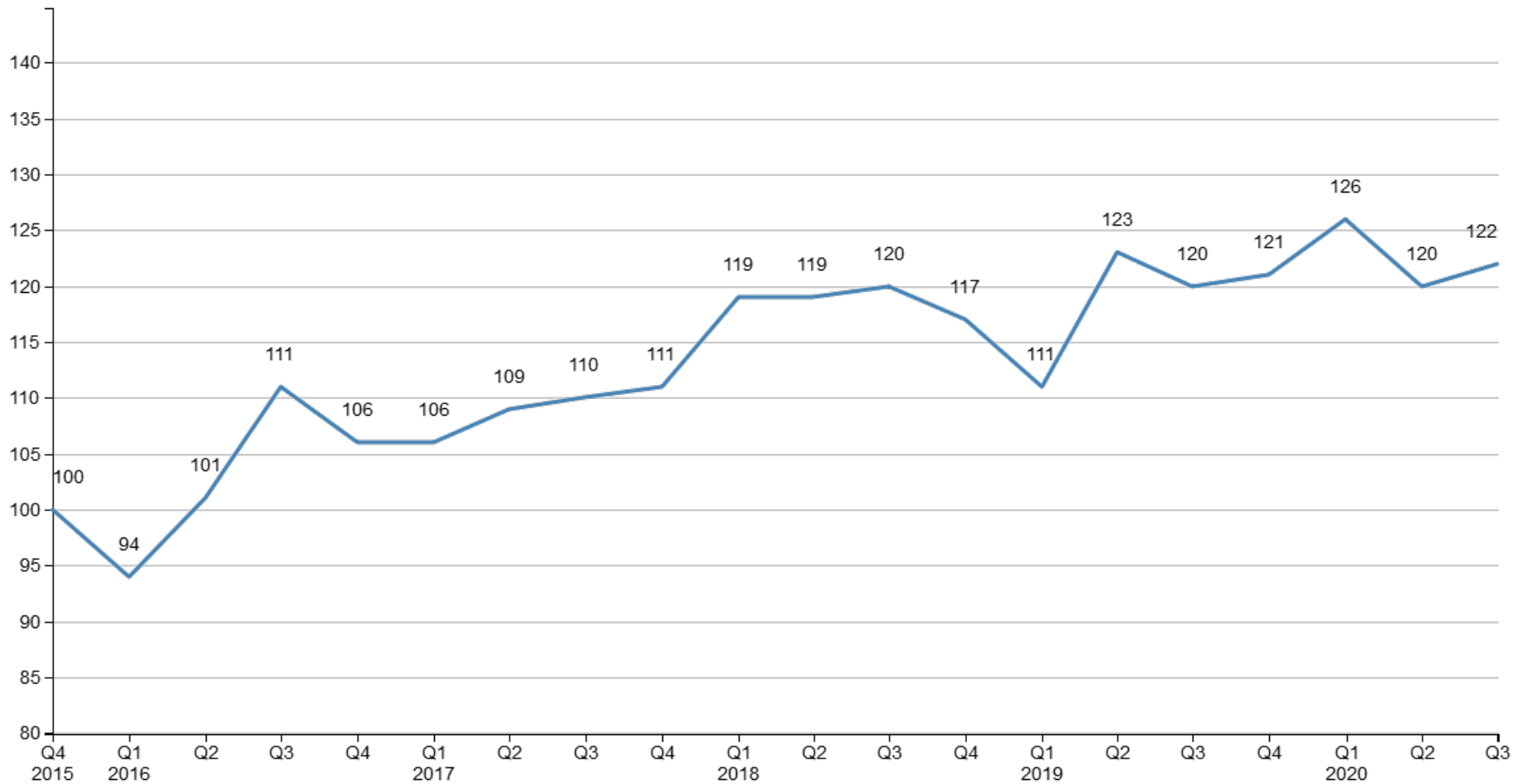


LINK

BOSTON
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

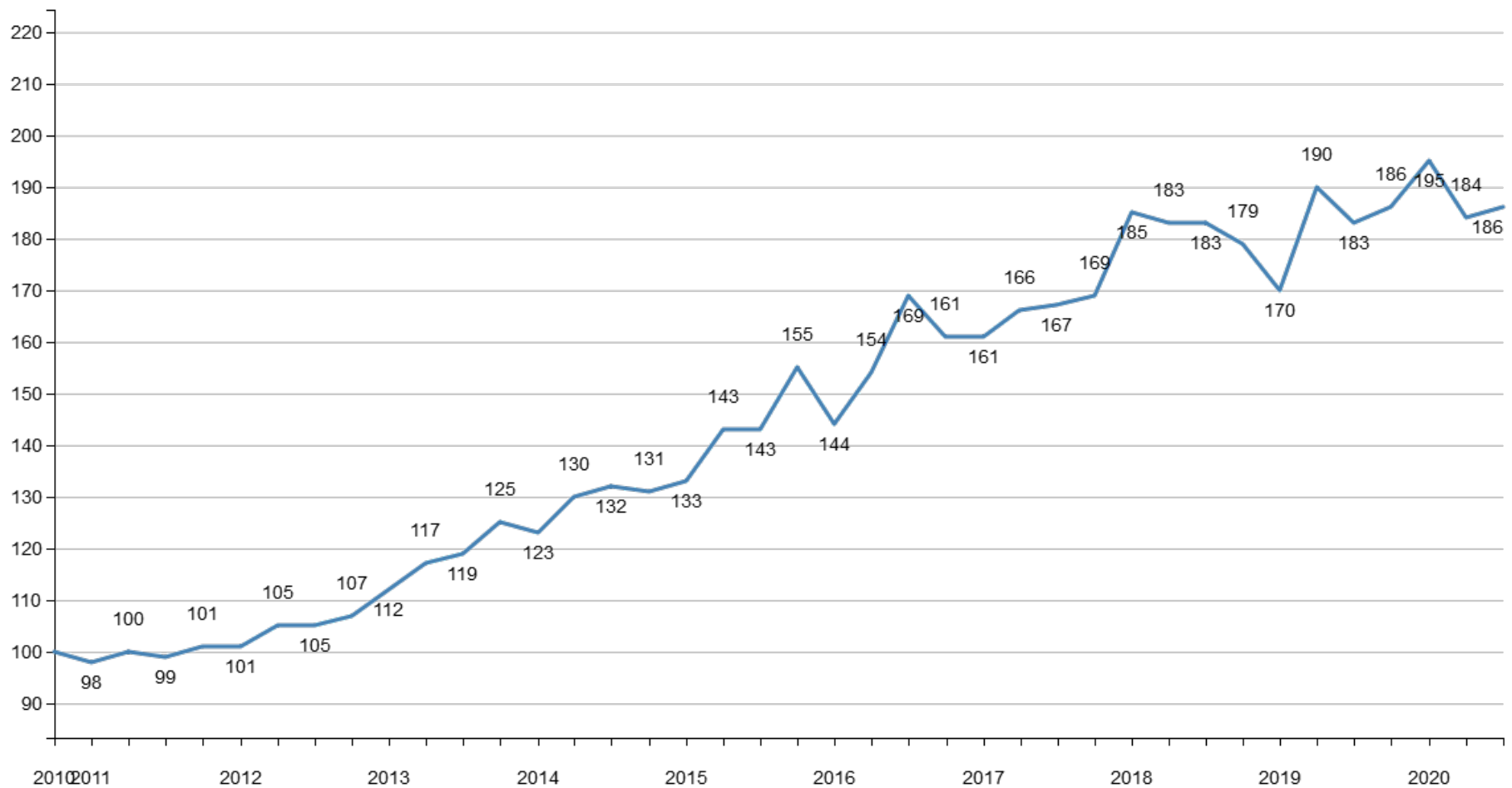
LINK

Citywide Five Year Price Index (Appreciation Rate)



LINK

Citywide Ten Year Price Index (Appreciation Rate)

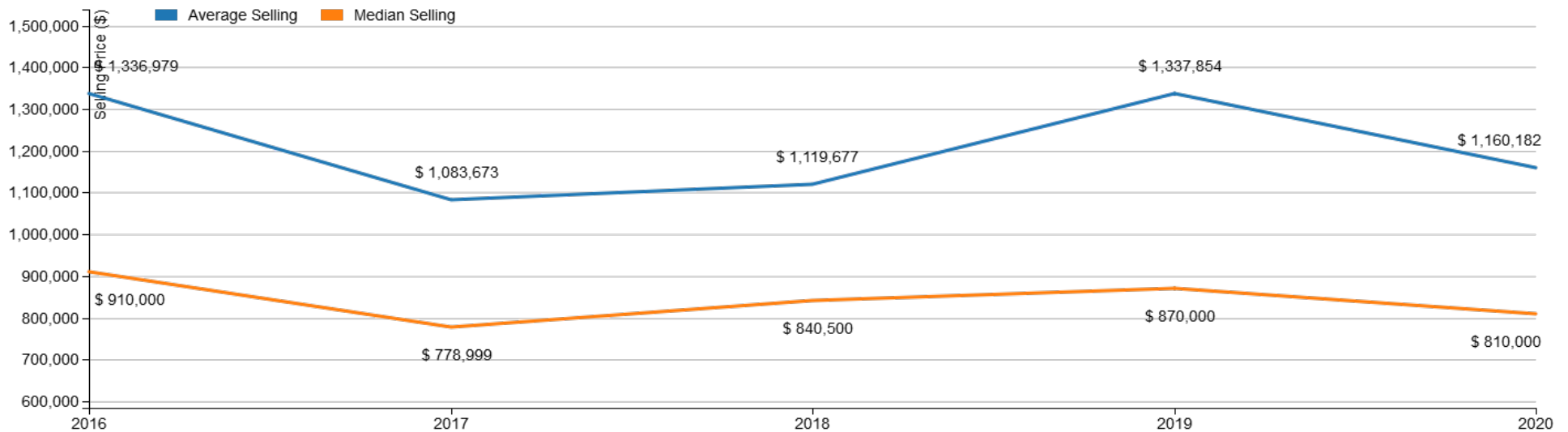




Citywide
Quarterly Sales Summary
3rd Quarter 2020

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



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



Citywide

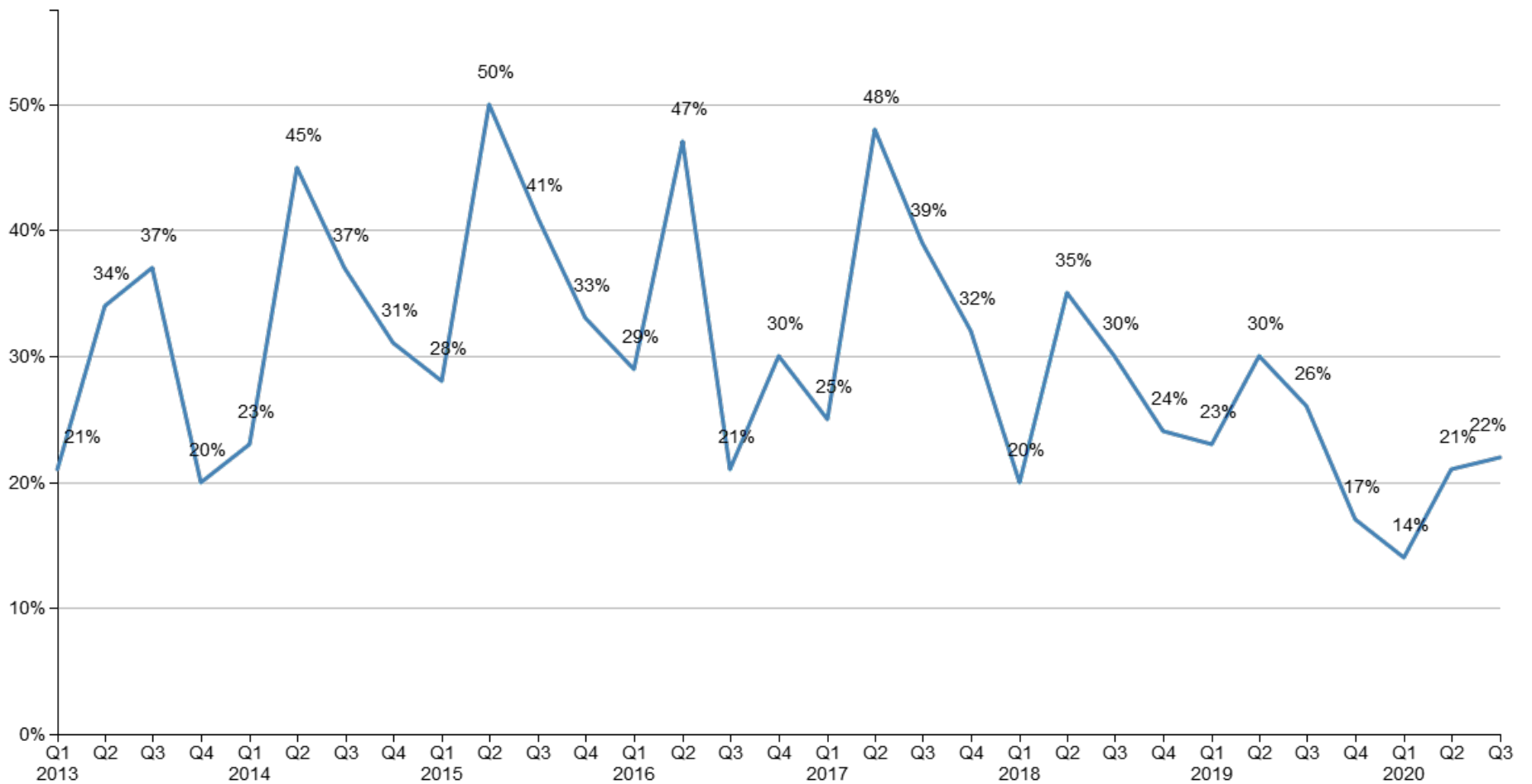
Sales Comparison by Square Footage

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

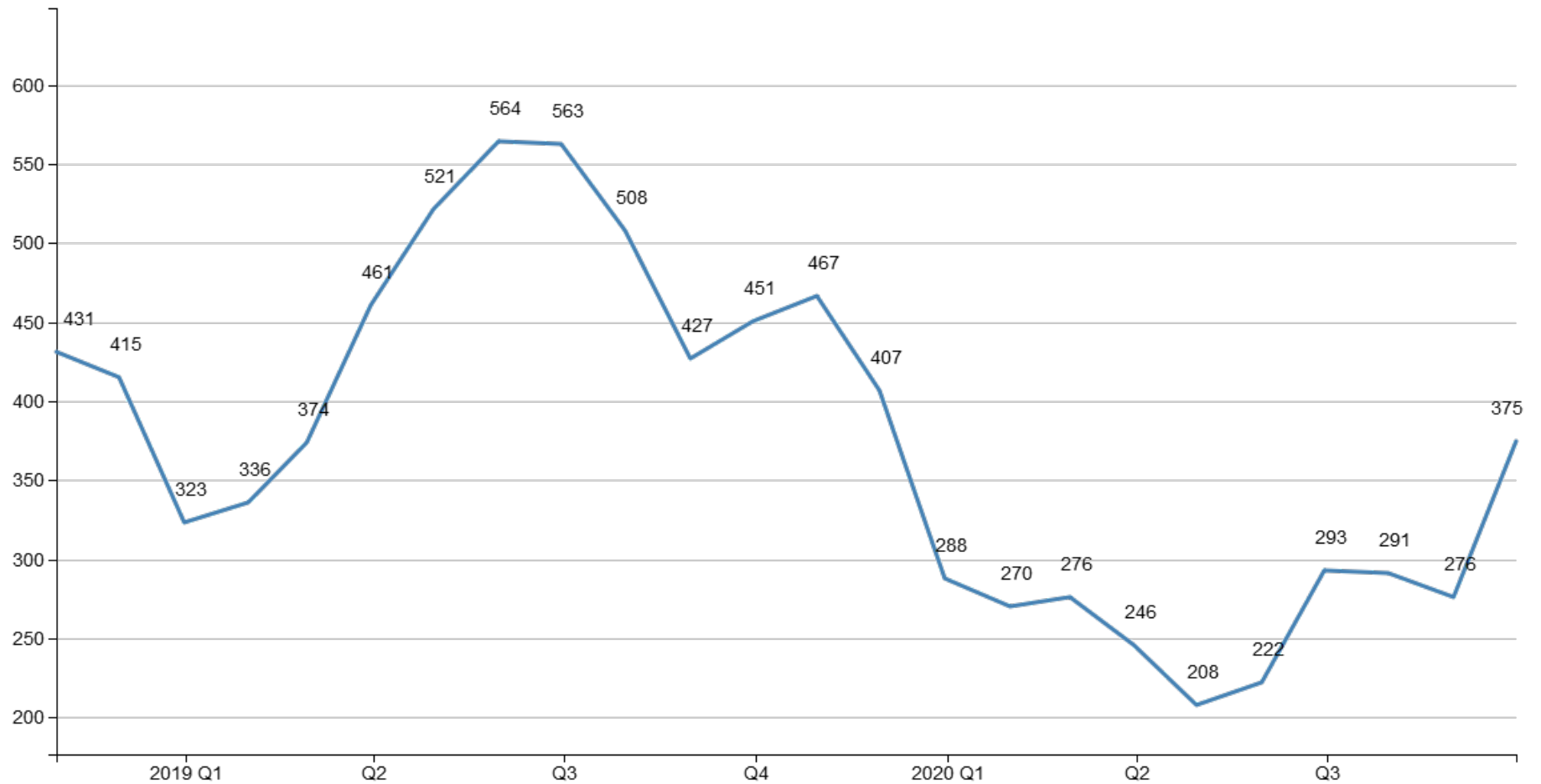
LINK

Citywide Sales Over Last Asking Price 3rd Quarter 2020



LINK

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

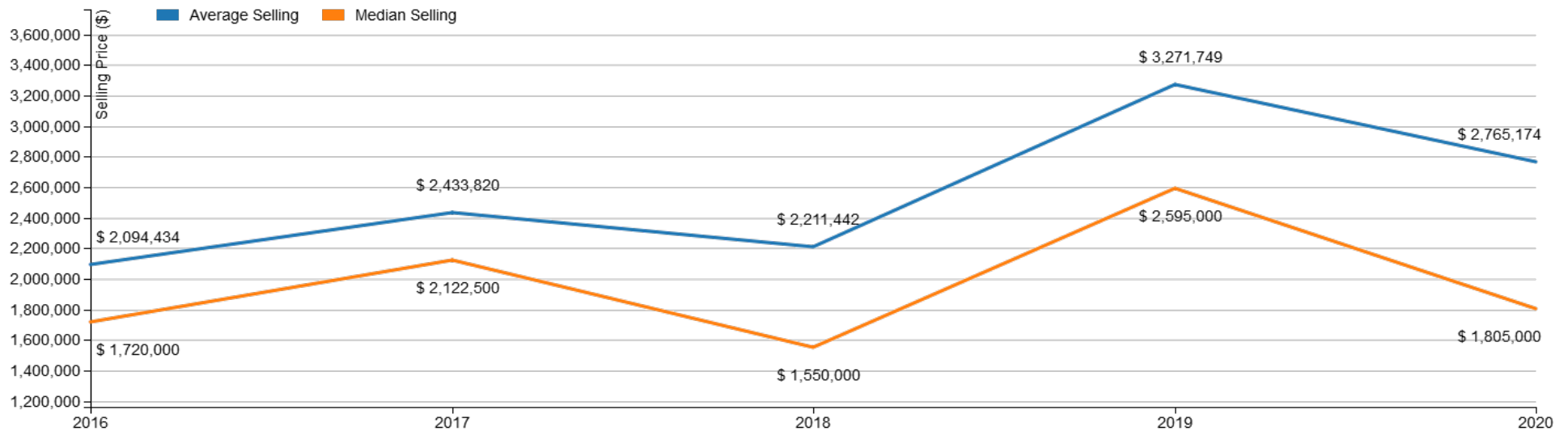
Hotel Luxe	Luxe Boutique	Luxe Full Service
Battery Wharf The Carlton House Four Seasons The Intercontinental The Mandarin One Dalton Four Seasons Ritz Tower I Ritz Tower II Rowes Wharf W Boston	1-3 Commonwealth 100 Beacon 109 Commonwealth 24 Commonwealth 25 Beacon 274 Beacon 36A Street Lofts 45 Commonwealth 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	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





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

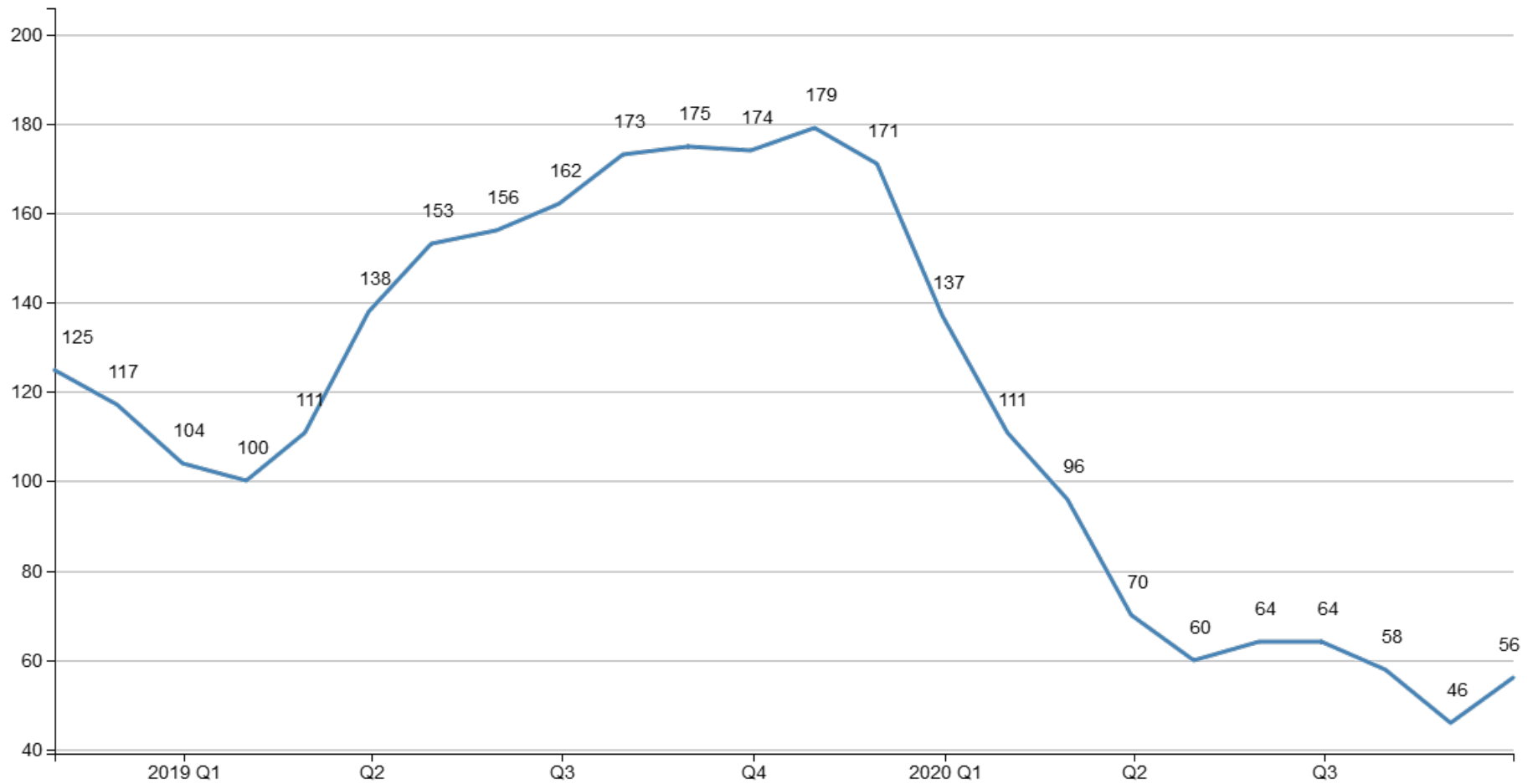


Luxury Condominiums
Sales by Square Footage
3rd Quarter 2020

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

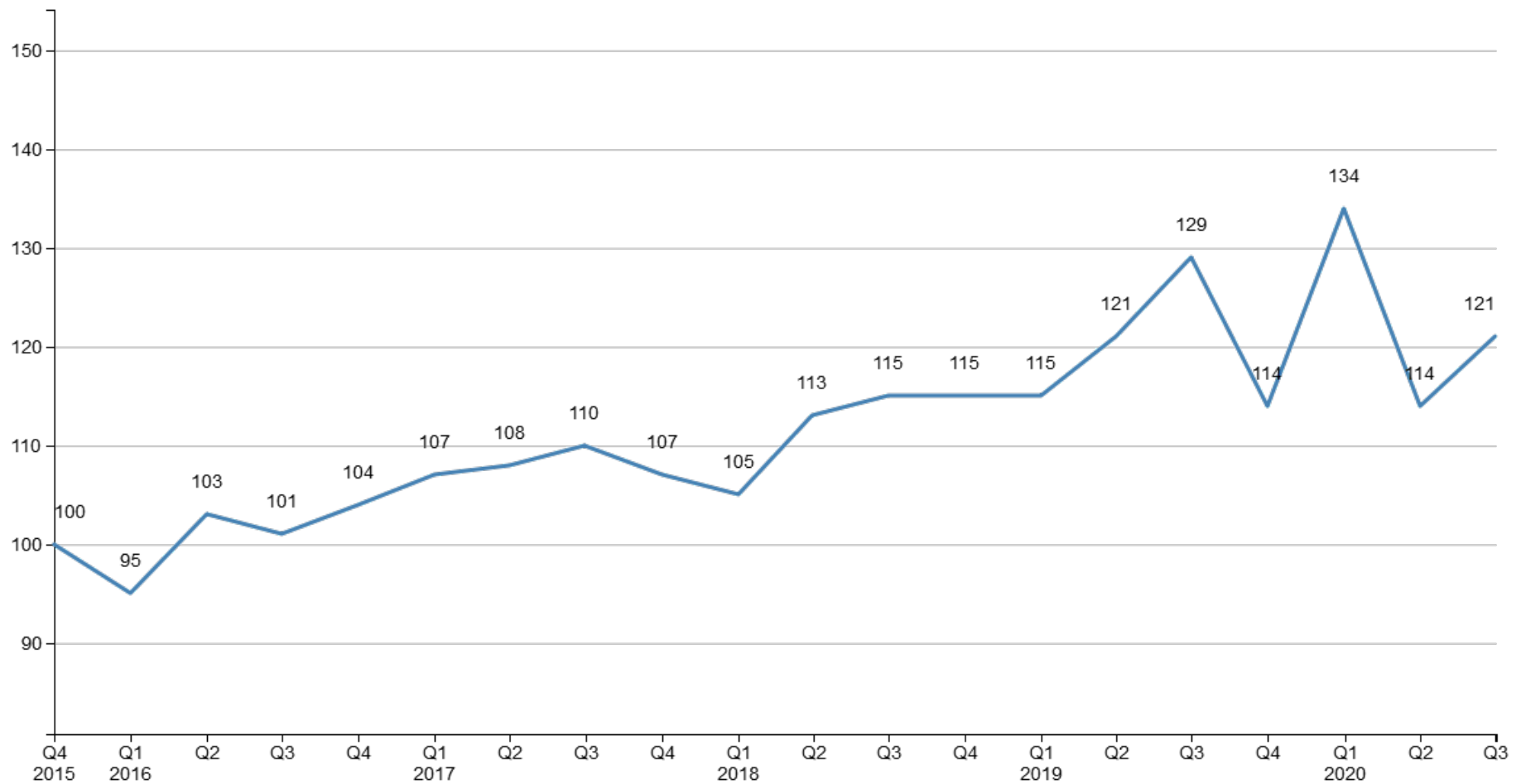


LINK

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

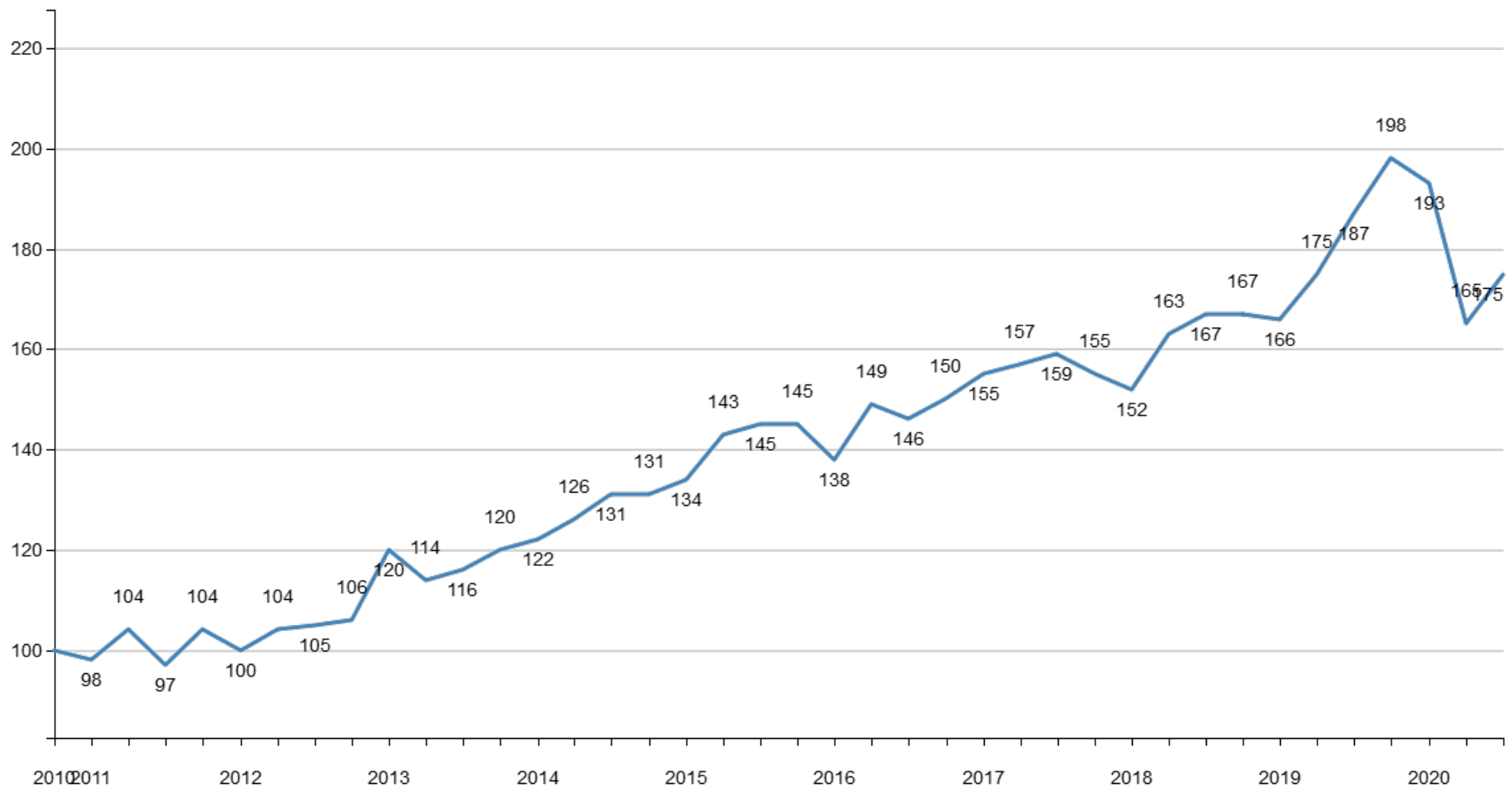
LINK

Back Bay Five Year Price Index (Appreciation Rate)



LINK

Back Bay Ten Year Price Index (Appreciation Rate)

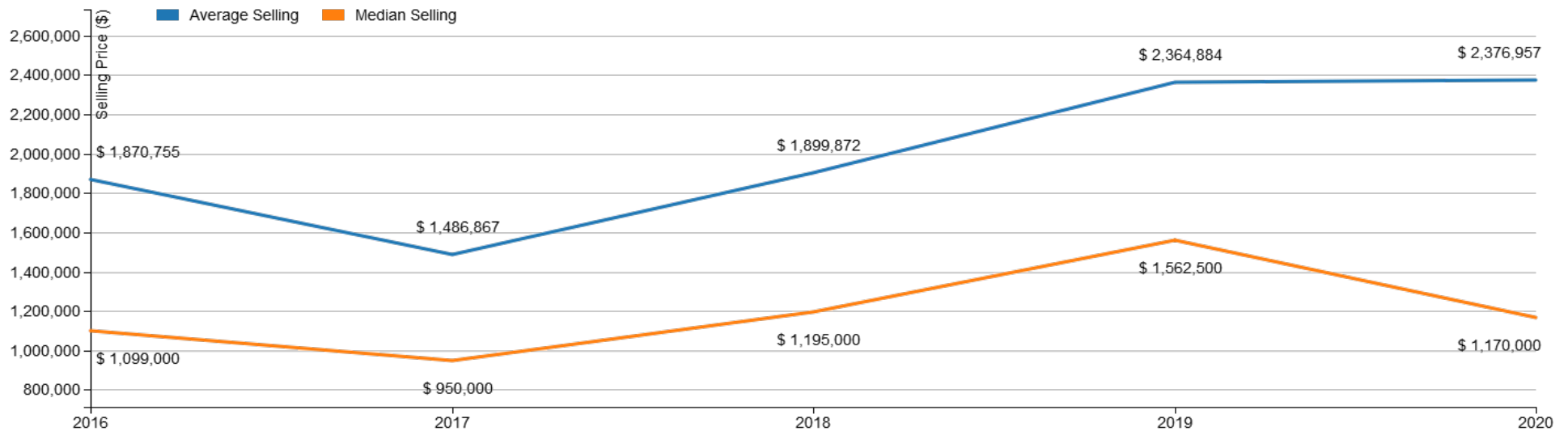




Back Bay
Sales Summary
3rd Quarter 2020

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





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



Back Bay

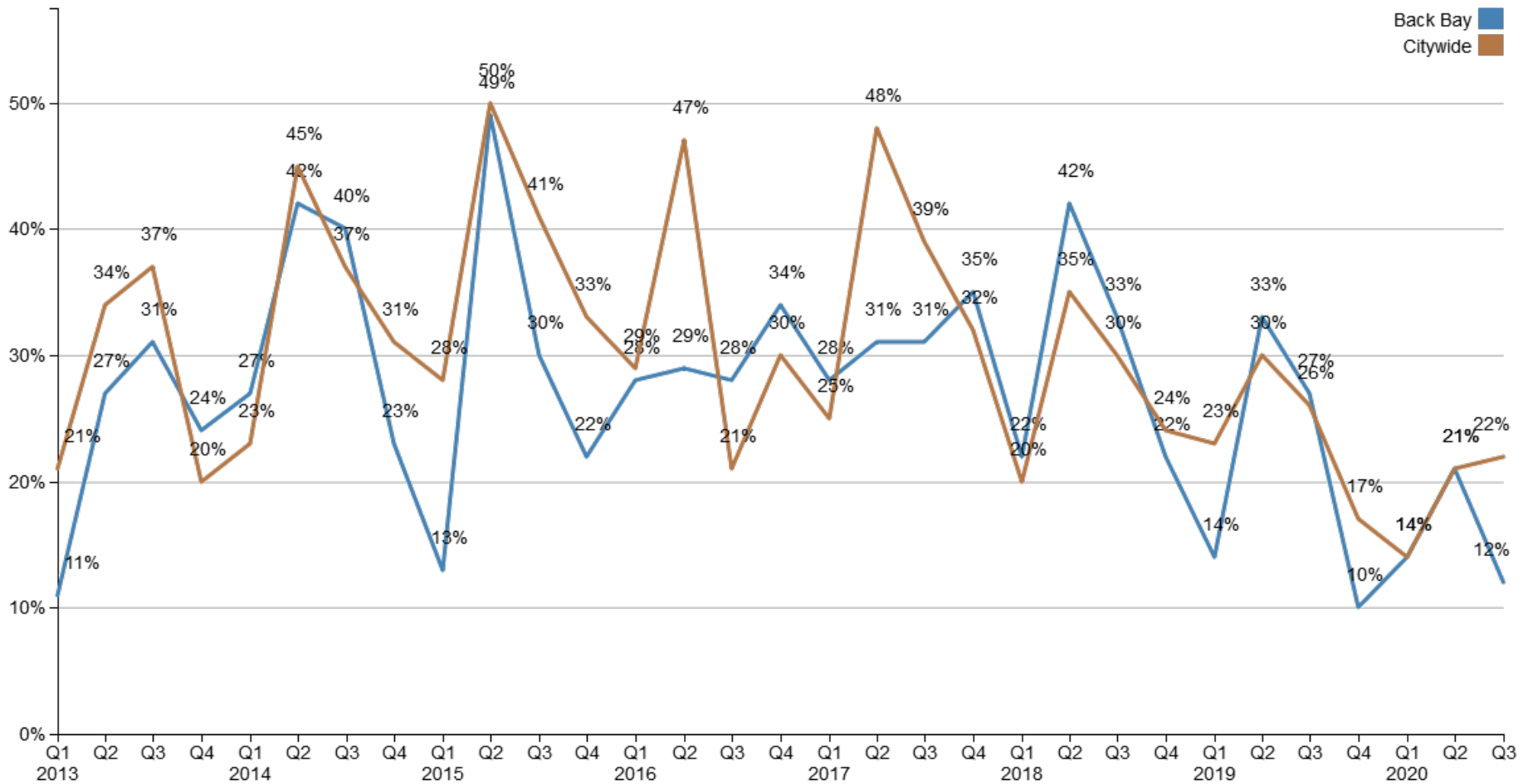
Sales Comparison by Square Footage

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

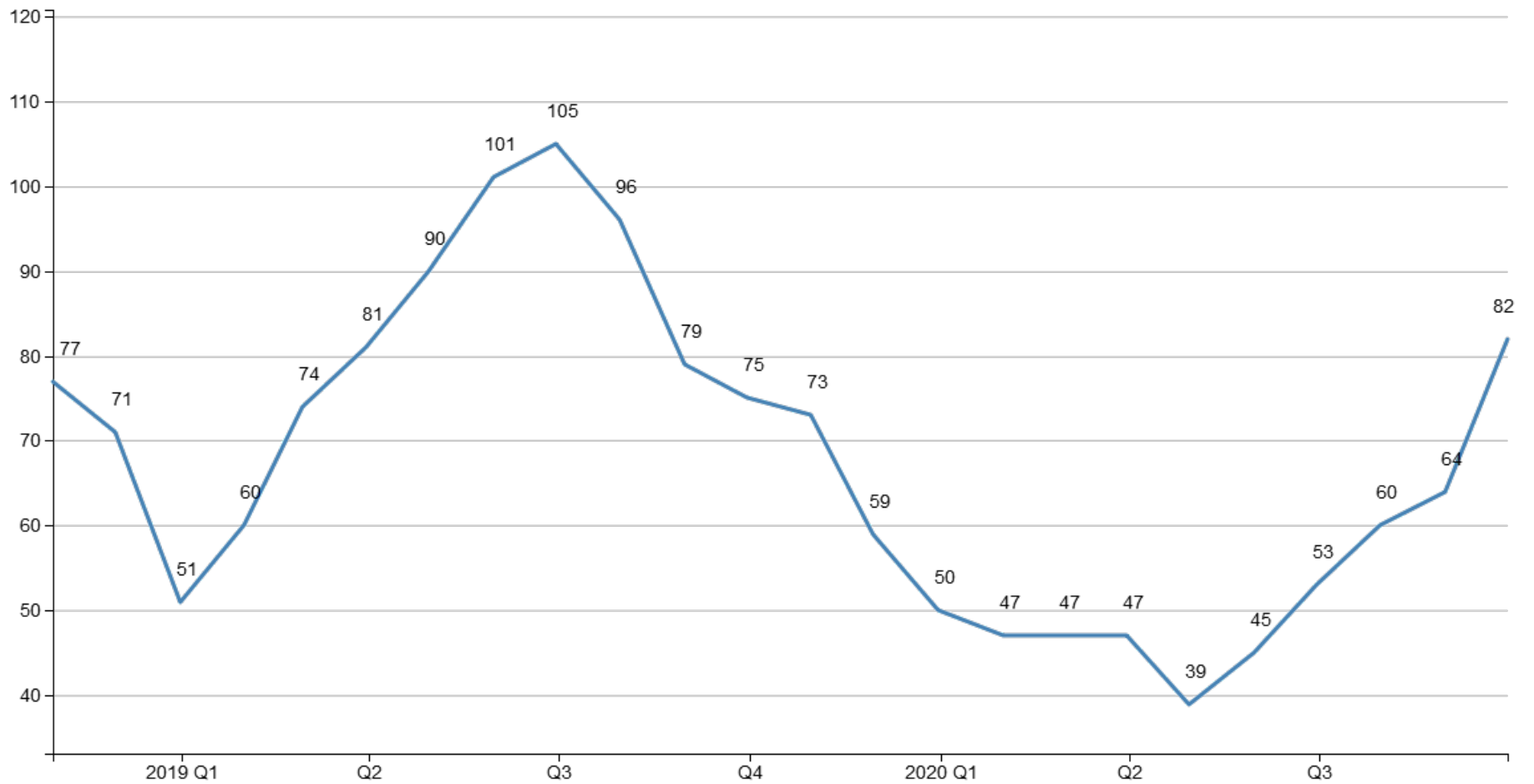
LINK

Back Bay Sales Over Last Asking Price 3rd Quarter 2020



LINK

Back Bay Inventory 3rd Quarter 2020

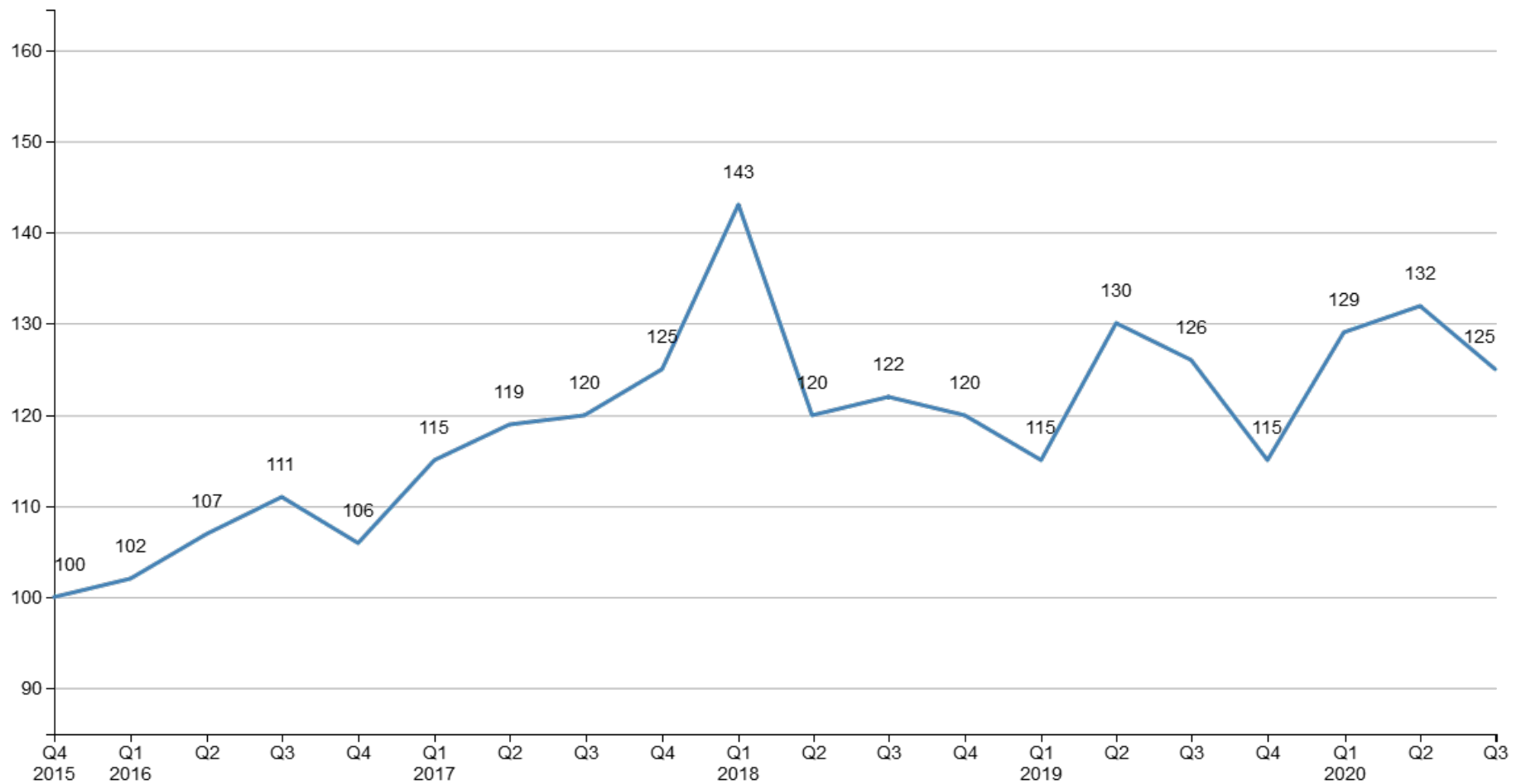


LINK

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

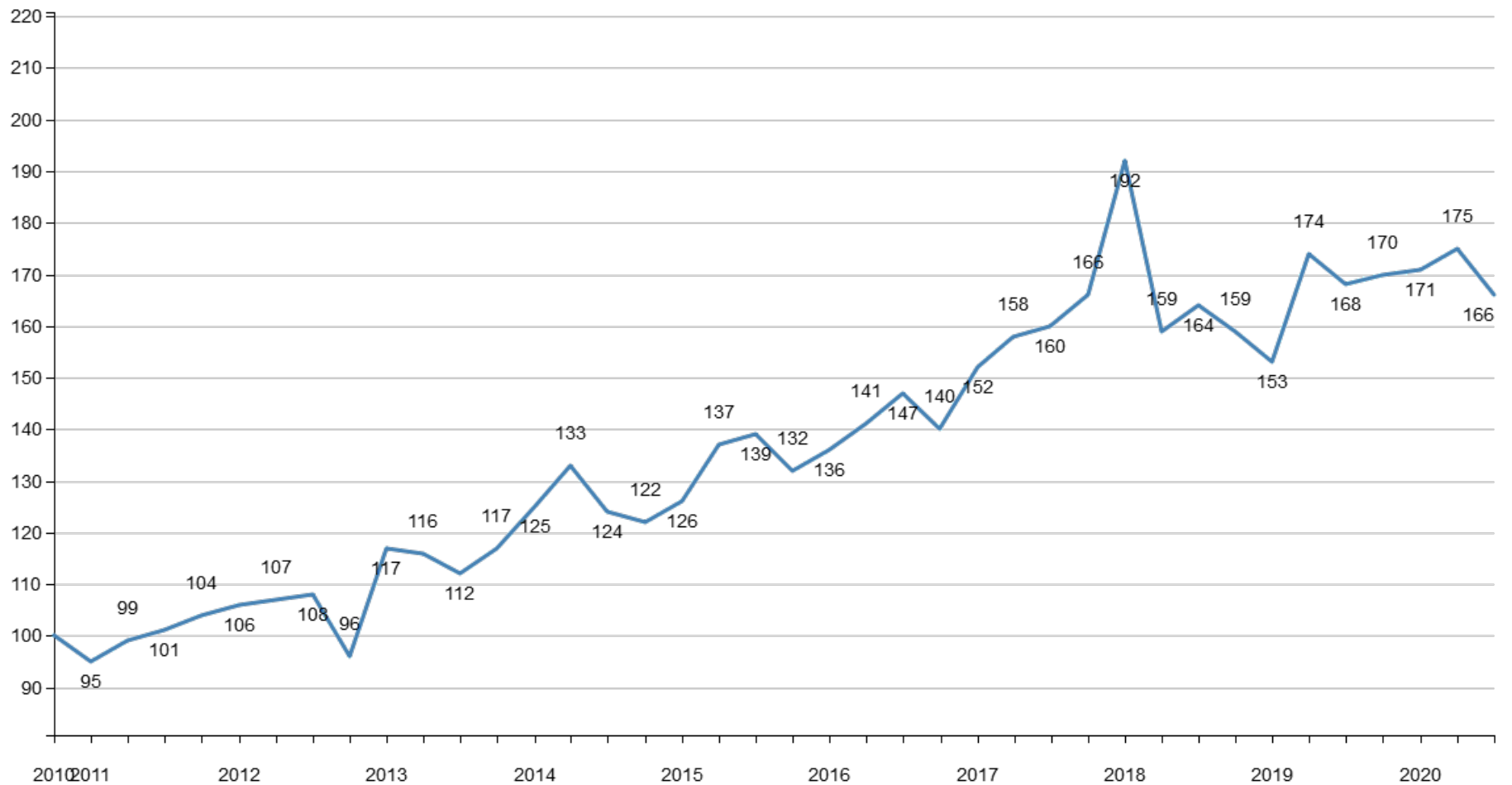
LINK

Beacon Hill Five Year Price Index (Appreciation Rate)



LINK

Beacon Hill Ten Year Price Index (Appreciation Rate)

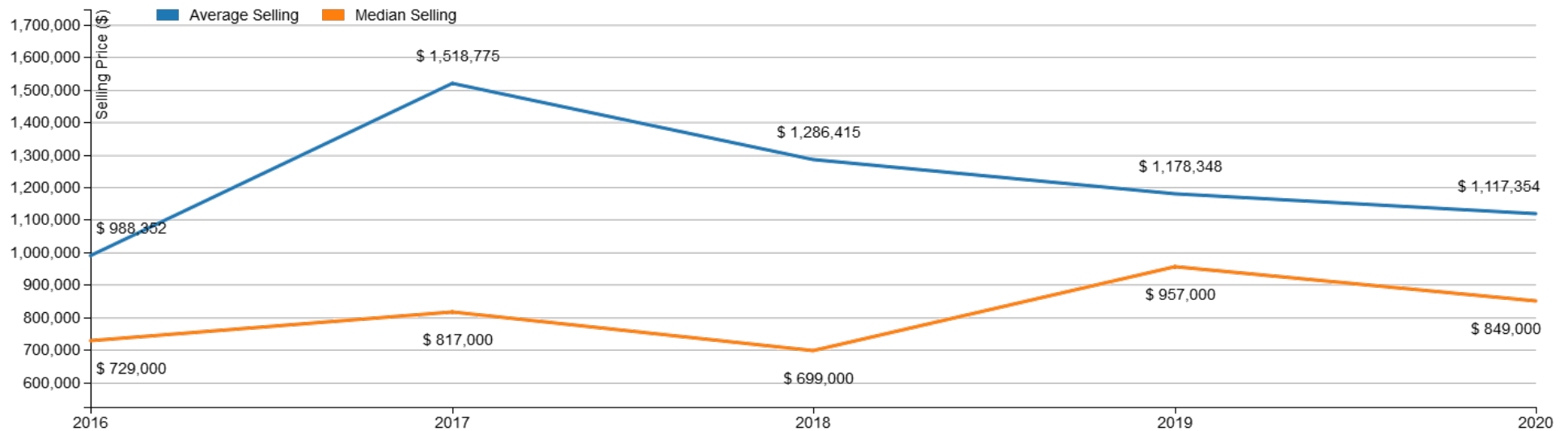




Beacon Hill
Sales Summary
3rd Quarter 2020

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





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

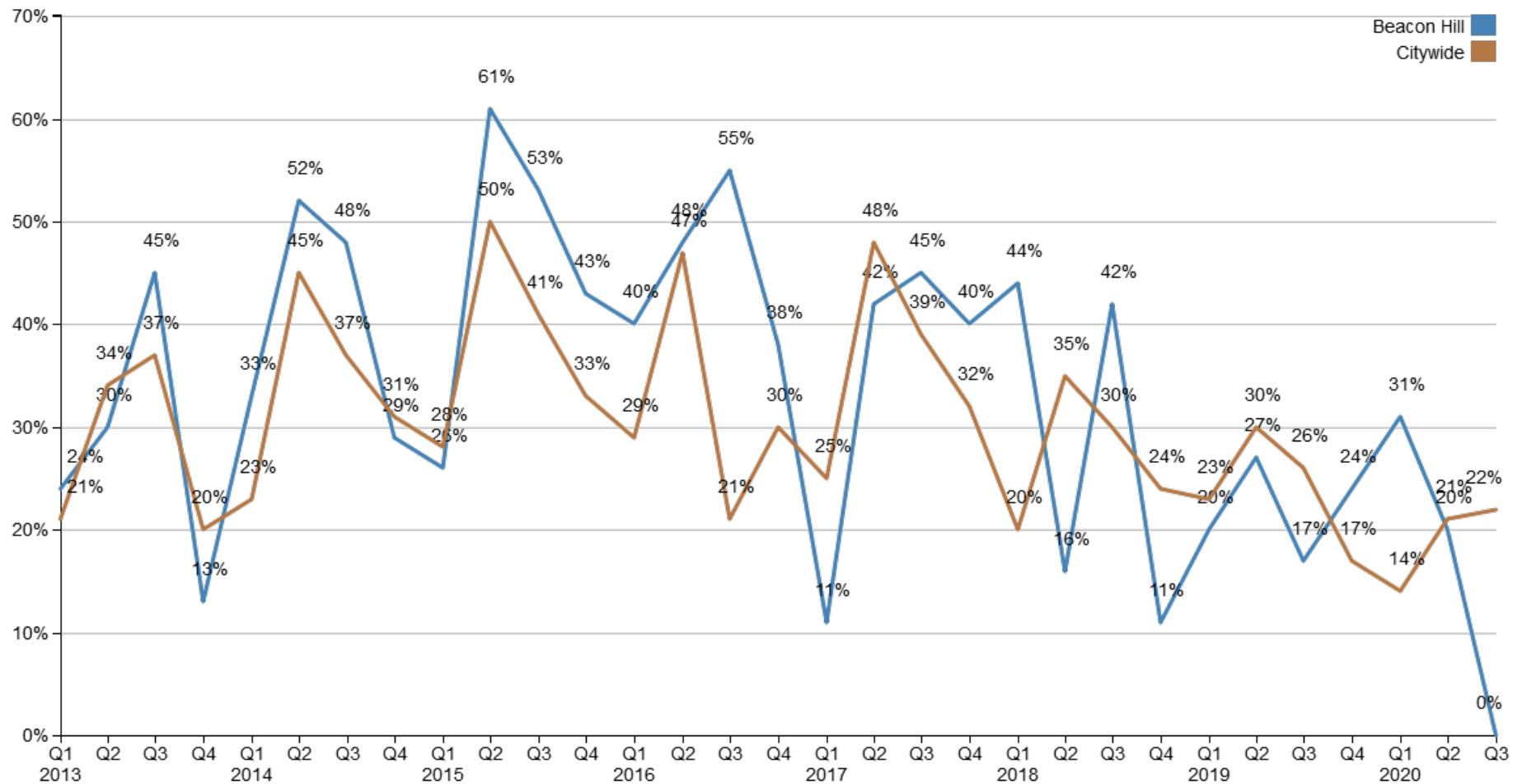
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	20	-13%	\$598,995	6%	\$605,500	8%	\$1,212	12%	\$1,193	12%	28
	2019	19	-5%	\$613,526	2%	\$590,000	-3%	\$1,161	-4%	\$1,161	-3%	27
	2020	23	21%	\$552,717	-10%	\$570,000	-3%	\$1,196	3%	\$1,204	4%	-
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

LINK

Beacon Hill

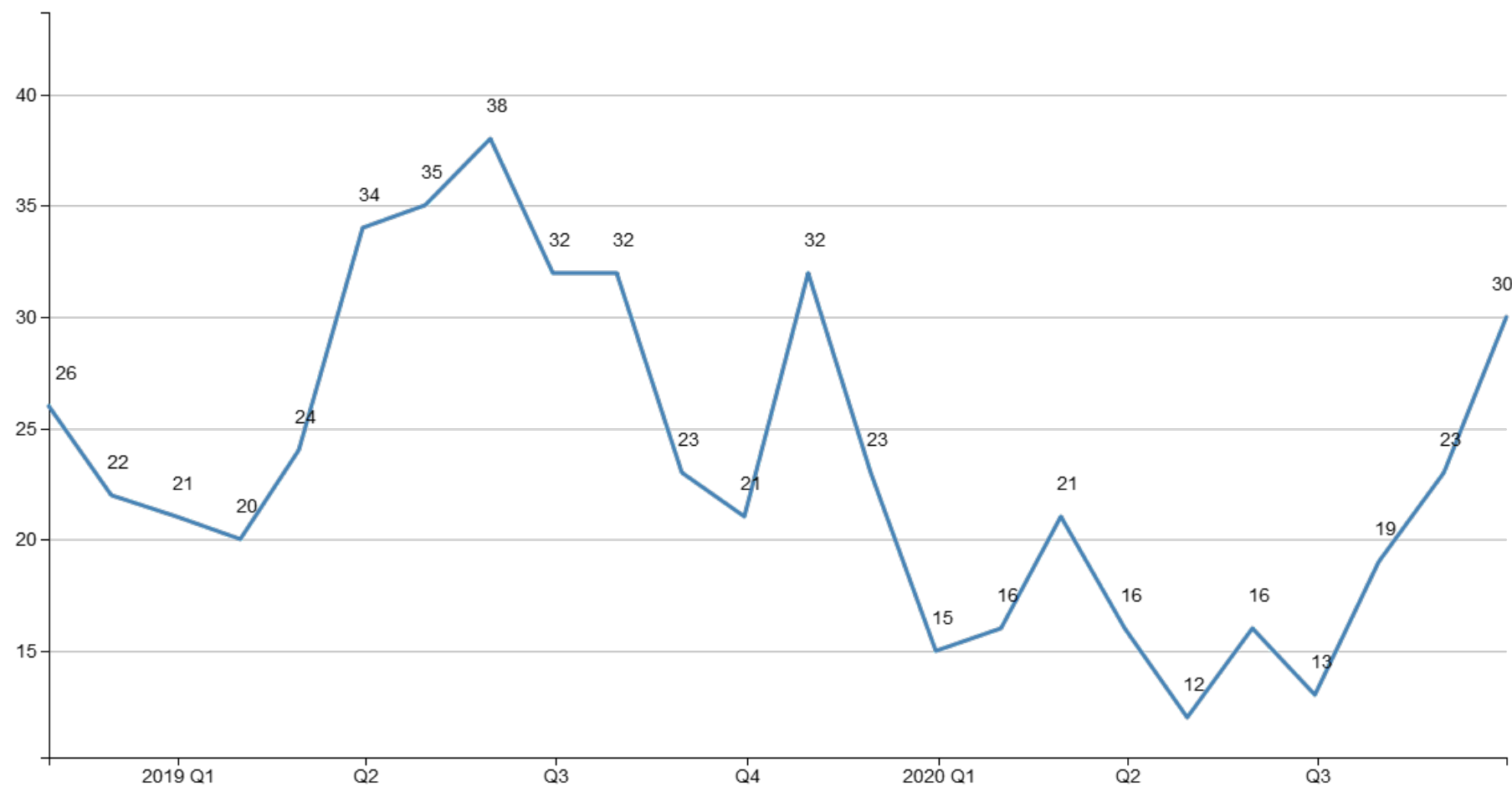
Sales Over Last Asking Price

3rd Quarter 2020





Beacon Hill
Inventory
3rd Quarter 2020

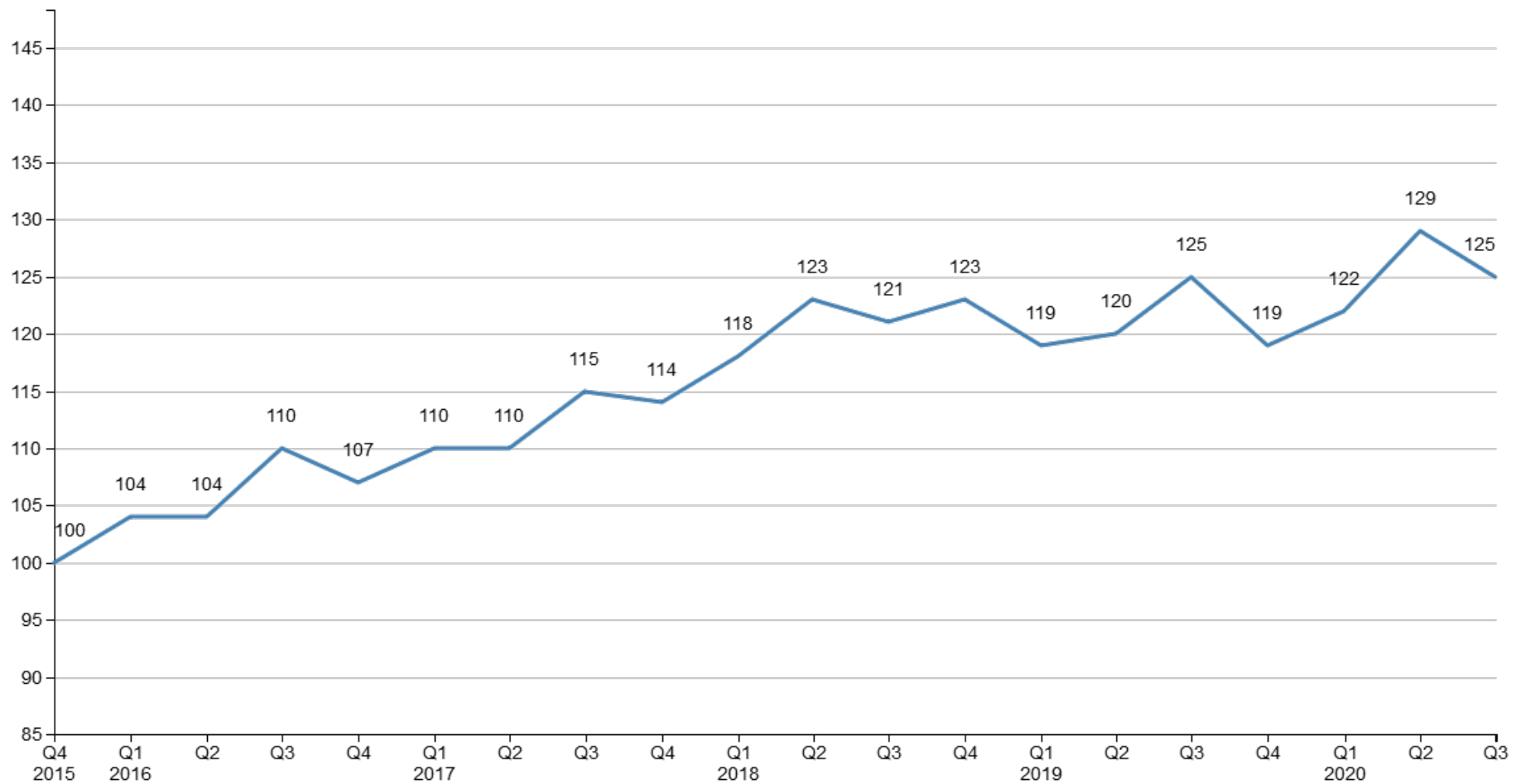


LINK

CHARLESTOWN
QUARTERLY SALES
SUMMARY
THIRD QUARTER 2020

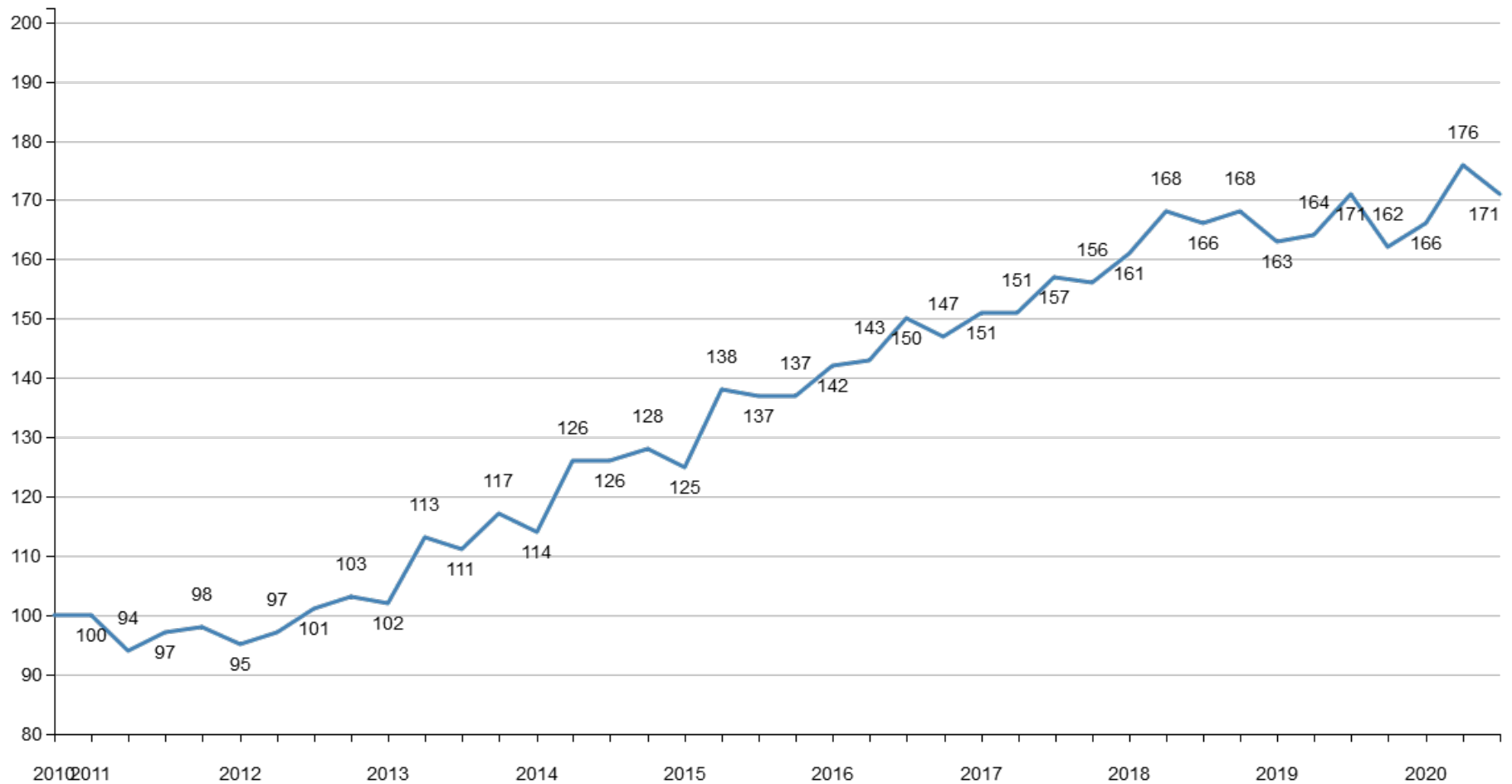
LINK

Charlestown Five Year Price Index (Appreciation Rate)



LINK

Charlestown Ten Year Price Index (Appreciation Rate)

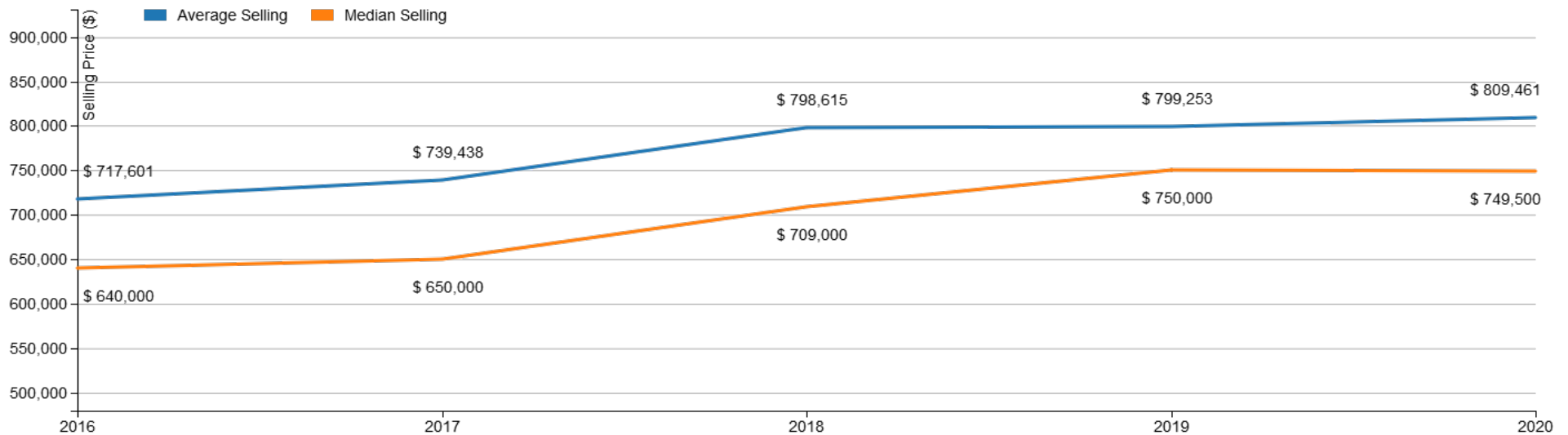




Charlestown
Sales Summary
3rd Quarter 2020

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

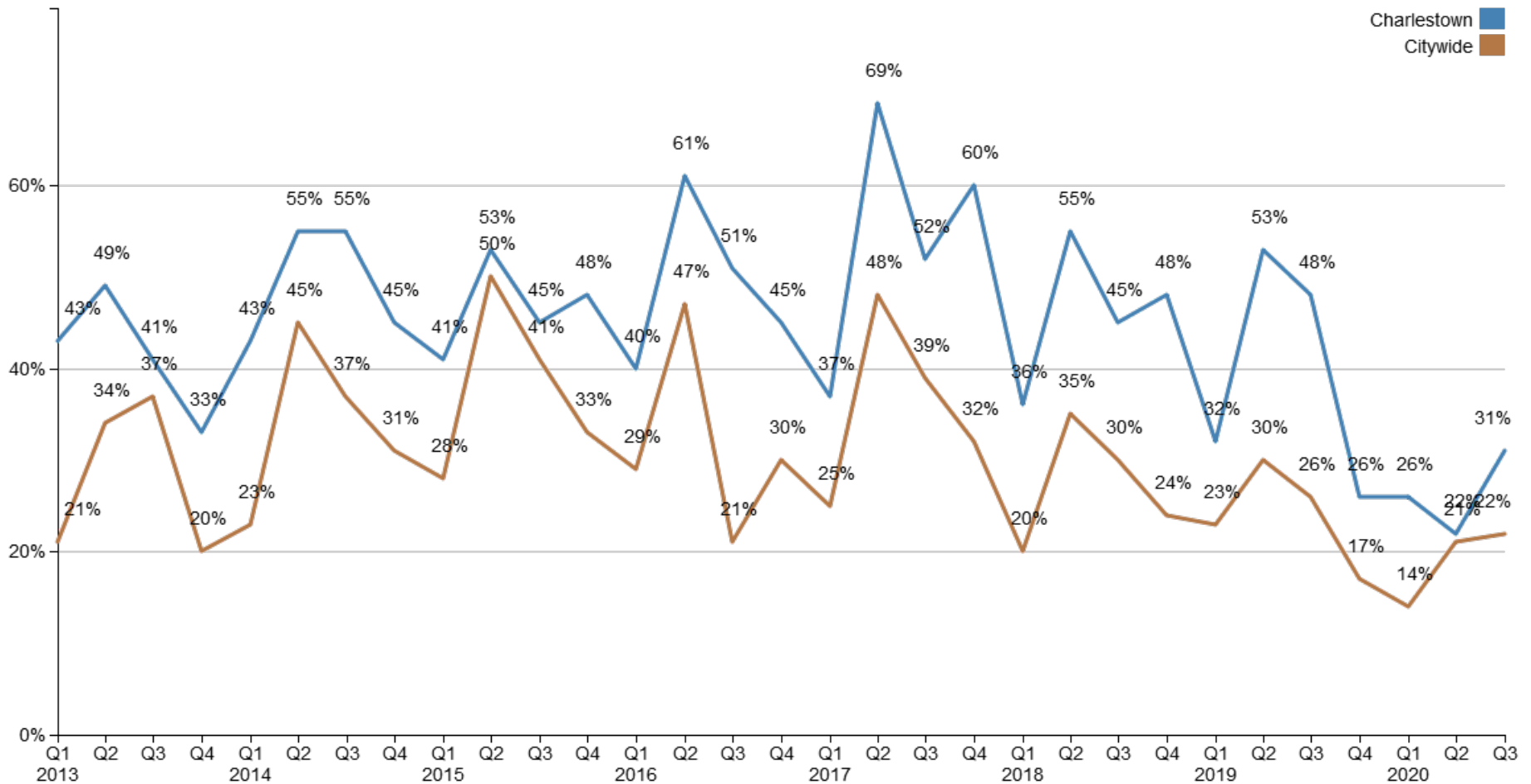
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	15	-12%	\$528,133	9%	\$535,000	7%	\$850	8%	\$864	10%	19
	2019	18	20%	\$504,054	-5%	\$502,500	-6%	\$887	4%	\$872	1%	8
	2020	31	72%	\$527,540	5%	\$530,000	5%	\$872	-2%	\$865	-1%	30
701- 1000	2018	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

LINK

Charlestown

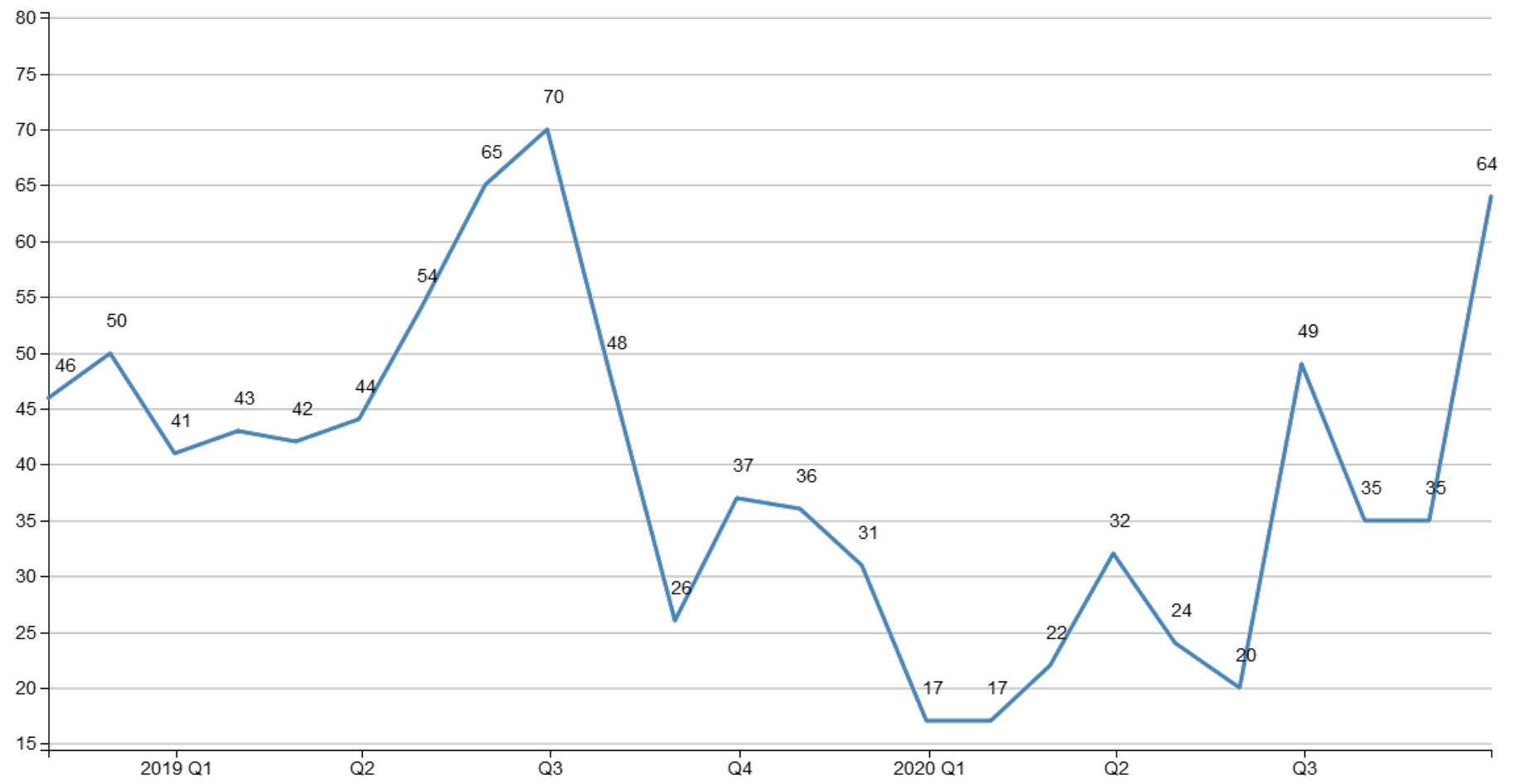
Sales Over Last Asking Price

3rd Quarter 2020





Charlestown
Inventory
3rd Quarter 2020

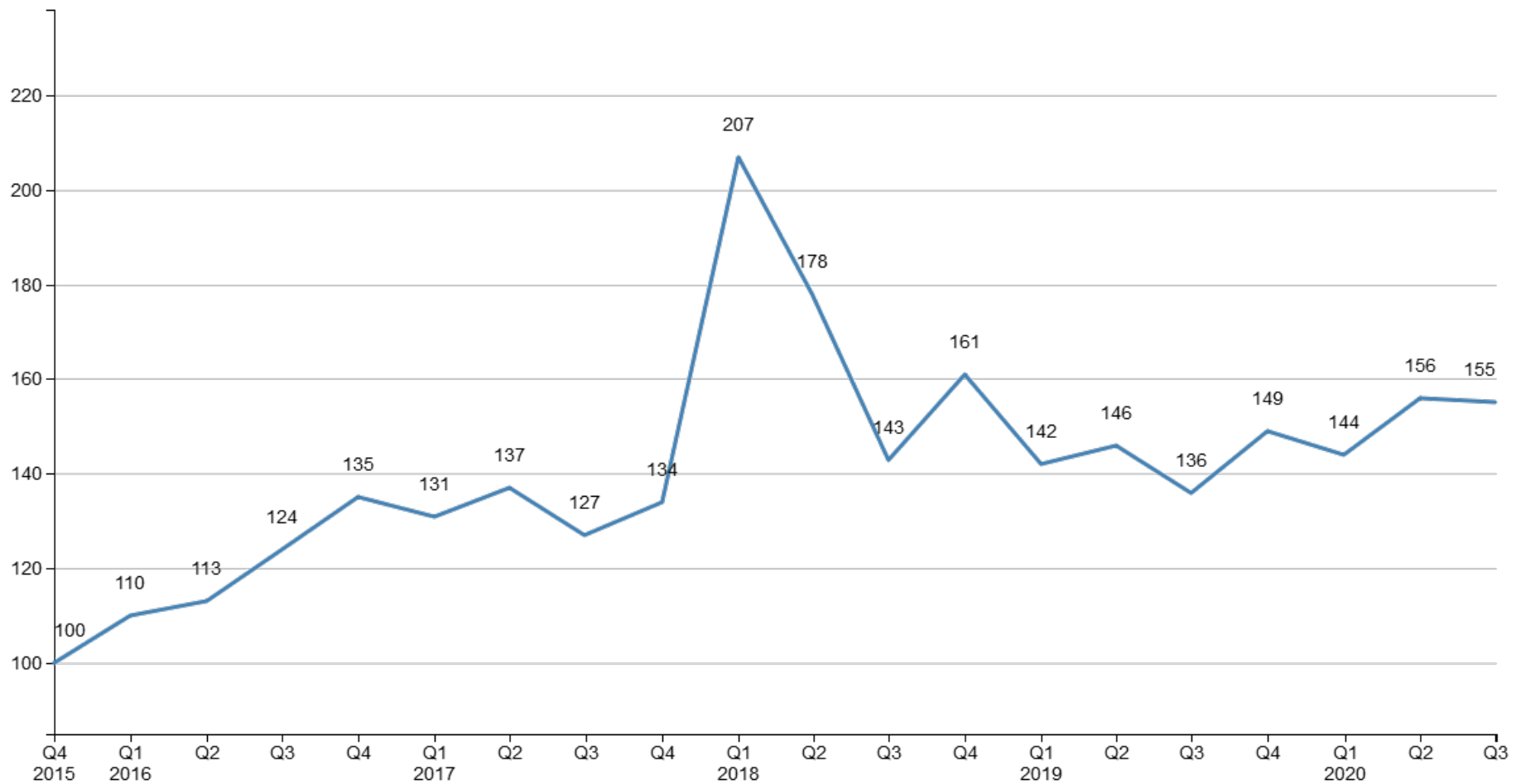


LINK

FENWAY
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

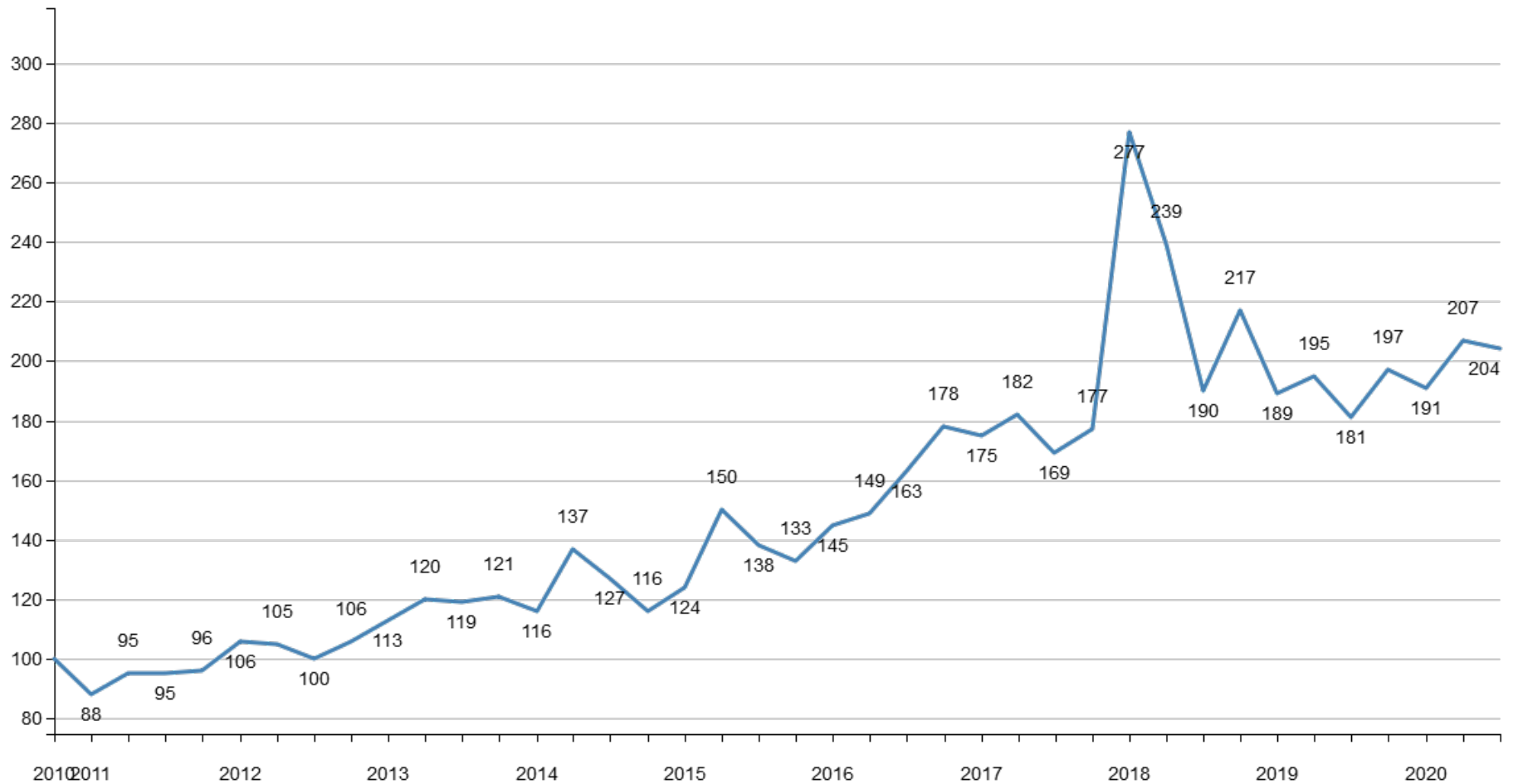
LINK

Fenway Five Year Price Index (Appreciation Rate)



LINK

Fenway Ten Year Price Index (Appreciation Rate)





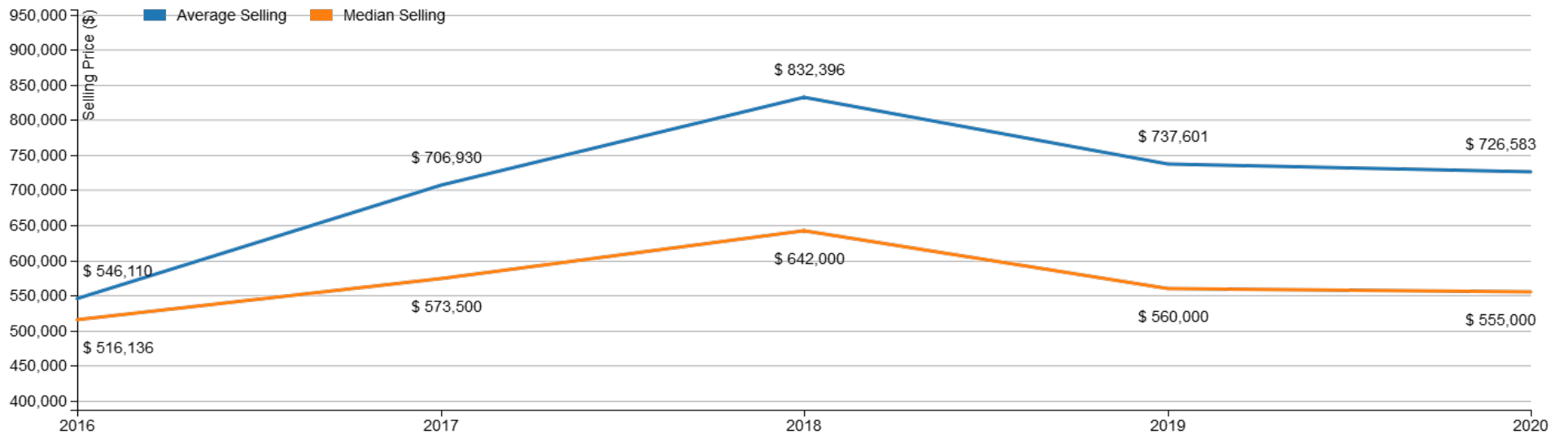
Fenway

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

[illegible]



Fenway

Sales Comparison by Square Footage

3rd Quarter 2020

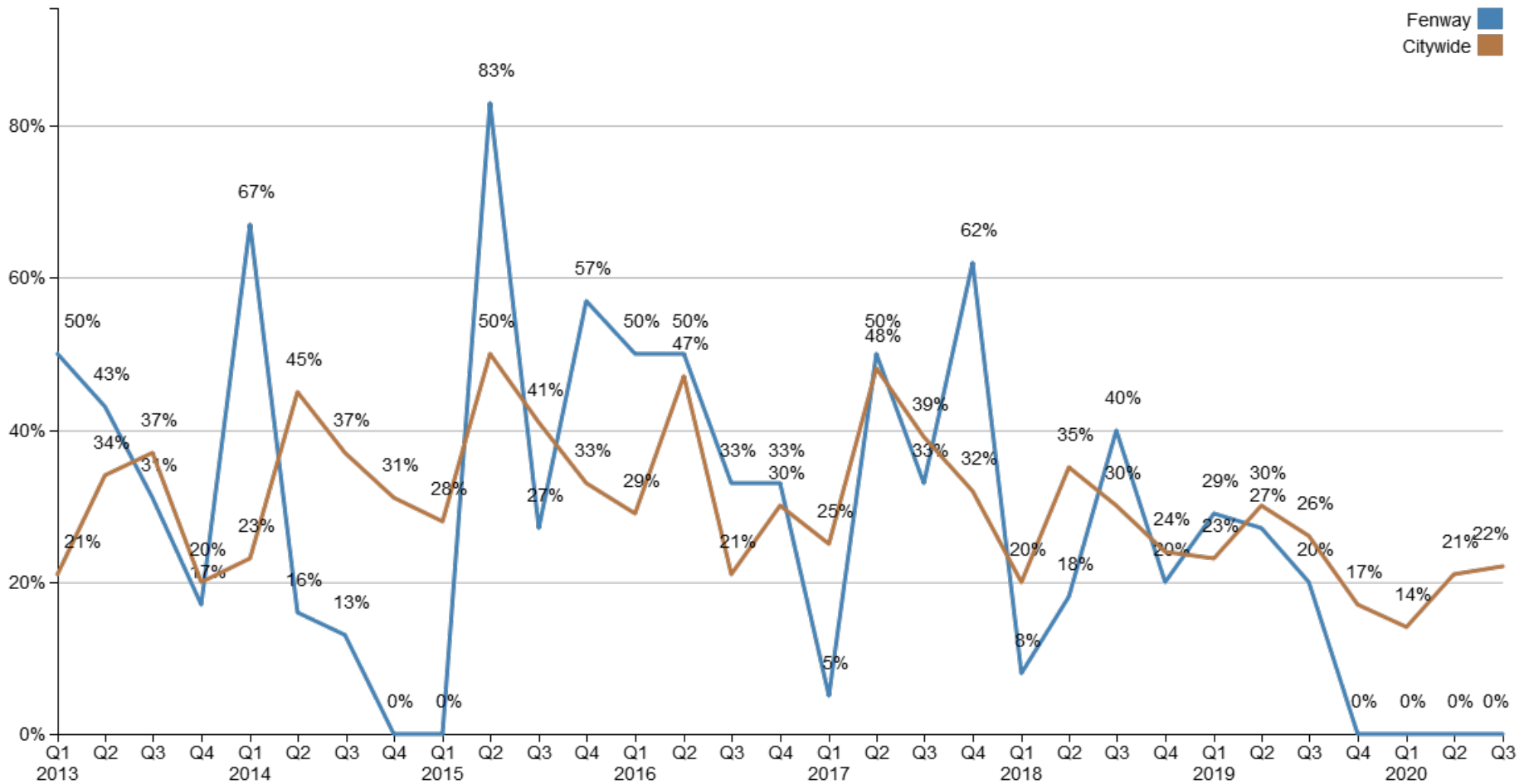
[illegible]

LINK

Fenway

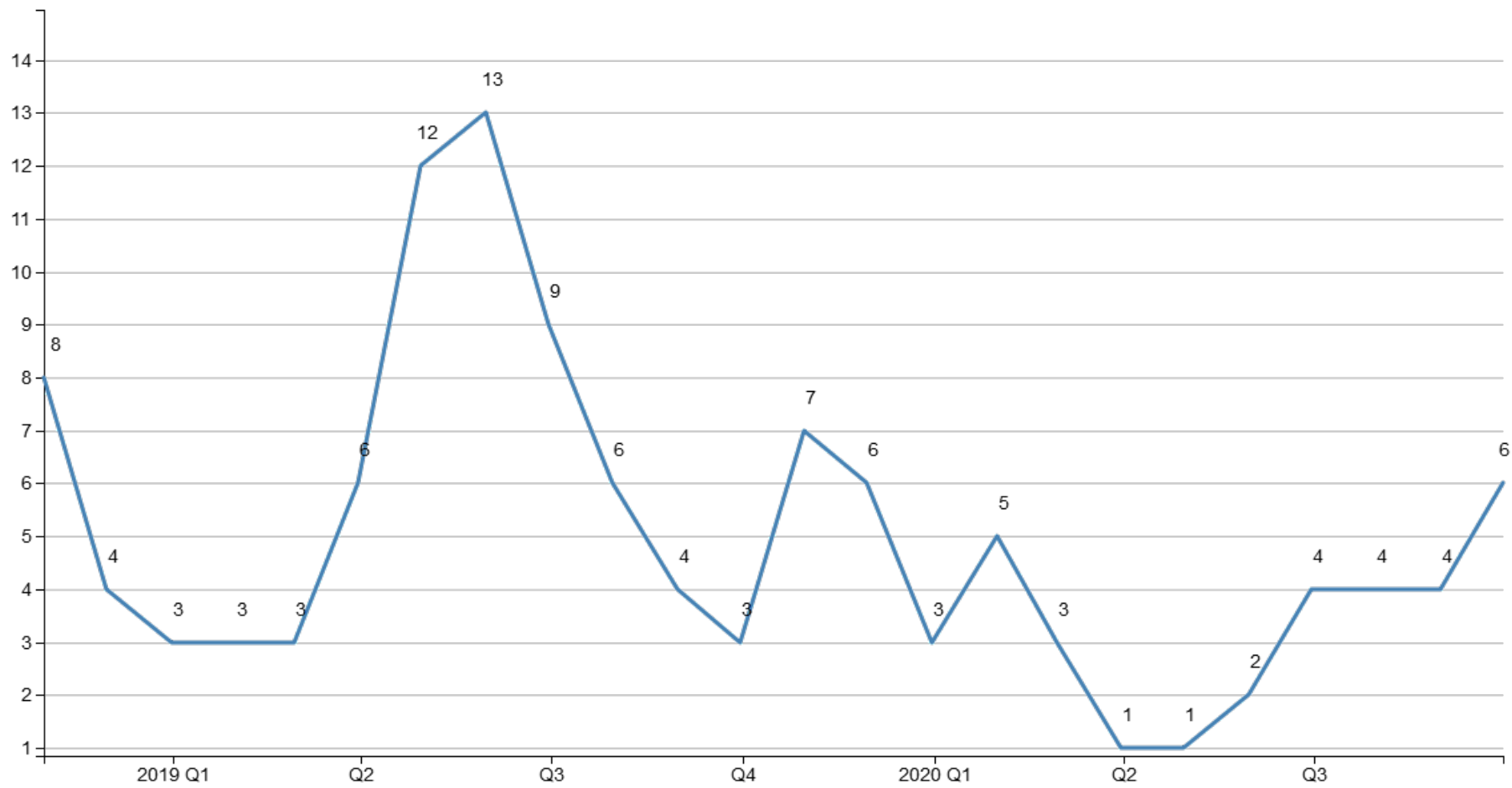
Sales Over Last Asking Price

3rd Quarter 2020





Fenway
Inventory
3rd Quarter 2020



LINK

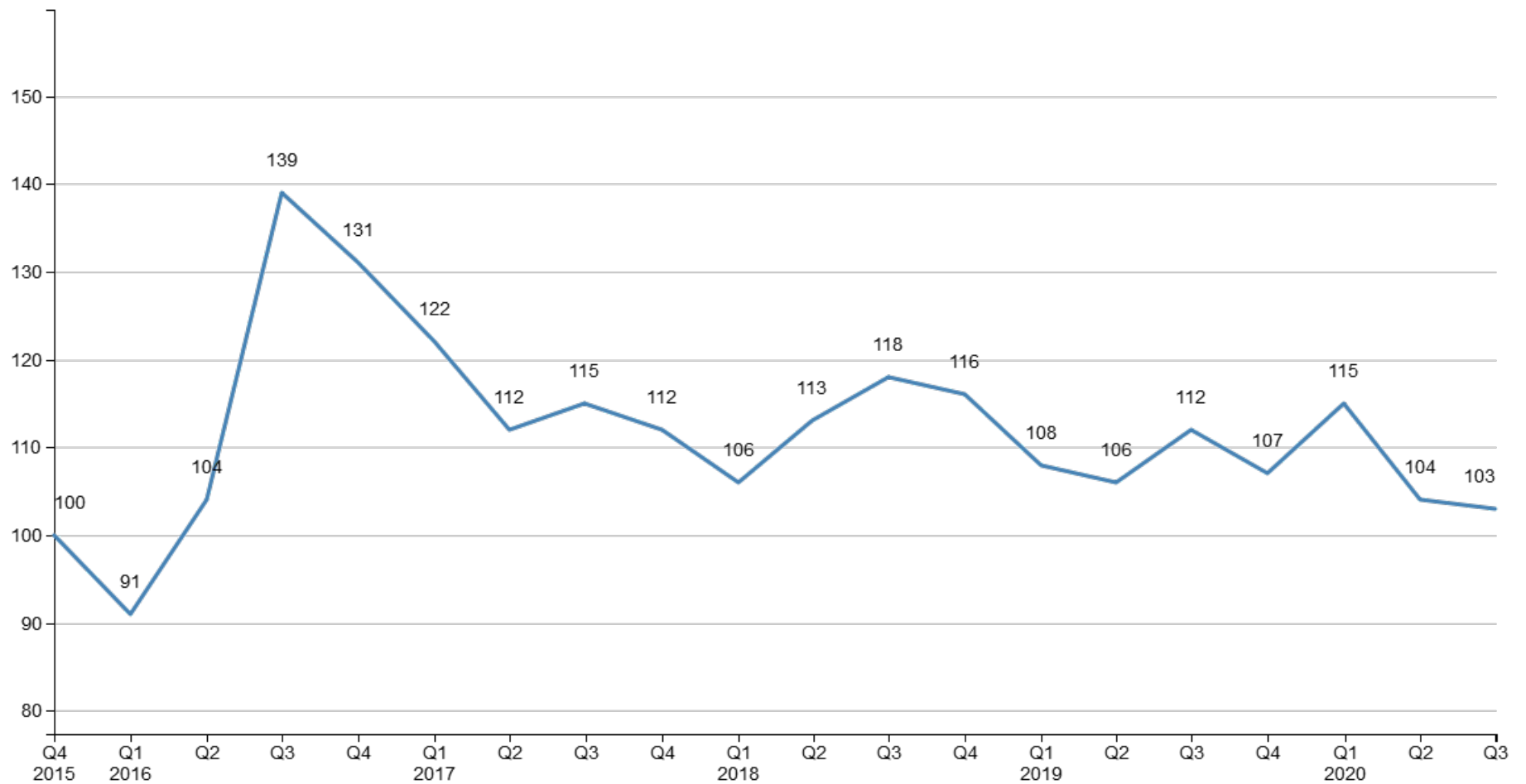
MIDTOWN
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

LINK

Midtown

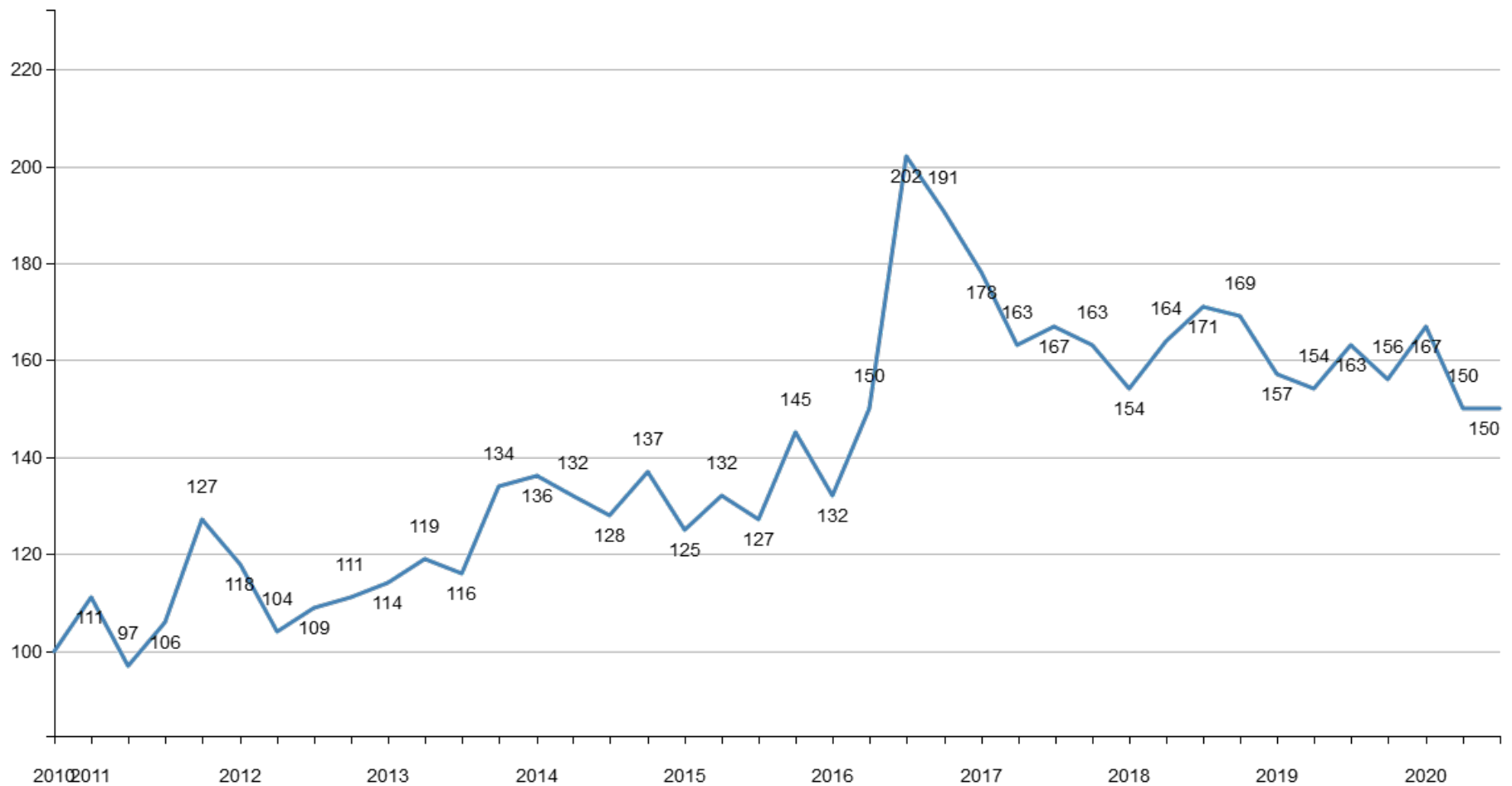
Five Year Price Index

(Appreciation Rate)



LINK

Midtown Ten Year Price Index (Appreciation Rate)

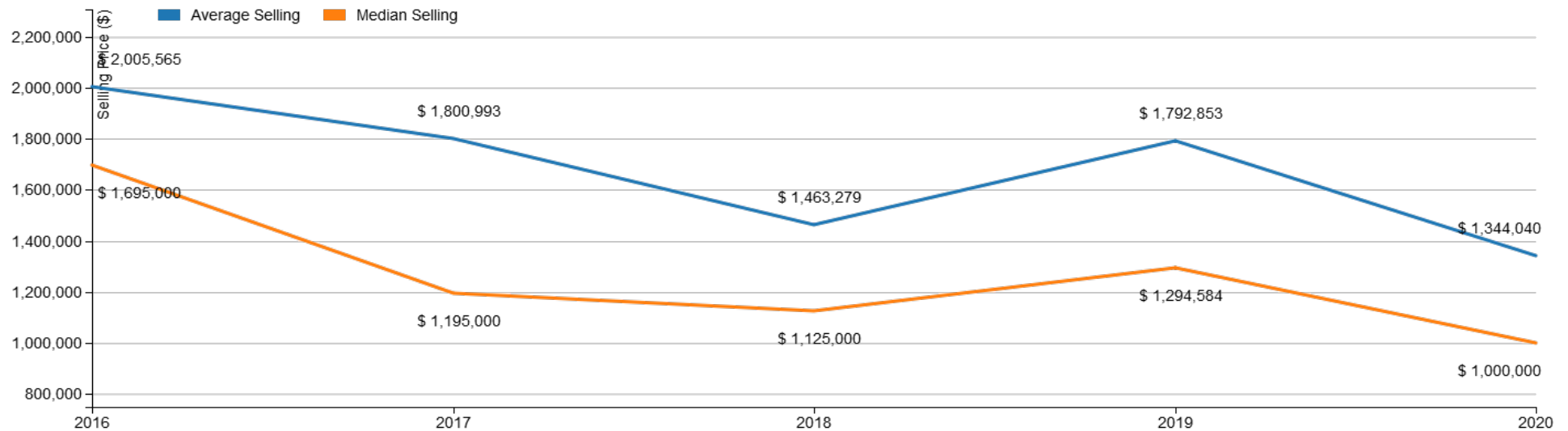


LINK

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





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%	-



Midtown

Sales Comparison by Square Footage

3rd Quarter 2020

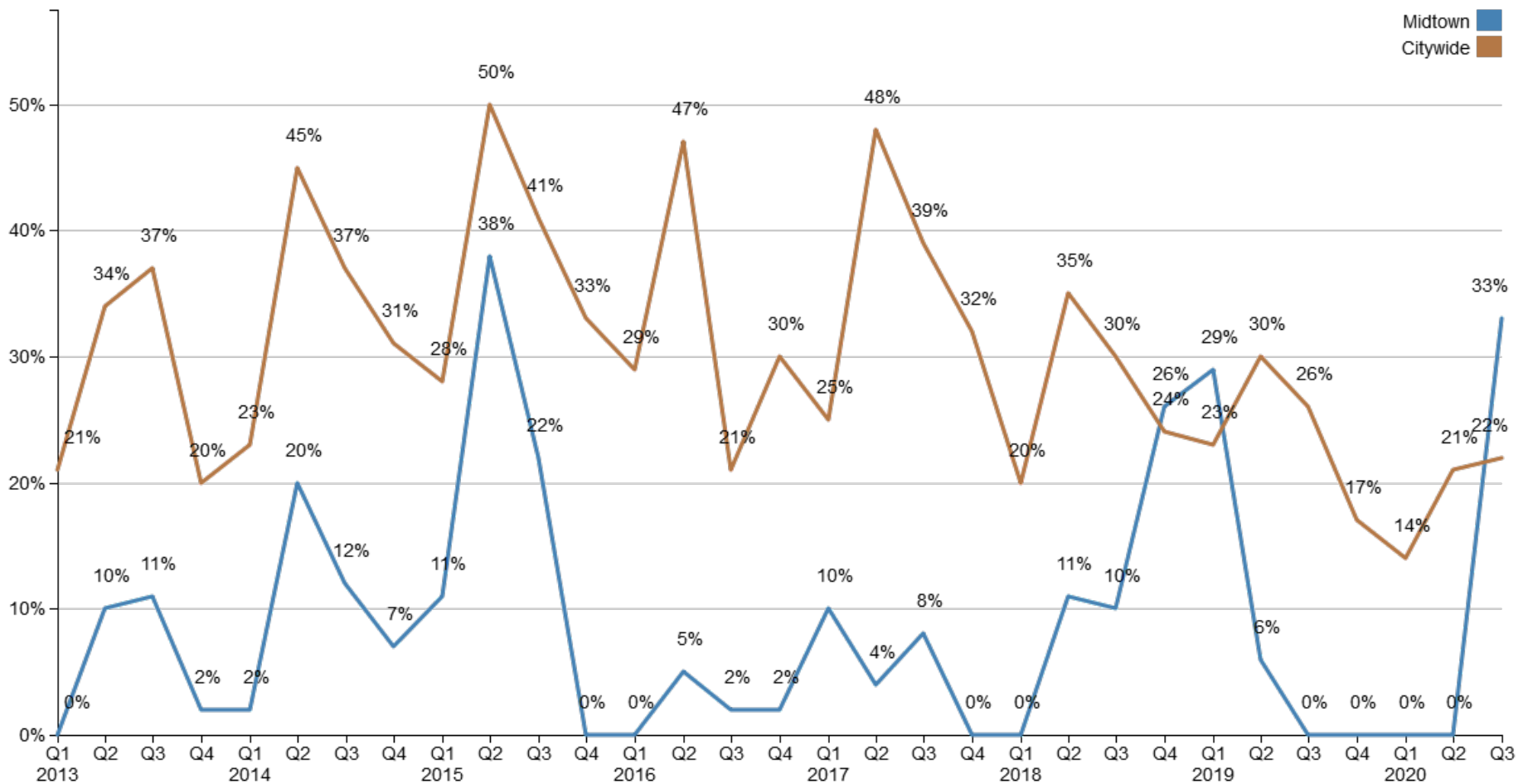
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	6	-40%	\$630,667	-2%	\$682,750	8%	\$1,043	-8%	\$1,060	-6%	42
	2019	3	-50%	\$576,000	-9%	\$539,000	-21%	\$994	-5%	\$969	-9%	35
	2020	1	-67%	\$675,000	17%	\$675,000	25%	\$1,144	15%	\$1,144	18%	-
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%	-

LINK

Midtown

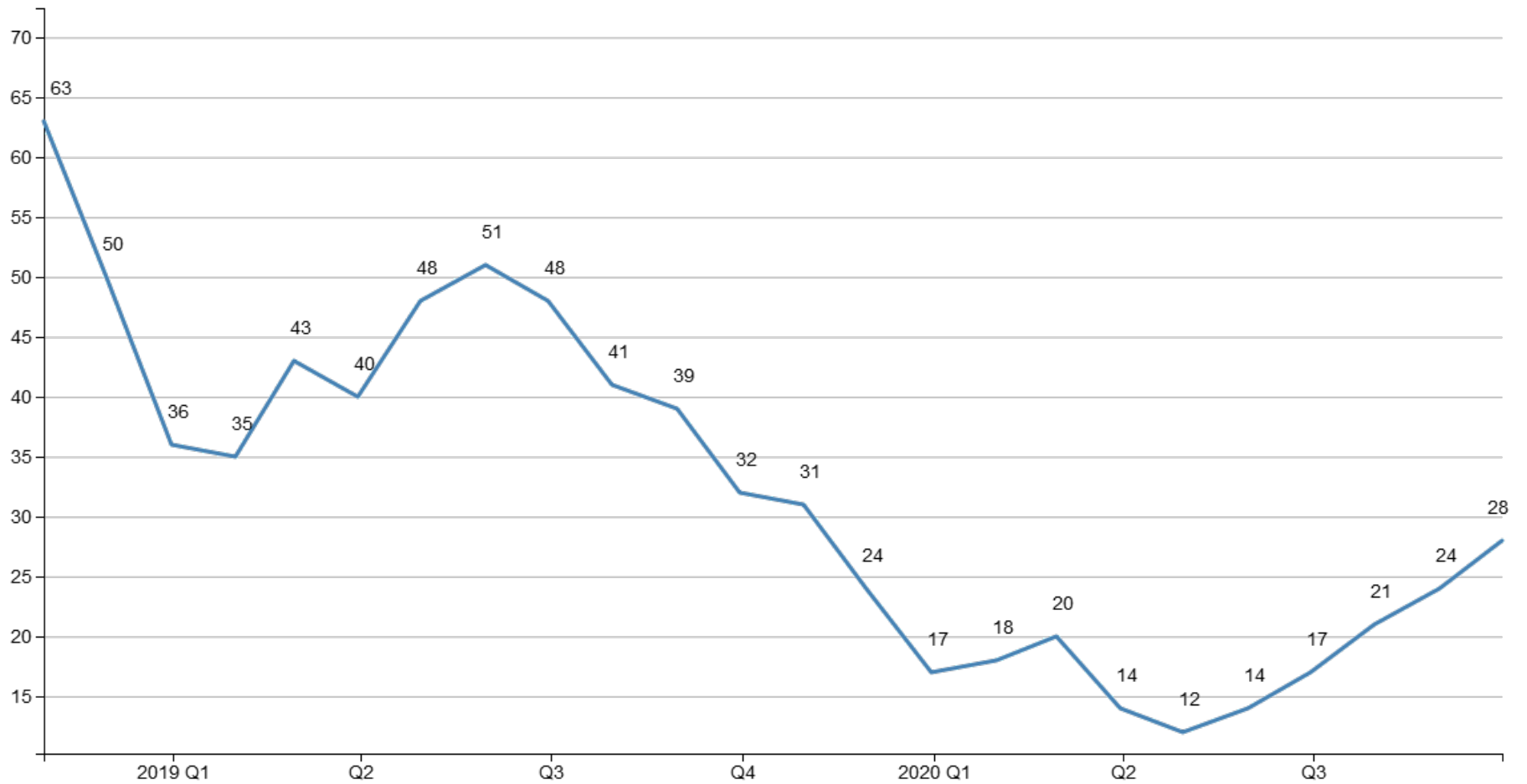
Sales Over Last Asking Price

3rd Quarter 2020



LINK

Midtown Inventory 3rd Quarter 2020

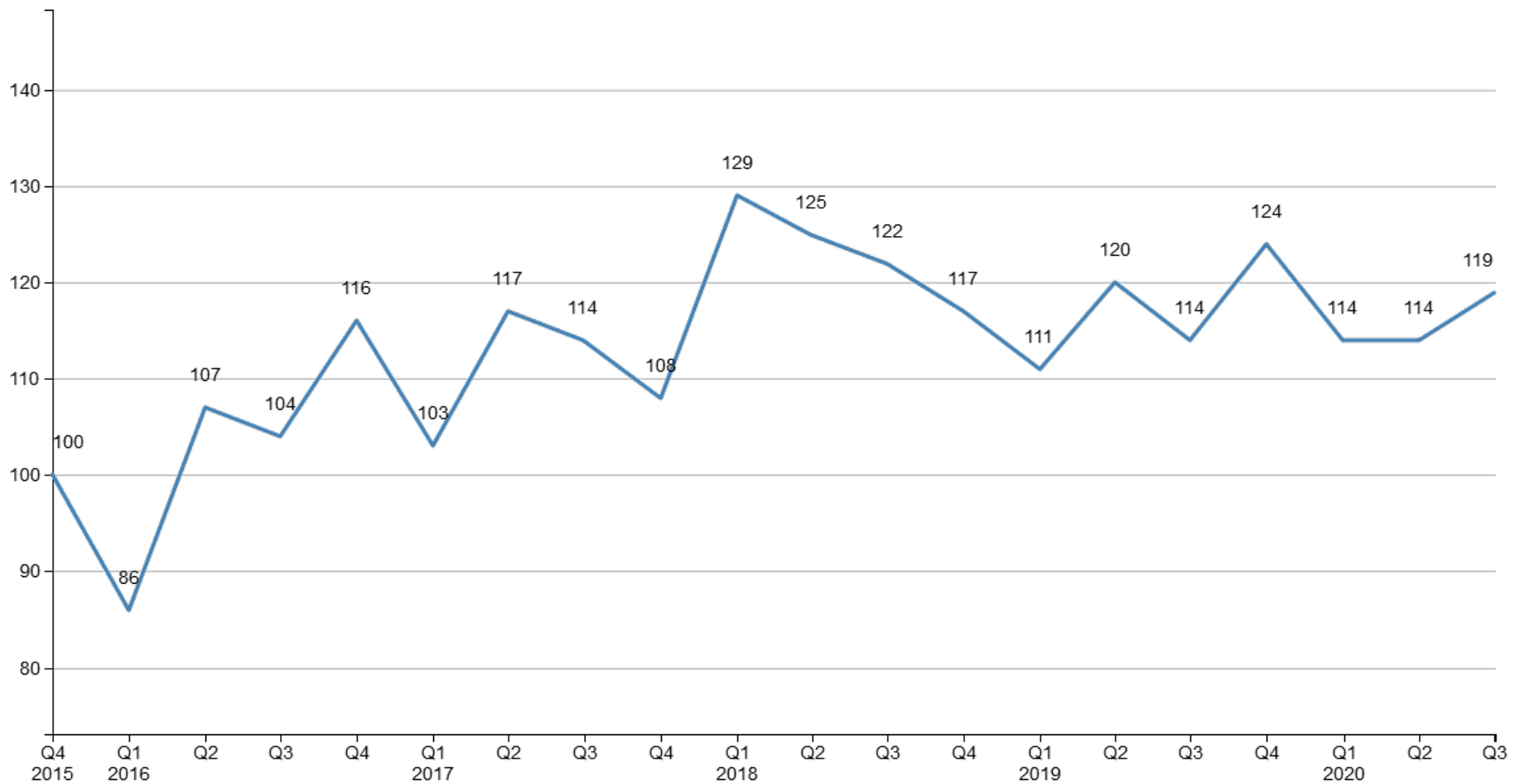


LINK

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

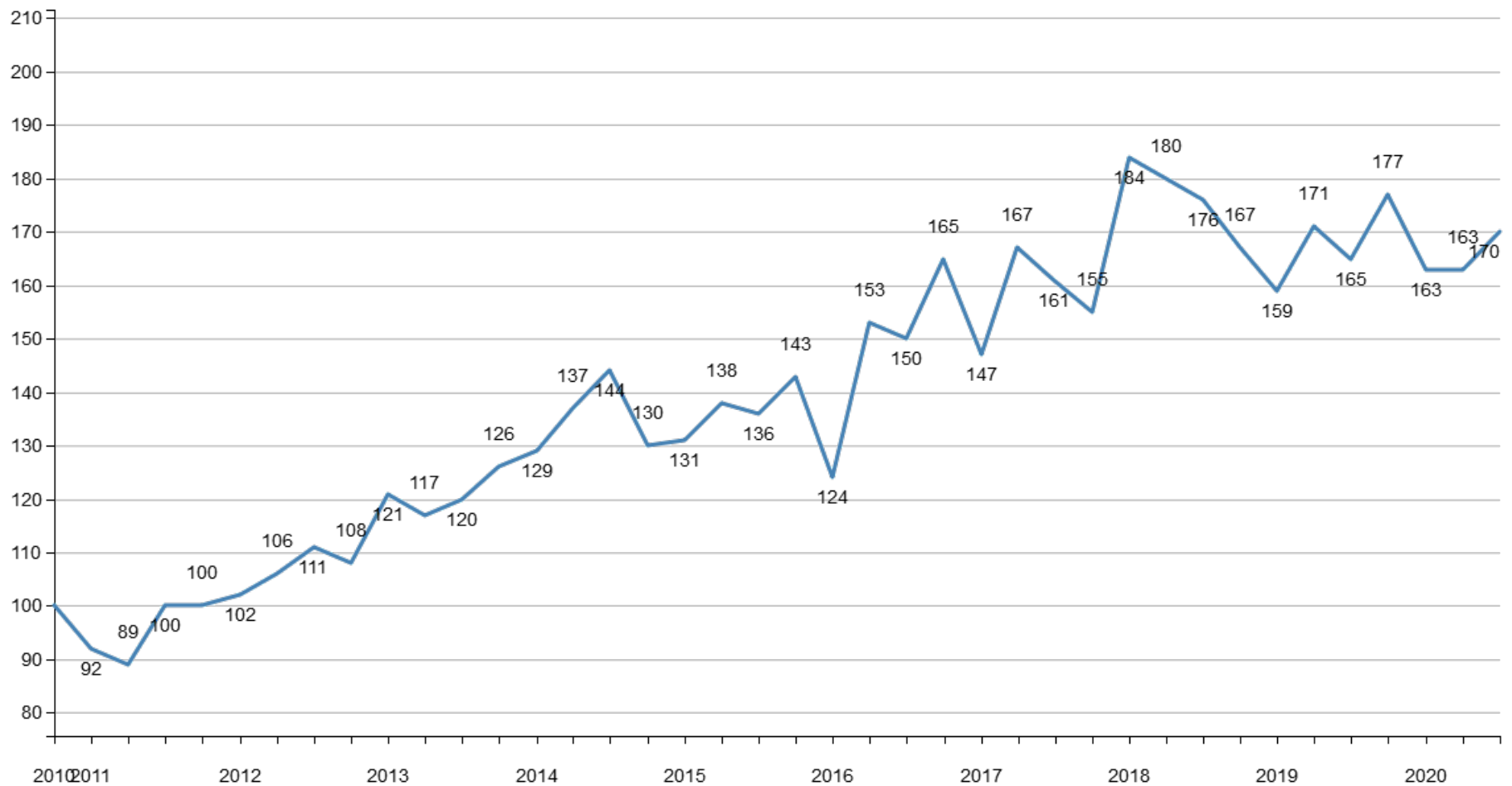
LINK

North End Five Year Price Index (Appreciation Rate)



LINK

North End Ten Year Price Index (Appreciation Rate)

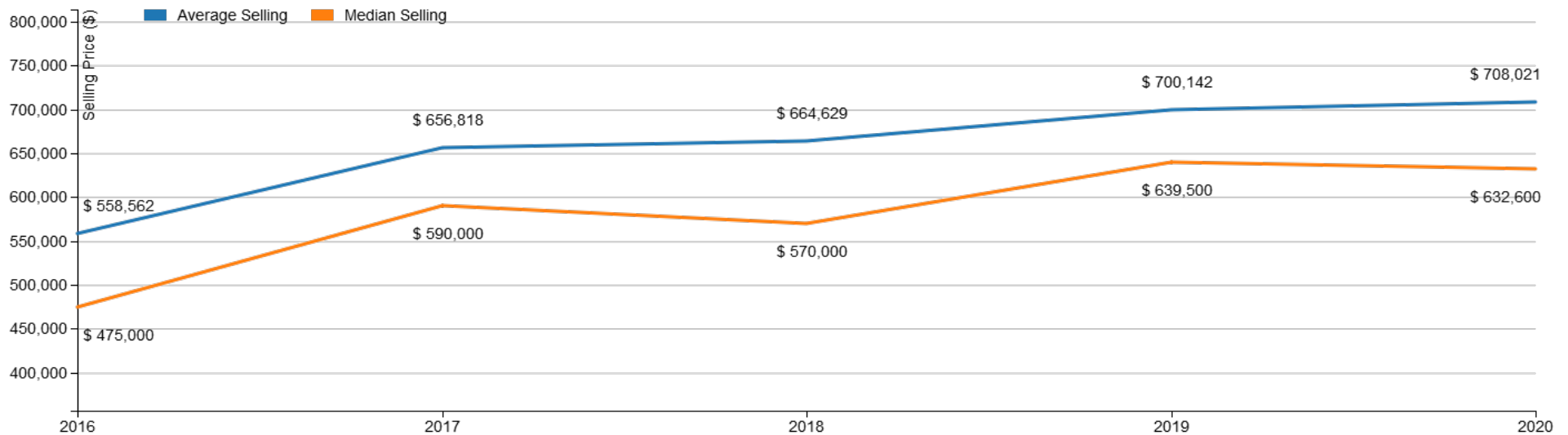




North End
Sales Summary
3rd Quarter 2020

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

[illegible]



North End

Sales Comparison by Square Footage

3rd Quarter 2020

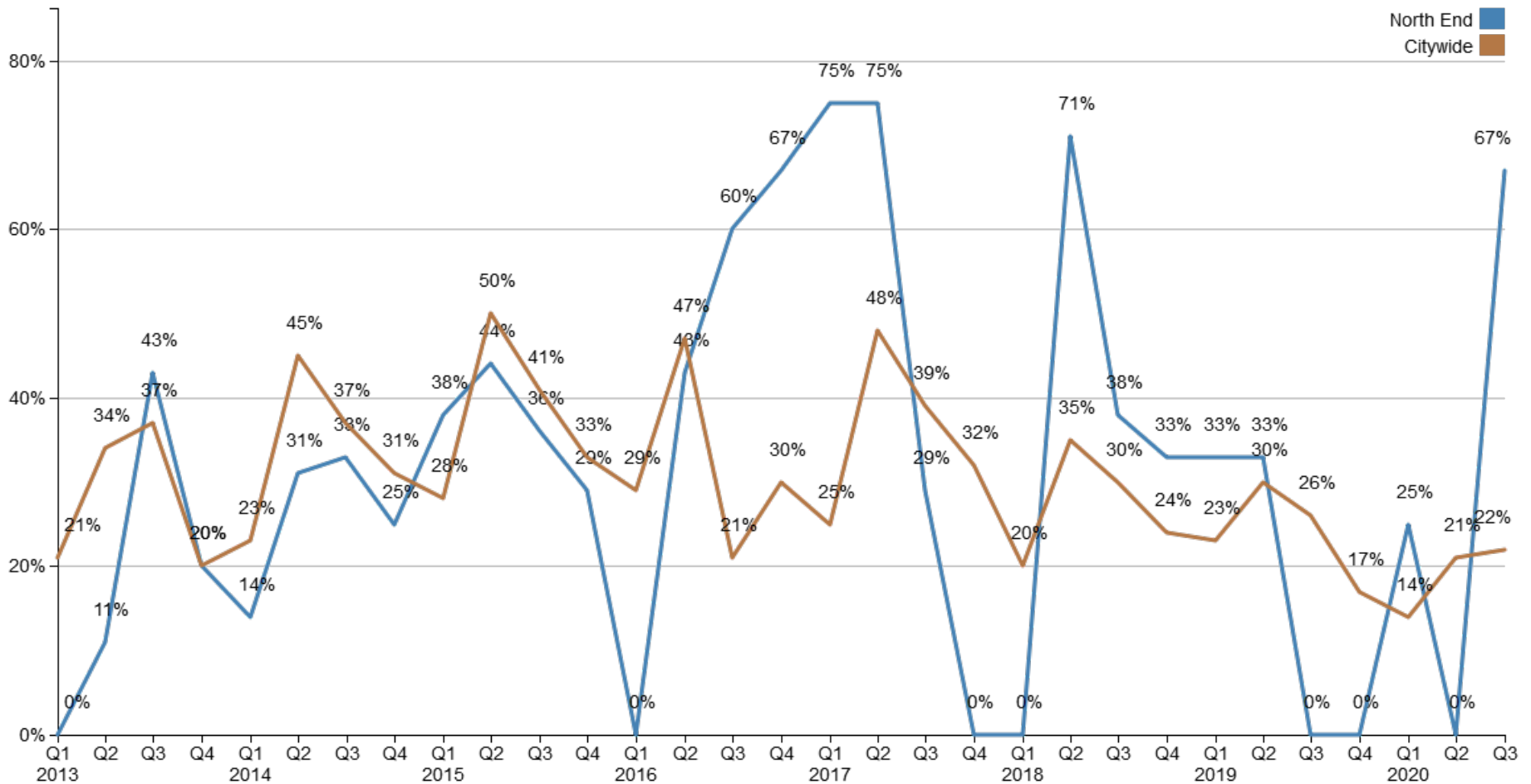
[illegible]

LINK

North End

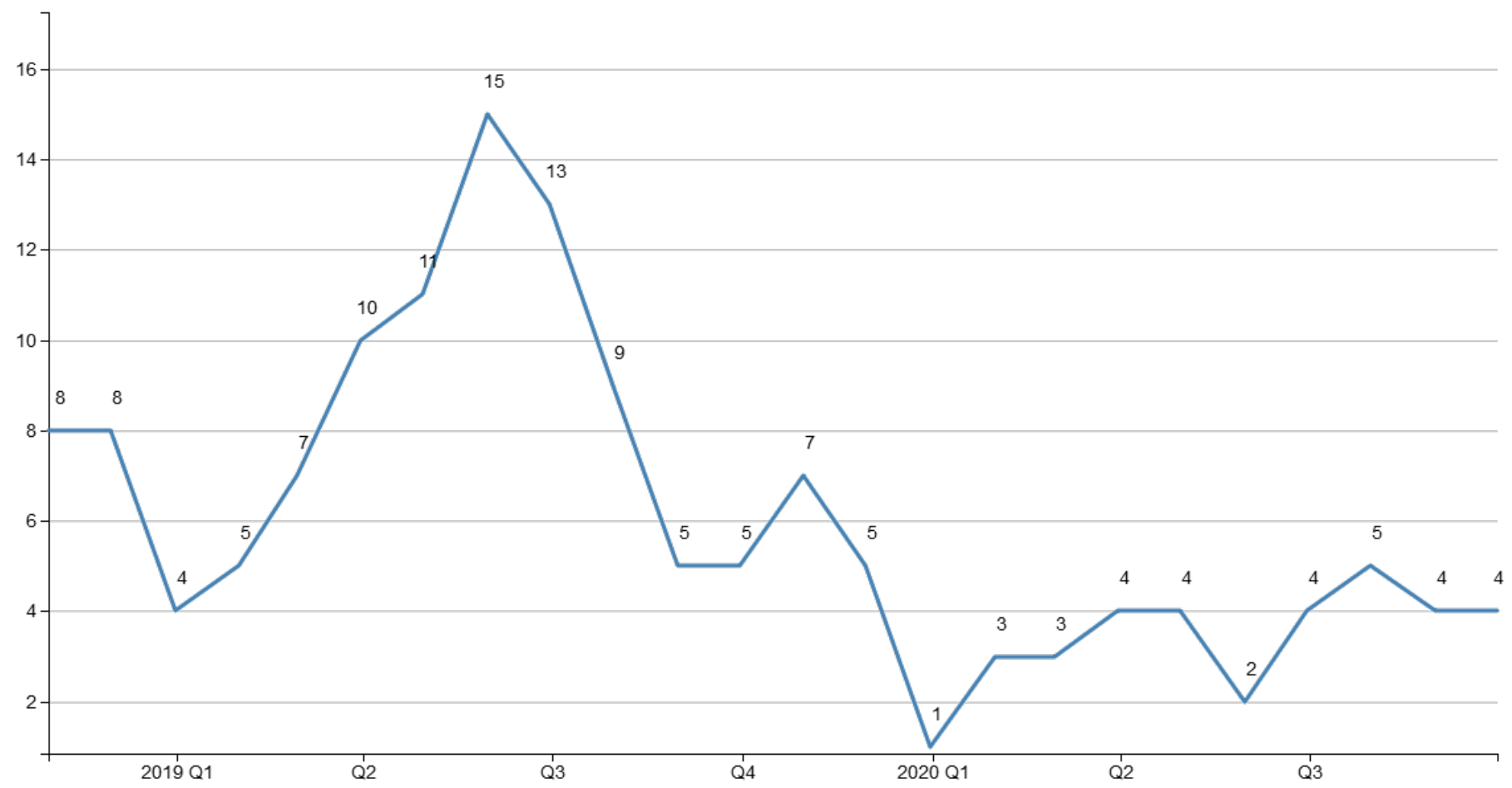
Sales Over Last Asking Price

3rd Quarter 2020





North End
Inventory
3rd Quarter 2020

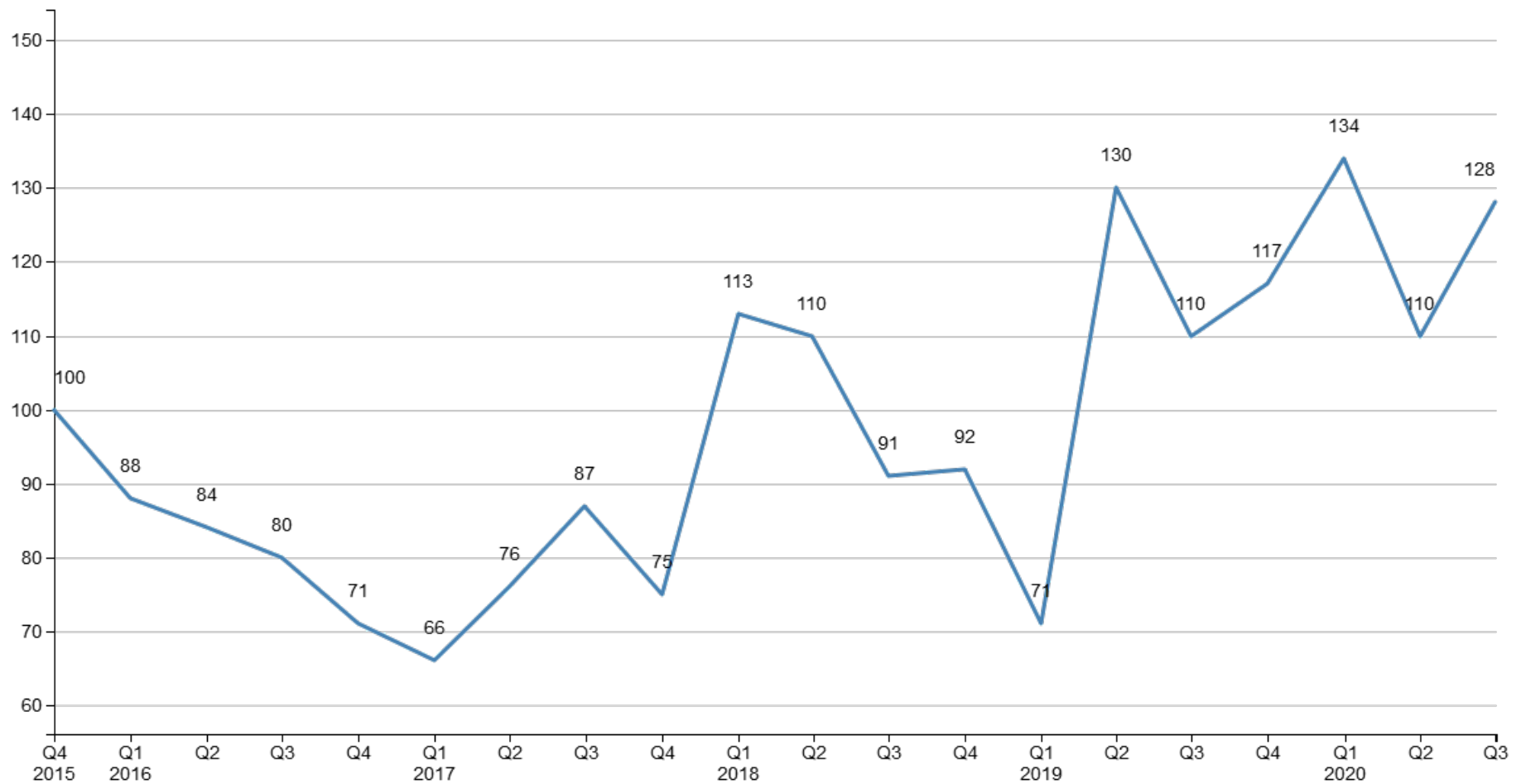


LINK

SEAPORT
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

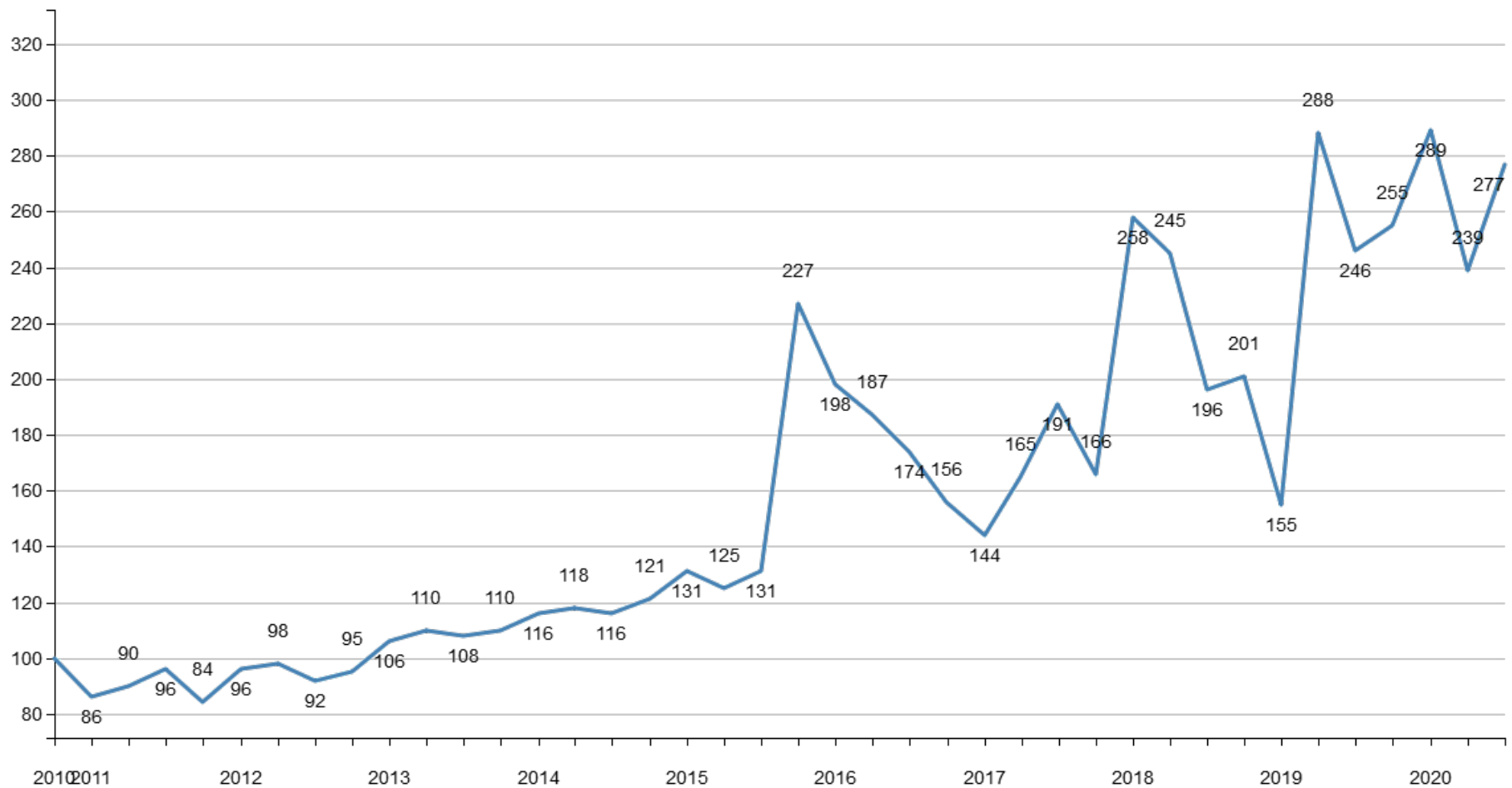
LINK

Seaport Five Year Price Index (Appreciation Rate)



LINK

Seaport Ten Year Price Index (Appreciation Rate)

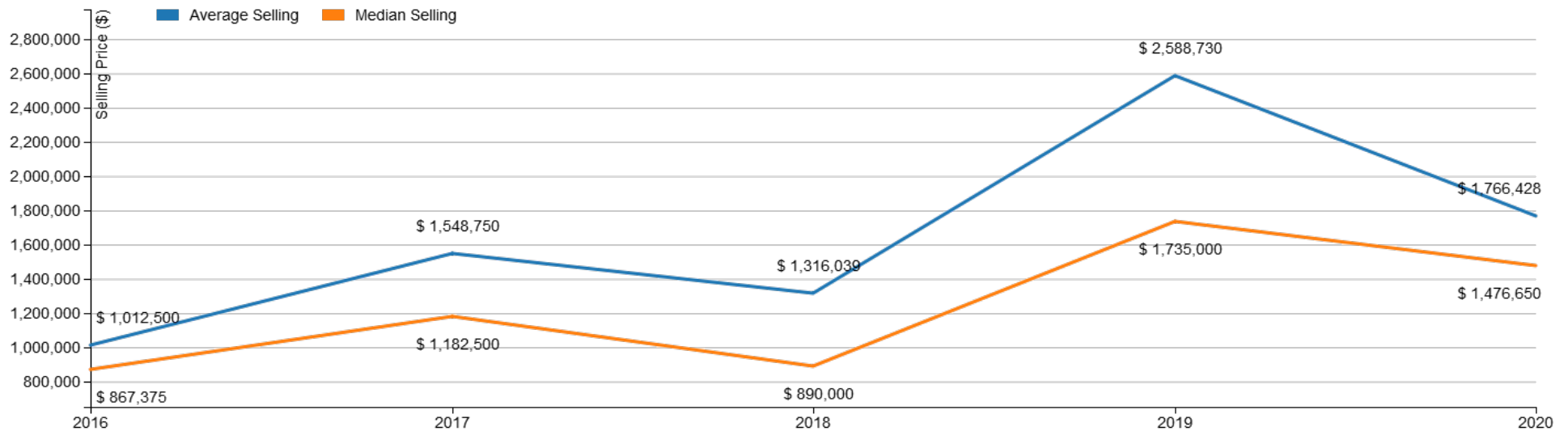




Seaport Sales Summary 3rd Quarter 2020

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





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

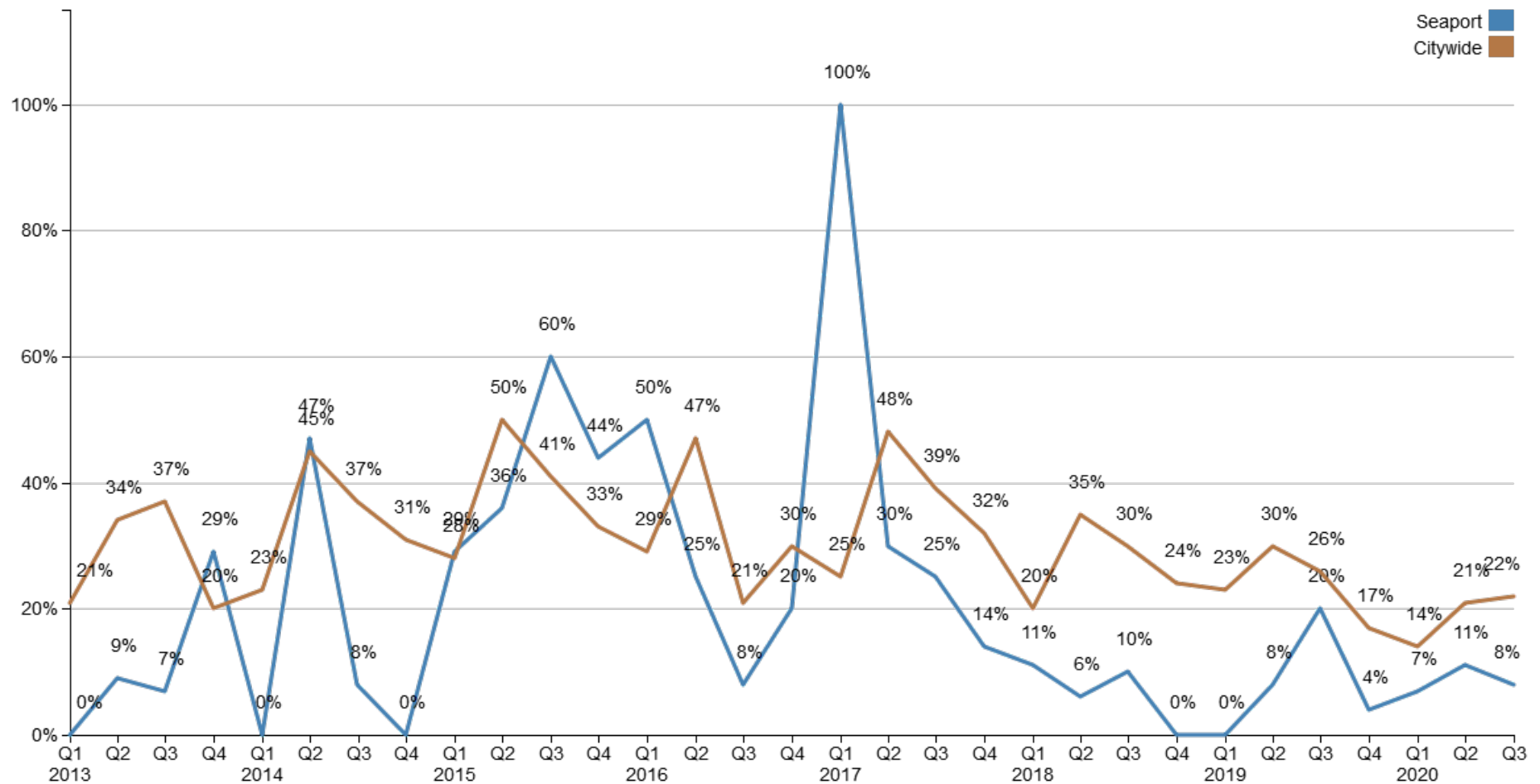
Sales Comparison by Square Footage

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

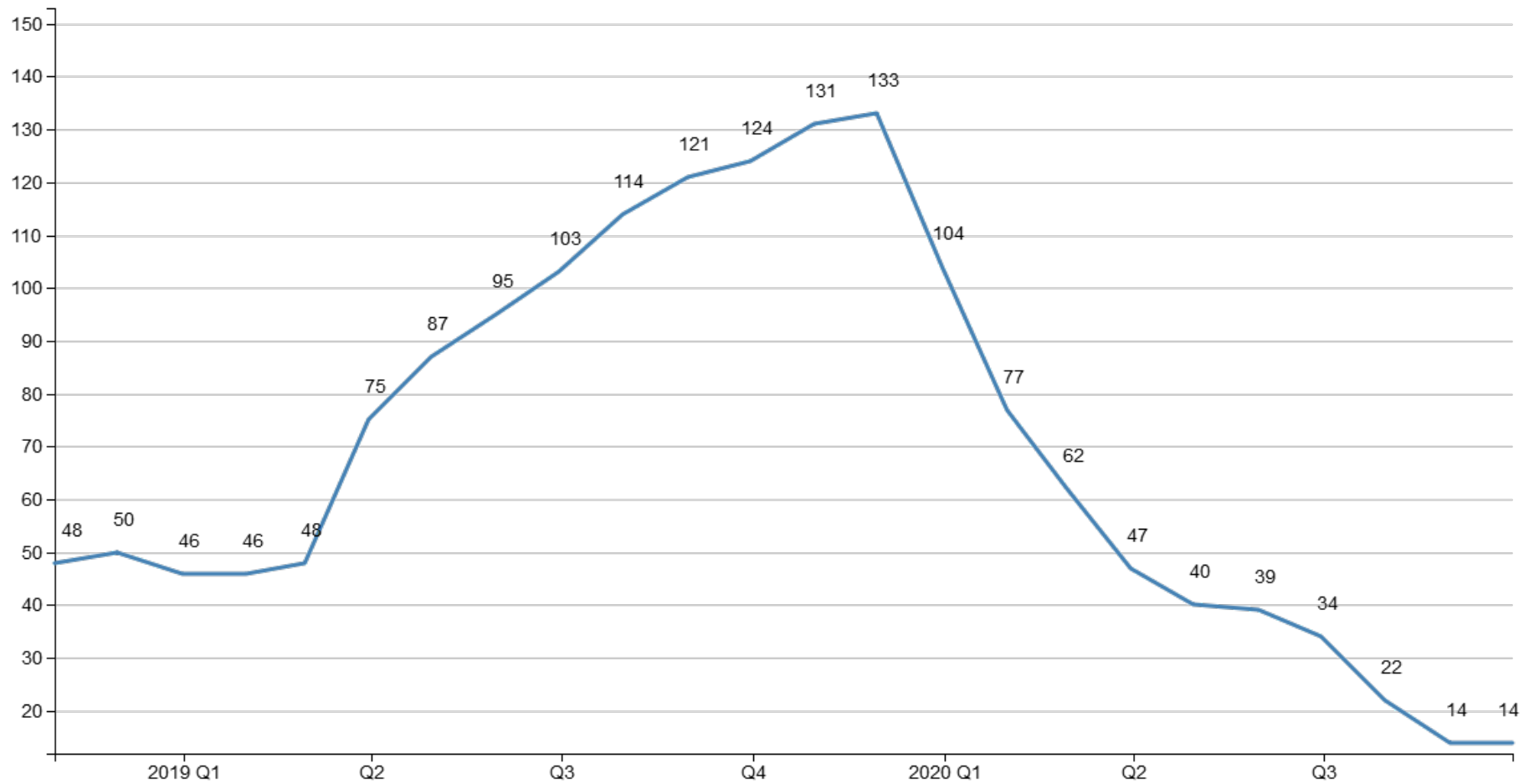
LINK

Seaport Sales Over Last Asking Price 3rd Quarter 2020



LINK

Seaport Inventory 3rd Quarter 2020

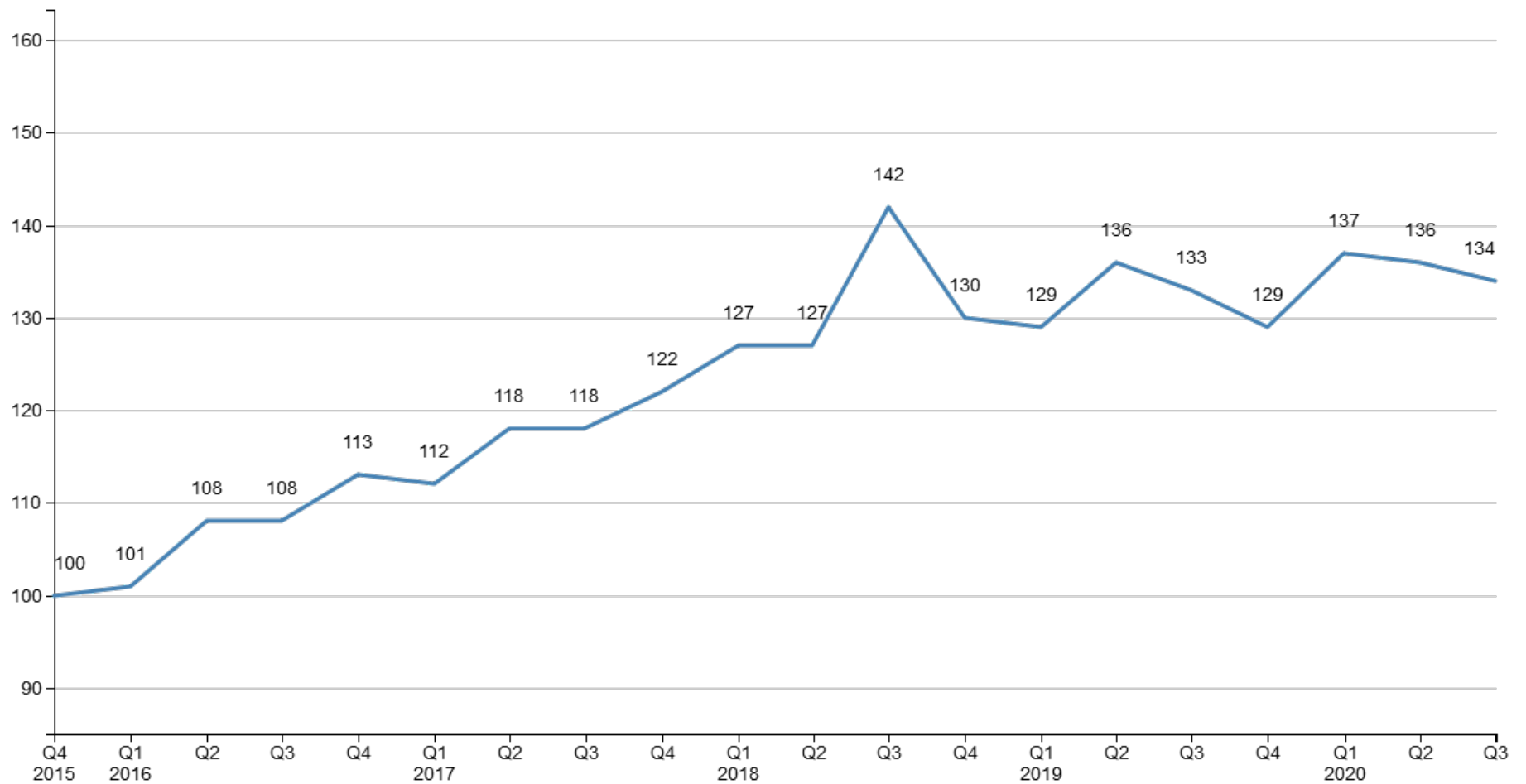


LINK

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

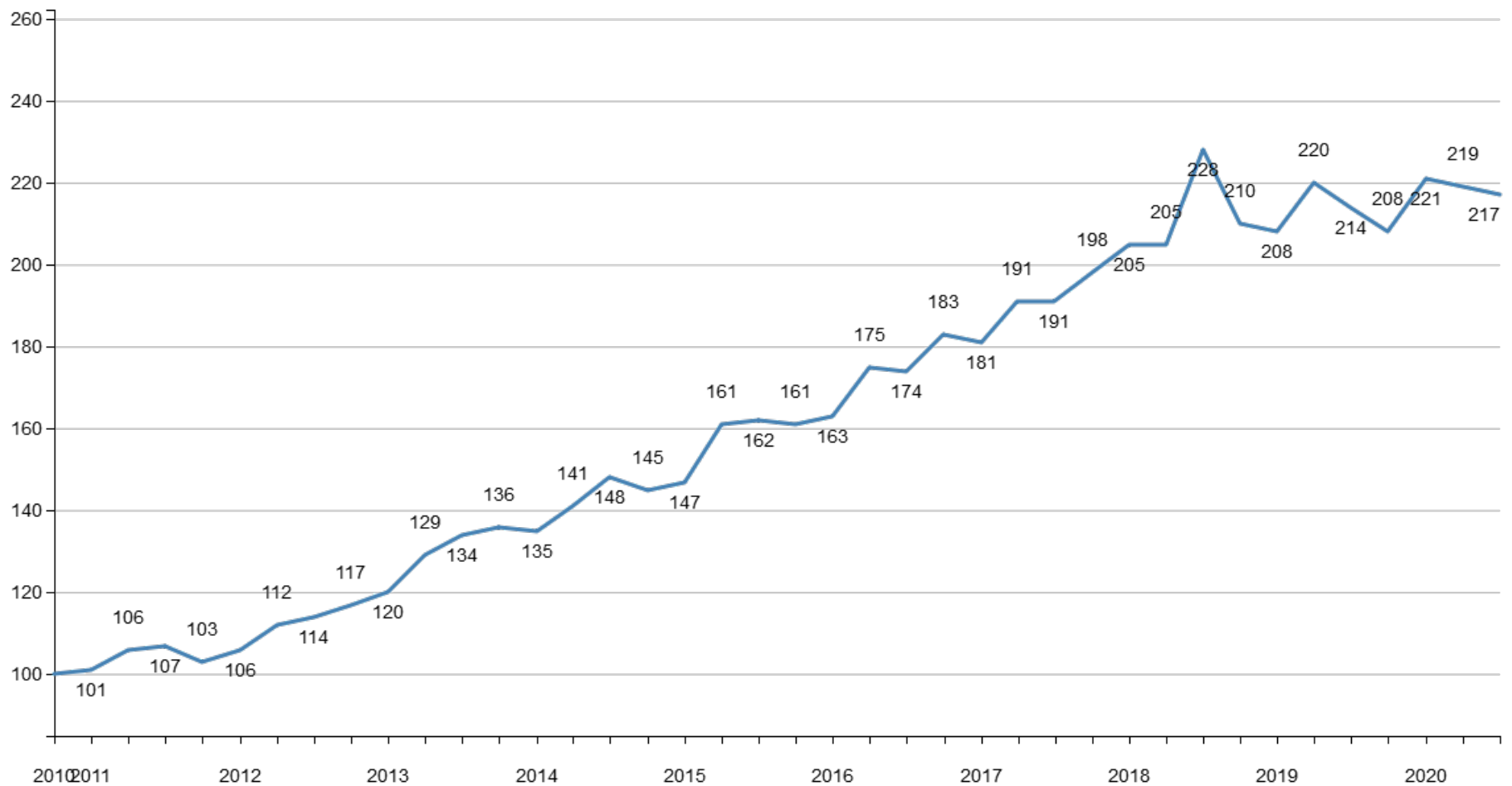
LINK

South Boston Five Year Price Index (Appreciation Rate)



LINK

South Boston Ten Year Price Index (Appreciation Rate)

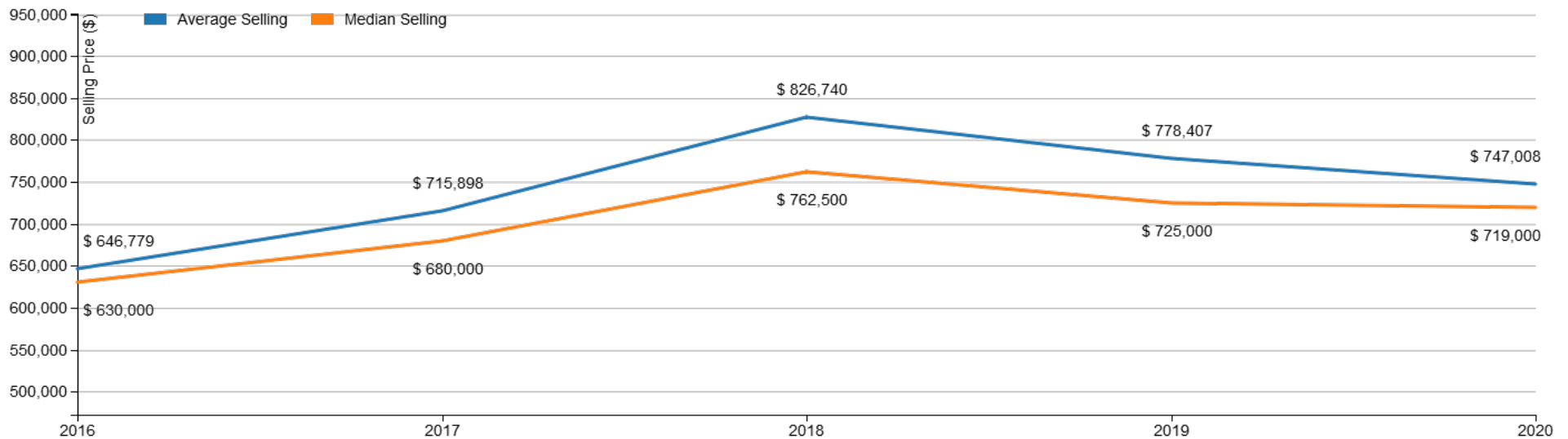




South Boston
Sales Summary
3rd Quarter 2020

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





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

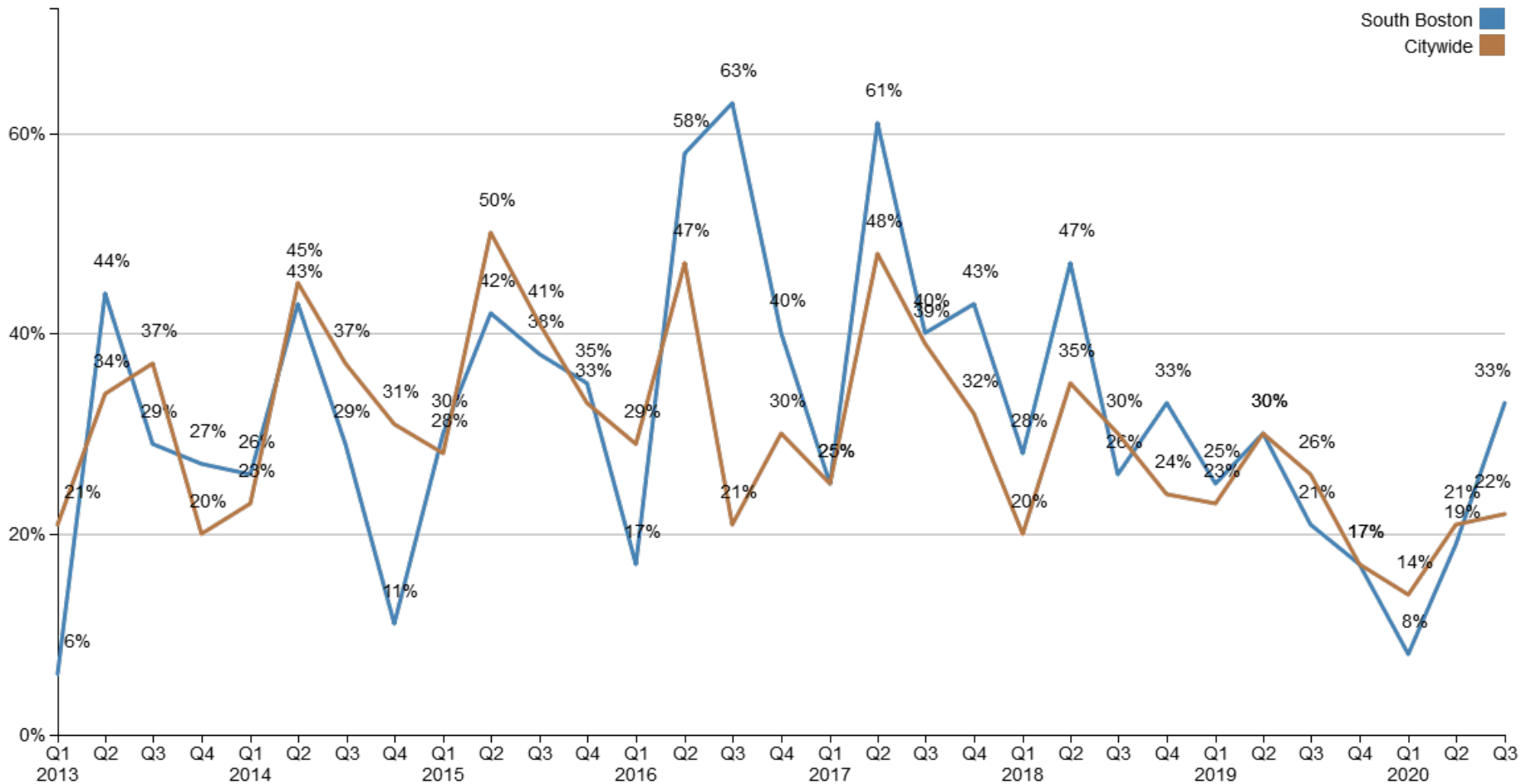
Sales Comparison by Square Footage

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%	-

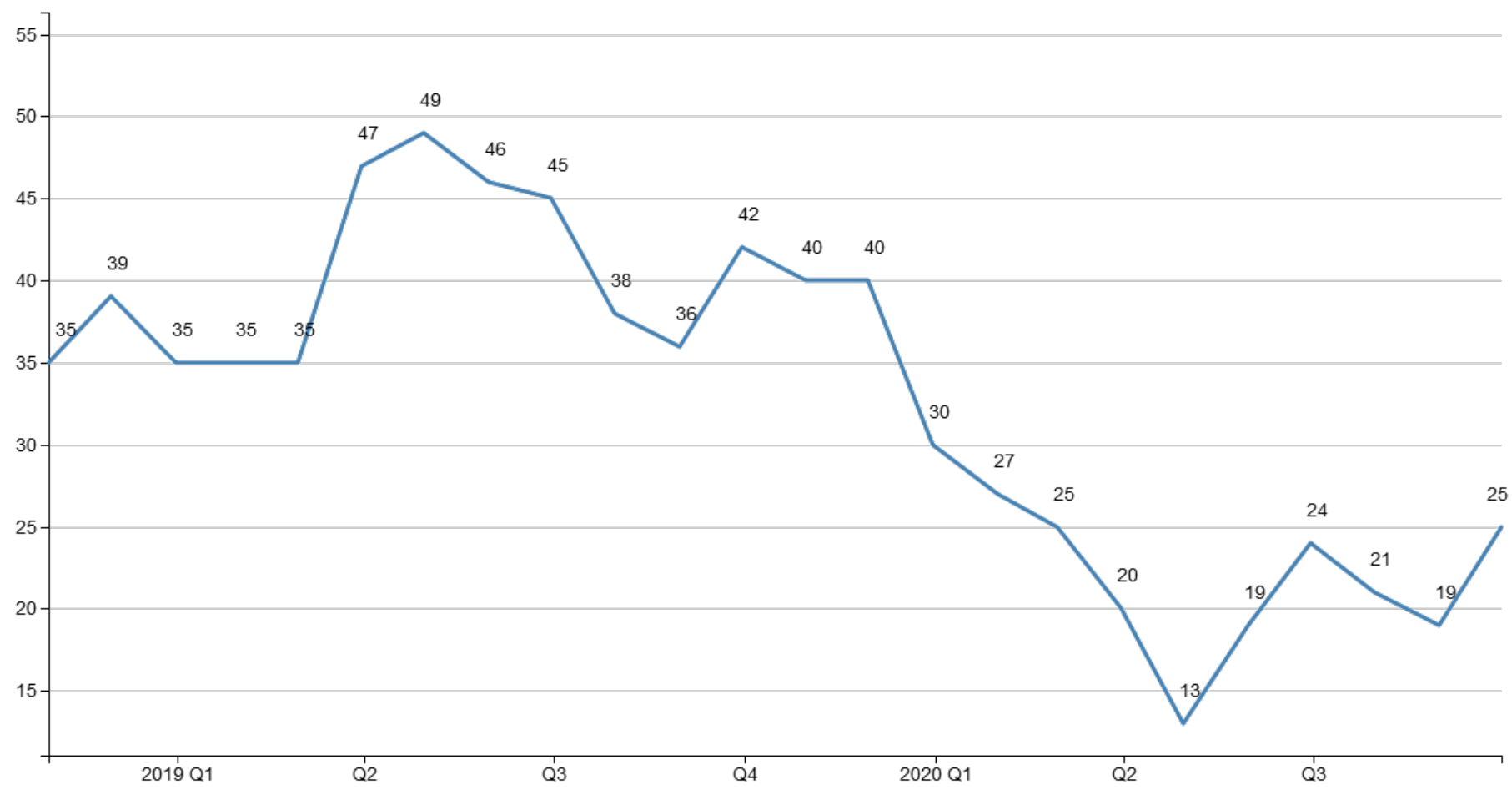
LINK

South Boston Sales Over Last Asking Price 3rd Quarter 2020





South Boston
Inventory
3rd Quarter 2020

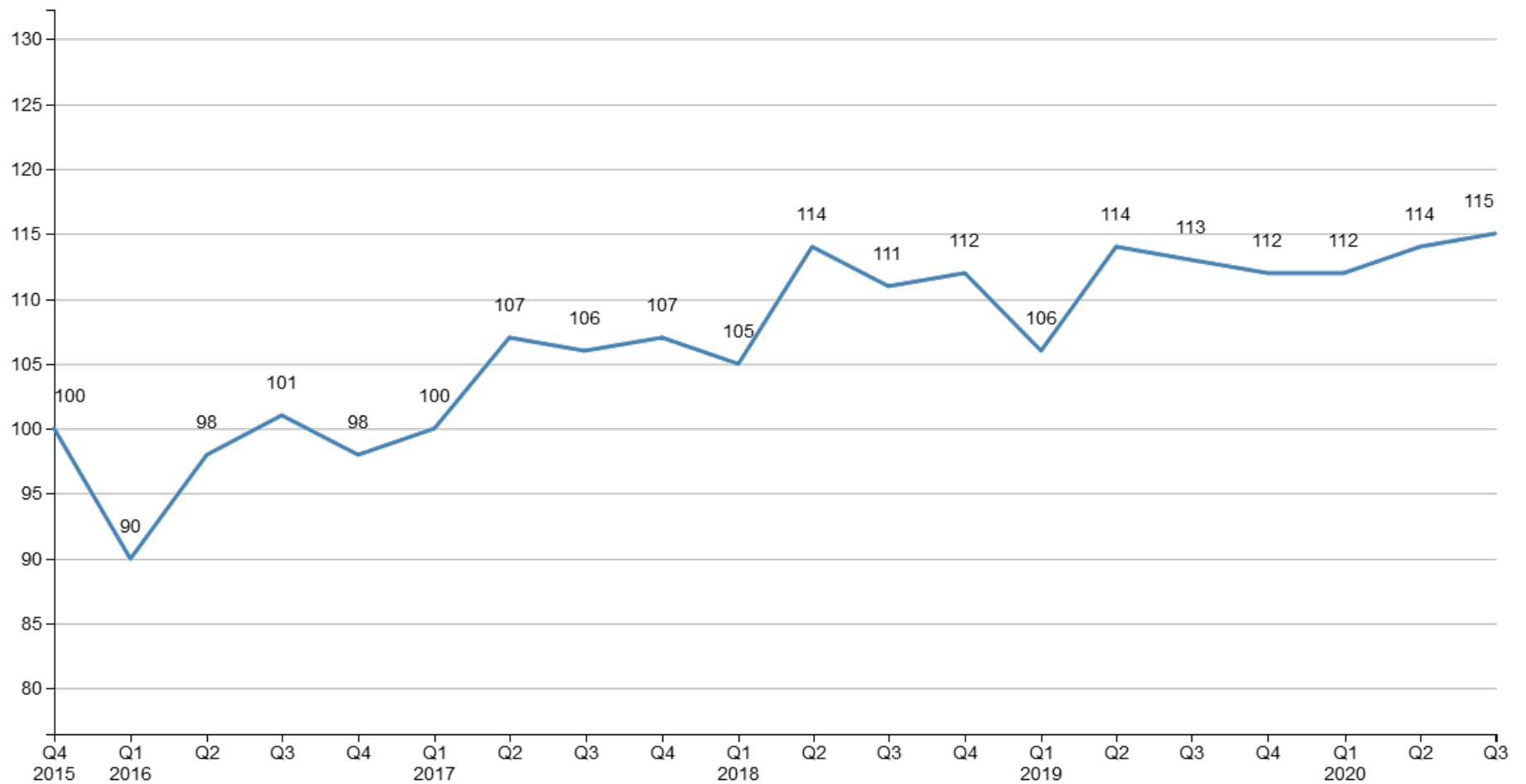


LINK

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

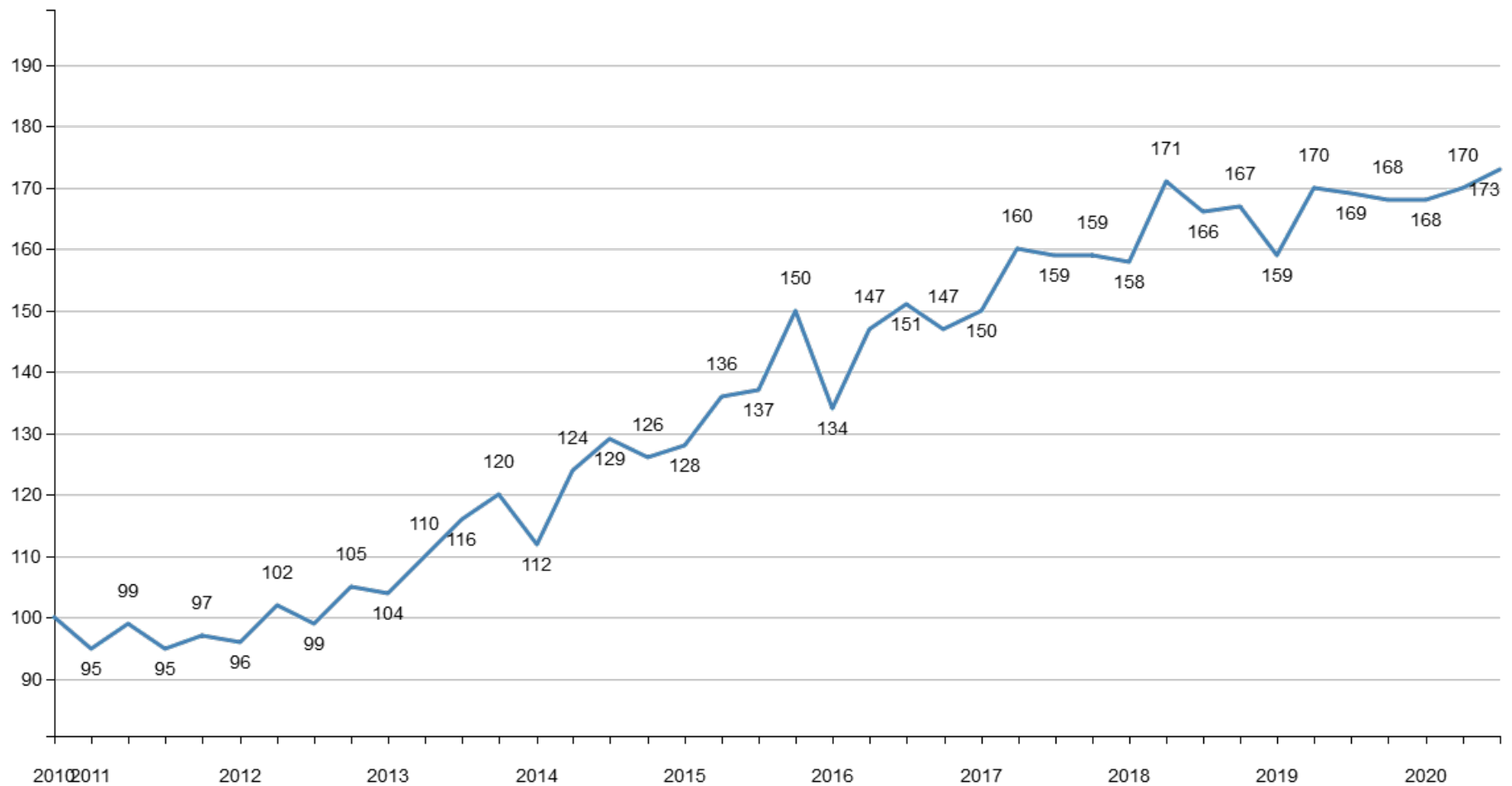
LINK

South End Five Year Price Index (Appreciation Rate)



LINK

South End Ten Year Price Index (Appreciation Rate)

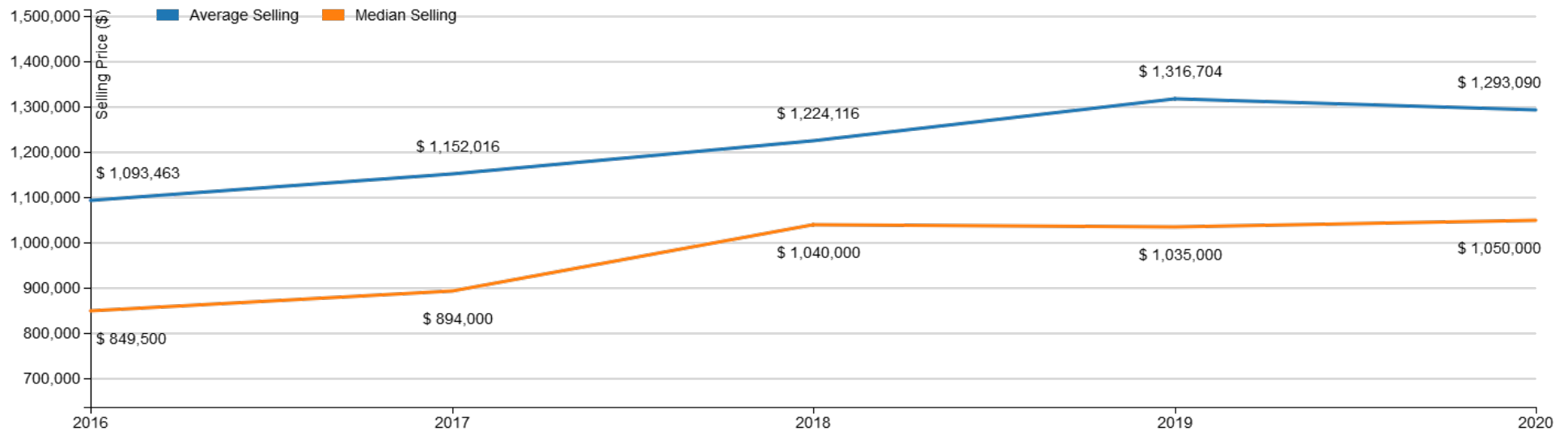




South End
Sales Summary
3rd Quarter 2020

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





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

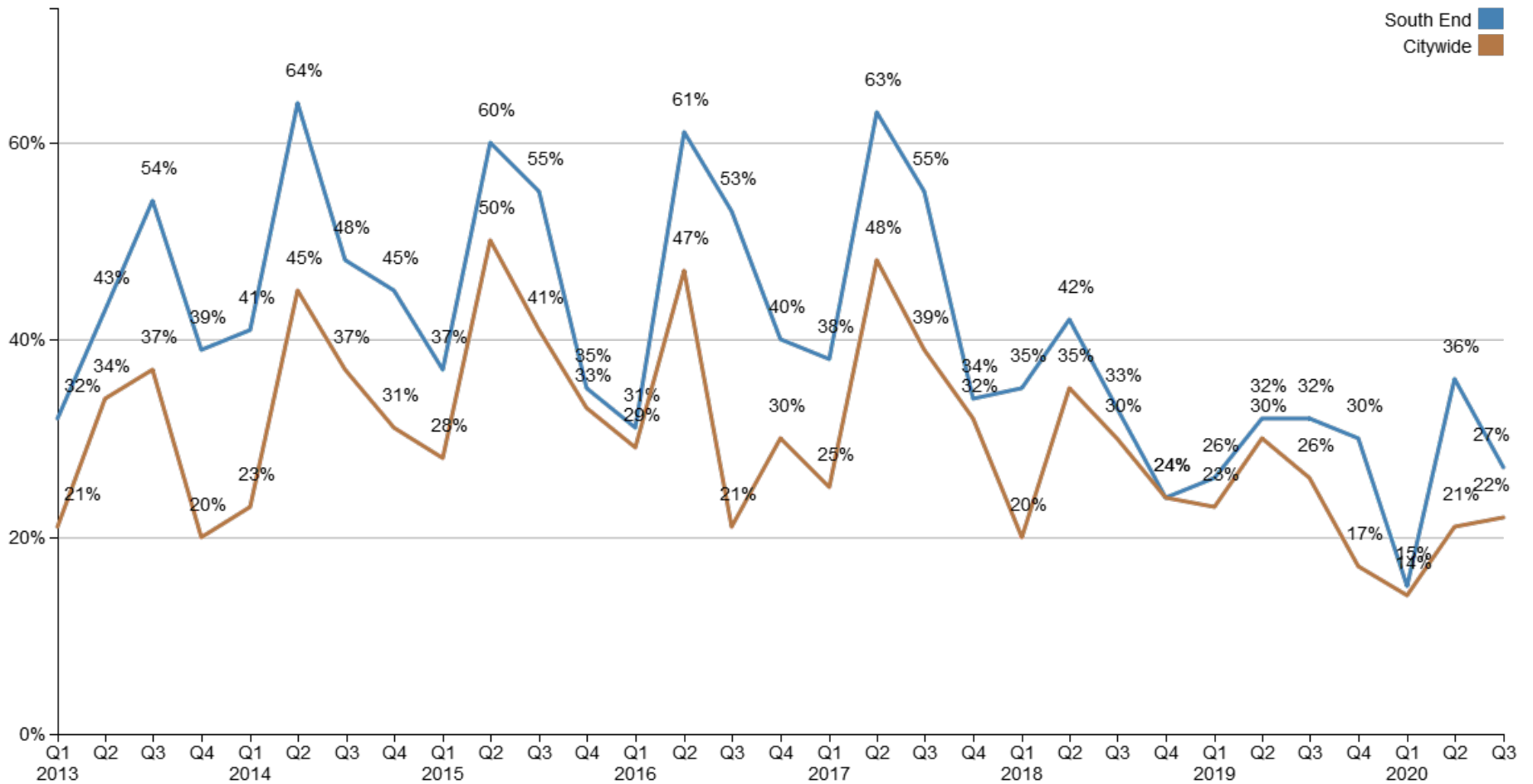
Sales Comparison by Square Footage

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

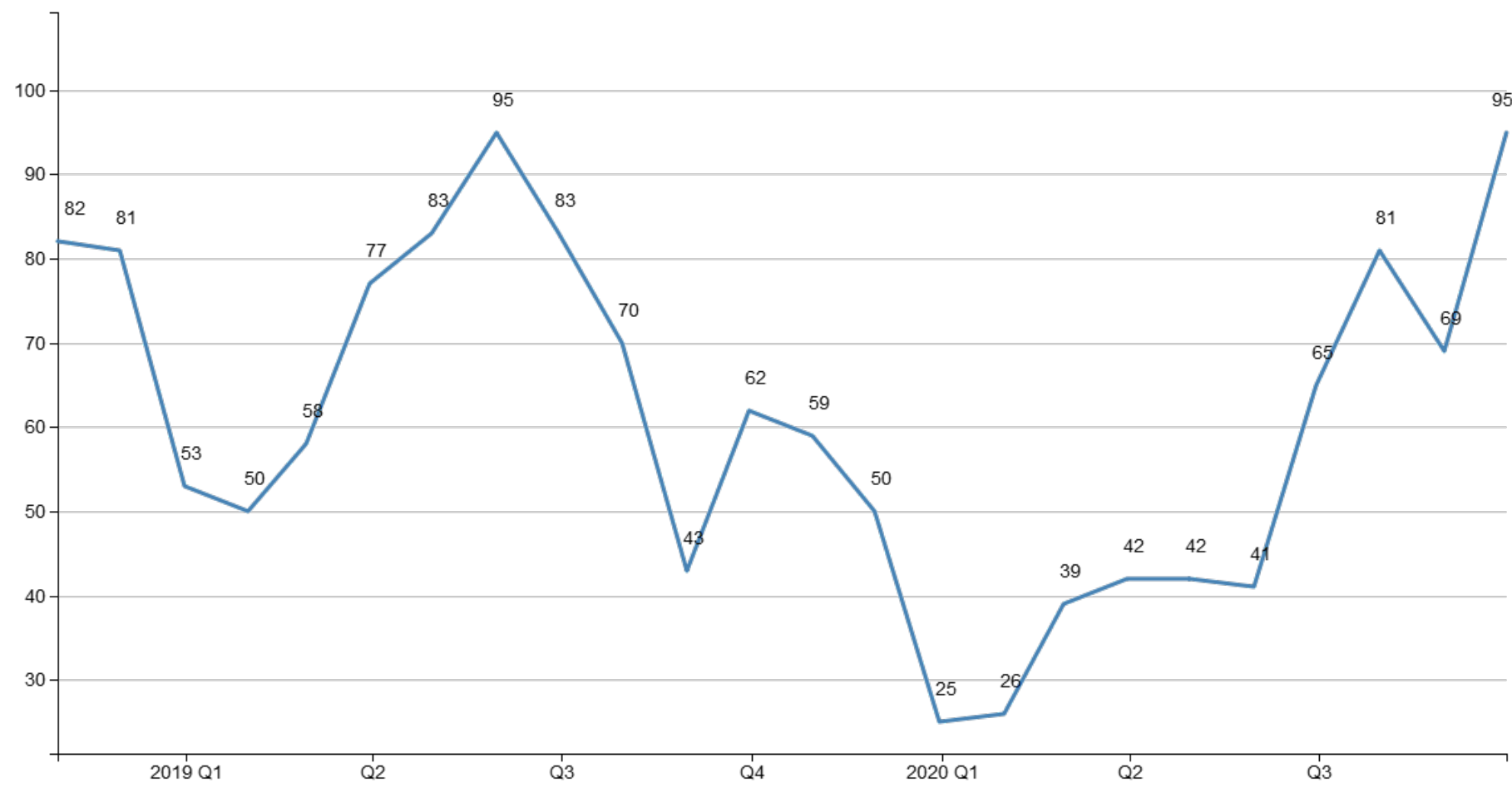
LINK

South End Sales Over Last Asking Price 3rd Quarter 2020





South End
Inventory
3rd Quarter 2020

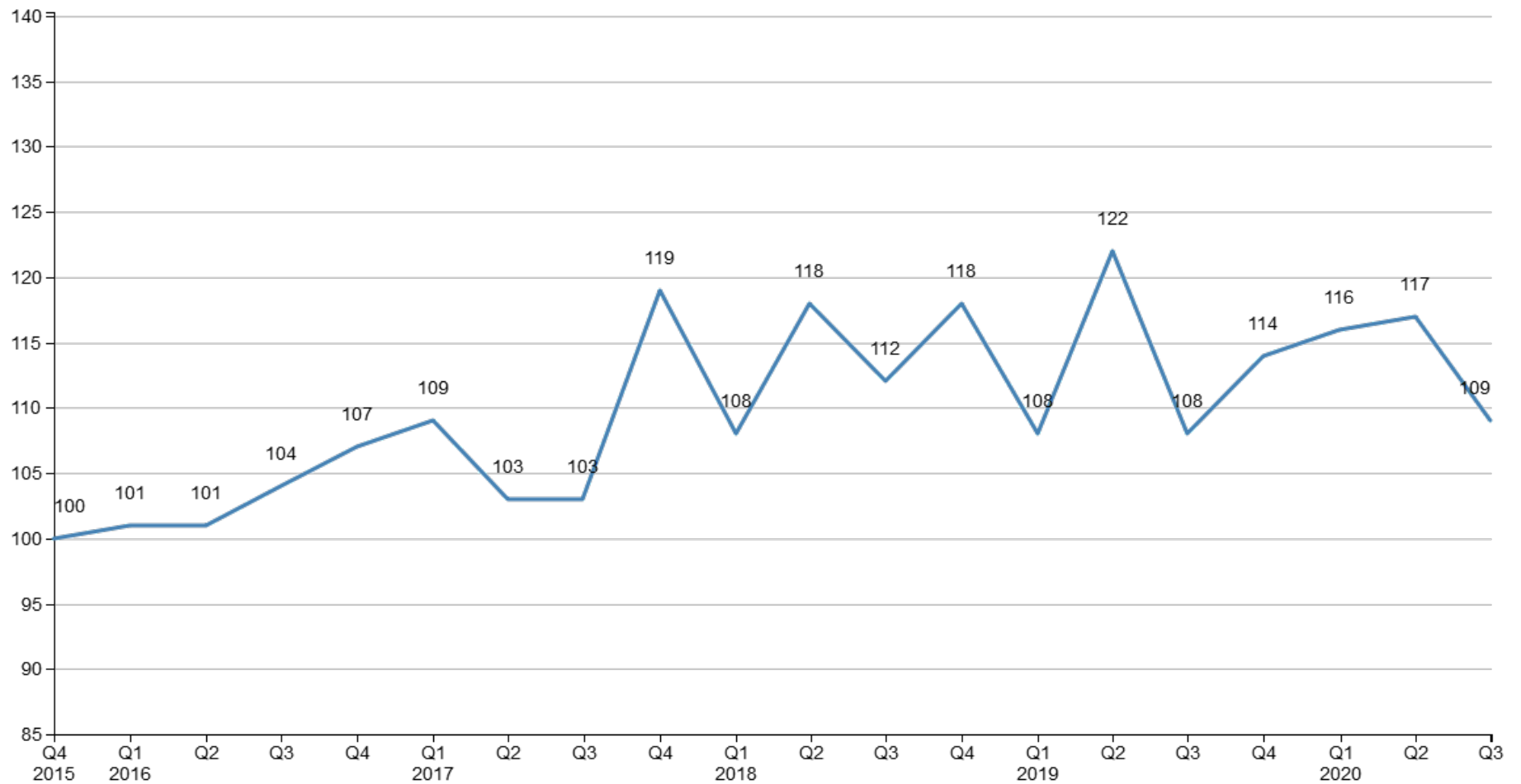


LINK

WATERFRONT
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2020

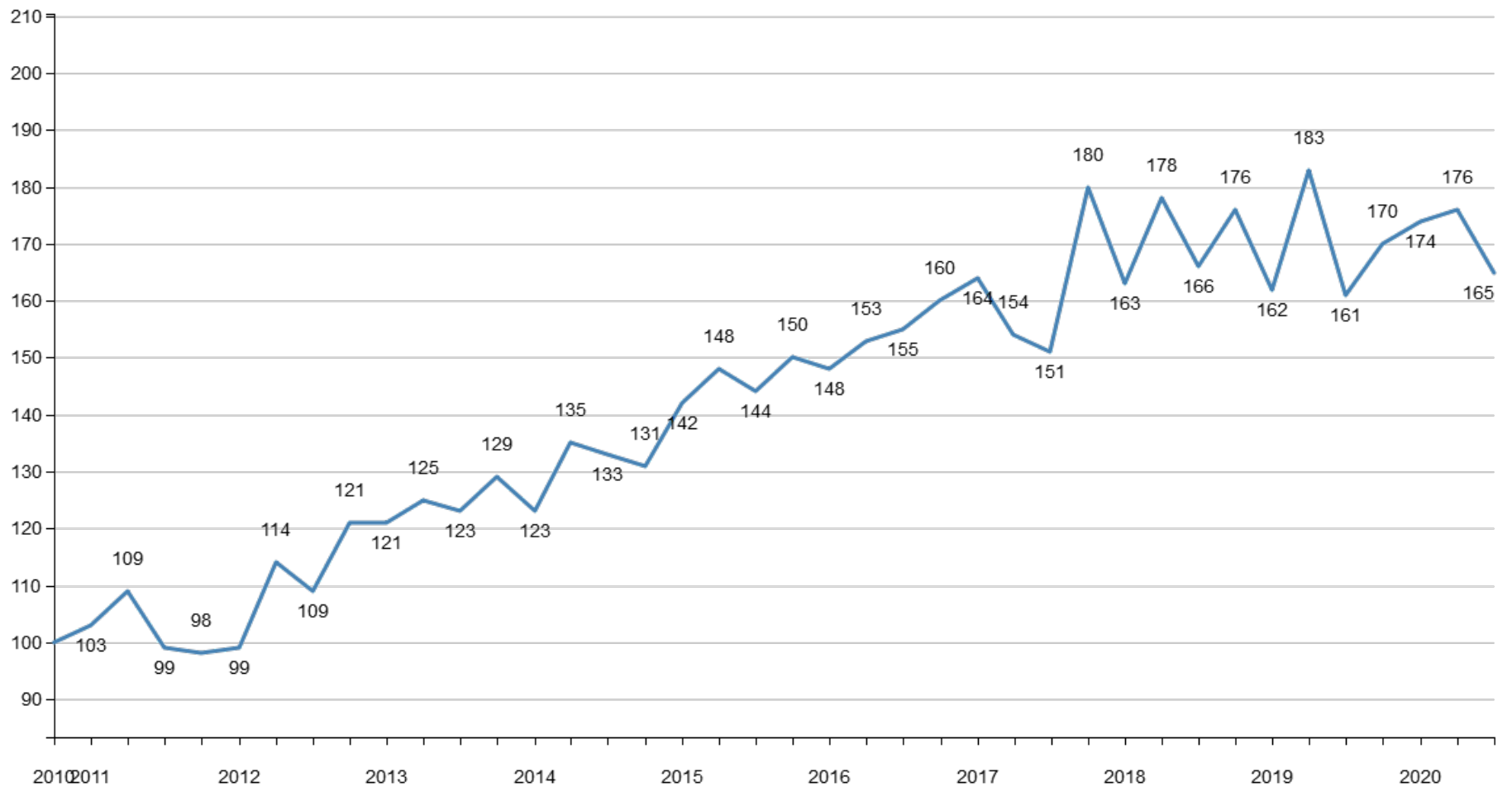
LINK

Waterfront Five Year Price Index (Appreciation Rate)



LINK

Waterfront Ten Year Price Index (Appreciation Rate)

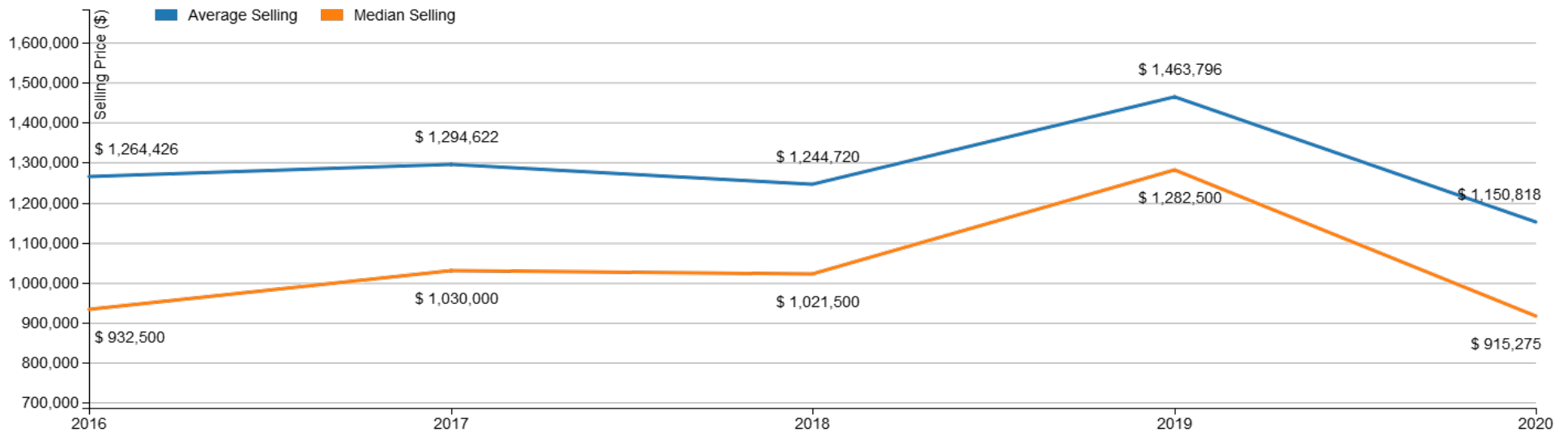




Waterfront Sales Summary 3rd Quarter 2020

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





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



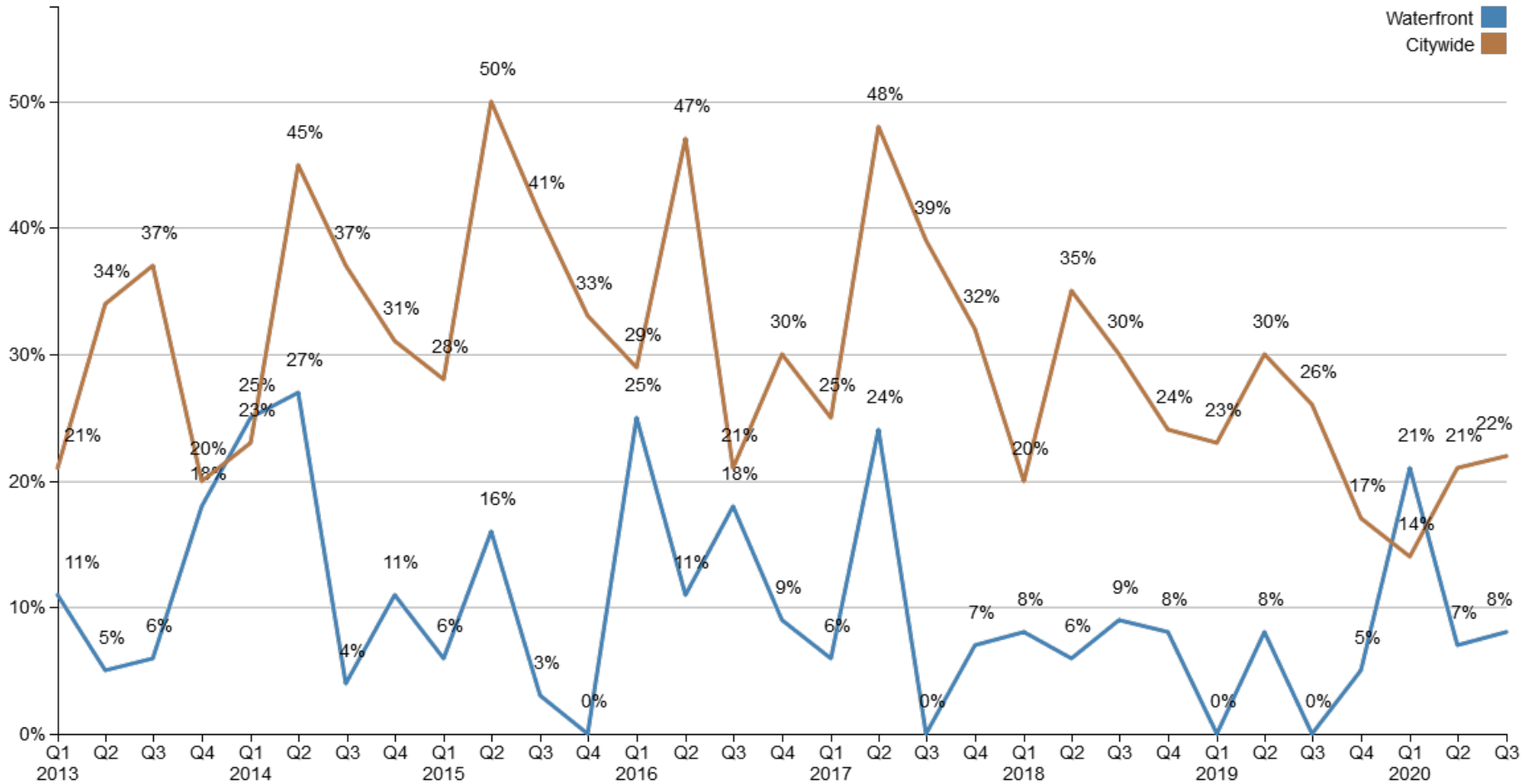
Waterfront

Sales Comparison by Square Footage

3rd Quarter 2020

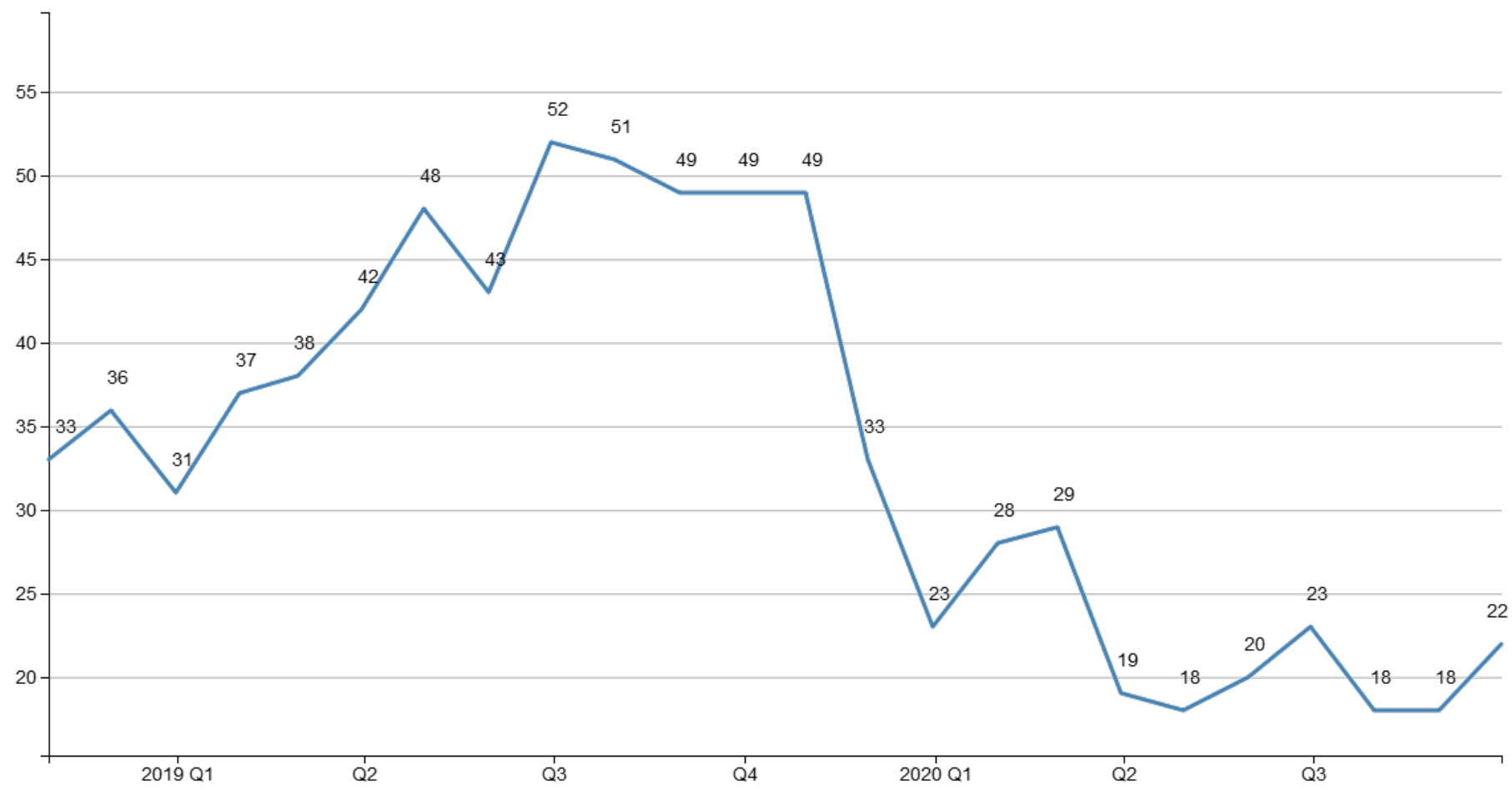
[illegible]

Waterfront Sales Over Last Asking Price 3rd Quarter 2020





Waterfront
Inventory
3rd Quarter 2020

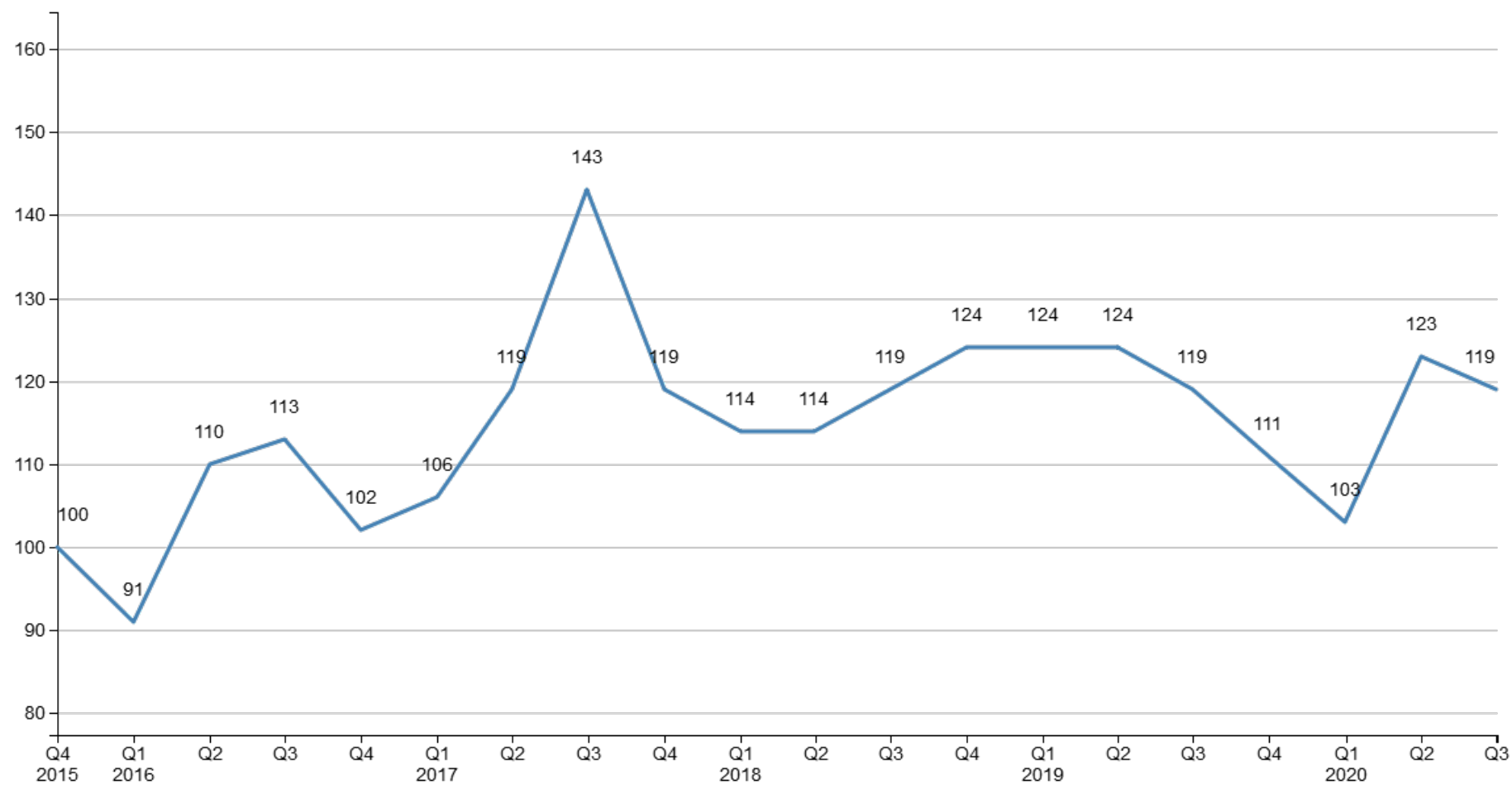


LINK

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

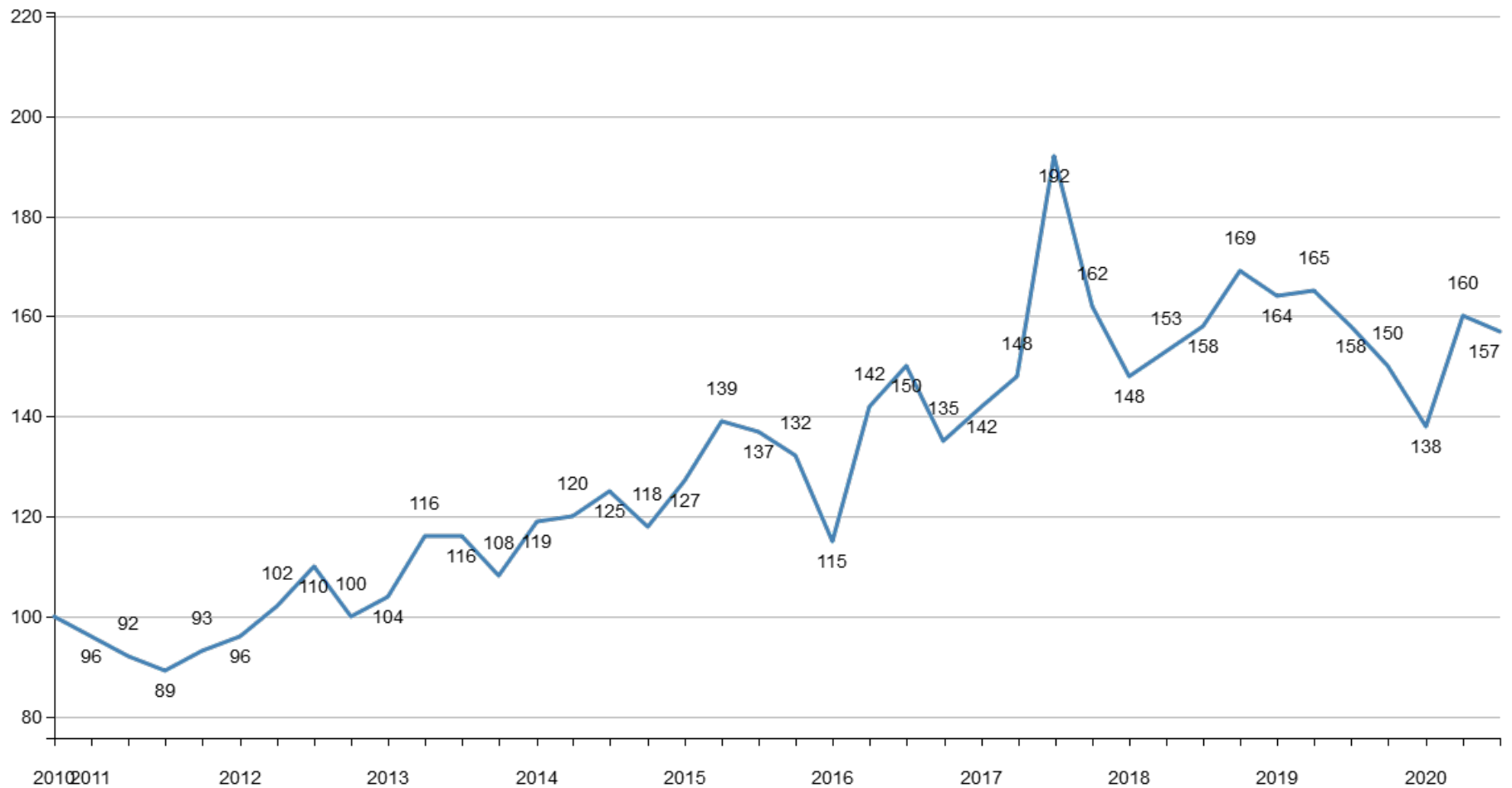


West End
Five Year Price Index
(Appreciation Rate)



LINK

West End Ten Year Price Index (Appreciation Rate)

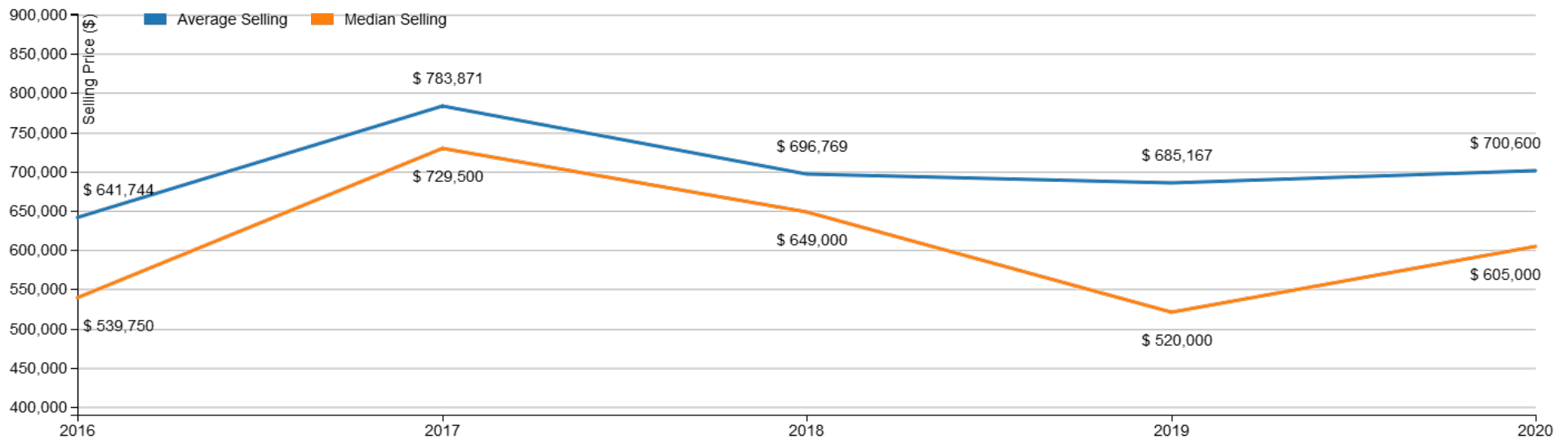


LINK

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





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

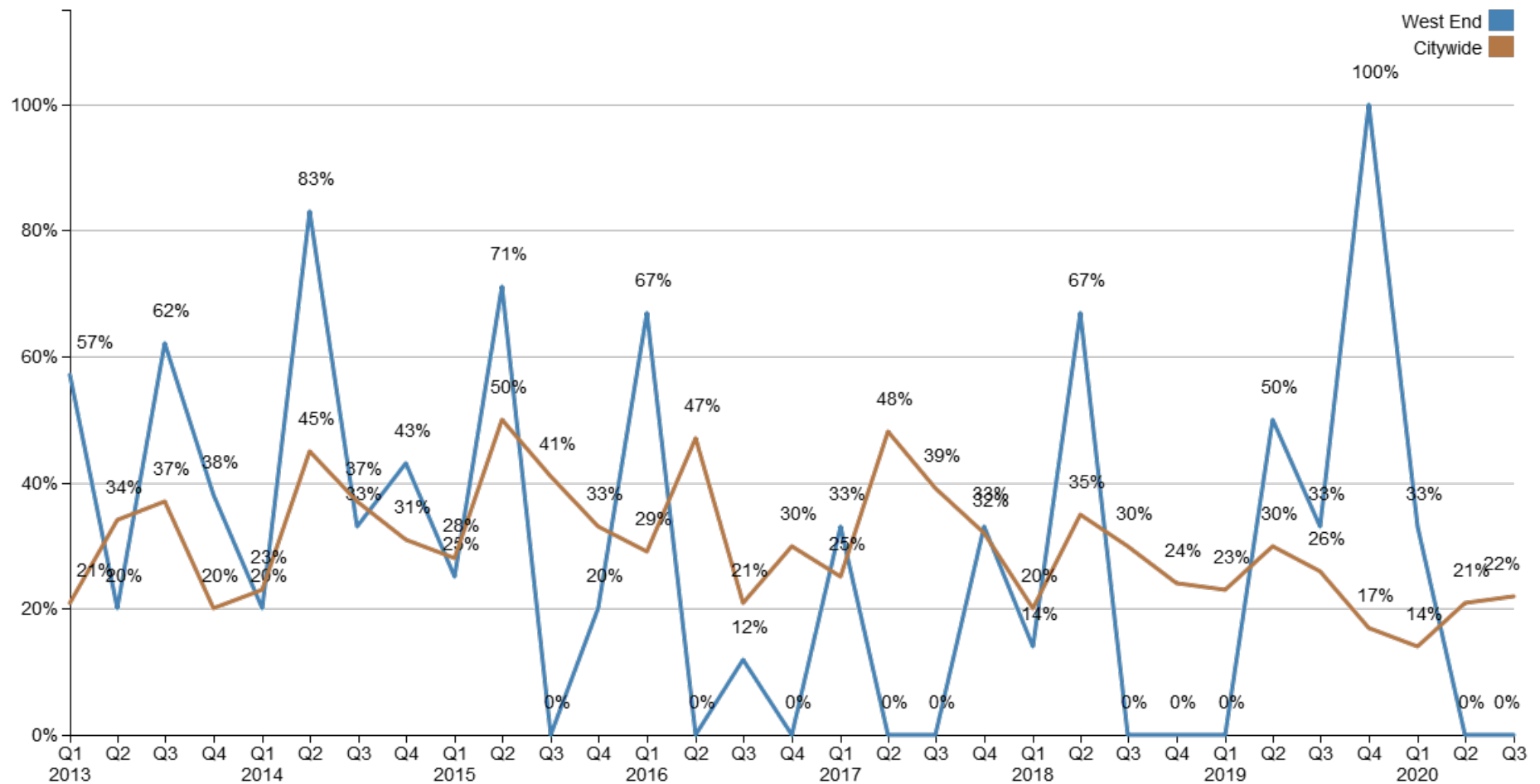
[illegible]

LINK

West End

Sales Over Last Asking Price

3rd Quarter 2020



LINK

West End Inventory 3rd Quarter 2020

