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Boston

# Annual Sales Summary

2018

24 School Street Suite 702, Boston, MA 02116

[Linksmart.co](http://Linksmart.co)



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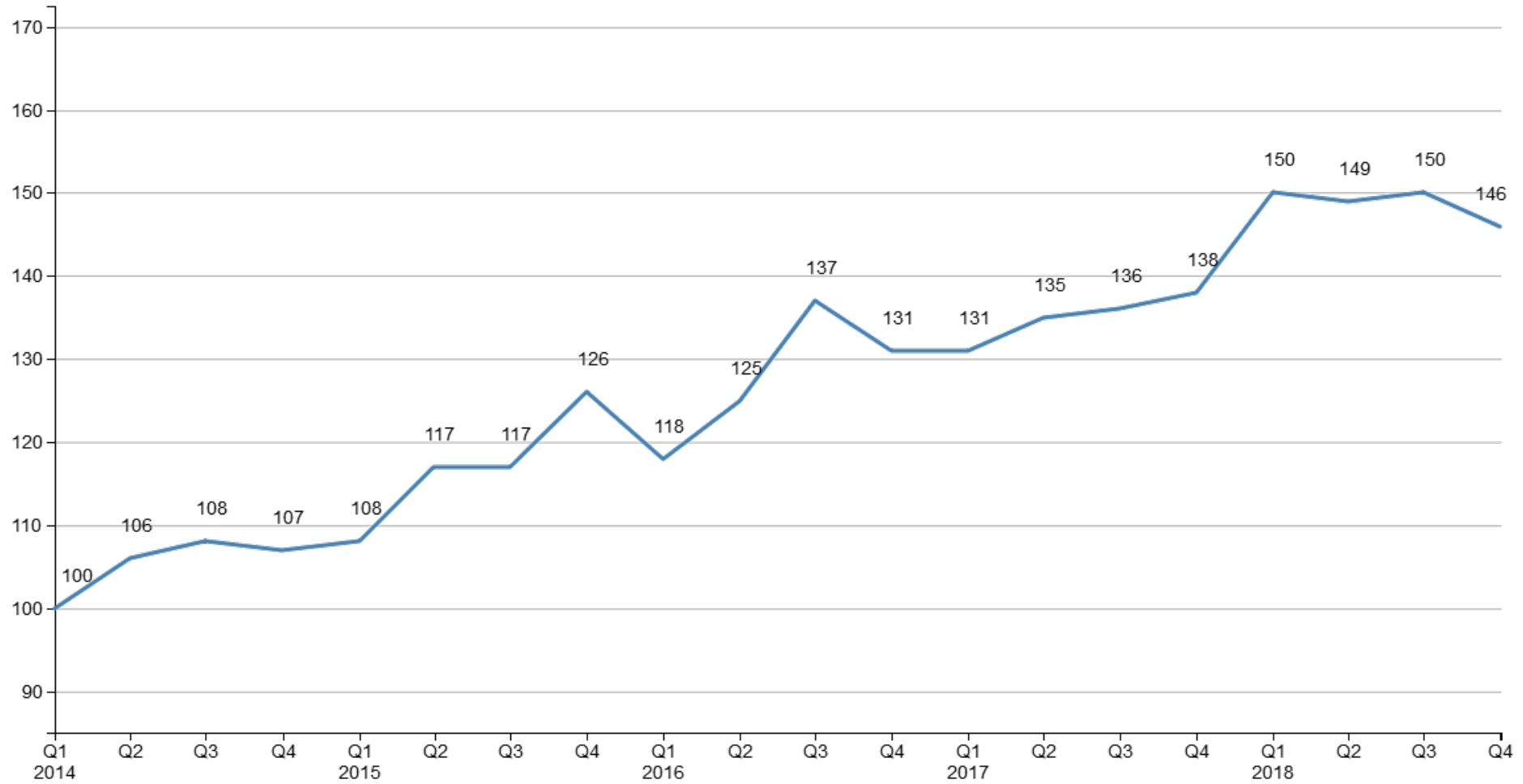
Citywide  
Annual Sales Summary

2018

24 School Street, Boston, MA 02108  
[Linksmart.co](http://Linksmart.co)

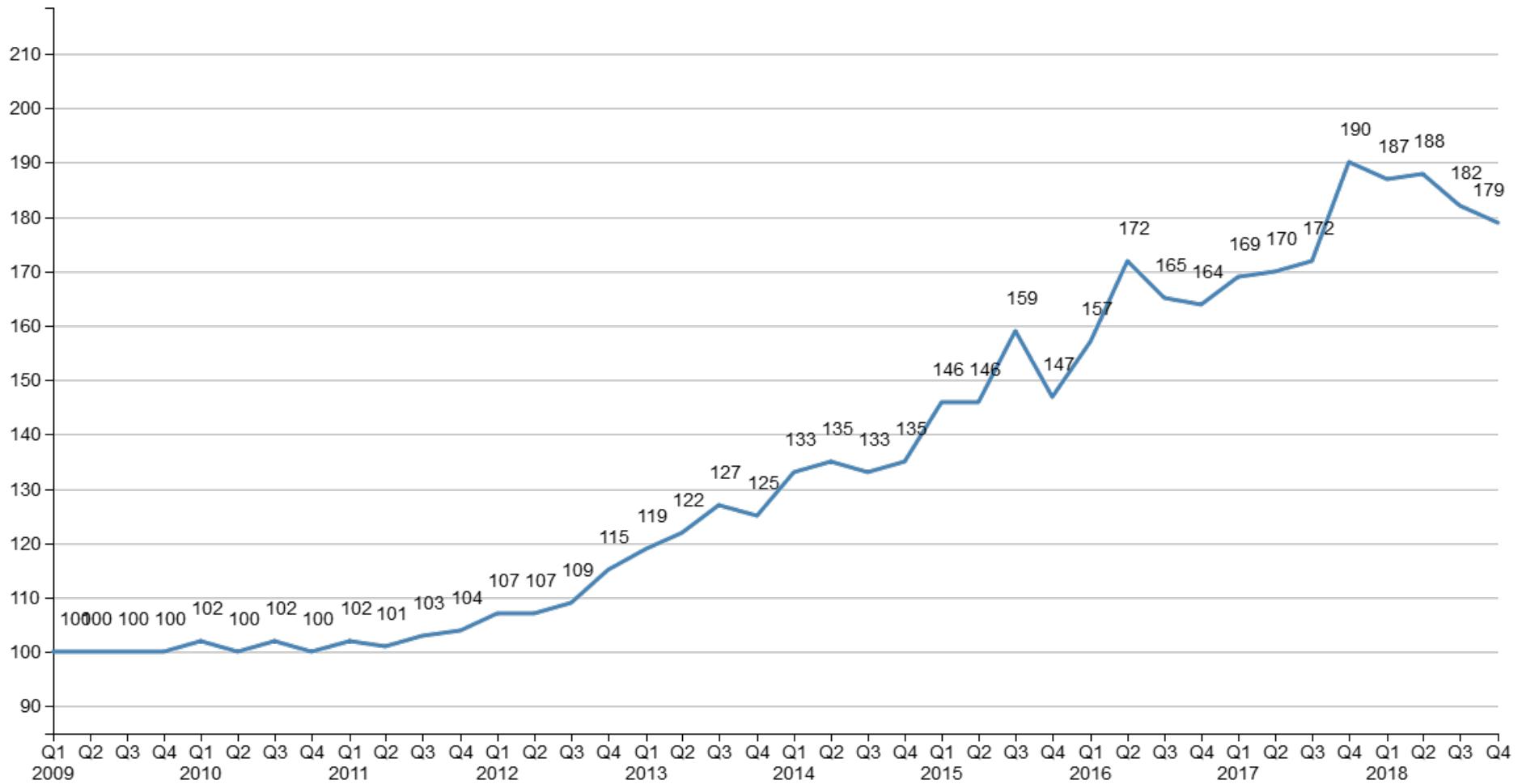
# LINK

Citywide  
Five Year Price Index  
(Appreciation Rate)





Citywide  
Ten Year Price Index  
(Appreciation Rate)

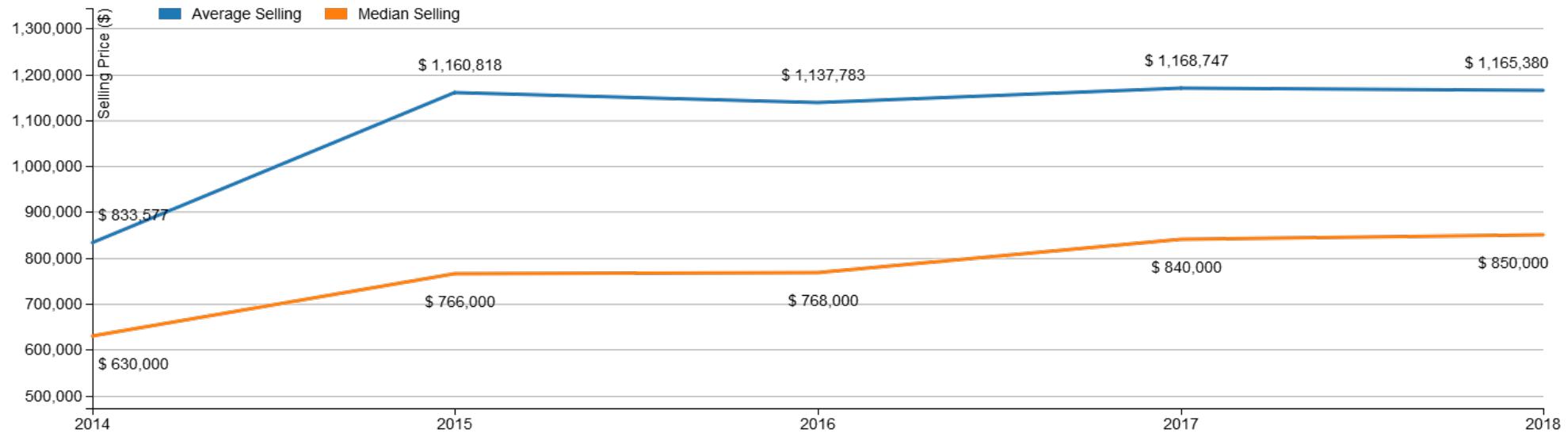




Citywide  
Quarterly Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	664	-	\$833,577	-	\$630,000	-	\$724	-	\$686	-	46
2015	828	25%	\$1,160,818	39%	\$766,000	22%	\$902	25%	\$851	24%	53
2016	729	-12%	\$1,137,783	-2%	\$768,000	0%	\$922	2%	\$865	2%	47
2017	684	-6%	\$1,168,747	3%	\$840,000	9%	\$937	2%	\$884	2%	50
2018	575	-16%	\$1,165,380	0%	\$850,000	1%	\$1,012	8%	\$963	9%	57

Average / Median Selling Price





Quarterly Sales By Area  
4th Quarter 2018

Area	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Luxe	83	-28%	\$2,110,355	0%	\$1,599,000	-9%	\$1,418	12%	\$1,306	8%	111
Back Bay	101	9%	\$1,723,586	6%	\$1,140,000	-10%	\$1,313	12%	\$1,172	3%	62
Beacon Hill	25	-42%	\$875,950	-33%	\$717,500	-15%	\$1,075	-9%	\$1,036	-8%	46
Charlestown	48	-29%	\$881,807	9%	\$815,000	16%	\$725	6%	\$721	2%	34
Fenway	27	23%	\$1,154,907	83%	\$700,000	23%	\$1,136	30%	\$1,045	18%	20
Midtown	43	-2%	\$1,785,015	-13%	\$1,502,000	34%	\$1,201	0%	\$1,177	3%	111
North End	19	19%	\$702,191	15%	\$590,000	12%	\$921	7%	\$902	4%	53
Seaport	29	53%	\$1,339,983	5%	\$1,000,000	-11%	\$1,150	26%	\$1,145	42%	97
South Boston	122	-19%	\$795,065	8%	\$712,500	3%	\$721	6%	\$725	6%	27
South End	118	-24%	\$1,064,721	-20%	\$885,000	-10%	\$1,051	5%	\$1,016	2%	47
Waterfront	29	-48%	\$1,325,357	12%	\$1,300,000	42%	\$1,072	0%	\$1,095	9%	54
West End	14	-13%	\$755,429	-4%	\$753,000	5%	\$796	0%	\$791	17%	95



Citywide  
Sales Comparison by Number of Bedrooms  
4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	23	-48%	\$492,326	0%	\$440,000	-12%	\$965	2%	\$975	0%	36
	2017	32	39%	\$563,828	15%	\$615,750	40%	\$1,010	5%	\$1,015	4%	32
	2018	22	-31%	\$1,078,132	91%	\$529,950	-14%	\$1,295	28%	\$1,154	14%	52
One Bed	2016	244	-5%	\$604,267	-7%	\$543,300	-9%	\$877	9%	\$885	10%	25
	2017	211	-14%	\$691,243	14%	\$630,000	16%	\$931	6%	\$907	2%	43
	2018	197	-7%	\$755,053	9%	\$675,000	7%	\$1,017	9%	\$1,000	10%	58
Two Beds	2016	359	-18%	\$1,099,954	-14%	\$855,000	-6%	\$904	-1%	\$818	-4%	49
	2017	330	-8%	\$1,094,828	0%	\$905,000	6%	\$897	-1%	\$819	0%	50
	2018	286	-13%	\$1,191,563	9%	\$965,000	7%	\$977	9%	\$914	12%	52
Three Plus Beds	2016	103	17%	\$2,677,626	14%	\$1,850,000	-2%	\$1,081	0%	\$925	-9%	85
	2017	111	8%	\$2,470,589	-8%	\$1,850,000	0%	\$1,050	-3%	\$1,023	11%	68
	2018	70	-37%	\$2,240,599	-9%	\$1,545,000	-16%	\$1,054	0%	\$812	-21%	76



Citywide  
Sales Comparison by Square Footage  
4th Quarter 2018

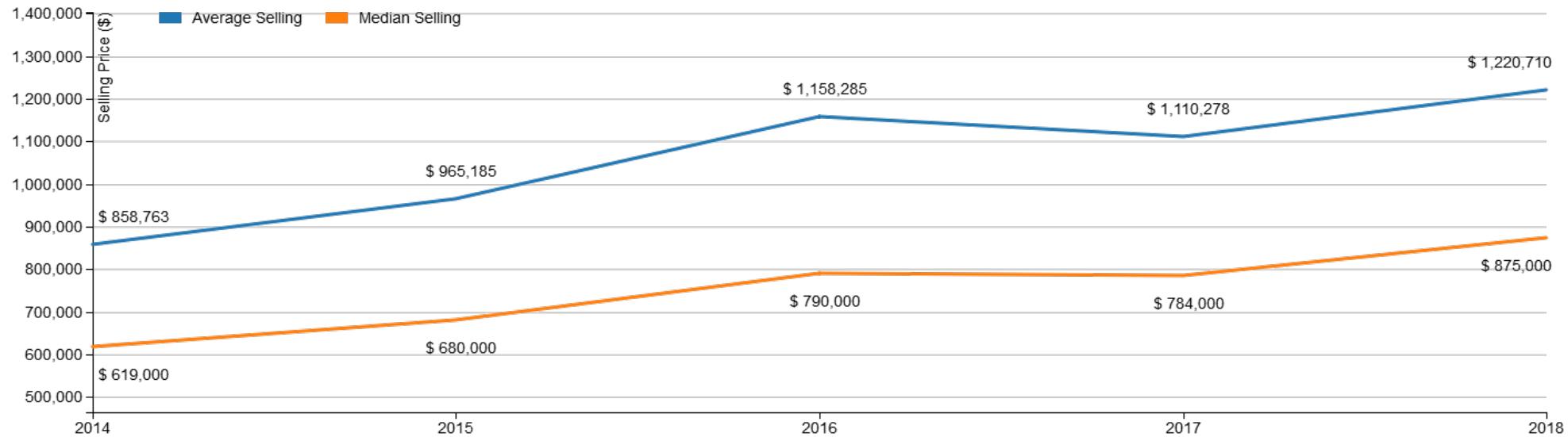
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	183	11%	\$485,855	3%	\$475,000	6%	\$888	6%	\$899	7%	20
	2017	140	-23%	\$547,812	13%	\$535,000	13%	\$978	10%	\$975	8%	23
	2018	130	-7%	\$579,436	6%	\$554,500	4%	\$1,063	9%	\$1,036	6%	42
701-1000	2016	170	-11%	\$708,666	10%	\$697,500	14%	\$855	11%	\$847	13%	28
	2017	186	9%	\$722,187	2%	\$676,500	-3%	\$864	1%	\$840	-1%	41
	2018	152	-18%	\$777,226	8%	\$730,000	8%	\$925	7%	\$881	5%	47
1001-1500	2016	239	-14%	\$1,052,630	11%	\$899,000	1%	\$860	10%	\$747	2%	42
	2017	203	-15%	\$1,068,979	2%	\$960,000	7%	\$875	2%	\$804	8%	55
	2018	195	-4%	\$1,227,562	15%	\$1,100,000	15%	\$985	13%	\$928	15%	57
1501-1800	2016	55	-33%	\$1,661,983	-17%	\$1,665,000	-11%	\$1,016	-15%	\$1,071	-5%	57
	2017	65	18%	\$1,545,323	-7%	\$1,495,000	-10%	\$948	-7%	\$921	-14%	66
	2018	38	-42%	\$1,565,413	1%	\$1,312,000	-12%	\$960	1%	\$851	-8%	61
1801-2400	2016	54	-36%	\$2,081,792	-16%	\$1,927,000	-20%	\$1,000	-18%	\$942	-19%	109
	2017	51	-6%	\$2,110,804	1%	\$1,880,000	-2%	\$1,023	2%	\$931	-1%	83
	2018	42	-18%	\$2,328,263	10%	\$2,417,500	29%	\$1,121	10%	\$1,108	19%	112
Over 2400	2016	28	8%	\$5,880,518	25%	\$5,347,500	20%	\$1,744	9%	\$1,833	15%	148
	2017	39	39%	\$4,187,256	-29%	\$3,372,500	-37%	\$1,338	-23%	\$1,262	-31%	73
	2018	18	-54%	\$4,443,389	6%	\$3,850,000	14%	\$1,523	14%	\$1,572	25%	67



Citywide  
Annual Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	3,151	-	\$858,763	-	\$619,000	-	\$725	-	\$679	-	47
2015	3,210	2%	\$965,185	12%	\$680,000	10%	\$809	12%	\$748	10%	45
2016	3,437	7%	\$1,158,285	20%	\$790,000	16%	\$926	14%	\$863	15%	46
2017	2,995	-13%	\$1,110,278	-4%	\$784,000	-1%	\$917	-1%	\$872	1%	48
2018	3,212	7%	\$1,220,710	10%	\$875,000	12%	\$1,013	11%	\$957	10%	55

Average / Median Selling Price





## Annual Sales By Area

2018

Area	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Luxe	583	79%	\$2,167,155	-11%	\$1,650,000	-15%	\$1,425	3%	\$1,352	8%	121
Back Bay	420	1%	\$1,753,466	9%	\$1,195,500	11%	\$1,268	7%	\$1,190	7%	65
Beacon Hill	150	-19%	\$1,372,476	-11%	\$780,000	-15%	\$1,208	5%	\$1,160	7%	76
Charlestown	312	-1%	\$798,474	4%	\$720,500	5%	\$735	8%	\$741	9%	36
Fenway	214	28%	\$1,172,994	69%	\$923,700	58%	\$1,206	36%	\$1,153	30%	58
Midtown	172	-17%	\$1,614,230	-17%	\$1,289,000	4%	\$1,156	-5%	\$1,152	-1%	92
North End	90	29%	\$720,240	12%	\$590,000	-1%	\$970	12%	\$943	7%	37
Seaport	235	209%	\$2,179,330	78%	\$1,625,000	72%	\$1,357	53%	\$1,261	58%	82
South Boston	753	5%	\$800,246	14%	\$740,000	14%	\$746	13%	\$734	11%	36
South End	632	6%	\$1,212,747	3%	\$990,000	7%	\$1,049	6%	\$1,049	6%	49
Waterfront	174	3%	\$1,220,144	-3%	\$990,500	-3%	\$1,031	3%	\$1,004	5%	71
West End	60	-18%	\$708,175	-6%	\$679,500	-6%	\$747	-9%	\$685	-6%	75



Citywide  
Sales Comparison by Number of Bedrooms  
2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	140	7%	\$773,876	71%	\$460,500	7%	\$948	2%	\$971	2%	33
	2017	129	-8%	\$647,869	-16%	\$500,000	9%	\$973	3%	\$970	0%	38
	2018	128	-1%	\$700,830	8%	\$538,500	8%	\$1,148	18%	\$1,133	17%	43
One Bed	2016	1,099	5%	\$667,237	13%	\$599,000	13%	\$895	14%	\$886	15%	35
	2017	979	-11%	\$678,005	2%	\$613,500	2%	\$914	2%	\$908	2%	34
	2018	1,065	9%	\$771,971	14%	\$680,000	11%	\$1,014	11%	\$984	8%	46
Two Beds	2016	1,708	5%	\$1,152,040	14%	\$875,000	16%	\$908	15%	\$821	17%	44
	2017	1,431	-16%	\$1,063,570	-8%	\$860,000	-2%	\$883	-3%	\$810	-1%	45
	2018	1,598	12%	\$1,255,121	18%	\$991,000	15%	\$987	12%	\$911	12%	51
Three Plus Beds	2016	490	22%	\$2,391,237	25%	\$1,805,000	21%	\$1,053	17%	\$943	16%	73
	2017	456	-7%	\$2,315,731	-3%	\$1,611,000	-11%	\$1,012	-4%	\$910	-4%	84
	2018	421	-8%	\$2,383,330	3%	\$1,795,000	11%	\$1,074	6%	\$992	9%	81

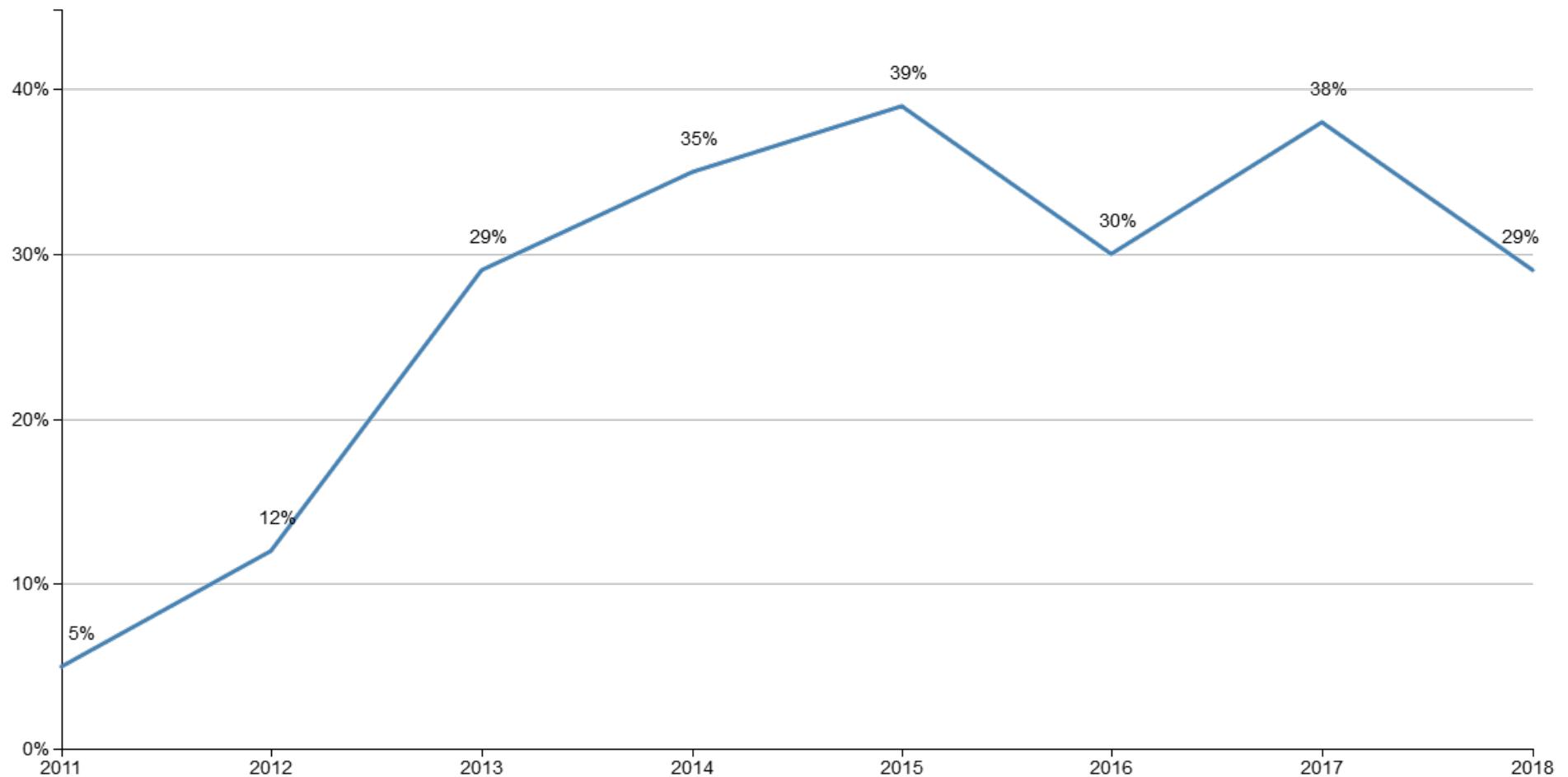


Citywide  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	702	-4%	\$479,199	6%	\$471,638	8%	\$876	7%	\$884	9%	27
	2017	675	-4%	\$533,527	11%	\$520,000	10%	\$957	9%	\$961	9%	23
	2018	677	0%	\$569,663	7%	\$554,000	7%	\$1,048	9%	\$1,028	7%	35
701-1000	2016	916	10%	\$720,964	17%	\$691,750	17%	\$864	18%	\$831	17%	34
	2017	801	-13%	\$701,347	-3%	\$670,000	-3%	\$838	-3%	\$805	-3%	34
	2018	845	5%	\$782,888	12%	\$740,000	10%	\$934	12%	\$896	11%	39
1001-1500	2016	1,105	10%	\$1,079,478	21%	\$930,000	16%	\$866	19%	\$778	18%	43
	2017	916	-17%	\$1,045,246	-3%	\$930,000	0%	\$857	-1%	\$785	1%	46
	2018	1,025	12%	\$1,161,389	11%	\$1,050,250	13%	\$942	10%	\$890	13%	52
1501-1800	2016	317	13%	\$1,747,626	11%	\$1,685,000	13%	\$1,058	11%	\$1,054	15%	49
	2017	232	-27%	\$1,551,241	-11%	\$1,500,000	-11%	\$943	-11%	\$928	-12%	68
	2018	269	16%	\$1,707,032	10%	\$1,625,000	8%	\$1,052	12%	\$981	6%	61
1801-2400	2016	269	7%	\$2,255,581	10%	\$1,980,000	0%	\$1,090	9%	\$1,008	4%	69
	2017	229	-15%	\$2,072,603	-8%	\$2,100,000	6%	\$1,013	-7%	\$1,032	2%	95
	2018	278	21%	\$2,492,734	20%	\$2,450,000	17%	\$1,210	19%	\$1,169	13%	80
Over 2400	2016	127	17%	\$4,953,182	34%	\$4,400,000	33%	\$1,489	20%	\$1,492	30%	144
	2017	142	12%	\$4,305,732	-13%	\$3,712,500	-16%	\$1,357	-9%	\$1,265	-15%	100
	2018	117	-18%	\$4,532,027	5%	\$4,000,000	8%	\$1,459	8%	\$1,351	7%	147

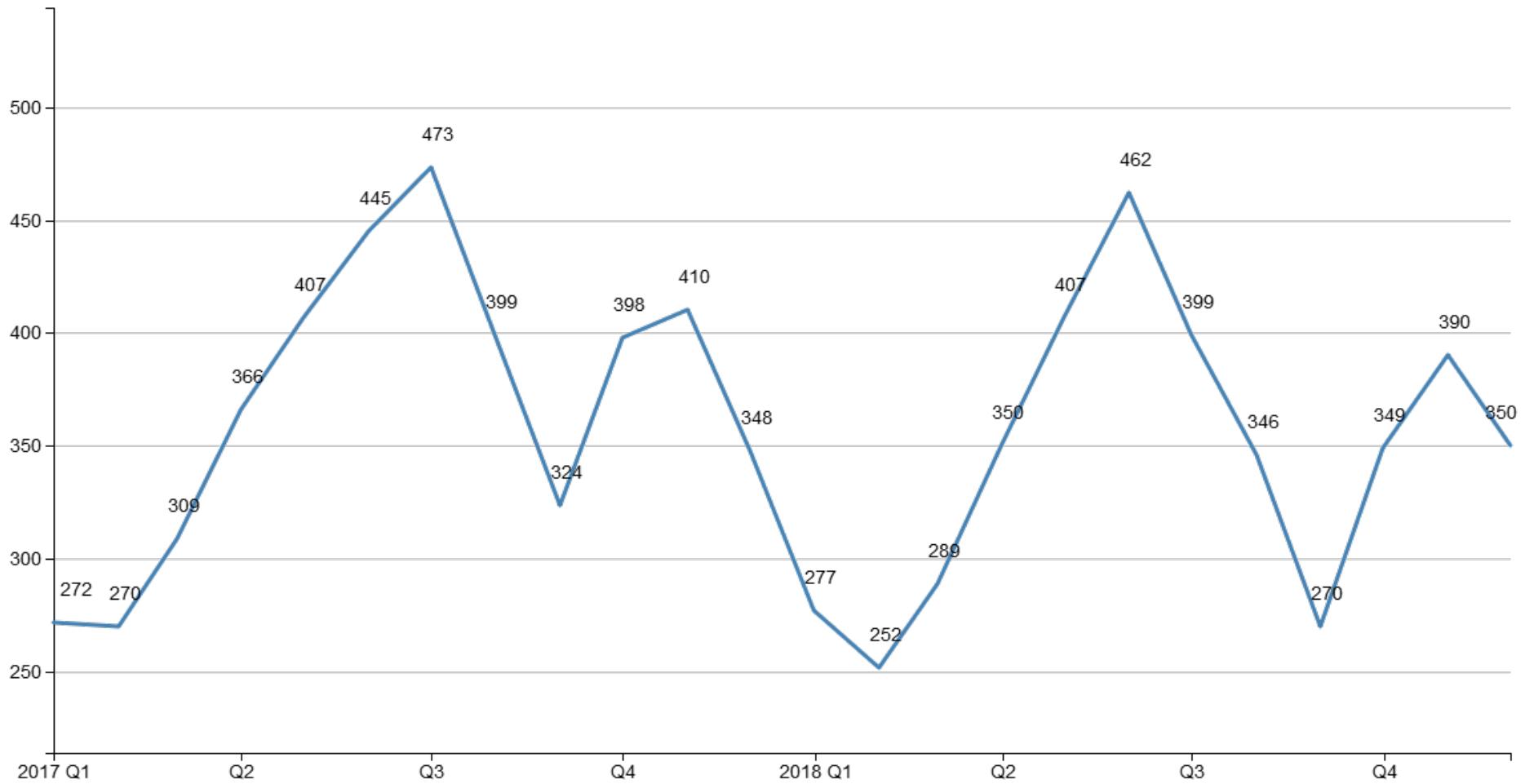


Citywide  
Sales Over Last Asking Price  
2018





Citywide Inventory  
2018





FIRST REPUBLIC BANK  
LINK

Luxury Condominium Report  
Fourth Quarter 2018



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Luxury Condominiums  
**Annual Sales Summary**

2018

24 School Street Suite 702, Boston, MA 02116

[Linksmart.co](http://Linksmart.co)

# Luxe Condominiums

## Hotel Luxe

Battery Wharf  
The Carlton House  
Four Seasons  
The Intercontinental  
The Mandarin  
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

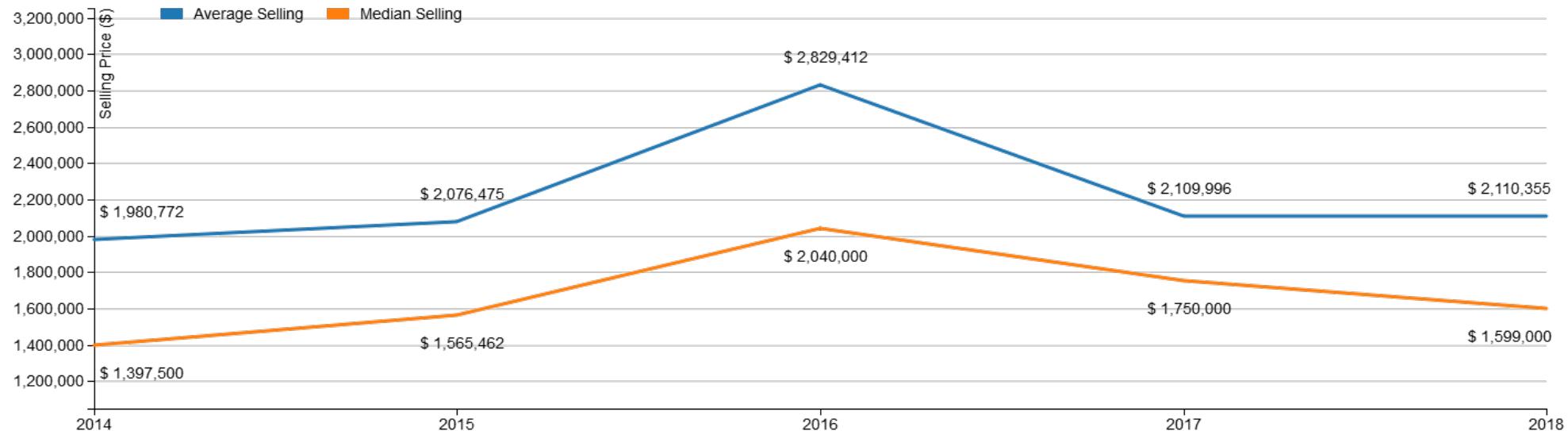
1 Charles St South  
180 Beacon  
330 Beacon St  
44 Prince  
45 Province  
50 Liberty  
Albert A Pope  
Atelier 505  
Belvedere  
The Bryant Back Bay  
Burroughs Wharf  
Church Court  
The Clarendon  
EchelonSeaport  
Grandview  
Heritage  
Lovejoy Wharf  
Millennium Place  
Millennium Tower  
Pierce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



Luxury Condominiums  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	40	-	\$1,980,772	-	\$1,397,500	-	\$1,202	-	\$1,184	-	110
2015	218	445%	\$2,076,475	5%	\$1,565,463	12%	\$1,308	9%	\$1,151	-3%	145
2016	99	-55%	\$2,829,412	36%	\$2,040,000	30%	\$1,506	15%	\$1,395	21%	123
2017	116	17%	\$2,109,996	-25%	\$1,750,000	-14%	\$1,268	-16%	\$1,206	-14%	113
2018	83	-28%	\$2,110,355	0%	\$1,599,000	-9%	\$1,418	12%	\$1,306	8%	111

Average / Median Selling Price





Luxury Condominiums  
 Sales by Number of Bedrooms  
 4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	16	-	\$646,875	-	\$657,500	-	\$1,058	-	\$990	-	3
	2018	2	-88%	\$545,000	-16%	\$545,000	-17%	\$1,069	1%	\$1,069	8%	149
One Bed	2016	23	-60%	\$1,078,370	15%	\$959,000	7%	\$1,150	12%	\$1,096	8%	55
	2017	26	13%	\$912,904	-15%	\$840,000	-12%	\$1,034	-10%	\$1,010	-8%	110
	2018	25	-4%	\$1,256,656	38%	\$1,245,000	48%	\$1,348	30%	\$1,317	30%	91
Two Beds	2016	52	-56%	\$2,233,448	-7%	\$2,103,750	-8%	\$1,488	7%	\$1,417	1%	139
	2017	39	-25%	\$2,064,282	-8%	\$1,845,000	-12%	\$1,337	-10%	\$1,287	-9%	103
	2018	41	5%	\$1,987,350	-4%	\$1,750,000	-5%	\$1,365	2%	\$1,256	-2%	88
Three Plus Beds	2016	24	-4%	\$5,798,750	35%	\$4,950,000	19%	\$1,884	9%	\$1,842	5%	82
	2017	35	46%	\$3,719,057	-36%	\$3,250,000	-34%	\$1,462	-22%	\$1,326	-28%	152
	2018	15	-57%	\$4,078,113	10%	\$3,875,000	19%	\$1,728	18%	\$1,605	21%	229



**Luxury Condominiums**  
**Sales by Square Footage**  
**4th Quarter 2018**

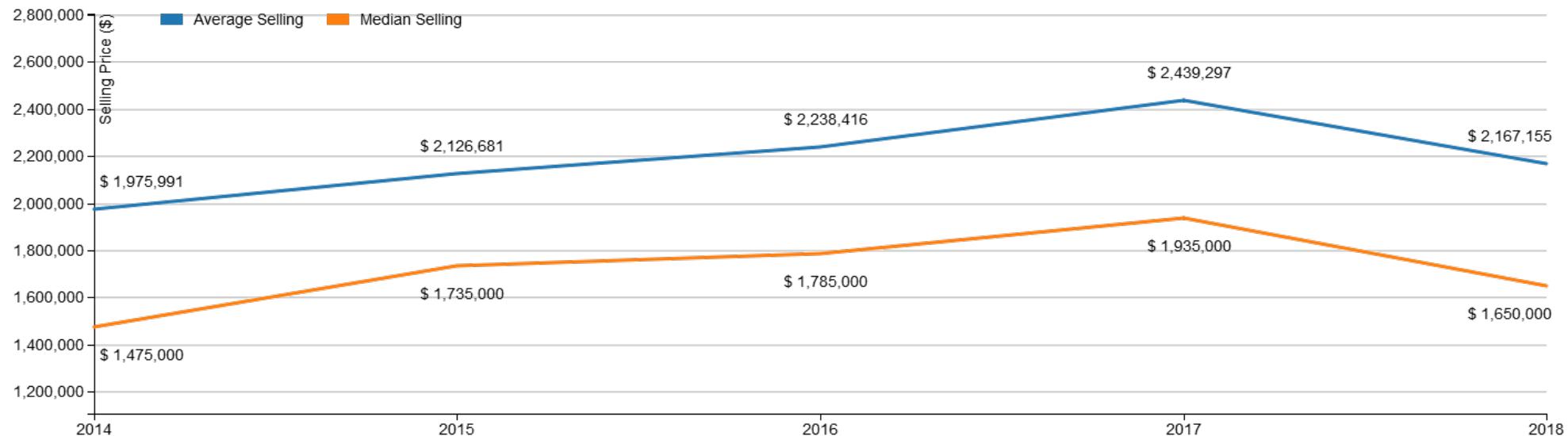
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	20	-	\$639,200	-	\$652,500	-	\$1,030	-	\$988	-	3
	2018	5	-75%	\$730,600	14%	\$760,000	16%	\$1,297	26%	\$1,317	33%	149
701-1000	2016	20	-26%	\$967,625	6%	\$952,625	2%	\$1,118	8%	\$1,095	5%	48
	2017	17	-15%	\$849,059	-12%	\$835,000	-12%	\$1,041	-7%	\$1,092	0%	81
	2018	15	-12%	\$1,130,893	33%	\$1,200,000	44%	\$1,327	28%	\$1,268	16%	61
1001-1500	2016	37	-36%	\$1,862,566	44%	\$1,815,000	44%	\$1,416	32%	\$1,349	26%	79
	2017	25	-32%	\$1,671,980	-10%	\$1,750,000	-4%	\$1,307	-8%	\$1,310	-3%	113
	2018	39	56%	\$1,729,323	3%	\$1,580,000	-10%	\$1,310	0%	\$1,193	-9%	107
1501-1800	2016	16	-61%	\$2,489,962	-4%	\$2,335,250	-15%	\$1,506	-2%	\$1,413	-13%	115
	2017	19	19%	\$2,038,421	-18%	\$1,945,000	-17%	\$1,246	-17%	\$1,185	-16%	110
	2018	6	-68%	\$2,264,575	11%	\$1,984,225	2%	\$1,393	12%	\$1,291	9%	27
1801-2400	2016	10	-79%	\$3,249,500	7%	\$3,175,000	3%	\$1,547	3%	\$1,554	-5%	239
	2017	17	70%	\$2,784,235	-14%	\$2,750,000	-13%	\$1,355	-12%	\$1,394	-10%	183
	2018	12	-29%	\$3,373,750	21%	\$2,825,000	3%	\$1,607	19%	\$1,433	3%	260
Over 2400	2016	16	23%	\$7,469,375	15%	\$6,750,000	31%	\$2,169	1%	\$2,185	17%	112
	2017	18	13%	\$4,982,222	-33%	\$3,567,500	-47%	\$1,637	-25%	\$1,352	-38%	45
	2018	6	-67%	\$5,504,500	10%	\$4,350,000	22%	\$2,095	28%	\$1,706	26%	11



Luxury Condominiums  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	313	-	\$1,975,991	-	\$1,475,000	-	\$1,138	-	\$1,049	-	81
2015	406	30%	\$2,126,681	8%	\$1,735,000	18%	\$1,277	12%	\$1,161	11%	84
2016	683	68%	\$2,238,416	5%	\$1,785,000	3%	\$1,407	10%	\$1,310	13%	92
2017	326	-52%	\$2,439,297	9%	\$1,935,000	8%	\$1,381	-2%	\$1,258	-4%	99
2018	583	79%	\$2,167,155	-11%	\$1,650,000	-15%	\$1,425	3%	\$1,352	8%	121

Average / Median Selling Price





Luxury Condominiums  
 Sales by Number of Bedrooms  
 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	13	-38%	\$3,242,885	478%	\$563,500	4%	\$1,286	22%	\$1,215	15%	63
	2017	21	62%	\$641,286	-80%	\$650,000	15%	\$1,092	-15%	\$1,063	-12%	56
	2018	25	19%	\$665,152	4%	\$670,000	3%	\$1,163	7%	\$1,133	7%	59
One Bed	2016	205	95%	\$1,053,062	4%	\$975,000	4%	\$1,191	13%	\$1,137	10%	63
	2017	76	-63%	\$1,013,325	-4%	\$977,000	0%	\$1,137	-5%	\$1,122	-1%	69
	2018	208	174%	\$1,203,516	19%	\$1,050,000	7%	\$1,295	14%	\$1,266	13%	102
Two Beds	2016	347	61%	\$2,194,147	-4%	\$1,955,000	-2%	\$1,430	6%	\$1,368	12%	93
	2017	135	-61%	\$2,250,089	3%	\$2,075,000	6%	\$1,396	-2%	\$1,291	-6%	98
	2018	282	109%	\$2,354,359	5%	\$2,105,000	1%	\$1,453	4%	\$1,410	9%	106
Three Plus Beds	2016	118	82%	\$4,317,237	11%	\$3,910,000	6%	\$1,731	17%	\$1,727	25%	123
	2017	94	-20%	\$4,265,631	-1%	\$3,675,000	-6%	\$1,620	-6%	\$1,469	-15%	129
	2018	68	-28%	\$4,890,616	15%	\$4,150,000	13%	\$1,798	11%	\$1,657	13%	206



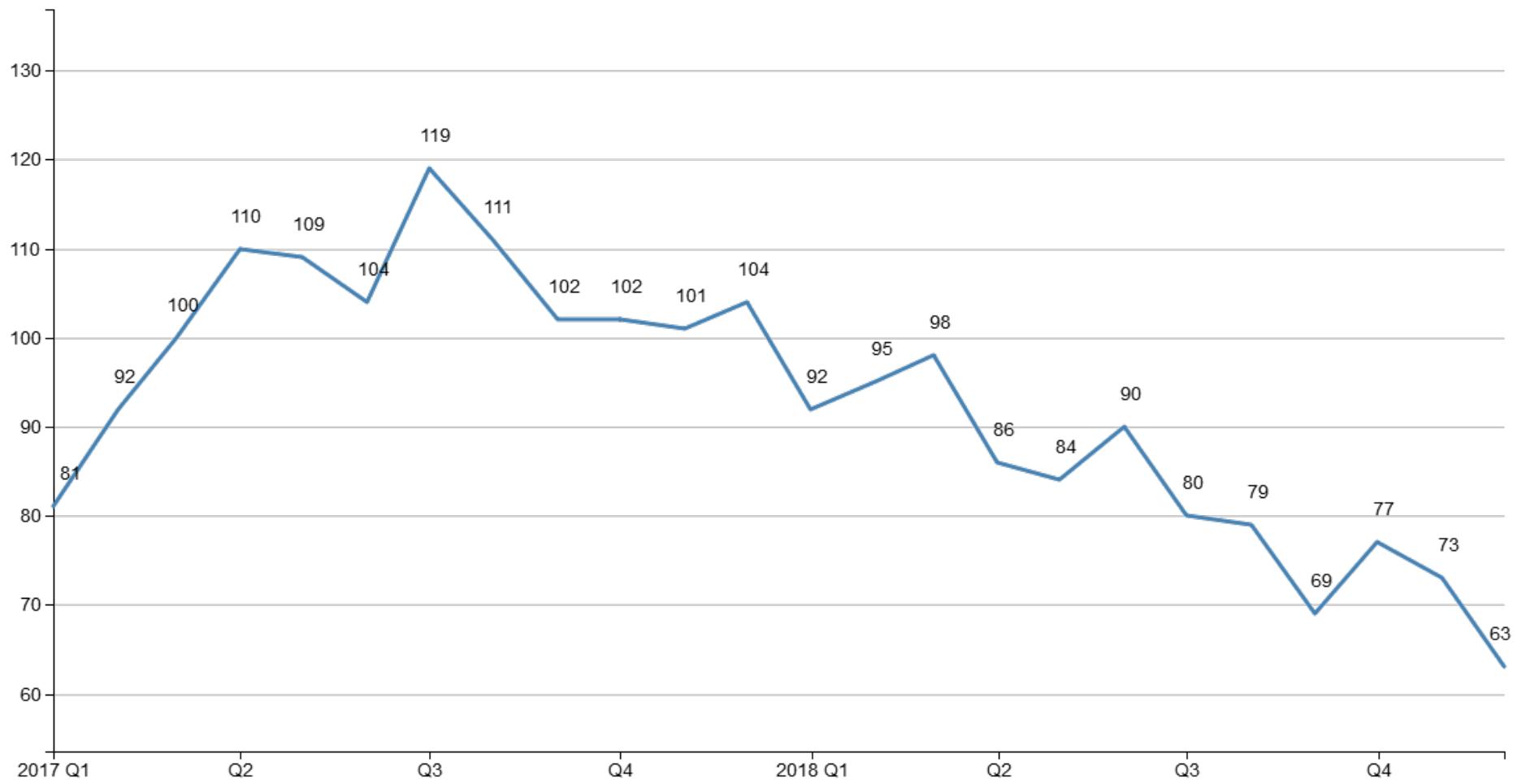
Luxury Condominiums  
Sales by Square Footage

2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	12	-67%	\$557,708	-8%	\$556,750	-2%	\$1,136	9%	\$1,177	14%	63
	2017	32	167%	\$652,653	17%	\$652,500	17%	\$1,076	-5%	\$1,071	-9%	36
	2018	53	66%	\$774,665	19%	\$705,000	8%	\$1,285	19%	\$1,296	21%	75
701-1000	2016	186	244%	\$1,009,765	10%	\$955,000	9%	\$1,196	14%	\$1,144	10%	65
	2017	48	-74%	\$966,735	-4%	\$950,000	-1%	\$1,167	-2%	\$1,156	1%	67
	2018	121	152%	\$1,052,573	9%	\$995,070	5%	\$1,265	8%	\$1,226	6%	92
1001-1500	2016	228	97%	\$1,774,674	29%	\$1,737,500	31%	\$1,341	22%	\$1,296	20%	72
	2017	88	-61%	\$1,686,559	-5%	\$1,645,000	-5%	\$1,312	-2%	\$1,268	-2%	96
	2018	199	126%	\$1,659,339	-2%	\$1,597,000	-3%	\$1,295	-1%	\$1,250	-1%	99
1501-1800	2016	126	58%	\$2,452,698	3%	\$2,387,500	-1%	\$1,478	3%	\$1,445	3%	93
	2017	43	-66%	\$2,376,547	-3%	\$2,100,000	-12%	\$1,439	-3%	\$1,287	-11%	99
	2018	78	81%	\$2,343,348	-1%	\$2,239,283	7%	\$1,462	2%	\$1,449	13%	68
1801-2400	2016	78	-1%	\$3,549,866	22%	\$3,459,813	18%	\$1,677	17%	\$1,666	7%	113
	2017	58	-26%	\$2,830,859	-20%	\$2,729,160	-21%	\$1,369	-18%	\$1,312	-21%	147
	2018	87	50%	\$3,559,261	26%	\$3,345,155	23%	\$1,730	26%	\$1,649	26%	195
Over 2400	2016	53	29%	\$6,486,308	25%	\$5,350,000	16%	\$1,931	15%	\$1,947	30%	151
	2017	57	8%	\$5,493,409	-15%	\$5,100,000	-5%	\$1,805	-7%	\$1,885	-3%	100
	2018	45	-21%	\$6,053,054	10%	\$5,412,500	6%	\$1,934	7%	\$1,928	2%	204



Luxury Condominiums  
Inventory  
2018





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Back Bay

# Annual Sales Summary

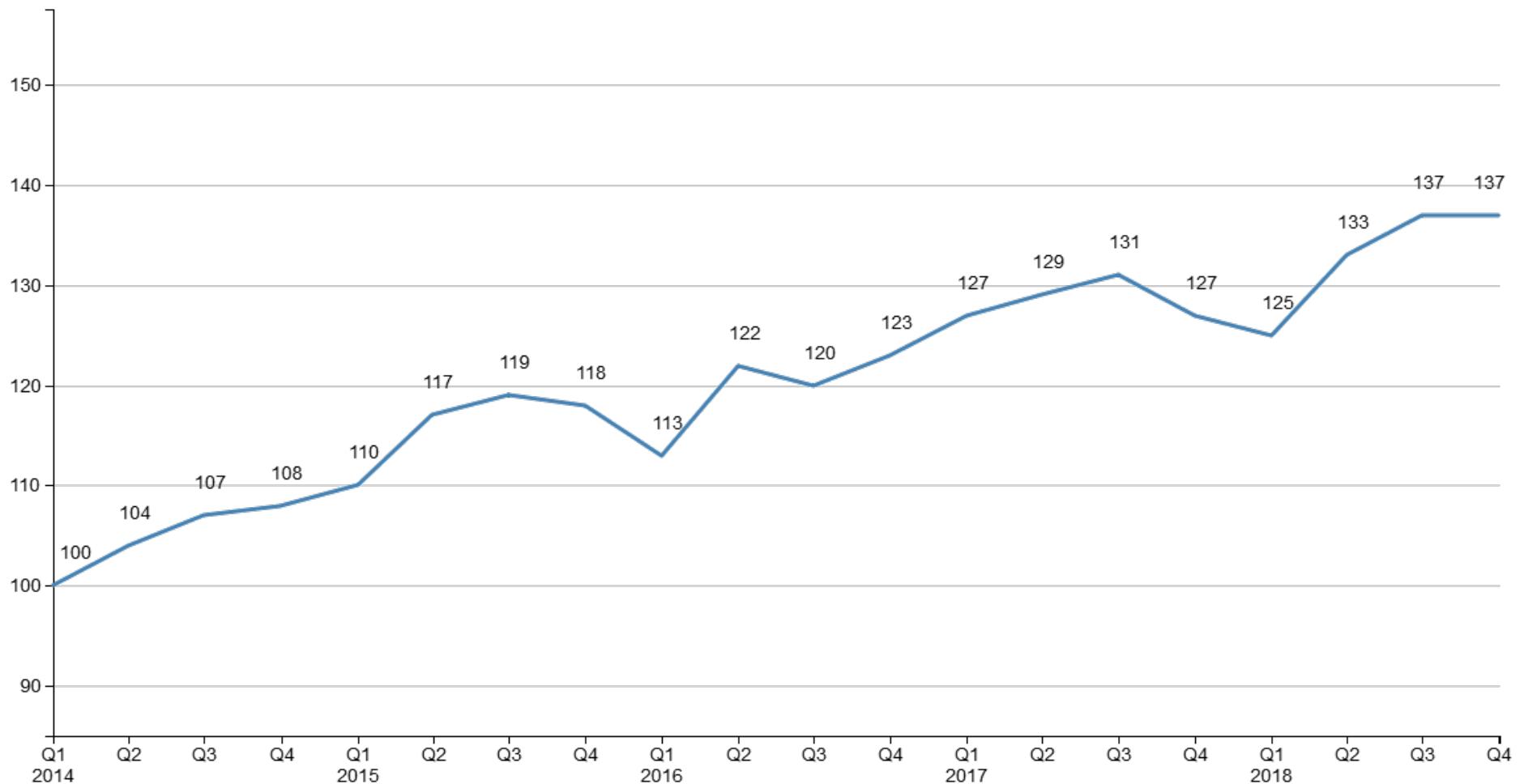
2018

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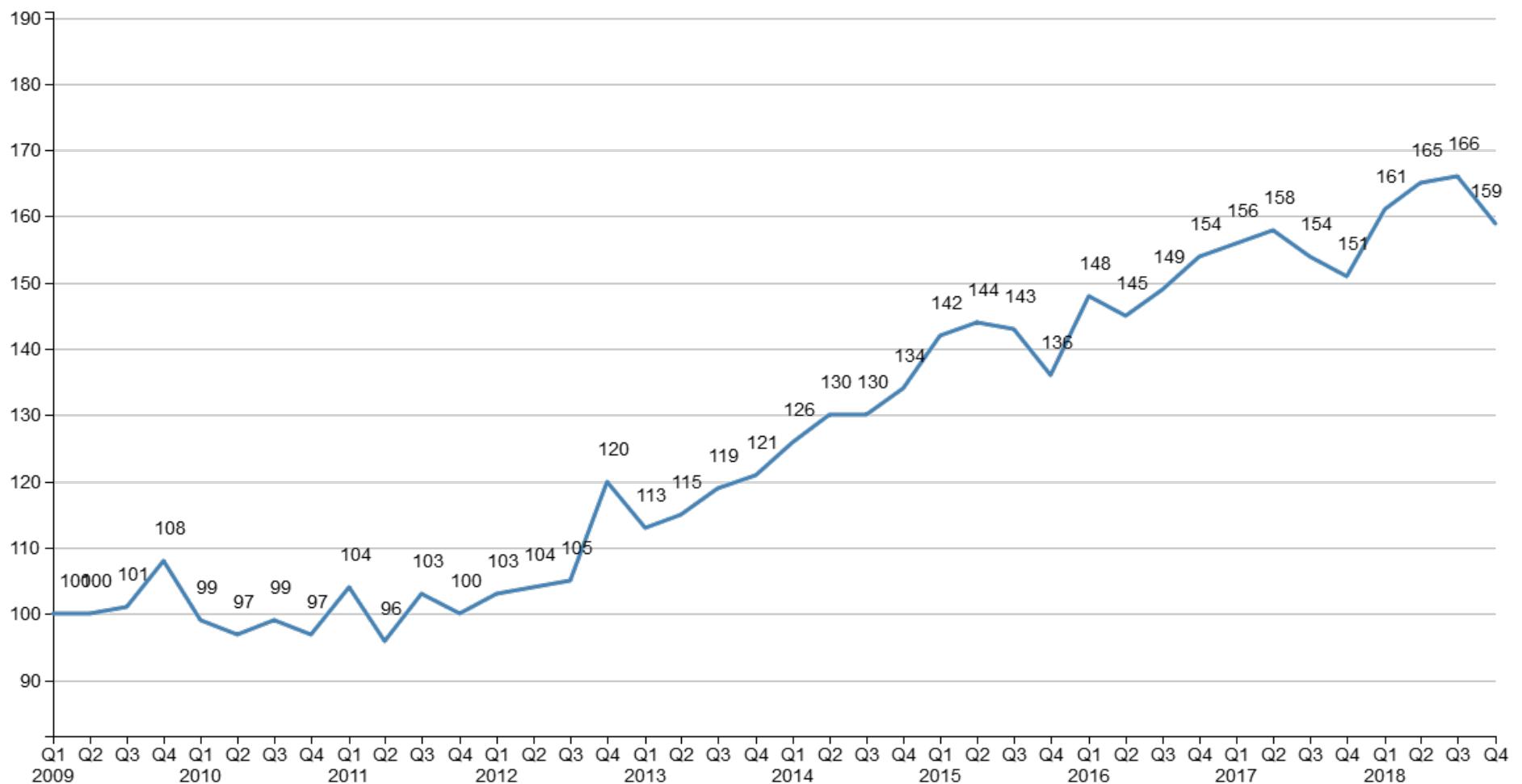


Back Bay  
Five Year Price Index  
(Appreciation Rate)





Back Bay  
Ten Year Price Index  
(Appreciation Rate)

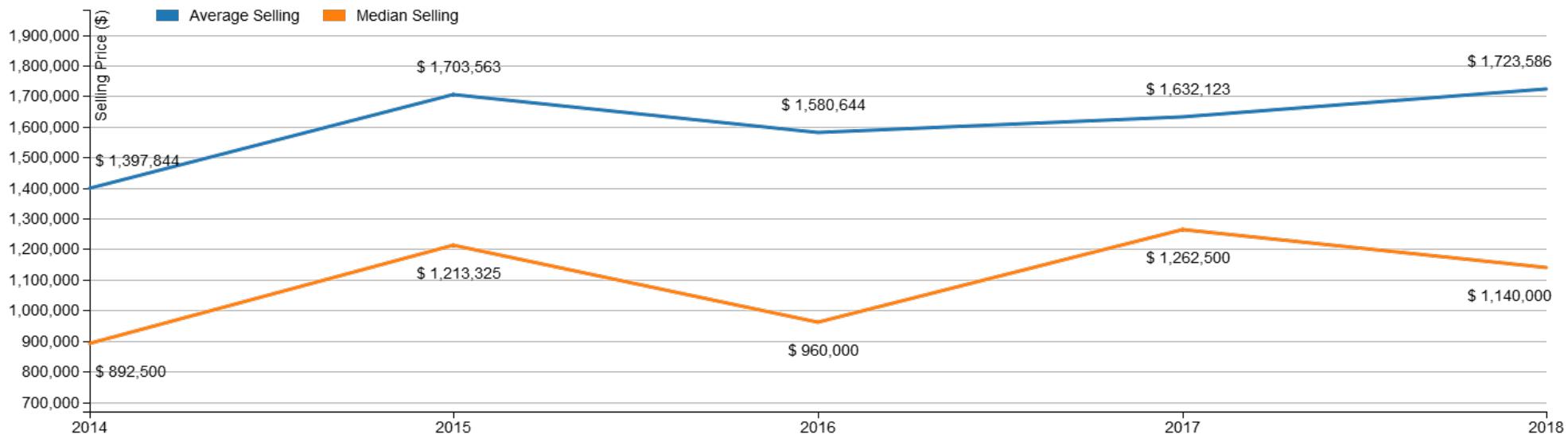




Back Bay  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	93	-	\$1,397,844	-	\$892,500	-	\$1,015	-	\$923	-	67
2015	102	10%	\$1,703,563	22%	\$1,213,325	36%	\$1,134	12%	\$1,017	10%	72
2016	117	15%	\$1,580,644	-7%	\$960,000	-21%	\$1,142	1%	\$1,082	6%	58
2017	93	-21%	\$1,632,123	3%	\$1,262,500	32%	\$1,169	2%	\$1,137	5%	61
2018	101	9%	\$1,723,586	6%	\$1,140,000	-10%	\$1,313	12%	\$1,172	3%	62

Average / Median Selling Price





Back Bay

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	9	80%	\$428,278	-10%	\$420,000	-7%	\$1,055	7%	\$1,062	12%	13
	2017	6	-33%	\$430,667	1%	\$445,000	6%	\$1,106	5%	\$1,153	9%	19
	2018	11	83%	\$1,512,500	251%	\$522,500	17%	\$1,527	38%	\$1,201	4%	32
One Bed	2016	35	9%	\$665,600	-10%	\$612,483	-4%	\$1,007	7%	\$1,004	6%	15
	2017	27	-23%	\$824,237	24%	\$720,000	18%	\$1,092	8%	\$1,042	4%	52
	2018	36	33%	\$874,556	6%	\$827,000	15%	\$1,143	5%	\$1,116	7%	51
Two Beds	2016	55	20%	\$1,552,997	-18%	\$1,295,000	-21%	\$1,144	0%	\$1,087	5%	69
	2017	43	-22%	\$1,490,965	-4%	\$1,400,000	8%	\$1,159	1%	\$1,109	2%	65
	2018	42	-2%	\$1,716,301	15%	\$1,515,000	8%	\$1,286	11%	\$1,178	6%	79
Three Plus Beds	2016	18	-5%	\$4,020,556	25%	\$2,997,500	8%	\$1,439	-3%	\$1,414	5%	118
	2017	17	-6%	\$3,696,324	-8%	\$2,800,000	-7%	\$1,340	-7%	\$1,267	-10%	96
	2018	12	-29%	\$4,489,667	21%	\$3,337,500	19%	\$1,716	28%	\$1,438	14%	75



Back Bay  
Sales Comparison by Square Footage  
4th Quarter 2018

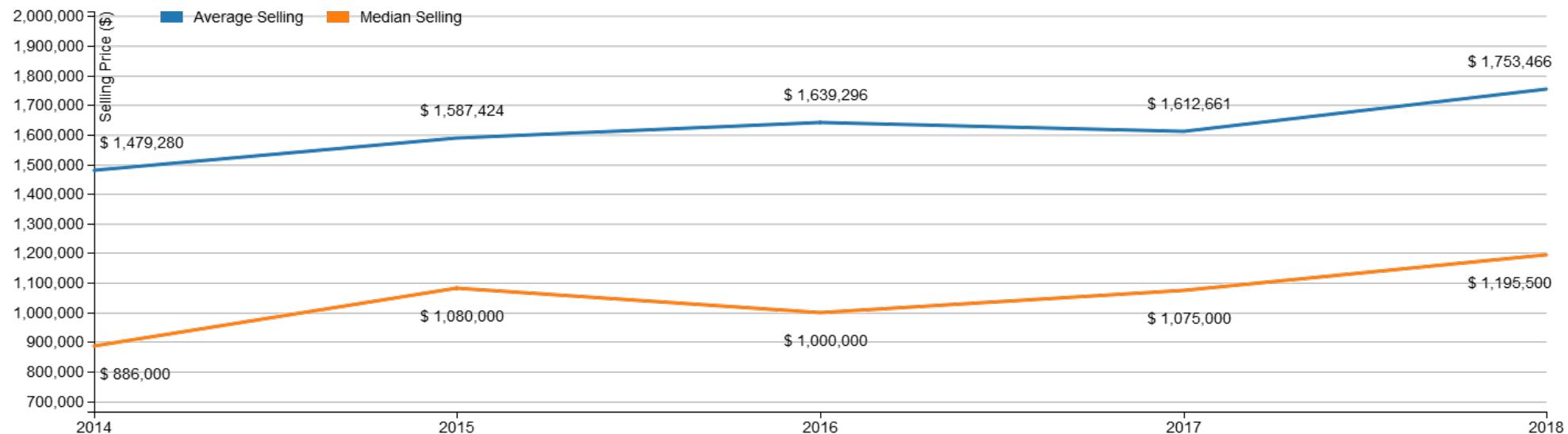
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	31	55%	\$516,338	7%	\$540,000	16%	\$1,014	8%	\$1,027	9%	11
	2017	25	-19%	\$606,576	17%	\$610,000	13%	\$1,091	8%	\$1,109	8%	38
	2018	26	4%	\$633,538	4%	\$591,250	-3%	\$1,292	18%	\$1,173	6%	38
701-1000	2016	27	35%	\$841,741	3%	\$808,500	8%	\$1,022	9%	\$1,027	13%	19
	2017	12	-56%	\$862,083	2%	\$842,500	4%	\$1,023	0%	\$1,002	-2%	42
	2018	20	67%	\$926,325	7%	\$885,500	5%	\$1,078	5%	\$1,107	11%	59
1001-1500	2016	27	4%	\$1,226,180	-4%	\$1,275,000	2%	\$1,032	0%	\$1,054	1%	70
	2017	29	7%	\$1,434,172	17%	\$1,408,000	10%	\$1,220	18%	\$1,172	11%	70
	2018	36	24%	\$1,648,611	15%	\$1,477,500	5%	\$1,299	6%	\$1,172	0%	73
1501-1800	2016	8	-47%	\$2,276,250	-8%	\$1,850,000	-12%	\$1,450	-2%	\$1,187	-5%	56
	2017	9	13%	\$1,759,000	-23%	\$1,601,000	-13%	\$1,081	-25%	\$983	-17%	99
	2018	4	-56%	\$2,253,188	28%	\$2,175,000	36%	\$1,355	25%	\$1,298	32%	125
1801-2400	2016	14	17%	\$2,538,929	11%	\$2,582,500	22%	\$1,227	10%	\$1,229	10%	105
	2017	10	-29%	\$2,469,750	-3%	\$2,615,000	1%	\$1,222	0%	\$1,261	3%	40
	2018	8	-20%	\$2,764,238	12%	\$2,836,950	8%	\$1,273	4%	\$1,267	0%	61
Over 2400	2016	10	11%	\$5,934,000	7%	\$5,022,500	14%	\$1,789	3%	\$1,720	14%	204
	2017	8	-20%	\$5,519,813	-7%	\$4,548,750	-9%	\$1,481	-17%	\$1,283	-25%	122
	2018	7	-13%	\$6,943,857	26%	\$7,682,000	69%	\$2,145	45%	\$2,105	64%	98



Back Bay  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	438	-	\$1,479,280	-	\$886,000	-	\$995	-	\$911	-	56
2015	434	-1%	\$1,587,424	7%	\$1,080,000	22%	\$1,115	12%	\$1,022	12%	51
2016	467	8%	\$1,639,296	3%	\$1,000,000	-7%	\$1,126	1%	\$1,045	2%	66
2017	415	-11%	\$1,612,661	-2%	\$1,075,000	8%	\$1,186	5%	\$1,113	6%	55
2018	420	1%	\$1,753,466	9%	\$1,195,500	11%	\$1,268	7%	\$1,190	7%	65

Average / Median Selling Price





Back Bay

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	33	-6%	\$475,530	2%	\$440,000	-3%	\$1,034	-1%	\$1,041	2%	25
	2017	33	0%	\$673,997	42%	\$490,000	11%	\$1,139	10%	\$1,104	6%	28
	2018	37	12%	\$926,308	37%	\$522,500	7%	\$1,331	17%	\$1,186	7%	34
One Bed	2016	142	-1%	\$708,274	-4%	\$637,000	0%	\$1,004	3%	\$1,003	5%	31
	2017	146	3%	\$780,528	10%	\$677,000	6%	\$1,067	6%	\$1,045	4%	31
	2018	130	-11%	\$826,503	6%	\$710,000	5%	\$1,156	8%	\$1,133	8%	42
Two Beds	2016	208	18%	\$1,490,728	-15%	\$1,237,500	-16%	\$1,108	-4%	\$1,045	0%	66
	2017	165	-21%	\$1,588,074	7%	\$1,400,000	13%	\$1,201	8%	\$1,125	8%	48
	2018	181	10%	\$1,785,113	12%	\$1,465,000	5%	\$1,268	6%	\$1,207	7%	56
Three Plus Beds	2016	84	5%	\$4,038,244	25%	\$3,237,500	7%	\$1,413	7%	\$1,386	12%	110
	2017	71	-15%	\$3,817,227	-5%	\$3,150,000	-3%	\$1,416	0%	\$1,325	-4%	125
	2018	72	1%	\$3,772,662	-1%	\$3,200,000	2%	\$1,442	2%	\$1,334	1%	118

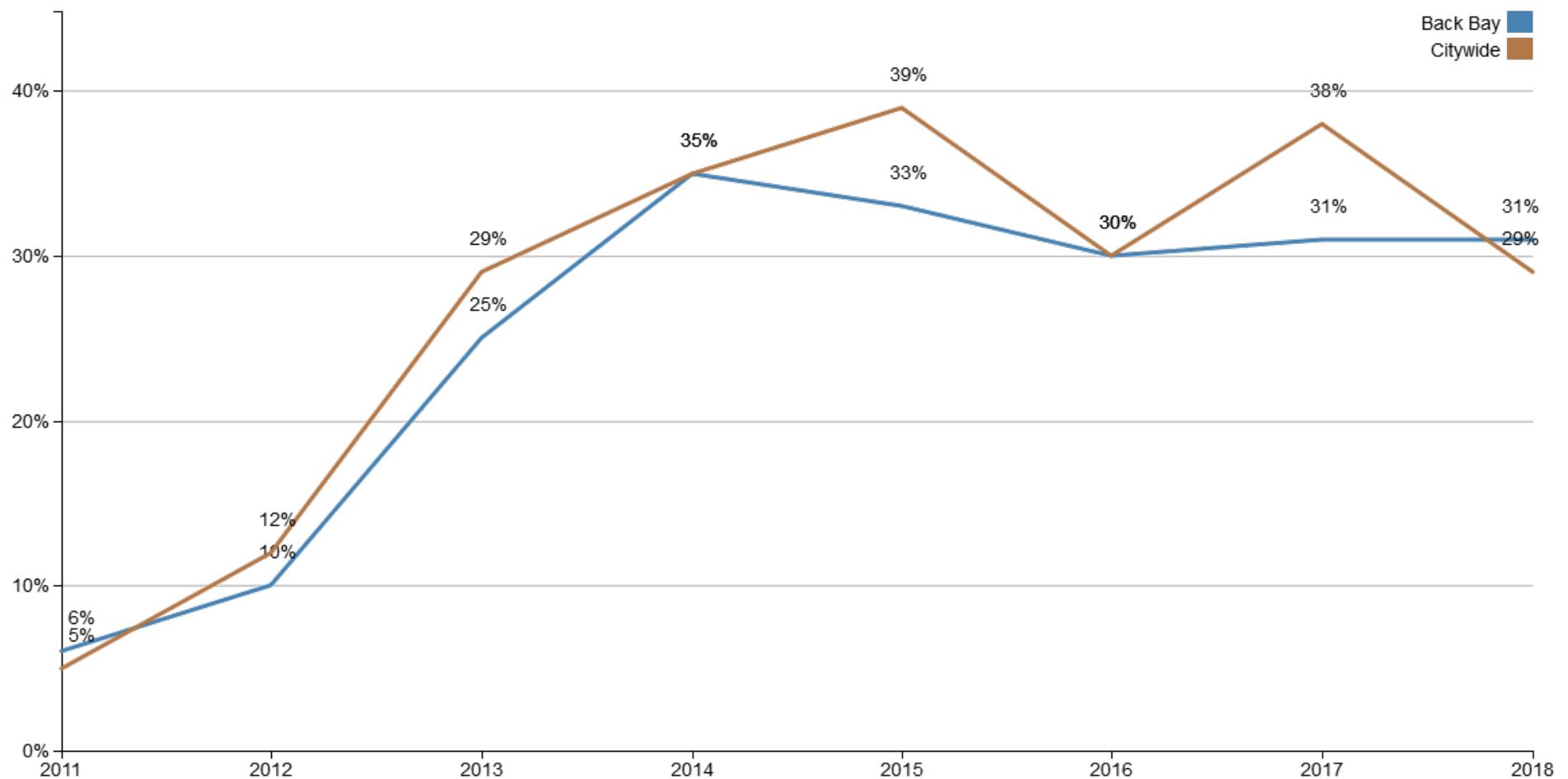


Back Bay  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	116	8%	\$520,461	7%	\$529,000	10%	\$1,005	3%	\$1,001	4%	29
	2017	120	3%	\$571,650	10%	\$573,000	8%	\$1,089	8%	\$1,063	6%	27
	2018	101	-16%	\$582,510	2%	\$575,000	0%	\$1,222	12%	\$1,183	11%	32
701-1000	2016	94	19%	\$815,427	-1%	\$802,103	2%	\$988	2%	\$977	3%	24
	2017	75	-20%	\$850,493	4%	\$845,000	5%	\$1,030	4%	\$1,031	5%	30
	2018	84	12%	\$935,142	10%	\$882,500	4%	\$1,101	7%	\$1,068	4%	39
1001-1500	2016	122	9%	\$1,263,600	-2%	\$1,175,000	-5%	\$1,047	1%	\$1,031	1%	56
	2017	110	-10%	\$1,423,675	13%	\$1,400,000	19%	\$1,194	14%	\$1,150	12%	52
	2018	115	5%	\$1,486,410	4%	\$1,350,000	-4%	\$1,208	1%	\$1,155	0%	57
1501-1800	2016	33	-37%	\$2,050,255	-6%	\$1,980,000	3%	\$1,258	-5%	\$1,196	3%	86
	2017	32	-3%	\$2,073,391	1%	\$1,812,500	-8%	\$1,273	1%	\$1,105	-8%	58
	2018	31	-3%	\$2,228,218	7%	\$2,275,000	26%	\$1,360	7%	\$1,281	16%	56
1801-2400	2016	54	20%	\$2,705,164	3%	\$2,697,750	8%	\$1,314	3%	\$1,265	9%	84
	2017	35	-35%	\$2,548,043	-6%	\$2,675,000	-1%	\$1,271	-3%	\$1,230	-3%	89
	2018	48	37%	\$2,897,011	14%	\$2,740,000	2%	\$1,382	9%	\$1,326	8%	92
Over 2400	2016	47	21%	\$5,511,301	10%	\$5,165,000	18%	\$1,595	4%	\$1,587	15%	157
	2017	43	-9%	\$5,226,398	-5%	\$4,350,000	-16%	\$1,572	-1%	\$1,429	-10%	155
	2018	41	-5%	\$5,365,902	3%	\$4,695,000	8%	\$1,693	8%	\$1,557	9%	155

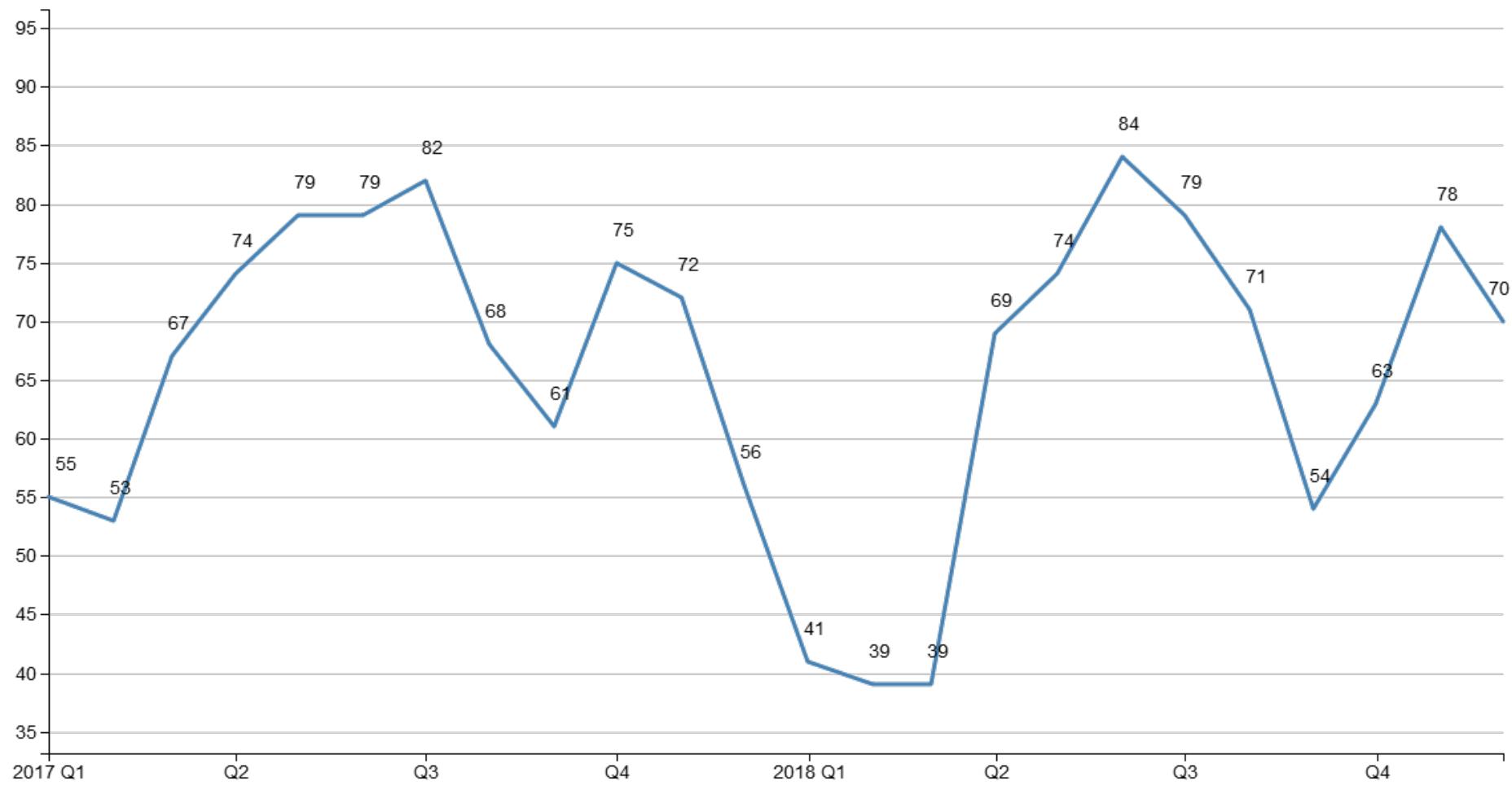


Back Bay  
Sales Over Last Asking Price  
2018





Back Bay  
Inventory  
2018





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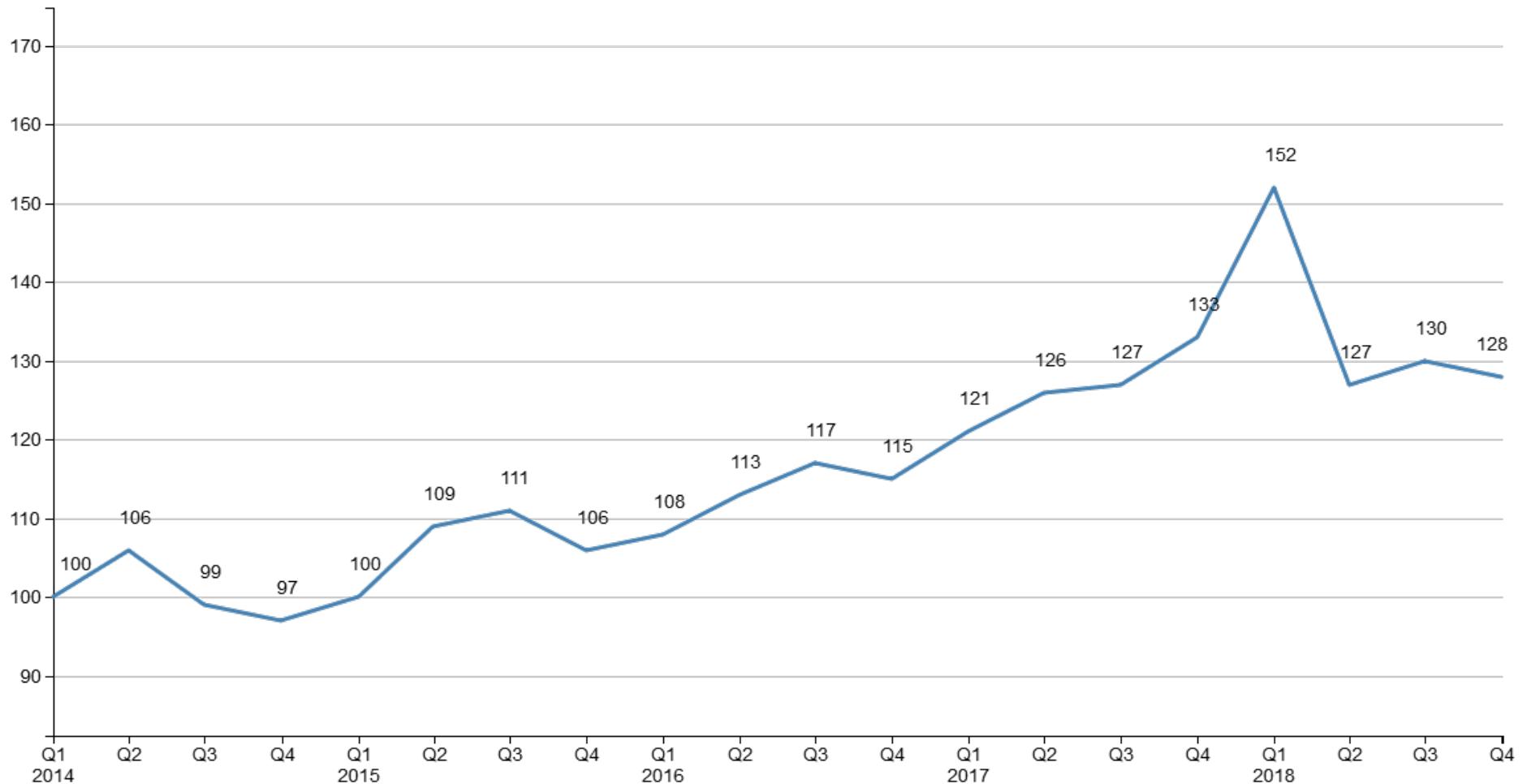
Beacon Hill  
**Annual Sales Summary**  
2018

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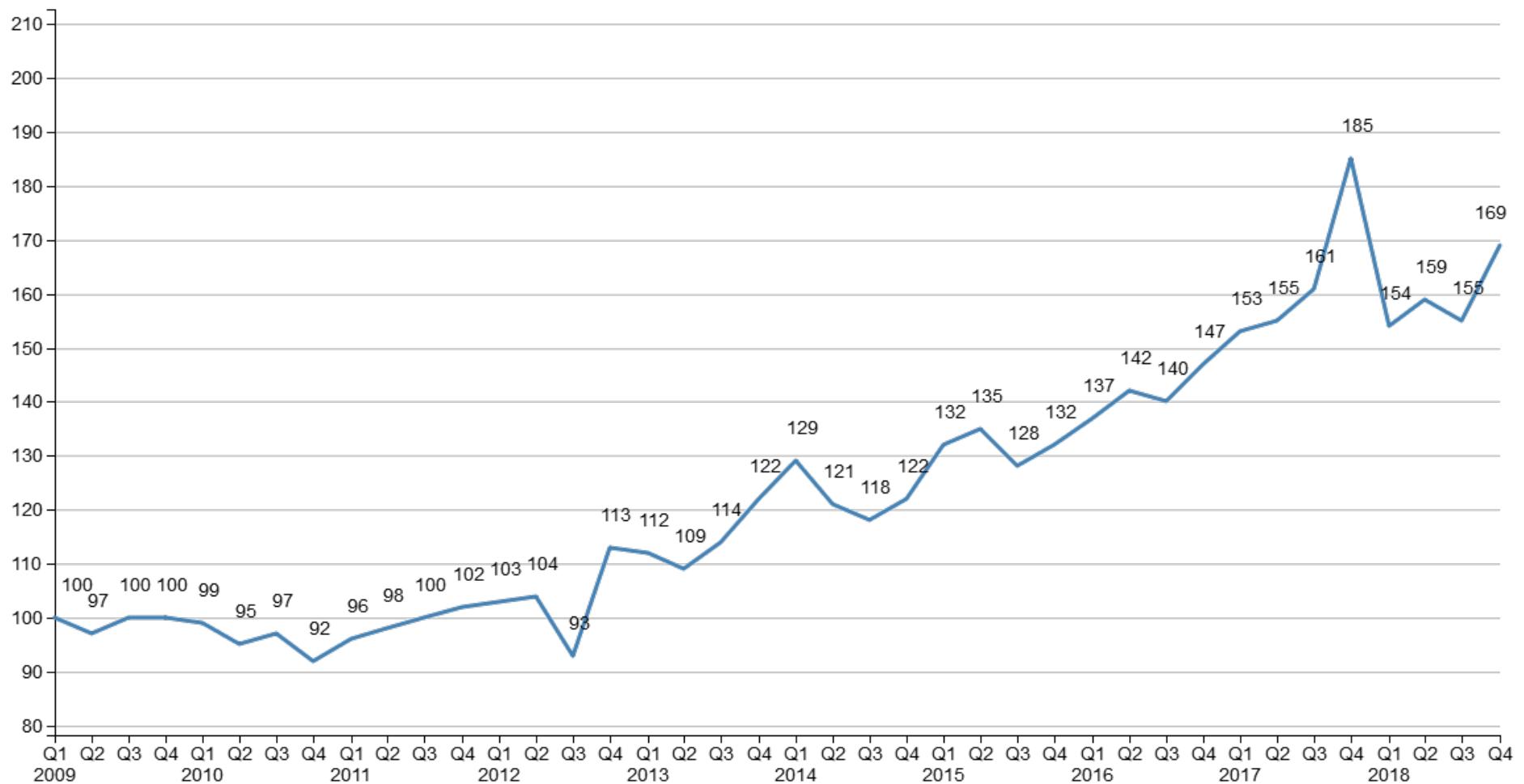


Beacon Hill  
Five Year Price Index  
(Appreciation Rate)





Beacon Hill  
Ten Year Price Index  
(Appreciation Rate)

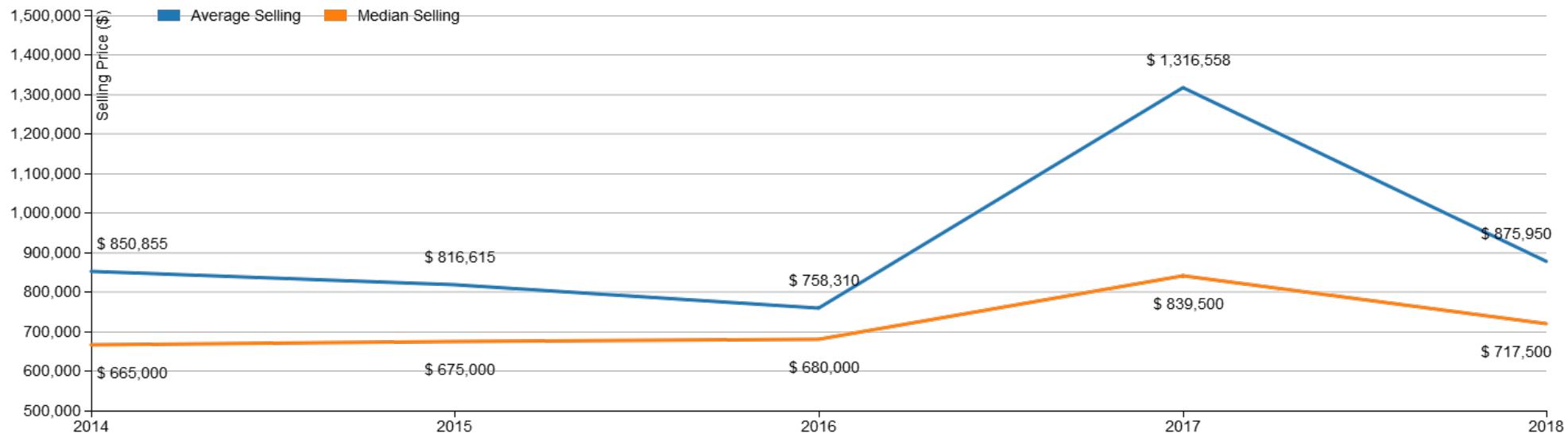




Beacon Hill  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	43	-	\$850,855	-	\$665,000	-	\$849	-	\$831	-	46
2015	39	-9%	\$816,615	-4%	\$675,000	2%	\$902	6%	\$889	7%	29
2016	29	-26%	\$758,310	-7%	\$680,000	1%	\$985	9%	\$1,004	13%	28
2017	43	48%	\$1,316,558	74%	\$839,500	23%	\$1,181	20%	\$1,131	13%	47
2018	25	-42%	\$875,950	-33%	\$717,500	-15%	\$1,075	-9%	\$1,036	-8%	46

Average / Median Selling Price





Beacon Hill

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	2	-60%	\$807,500	56%	\$807,500	50%	\$912	-15%	\$912	-13%	-
	2017	1	-50%	\$295,000	-63%	\$295,000	-63%	\$1,126	23%	\$1,126	23%	-
	2018	0	-	-	-	-	-	-	-	-	-	-
One Bed	2016	14	0%	\$554,214	-6%	\$497,000	-19%	\$1,010	22%	\$1,024	17%	16
	2017	25	79%	\$734,960	33%	\$713,500	44%	\$1,093	8%	\$1,128	10%	46
	2018	12	-52%	\$670,417	-9%	\$645,000	-10%	\$1,096	0%	\$1,040	-8%	70
Two Beds	2016	12	-29%	\$918,708	-11%	\$842,500	0%	\$951	3%	\$974	10%	45
	2017	13	8%	\$1,303,692	42%	\$995,000	18%	\$1,173	23%	\$1,076	11%	47
	2018	12	-8%	\$921,146	-29%	\$770,000	-23%	\$1,045	-11%	\$991	-8%	26
Three Plus Beds	2016	1	-67%	\$1,592,500	36%	\$1,592,500	82%	\$1,110	30%	\$1,110	50%	-
	2017	4	300%	\$5,248,750	230%	\$4,697,500	195%	\$1,770	59%	\$1,712	54%	49
	2018	1	-75%	\$2,800,000	-47%	\$2,800,000	-40%	\$1,189	-33%	\$1,189	-31%	-



## Beacon Hill

## Sales Comparison by Square Footage

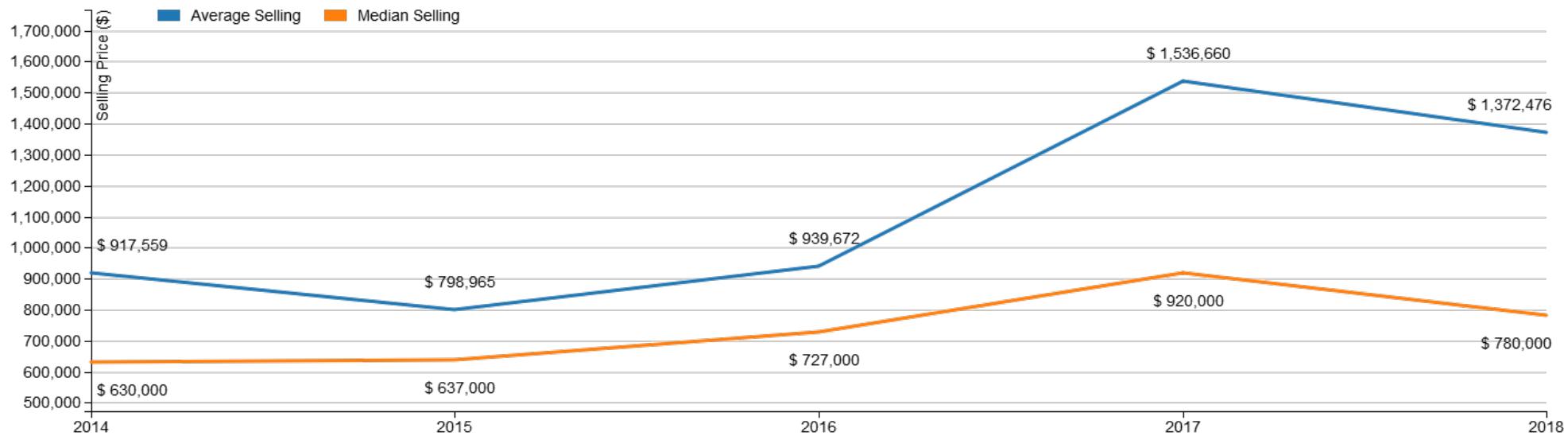
## 4th Quarter 2018



Beacon Hill  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	175	-	\$917,559	-	\$630,000	-	\$891	-	\$872	-	49
2015	192	10%	\$798,965	-13%	\$637,000	1%	\$924	4%	\$917	5%	27
2016	156	-19%	\$939,672	18%	\$727,000	14%	\$980	6%	\$994	8%	42
2017	185	19%	\$1,536,660	64%	\$920,000	27%	\$1,153	18%	\$1,086	9%	63
2018	150	-19%	\$1,372,476	-11%	\$780,000	-15%	\$1,208	5%	\$1,160	7%	76

Average / Median Selling Price





Beacon Hill  
Sales by Number of Bedrooms  
2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	9	-47%	\$545,000	26%	\$460,000	11%	\$1,010	-1%	\$1,026	3%	24
	2017	6	-33%	\$445,000	-18%	\$460,000	0%	\$991	-2%	\$987	-4%	-
	2018	8	33%	\$410,988	-8%	\$407,000	-12%	\$1,380	39%	\$1,390	41%	14
One Bed	2016	61	-28%	\$599,762	7%	\$570,000	9%	\$982	9%	\$999	10%	31
	2017	74	21%	\$661,752	10%	\$637,500	12%	\$1,072	9%	\$1,066	7%	31
	2018	58	-22%	\$693,450	5%	\$620,000	-3%	\$1,189	11%	\$1,143	7%	47
Two Beds	2016	74	6%	\$1,110,910	17%	\$927,000	17%	\$966	6%	\$965	8%	46
	2017	72	-3%	\$1,328,092	20%	\$1,238,500	34%	\$1,103	14%	\$1,073	11%	66
	2018	58	-19%	\$1,178,746	-11%	\$931,000	-25%	\$1,115	1%	\$1,106	3%	52
Three Plus Beds	2016	12	-40%	\$1,907,583	18%	\$1,588,750	14%	\$1,038	3%	\$1,073	3%	71
	2017	33	175%	\$4,152,115	118%	\$3,400,000	114%	\$1,473	42%	\$1,341	25%	108
	2018	26	-21%	\$3,615,236	-13%	\$2,770,000	-19%	\$1,404	-5%	\$1,242	-7%	148



Beacon Hill

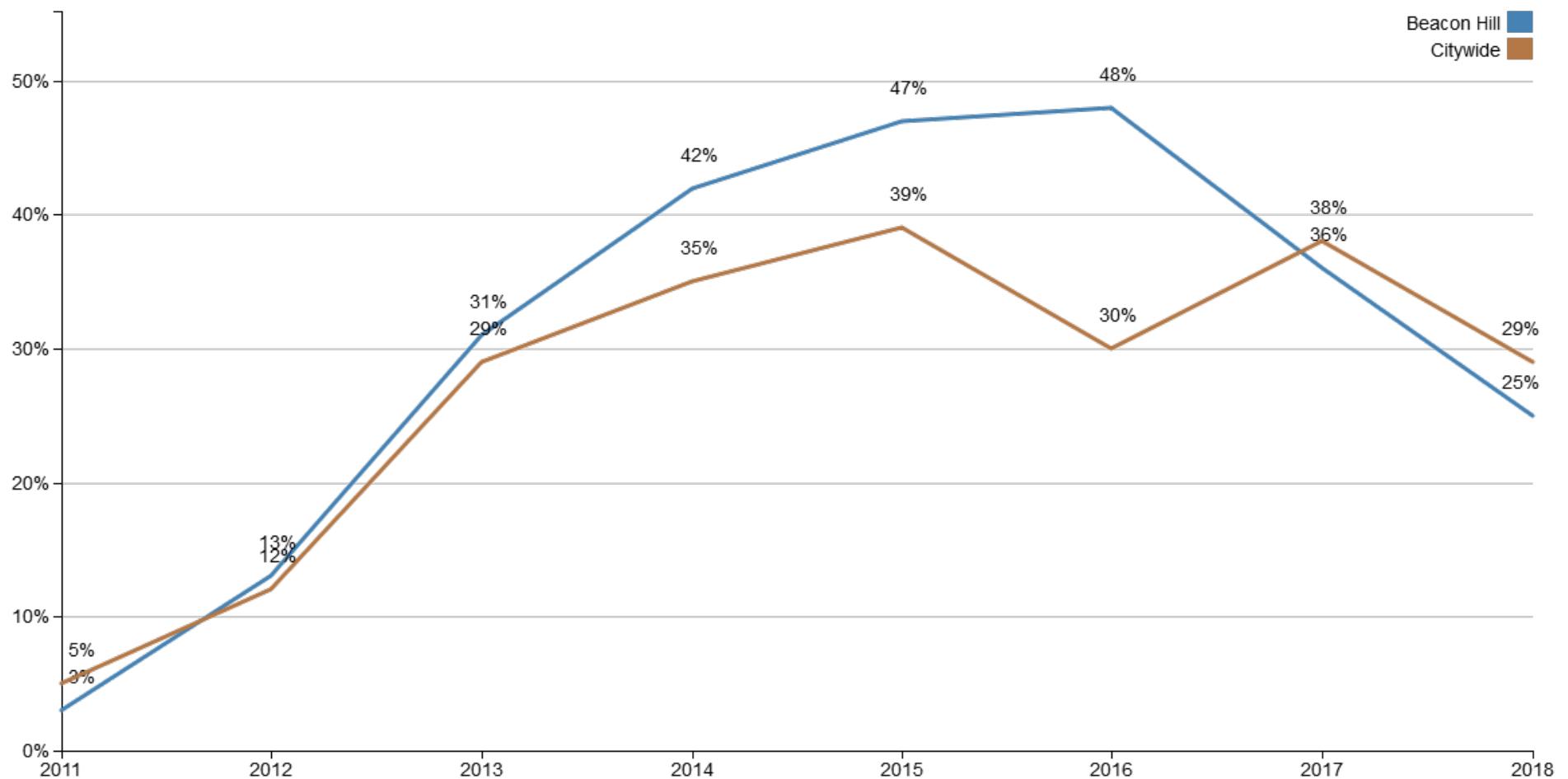
### Sales Comparison by Square Footage

2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	64	-30%	\$533,898	9%	\$529,500	11%	\$1,008	7%	\$1,011	7%	20
	2017	69	8%	\$568,399	6%	\$560,000	6%	\$1,083	7%	\$1,057	5%	27
	2018	65	-6%	\$596,589	5%	\$582,500	4%	\$1,206	11%	\$1,175	11%	38
701-1000	2016	37	-24%	\$740,429	1%	\$738,080	1%	\$896	2%	\$907	2%	47
	2017	33	-11%	\$838,824	13%	\$830,000	12%	\$1,013	13%	\$1,005	11%	39
	2018	32	-3%	\$872,125	4%	\$810,750	-2%	\$1,047	3%	\$1,017	1%	24
1001-1500	2016	39	11%	\$1,202,294	6%	\$1,199,000	4%	\$977	6%	\$967	8%	44
	2017	39	0%	\$1,343,179	12%	\$1,350,000	13%	\$1,069	9%	\$1,086	12%	43
	2018	26	-33%	\$1,449,981	8%	\$1,485,000	10%	\$1,150	8%	\$1,154	6%	76
1501-1800	2016	6	-45%	\$1,601,500	7%	\$1,652,500	8%	\$964	4%	\$995	1%	81
	2017	9	50%	\$1,926,000	20%	\$1,850,000	12%	\$1,189	23%	\$1,171	18%	143
	2018	6	-33%	\$1,975,104	3%	\$1,962,000	6%	\$1,187	0%	\$1,170	0%	86
1801-2400	2016	7	133%	\$2,210,714	9%	\$1,950,000	-6%	\$1,067	13%	\$1,003	11%	59
	2017	18	157%	\$2,716,528	23%	\$2,713,750	39%	\$1,289	21%	\$1,257	25%	177
	2018	11	-39%	\$2,714,091	0%	\$2,740,000	1%	\$1,325	3%	\$1,325	5%	56
Over 2400	2016	3	0%	\$4,350,000	23%	\$3,575,000	-3%	\$1,323	5%	\$1,362	15%	198
	2017	17	467%	\$5,809,753	34%	\$4,690,500	31%	\$1,738	31%	\$1,603	18%	96
	2018	10	-41%	\$5,978,000	3%	\$5,356,250	14%	\$1,772	2%	\$1,669	4%	288

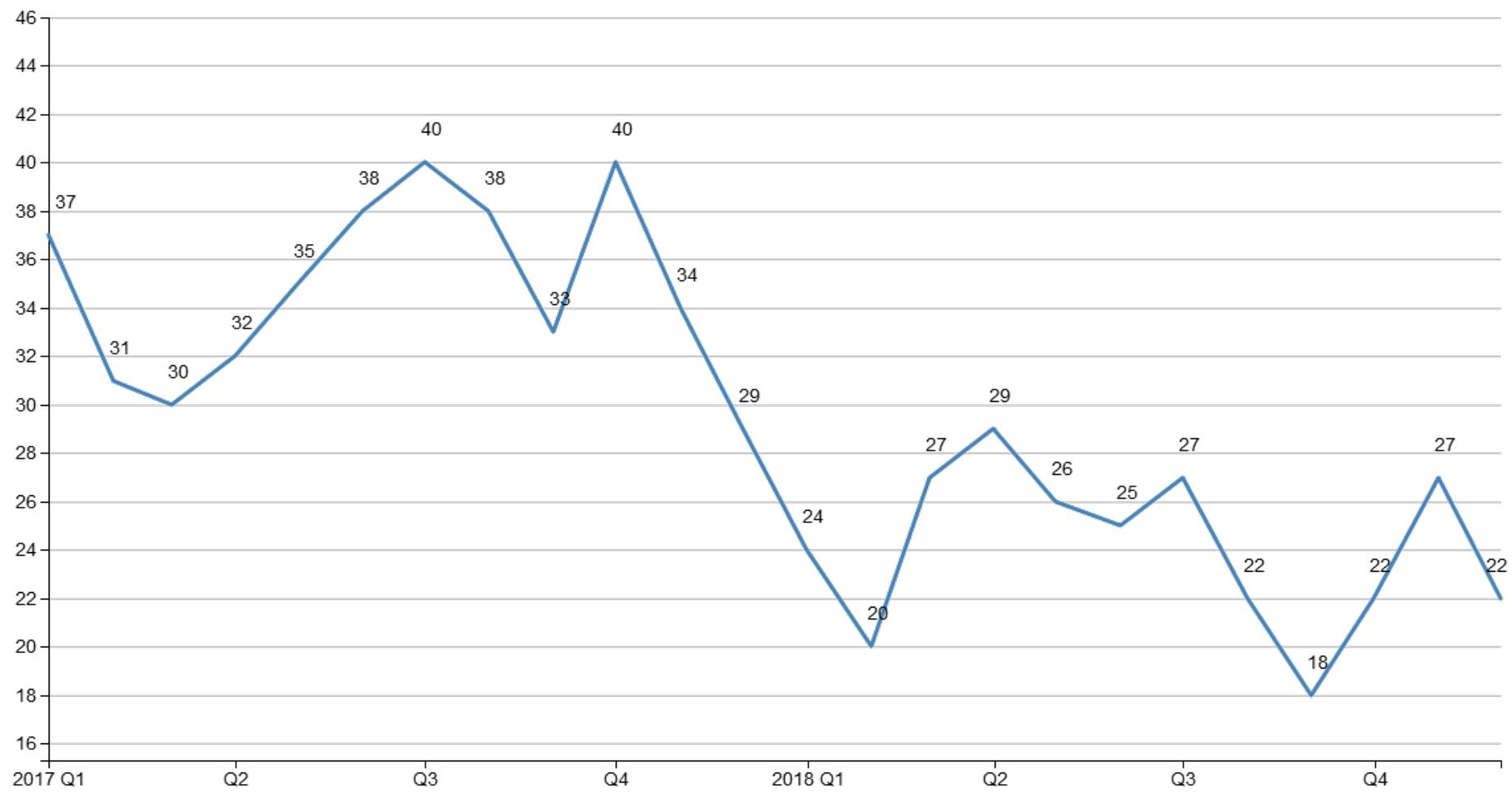


Beacon Hill  
Sales Over Last Asking Price  
2018





Beacon Hill  
Inventory  
2018





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Charlestown

# Annual Sales Summary

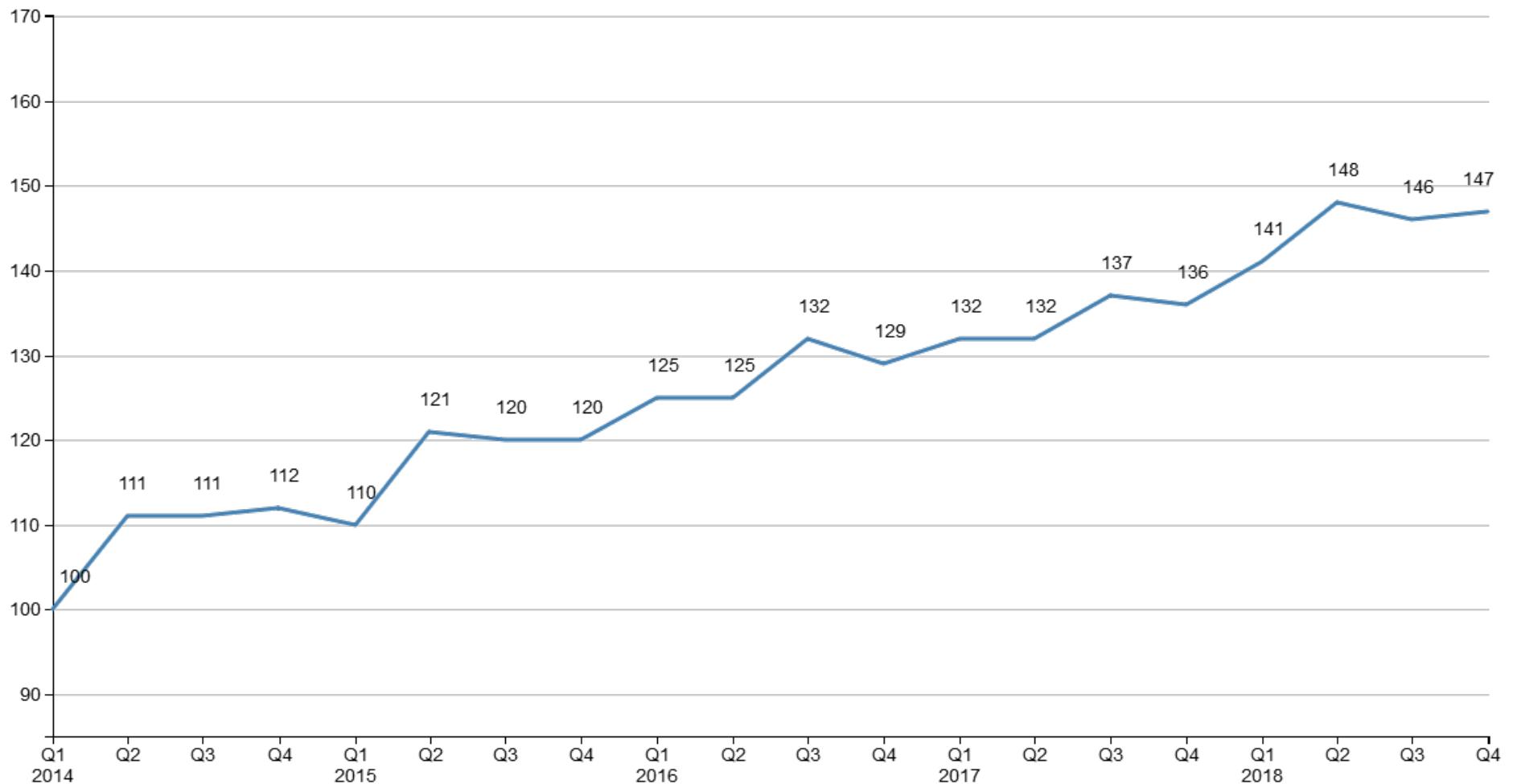
2018

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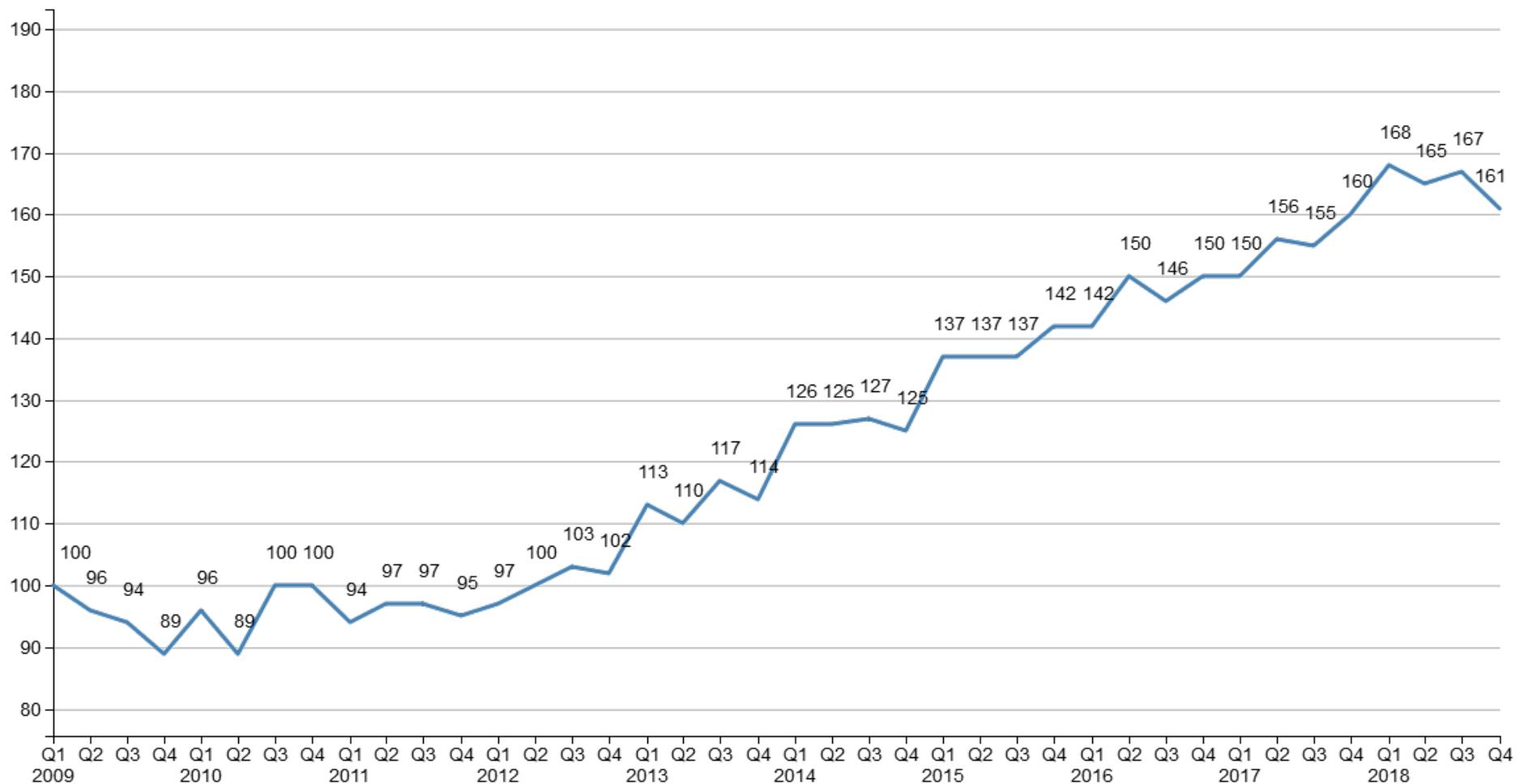


Charlestown  
Five Year Price Index  
(Appreciation Rate)





Charlestown  
Ten Year Price Index  
(Appreciation Rate)

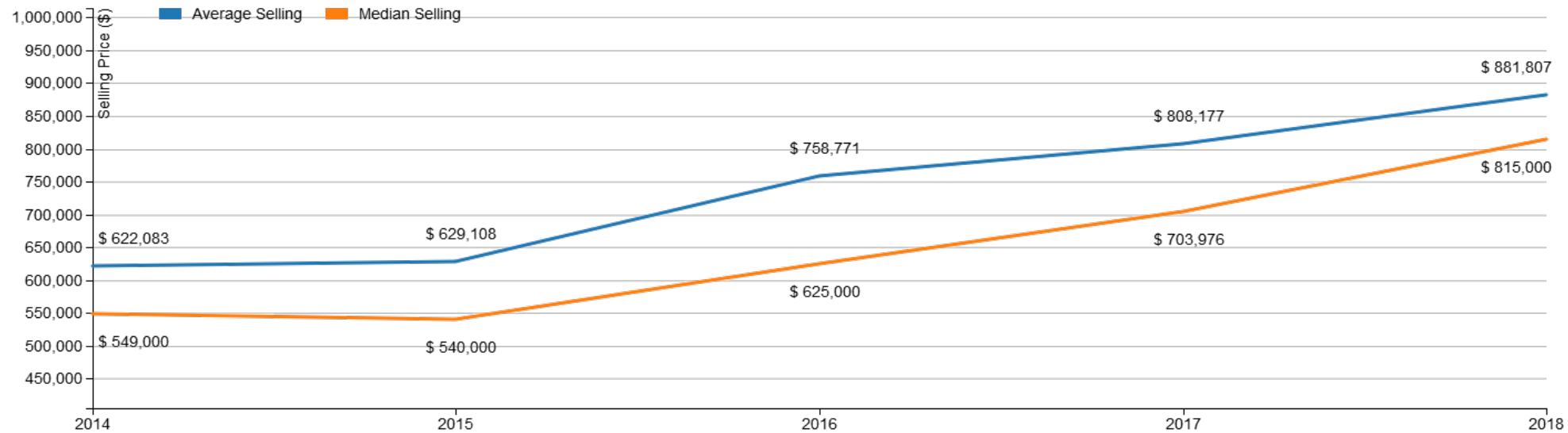




Charlestown  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	79	-	\$622,083	-	\$549,000	-	\$569	-	\$558	-	35
2015	81	3%	\$629,108	1%	\$540,000	-2%	\$631	11%	\$644	15%	40
2016	87	7%	\$758,771	21%	\$625,000	16%	\$656	4%	\$657	2%	33
2017	68	-22%	\$808,177	7%	\$703,977	13%	\$685	5%	\$704	7%	39
2018	48	-29%	\$881,807	9%	\$815,000	16%	\$725	6%	\$721	2%	34

Average / Median Selling Price





Charlestown

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	2	-67%	\$358,500	-11%	\$358,500	-14%	\$801	-2%	\$801	-4%	64
	2017	1	-50%	\$400,000	12%	\$400,000	12%	\$864	8%	\$864	8%	97
	2018	0	-	-	-	-	-	-	-	-	-	-
One Bed	2016	25	-11%	\$523,730	12%	\$495,000	14%	\$695	10%	\$700	7%	26
	2017	19	-24%	\$593,737	13%	\$560,000	13%	\$767	10%	\$765	9%	29
	2018	12	-37%	\$601,890	1%	\$581,500	4%	\$734	-4%	\$768	0%	48
Two Beds	2016	40	0%	\$740,290	3%	\$687,500	17%	\$655	7%	\$653	5%	29
	2017	29	-28%	\$791,793	7%	\$695,000	1%	\$679	4%	\$688	5%	39
	2018	24	-17%	\$893,377	13%	\$823,411	18%	\$733	8%	\$752	9%	32
Three Plus Beds	2016	20	186%	\$1,129,563	18%	\$1,035,000	9%	\$592	4%	\$600	1%	50
	2017	19	-5%	\$1,069,105	-5%	\$1,000,000	-3%	\$603	2%	\$590	-2%	43
	2018	12	-37%	\$1,138,583	6%	\$983,000	-2%	\$701	16%	\$690	17%	28



Charlestown

### Sales Comparison by Square Footage

4th Quarter 2018

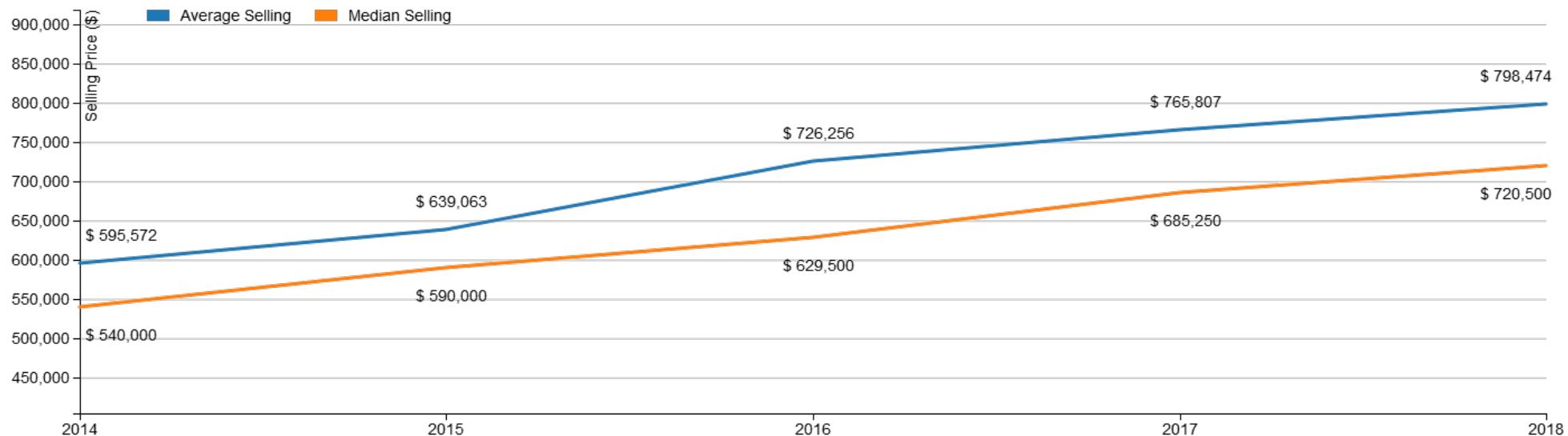
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	14	-39%	\$410,170	4%	\$405,750	-3%	\$730	8%	\$737	8%	31
	2017	11	-21%	\$489,459	19%	\$490,000	21%	\$770	6%	\$779	6%	25
	2018	6	-45%	\$580,833	19%	\$527,500	8%	\$769	0%	\$773	-1%	31
701-1000	2016	24	4%	\$560,505	11%	\$549,000	6%	\$664	6%	\$656	1%	29
	2017	18	-25%	\$602,750	8%	\$601,500	10%	\$737	11%	\$754	15%	24
	2018	12	-33%	\$655,348	9%	\$642,000	7%	\$761	3%	\$778	3%	45
1001-1500	2016	32	39%	\$769,277	15%	\$763,000	16%	\$634	8%	\$643	10%	21
	2017	24	-25%	\$801,498	4%	\$807,500	6%	\$654	3%	\$666	4%	45
	2018	21	-13%	\$866,597	8%	\$825,000	2%	\$702	7%	\$667	0%	32
1501-1800	2016	8	33%	\$1,002,375	-2%	\$1,035,000	4%	\$593	-3%	\$600	-3%	25
	2017	3	-63%	\$1,050,667	5%	\$991,000	-4%	\$611	3%	\$590	-2%	12
	2018	3	0%	\$1,083,333	3%	\$1,006,000	2%	\$681	11%	\$663	12%	37
1801-2400	2016	6	50%	\$1,188,875	-13%	\$1,200,000	7%	\$614	-7%	\$607	7%	99
	2017	7	17%	\$1,167,357	-2%	\$1,070,000	-11%	\$596	-3%	\$541	-11%	68
	2018	3	-57%	\$1,321,667	13%	\$1,325,000	24%	\$701	18%	\$689	27%	14
Over 2400	2016	3	50%	\$2,349,833	43%	\$2,350,000	43%	\$725	16%	\$630	1%	129
	2017	5	67%	\$1,632,600	-31%	\$1,550,500	-34%	\$628	-13%	\$598	-5%	75
	2018	3	-40%	\$1,854,667	14%	\$1,650,000	6%	\$739	18%	\$669	12%	49



Charlestown  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	311	-	\$595,572	-	\$540,000	-	\$561	-	\$556	-	34
2015	368	18%	\$639,063	7%	\$590,000	9%	\$610	9%	\$612	10%	36
2016	354	-4%	\$726,256	14%	\$629,500	7%	\$651	7%	\$652	7%	37
2017	316	-11%	\$765,807	5%	\$685,250	9%	\$681	5%	\$680	4%	34
2018	312	-1%	\$798,474	4%	\$720,500	5%	\$735	8%	\$741	9%	36

Average / Median Selling Price





Charlestown

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	3	-73%	\$364,833	-9%	\$377,500	-9%	\$821	-1%	\$862	4%	81
	2017	2	-33%	\$475,000	30%	\$475,000	26%	\$845	3%	\$845	-2%	97
	2018	4	100%	\$687,500	45%	\$614,000	29%	\$780	-8%	\$796	-6%	142
One Bed	2016	96	-14%	\$496,548	8%	\$482,250	12%	\$684	8%	\$689	7%	34
	2017	93	-3%	\$548,435	10%	\$531,000	10%	\$738	8%	\$737	7%	26
	2018	91	-2%	\$595,402	9%	\$575,000	8%	\$775	5%	\$765	4%	35
Two Beds	2016	186	-4%	\$717,188	6%	\$671,500	7%	\$647	9%	\$649	7%	30
	2017	165	-11%	\$751,360	5%	\$705,000	5%	\$673	4%	\$670	3%	34
	2018	161	-2%	\$789,452	5%	\$731,500	4%	\$736	9%	\$739	10%	30
Three Plus Beds	2016	69	35%	\$1,086,008	17%	\$980,000	15%	\$606	6%	\$605	7%	55
	2017	56	-19%	\$1,179,754	9%	\$1,001,750	2%	\$605	0%	\$605	0%	40
	2018	56	0%	\$1,162,331	-1%	\$1,094,844	9%	\$663	10%	\$648	7%	46



Charlestown

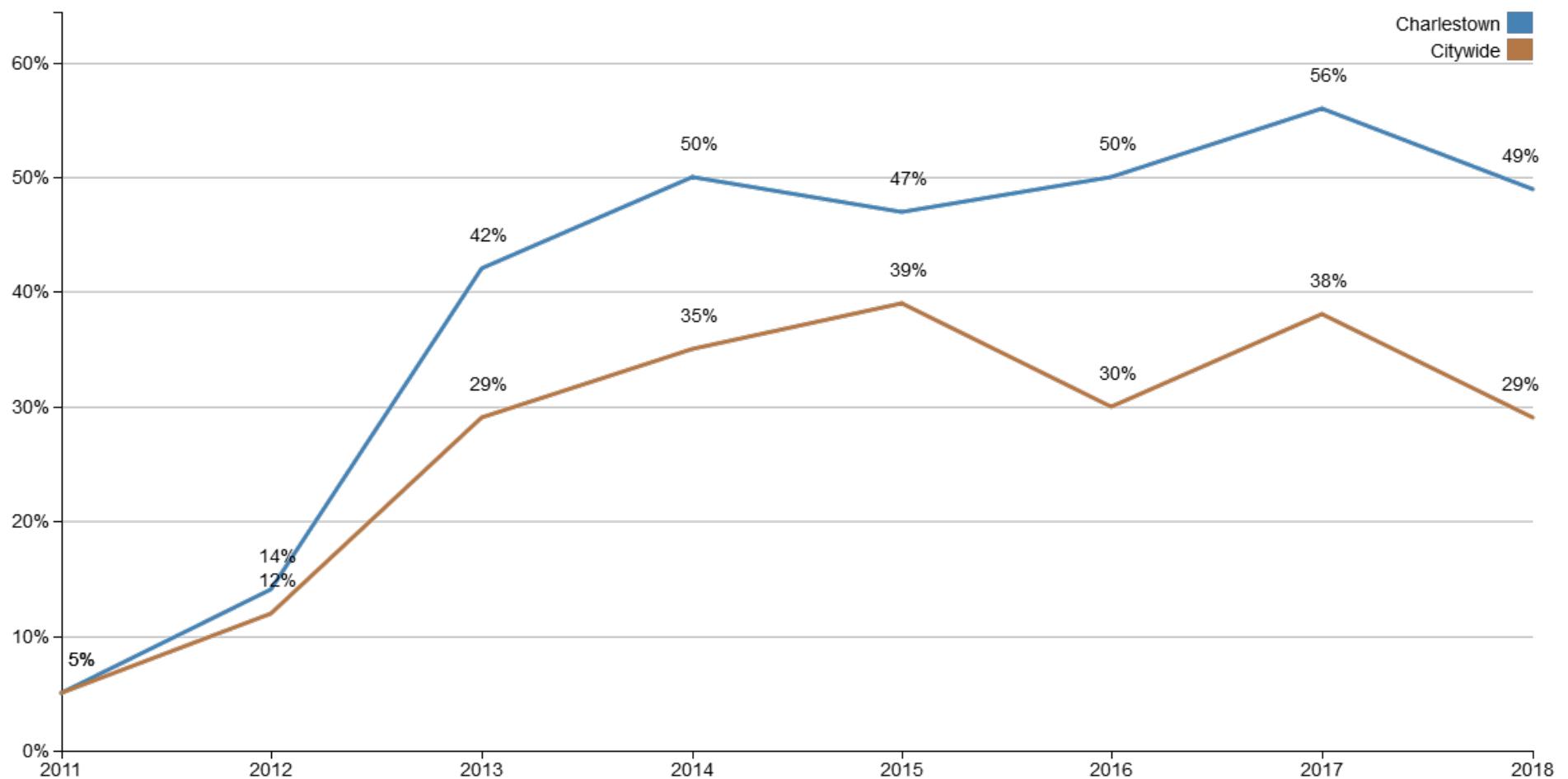
### Sales Comparison by Square Footage

2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	63	-21%	\$438,682	9%	\$457,250	9%	\$714	5%	\$731	7%	39
	2017	56	-11%	\$479,554	9%	\$490,000	7%	\$770	8%	\$765	5%	19
	2018	49	-13%	\$528,477	10%	\$530,000	8%	\$830	8%	\$813	6%	43
701-1000	2016	107	0%	\$555,604	8%	\$549,000	6%	\$658	7%	\$654	4%	31
	2017	91	-15%	\$598,077	8%	\$598,000	9%	\$715	9%	\$722	11%	29
	2018	107	18%	\$650,686	9%	\$650,000	9%	\$763	7%	\$758	5%	37
1001-1500	2016	125	1%	\$769,200	13%	\$755,000	12%	\$626	8%	\$630	10%	29
	2017	114	-9%	\$792,143	3%	\$770,000	2%	\$646	3%	\$640	1%	36
	2018	105	-8%	\$831,955	5%	\$825,000	7%	\$692	7%	\$692	8%	26
1501-1800	2016	29	16%	\$987,586	2%	\$1,010,000	8%	\$602	3%	\$598	7%	27
	2017	20	-31%	\$971,237	-2%	\$952,500	-6%	\$579	-4%	\$574	-4%	39
	2018	22	10%	\$1,072,636	10%	\$1,083,000	14%	\$664	15%	\$654	14%	18
1801-2400	2016	21	-5%	\$1,227,115	12%	\$1,180,000	9%	\$625	14%	\$634	15%	52
	2017	23	10%	\$1,197,674	-2%	\$1,220,000	3%	\$615	-2%	\$622	-2%	48
	2018	22	-4%	\$1,371,736	15%	\$1,325,000	9%	\$680	11%	\$687	10%	40
Over 2400	2016	9	-10%	\$2,160,958	40%	\$1,825,000	16%	\$664	10%	\$630	6%	217
	2017	12	33%	\$1,953,292	-10%	\$1,700,000	-7%	\$641	-4%	\$578	-8%	53
	2018	7	-42%	\$1,781,953	-9%	\$1,650,000	-3%	\$687	7%	\$647	12%	136

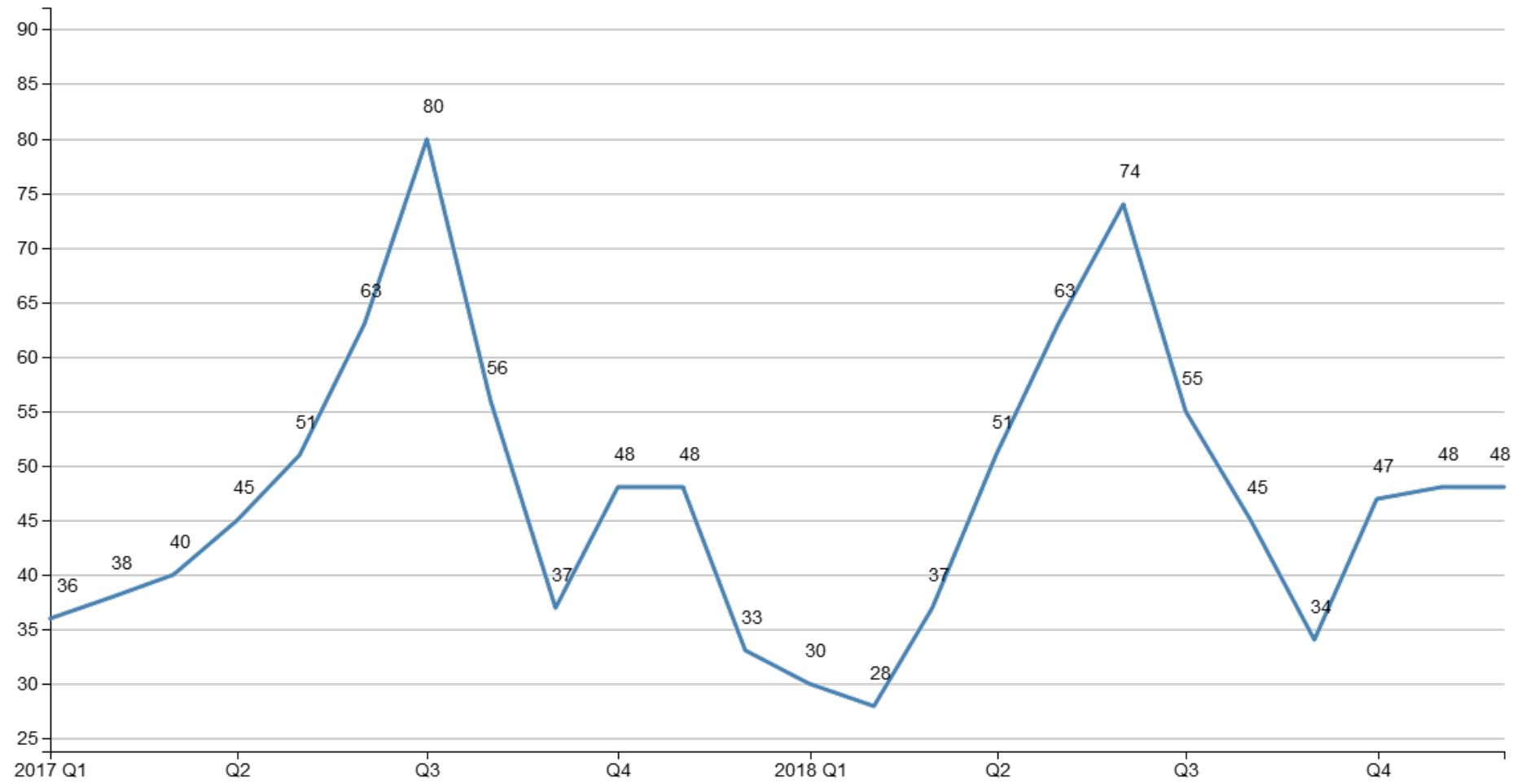


Charlestown  
Sales Over Last Asking Price  
2018





Charlestown  
Inventory  
2018





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Fenway

# Annual Sales Summary

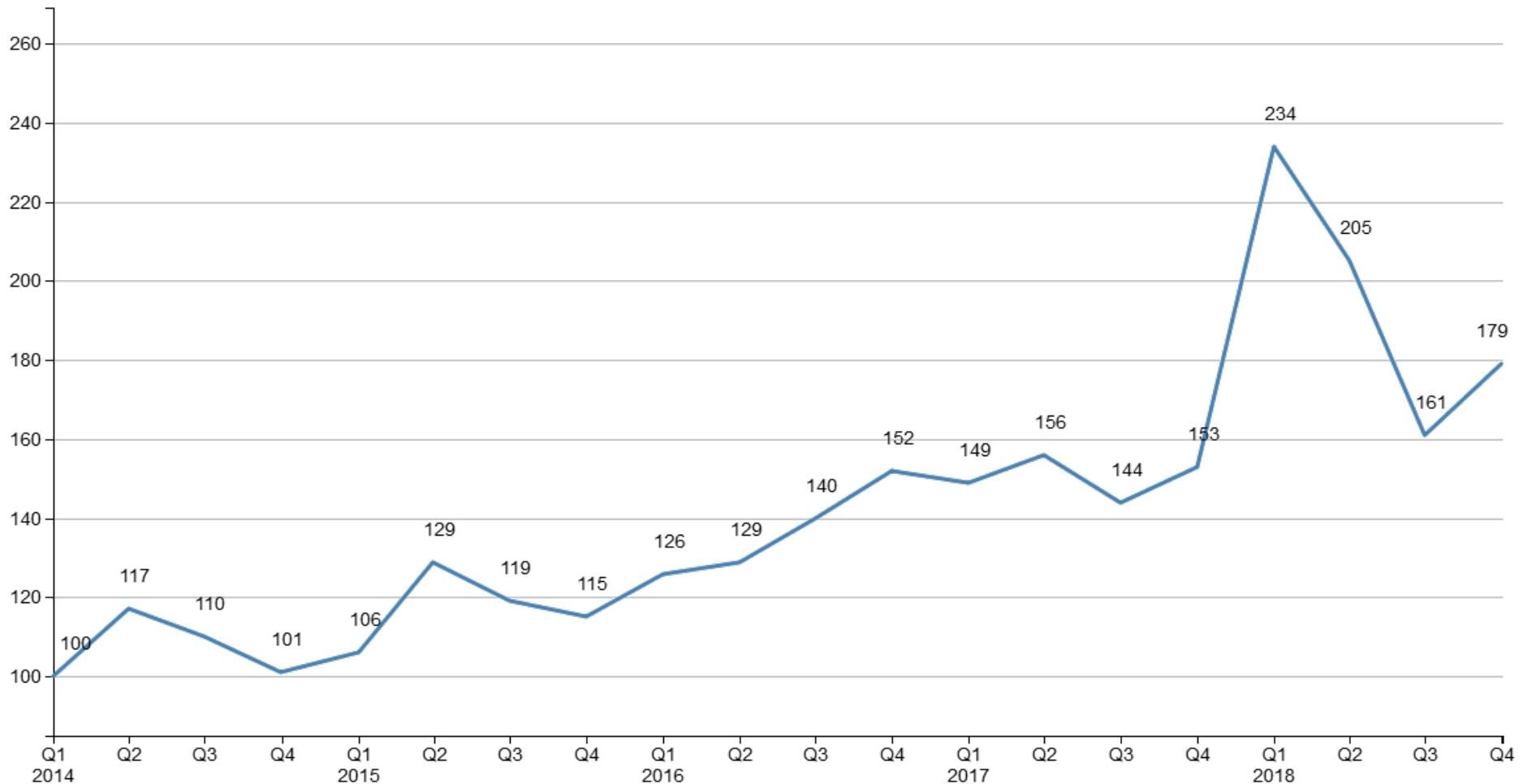
2018

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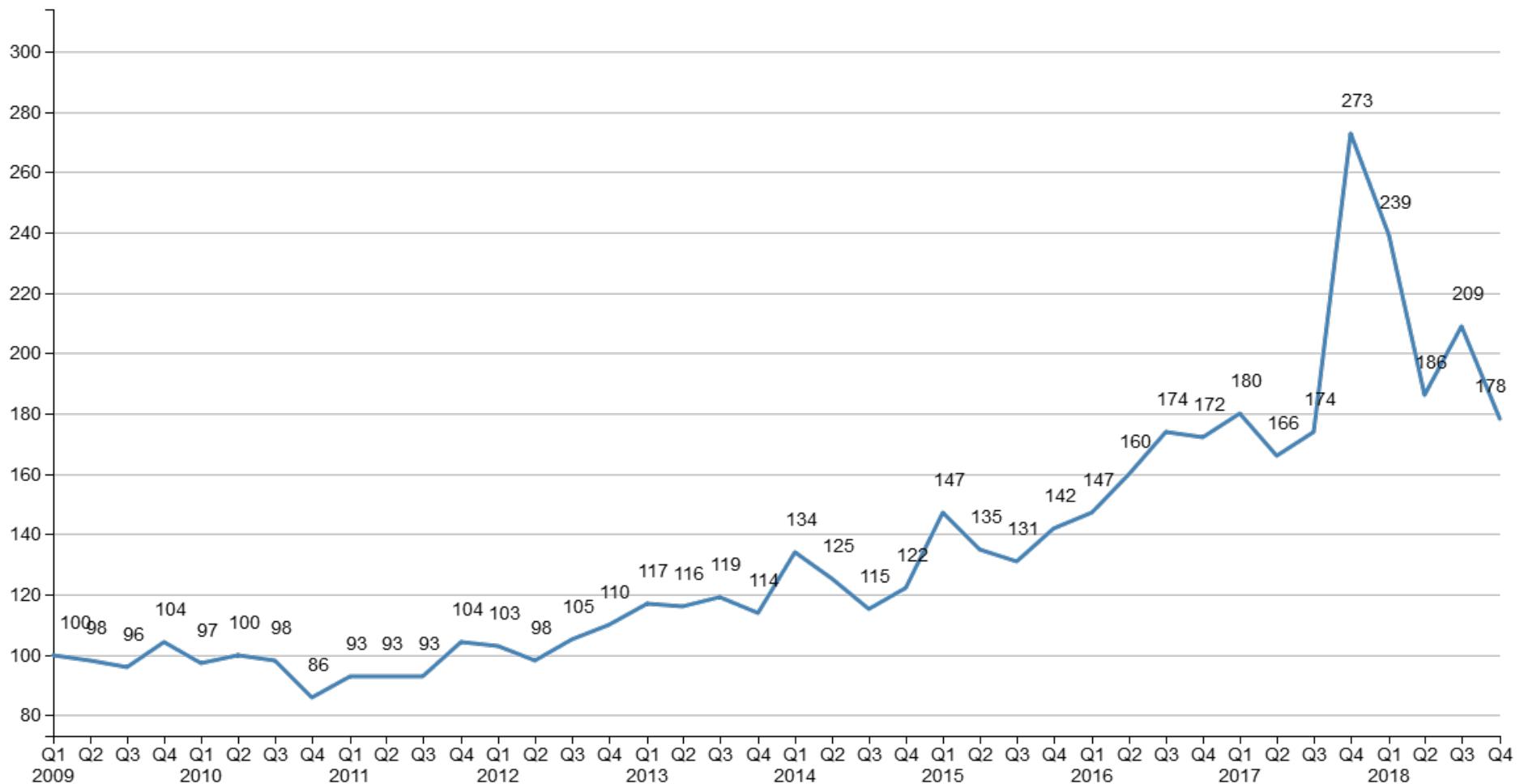


Fenway  
Five Year Price Index  
(Appreciation Rate)





Fenway  
Ten Year Price Index  
(Appreciation Rate)

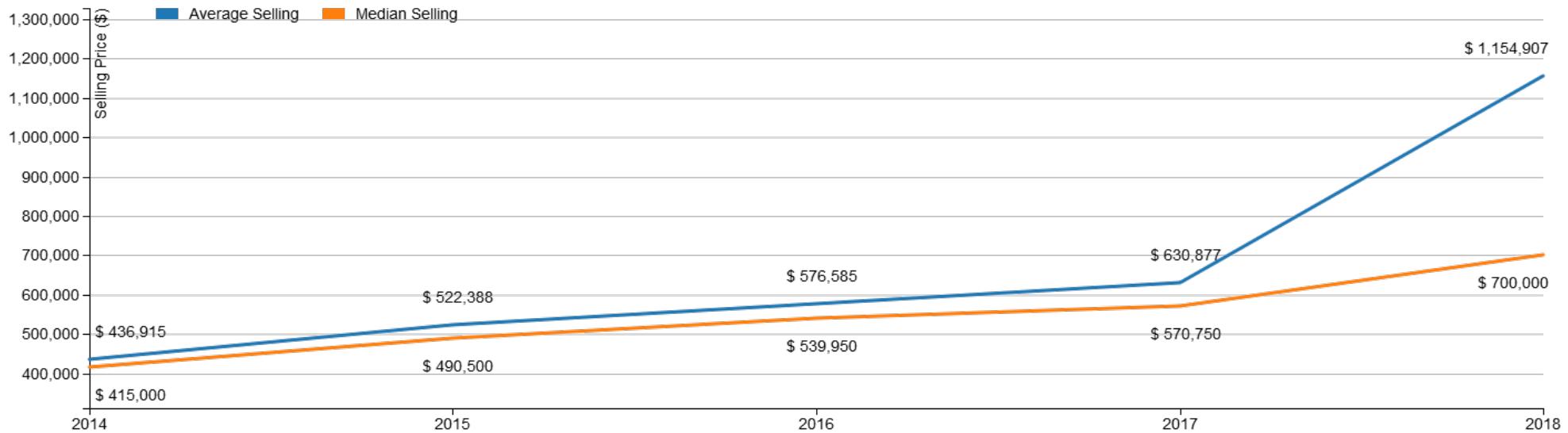




Fenway  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	26	-	\$436,915	-	\$415,000	-	\$600	-	\$631	-	44
2015	26	0%	\$522,388	20%	\$490,500	18%	\$649	8%	\$656	4%	31
2016	58	123%	\$576,585	10%	\$539,950	10%	\$902	39%	\$932	42%	25
2017	22	-62%	\$630,877	9%	\$570,750	6%	\$876	-3%	\$889	-5%	21
2018	27	23%	\$1,154,907	83%	\$700,000	23%	\$1,136	30%	\$1,045	18%	20

Average / Median Selling Price





Fenway

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	1	0%	\$396,000	45%	\$396,000	45%	\$932	13%	\$932	13%	-
	2017	3	200%	\$385,000	-3%	\$385,000	-3%	\$986	6%	\$1,066	14%	5
	2018	2	-33%	\$429,450	12%	\$429,450	12%	\$898	-9%	\$898	-16%	-
One Bed	2016	42	250%	\$491,907	17%	\$534,100	33%	\$932	42%	\$947	44%	15
	2017	11	-74%	\$563,864	15%	\$550,000	3%	\$853	-8%	\$889	-6%	34
	2018	13	18%	\$754,046	34%	\$650,000	18%	\$1,226	44%	\$1,078	21%	4
Two Beds	2016	14	27%	\$791,489	30%	\$851,150	38%	\$824	33%	\$903	49%	16
	2017	7	-50%	\$817,400	3%	\$772,800	-9%	\$845	3%	\$853	-6%	16
	2018	8	14%	\$922,000	13%	\$705,000	-9%	\$901	7%	\$878	3%	29
Three Plus Beds	2016	1	-50%	\$1,305,000	68%	\$1,305,000	68%	\$702	4%	\$702	4%	72
	2017	1	0%	\$800,000	-39%	\$800,000	-39%	\$1,026	46%	\$1,026	46%	21
	2018	4	300%	\$3,286,250	311%	\$3,520,000	340%	\$1,436	40%	\$1,518	48%	-



Fenway  
Sales Comparison by Square Footage  
4th Quarter 2018

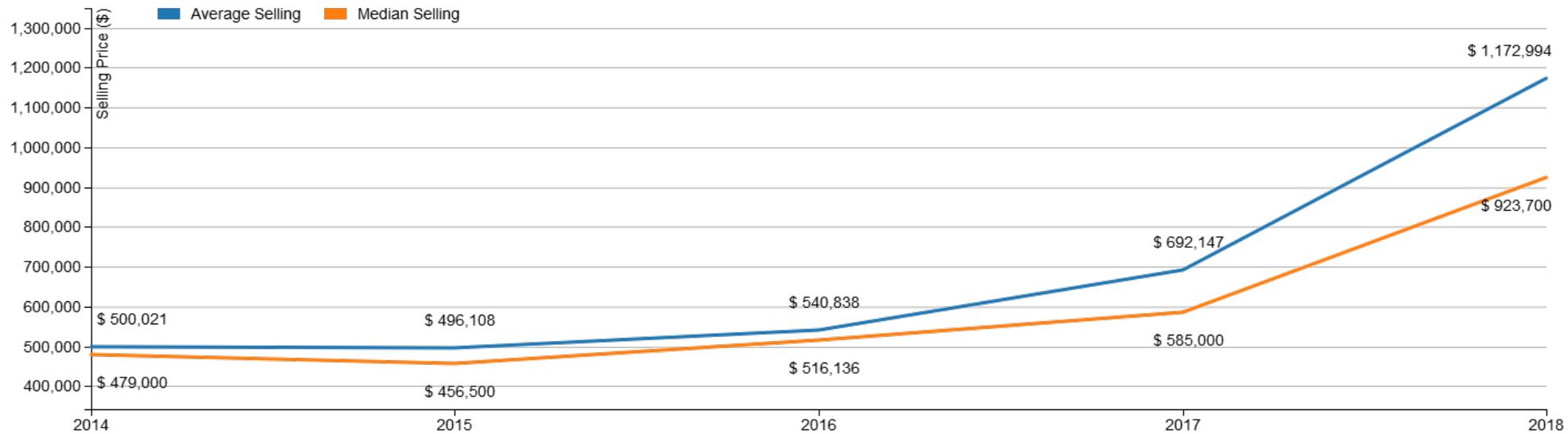
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	45	350%	\$492,024	31%	\$533,700	43%	\$926	26%	\$938	34%	12
	2017	11	-76%	\$475,409	-3%	\$450,000	-16%	\$936	1%	\$952	1%	8
	2018	12	9%	\$562,533	18%	\$535,500	19%	\$1,077	15%	\$1,001	5%	4
701-1000	2016	5	25%	\$672,220	24%	\$695,000	28%	\$777	13%	\$942	38%	-
	2017	5	0%	\$686,160	2%	\$690,000	-1%	\$869	12%	\$869	-8%	37
	2018	8	60%	\$919,013	34%	\$849,500	23%	\$1,132	30%	\$1,067	23%	-
1001-1500	2016	7	-42%	\$947,820	49%	\$968,420	59%	\$865	53%	\$921	71%	29
	2017	6	-14%	\$869,833	-8%	\$850,000	-12%	\$772	-11%	\$704	-23%	25
	2018	3	-50%	\$1,311,667	51%	\$1,200,000	41%	\$984	27%	\$996	41%	29
1501-1800	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	-	-	-	-	-	-	-	-
1801-2400	2016	1	-	\$1,305,000	-	\$1,305,000	-	\$702	-	\$702	-	72
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	3	-	\$2,848,333	-	\$2,450,000	-	\$1,343	-	\$1,323	-	-
Over 2400	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	1	-	\$4,600,000	-	\$4,600,000	-	\$1,714	-	\$1,714	-	-



Fenway  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	199	-	\$500,021	-	\$479,000	-	\$635	-	\$648	-	25
2015	124	-38%	\$496,108	-1%	\$456,500	-5%	\$691	9%	\$706	9%	23
2016	163	31%	\$540,838	9%	\$516,136	13%	\$825	19%	\$863	22%	36
2017	167	2%	\$692,147	28%	\$585,000	13%	\$887	8%	\$887	3%	24
2018	214	28%	\$1,172,994	69%	\$923,700	58%	\$1,206	36%	\$1,153	30%	58

Average / Median Selling Price





Fenway

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	16	33%	\$340,663	8%	\$329,000	9%	\$884	11%	\$909	11%	38
	2017	20	25%	\$395,594	16%	\$382,000	16%	\$1,034	17%	\$1,010	11%	6
	2018	13	-35%	\$371,700	-6%	\$400,000	5%	\$966	-7%	\$994	-2%	15
One Bed	2016	97	80%	\$478,255	14%	\$494,900	20%	\$863	22%	\$885	20%	29
	2017	73	-25%	\$542,600	13%	\$525,000	6%	\$894	4%	\$893	1%	24
	2018	114	56%	\$828,923	53%	\$794,000	51%	\$1,205	35%	\$1,172	31%	53
Two Beds	2016	46	-13%	\$702,452	17%	\$690,000	13%	\$731	10%	\$719	7%	14
	2017	59	28%	\$798,051	14%	\$750,000	9%	\$825	13%	\$823	14%	26
	2018	75	27%	\$1,475,079	85%	\$1,400,000	87%	\$1,197	45%	\$1,135	38%	69
Three Plus Beds	2016	4	-20%	\$1,000,625	45%	\$1,043,750	51%	\$723	26%	\$716	45%	136
	2017	15	275%	\$1,398,792	40%	\$1,360,000	30%	\$895	24%	\$828	16%	36
	2018	12	-20%	\$3,421,700	145%	\$2,845,950	109%	\$1,544	73%	\$1,514	83%	-

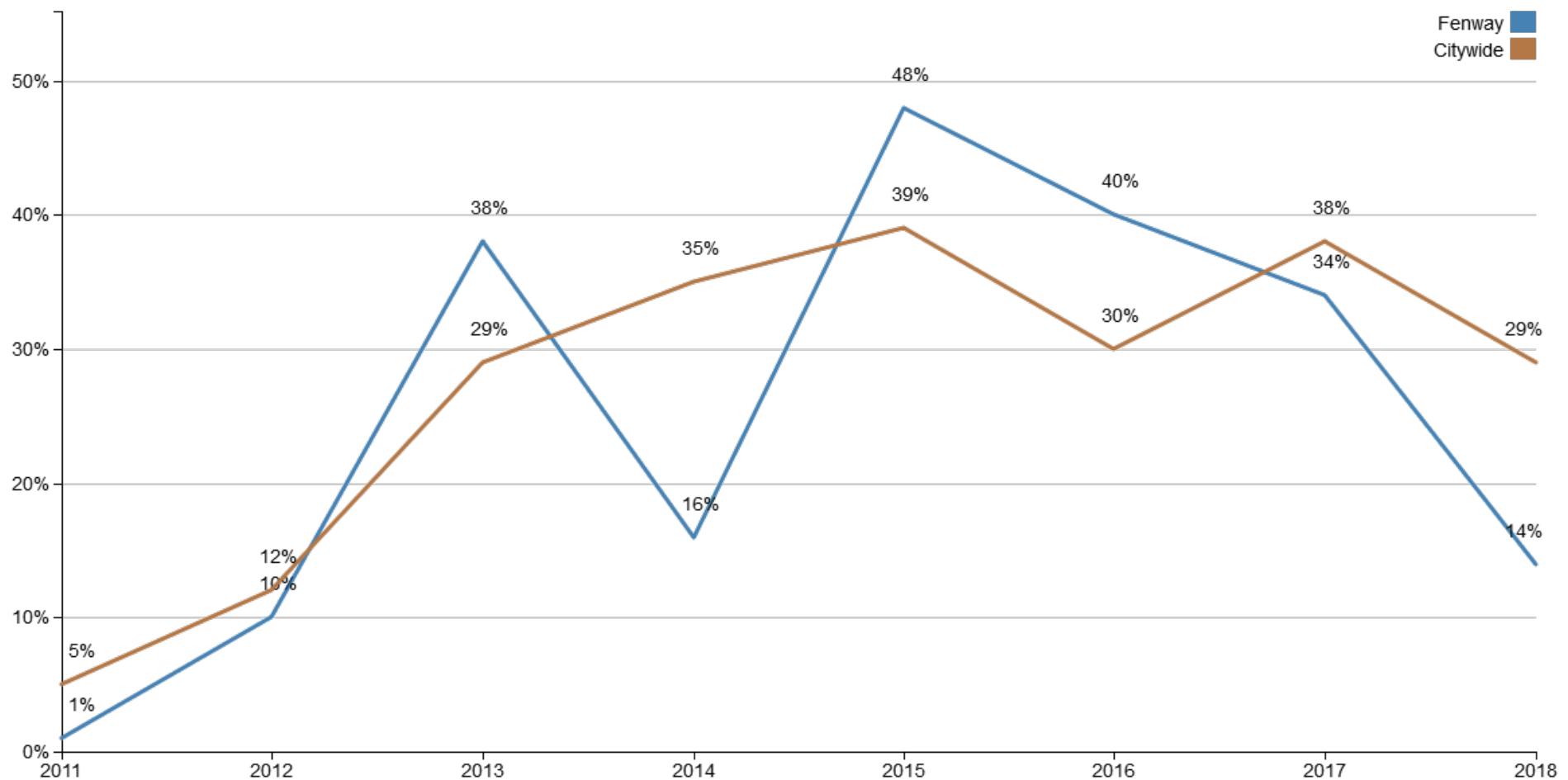


Fenway  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	107	65%	\$446,624	14%	\$455,000	17%	\$877	16%	\$898	17%	18
	2017	83	-22%	\$486,053	9%	\$490,000	8%	\$957	9%	\$952	6%	11
	2018	84	1%	\$601,107	24%	\$574,000	17%	\$1,104	15%	\$1,043	10%	58
701-1000	2016	31	0%	\$647,874	18%	\$635,000	7%	\$754	16%	\$771	14%	51
	2017	41	32%	\$634,766	-2%	\$640,000	1%	\$769	2%	\$802	4%	40
	2018	63	54%	\$1,009,253	59%	\$970,725	52%	\$1,212	58%	\$1,274	59%	9
1001-1500	2016	22	-19%	\$785,284	16%	\$759,000	13%	\$703	18%	\$664	6%	64
	2017	33	50%	\$972,845	24%	\$919,000	21%	\$837	19%	\$828	25%	24
	2018	42	27%	\$1,559,679	60%	\$1,648,650	79%	\$1,217	45%	\$1,347	63%	71
1501-1800	2016	2	100%	\$851,225	20%	\$851,225	20%	\$520	15%	\$520	15%	-
	2017	7	250%	\$1,470,982	73%	\$1,560,000	83%	\$867	67%	\$910	75%	12
	2018	13	86%	\$2,224,062	51%	\$2,349,600	51%	\$1,452	67%	\$1,551	70%	113
1801-2400	2016	1	-	\$1,305,000	-	\$1,305,000	-	\$702	-	\$702	-	72
	2017	3	200%	\$2,273,333	74%	\$2,655,000	103%	\$1,135	62%	\$1,252	78%	77
	2018	8	167%	\$2,860,188	26%	\$2,783,250	5%	\$1,444	27%	\$1,493	19%	-
Over 2400	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	4	-	\$4,910,975	-	\$4,871,950	-	\$1,878	-	\$1,912	-	-

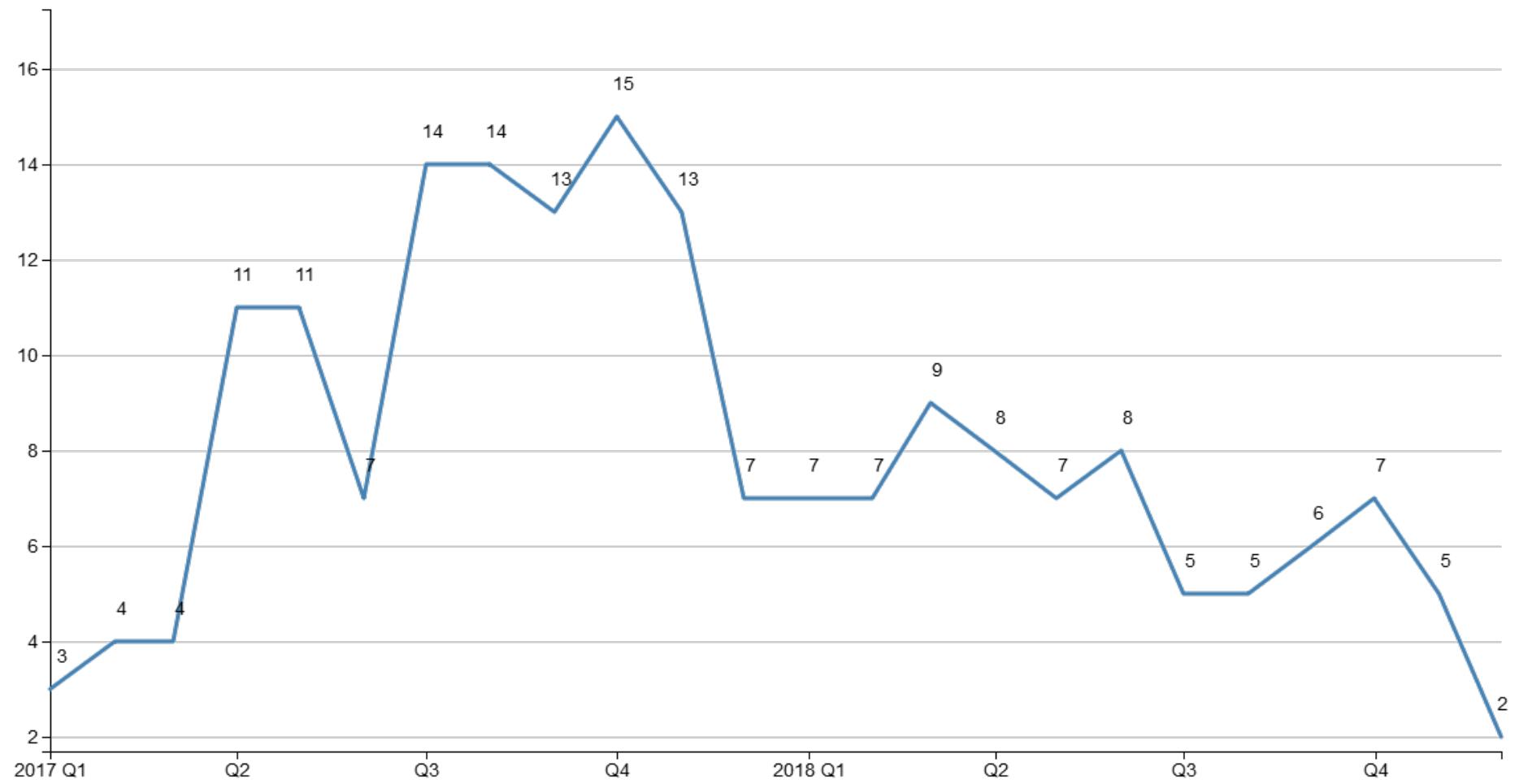


Fenway  
Sales Over Last Asking Price  
2018



# LINK

Fenway  
Inventory  
2018





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Midtown

# Annual Sales Summary

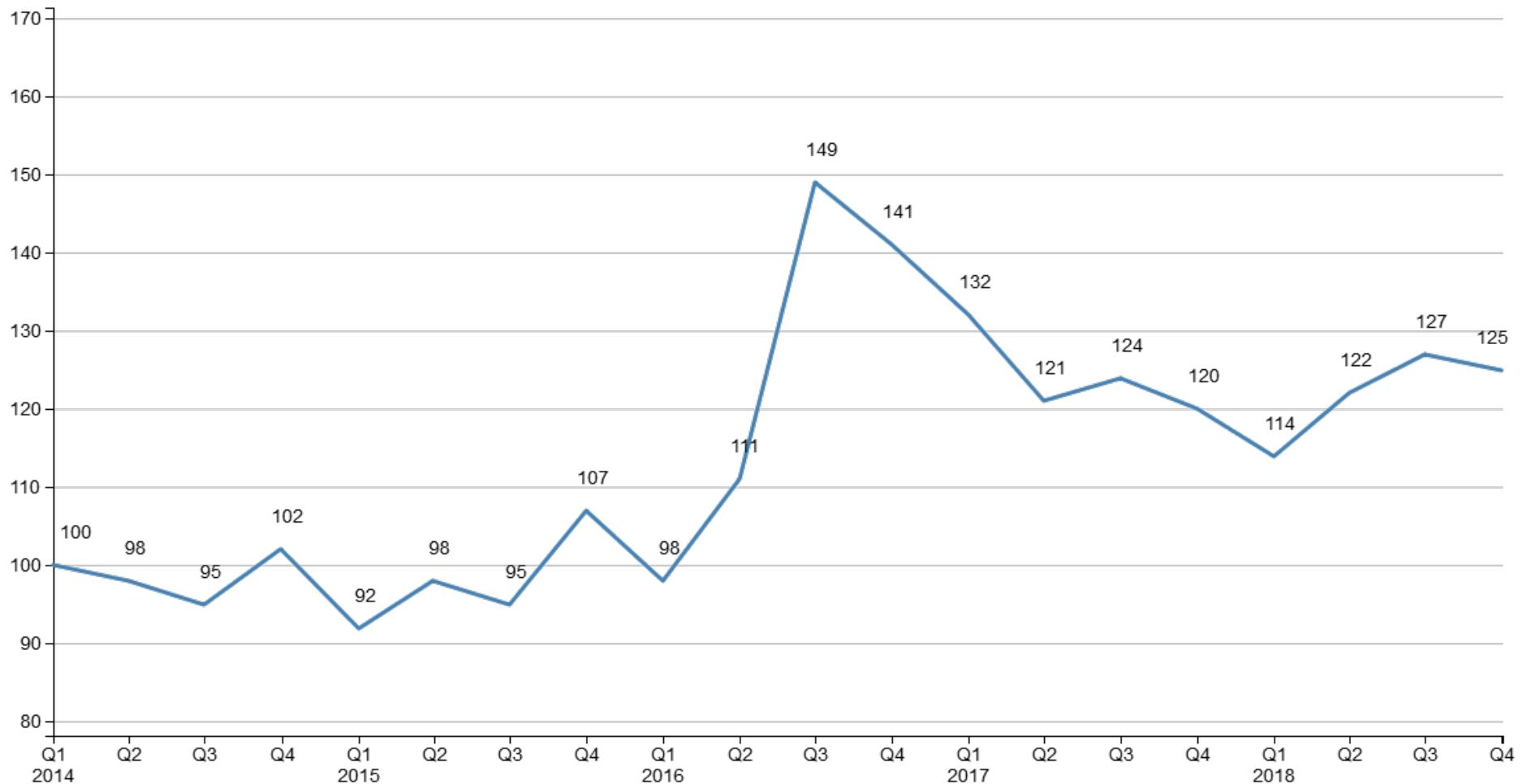
2018

24 School Street Suite 702, Boston, MA 02116

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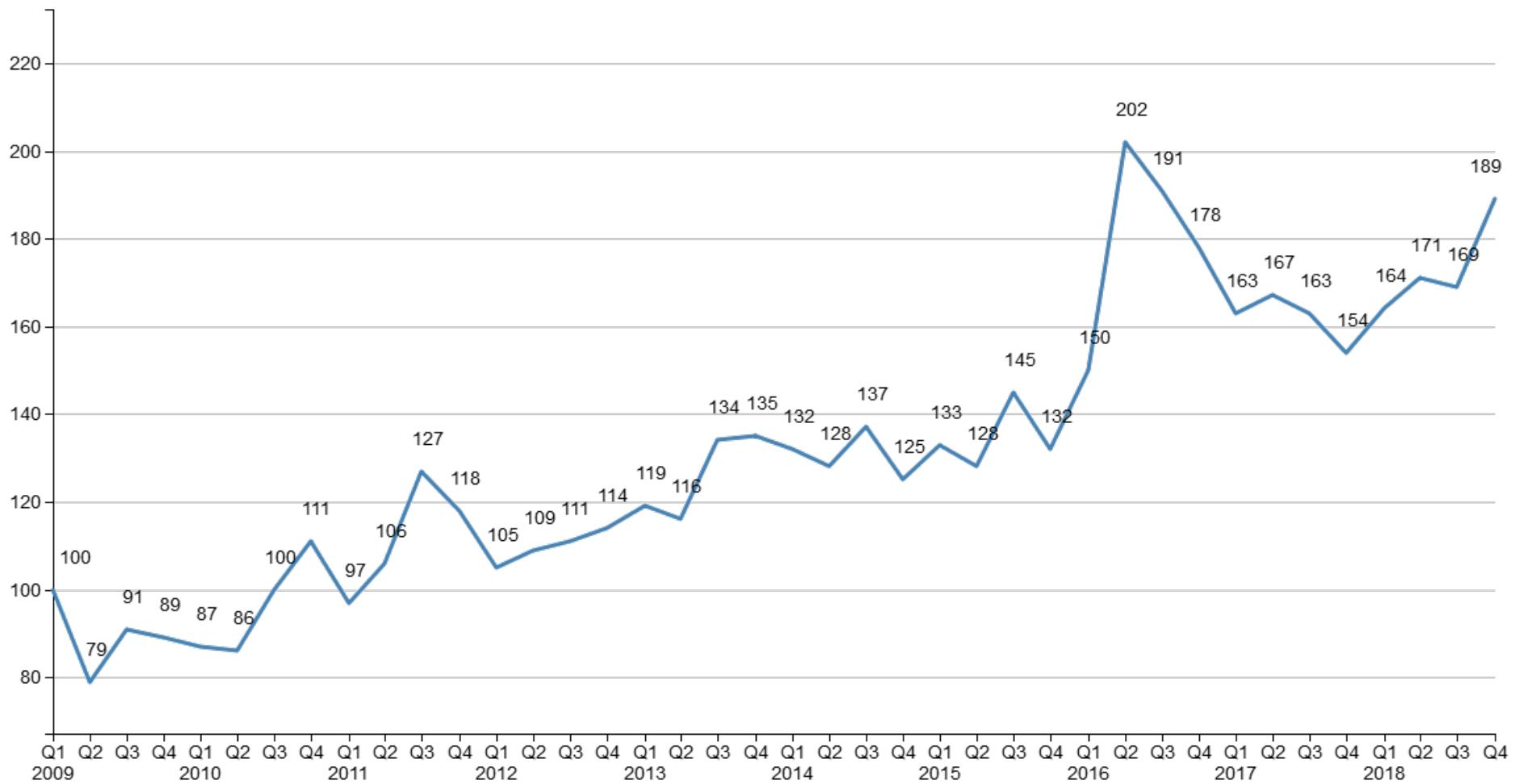


Midtown  
Five Year Price Index  
(Appreciation Rate)





Midtown  
Ten Year Price Index  
(Appreciation Rate)

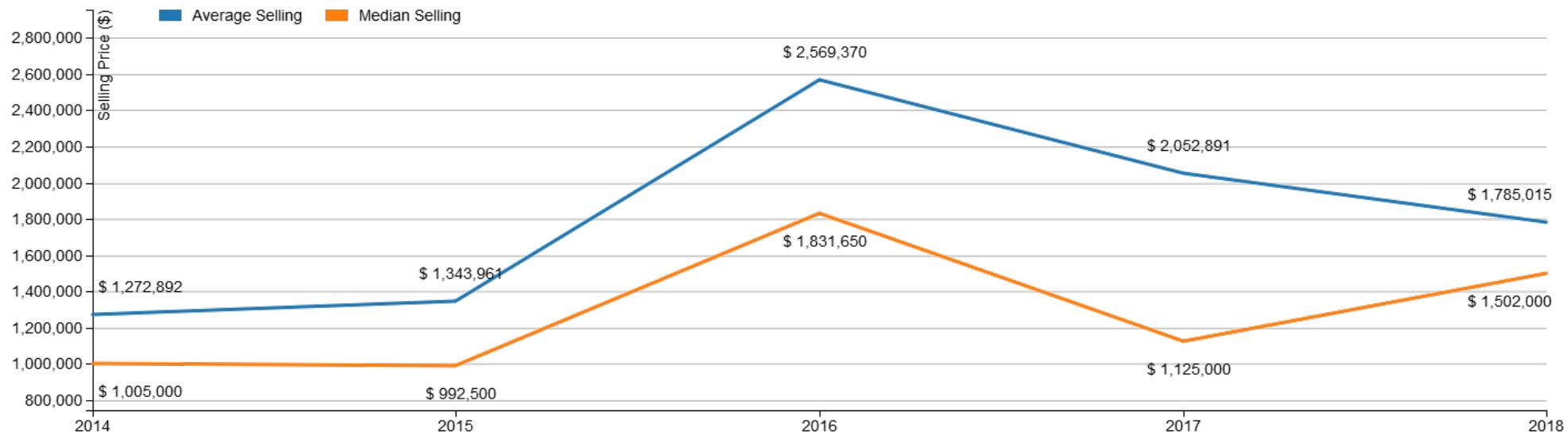




Midtown  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	31	-	\$1,272,892	-	\$1,005,000	-	\$944	-	\$1,010	-	63
2015	38	23%	\$1,343,961	6%	\$992,500	-1%	\$1,003	6%	\$988	-2%	98
2016	84	121%	\$2,569,370	91%	\$1,831,650	85%	\$1,411	41%	\$1,303	32%	98
2017	44	-48%	\$2,052,891	-20%	\$1,125,000	-39%	\$1,199	-15%	\$1,139	-13%	115
2018	43	-2%	\$1,785,015	-13%	\$1,502,000	34%	\$1,201	0%	\$1,177	3%	111

Average / Median Selling Price





Midtown

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	2	0%	\$608,000	-10%	\$608,000	-10%	\$927	-13%	\$927	-13%	-
	2017	2	0%	\$617,000	1%	\$617,000	1%	\$954	3%	\$954	3%	-
	2018	2	0%	\$545,000	-12%	\$545,000	-12%	\$1,069	12%	\$1,069	12%	149
One Bed	2016	21	75%	\$968,548	32%	\$949,000	35%	\$1,054	36%	\$1,090	49%	49
	2017	15	-29%	\$712,907	-26%	\$640,000	-33%	\$869	-18%	\$884	-19%	71
	2018	14	-7%	\$1,005,779	41%	\$801,200	25%	\$1,024	18%	\$1,013	15%	126
Two Beds	2016	41	78%	\$1,944,672	24%	\$1,950,000	27%	\$1,384	28%	\$1,349	19%	123
	2017	16	-61%	\$1,855,788	-5%	\$1,690,000	-13%	\$1,213	-12%	\$1,215	-10%	78
	2018	18	13%	\$1,788,597	-4%	\$1,924,500	14%	\$1,217	0%	\$1,254	3%	32
Three Plus Beds	2016	20	1,900%	\$5,727,000	19%	\$4,697,500	-2%	\$1,889	1%	\$1,888	1%	24
	2017	11	-45%	\$4,427,909	-23%	\$3,850,000	-18%	\$1,674	-11%	\$1,837	-3%	228
	2018	9	-18%	\$3,265,556	-26%	\$3,600,000	-6%	\$1,472	-12%	\$1,538	-16%	201



Midtown

### Sales Comparison by Square Footage

4th Quarter 2018

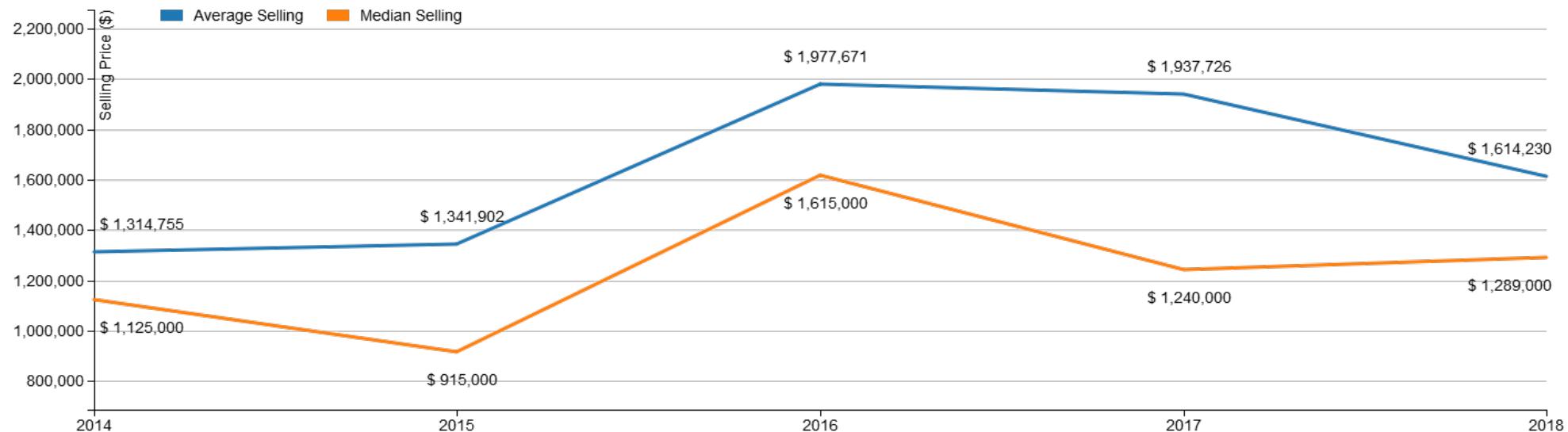
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	1	-80%	\$685,000	19%	\$685,000	14%	\$1,161	22%	\$1,161	17%	-
	2017	4	300%	\$630,500	-8%	\$633,500	-8%	\$1,019	-12%	\$980	-16%	26
	2018	5	25%	\$640,180	2%	\$610,000	-4%	\$1,102	8%	\$1,017	4%	83
701-1000	2016	17	240%	\$972,853	27%	\$950,250	7%	\$1,137	28%	\$1,118	19%	48
	2017	12	-29%	\$685,675	-30%	\$645,000	-32%	\$892	-22%	\$842	-25%	53
	2018	7	-42%	\$879,000	28%	\$730,000	13%	\$1,026	15%	\$836	-1%	104
1001-1500	2016	37	118%	\$1,694,316	50%	\$1,800,000	72%	\$1,297	42%	\$1,308	46%	69
	2017	11	-70%	\$1,372,282	-19%	\$1,055,000	-41%	\$1,027	-21%	\$833	-36%	100
	2018	13	18%	\$1,484,154	8%	\$1,500,000	42%	\$1,144	11%	\$1,154	38%	72
1501-1800	2016	11	83%	\$2,248,081	18%	\$2,040,000	7%	\$1,334	16%	\$1,302	8%	135
	2017	7	-36%	\$1,943,571	-14%	\$2,000,000	-2%	\$1,246	-7%	\$1,250	-4%	119
	2018	7	0%	\$1,923,964	-1%	\$1,960,000	-2%	\$1,176	-6%	\$1,289	3%	49
1801-2400	2016	7	75%	\$3,324,286	47%	\$3,375,000	64%	\$1,500	30%	\$1,537	45%	384
	2017	5	-29%	\$3,095,400	-7%	\$3,125,000	-7%	\$1,455	-3%	\$1,394	-9%	337
	2018	8	60%	\$2,830,625	-9%	\$2,530,000	-19%	\$1,357	-7%	\$1,304	-6%	327
Over 2400	2016	11	1,000%	\$7,992,273	67%	\$7,995,000	67%	\$2,258	21%	\$2,200	18%	24
	2017	5	-55%	\$7,080,000	-11%	\$6,500,000	-19%	\$2,139	-5%	\$2,049	-7%	75
	2018	3	-40%	\$3,998,333	-44%	\$4,020,000	-38%	\$1,658	-22%	\$1,672	-18%	11



Midtown  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	275	-	\$1,314,755	-	\$1,125,000	-	\$921	-	\$936	-	75
2015	182	-34%	\$1,341,902	2%	\$915,000	-19%	\$928	1%	\$898	-4%	83
2016	597	228%	\$1,977,671	47%	\$1,615,000	77%	\$1,316	42%	\$1,259	40%	86
2017	208	-65%	\$1,937,726	-2%	\$1,240,000	-23%	\$1,219	-7%	\$1,161	-8%	79
2018	172	-17%	\$1,614,230	-17%	\$1,289,000	4%	\$1,156	-5%	\$1,152	-1%	92

Average / Median Selling Price





Midtown

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	9	0%	\$4,369,000	623%	\$531,000	-10%	\$1,132	23%	\$971	2%	6
	2017	8	-11%	\$601,813	-86%	\$609,000	15%	\$1,095	-3%	\$1,095	13%	61
	2018	7	-13%	\$628,571	4%	\$650,000	7%	\$1,144	4%	\$1,133	3%	107
One Bed	2016	216	227%	\$972,799	31%	\$937,375	34%	\$1,114	42%	\$1,104	53%	61
	2017	79	-63%	\$813,441	-16%	\$750,000	-20%	\$953	-14%	\$947	-14%	54
	2018	65	-18%	\$914,145	12%	\$850,000	13%	\$1,024	8%	\$1,018	7%	87
Two Beds	2016	281	219%	\$1,958,793	34%	\$1,845,000	40%	\$1,344	39%	\$1,318	40%	98
	2017	81	-71%	\$1,919,964	-2%	\$1,793,000	-3%	\$1,247	-7%	\$1,208	-8%	76
	2018	78	-4%	\$1,673,029	-13%	\$1,541,250	-14%	\$1,149	-8%	\$1,177	-3%	70
Three Plus Beds	2016	91	379%	\$4,184,648	31%	\$3,950,000	19%	\$1,730	36%	\$1,729	41%	124
	2017	40	-56%	\$4,461,338	7%	\$3,975,000	1%	\$1,714	-1%	\$1,829	6%	124
	2018	22	-45%	\$3,787,818	-15%	\$3,737,500	-6%	\$1,575	-8%	\$1,557	-15%	142



Midtown

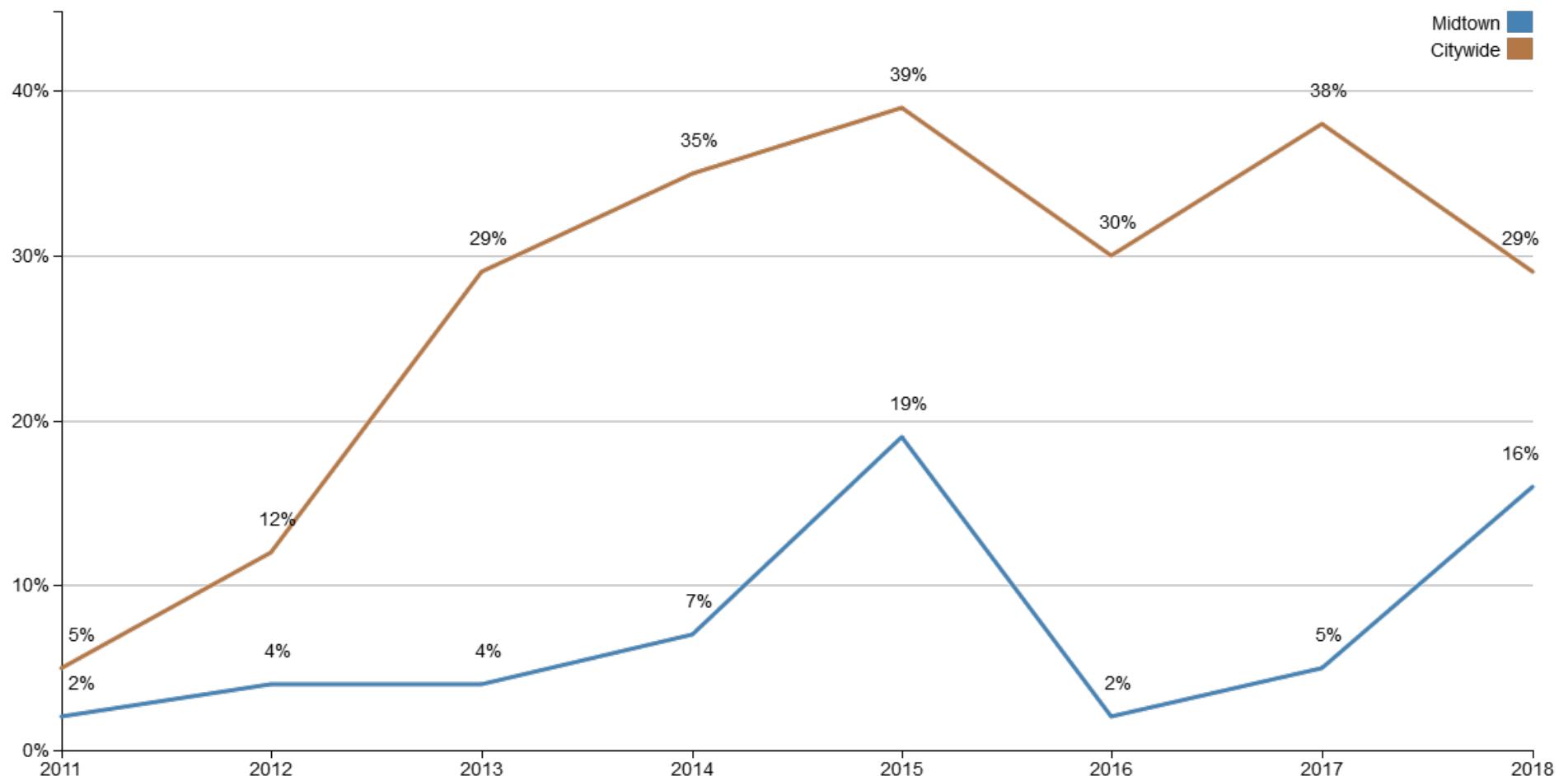
### Sales Comparison by Square Footage

2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	19	6%	\$580,579	5%	\$595,000	5%	\$953	3%	\$956	0%	8
	2017	22	16%	\$628,956	8%	\$623,750	5%	\$1,083	14%	\$1,076	13%	30
	2018	21	-5%	\$643,281	2%	\$650,000	4%	\$1,097	1%	\$1,077	0%	68
701-1000	2016	179	459%	\$995,520	38%	\$955,000	39%	\$1,181	35%	\$1,142	32%	72
	2017	51	-72%	\$835,030	-16%	\$820,000	-14%	\$1,011	-14%	\$1,059	-7%	56
	2018	35	-31%	\$894,371	7%	\$890,000	9%	\$1,080	7%	\$1,133	7%	62
1001-1500	2016	215	199%	\$1,679,788	65%	\$1,700,000	87%	\$1,265	53%	\$1,270	60%	66
	2017	65	-70%	\$1,392,253	-17%	\$1,312,500	-23%	\$1,080	-15%	\$1,109	-13%	82
	2018	63	-3%	\$1,397,786	0%	\$1,386,000	6%	\$1,103	2%	\$1,148	4%	79
1501-1800	2016	106	324%	\$2,354,268	46%	\$2,362,500	28%	\$1,413	45%	\$1,444	36%	100
	2017	26	-75%	\$2,197,385	-7%	\$2,047,500	-13%	\$1,344	-5%	\$1,244	-14%	88
	2018	23	-12%	\$1,812,141	-18%	\$1,820,000	-11%	\$1,114	-17%	\$1,097	-12%	60
1801-2400	2016	43	105%	\$3,372,884	49%	\$3,400,000	61%	\$1,559	41%	\$1,553	43%	136
	2017	23	-47%	\$2,820,435	-16%	\$2,400,000	-29%	\$1,335	-14%	\$1,180	-24%	165
	2018	20	-13%	\$2,923,950	4%	\$2,700,000	13%	\$1,390	4%	\$1,338	13%	341
Over 2400	2016	35	150%	\$6,734,271	90%	\$5,350,000	53%	\$1,930	56%	\$1,971	59%	185
	2017	21	-40%	\$6,386,905	-5%	\$6,350,000	19%	\$2,016	4%	\$2,049	4%	49
	2018	10	-52%	\$4,461,700	-30%	\$4,060,000	-36%	\$1,512	-25%	\$1,638	-20%	55

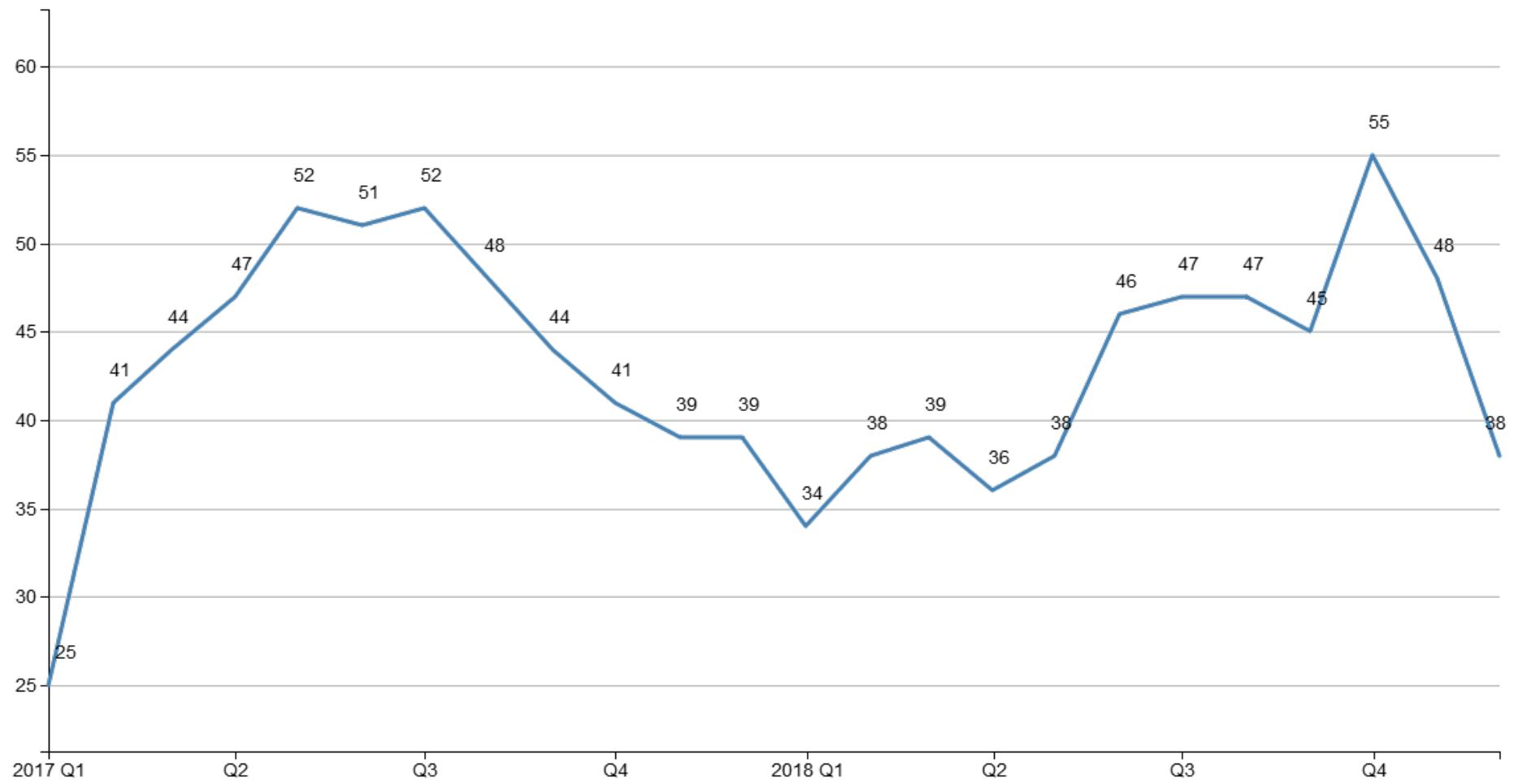


Midtown  
Sales Over Last Asking Price  
2018





Midtown  
Inventory  
2018





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North End

# Annual Sales Summary

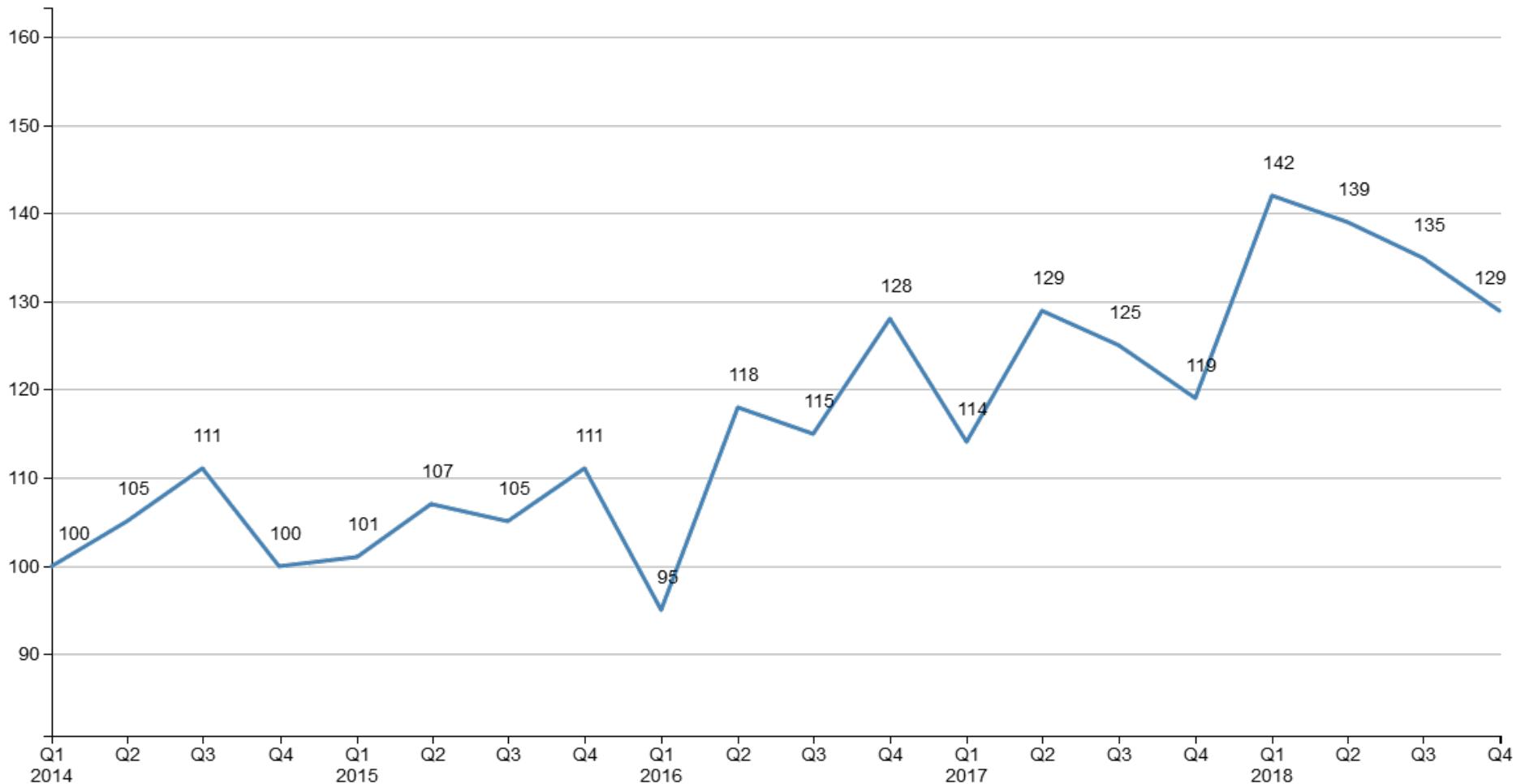
2018

24 School Street Suite 702, Boston, MA 02116

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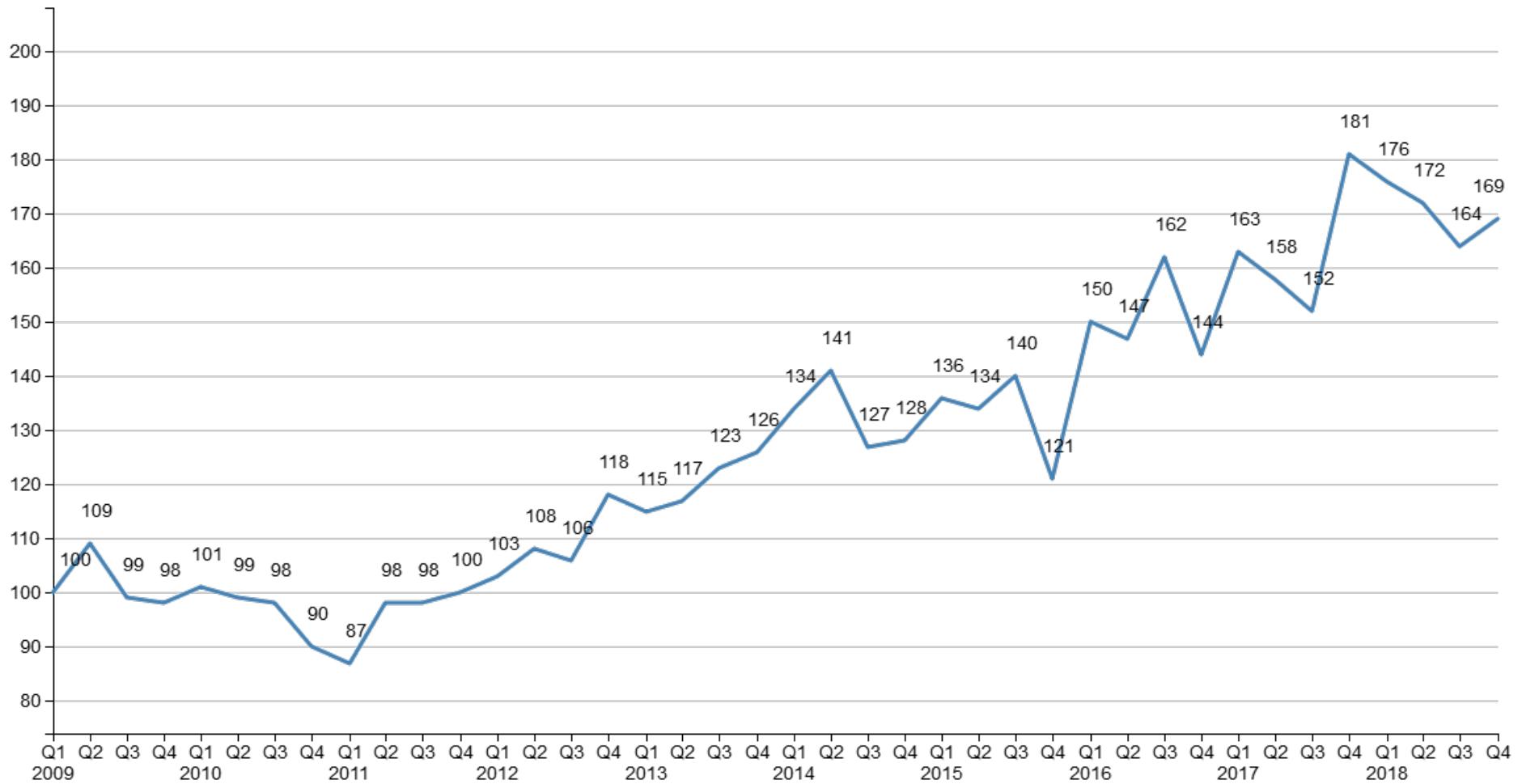


North End  
Five Year Price Index  
(Appreciation Rate)





North End  
Ten Year Price Index  
(Appreciation Rate)

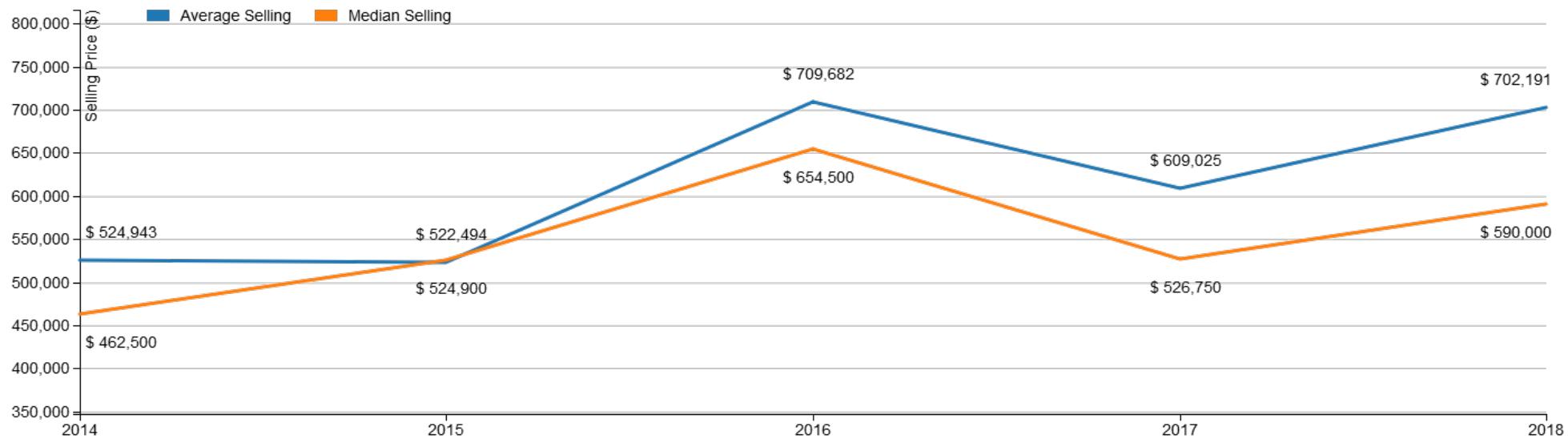




North End  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	22	-	\$524,943	-	\$462,500	-	\$713	-	\$699	-	65
2015	17	-23%	\$522,494	0%	\$524,900	13%	\$781	10%	\$749	7%	35
2016	22	29%	\$709,682	36%	\$654,500	25%	\$889	14%	\$876	17%	30
2017	16	-27%	\$609,025	-14%	\$526,750	-20%	\$860	-3%	\$866	-1%	75
2018	19	19%	\$702,191	15%	\$590,000	12%	\$921	7%	\$902	4%	53

Average / Median Selling Price





North End

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	-	-	-	-	-	-	-	-
One Bed	2016	7	-30%	\$526,429	12%	\$530,000	19%	\$861	6%	\$823	8%	50
	2017	11	57%	\$522,136	-1%	\$430,000	-19%	\$879	2%	\$913	11%	64
	2018	9	-18%	\$530,403	2%	\$485,000	13%	\$937	7%	\$927	2%	85
Two Beds	2016	15	150%	\$795,200	24%	\$715,000	25%	\$902	22%	\$884	20%	20
	2017	5	-67%	\$800,180	1%	\$735,000	3%	\$820	-9%	\$838	-5%	96
	2018	9	80%	\$832,000	4%	\$730,000	-1%	\$928	13%	\$902	8%	21
Three Plus Beds	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	1	-	\$1,080,000	-	\$1,080,000	-	\$714	-	\$714	-	-



# North End

## Sales Comparison by Square Footage

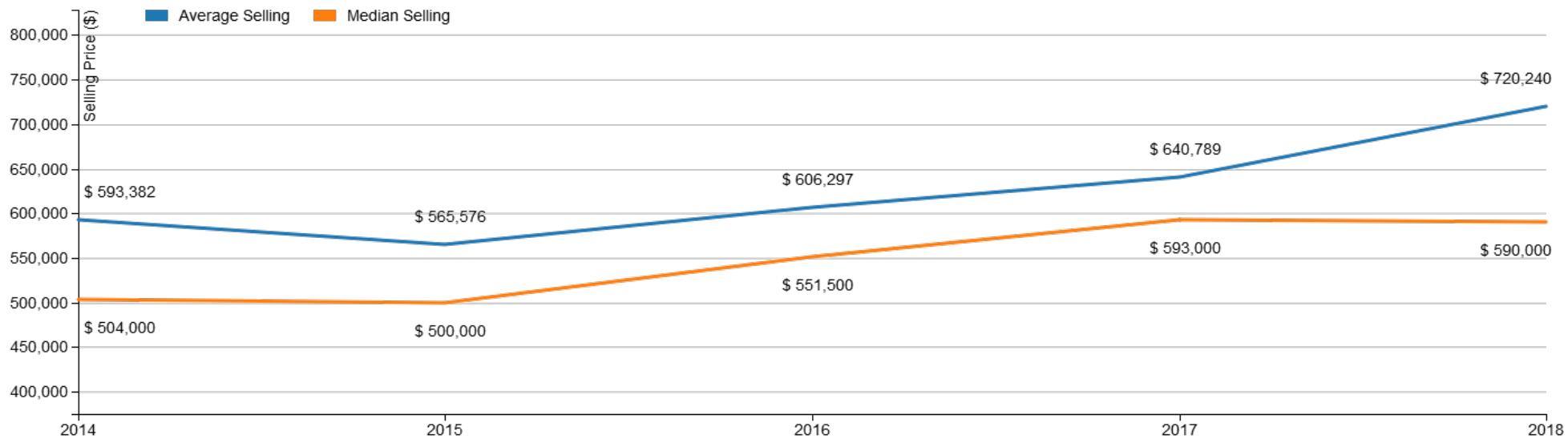
### 4th Quarter 2018



North End  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	98	-	\$593,382	-	\$504,000	-	\$739	-	\$732	-	55
2015	88	-10%	\$565,576	-5%	\$500,000	-1%	\$750	2%	\$737	1%	58
2016	93	6%	\$606,297	7%	\$551,500	10%	\$836	11%	\$830	13%	41
2017	70	-25%	\$640,789	6%	\$593,000	8%	\$867	4%	\$878	6%	70
2018	90	29%	\$720,240	12%	\$590,000	-1%	\$970	12%	\$943	7%	37

Average / Median Selling Price





North End  
Sales by Number of Bedrooms  
2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	2	-33%	\$350,000	19%	\$350,000	18%	\$996	28%	\$996	32%	19
	2017	3	50%	\$376,667	8%	\$400,000	14%	\$895	-10%	\$934	-6%	-
	2018	1	-67%	\$445,000	18%	\$445,000	11%	\$1,067	19%	\$1,067	14%	-
One Bed	2016	44	-6%	\$491,017	4%	\$470,000	16%	\$851	11%	\$849	10%	33
	2017	36	-18%	\$573,247	17%	\$496,750	6%	\$904	6%	\$904	6%	41
	2018	48	33%	\$547,628	-4%	\$537,500	8%	\$978	8%	\$970	7%	40
Two Beds	2016	43	30%	\$727,461	6%	\$660,000	9%	\$827	12%	\$830	15%	49
	2017	28	-35%	\$696,832	-4%	\$665,000	1%	\$836	1%	\$843	2%	72
	2018	37	32%	\$877,108	26%	\$699,000	5%	\$961	15%	\$908	8%	36
Three Plus Beds	2016	4	-20%	\$700,000	-16%	\$622,500	-16%	\$700	9%	\$730	14%	-
	2017	3	-25%	\$1,192,333	70%	\$1,250,000	101%	\$685	-2%	\$735	1%	191
	2018	4	33%	\$1,409,375	18%	\$1,390,000	11%	\$926	35%	\$862	17%	4



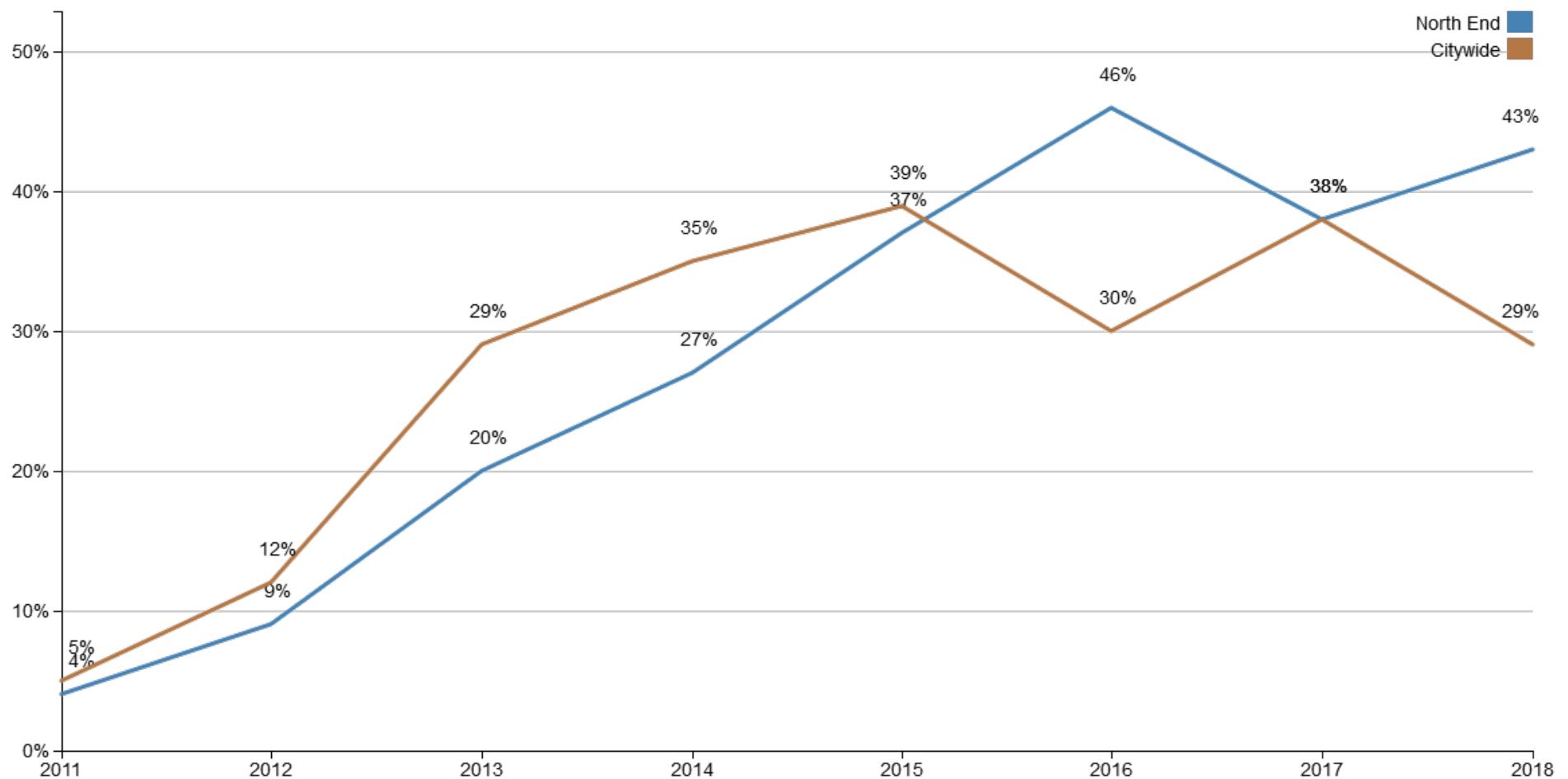
# North End

## Sales Comparison by Square Footage

### 2018

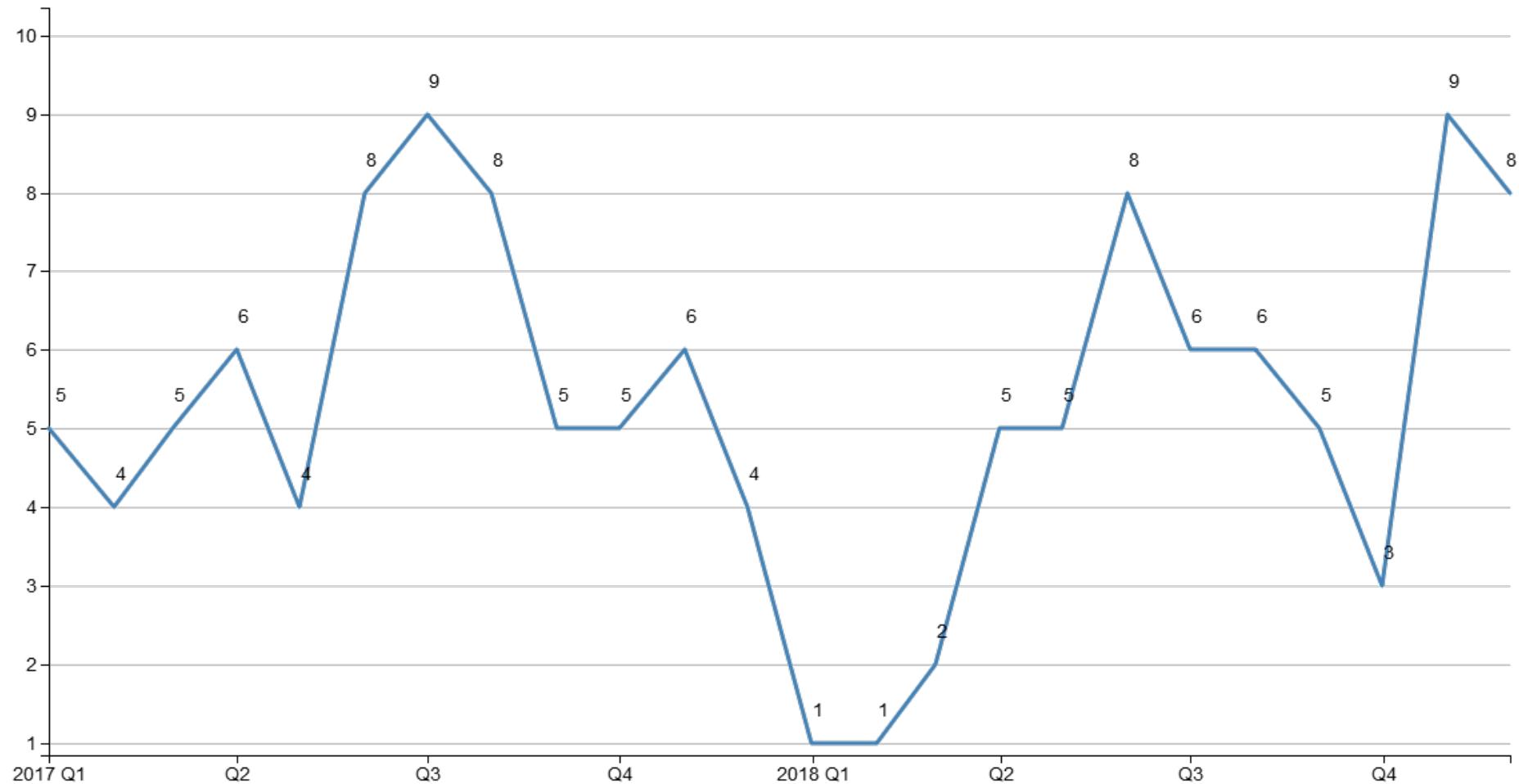


North End  
Sales Over Last Asking Price  
2018





North End  
Inventory  
2018





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Seaport

# Annual Sales Summary

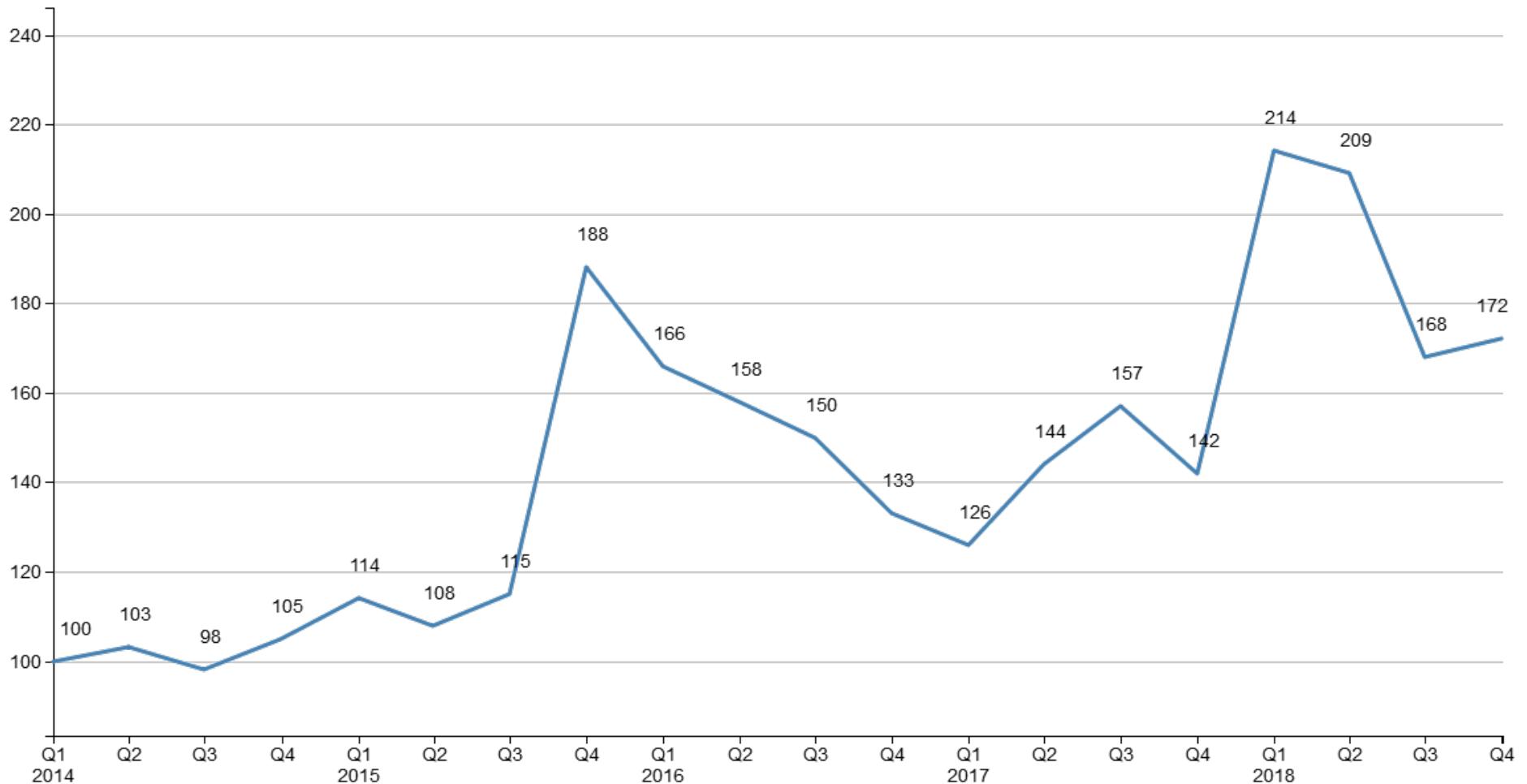
2018

24 School Street Suite 702, Boston, MA 02116

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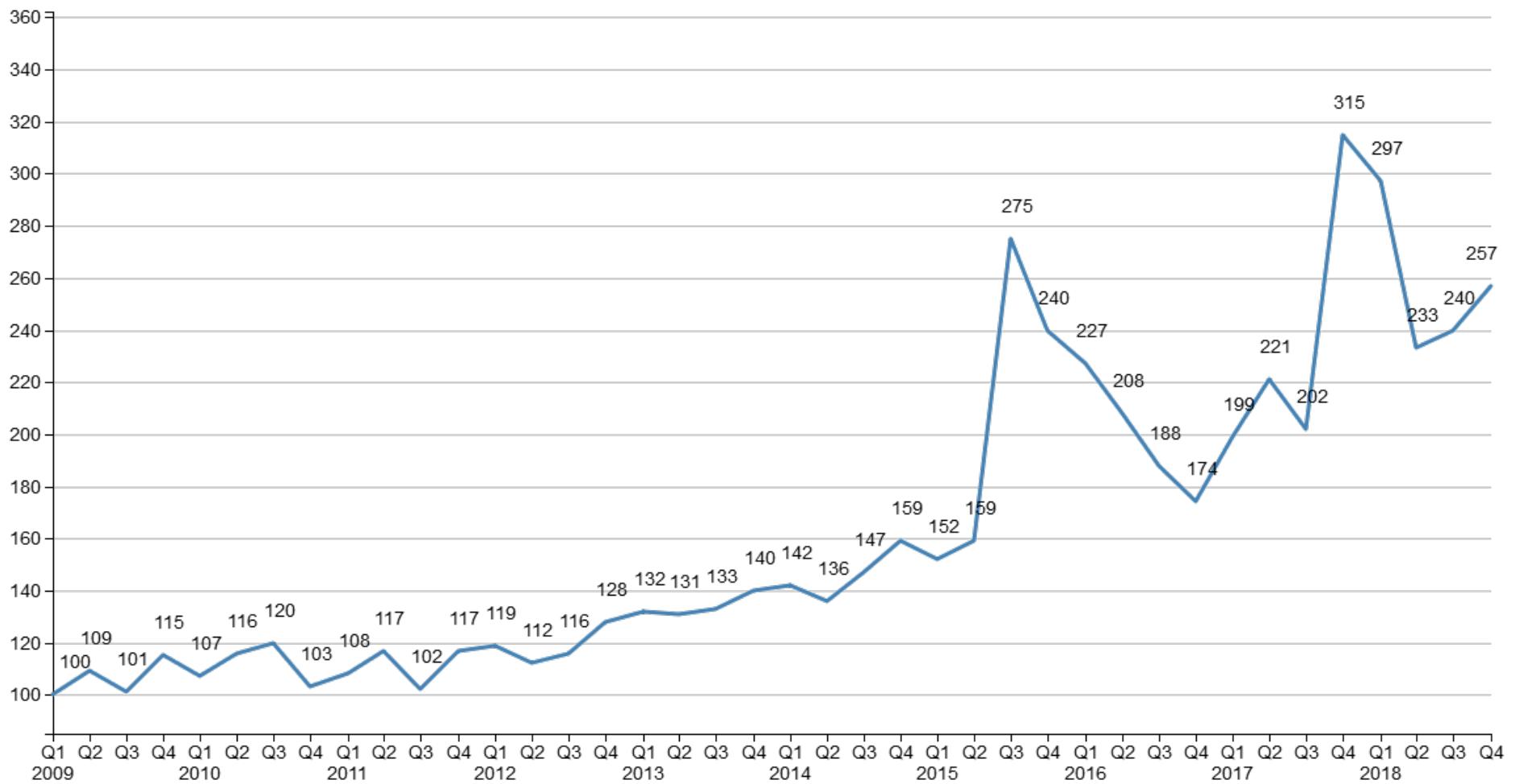


Seaport  
Five Year Price Index  
(Appreciation Rate)





Seaport  
Ten Year Price Index  
(Appreciation Rate)





Seaport  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	20	-	\$855,184	-	\$808,625	-	\$627	-	\$628	-	48
2015	116	480%	\$2,424,759	184%	\$2,473,592	206%	\$1,364	117%	\$1,403	123%	46
2016	28	-76%	\$1,148,304	-53%	\$914,500	-63%	\$881	-35%	\$805	-43%	121
2017	19	-32%	\$1,281,079	12%	\$1,117,500	22%	\$916	4%	\$804	0%	44
2018	29	53%	\$1,339,983	5%	\$1,000,000	-11%	\$1,150	26%	\$1,145	42%	97

Average / Median Selling Price





## Seaport

## Sales by Number of Bedrooms

## 4th Quarter 2018



# Seaport

## Sales Comparison by Square Footage

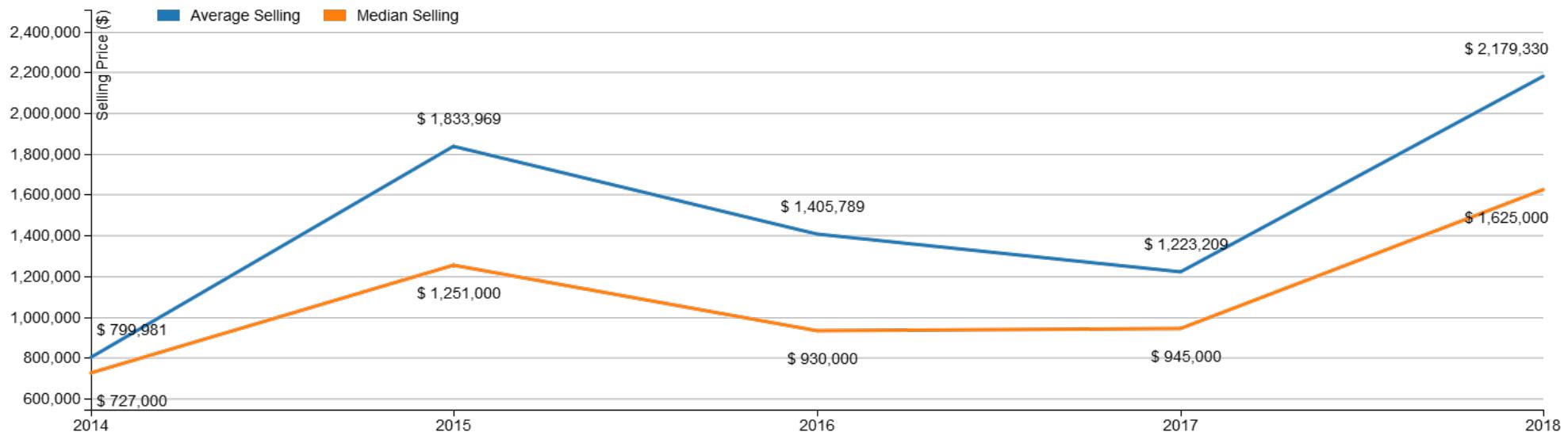
### 4th Quarter 2018



Seaport  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	83	-	\$799,981	-	\$727,000	-	\$610	-	\$609	-	54
2015	184	122%	\$1,833,969	129%	\$1,251,000	72%	\$1,108	81%	\$980	61%	45
2016	161	-13%	\$1,405,789	-23%	\$930,000	-26%	\$1,025	-7%	\$890	-9%	40
2017	76	-53%	\$1,223,209	-13%	\$945,000	2%	\$885	-14%	\$798	-10%	43
2018	235	209%	\$2,179,330	78%	\$1,625,000	72%	\$1,357	53%	\$1,261	58%	82

Average / Median Selling Price





Seaport  
Sales by Number of Bedrooms  
2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	25	150%	\$570,380	-2%	\$575,000	2%	\$1,067	5%	\$1,075	2%	58
	2017	6	-76%	\$1,126,500	97%	\$614,500	7%	\$889	-17%	\$859	-20%	47
	2018	20	233%	\$638,244	-43%	\$612,500	0%	\$1,142	28%	\$1,171	36%	39
One Bed	2016	40	-35%	\$833,213	0%	\$782,500	3%	\$920	19%	\$838	13%	31
	2017	38	-5%	\$944,457	13%	\$827,500	6%	\$837	-9%	\$789	-6%	49
	2018	87	129%	\$1,283,784	36%	\$1,145,000	38%	\$1,149	37%	\$1,132	44%	75
Two Beds	2016	79	-18%	\$1,669,193	-24%	\$1,150,000	-53%	\$1,036	-17%	\$834	-41%	23
	2017	28	-65%	\$1,434,661	-14%	\$1,188,750	3%	\$926	-11%	\$803	-4%	37
	2018	112	300%	\$2,594,925	81%	\$2,622,185	121%	\$1,459	58%	\$1,536	91%	95
Three Plus Beds	2016	17	6%	\$2,757,518	-36%	\$2,450,000	-47%	\$1,158	-29%	\$959	-45%	143
	2017	4	-76%	\$2,536,250	-8%	\$1,247,500	-49%	\$1,053	-9%	\$624	-35%	-
	2018	16	300%	\$6,066,048	139%	\$6,360,249	410%	\$2,036	93%	\$2,238	259%	79

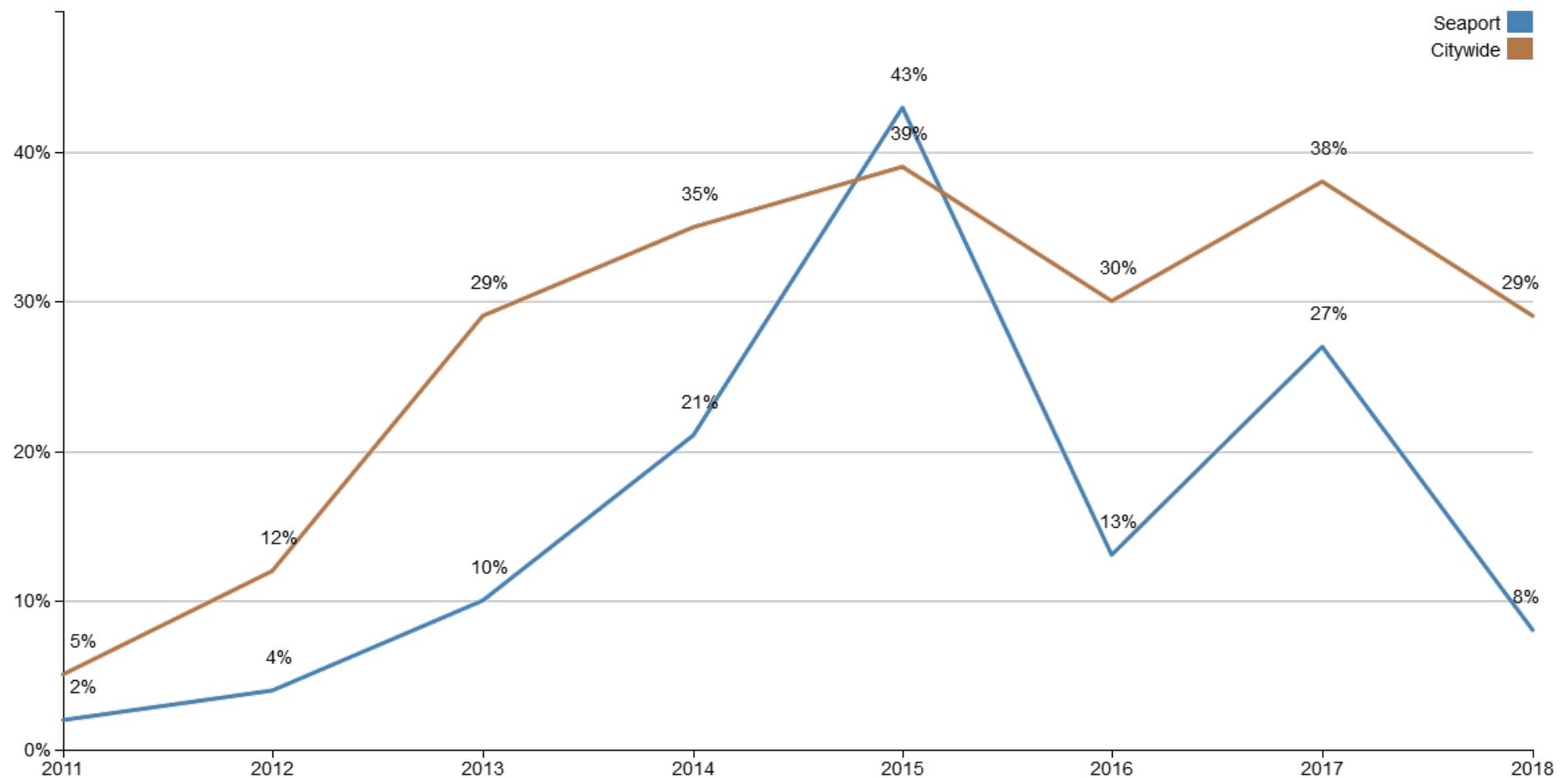


Seaport  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	31	182%	\$577,419	3%	\$575,000	5%	\$1,078	5%	\$1,080	3%	58
	2017	5	-84%	\$1,177,300	104%	\$606,500	5%	\$945	-12%	\$905	-16%	-
	2018	28	460%	\$620,356	-47%	\$615,000	1%	\$1,154	22%	\$1,160	28%	39
701-1000	2016	26	37%	\$743,808	26%	\$712,500	23%	\$879	22%	\$810	13%	23
	2017	15	-42%	\$701,883	-6%	\$670,000	-6%	\$858	-2%	\$859	6%	57
	2018	24	60%	\$834,972	19%	\$832,150	24%	\$937	9%	\$895	4%	41
1001-1500	2016	60	-10%	\$1,042,688	5%	\$977,000	12%	\$819	2%	\$759	5%	25
	2017	38	-37%	\$1,023,318	-2%	\$945,000	-3%	\$826	1%	\$769	1%	39
	2018	83	118%	\$1,378,672	35%	\$1,220,000	29%	\$1,102	33%	\$1,024	33%	64
1501-1800	2016	10	-68%	\$1,820,300	-23%	\$1,487,500	-43%	\$1,115	-20%	\$908	-43%	6
	2017	9	-10%	\$1,327,833	-27%	\$1,259,000	-15%	\$803	-28%	\$790	-13%	14
	2018	35	289%	\$2,258,669	70%	\$2,442,620	94%	\$1,431	78%	\$1,580	100%	67
1801-2400	2016	26	-46%	\$2,858,849	3%	\$2,734,500	-10%	\$1,390	3%	\$1,299	-18%	78
	2017	7	-73%	\$2,308,929	-19%	\$1,500,000	-45%	\$1,156	-17%	\$786	-40%	47
	2018	56	700%	\$3,677,976	59%	\$3,657,060	144%	\$1,790	55%	\$1,820	132%	136
Over 2400	2016	8	0%	\$4,249,837	-28%	\$3,897,900	-28%	\$1,540	-25%	\$1,451	-28%	147
	2017	2	-75%	\$4,775,000	12%	\$4,775,000	23%	\$1,510	-2%	\$1,510	4%	107
	2018	9	350%	\$8,364,820	75%	\$9,145,225	92%	\$2,461	63%	\$2,560	70%	50

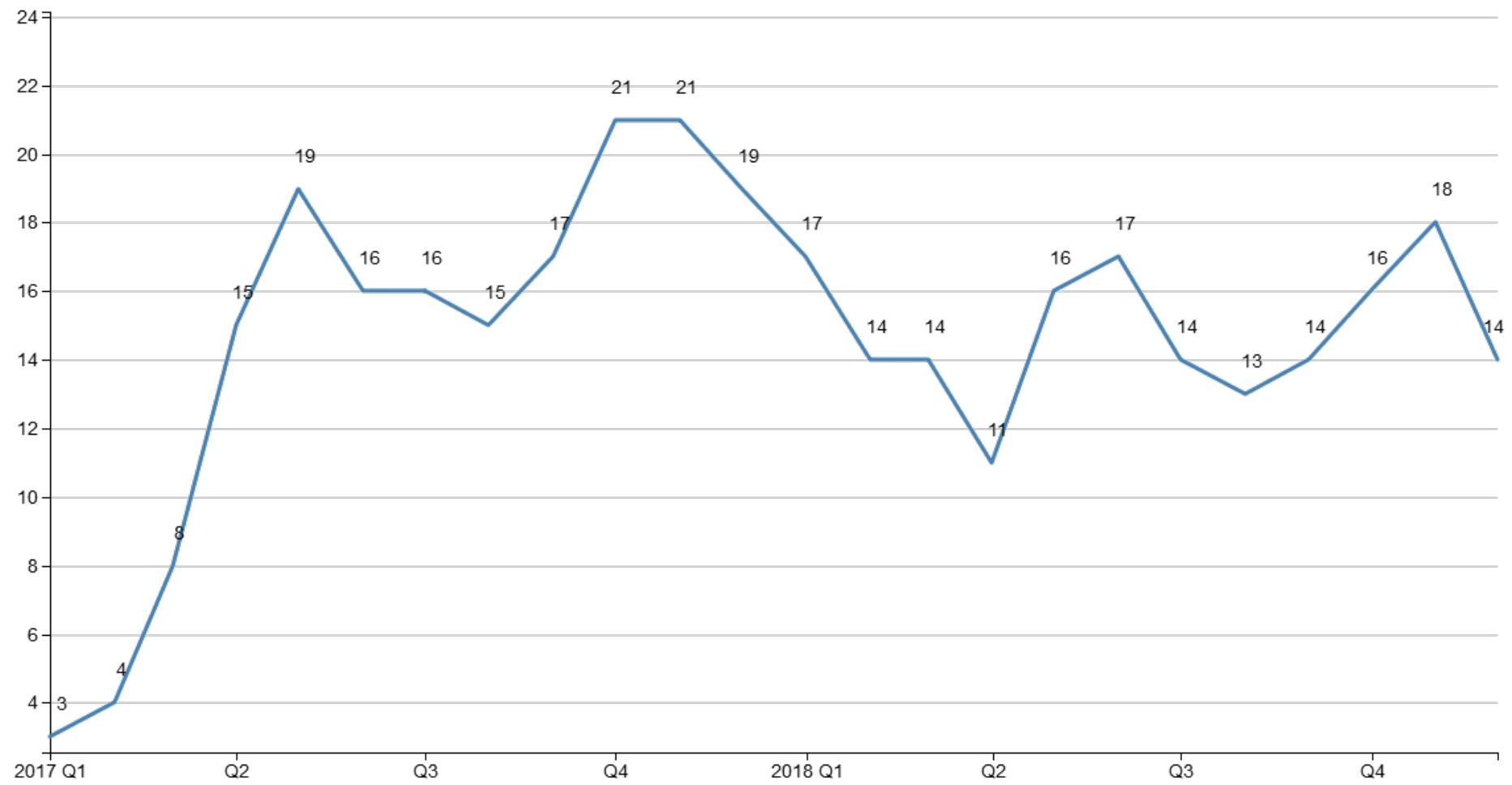


Seaport  
Sales Over Last Asking Price  
2018





Seaport  
Inventory  
2018





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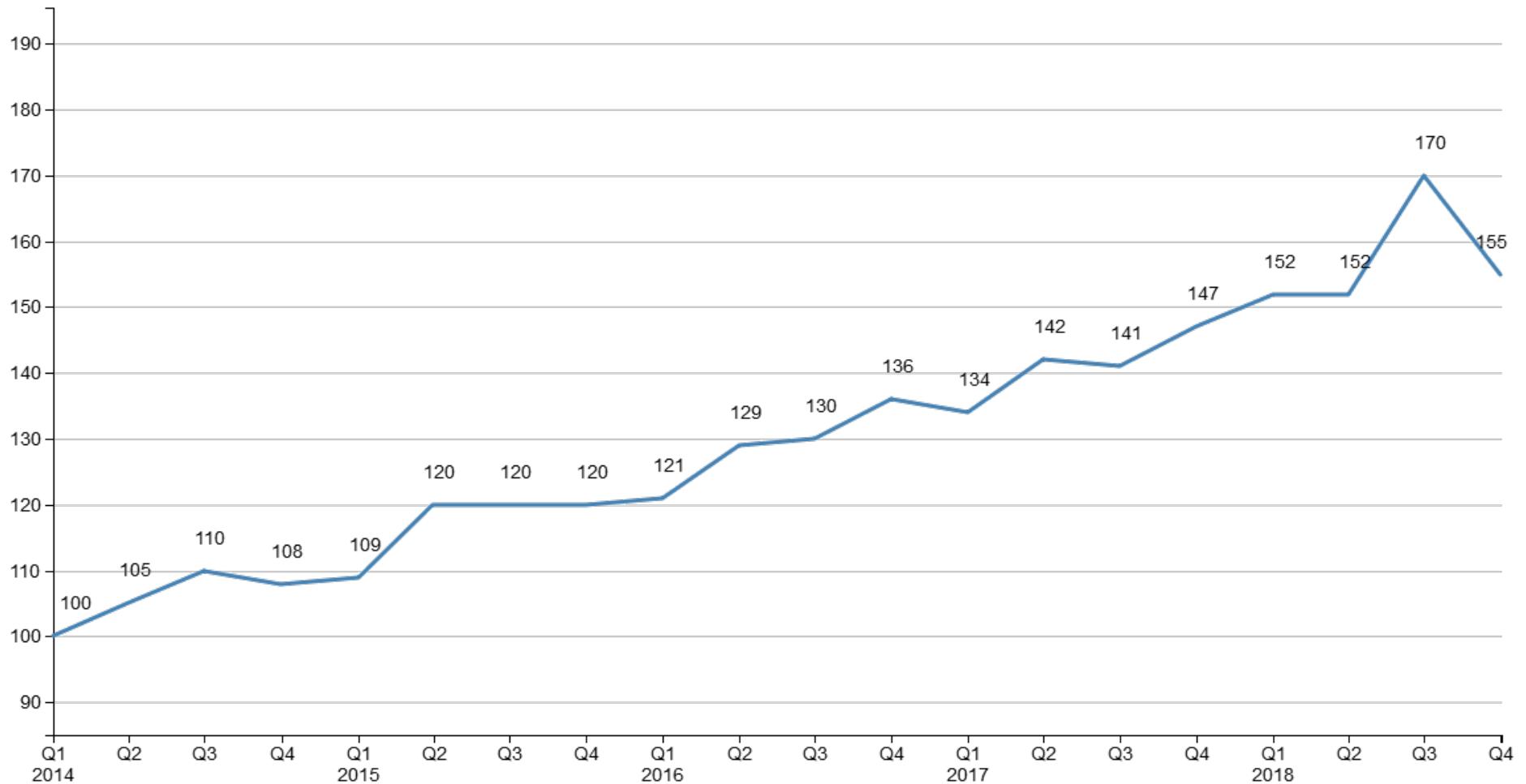
South Boston  
**Annual Sales Summary**  
2018

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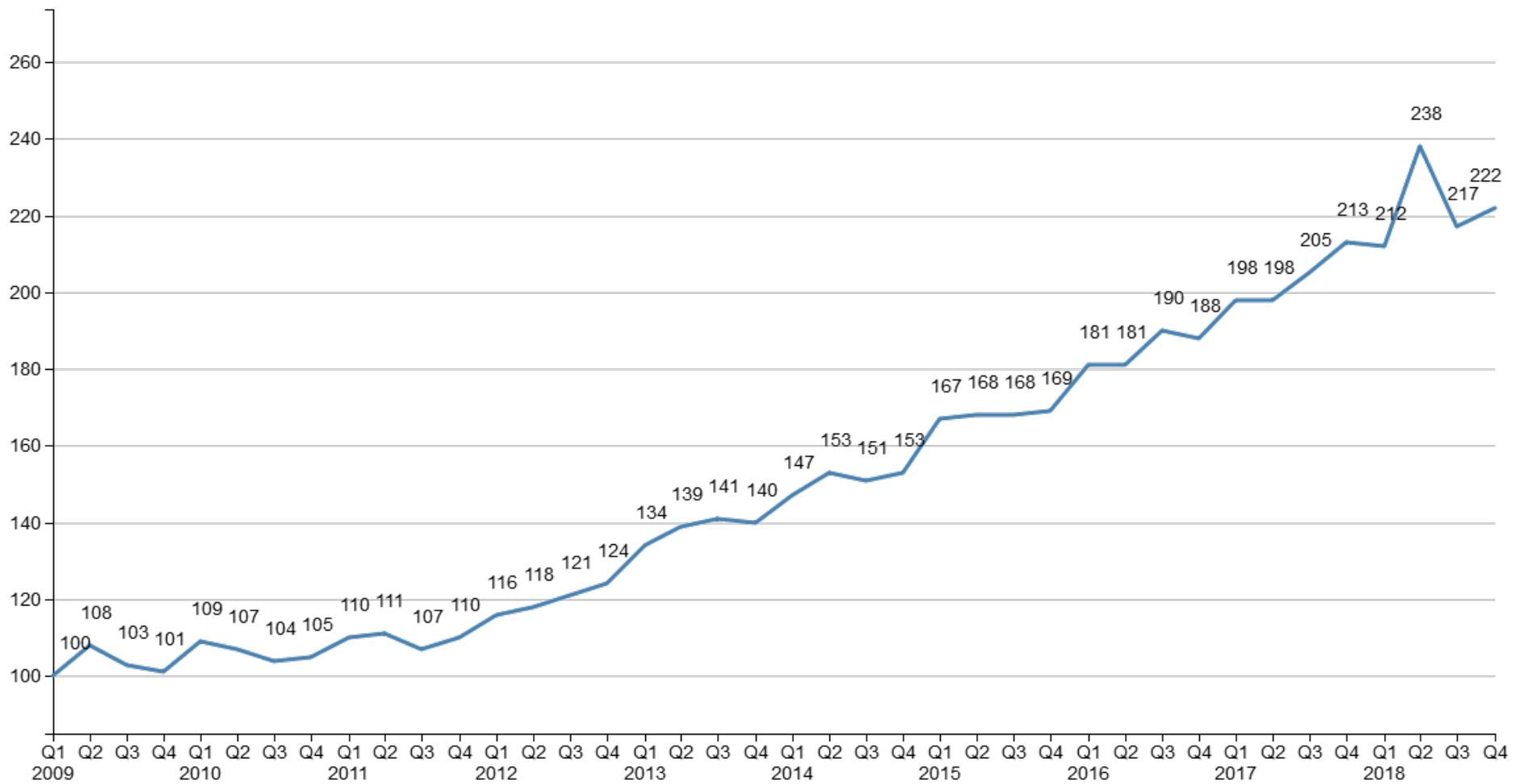


South Boston  
Five Year Price Index  
(Appreciation Rate)





South Boston  
Ten Year Price Index  
(Appreciation Rate)

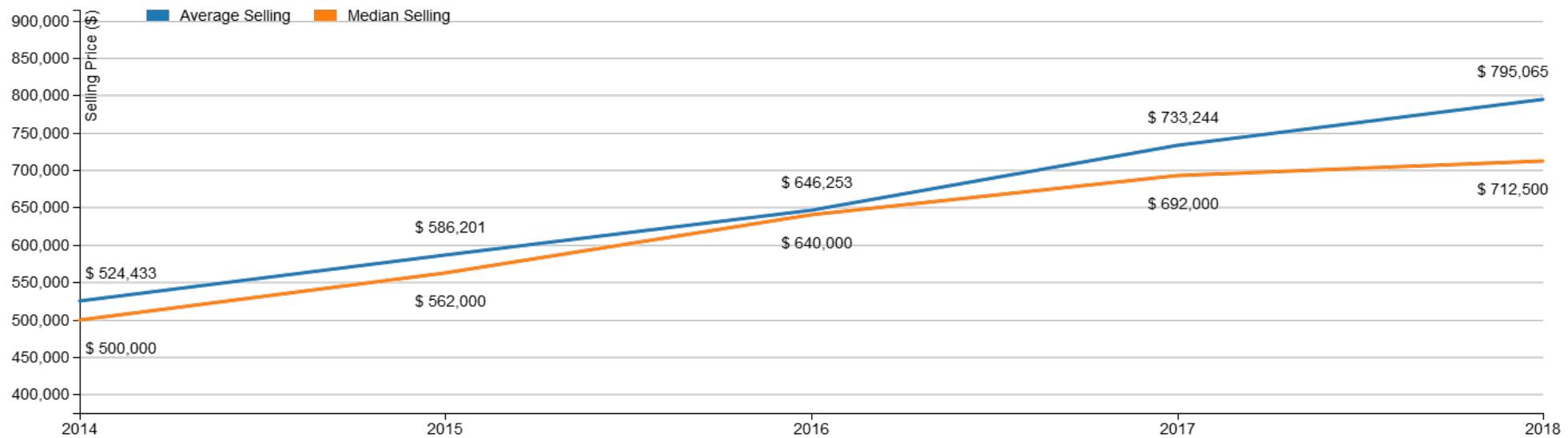




South Boston  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	150	-	\$524,433	-	\$500,000	-	\$511	-	\$511	-	43
2015	152	1%	\$586,201	12%	\$562,000	12%	\$560	10%	\$550	8%	45
2016	149	-2%	\$646,253	10%	\$640,000	14%	\$638	14%	\$637	16%	40
2017	151	1%	\$733,244	13%	\$692,000	8%	\$678	6%	\$685	8%	21
2018	122	-19%	\$795,065	8%	\$712,500	3%	\$721	6%	\$725	6%	27

Average / Median Selling Price





South Boston

### Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	1	0%	\$400,000	23%	\$400,000	23%	-	-	-	-	-
	2017	0	-	-	-	-	-	-	-	-	-	-
	2018	1	-	\$395,000	-	\$395,000	-	\$997	-	\$997	-	-
One Bed	2016	34	13%	\$427,431	5%	\$424,235	8%	\$698	15%	\$696	19%	25
	2017	25	-26%	\$456,762	7%	\$460,000	8%	\$748	7%	\$733	5%	8
	2018	20	-20%	\$490,544	7%	\$461,000	0%	\$815	9%	\$795	9%	8
Two Beds	2016	98	-3%	\$694,225	13%	\$683,000	14%	\$637	15%	\$633	15%	45
	2017	106	8%	\$738,396	6%	\$700,000	2%	\$673	6%	\$683	8%	22
	2018	82	-23%	\$838,023	13%	\$752,250	7%	\$724	8%	\$707	3%	28
Three Plus Beds	2016	16	-20%	\$832,813	13%	\$837,500	24%	\$519	5%	\$523	7%	75
	2017	20	25%	\$1,051,544	26%	\$1,014,500	21%	\$618	19%	\$632	21%	23
	2018	19	-5%	\$951,274	-10%	\$885,000	-13%	\$593	-4%	\$561	-11%	50



South Boston

### Sales Comparison by Square Footage

4th Quarter 2018

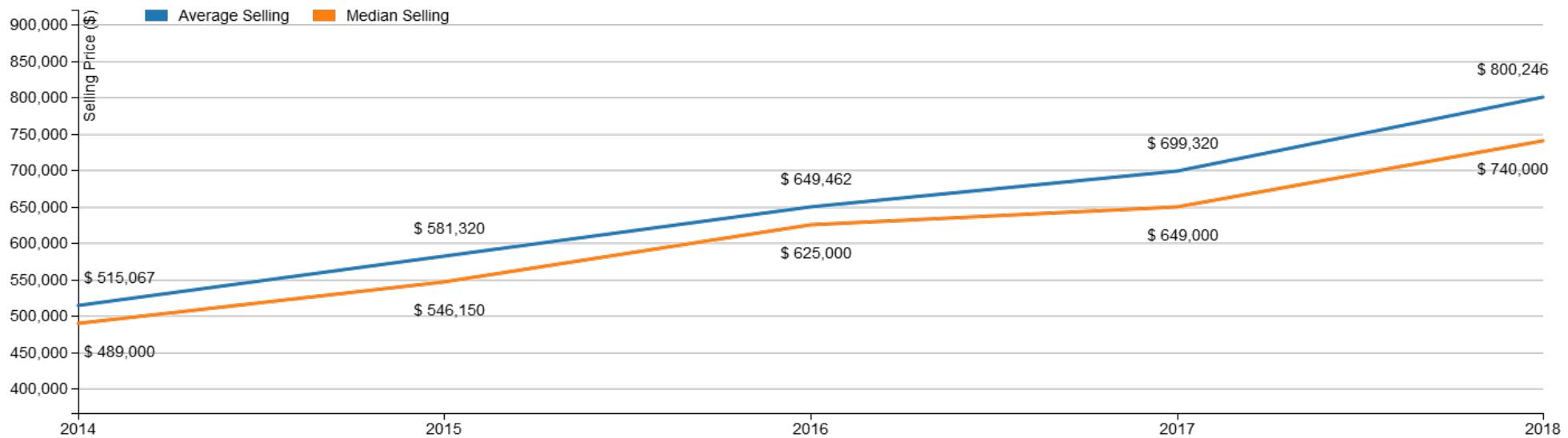
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	34	17%	\$416,094	13%	\$416,000	14%	\$727	14%	\$718	12%	28
	2017	25	-26%	\$446,042	7%	\$460,000	11%	\$770	6%	\$765	7%	8
	2018	18	-28%	\$441,139	-1%	\$445,000	-3%	\$812	5%	\$795	4%	8
701-1000	2016	28	-24%	\$549,036	18%	\$532,500	15%	\$663	20%	\$655	18%	40
	2017	39	39%	\$569,346	4%	\$600,000	13%	\$668	1%	\$691	5%	17
	2018	34	-13%	\$614,805	8%	\$620,000	3%	\$719	8%	\$703	2%	5
1001-1500	2016	68	-1%	\$707,404	6%	\$699,000	8%	\$609	12%	\$620	14%	26
	2017	60	-12%	\$797,556	13%	\$807,993	16%	\$678	11%	\$657	6%	24
	2018	48	-20%	\$862,915	8%	\$828,500	3%	\$709	5%	\$713	9%	41
1501-1800	2016	12	33%	\$921,917	17%	\$962,500	20%	\$573	16%	\$594	20%	87
	2017	18	50%	\$994,722	8%	\$995,500	3%	\$610	7%	\$631	6%	30
	2018	12	-33%	\$1,121,583	13%	\$980,000	-2%	\$686	12%	\$601	-5%	-
1801-2400	2016	7	-13%	\$1,086,429	11%	\$970,000	-1%	\$511	1%	\$482	-2%	75
	2017	7	0%	\$1,239,429	14%	\$1,270,000	31%	\$617	21%	\$623	29%	17
	2018	9	29%	\$1,341,689	8%	\$1,316,200	4%	\$679	10%	\$678	9%	-
Over 2400	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	2	-	\$1,465,000	-	\$1,465,000	-	\$540	-	\$540	-	-
	2018	1	-50%	\$1,200,000	-18%	\$1,200,000	-18%	\$493	-9%	\$493	-9%	-



South Boston  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	733	-	\$515,067	-	\$489,000	-	\$499	-	\$500	-	56
2015	726	-1%	\$581,320	13%	\$546,151	12%	\$550	10%	\$548	10%	39
2016	659	-9%	\$649,462	12%	\$625,000	14%	\$600	9%	\$599	9%	45
2017	719	9%	\$699,320	8%	\$649,000	4%	\$660	10%	\$659	10%	33
2018	753	5%	\$800,246	14%	\$740,000	14%	\$746	13%	\$734	11%	36

Average / Median Selling Price





South Boston

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	15	650%	\$912,133	115%	\$1,200,000	183%	\$610	-20%	\$626	-18%	-
	2017	10	-33%	\$892,050	-2%	\$769,250	-36%	\$741	21%	\$760	21%	-
	2018	4	-60%	\$681,000	-24%	\$589,500	-23%	\$881	19%	\$873	15%	1
One Bed	2016	125	-14%	\$435,245	10%	\$423,470	9%	\$657	9%	\$668	9%	39
	2017	145	16%	\$480,753	10%	\$460,000	9%	\$738	12%	\$743	11%	37
	2018	166	14%	\$578,350	20%	\$534,000	16%	\$820	11%	\$817	10%	25
Two Beds	2016	415	-15%	\$664,486	10%	\$640,000	11%	\$603	10%	\$602	10%	47
	2017	441	6%	\$700,887	5%	\$675,000	5%	\$656	9%	\$657	9%	29
	2018	476	8%	\$825,617	18%	\$780,050	16%	\$744	13%	\$727	11%	42
Three Plus Beds	2016	104	14%	\$809,097	5%	\$780,000	8%	\$522	9%	\$519	9%	49
	2017	123	18%	\$935,692	16%	\$899,000	15%	\$578	11%	\$580	12%	43
	2018	107	-13%	\$1,036,086	11%	\$949,000	6%	\$635	10%	\$632	9%	28



South Boston

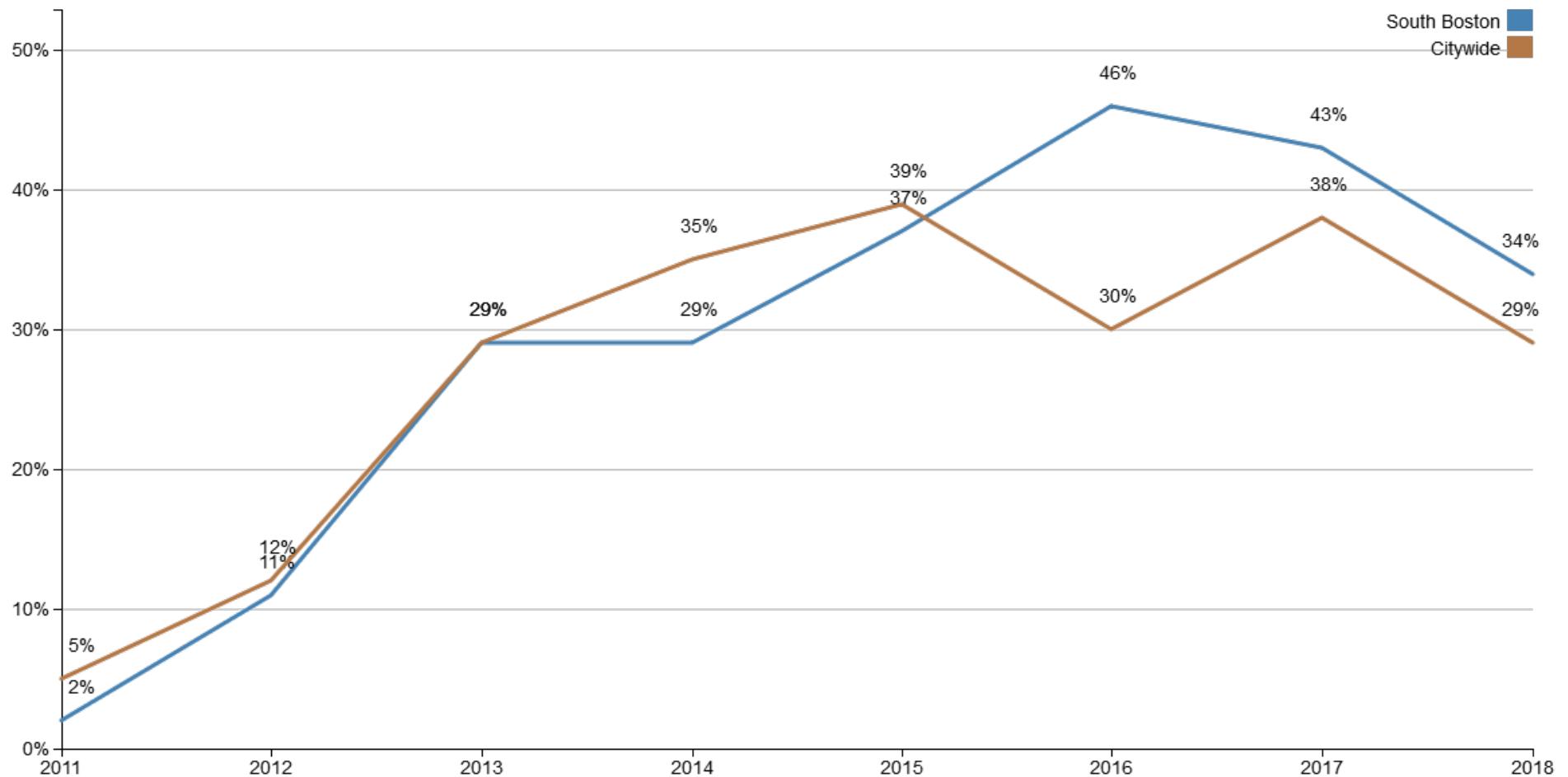
### Sales Comparison by Square Footage

2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	117	-9%	\$398,155	9%	\$407,500	12%	\$697	11%	\$694	12%	39
	2017	131	12%	\$444,472	12%	\$440,000	8%	\$771	11%	\$777	12%	30
	2018	124	-5%	\$489,121	10%	\$482,550	10%	\$857	11%	\$832	7%	26
701-1000	2016	155	-28%	\$518,617	9%	\$521,000	9%	\$615	11%	\$611	8%	37
	2017	214	38%	\$566,873	9%	\$564,000	8%	\$665	8%	\$685	12%	23
	2018	208	-3%	\$641,978	13%	\$635,000	13%	\$764	15%	\$743	9%	23
1001-1500	2016	271	-5%	\$681,357	5%	\$665,000	4%	\$575	8%	\$581	10%	41
	2017	259	-4%	\$765,823	12%	\$750,008	13%	\$638	11%	\$631	8%	37
	2018	299	15%	\$877,132	15%	\$850,000	13%	\$726	14%	\$707	12%	38
1501-1800	2016	58	7%	\$911,897	17%	\$899,500	10%	\$553	17%	\$562	16%	60
	2017	54	-7%	\$953,546	5%	\$945,750	5%	\$579	5%	\$579	3%	38
	2018	66	22%	\$1,099,873	15%	\$1,087,000	15%	\$678	17%	\$666	15%	74
1801-2400	2016	52	27%	\$1,059,510	8%	\$987,500	4%	\$533	8%	\$527	12%	85
	2017	49	-6%	\$1,157,462	9%	\$1,129,250	14%	\$584	9%	\$576	9%	49
	2018	47	-4%	\$1,249,065	8%	\$1,225,000	8%	\$625	7%	\$640	11%	35
Over 2400	2016	6	50%	\$1,398,833	4%	\$1,350,000	-3%	\$543	13%	\$554	14%	-
	2017	12	100%	\$1,393,250	0%	\$1,420,000	5%	\$540	0%	\$537	-3%	-
	2018	9	-25%	\$1,649,181	18%	\$1,600,000	13%	\$576	7%	\$579	8%	26

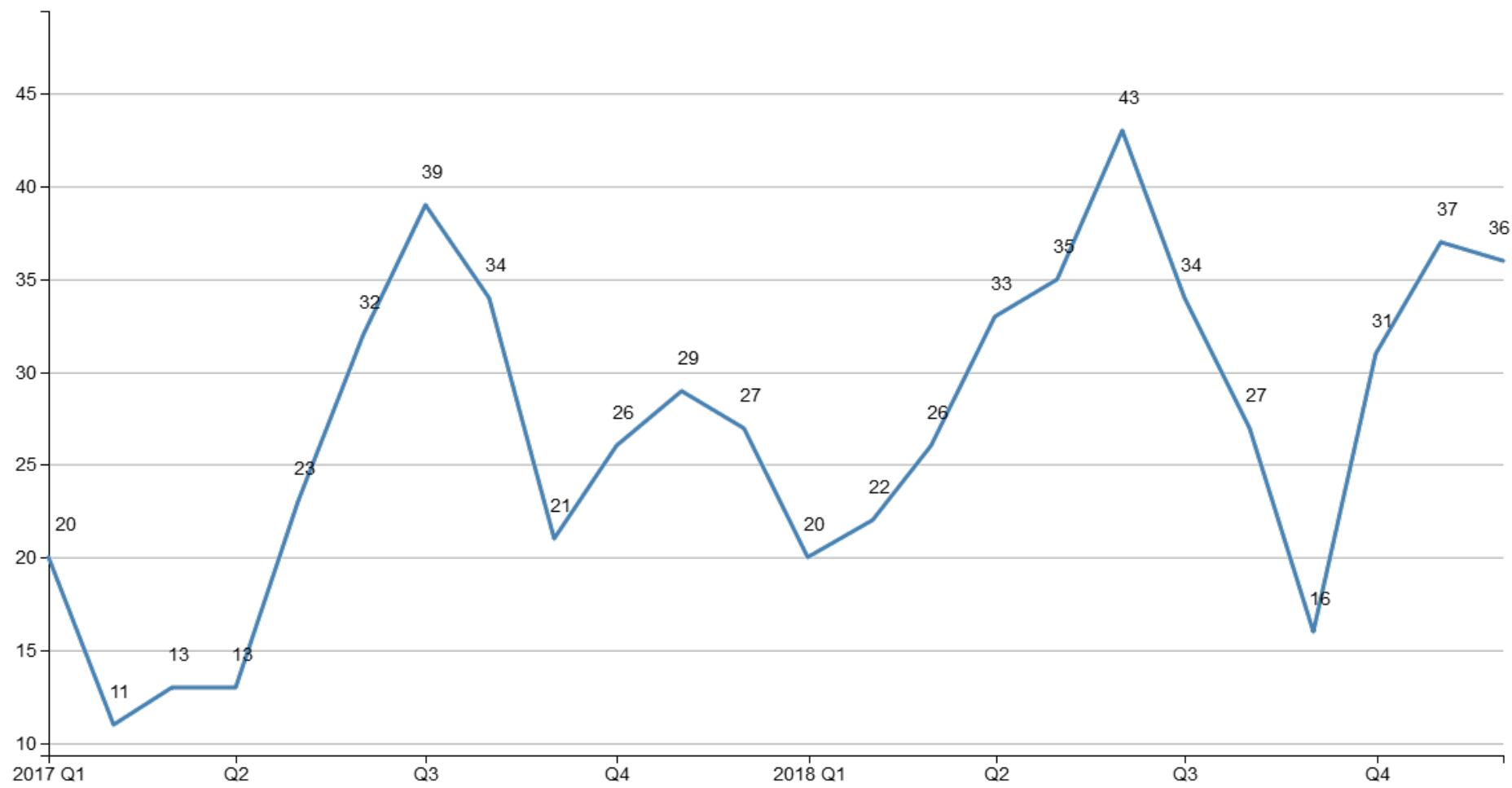


South Boston  
Sales Over Last Asking Price  
2018





South Boston  
Inventory  
2018





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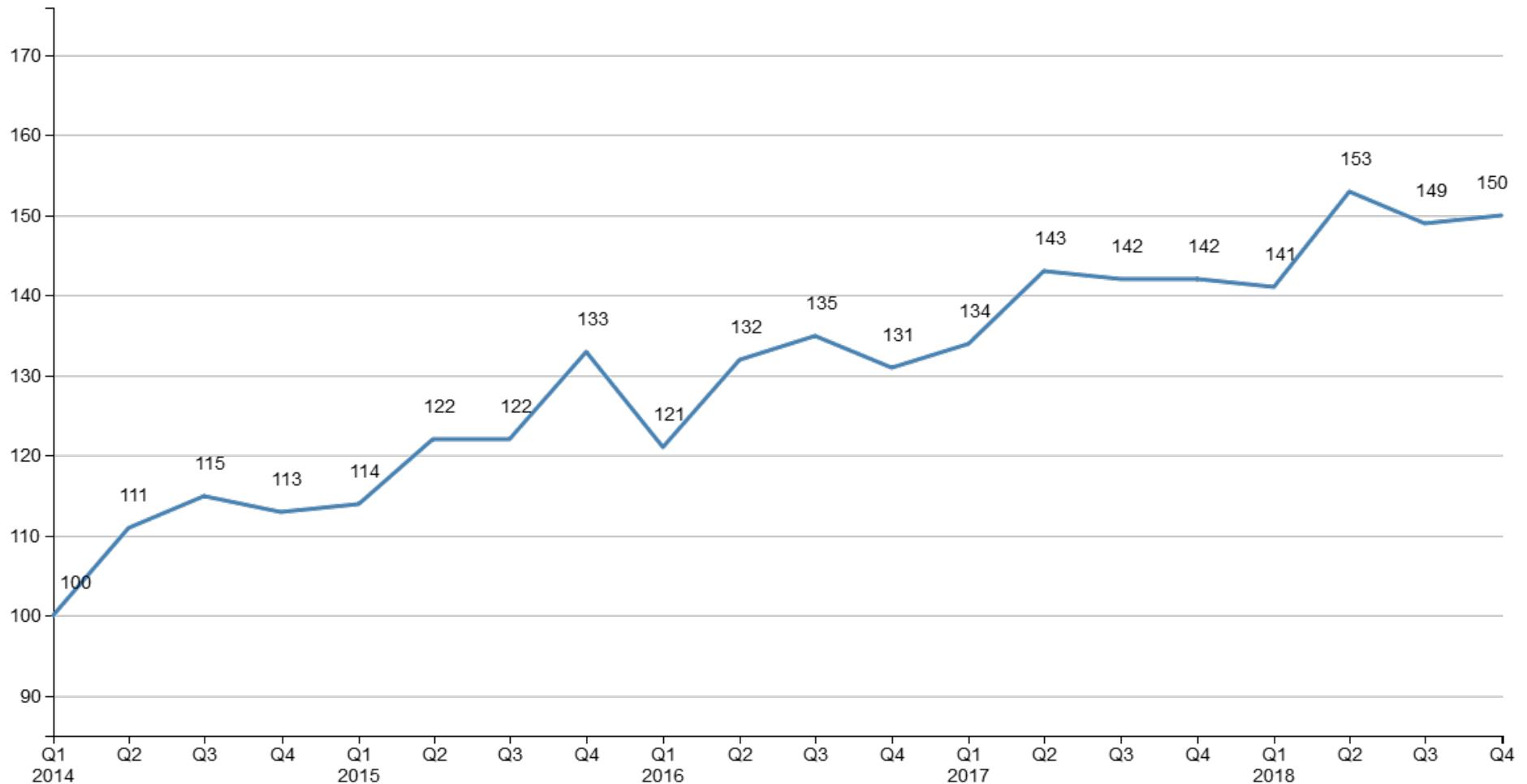
South End  
**Annual Sales Summary**  
2018

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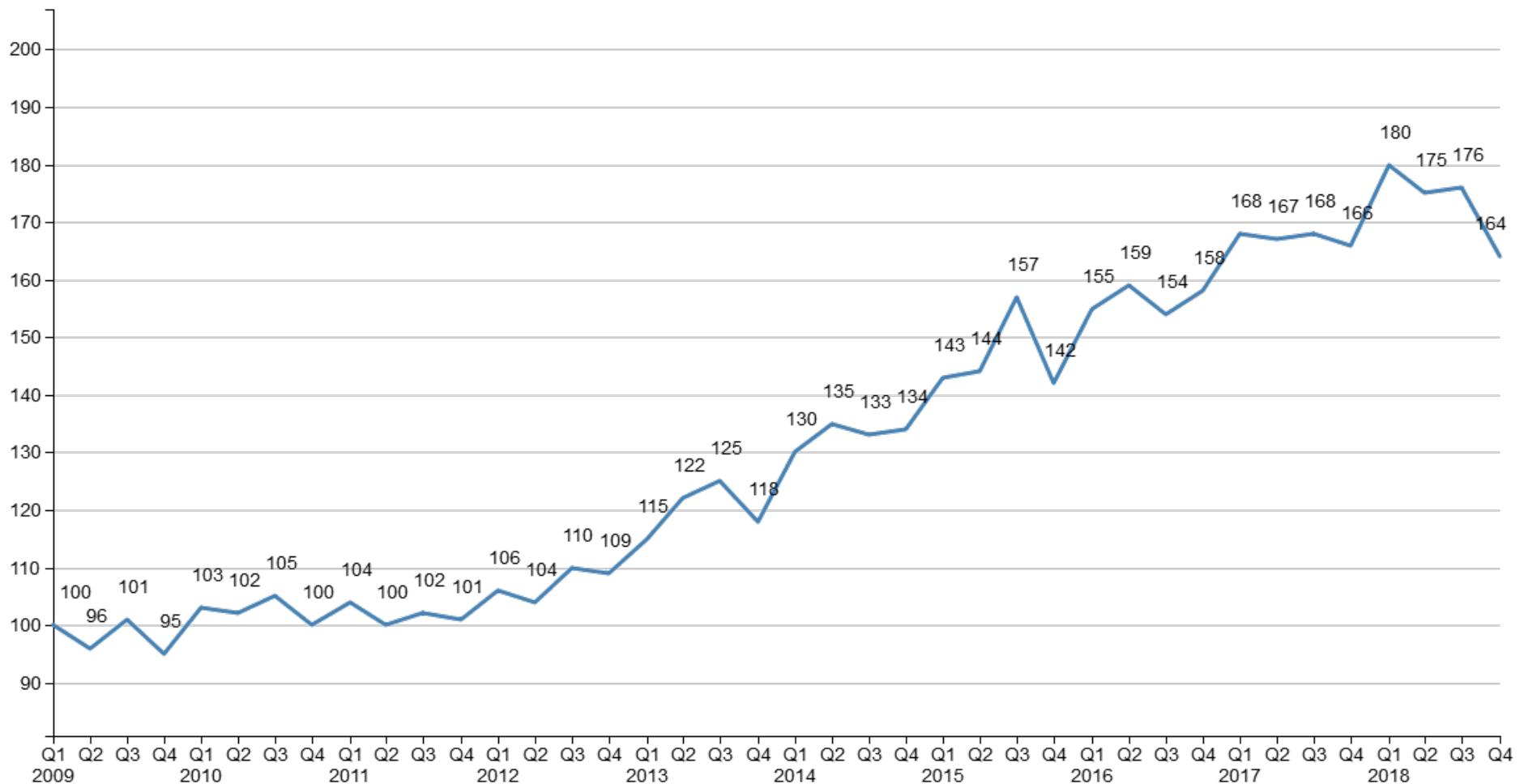


South End  
Five Year Price Index  
(Appreciation Rate)





South End  
Ten Year Price Index  
(Appreciation Rate)

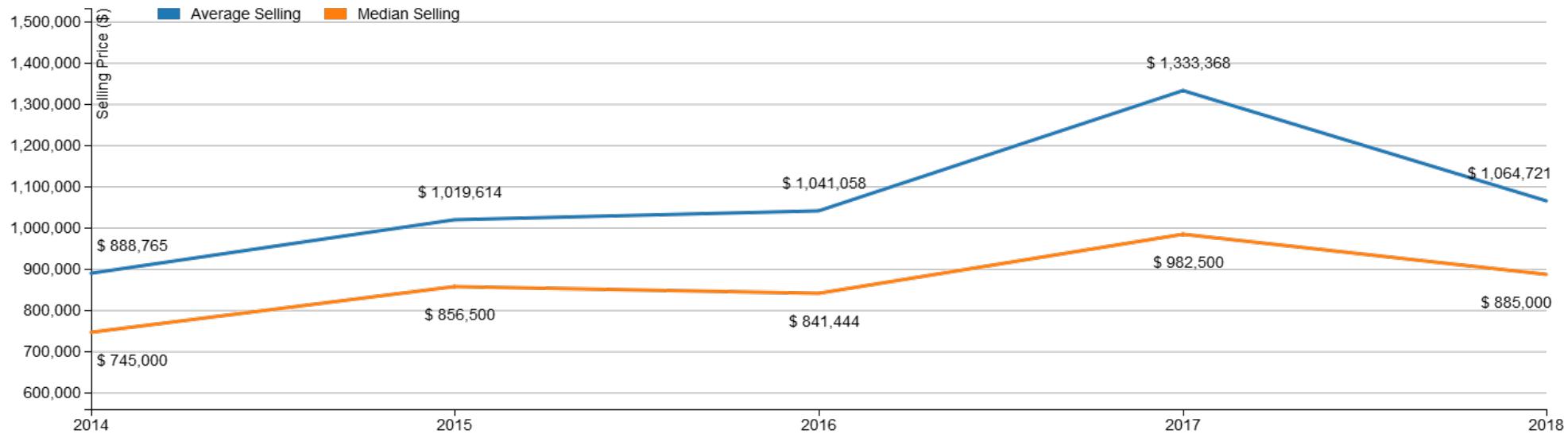




South End  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	151	-	\$888,765	-	\$745,000	-	\$786	-	\$797	-	33
2015	214	42%	\$1,019,614	15%	\$856,500	15%	\$925	18%	\$951	19%	56
2016	120	-44%	\$1,041,058	2%	\$841,444	-2%	\$921	0%	\$925	-3%	31
2017	156	30%	\$1,333,368	28%	\$982,500	17%	\$1,006	9%	\$998	8%	39
2018	118	-24%	\$1,064,721	-20%	\$885,000	-10%	\$1,051	5%	\$1,016	2%	47

Average / Median Selling Price





South End

Sales by Number of Bedrooms

4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	1	-92%	\$515,000	0%	\$515,000	1%	\$684	-22%	\$684	-32%	63
	2017	1	0%	\$489,000	-5%	\$489,000	-5%	\$575	-16%	\$575	-16%	46
	2018	2	100%	\$793,750	62%	\$793,750	62%	\$912	59%	\$912	59%	40
One Bed	2016	47	-36%	\$650,409	-6%	\$655,000	-2%	\$871	-3%	\$893	-2%	19
	2017	47	0%	\$708,511	9%	\$675,000	3%	\$938	8%	\$909	2%	33
	2018	47	0%	\$701,536	-1%	\$670,000	-1%	\$1,044	11%	\$1,019	12%	38
Two Beds	2016	53	-51%	\$1,145,603	6%	\$1,005,000	-3%	\$955	3%	\$933	-1%	26
	2017	77	45%	\$1,215,187	6%	\$1,095,000	9%	\$1,002	5%	\$1,000	7%	38
	2018	59	-23%	\$1,205,650	-1%	\$1,055,000	-4%	\$1,066	6%	\$1,009	1%	51
Three Plus Beds	2016	19	-5%	\$1,743,461	-20%	\$1,895,000	-13%	\$966	-8%	\$994	-8%	59
	2017	31	63%	\$2,601,516	49%	\$2,750,000	45%	\$1,131	17%	\$1,172	18%	64
	2018	10	-68%	\$1,994,400	-23%	\$1,991,000	-28%	\$1,028	-9%	\$1,087	-7%	51



South End  
 Sales Comparison by Square Footage  
 4th Quarter 2018

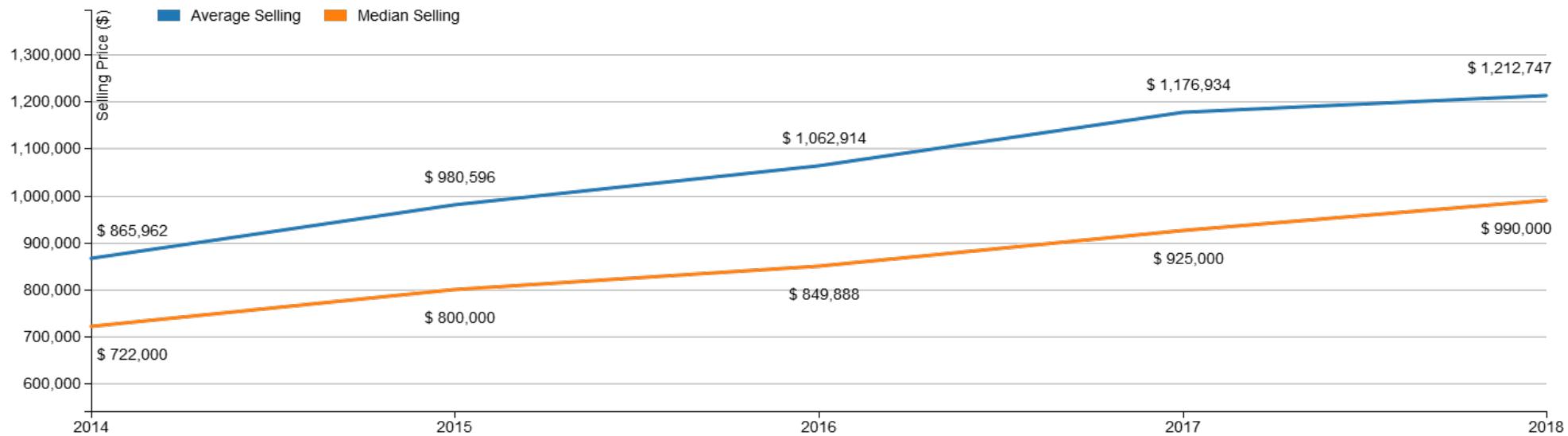
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	26	-42%	\$498,208	-12%	\$508,000	-8%	\$862	-8%	\$819	-15%	18
	2017	20	-23%	\$575,025	15%	\$557,500	10%	\$1,038	20%	\$1,053	29%	8
	2018	31	55%	\$599,229	4%	\$593,750	7%	\$1,073	3%	\$1,060	1%	33
701-1000	2016	34	-47%	\$746,822	1%	\$742,750	0%	\$905	2%	\$933	3%	25
	2017	56	65%	\$784,805	5%	\$773,750	4%	\$926	2%	\$903	-3%	40
	2018	37	-34%	\$831,257	6%	\$805,000	4%	\$1,004	8%	\$954	6%	32
1001-1500	2016	36	-49%	\$1,107,818	3%	\$1,096,400	0%	\$900	0%	\$879	-8%	28
	2017	30	-17%	\$1,159,793	5%	\$1,115,000	2%	\$943	5%	\$956	9%	28
	2018	35	17%	\$1,340,571	16%	\$1,180,000	6%	\$1,079	14%	\$1,008	5%	62
1501-1800	2016	11	-15%	\$1,835,241	12%	\$1,670,000	1%	\$1,121	13%	\$1,099	8%	42
	2017	22	100%	\$1,783,250	-3%	\$1,808,750	8%	\$1,078	-4%	\$1,090	-1%	56
	2018	9	-59%	\$1,783,500	0%	\$1,987,000	10%	\$1,096	2%	\$1,178	8%	48
1801-2400	2016	11	-27%	\$2,042,045	-1%	\$1,985,000	-8%	\$1,006	-5%	\$1,012	-9%	45
	2017	13	18%	\$2,163,385	6%	\$2,200,000	11%	\$1,055	5%	\$1,005	-1%	79
	2018	4	-69%	\$2,054,488	-5%	\$2,101,475	-4%	\$1,011	-4%	\$1,042	4%	49
Over 2400	2016	2	-67%	\$2,025,000	-27%	\$2,025,000	-25%	\$806	-24%	\$806	-23%	98
	2017	15	650%	\$3,360,433	66%	\$3,350,000	65%	\$1,235	53%	\$1,251	55%	7
	2018	2	-87%	\$2,557,500	-24%	\$2,557,500	-24%	\$985	-20%	\$985	-21%	125



South End  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	637	-	\$865,962	-	\$722,000	-	\$779	-	\$785	-	31
2015	703	10%	\$980,596	13%	\$800,000	11%	\$871	12%	\$879	12%	43
2016	585	-17%	\$1,062,914	8%	\$849,888	6%	\$918	5%	\$920	5%	30
2017	597	2%	\$1,176,934	11%	\$925,000	9%	\$990	8%	\$992	8%	42
2018	632	6%	\$1,212,747	3%	\$990,000	7%	\$1,049	6%	\$1,049	6%	49

Average / Median Selling Price





South End

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	13	-38%	\$473,808	2%	\$430,000	-2%	\$905	1%	\$850	-13%	42
	2017	14	8%	\$876,846	85%	\$508,925	18%	\$836	-8%	\$796	-6%	43
	2018	14	0%	\$879,817	0%	\$497,500	-2%	\$1,107	32%	\$1,047	32%	45
One Bed	2016	192	-19%	\$659,425	6%	\$635,125	8%	\$879	3%	\$901	5%	25
	2017	195	2%	\$717,520	9%	\$675,000	6%	\$963	10%	\$982	9%	29
	2018	207	6%	\$743,701	4%	\$715,000	6%	\$1,027	7%	\$1,042	6%	39
Two Beds	2016	290	-17%	\$1,075,009	7%	\$946,250	7%	\$922	6%	\$911	4%	27
	2017	295	2%	\$1,153,439	7%	\$1,025,000	8%	\$986	7%	\$987	8%	37
	2018	317	7%	\$1,242,149	8%	\$1,140,000	11%	\$1,044	6%	\$1,044	6%	52
Three Plus Beds	2016	90	-8%	\$1,969,809	5%	\$1,973,210	8%	\$991	7%	\$1,009	6%	42
	2017	93	3%	\$2,259,923	15%	\$2,280,000	16%	\$1,082	9%	\$1,094	8%	85
	2018	94	1%	\$2,196,075	-3%	\$2,112,500	-7%	\$1,105	2%	\$1,134	4%	56

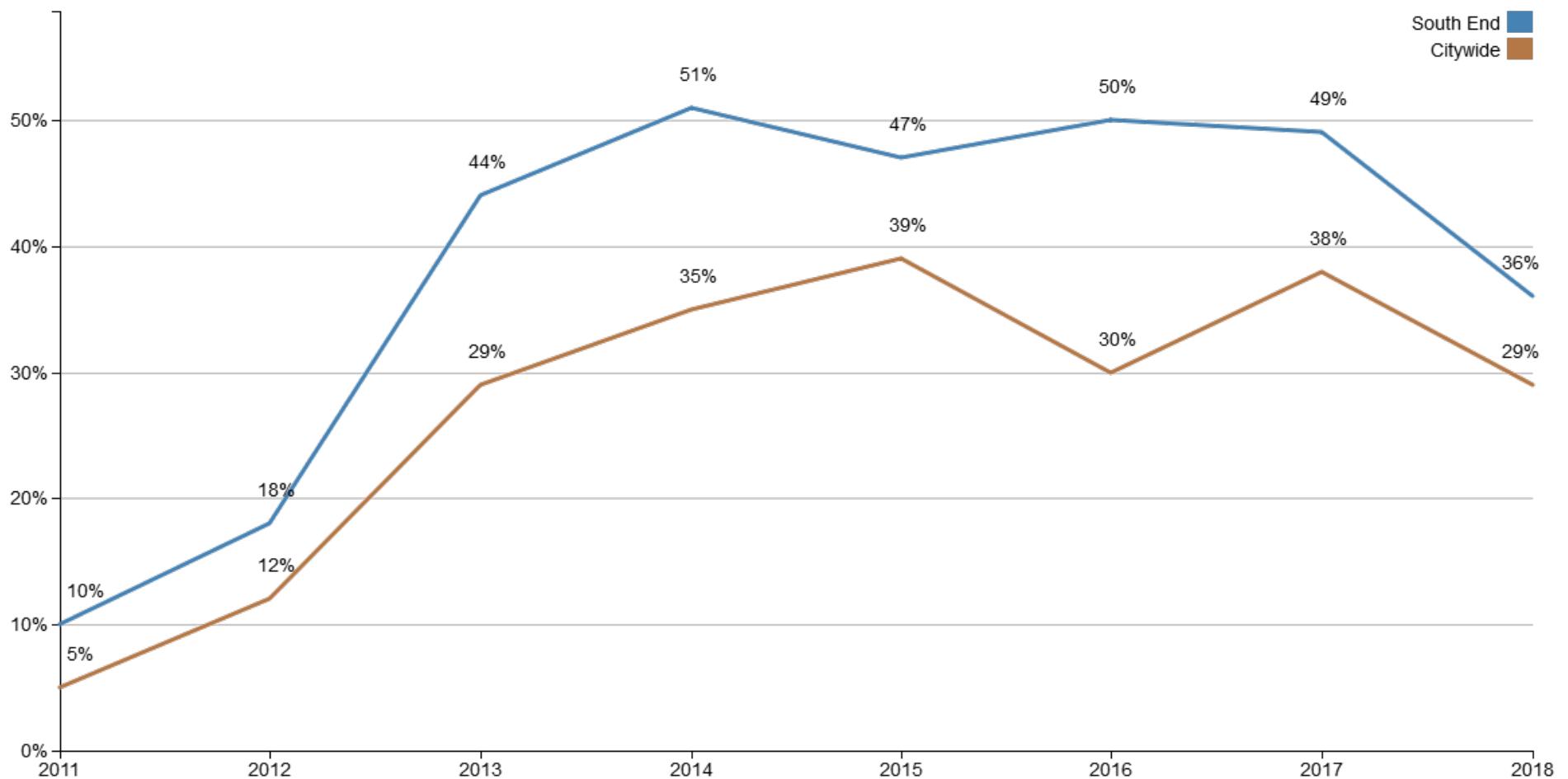


South End  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	109	-30%	\$524,471	2%	\$540,000	5%	\$909	1%	\$941	3%	19
	2017	114	5%	\$594,730	13%	\$597,500	11%	\$1,038	14%	\$1,042	11%	19
	2018	118	4%	\$609,068	2%	\$621,500	4%	\$1,073	3%	\$1,065	2%	28
701-1000	2016	185	-13%	\$726,959	4%	\$720,000	3%	\$881	6%	\$891	6%	29
	2017	179	-3%	\$795,522	9%	\$790,000	10%	\$942	7%	\$946	6%	29
	2018	198	11%	\$840,763	6%	\$830,000	5%	\$1,014	8%	\$1,023	8%	38
1001-1500	2016	167	-16%	\$1,085,310	7%	\$1,050,000	7%	\$887	7%	\$873	3%	31
	2017	167	0%	\$1,150,077	6%	\$1,117,500	6%	\$945	6%	\$964	10%	36
	2018	186	11%	\$1,278,103	11%	\$1,252,000	12%	\$1,035	10%	\$1,028	7%	58
1501-1800	2016	54	-11%	\$1,658,549	9%	\$1,662,750	11%	\$1,004	9%	\$986	7%	26
	2017	57	6%	\$1,693,383	2%	\$1,720,000	3%	\$1,026	2%	\$1,015	3%	71
	2018	53	-7%	\$1,862,377	10%	\$1,900,000	10%	\$1,114	9%	\$1,107	9%	63
1801-2400	2016	55	6%	\$2,132,444	5%	\$1,999,000	-2%	\$1,052	4%	\$1,018	3%	37
	2017	51	-7%	\$2,300,411	8%	\$2,345,000	17%	\$1,123	7%	\$1,167	15%	96
	2018	56	10%	\$2,220,928	-3%	\$2,200,000	-6%	\$1,086	-3%	\$1,117	-4%	58
Over 2400	2016	15	-38%	\$2,803,800	9%	\$2,600,000	-2%	\$986	1%	\$1,019	0%	60
	2017	29	93%	\$2,983,641	6%	\$3,199,000	23%	\$1,046	6%	\$1,148	13%	72
	2018	21	-28%	\$3,205,217	7%	\$3,225,000	1%	\$1,105	6%	\$1,194	4%	97

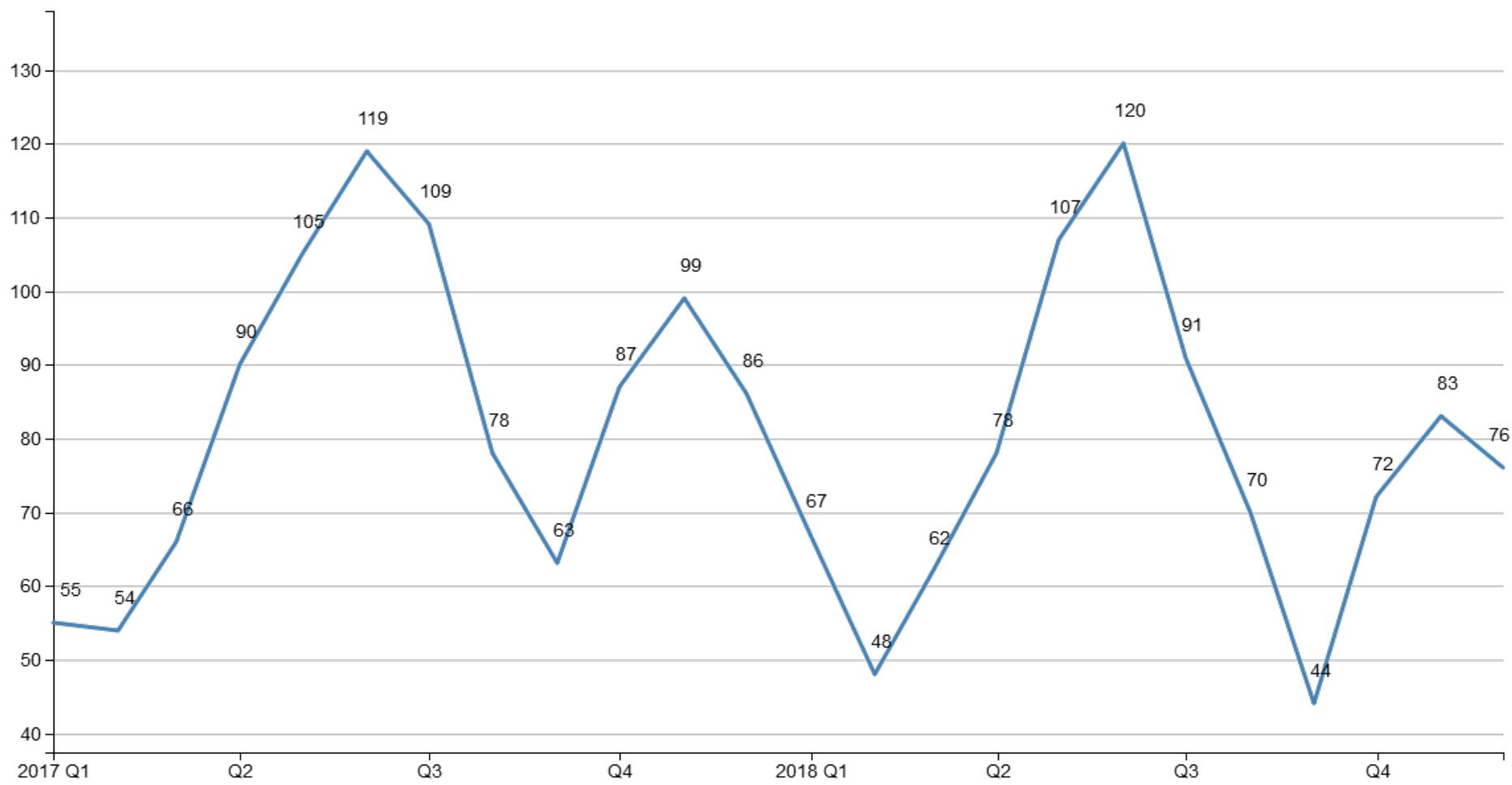


South End  
Sales Over Last Asking Price  
2018





South End  
Inventory  
2018





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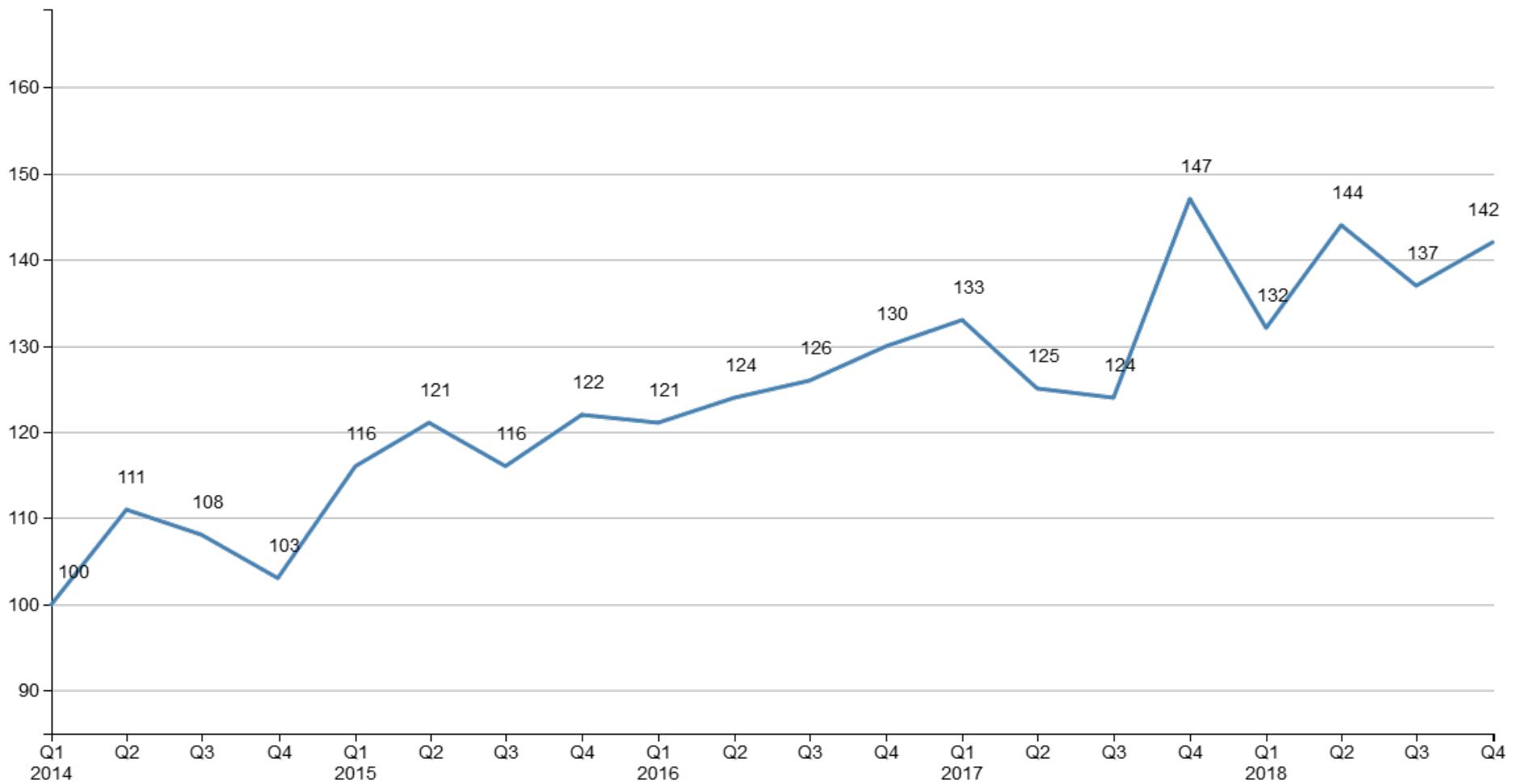
Waterfront  
**Annual Sales Summary**  
2018

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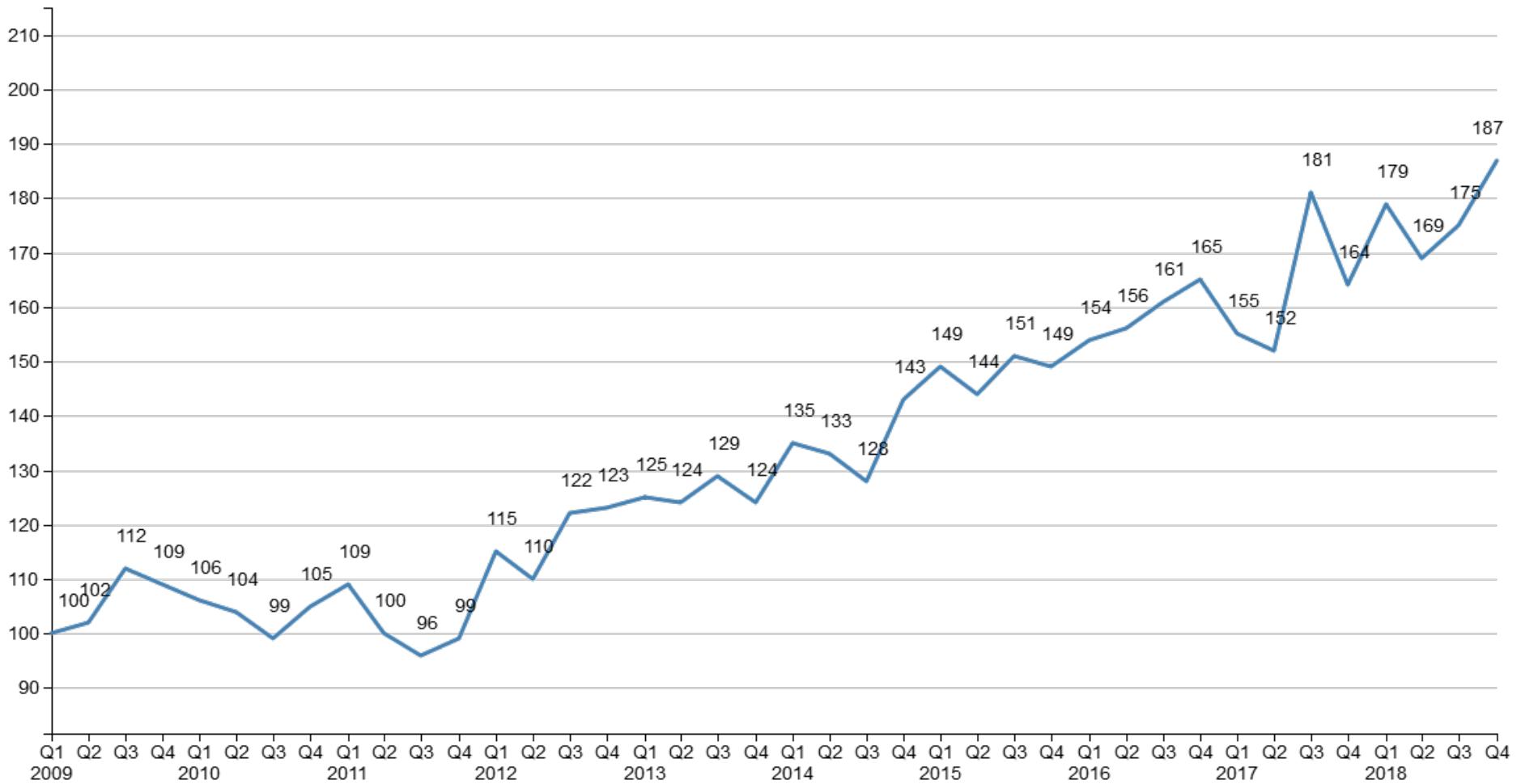


Waterfront  
Five Year Price Index  
(Appreciation Rate)





Waterfront  
Ten Year Price Index  
(Appreciation Rate)

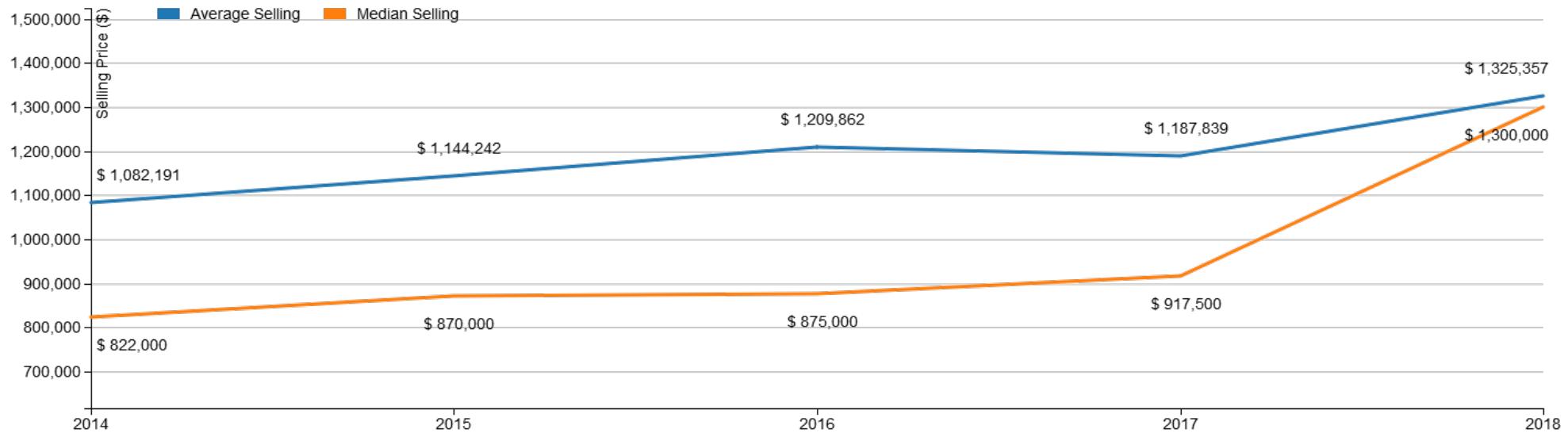




Waterfront  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	35	-	\$1,082,191	-	\$822,000	-	\$827	-	\$744	-	84
2015	31	-11%	\$1,144,242	6%	\$870,000	6%	\$916	11%	\$835	12%	54
2016	29	-6%	\$1,209,862	6%	\$875,000	1%	\$976	7%	\$902	8%	75
2017	56	93%	\$1,187,839	-2%	\$917,500	5%	\$1,070	10%	\$1,005	11%	61
2018	29	-48%	\$1,325,357	12%	\$1,300,000	42%	\$1,072	0%	\$1,095	9%	54

Average / Median Selling Price





Waterfront  
 Sales by Number of Bedrooms  
 4th Quarter 2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	1	-50%	\$540,000	16%	\$540,000	16%	\$933	-1%	\$933	-1%	48
	2017	14	1,300%	\$679,643	26%	\$665,000	23%	\$1,066	14%	\$990	6%	-
	2018	0	-	-	-	-	-	-	-	-	-	-
One Bed	2016	8	-43%	\$675,813	-15%	\$657,500	-14%	\$822	-1%	\$829	2%	51
	2017	21	163%	\$913,095	35%	\$865,000	32%	\$1,021	24%	\$958	16%	49
	2018	13	-38%	\$873,351	-4%	\$780,000	-10%	\$917	-10%	\$956	0%	117
Two Beds	2016	18	38%	\$1,332,750	-5%	\$1,089,000	-14%	\$1,033	6%	\$916	-8%	68
	2017	15	-17%	\$1,421,600	7%	\$1,229,000	13%	\$1,091	6%	\$1,150	26%	89
	2018	14	-7%	\$1,586,579	12%	\$1,489,050	21%	\$1,205	10%	\$1,164	1%	35
Three Plus Beds	2016	2	0%	\$2,575,000	-1%	\$2,575,000	-1%	\$1,104	-1%	\$1,104	-1%	169
	2017	6	200%	\$2,750,833	7%	\$2,887,500	12%	\$1,198	8%	\$1,194	8%	41
	2018	2	-67%	\$2,434,850	-11%	\$2,434,850	-16%	\$1,147	-4%	\$1,147	-4%	-



Waterfront  
 Sales Comparison by Square Footage  
 4th Quarter 2018

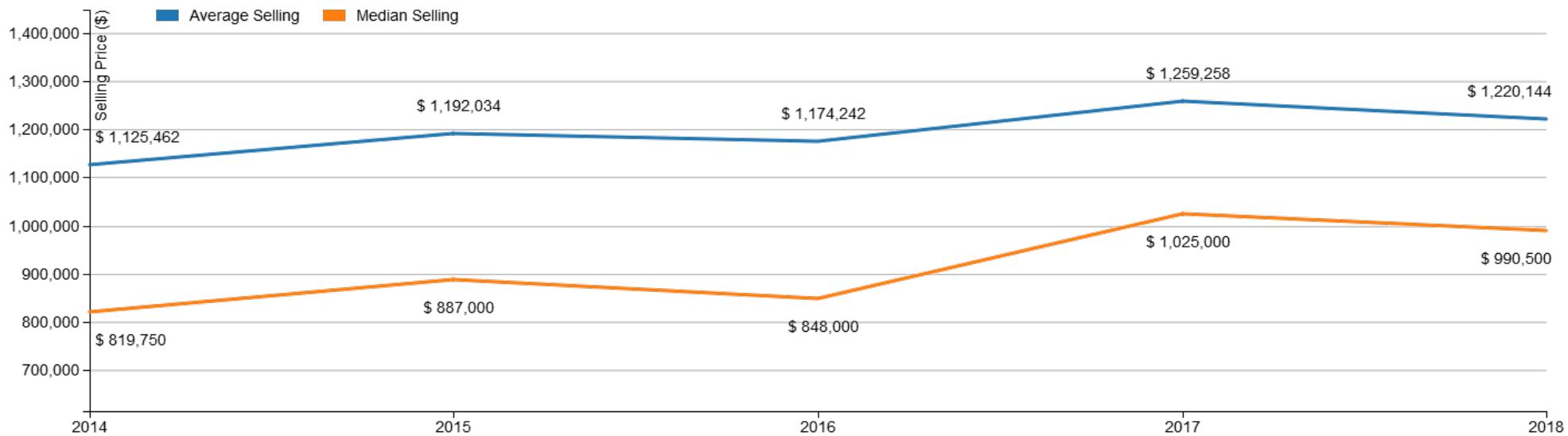
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	2	0%	\$512,500	10%	\$512,500	10%	\$813	-14%	\$813	-14%	27
	2017	16	700%	\$659,687	29%	\$657,500	28%	\$1,050	29%	\$975	20%	-
	2018	1	-94%	\$625,000	-5%	\$625,000	-5%	\$1,058	1%	\$1,058	8%	-
701-1000	2016	9	-10%	\$635,278	-10%	\$642,000	-3%	\$813	-1%	\$821	0%	42
	2017	15	67%	\$834,933	31%	\$835,000	30%	\$1,025	26%	\$969	18%	31
	2018	7	-53%	\$719,168	-14%	\$725,000	-13%	\$938	-9%	\$956	-1%	72
1001-1500	2016	12	0%	\$1,162,750	13%	\$1,069,000	18%	\$972	12%	\$909	18%	66
	2017	18	50%	\$1,373,333	18%	\$1,227,000	15%	\$1,085	12%	\$1,017	12%	64
	2018	17	-6%	\$1,425,381	4%	\$1,385,000	13%	\$1,128	4%	\$1,148	13%	58
1501-1800	2016	3	0%	\$2,121,833	11%	\$2,050,000	24%	\$1,311	12%	\$1,319	31%	73
	2017	2	-33%	\$1,922,500	-9%	\$1,922,500	-6%	\$1,168	-11%	\$1,168	-11%	150
	2018	2	0%	\$1,582,350	-18%	\$1,582,350	-18%	\$994	-15%	\$994	-15%	-
1801-2400	2016	3	-25%	\$2,675,000	13%	\$2,875,000	18%	\$1,256	15%	\$1,354	23%	175
	2017	4	33%	\$2,706,250	1%	\$2,887,500	0%	\$1,216	-3%	\$1,248	-8%	41
	2018	1	-75%	\$2,480,000	-8%	\$2,480,000	-14%	\$1,264	4%	\$1,264	1%	2
Over 2400	2016	0	-	-	-	-	-	-	-	-	-	-
	2017	1	-	\$4,050,000	-	\$4,050,000	-	\$1,013	-	\$1,013	-	41
	2018	1	0%	\$2,900,000	-28%	\$2,900,000	-28%	\$1,036	2%	\$1,036	2%	-



Waterfront  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	152	-	\$1,125,462	-	\$819,750	-	\$822	-	\$735	-	74
2015	155	2%	\$1,192,034	6%	\$887,000	8%	\$903	10%	\$822	12%	64
2016	155	0%	\$1,174,242	-1%	\$848,000	-4%	\$943	4%	\$855	4%	60
2017	169	9%	\$1,259,258	7%	\$1,025,000	21%	\$997	6%	\$952	11%	66
2018	174	3%	\$1,220,144	-3%	\$990,500	-3%	\$1,031	3%	\$1,004	5%	71

Average / Median Selling Price





Waterfront  
Sales by Number of Bedrooms  
2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	6	50%	\$519,000	10%	\$529,500	11%	\$1,123	25%	\$1,184	39%	54
	2017	15	150%	\$726,267	40%	\$670,000	27%	\$1,053	-6%	\$983	-17%	176
	2018	15	0%	\$642,933	-11%	\$660,000	-1%	\$1,102	5%	\$1,080	10%	46
One Bed	2016	58	-15%	\$712,460	-7%	\$675,000	2%	\$818	-2%	\$813	0%	56
	2017	63	9%	\$868,847	22%	\$819,000	21%	\$942	15%	\$926	14%	45
	2018	71	13%	\$859,131	-1%	\$780,000	-5%	\$965	2%	\$960	4%	58
Two Beds	2016	78	20%	\$1,294,996	-2%	\$1,010,000	-8%	\$984	3%	\$874	2%	60
	2017	75	-4%	\$1,408,857	9%	\$1,225,000	21%	\$1,016	3%	\$957	9%	74
	2018	77	3%	\$1,491,923	6%	\$1,465,000	20%	\$1,066	5%	\$1,061	11%	67
Three Plus Beds	2016	13	-28%	\$2,812,396	14%	\$2,575,000	7%	\$1,166	16%	\$1,107	10%	77
	2017	16	23%	\$2,594,938	-8%	\$2,637,500	2%	\$1,071	-8%	\$1,045	-6%	68
	2018	11	-31%	\$2,434,973	-6%	\$2,550,000	-3%	\$1,125	5%	\$1,085	4%	268

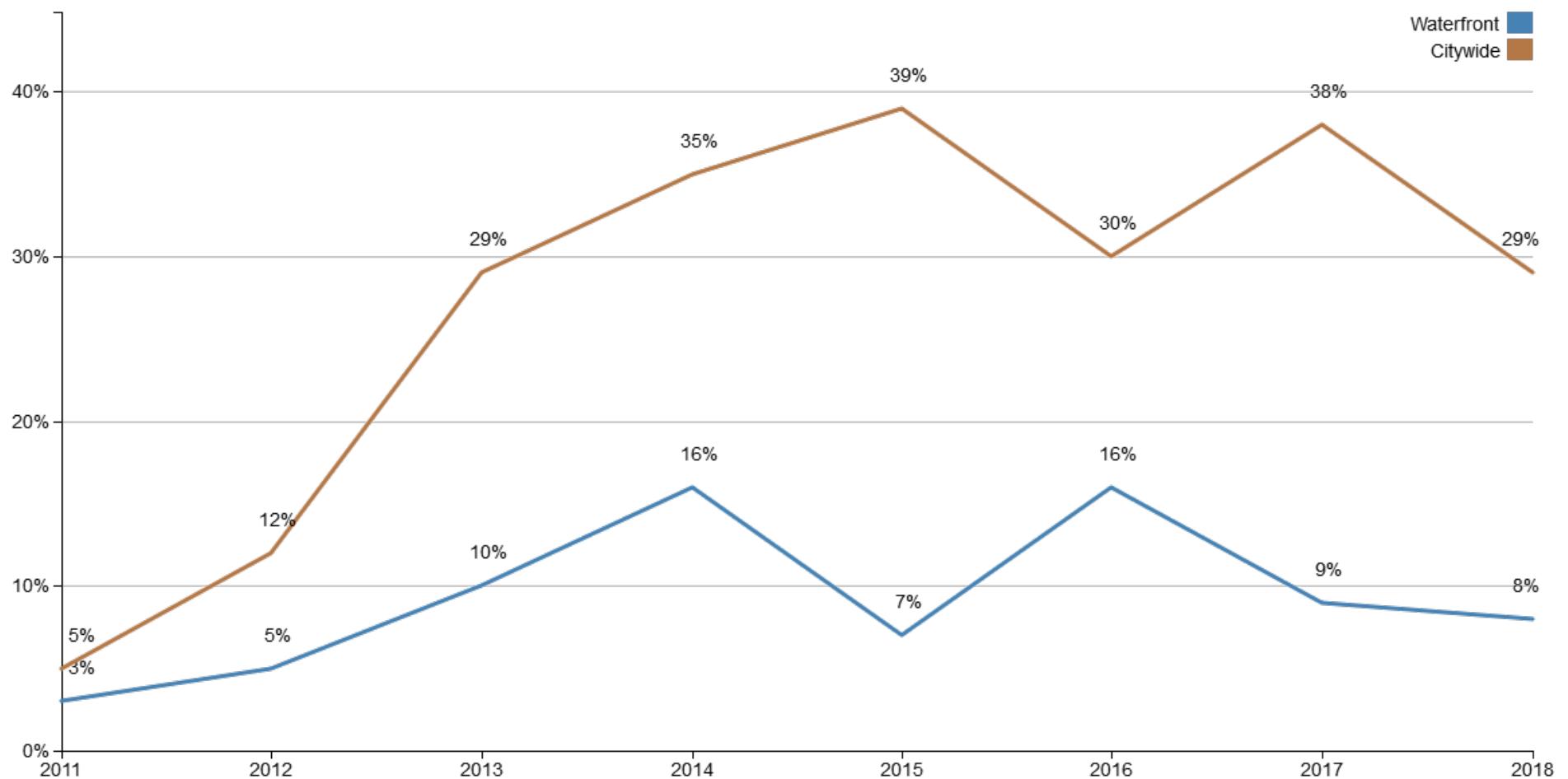


Waterfront  
Sales Comparison by Square Footage  
2018

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2016	12	0%	\$496,800	1%	\$485,000	-1%	\$929	10%	\$834	2%	56
	2017	22	83%	\$630,136	27%	\$640,000	32%	\$1,005	8%	\$957	15%	116
	2018	24	9%	\$656,313	4%	\$609,750	-5%	\$1,054	5%	\$1,013	6%	35
701-1000	2016	54	8%	\$647,758	-1%	\$646,125	1%	\$799	2%	\$805	1%	40
	2017	45	-17%	\$748,827	16%	\$725,000	12%	\$917	15%	\$921	14%	34
	2018	52	16%	\$806,143	8%	\$756,500	4%	\$970	6%	\$954	4%	64
1001-1500	2016	59	18%	\$1,114,242	3%	\$982,000	1%	\$914	2%	\$850	4%	71
	2017	63	7%	\$1,245,174	12%	\$1,149,000	17%	\$1,002	10%	\$925	9%	70
	2018	67	6%	\$1,336,776	7%	\$1,340,000	17%	\$1,058	6%	\$1,085	17%	60
1501-1800	2016	16	-20%	\$1,973,156	8%	\$1,972,500	4%	\$1,220	7%	\$1,209	2%	54
	2017	17	6%	\$1,666,882	-16%	\$1,637,500	-17%	\$1,008	-17%	\$1,003	-17%	102
	2018	15	-12%	\$1,740,013	4%	\$1,790,000	9%	\$1,069	6%	\$1,146	14%	111
1801-2400	2016	10	-38%	\$2,638,000	13%	\$2,702,500	13%	\$1,209	15%	\$1,187	17%	89
	2017	16	60%	\$2,557,344	-3%	\$2,483,750	-8%	\$1,197	-1%	\$1,125	-5%	55
	2018	9	-44%	\$2,422,222	-5%	\$2,200,000	-11%	\$1,125	-6%	\$1,005	-11%	15
Over 2400	2016	4	-43%	\$4,344,038	67%	\$4,588,075	121%	\$1,565	70%	\$1,435	79%	82
	2017	6	50%	\$2,925,667	-33%	\$2,974,500	-35%	\$948	-39%	\$972	-32%	82
	2018	6	0%	\$2,715,833	-7%	\$2,885,000	-3%	\$936	-1%	\$1,023	5%	295

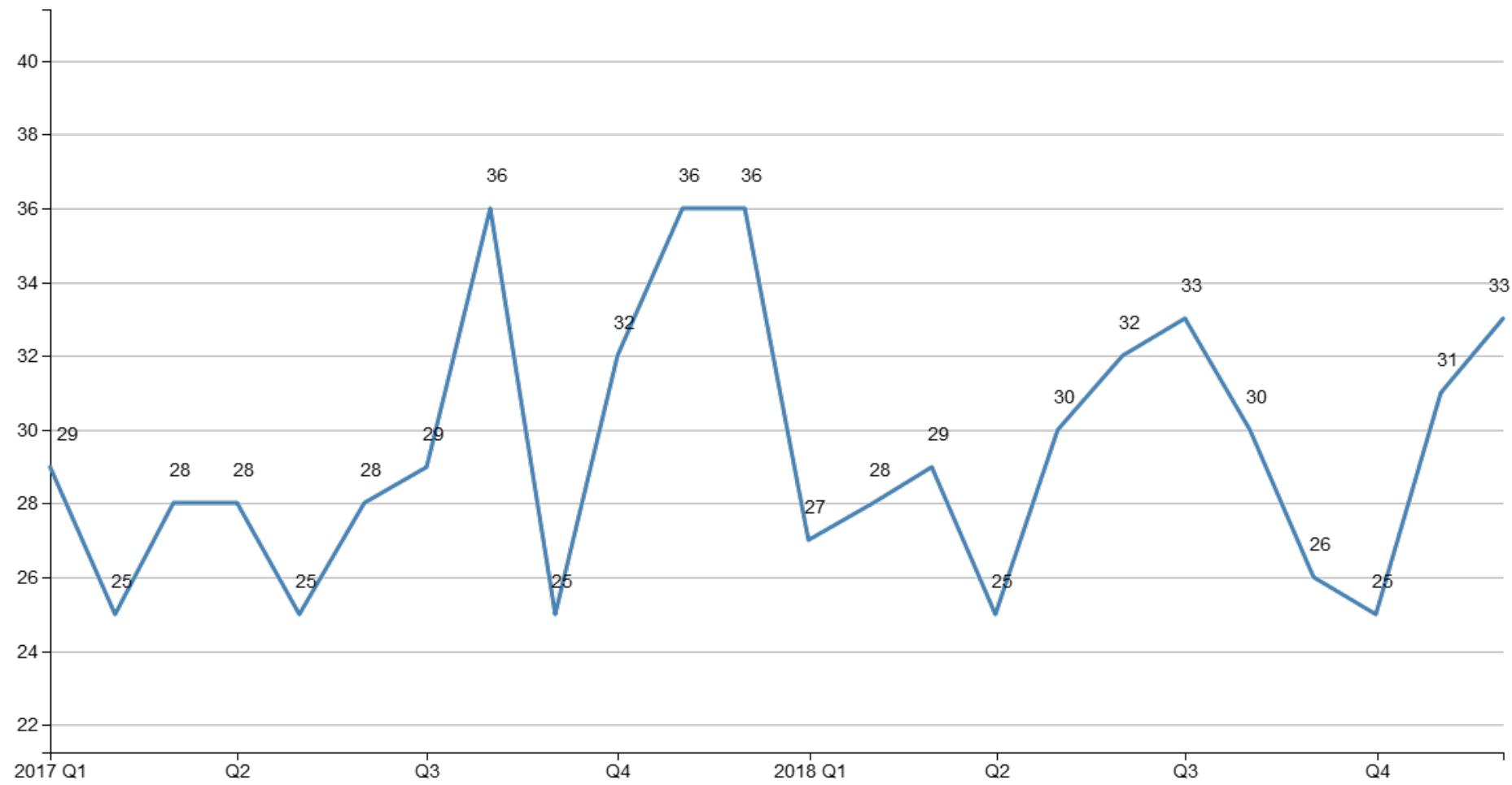


Waterfront  
Sales Over Last Asking Price  
2018





Waterfront  
Inventory  
2018





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West End

# Annual Sales Summary

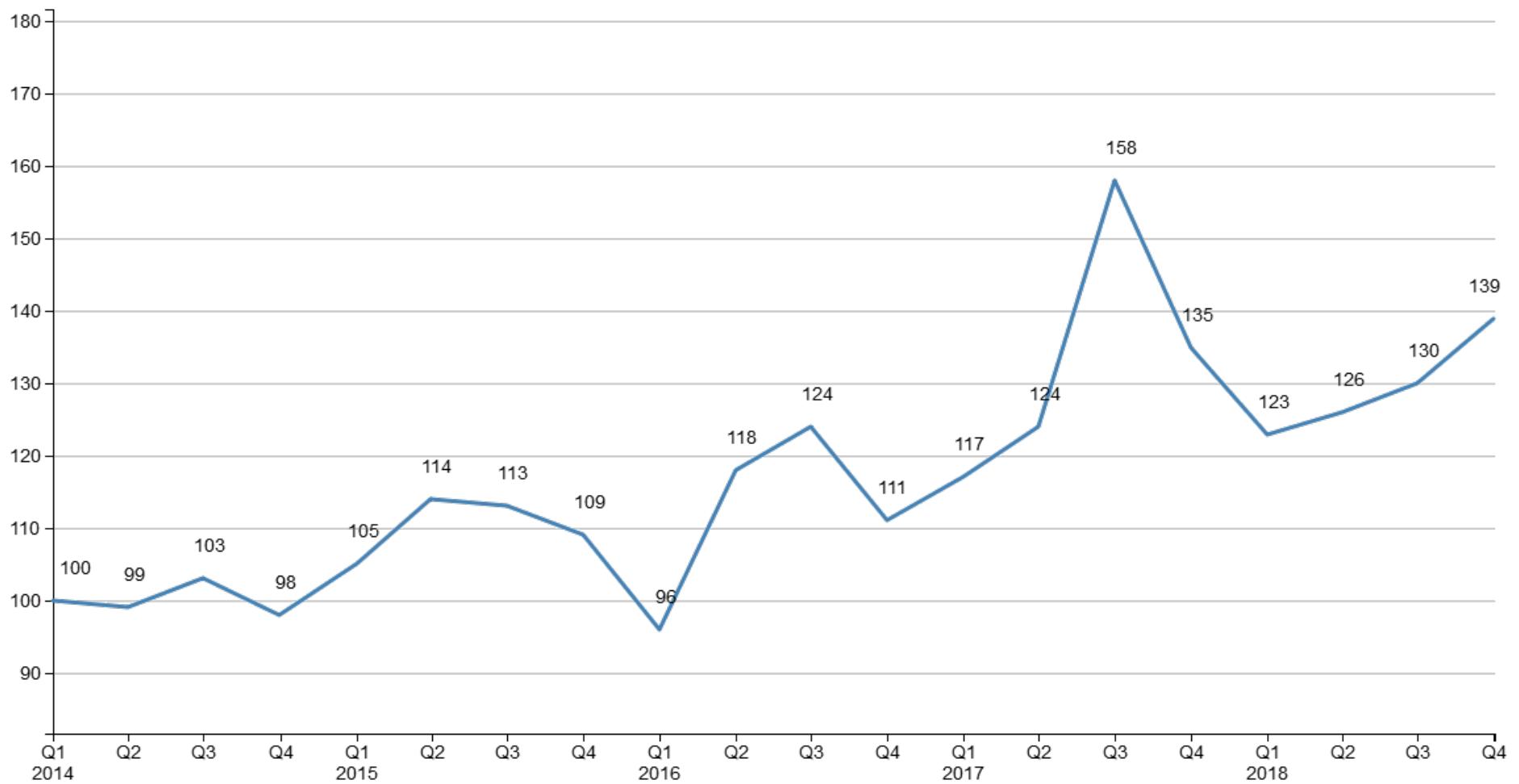
2018

24 School Street Suite 702, Boston, MA 02116

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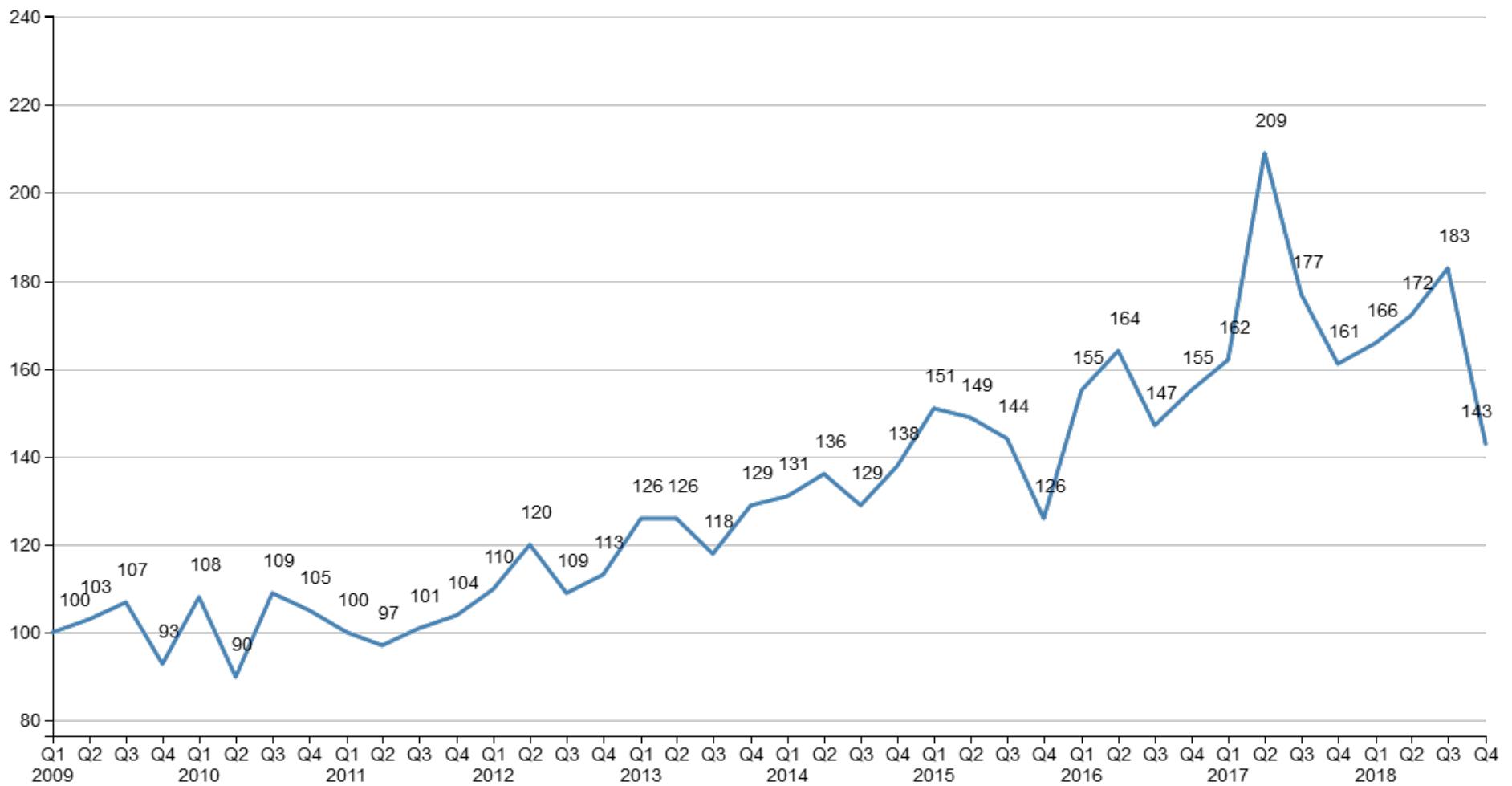


West End  
Five Year Price Index  
(Appreciation Rate)





West End  
Ten Year Price Index  
(Appreciation Rate)

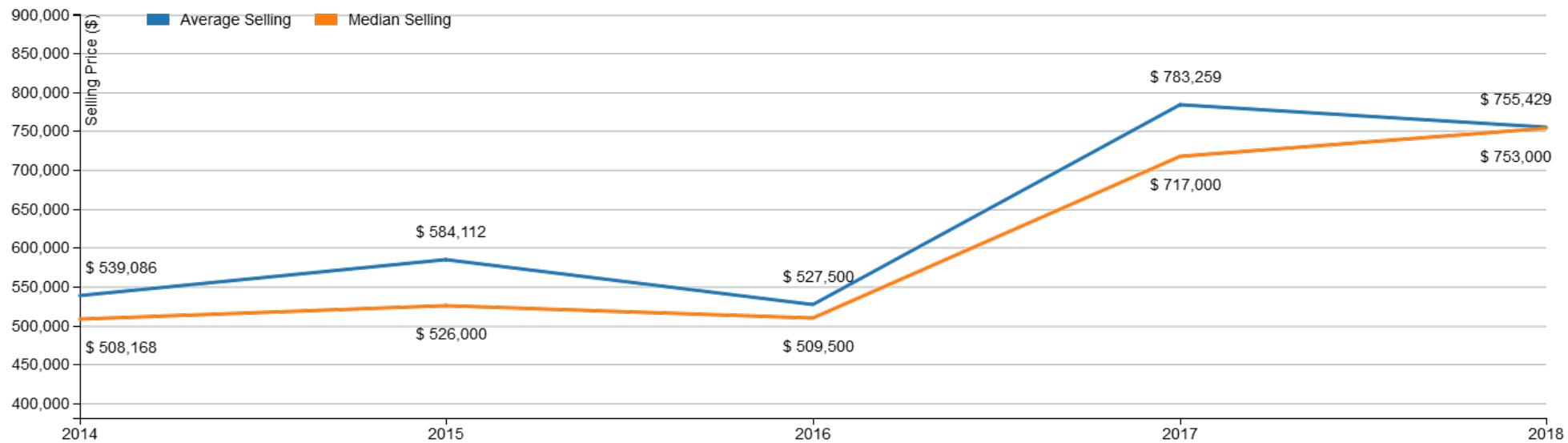




West End  
Sales Summary  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	14	-	\$539,086	-	\$508,168	-	\$556	-	\$552	-	45
2015	12	-14%	\$584,112	8%	\$526,000	4%	\$610	10%	\$582	5%	38
2016	6	-50%	\$527,500	-10%	\$509,500	-3%	\$629	3%	\$657	13%	140
2017	16	167%	\$783,259	48%	\$717,000	41%	\$797	27%	\$677	3%	105
2018	14	-13%	\$755,429	-4%	\$753,000	5%	\$796	0%	\$791	17%	95

Average / Median Selling Price





## West End

## Sales by Number of Bedrooms

## 4th Quarter 2018



## West End

## Sales Comparison by Square Footage

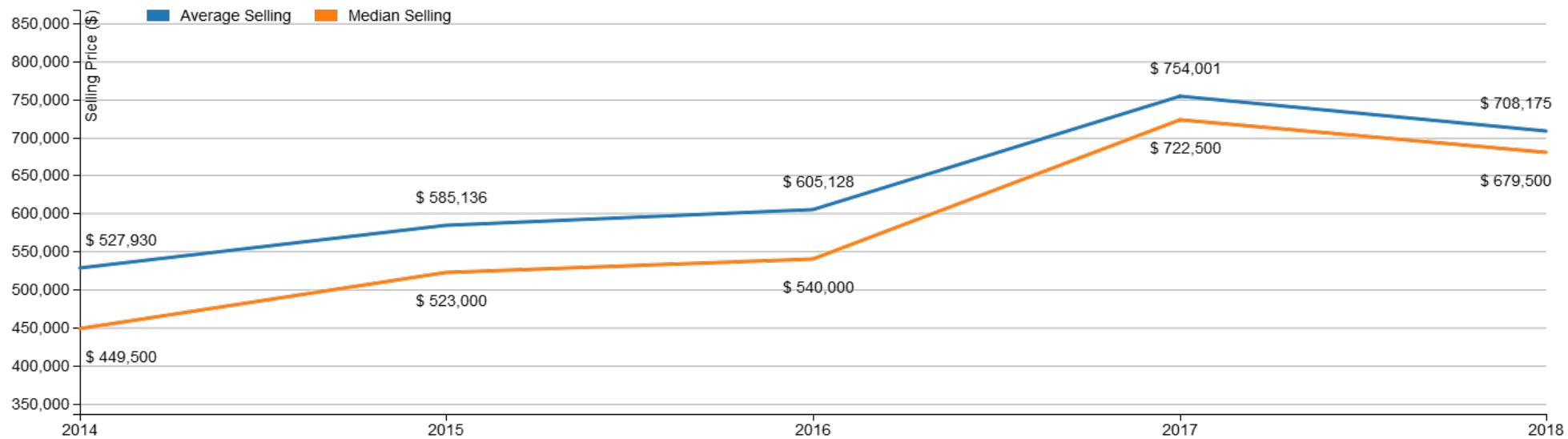
## 4th Quarter 2018



West End  
Sales Summary  
2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2014	50	-	\$527,930	-	\$449,500	-	\$577	-	\$553	-	59
2015	54	8%	\$585,136	11%	\$523,000	16%	\$628	9%	\$618	12%	49
2016	47	-13%	\$605,128	3%	\$540,000	3%	\$675	8%	\$672	9%	39
2017	73	55%	\$754,001	25%	\$722,500	34%	\$825	22%	\$731	9%	89
2018	60	-18%	\$708,175	-6%	\$679,500	-6%	\$747	-9%	\$685	-6%	75

Average / Median Selling Price





West End

Sales by Number of Bedrooms

2018

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2016	9	29%	\$440,444	15%	\$440,000	10%	\$685	14%	\$690	10%	12
	2017	12	33%	\$417,292	-5%	\$420,000	-5%	\$654	-5%	\$664	-4%	66
	2018	5	-58%	\$453,500	9%	\$440,500	5%	\$701	7%	\$693	4%	49
One Bed	2016	28	4%	\$524,215	2%	\$539,750	8%	\$663	4%	\$666	8%	70
	2017	37	32%	\$677,691	29%	\$599,000	11%	\$861	30%	\$901	35%	70
	2018	28	-24%	\$623,554	-8%	\$552,500	-8%	\$775	-10%	\$706	-22%	76
Two Beds	2016	8	-60%	\$950,500	26%	\$825,000	12%	\$687	9%	\$636	4%	31
	2017	22	175%	\$1,047,045	10%	\$1,025,000	24%	\$873	27%	\$876	38%	142
	2018	26	18%	\$817,826	-22%	\$747,000	-27%	\$719	-18%	\$629	-28%	77
Three Plus Beds	2016	2	-	\$1,097,500	-	\$1,097,500	-	\$752	-	\$752	-	5
	2017	2	0%	\$962,500	-12%	\$962,500	-12%	\$651	-13%	\$651	-13%	111
	2018	1	-50%	\$1,500,000	56%	\$1,500,000	56%	\$920	41%	\$920	41%	77



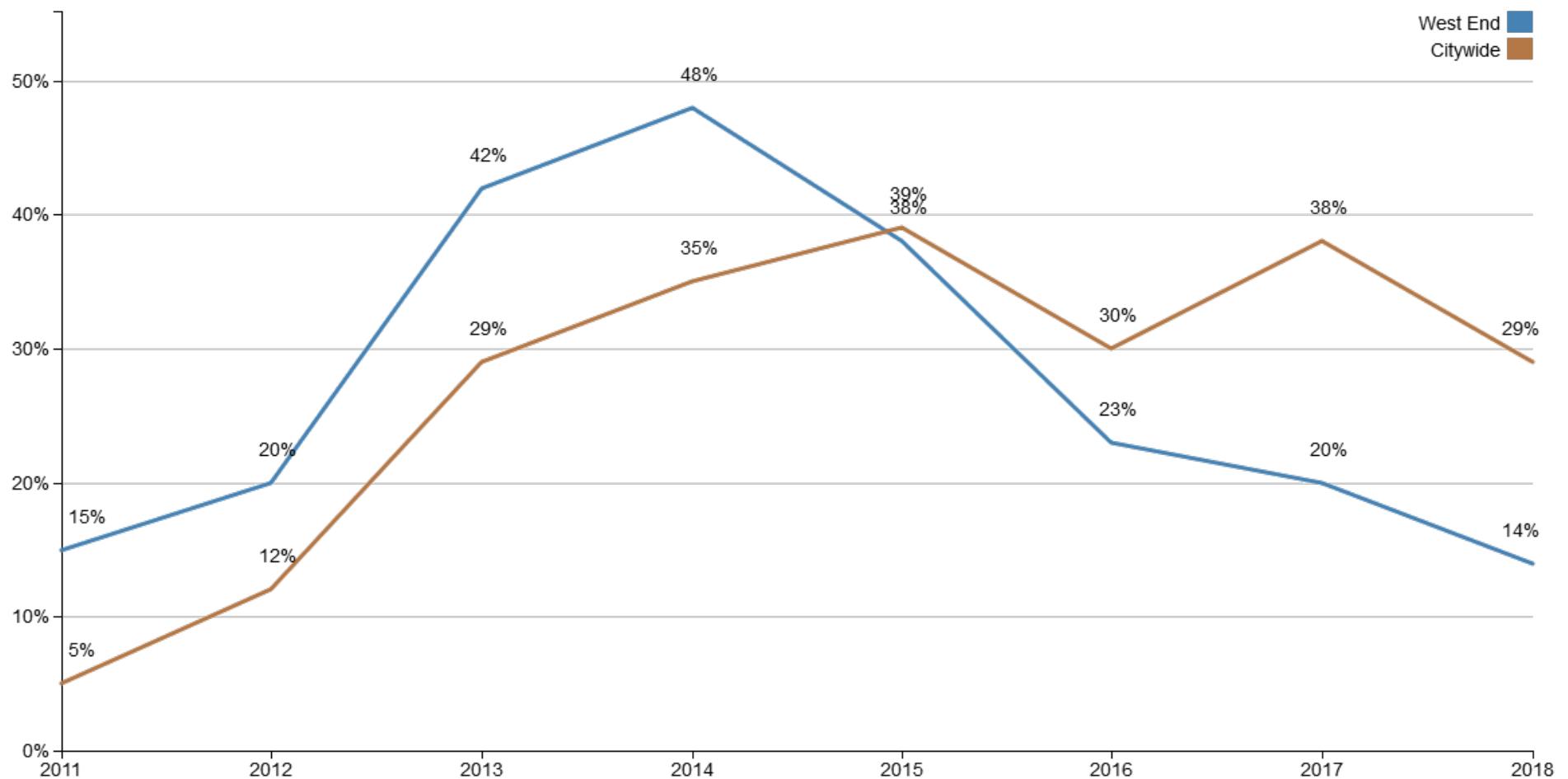
# West End

## Sales Comparison by Square Footage

### 2018



West End  
Sales Over Last Asking Price  
2018





West End  
Inventory  
2018

