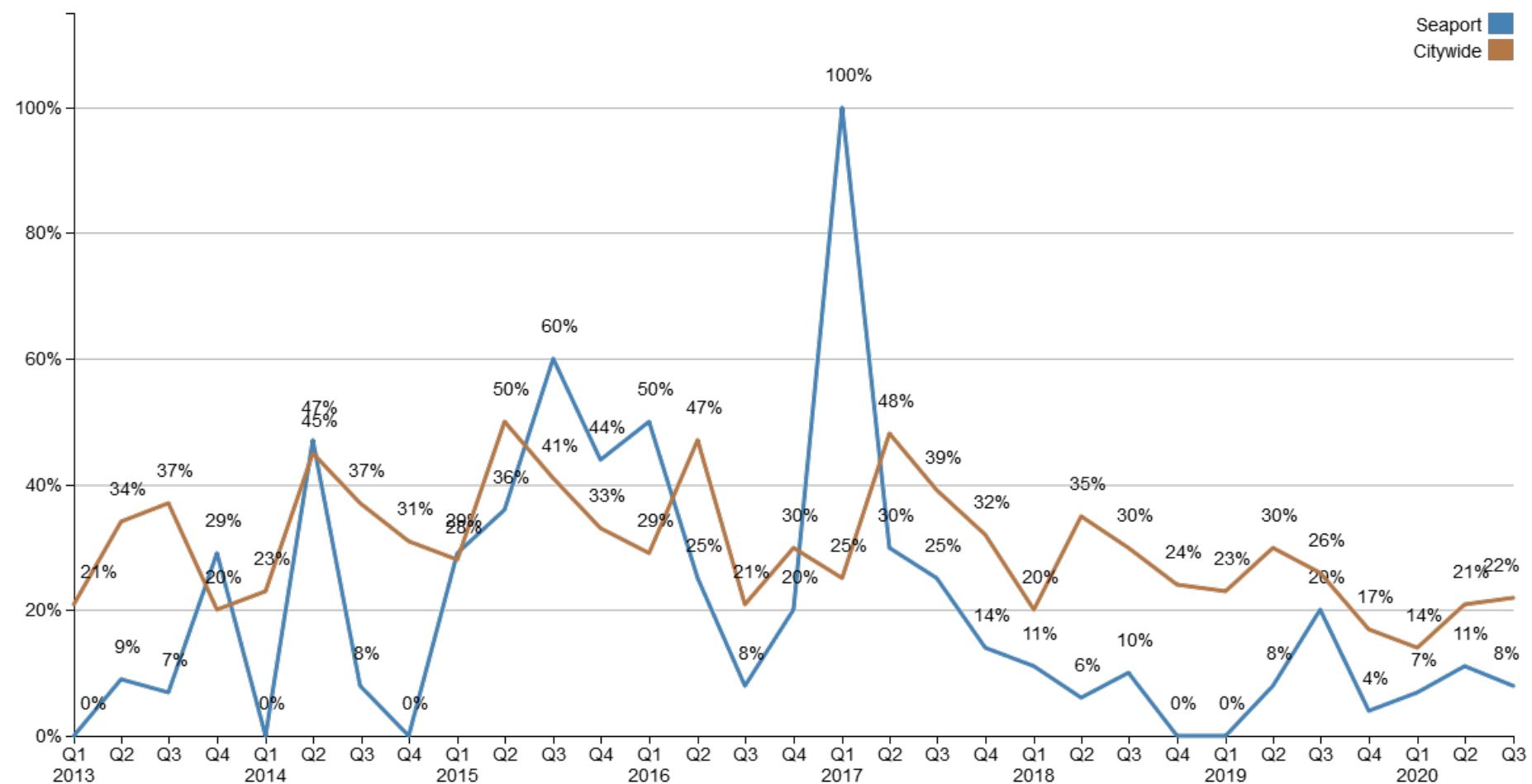
Sales Comparison by Square Footage

3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|--------------|-------|--------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 15 | 650% | \$589,351 | -72% | \$599,000 | -72% | \$1,163 | 25% | \$1,151 | 23% | - |
| | 2019 | 5 | -67% | \$600,000 | 2% | \$625,000 | 4% | \$1,053 | -9% | \$1,010 | -12% | - |
| | 2020 | 11 | 120% | \$935,293 | 56% | \$988,500 | 58% | \$1,508 | 43% | \$1,533 | 52% | 52 |
| 701-1000 | 2018 | 6 | 100% | \$773,510 | 18% | \$712,500 | 14% | \$890 | -1% | \$850 | -4% | 14 |
| | 2019 | 2 | -67% | \$671,250 | -13% | \$671,250 | -6% | \$892 | 0% | \$892 | 5% | 62 |
| | 2020 | 11 | 450% | \$1,215,836 | 81% | \$1,338,000 | 99% | \$1,468 | 65% | \$1,600 | 79% | - |
| 1001-1500 | 2018 | 20 | 186% | \$1,126,830 | 5% | \$1,027,500 | -1% | \$930 | 6% | \$824 | 3% | 65 |
| | 2019 | 16 | -20% | \$1,531,823 | 36% | \$1,218,500 | 19% | \$1,205 | 30% | \$896 | 9% | 122 |
| | 2020 | 26 | 63% | \$1,852,993 | 21% | \$1,892,950 | 55% | \$1,496 | 24% | \$1,530 | 71% | 21 |
| 1501-1800 | 2018 | 3 | 0% | \$2,863,000 | 73% | \$2,800,000 | 87% | \$1,772 | 81% | \$1,691 | 80% | 61 |
| | 2019 | 7 | 133% | \$2,024,983 | -29% | \$1,645,000 | -41% | \$1,272 | -28% | \$1,077 | -36% | 88 |
| | 2020 | 4 | -43% | \$2,381,000 | 18% | \$2,324,500 | 41% | \$1,511 | 19% | \$1,505 | 40% | 15 |
| 1801-2400 | 2018 | 3 | 50% | \$2,026,333 | -37% | \$1,780,000 | -44% | \$980 | -39% | \$926 | -43% | 38 |
| | 2019 | 11 | 267% | \$4,292,426 | 112% | \$4,619,850 | 160% | \$2,122 | 117% | \$2,207 | 138% | 27 |
| | 2020 | 3 | -73% | \$5,116,667 | 19% | \$4,995,000 | 8% | \$2,328 | 10% | \$2,484 | 13% | 415 |
| Over 2400 | 2018 | 2 | 100% | \$6,900,000 | 146% | \$6,900,000 | 146% | \$2,031 | 256% | \$2,031 | 256% | 50 |
| | 2019 | 2 | 0% | \$10,917,940 | 58% | \$10,917,940 | 58% | \$3,590 | 77% | \$3,590 | 77% | - |
| | 2020 | 1 | -50% | \$2,205,750 | -80% | \$2,205,750 | -80% | \$787 | -78% | \$787 | -78% | 208 |



Seaport
Sales Over Last Asking Price
3rd Quarter 2020

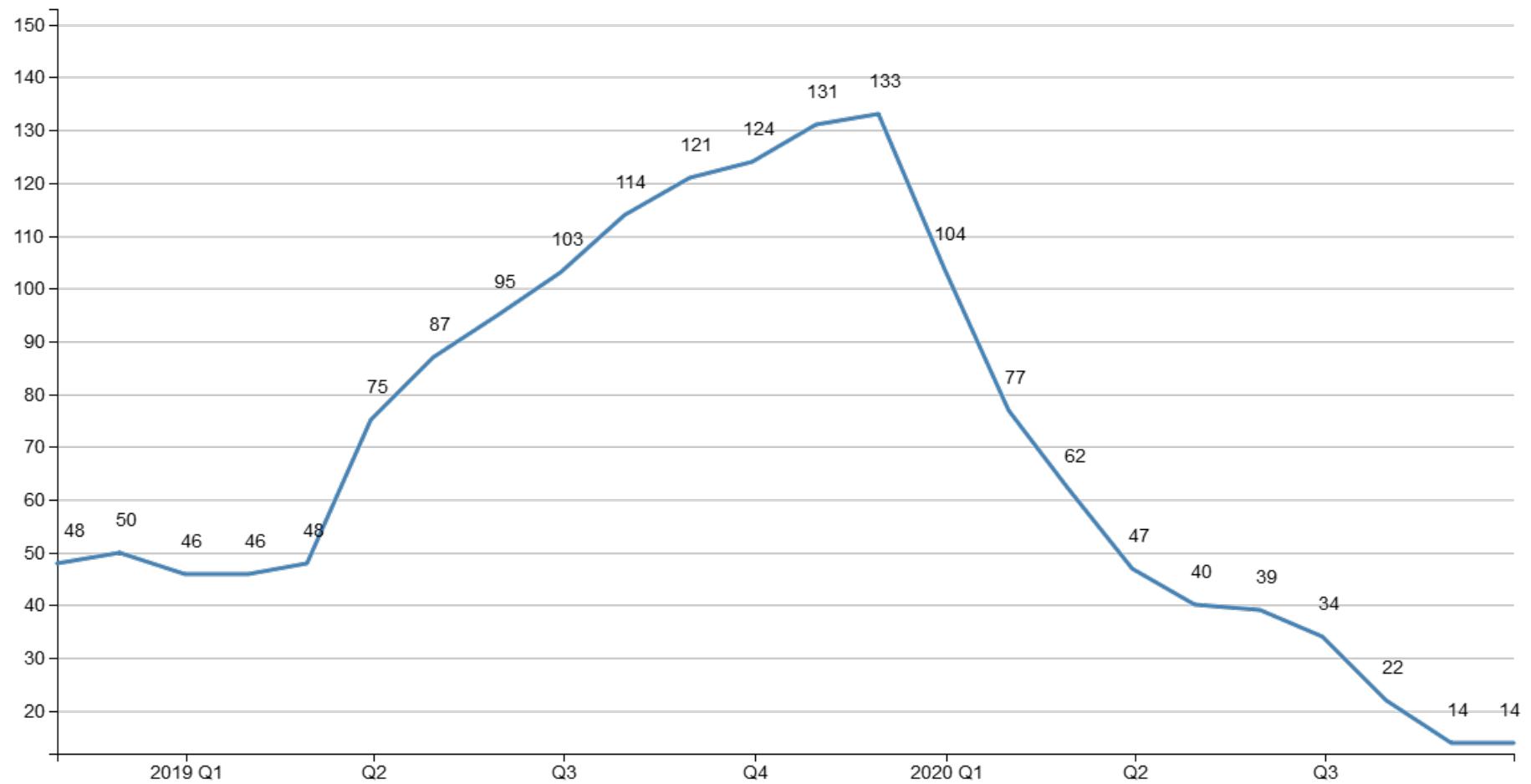


LINK

Seaport

Inventory

3rd Quarter 2020



LINK

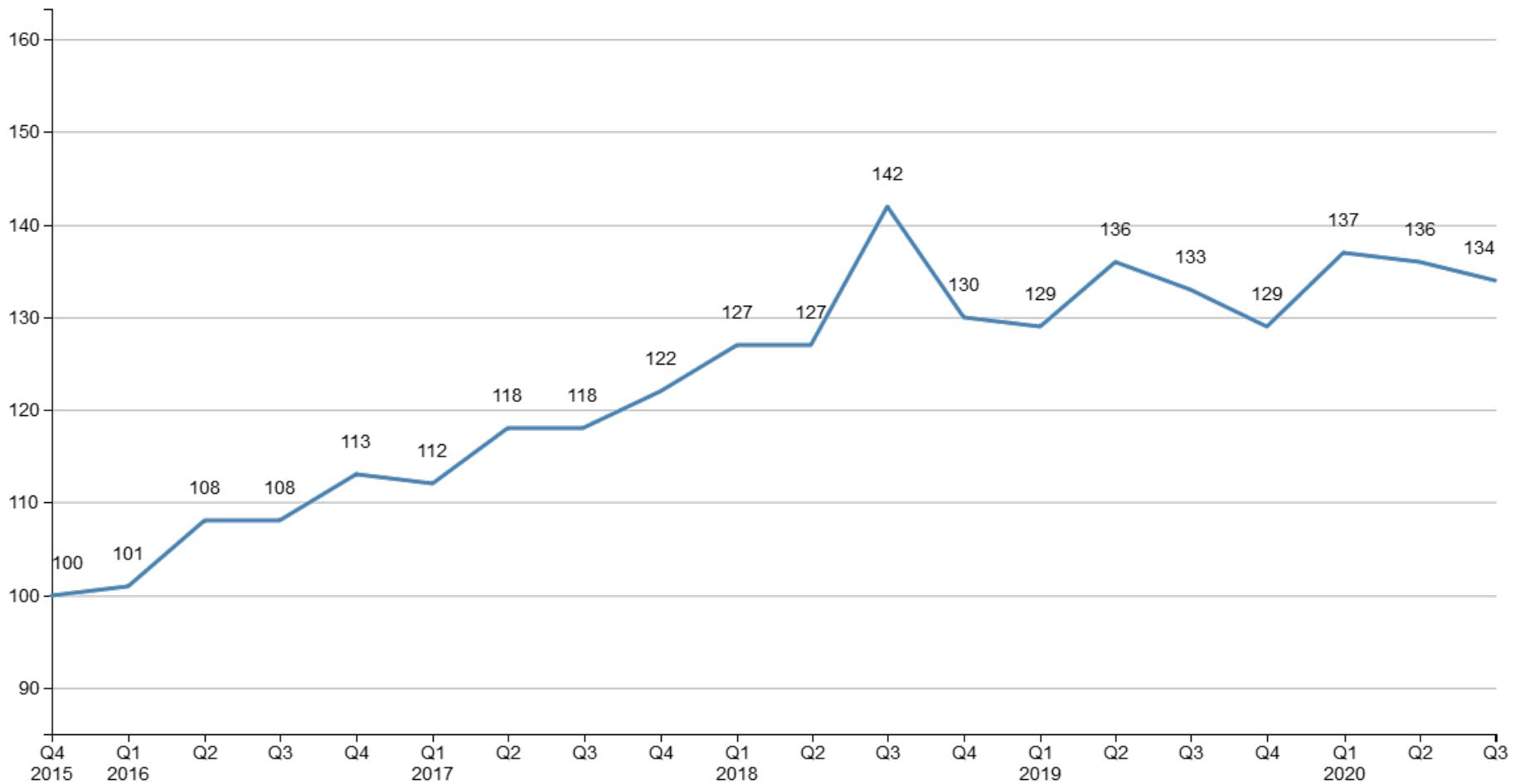
SOUTH BOSTON
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

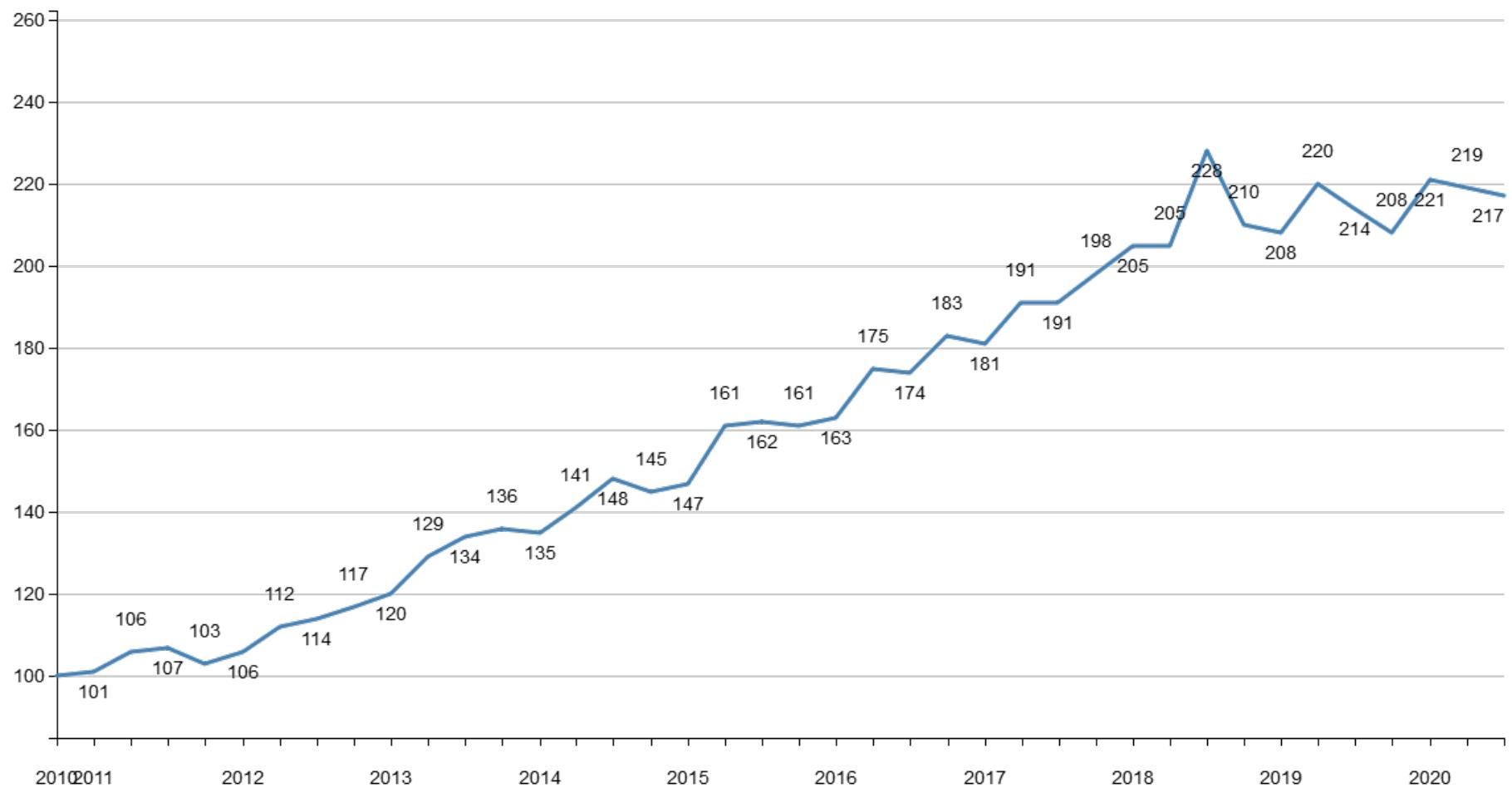
LINK

South Boston
Five Year Price Index
(Appreciation Rate)



LINK

South Boston Ten Year Price Index (Appreciation Rate)

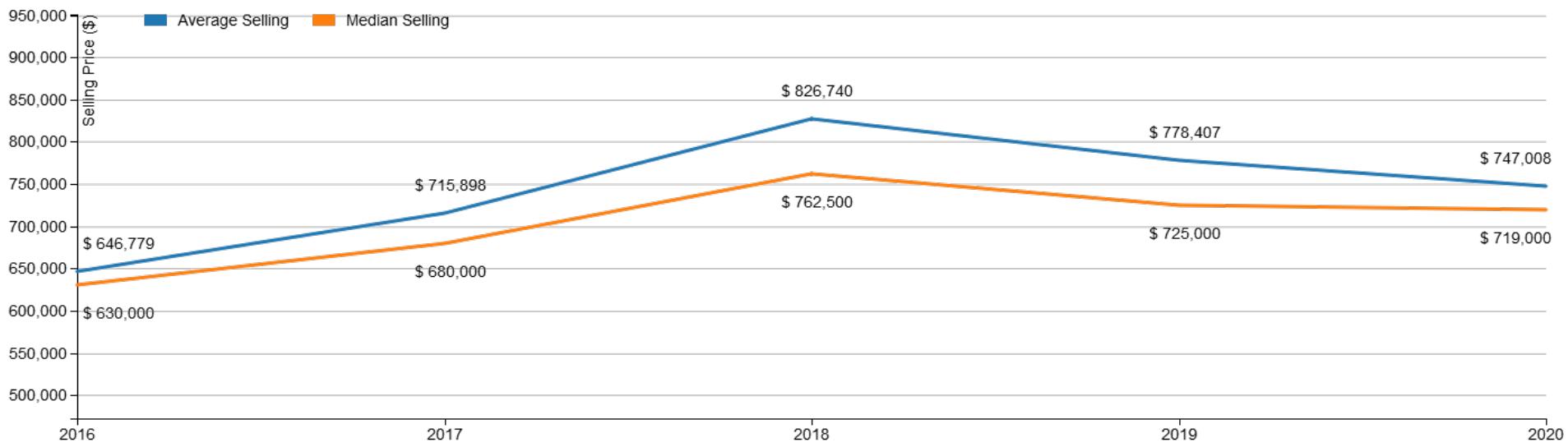


LINK

South Boston Sales Summary 3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 168 | - | \$646,779 | - | \$630,000 | - | \$601 | - | \$598 | - | 29 |
| 2017 | 214 | 27% | \$715,898 | 11% | \$680,000 | 8% | \$658 | 9% | \$658 | 10% | 35 |
| 2018 | 294 | 37% | \$826,740 | 15% | \$762,500 | 12% | \$799 | 21% | \$804 | 22% | 48 |
| 2019 | 173 | -41% | \$778,407 | -6% | \$725,000 | -5% | \$743 | -7% | \$731 | -9% | 46 |
| 2020 | 211 | 22% | \$747,008 | -4% | \$719,000 | -1% | \$762 | 3% | \$748 | 2% | 45 |

Average / Median Selling Price



LINK

South Boston

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 2 | -50% | \$852,000 | -3% | \$852,000 | 19% | \$888 | 51% | \$888 | 55% | 1 |
| | 2019 | 2 | 0% | \$668,000 | -22% | \$668,000 | -22% | \$943 | 6% | \$943 | 6% | - |
| | 2020 | 1 | -50% | \$485,000 | -27% | \$485,000 | -27% | \$1,021 | 8% | \$1,021 | 8% | - |
| One Bed | 2018 | 68 | 70% | \$643,570 | 35% | \$663,300 | 49% | \$903 | 23% | \$930 | 23% | 34 |
| | 2019 | 33 | -51% | \$574,000 | -11% | \$515,000 | -22% | \$829 | -8% | \$840 | -10% | 32 |
| | 2020 | 43 | 30% | \$558,528 | -3% | \$541,000 | 5% | \$852 | 3% | \$847 | 1% | 95 |
| Two Beds | 2018 | 185 | 50% | \$855,423 | 21% | \$800,000 | 18% | \$791 | 19% | \$788 | 18% | 57 |
| | 2019 | 110 | -41% | \$743,403 | -13% | \$724,500 | -9% | \$727 | -8% | \$712 | -10% | 42 |
| | 2020 | 138 | 25% | \$768,665 | 3% | \$740,500 | 2% | \$754 | 4% | \$742 | 4% | 23 |
| Three Plus Beds | 2018 | 39 | -17% | \$1,008,759 | 8% | \$949,000 | 6% | \$654 | 13% | \$653 | 13% | 33 |
| | 2019 | 28 | -28% | \$1,164,714 | 15% | \$1,137,500 | 20% | \$691 | 6% | \$668 | 2% | 120 |
| | 2020 | 29 | 4% | \$932,453 | -20% | \$825,000 | -27% | \$657 | -5% | \$677 | 1% | 56 |



South Boston

Sales Comparison by Square Footage

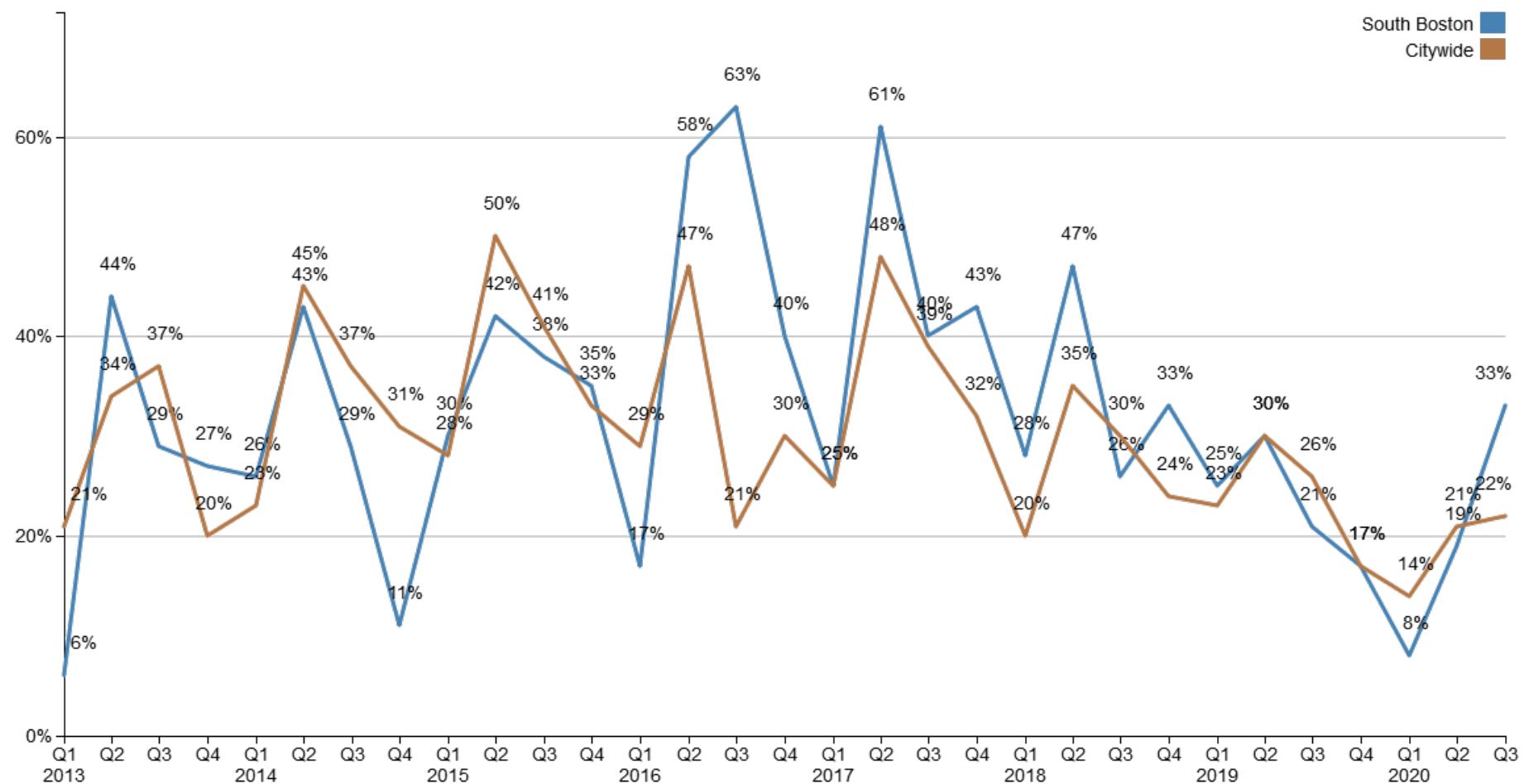
3rd Quarter 2020

| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 46 | 39% | \$518,112 | 19% | \$513,500 | 19% | \$909 | 17% | \$892 | 15% | 26 |
| | 2019 | 25 | -46% | \$470,840 | -9% | \$482,000 | -6% | \$830 | -9% | \$826 | -7% | 45 |
| | 2020 | 47 | 88% | \$532,111 | 13% | \$525,000 | 9% | \$913 | 10% | \$874 | 6% | 21 |
| 701-1000 | 2018 | 90 | 36% | \$691,739 | 17% | \$702,500 | 24% | \$818 | 19% | \$797 | 15% | 42 |
| | 2019 | 56 | -38% | \$658,526 | -5% | \$636,000 | -9% | \$779 | -5% | \$763 | -4% | 26 |
| | 2020 | 58 | 4% | \$653,657 | -1% | \$639,500 | 1% | \$774 | -1% | \$779 | 2% | 5 |
| 1001-1500 | 2018 | 120 | 60% | \$936,358 | 25% | \$949,000 | 27% | \$784 | 26% | \$799 | 28% | 55 |
| | 2019 | 68 | -43% | \$814,771 | -13% | \$794,500 | -16% | \$706 | -10% | \$678 | -15% | 50 |
| | 2020 | 84 | 24% | \$820,504 | 1% | \$790,763 | 0% | \$702 | 0% | \$697 | 3% | 52 |
| 1501-1800 | 2018 | 25 | 47% | \$1,106,240 | 18% | \$1,100,000 | 29% | \$689 | 21% | \$652 | 23% | 68 |
| | 2019 | 11 | -56% | \$1,179,182 | 7% | \$1,130,000 | 3% | \$718 | 4% | \$665 | 2% | 66 |
| | 2020 | 13 | 18% | \$1,036,538 | -12% | \$994,000 | -12% | \$625 | -13% | \$605 | -9% | 85 |
| 1801-2400 | 2018 | 13 | -35% | \$1,304,077 | 10% | \$1,250,000 | 9% | \$641 | 7% | \$650 | 11% | 23 |
| | 2019 | 10 | -23% | \$1,286,550 | -1% | \$1,304,500 | 4% | \$645 | 1% | \$628 | -3% | 154 |
| | 2020 | 8 | -20% | \$1,365,625 | 6% | \$1,385,000 | 6% | \$665 | 3% | \$687 | 9% | 97 |
| Over 2400 | 2018 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2019 | 3 | - | \$1,591,667 | - | \$1,375,000 | - | \$623 | - | \$555 | - | - |
| | 2020 | 1 | -67% | \$1,375,000 | -14% | \$1,375,000 | 0% | \$568 | -9% | \$568 | 2% | - |

South Boston

Sales Over Last Asking Price

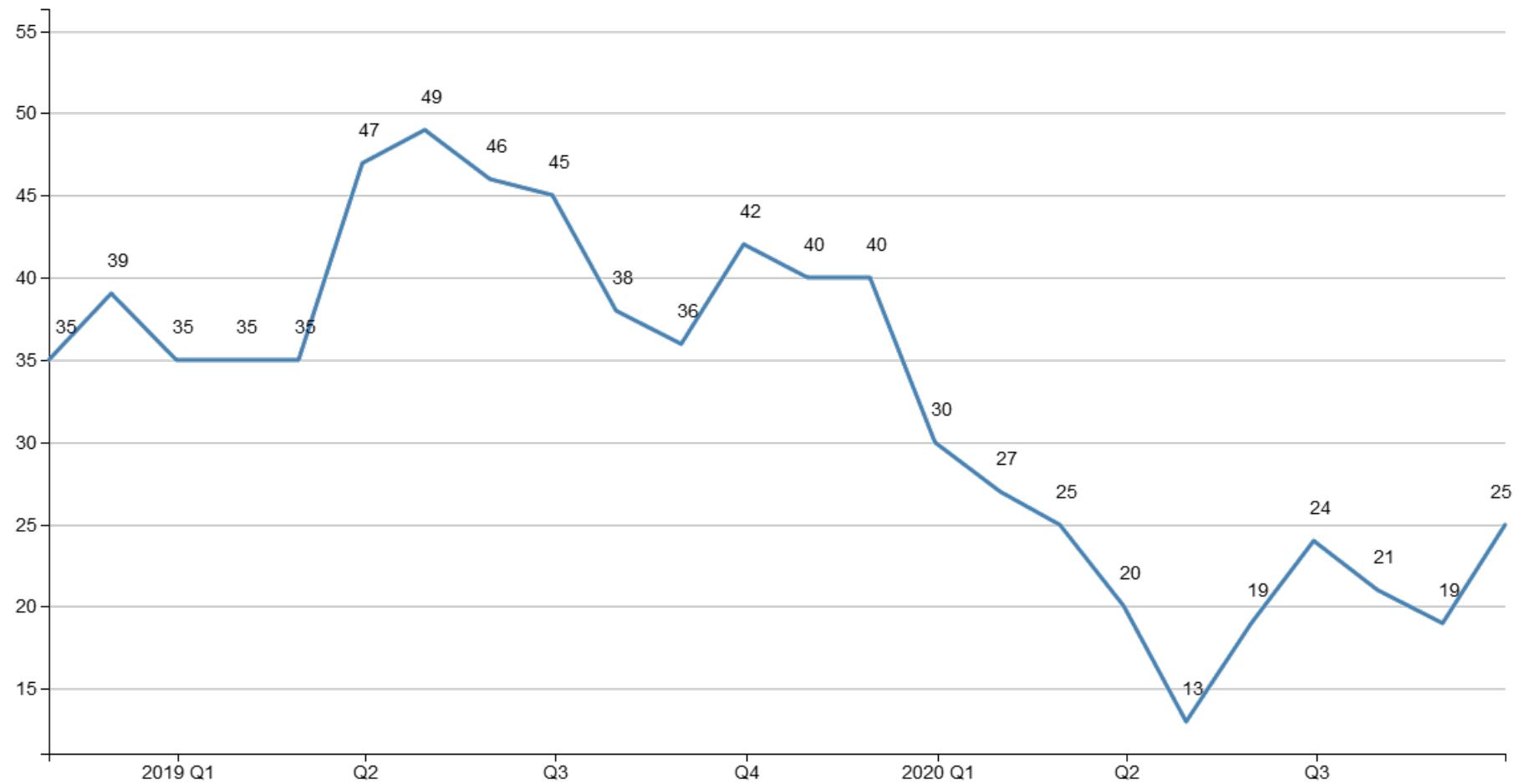
3rd Quarter 2020



South Boston

Inventory

3rd Quarter 2020



LINK

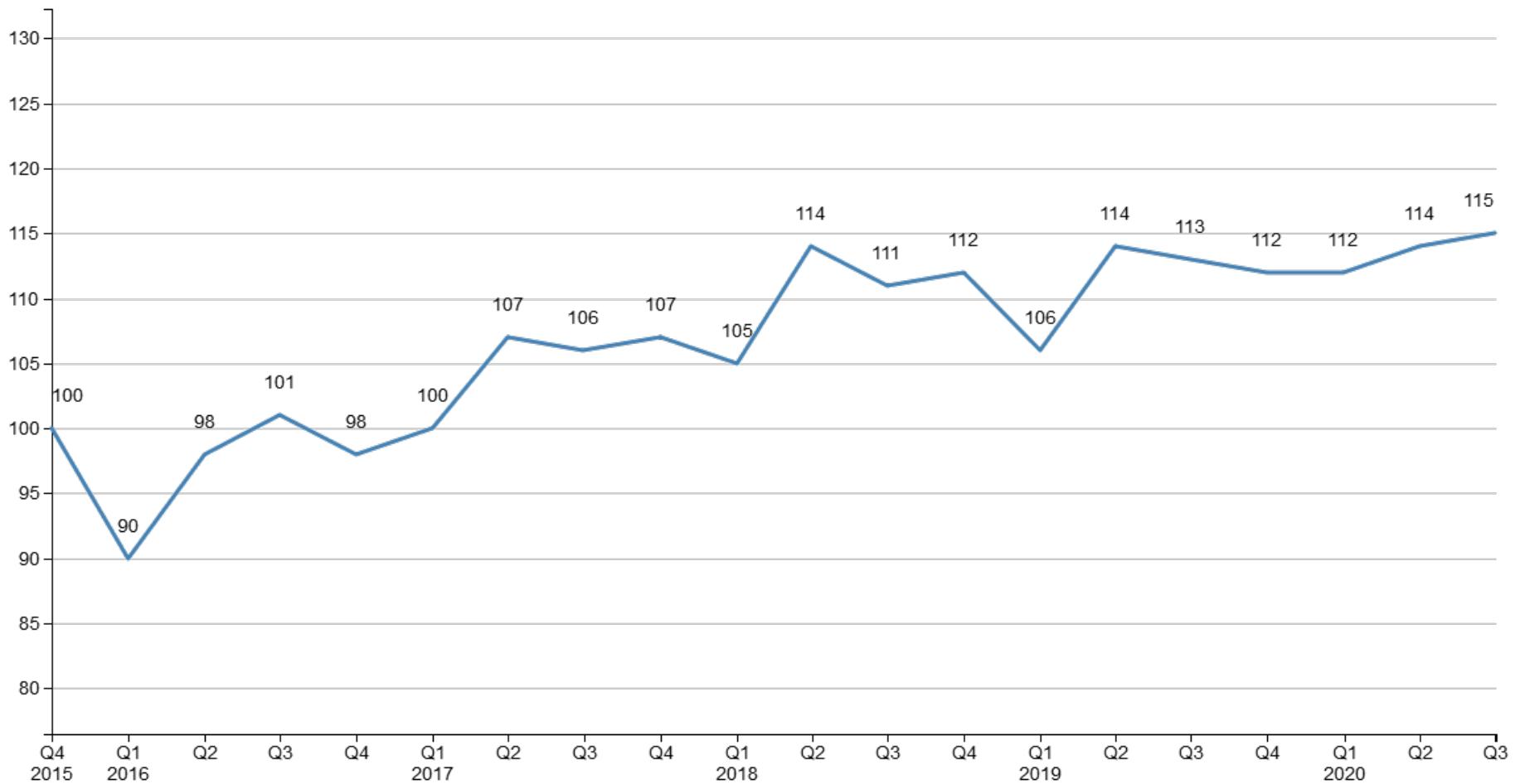
SOUTH END
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

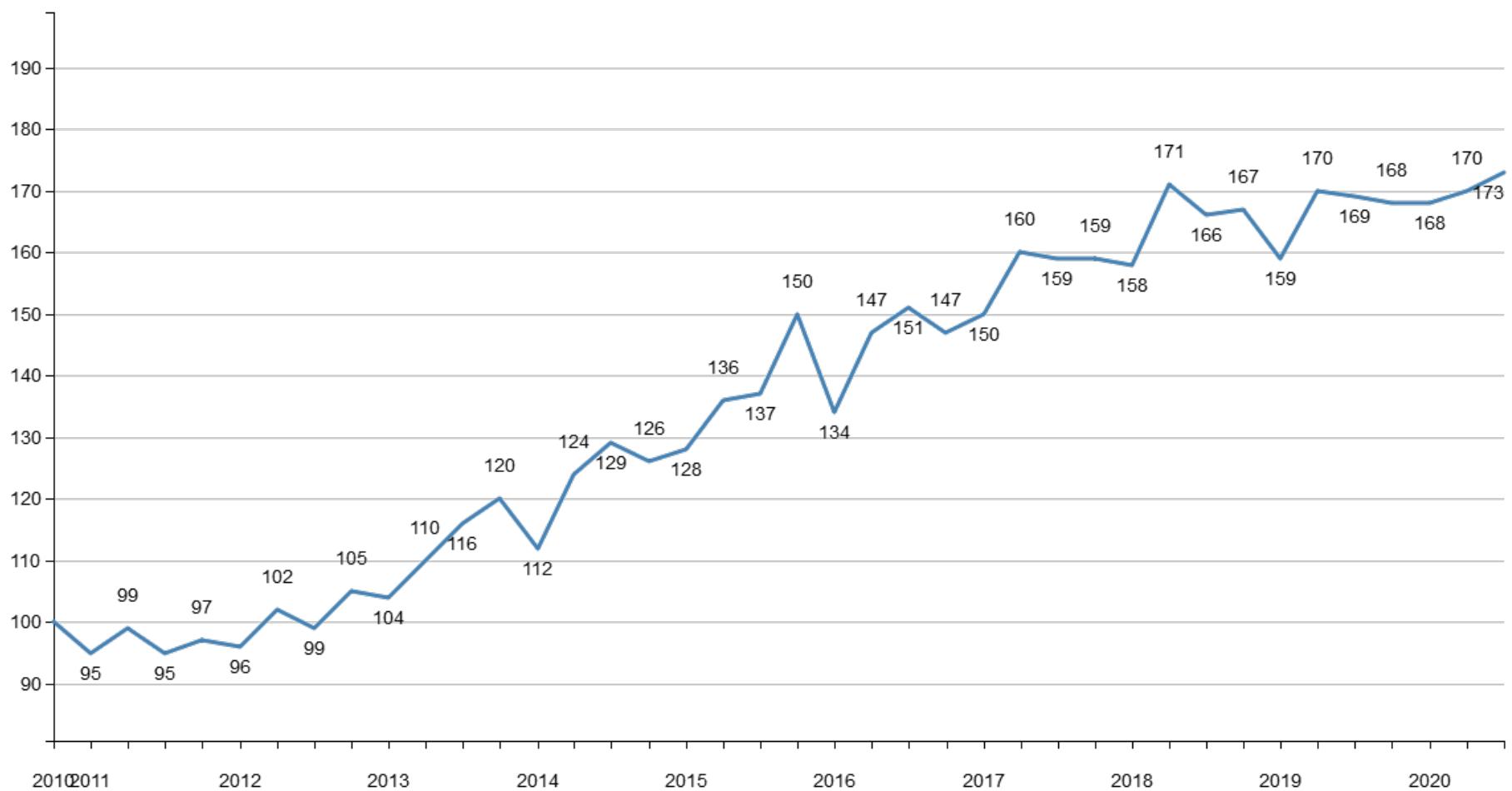
LINK

South End
Five Year Price Index
(Appreciation Rate)



LINK

South End
Ten Year Price Index
(Appreciation Rate)



LINK

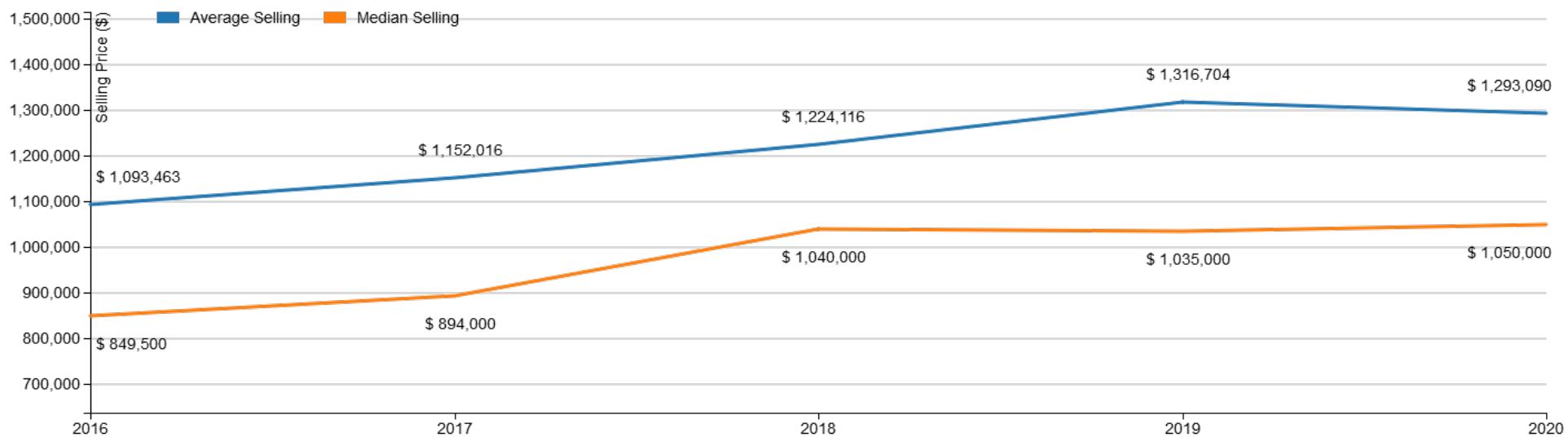
South End

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 142 | - | \$1,093,463 | - | \$849,500 | - | \$946 | - | \$939 | - | 27 |
| 2017 | 154 | 8% | \$1,152,016 | 5% | \$894,000 | 5% | \$999 | 5% | \$1,007 | 7% | 36 |
| 2018 | 173 | 12% | \$1,224,116 | 6% | \$1,040,000 | 16% | \$1,043 | 4% | \$1,054 | 5% | 64 |
| 2019 | 155 | -10% | \$1,316,704 | 8% | \$1,035,000 | 0% | \$1,075 | 3% | \$1,078 | 2% | 54 |
| 2020 | 183 | 18% | \$1,293,090 | -2% | \$1,050,000 | 1% | \$1,083 | 1% | \$1,080 | 0% | 46 |

Average / Median Selling Price



LINK

South End

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 3 | -50% | \$482,312 | -9% | \$416,812 | -16% | \$1,075 | 7% | \$1,056 | -5% | - |
| | 2019 | 8 | 167% | \$643,675 | 33% | \$522,950 | 25% | \$1,045 | -3% | \$1,052 | 0% | 66 |
| | 2020 | 6 | -25% | \$557,833 | -13% | \$443,500 | -15% | \$1,096 | 5% | \$1,123 | 7% | - |
| One Bed | 2018 | 47 | -8% | \$788,933 | 8% | \$701,000 | 5% | \$1,022 | 3% | \$1,036 | 1% | 40 |
| | 2019 | 41 | -13% | \$731,291 | -7% | \$676,000 | -4% | \$1,070 | 5% | \$1,089 | 5% | 35 |
| | 2020 | 47 | 15% | \$779,757 | 7% | \$750,000 | 11% | \$1,015 | -5% | \$1,029 | -5% | 35 |
| Two Beds | 2018 | 102 | 40% | \$1,205,345 | 6% | \$1,100,000 | 5% | \$1,029 | 3% | \$1,050 | 5% | 72 |
| | 2019 | 74 | -27% | \$1,295,194 | 7% | \$1,150,000 | 5% | \$1,058 | 3% | \$1,047 | 0% | 52 |
| | 2020 | 94 | 27% | \$1,208,993 | -7% | \$1,112,500 | -3% | \$1,084 | 3% | \$1,075 | 3% | 52 |
| Three Plus Beds | 2018 | 21 | -13% | \$2,395,238 | 7% | \$2,290,000 | 3% | \$1,155 | 13% | \$1,168 | 14% | 82 |
| | 2019 | 32 | 52% | \$2,284,762 | -5% | \$2,382,750 | 4% | \$1,127 | -2% | \$1,183 | 1% | 87 |
| | 2020 | 36 | 13% | \$2,305,403 | 1% | \$1,873,750 | -21% | \$1,168 | 4% | \$1,171 | -1% | 41 |

South End

Sales Comparison by Square Footage

3rd Quarter 2020

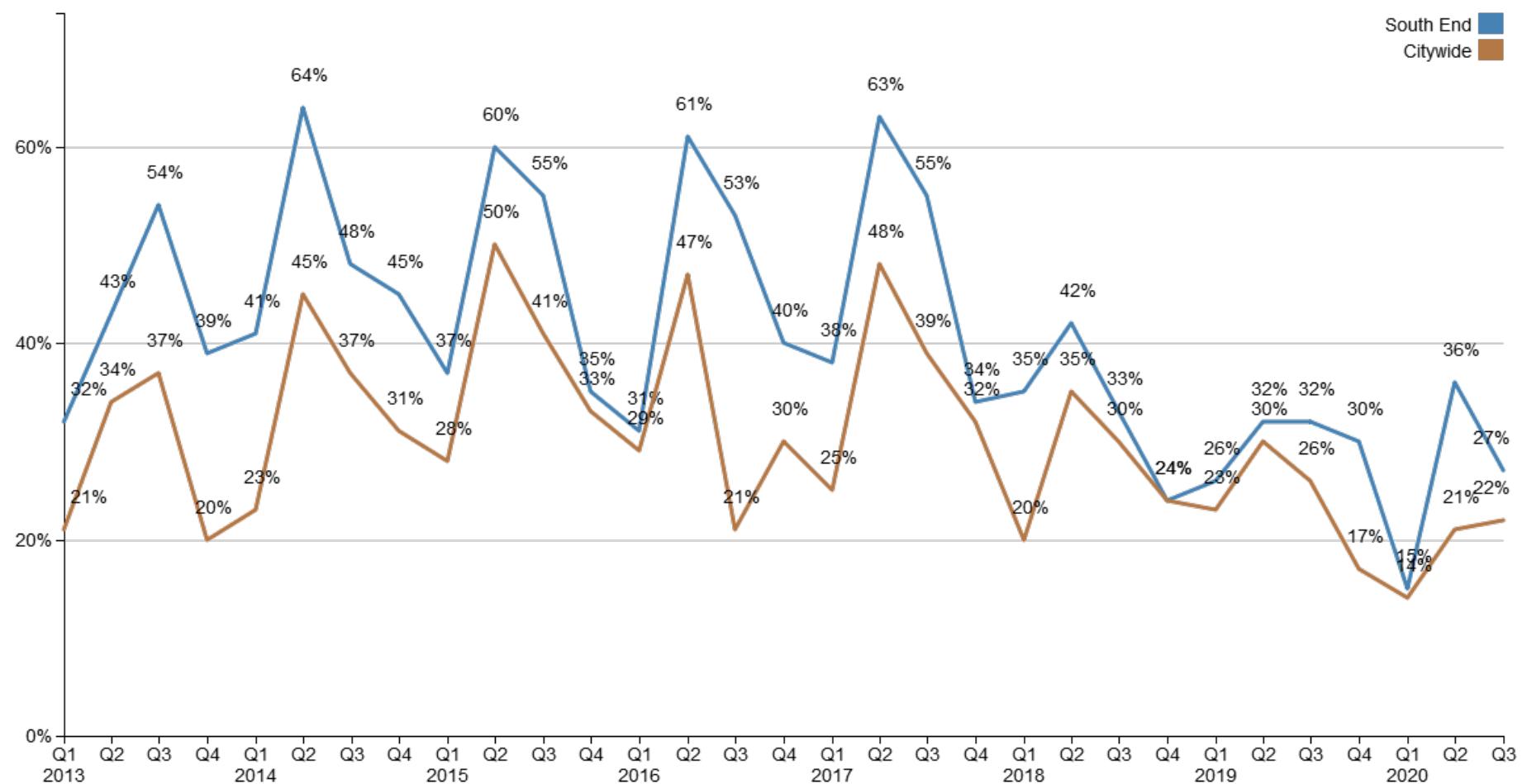
| Sq Feet | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 700 or less | 2018 | 28 | -32% | \$616,212 | 1% | \$652,500 | 11% | \$1,075 | 2% | \$1,065 | 1% | 25 |
| | 2019 | 35 | 25% | \$617,783 | 0% | \$592,500 | -9% | \$1,110 | 3% | \$1,095 | 3% | 33 |
| | 2020 | 31 | -11% | \$648,806 | 5% | \$665,000 | 12% | \$1,112 | 0% | \$1,119 | 2% | 38 |
| 701-1000 | 2018 | 57 | 84% | \$851,268 | 5% | \$841,000 | 3% | \$1,001 | 1% | \$1,012 | 0% | 42 |
| | 2019 | 37 | -35% | \$838,973 | -1% | \$860,000 | 2% | \$1,013 | 1% | \$1,019 | 1% | 33 |
| | 2020 | 54 | 46% | \$863,539 | 3% | \$872,500 | 1% | \$1,026 | 1% | \$1,021 | 0% | 35 |
| 1001-1500 | 2018 | 52 | 8% | \$1,213,928 | 3% | \$1,201,885 | 5% | \$996 | 3% | \$1,015 | 5% | 92 |
| | 2019 | 38 | -27% | \$1,257,165 | 4% | \$1,210,000 | 1% | \$1,024 | 3% | \$995 | -2% | 46 |
| | 2020 | 61 | 61% | \$1,275,705 | 1% | \$1,242,000 | 3% | \$1,053 | 3% | \$1,062 | 7% | 62 |
| 1501-1800 | 2018 | 17 | 21% | \$1,922,441 | 17% | \$1,850,000 | 10% | \$1,142 | 13% | \$1,096 | 3% | 82 |
| | 2019 | 17 | 0% | \$1,757,934 | -9% | \$1,800,000 | -3% | \$1,077 | -6% | \$1,158 | 6% | 85 |
| | 2020 | 15 | -12% | \$1,869,767 | 6% | \$1,800,000 | 0% | \$1,127 | 5% | \$1,083 | -6% | 22 |
| 1801-2400 | 2018 | 13 | 8% | \$2,288,038 | 1% | \$2,275,000 | -8% | \$1,113 | 0% | \$1,152 | -6% | 72 |
| | 2019 | 19 | 46% | \$2,264,658 | -1% | \$2,376,500 | 4% | \$1,118 | 0% | \$1,202 | 4% | 97 |
| | 2020 | 16 | -16% | \$2,412,925 | 7% | \$2,382,500 | 0% | \$1,199 | 7% | \$1,183 | -2% | 77 |
| Over 2400 | 2018 | 6 | -25% | \$3,407,583 | 34% | \$3,347,500 | 12% | \$1,274 | 70% | \$1,244 | 45% | 67 |
| | 2019 | 9 | 50% | \$3,415,444 | 0% | \$3,500,000 | 5% | \$1,310 | 3% | \$1,328 | 7% | 116 |
| | 2020 | 6 | -33% | \$4,236,667 | 24% | \$3,137,500 | -10% | \$1,337 | 2% | \$1,198 | -10% | 4 |



South End

Sales Over Last Asking Price

3rd Quarter 2020

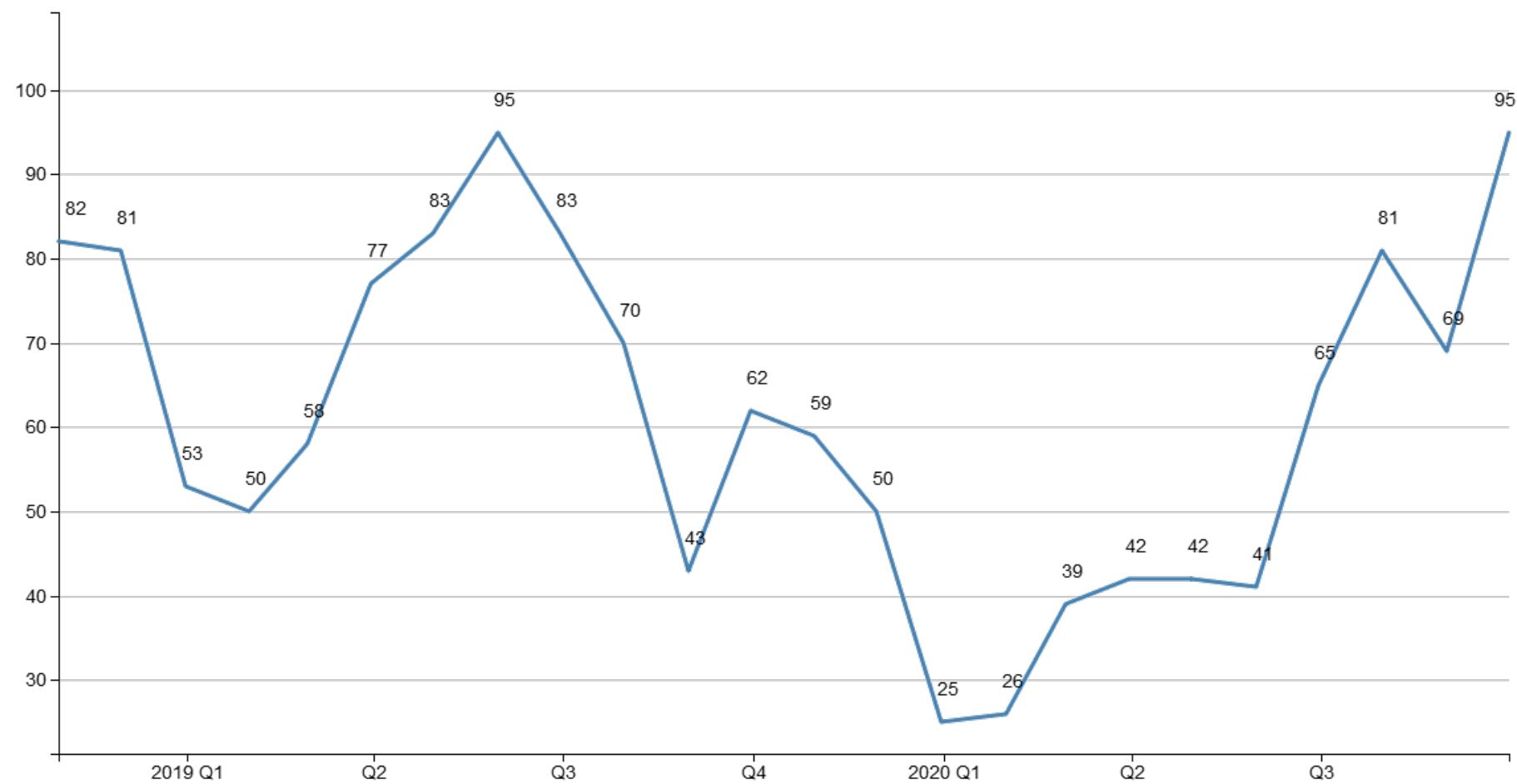


LINK

South End

Inventory

3rd Quarter 2020



LINK

WATERFRONT
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

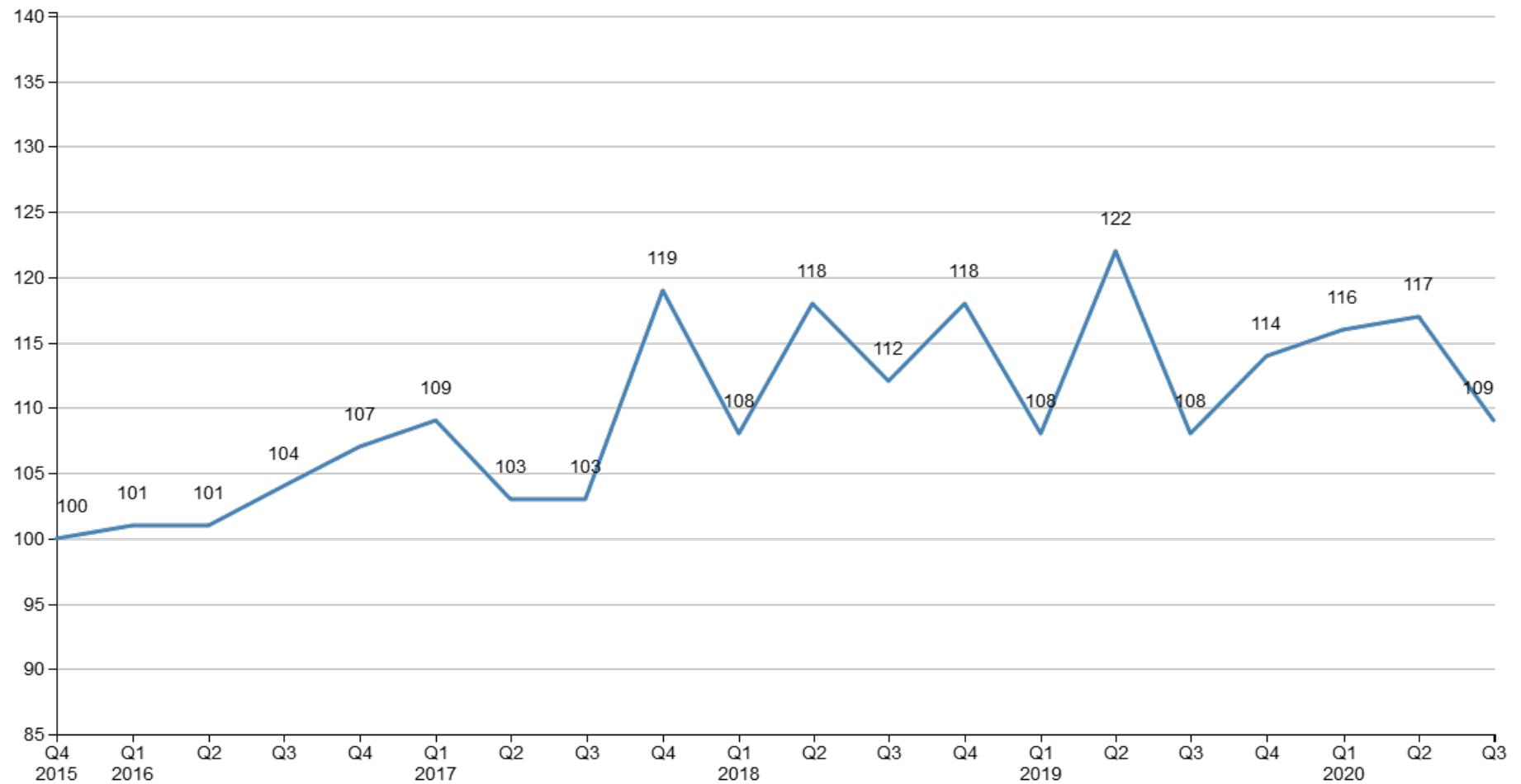
24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM

LINK

Waterfront

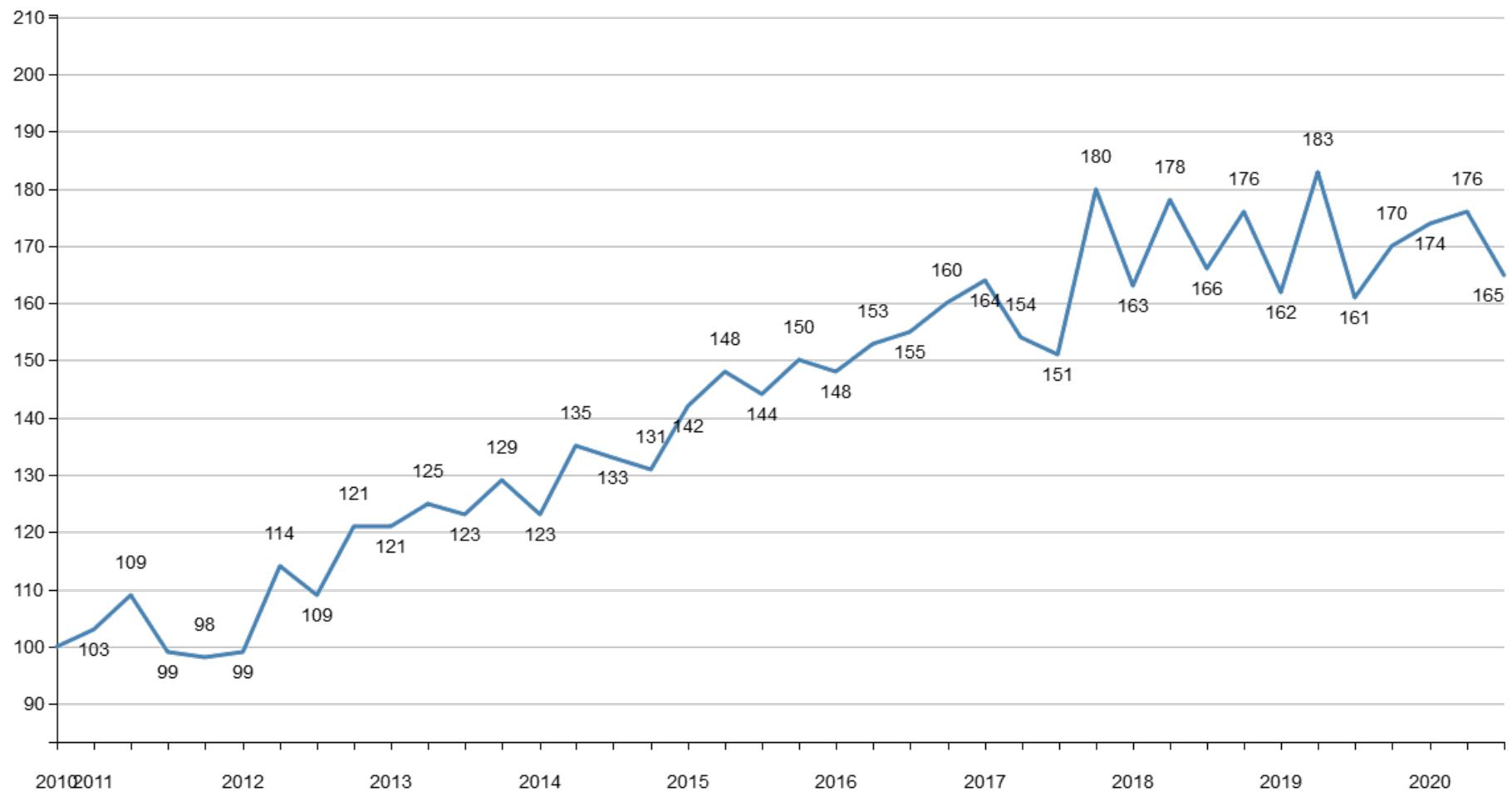
Five Year Price Index
(Appreciation Rate)



LINK

Waterfront

Ten Year Price Index
(Appreciation Rate)



LINK

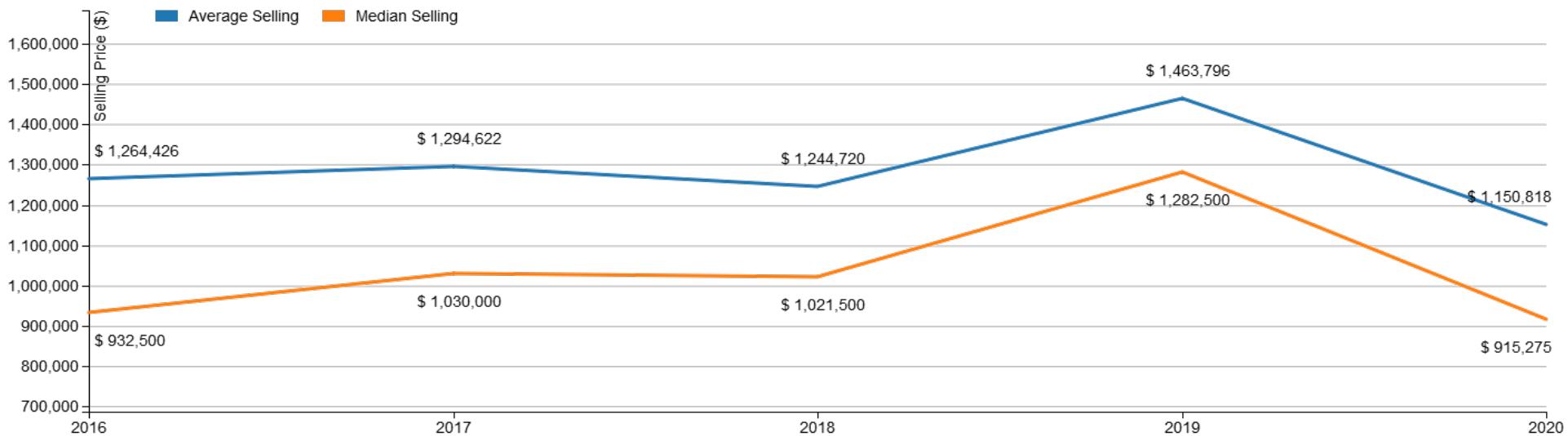
Waterfront

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| 2016 | 50 | - | \$1,264,426 | - | \$932,500 | - | \$969 | - | \$865 | - | 59 |
| 2017 | 47 | -6% | \$1,294,622 | 2% | \$1,030,000 | 10% | \$938 | -3% | \$939 | 9% | 57 |
| 2018 | 48 | 2% | \$1,244,720 | -4% | \$1,021,500 | -1% | \$1,011 | 8% | \$1,012 | 8% | 69 |
| 2019 | 42 | -13% | \$1,463,796 | 18% | \$1,282,500 | 26% | \$1,019 | 1% | \$998 | -1% | 112 |
| 2020 | 37 | -12% | \$1,150,818 | -21% | \$915,275 | -29% | \$986 | -3% | \$939 | -6% | 148 |

Average / Median Selling Price



LINK

Waterfront

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 1 | - | \$705,000 | - | \$705,000 | - | \$1,233 | - | \$1,233 | - | - |
| | 2019 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2020 | 1 | - | \$2,100,000 | - | \$2,100,000 | - | \$1,327 | - | \$1,327 | - | - |
| One Bed | 2018 | 19 | -5% | \$816,055 | -15% | \$755,000 | -8% | \$957 | 3% | \$957 | 3% | 43 |
| | 2019 | 11 | -42% | \$722,695 | -11% | \$710,000 | -6% | \$823 | -14% | \$821 | -14% | 76 |
| | 2020 | 19 | 73% | \$760,711 | 5% | \$779,000 | 10% | \$930 | 13% | \$938 | 14% | 71 |
| Two Beds | 2018 | 25 | 19% | \$1,329,460 | 4% | \$1,235,000 | 12% | \$1,001 | 6% | \$1,020 | 7% | 71 |
| | 2019 | 24 | -4% | \$1,429,780 | 8% | \$1,425,450 | 15% | \$1,055 | 5% | \$1,013 | -1% | 108 |
| | 2020 | 13 | -46% | \$1,310,790 | -8% | \$1,195,000 | -16% | \$948 | -10% | \$908 | -10% | 118 |
| Three Plus Beds | 2018 | 3 | -50% | \$3,433,333 | 37% | \$3,400,000 | 50% | \$1,360 | 45% | \$1,282 | 32% | 331 |
| | 2019 | 7 | 133% | \$2,745,007 | -20% | \$2,965,050 | -13% | \$1,203 | -12% | \$1,207 | -6% | 128 |
| | 2020 | 4 | -43% | \$2,246,625 | -18% | \$2,242,500 | -24% | \$1,291 | 7% | \$1,203 | 0% | 532 |



Waterfront

Sales Comparison by Square Footage

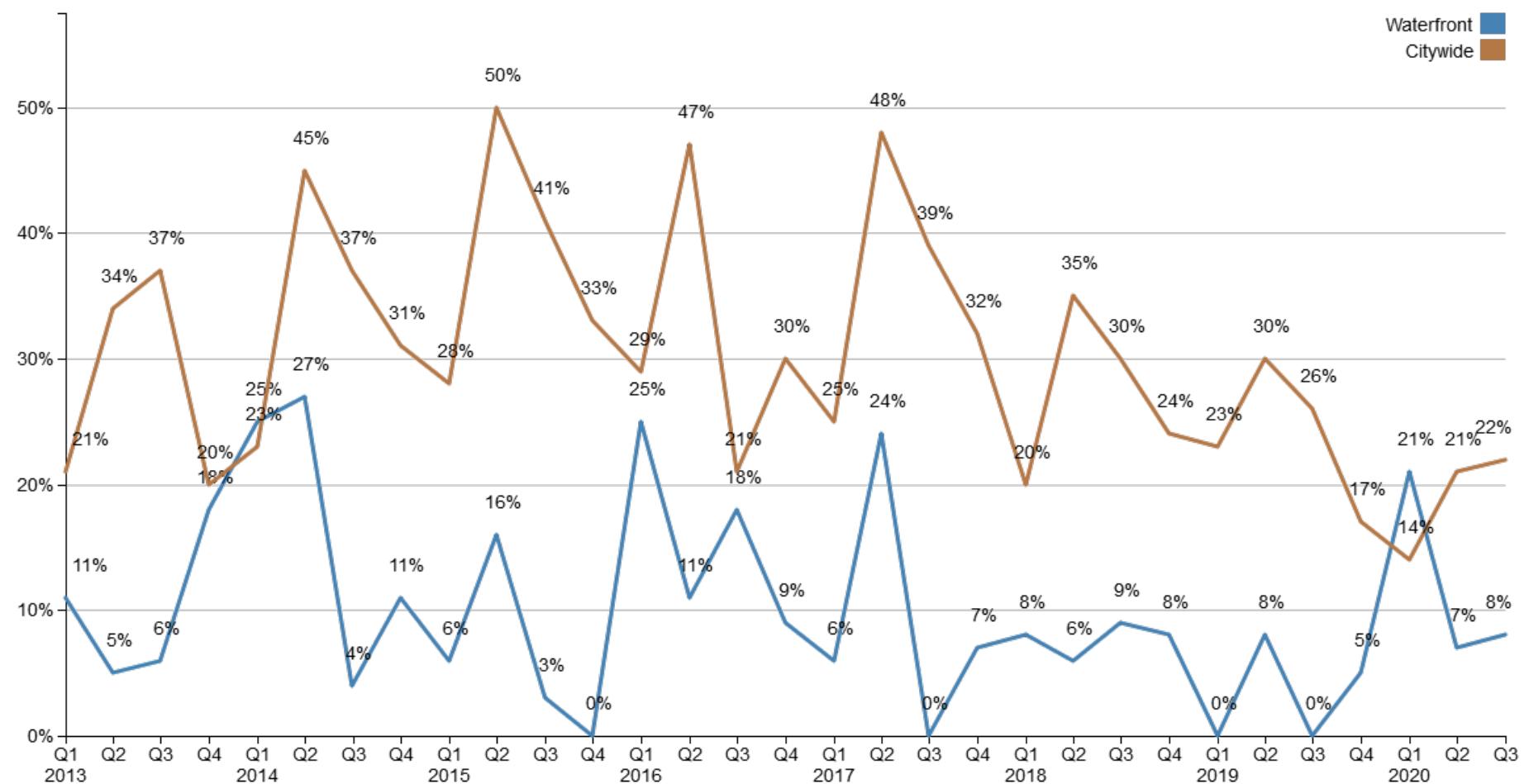
3rd Quarter 2020



Waterfront

Sales Over Last Asking Price

3rd Quarter 2020

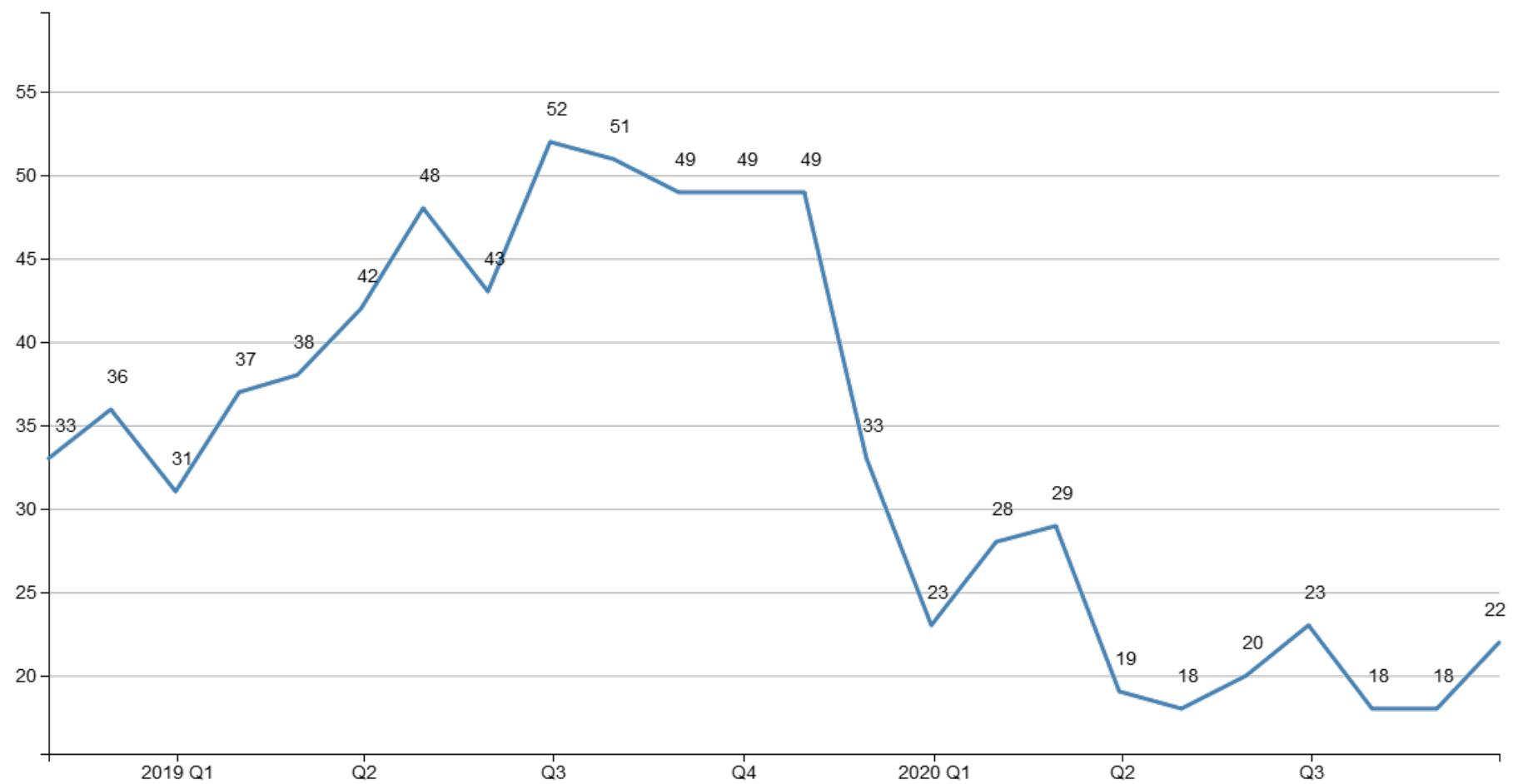


LINK

Waterfront

Inventory

3rd Quarter 2020



LINK

WEST END
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

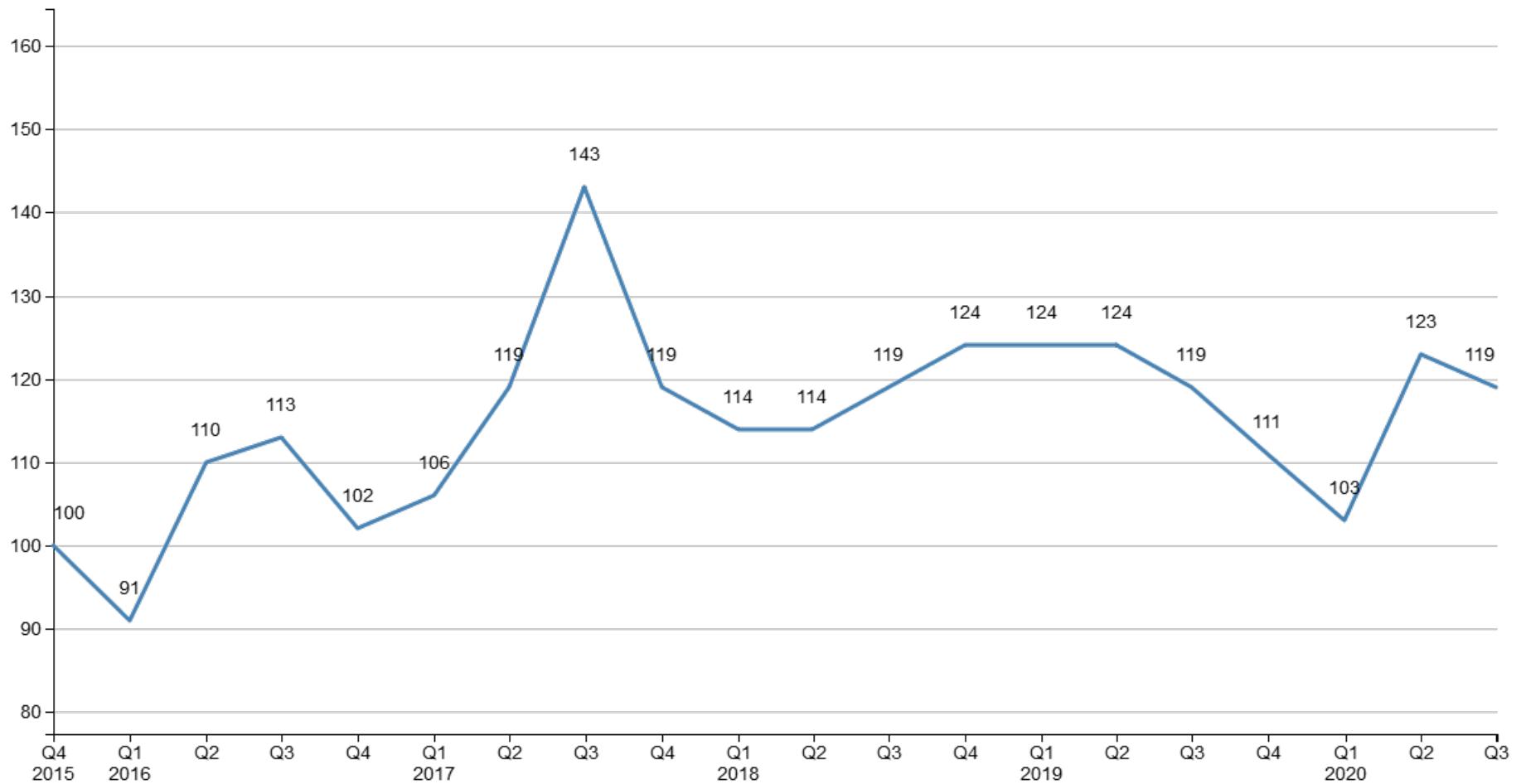
24 School Street Suite 702, Boston, MA 02108

MYLINKMLS.COM



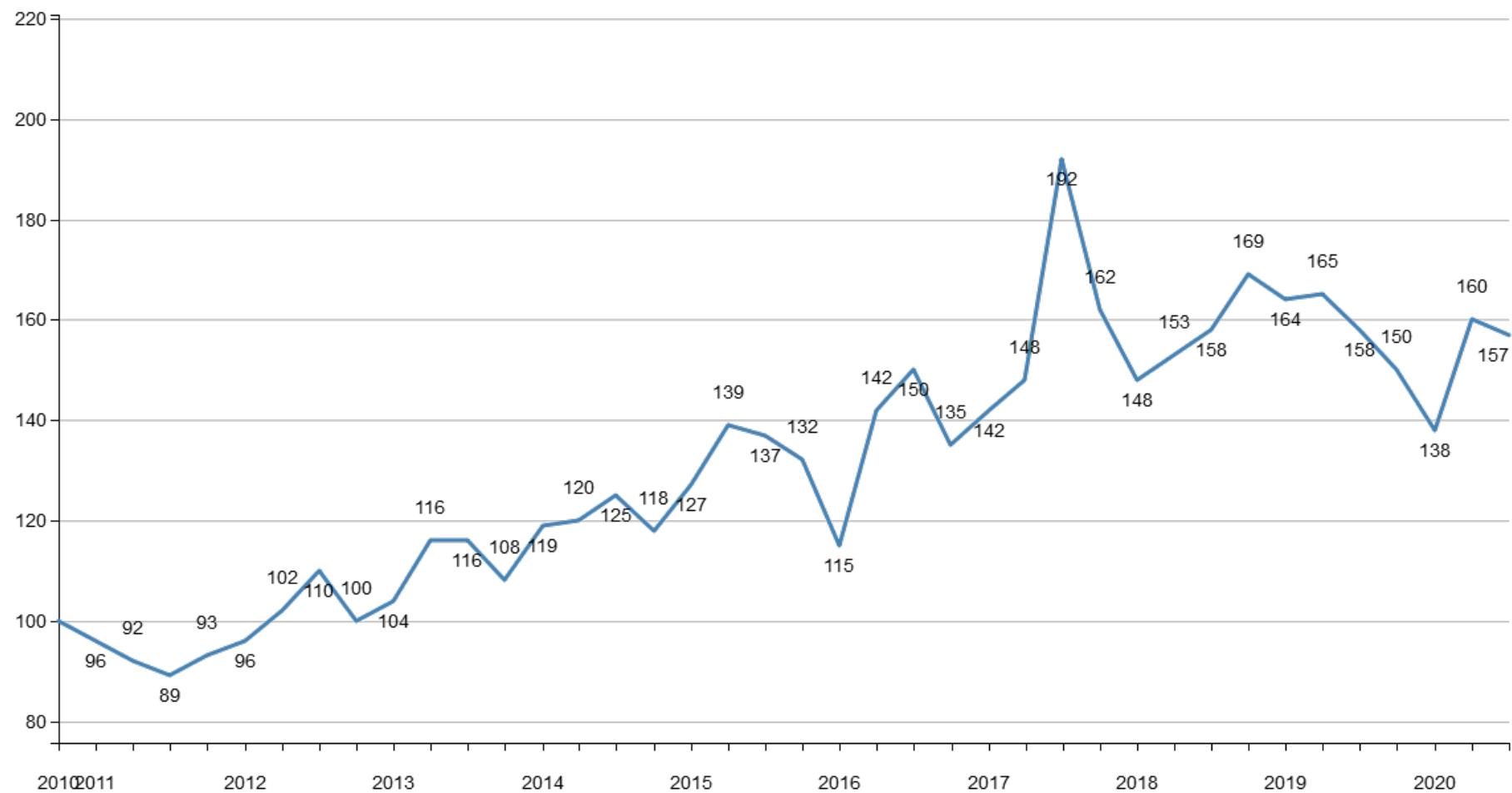
West End

Five Year Price Index
(Appreciation Rate)





West End
Ten Year Price Index
(Appreciation Rate)



LINK

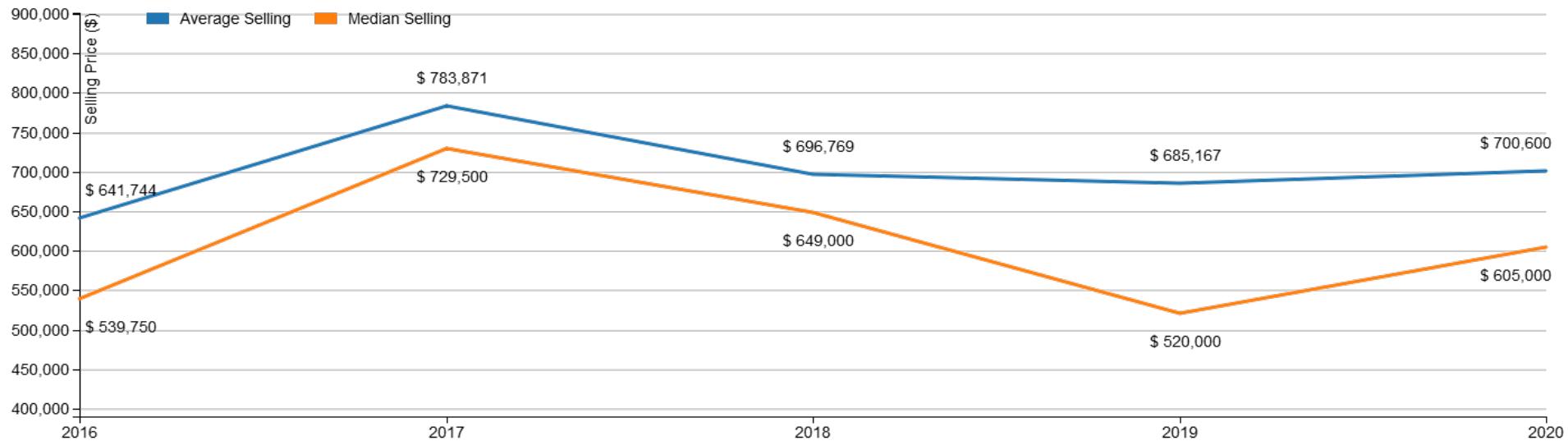
West End

Sales Summary

3rd Quarter 2020

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|---------|-------|---------|
| 2016 | 22 | - | \$641,744 | - | \$539,750 | - | \$722 | - | \$706 | - | 29 |
| 2017 | 34 | 55% | \$783,871 | 22% | \$729,500 | 35% | \$925 | 28% | \$947 | 34% | 36 |
| 2018 | 13 | -62% | \$696,769 | -11% | \$649,000 | -11% | \$768 | -17% | \$698 | -26% | 70 |
| 2019 | 18 | 38% | \$685,167 | -2% | \$520,000 | -20% | \$762 | -1% | \$629 | -10% | 41 |
| 2020 | 10 | -44% | \$700,600 | 2% | \$605,000 | 16% | \$752 | -1% | \$704 | 12% | 79 |

Average / Median Selling Price



LINK

West End

Sales by Number of Bedrooms

3rd Quarter 2020

| Beds | Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | Avg Psf | % + - | Med Psf | % + - | Avg DOM |
|-----------------|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------|-------|---------|
| Studio | 2018 | 1 | -75% | \$430,000 | 7% | \$430,000 | 9% | \$675 | 7% | \$675 | 9% | - |
| | 2019 | 2 | 100% | \$433,750 | 1% | \$433,750 | 1% | \$680 | 1% | \$680 | 1% | - |
| | 2020 | 0 | - | - | - | - | - | - | - | - | - | - |
| One Bed | 2018 | 8 | -62% | \$690,812 | -3% | \$604,500 | -14% | \$839 | -11% | \$855 | -11% | 45 |
| | 2019 | 11 | 38% | \$550,136 | -20% | \$518,000 | -14% | \$688 | -18% | \$626 | -27% | 59 |
| | 2020 | 8 | -27% | \$550,750 | 0% | \$570,750 | 10% | \$711 | 3% | \$675 | 8% | 102 |
| Two Beds | 2018 | 4 | -56% | \$775,375 | -31% | \$746,250 | -34% | \$650 | -36% | \$568 | -49% | 108 |
| | 2019 | 5 | 25% | \$1,082,800 | 40% | \$880,000 | 18% | \$958 | 47% | \$835 | 47% | 7 |
| | 2020 | 1 | -80% | \$1,150,000 | 6% | \$1,150,000 | 31% | \$961 | 0% | \$961 | 15% | 23 |
| Three Plus Beds | 2018 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2019 | 0 | - | - | - | - | - | - | - | - | - | - |
| | 2020 | 1 | - | \$1,450,000 | - | \$1,450,000 | - | \$873 | - | \$873 | - | 91 |



West End

Sales Comparison by Square Footage

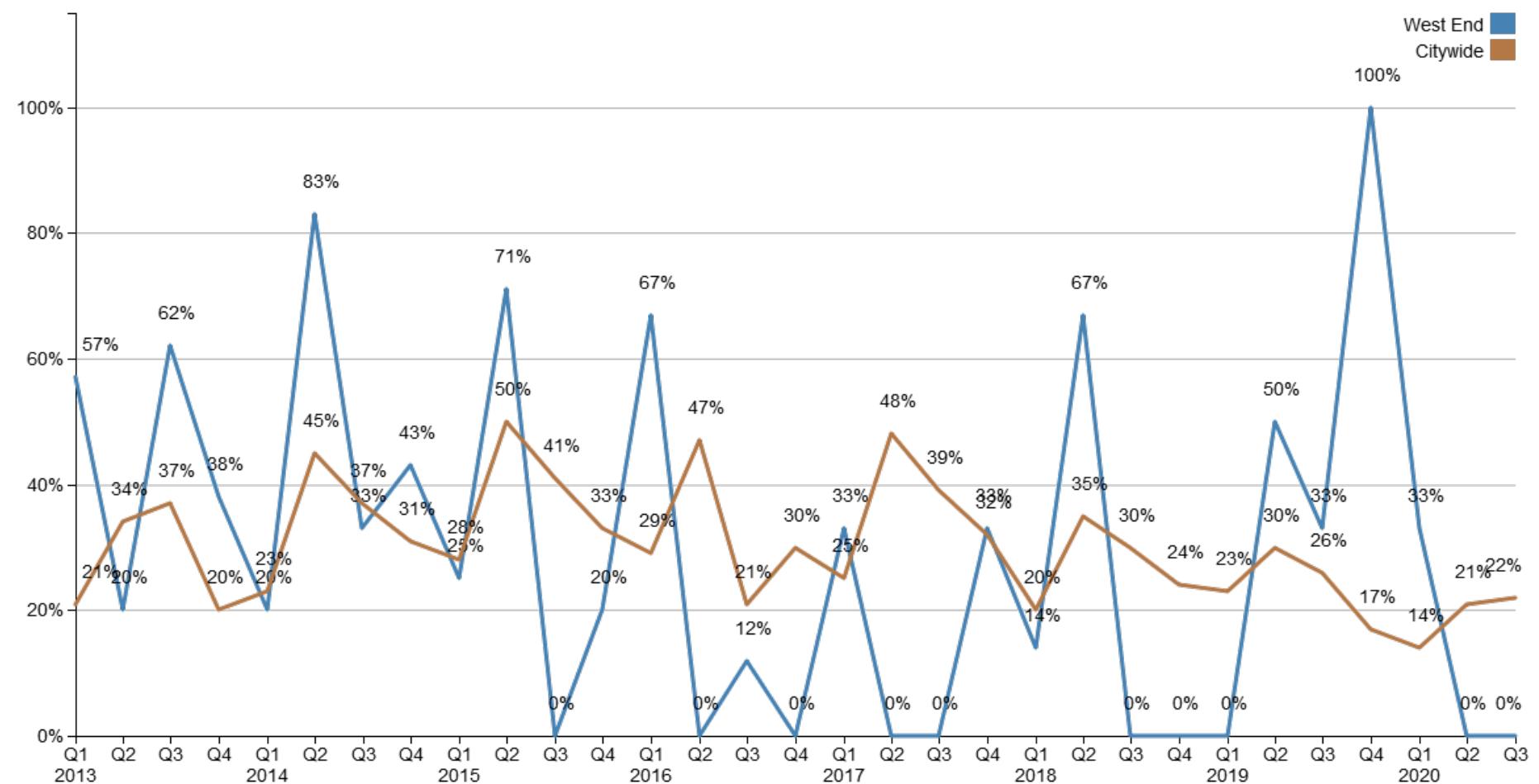
3rd Quarter 2020



West End

Sales Over Last Asking Price

3rd Quarter 2020



LINK

West End

Inventory

3rd Quarter 2020

