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Q3
2018

Boston Quarterly Market Insights Report

Introducing the Compass Q3 2018 Boston Market Report

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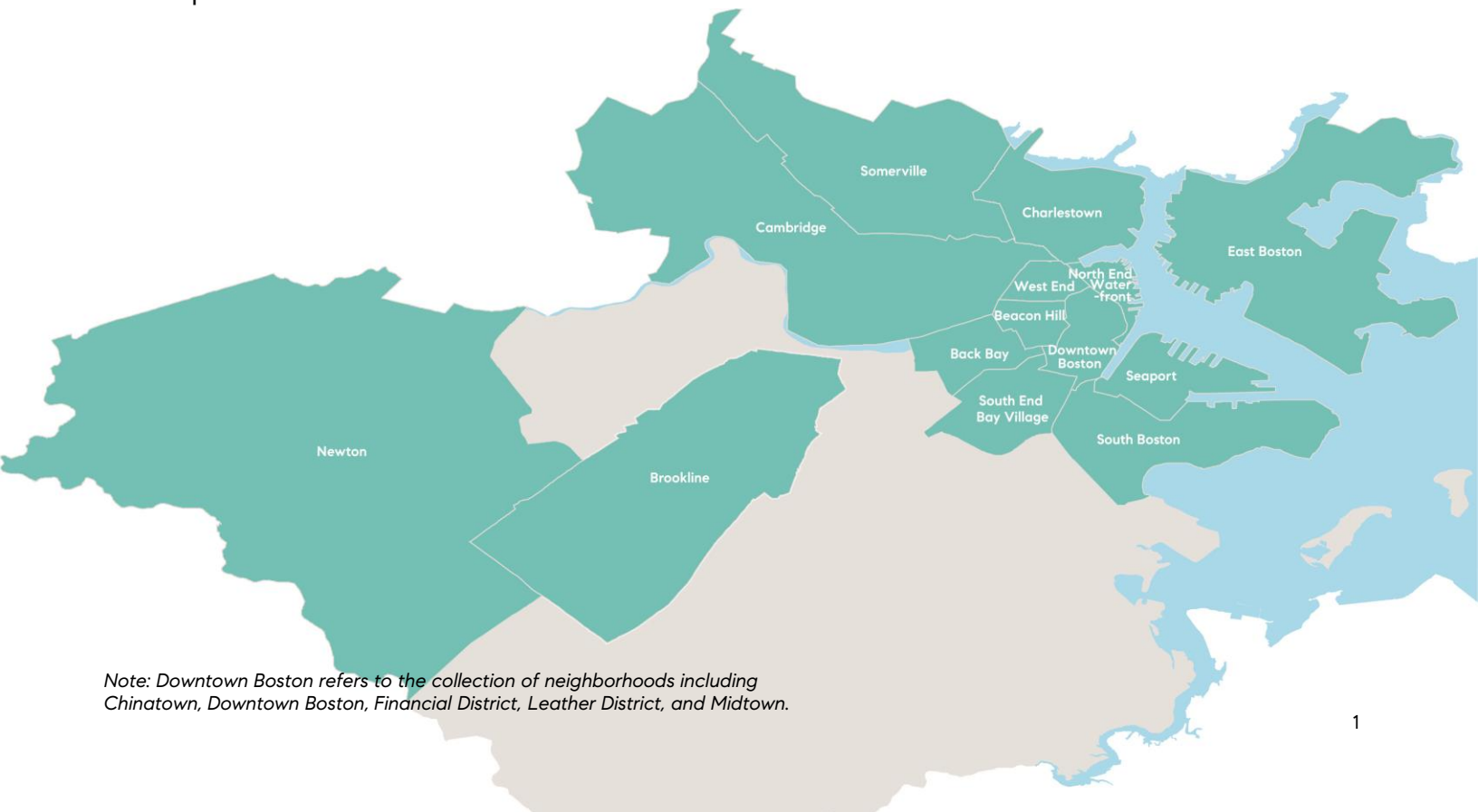
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Note: Downtown Boston refers to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

Executive Summary

Boston Market

Highlighted throughout the next few pages are several key trends observed during the third quarter.

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Inventory

Condominium

Boston condo inventory levels rose 2% year-over-year (Y-o-Y) to 935 available units at a median asking price of \$998K in Q3 2018. While the net Y-o-Y change in the total number of listings is small, some neighborhoods experienced substantial inventory increases (Seaport District, +147% Y-o-Y to 42 listings and North End/Waterfront, +46% Y-o-Y to 54 listings), but some others saw substantial decreases (Cambridge, -44% Y-o-Y to 54 listings, East Boston and Back Bay, -25% Y-o-Y to 44 listings and 85 listings, respectively). New development projects, such as Echelon Seaport at 133 Seaport Blvd., The Muse at 63 Melcher St., and Pier 4 at 300 Pier 4 Blvd., were primarily responsible for the sharp increases in available listings in Seaport District. Nearly half of the inventory in Boston is comprised of two-bedroom units, however there has been an increase in available one-bedroom units when compared to Q3 2017 (+18% Y-o-Y to 195 units).

Asking PPSF increased a noticeable 8% Y-o-Y to \$849 in Q3 2018, swinging up in every neighborhood in Compass' universe of coverage but Back Bay (-4% to \$1,258/SF) and Beacon Hill (-1% to \$1,181/SF). Neighborhoods with increased valuations which primarily drove the overall upward trend Y-o-Y included West End (+46% to \$948/SF), Seaport District (+20% to \$1,297/SF) and East Boston (+20% to \$610/SF).

Single Family

Significantly low levels of single family inventory continued to characterize the Boston market in Q3 2018, with 6% Y-o-Y decrease to 234 active residences. Over half of the available inventory was located in Newton (+9% Y-o-Y to 125 homes), while the rest of the neighborhoods are still extremely inventory constrained. The largest absolute Y-o-Y decreases of available residences occurred in East Boston (-75% to 4 units) and South End/Bay Village (-67% to 5 units available).

Asking prices jumped up 14% Y-o-Y to \$2M as sellers responded to buyers' competing offers due to low inventory levels. Marketwide, median asking PPSF increased 7% Y-o-Y to \$548/SF, most prominently impacted by increases in South End/Bay Village (+32% Y-o-Y to \$1,276/SF) and Somerville (+24% Y-o-Y to \$555/SF).

Executive Summary

Boston Market

Highlighted throughout the next few pages are several key trends observed during the third quarter.

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Closings

Condominium

There were 1,566 condos closed in Q3 2018, an increase of 25% Y-o-Y, as more new construction comes online in response to years of pent-up demand. The 309 closings in South Boston this quarter represented a 64% Y-o-Y increase and 121 more sold units compared to Q3 2017, almost half of the 312 increased sales in Boston's condo market. This notable rise was mainly driven by the opening of a new development project, Port45, which closed 75 units this quarter. A few neighborhoods experienced significant swings in the number of closings, including Seaport District (+142% Y-o-Y to 29 closings), North End/Waterfront (+73% Y-o-Y to 71 closings) and West End (-71% Y-o-Y to 8 closings). Median PPSF increased 10% Y-o-Y to \$785/SF, most substantially in Seaport District (+42% to \$1,146/SF), which was inflated by new development closings at 50 Liberty Dr. and The Muse at 63 Melcher St.

Marketwide, Boston condos spent 20 days on the market, up 1 day compared to Q3 2017, but still a relatively short period compared to other major cities. 51% of condos sold in Q3 2018 were two-bedroom units, which sold at a median valuation of \$777/SF, an increase of 11% Y-o-Y. These metrics indicate that Boston's strong condo demand continues to put upward pressure on prices in the face of historically low supply.

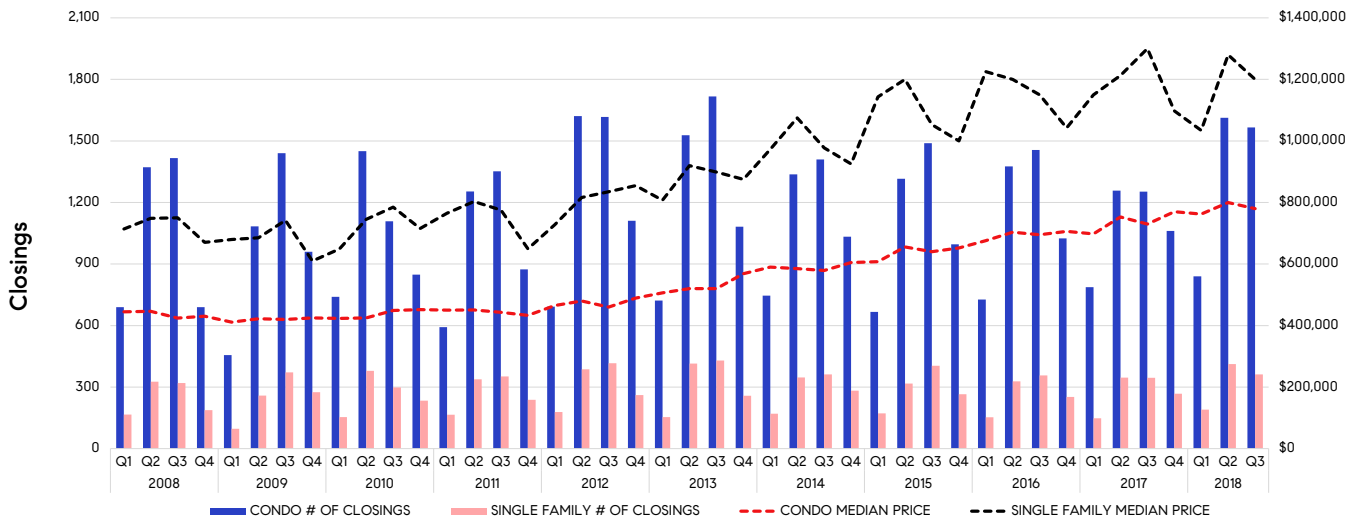
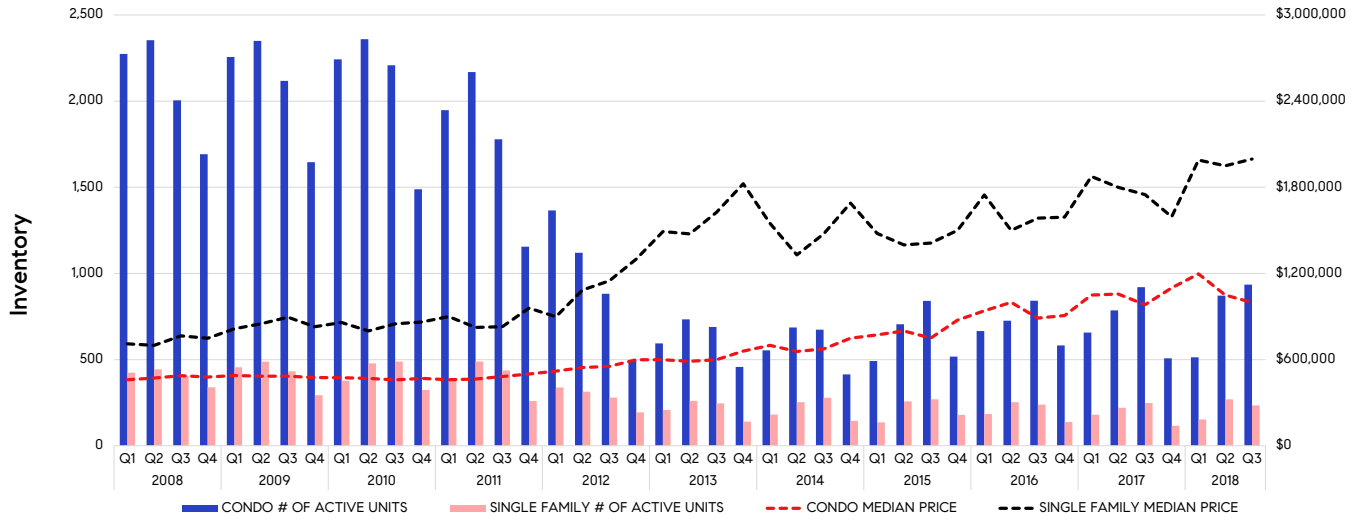
Single Family

Despite inventory constraints, the single family home market in Boston experienced a robust third quarter, with the number of single family closings increasing 5% Y-o-Y to 362 sales at a median sales price of \$1.2M. The majority of closings in Q3 2018 occurred in Newton (+8% Y-o-Y to 208 closings), which historically has a more active single family market compared to other neighborhoods.

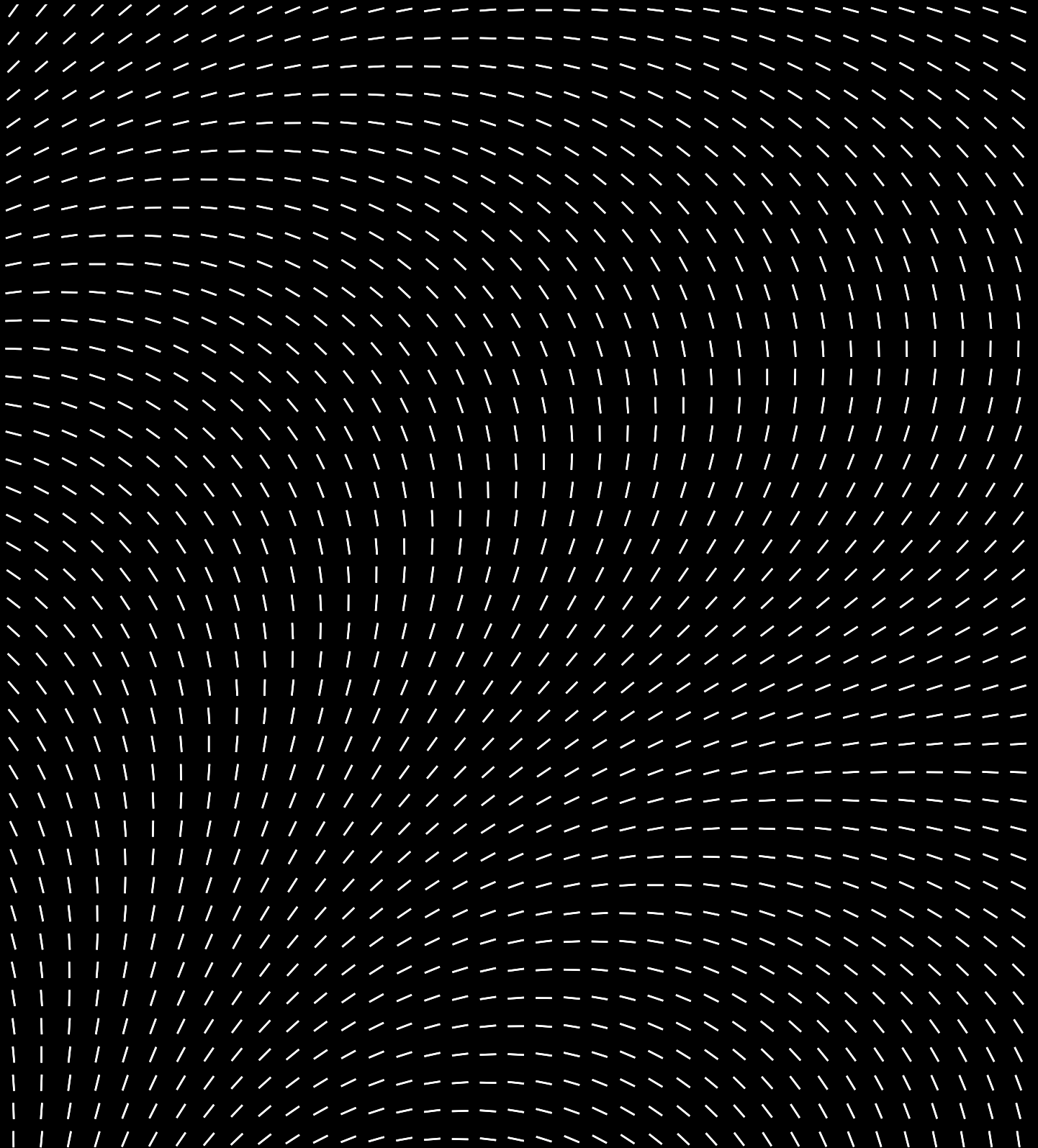
Overall, valuations increased only slightly, up 2% Y-o-Y to \$492/SF, driven partially by strong increases in East Boston (+41% Y-o-Y to \$384/SF) and Back Bay (+27% Y-o-Y to \$1,231/SF). Marketwide, homes in Boston spent 20 days on market in Q3 2018, with no net change Y-o-Y. Among all neighborhoods, homes in South End/Bay Village spent the longest time on market this quarter – 59 days compared to 34 days in the same period last year. However, on a positive note, homes in Back Bay and Brookline both spent only 19 days on market this quarter, decreasing from 33 and 34 days in Q3 2017, respectively.

Boston Condominium & Single Family Overview

The charts below highlight 10 years of historical performance of inventory and closings by quarter.



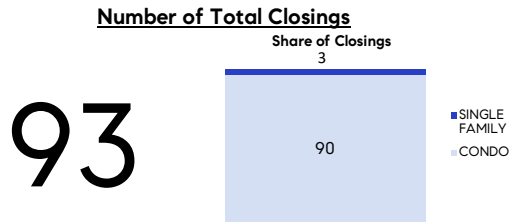
Neighborhood Snapshots



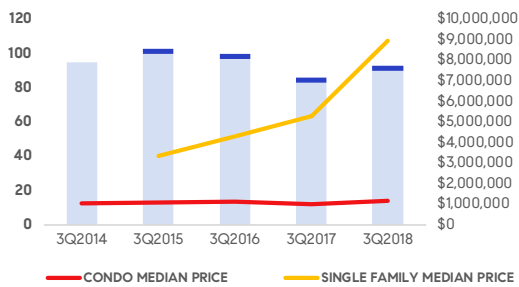
Back Bay

The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,177,000

Median Condo Sales Price

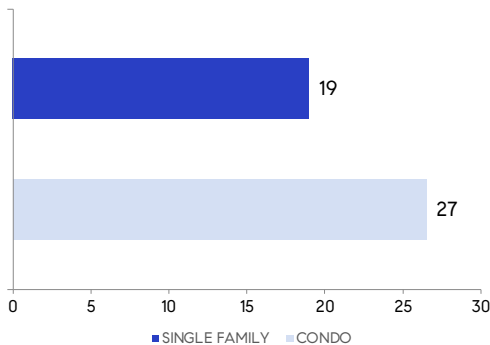
\$8,995,000

Median Single Family Sales Price

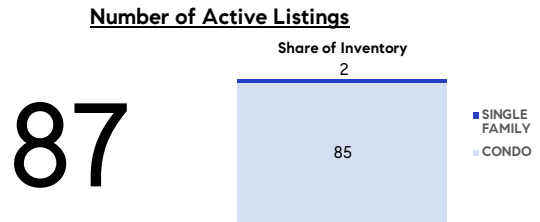
\$1,225

Median Condo Sales PPSF

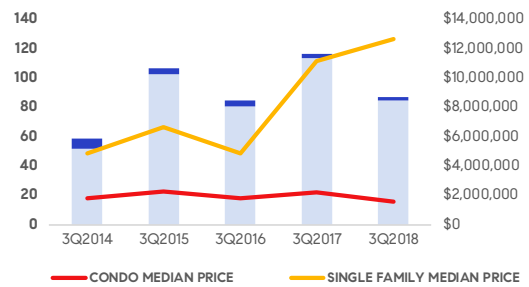
Median Days on Market



Inventory



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,575,000

Median Condo Asking Price

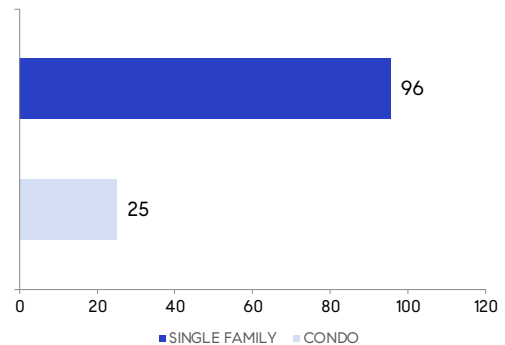
\$12,698,000

Median Single Family Asking Price

\$1,258

Median Condo Asking PPSF

Median Days on Market



Back Bay

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	90	83	8.4%	110	-18.2%
Median Price	\$1,177,000	\$1,000,000	17.7%	\$1,135,000	3.7%
Median PPSF	\$1,225	\$1,118	9.6%	\$1,188	3.1%
Median Days on Market	27	23	15.2%	21	26.2%
Median Negotiability	-1.5%	-1.3%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$409,000	\$420,000	-2.6%	\$575,000	-28.9%
1 BR	\$725,000	\$685,000	5.8%	\$675,000	7.4%
2 BR	\$1,350,000	\$1,285,000	5.1%	\$1,414,000	-4.5%
3 BR	\$4,000,000	\$2,475,000	61.6%	\$2,913,000	37.3%
4 BR+	\$4,363,000	\$3,813,000	14.4%	\$6,605,000	-33.9%
SINGLE FAMILY					
Number of Closings	3	3	0.0%	0	-
Median Price	\$8,995,000	\$5,325,000	68.9%	-	-
Median Days on Market	19	33	-42.4%	-	-
Median Negotiability	0.0%	-6.8%	-	-	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	\$5,325,000	-	-	-
> 4,000	\$8,995,000	\$5,725,000	57.1%	-	-

Back Bay Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	85	114	-25.4%	92	-7.6%
Median Price	\$1,575,000	\$2,240,000	-29.7%	\$2,200,000	-28.4%
Median PPSF	\$1,258	\$1,314	-4.2%	\$1,384	-9.1%
Median Days on Market	25	67	-62.7%	59	-57.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$525,000	\$500,000	5.0%	\$489,000	7.4%
1 BR	\$895,000	\$877,000	2.1%	\$875,000	2.3%
2 BR	\$1,712,000	\$1,988,000	-13.9%	\$2,016,000	-15.1%
3 BR	\$4,485,000	\$2,950,000	52.0%	\$4,200,000	6.8%
4 BR+	\$6,350,000	\$8,025,000	-20.9%	\$7,575,000	-16.2%
SINGLE FAMILY					
Number of Active Listings	2	3	-33.3%	3	-33.3%
Median Price	\$12,698,000	\$11,200,000	13.4%	\$6,490,000	95.7%
Median Days on Market	96	103	-7.3%	119	-19.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	\$12,698,000	\$11,200,000	13.4%	\$6,490,000	95.7%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.0	4.1

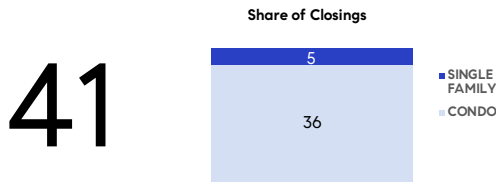
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Beacon Hill

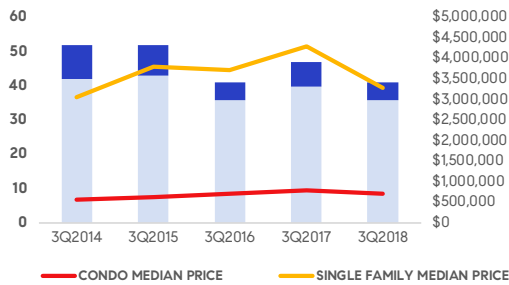
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$718,000

Median Condo Sales Price

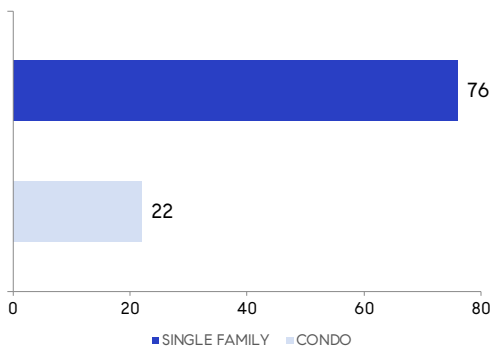
\$3,300,000

Median Single Family Sales Price

\$1,168

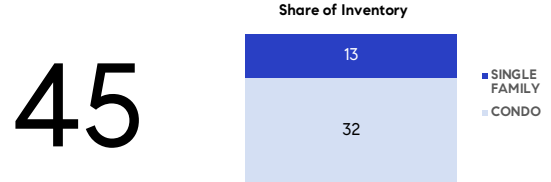
Median Condo Sales PPSF

Median Days on Market

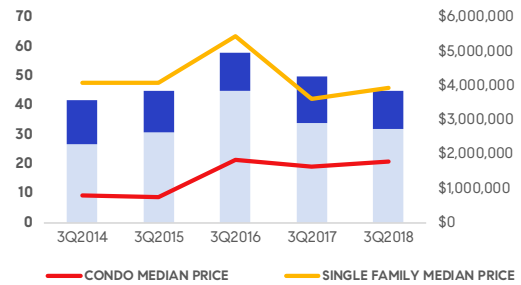


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,797,000

Median Condo Asking Price

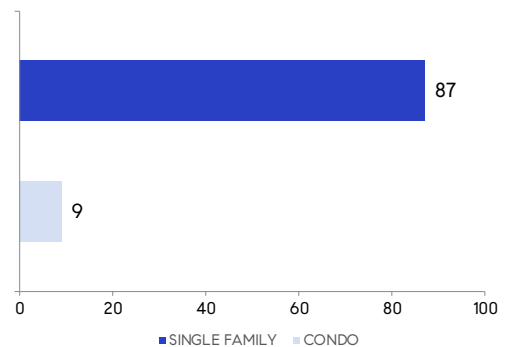
\$3,950,000

Median Single Family Asking Price

\$1,181

Median Condo Asking PPSF

Median Days on Market



Beacon Hill

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	36	40	-10.0%	56	-35.7%
Median Price	\$718,000	\$793,000	-9.5%	\$909,000	-21.0%
Median PPSF	\$1,168	\$1,077	8.4%	\$1,166	0.1%
Median Days on Market	22	23	-2.2%	19	18.9%
Median Negotiability	-0.5%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$503,000	-	\$475,000	-
1 BR	\$684,000	\$495,000	38.2%	\$645,000	6.0%
2 BR	\$699,000	\$998,000	-30.0%	\$1,150,000	-39.2%
3 BR	\$2,740,000	\$2,775,000	-1.3%	\$2,630,000	4.2%
4 BR+	\$6,800,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	5	7	-28.6%	10	-50.0%
Median Price	\$3,300,000	\$4,300,000	-23.3%	\$1,862,000	77.2%
Median Days on Market	76	91	-16.5%	31	145.2%
Median Negotiability	-6.5%	-4.7%	-	-2.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	\$1,730,000	-
2,000 - 3,000	\$717,000	\$3,100,000	-76.9%	\$3,256,000	-78.0%
3,000 - 4,000	\$3,300,000	-	-	\$2,060,000	60.2%
> 4,000	\$6,315,000	\$6,300,000	0.2%	-	-

Beacon Hill Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	32	34	-5.9%	31	3.2%
Median Price	\$1,797,000	\$1,637,000	9.8%	\$2,650,000	-32.2%
Median PPSF	\$1,181	\$1,194	-1.1%	\$1,386	-14.8%
Median Days on Market	9	74	-87.8%	81	-88.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$725,000	\$809,000	-10.4%	\$695,000	4.3%
2 BR	\$1,595,000	\$2,150,000	-25.8%	\$2,100,000	-24.0%
3 BR	\$3,350,000	\$3,695,000	-9.3%	\$3,595,000	-6.8%
4 BR+	\$11,450,000	\$8,375,000	36.7%	\$16,998,000	-32.6%
SINGLE FAMILY					
Number of Active Listings	13	16	-18.8%	12	8.3%
Median Price	\$3,950,000	\$3,623,000	9.0%	\$4,438,000	-11.0%
Median Days on Market	87	121	-28.1%	220	-60.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,575,000	\$1,470,000	7.1%	\$1,575,000	0.0%
1,500 - 2,000	\$2,195,000	-	-	\$2,029,000	8.2%
2,000 - 3,000	\$2,918,000	\$2,475,000	17.9%	\$3,990,000	-26.9%
3,000 - 4,000	\$4,220,000	\$3,986,000	5.9%	\$4,070,000	3.7%
> 4,000	\$7,200,000	\$7,350,000	-2.0%	\$7,990,000	-9.9%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.3	3.8

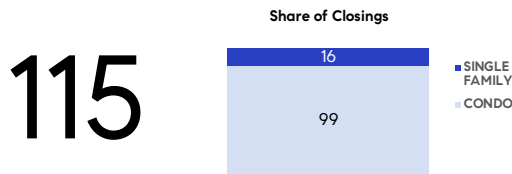
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Charlestown

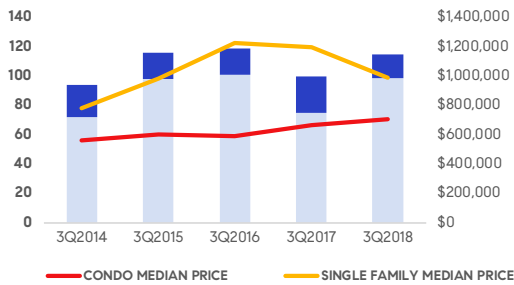
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$709,000

Median Condo Sales Price

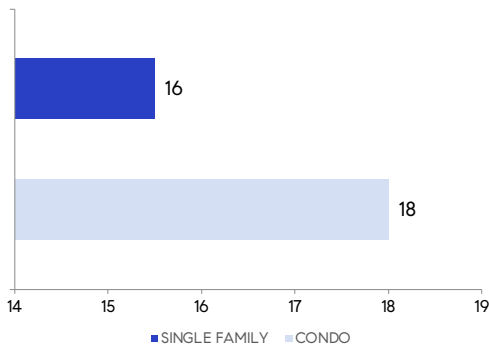
\$993,000

Median Single Family Sales Price

\$738

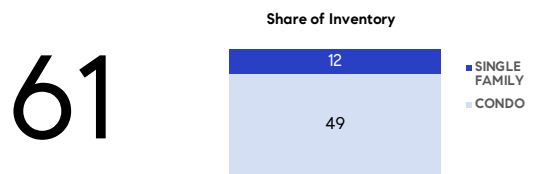
Median Condo Sales PPSF

Median Days on Market

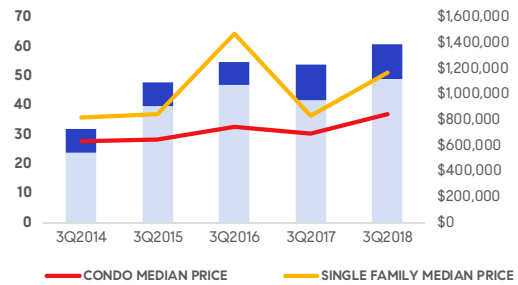


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$849,000

Median Condo Asking Price

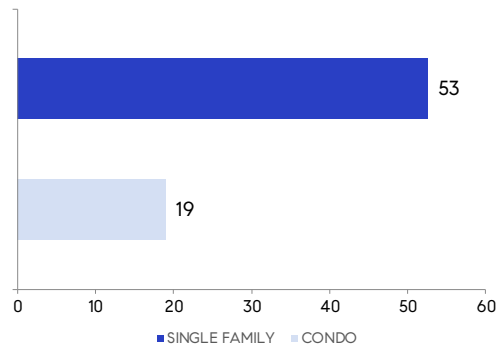
\$1,173,000

Median Single Family Asking Price

\$761

Median Condo Asking PPSF

Median Days on Market



Charlestown

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	99	75	32.0%	125	-20.8%
Median Price	\$709,000	\$670,000	5.8%	\$750,000	-5.5%
Median PPSF	\$738	\$706	4.6%	\$742	-0.5%
Median Days on Market	18	15	20.0%	17	9.1%
Median Negotiability	0.0%	0.0%	-	1.8%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$404,000	-	-	-
1 BR	\$580,000	\$537,000	8.0%	\$565,000	2.7%
2 BR	\$725,000	\$703,000	3.1%	\$775,000	-6.5%
3 BR	\$1,095,000	\$818,000	33.9%	\$1,077,000	1.7%
4 BR+	-	\$1,543,000	-	\$1,260,000	-
SINGLE FAMILY					
Number of Closings	16	25	-36.0%	19	-15.8%
Median Price	\$993,000	\$1,200,000	-17.3%	\$1,255,000	-20.9%
Median Days on Market	16	18	-13.9%	15	3.3%
Median Negotiability	0.0%	0.0%	-	1.7%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$755,000	\$880,000	-14.2%	\$930,000	-18.8%
1,500 - 2,000	\$963,000	\$1,175,000	-18.0%	\$1,220,000	-21.1%
2,000 - 3,000	\$1,275,000	\$1,429,000	-10.8%	\$1,410,000	-9.6%
3,000 - 4,000	\$1,900,000	\$1,528,000	24.3%	\$1,627,000	16.8%
> 4,000	-	-	-	-	-

Charlestown Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	49	42	16.7%	30	63.3%
Median Price	\$849,000	\$699,000	21.5%	\$1,074,000	-20.9%
Median PPSF	\$761	\$735	3.6%	\$692	10.0%
Median Days on Market	19	23	-17.4%	54	-64.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$540,000	\$545,000	-0.9%	\$475,000	13.7%
2 BR	\$814,000	\$689,000	18.1%	\$889,000	-8.4%
3 BR	\$1,720,000	\$1,699,000	1.2%	\$1,787,000	-3.7%
4 BR+	\$1,300,000	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	12	12	0.0%	16	-25.0%
Median Price	\$1,173,000	\$834,000	40.6%	\$1,370,000	-14.4%
Median Days on Market	53	30	75.0%	55	-4.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$764,000	\$717,000	6.6%	\$769,000	-0.7%
1,500 - 2,000	\$1,095,000	\$879,000	24.6%	\$1,023,000	7.0%
2,000 - 3,000	\$1,445,000	\$1,449,000	-0.3%	\$1,499,000	-3.6%
3,000 - 4,000	\$1,925,000	-	-	\$2,200,000	-12.5%
> 4,000	\$3,750,000	-	-	\$2,695,000	39.1%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	1.9	1.8

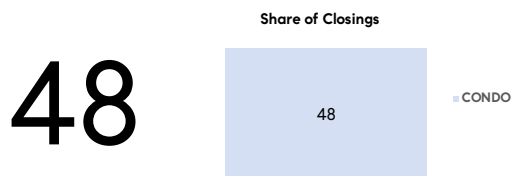
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Downtown Boston

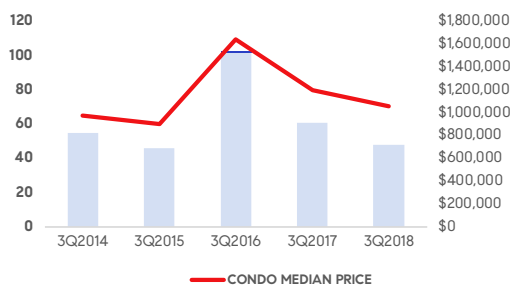
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,060,000

Median Condo Sales Price

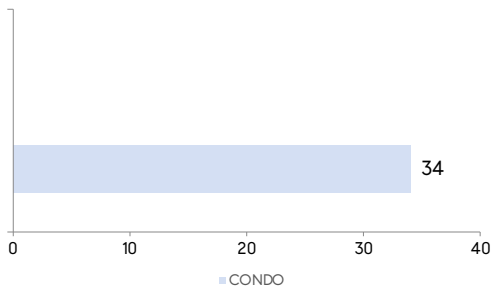
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Median Single Family Sales Price

\$1,094

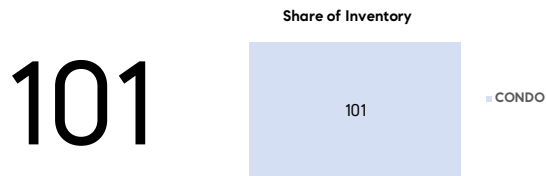
Median Condo Sales PPSF

Median Days on Market

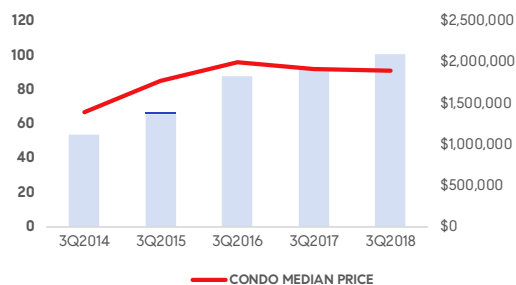


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,900,000

Median Condo Asking Price

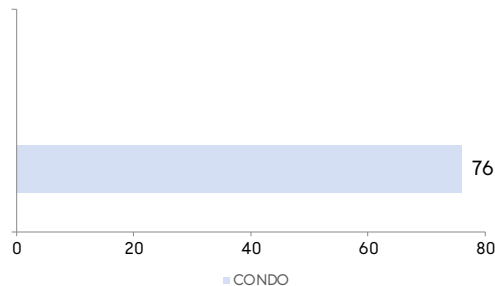
-

Median Single Family Asking Price

\$1,291

Median Condo Asking PPSF

Median Days on Market



Note: Downtown Boston refers to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

Downtown Boston Condominium Closings & Inventory

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	48	61	-21.3%	65	-26.2%
Median Price	\$1,060,000	\$1,200,000	-11.7%	\$1,270,000	-16.5%
Median PPSF	\$1,094	\$1,158	-5.5%	\$1,144	-4.3%
Median Days on Market	34	35	-2.9%	52	-34.0%
Median Negotiability	-3.6%	-2.7%	-	-4.2%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$418,000	\$629,000	-33.5%	\$679,000	-38.4%
1 BR	\$690,000	\$805,000	-14.3%	\$735,000	-6.1%
2 BR	\$1,400,000	\$1,405,000	-0.4%	\$1,600,000	-12.5%
3 BR	\$2,388,000	\$3,350,000	-28.7%	\$2,670,000	-10.6%
4 BR+	-	-	-	-	-

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	101	92	9.8%	90	12.2%
Median Price	\$1,900,000	\$1,925,000	-1.3%	\$1,938,000	-2.0%
Median PPSF	\$1,291	\$1,249	3.4%	\$1,265	2.1%
Median Days on Market	76	70	9.4%	60	26.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$739,000	\$699,000	5.7%	\$739,000	0.0%
1 BR	\$1,075,000	\$990,000	8.6%	\$907,000	18.5%
2 BR	\$1,960,000	\$1,899,000	3.2%	\$1,685,000	16.3%
3 BR	\$3,275,000	\$3,247,000	0.9%	\$2,995,000	9.3%
4 BR+	\$8,800,000	\$10,000,000	-12.0%	\$9,650,000	-8.8%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.3	5.1

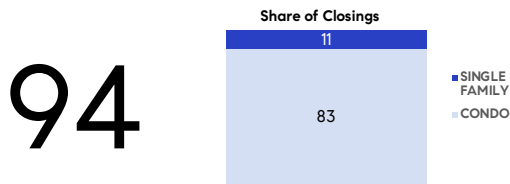
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

East Boston

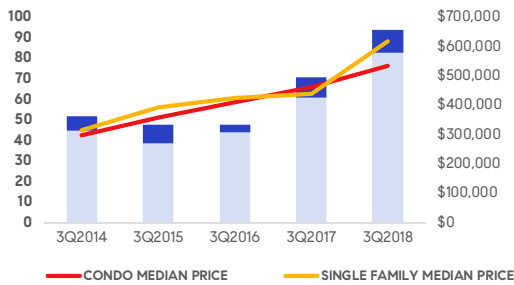
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$537,000

Median Condo Sales Price

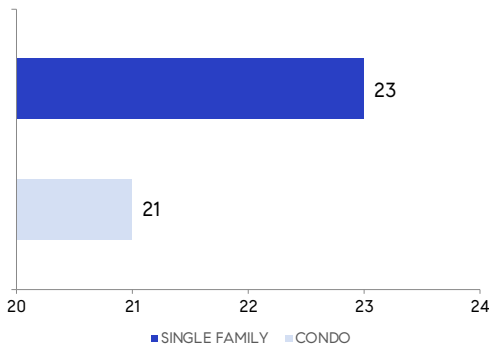
\$621,000

Median Single Family Sales Price

\$555

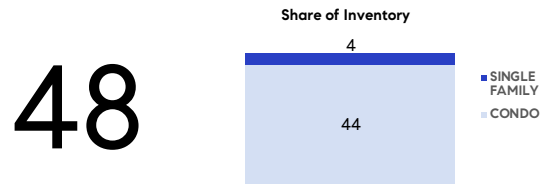
Median Condo Sales PPSF

Median Days on Market

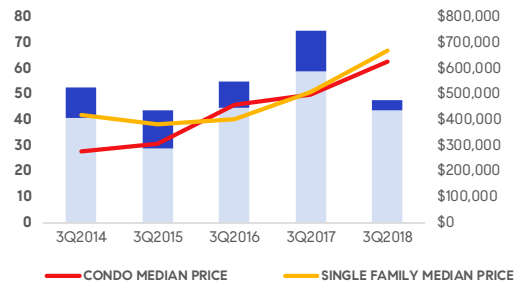


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$629,000

Median Condo Asking Price

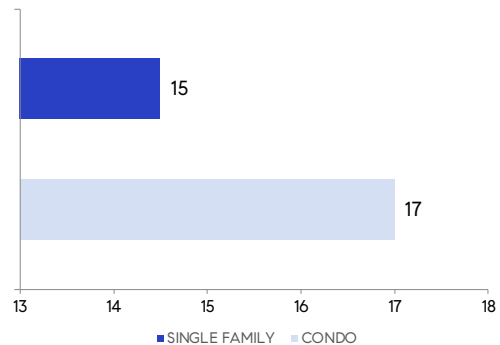
\$672,000

Median Single Family Asking Price

\$610

Median Condo Asking PPSF

Median Days on Market



East Boston Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	83	61	36.1%	88	-5.7%
Median Price	\$537,000	\$465,000	15.5%	\$511,000	5.1%
Median PPSF	\$555	\$506	9.7%	\$579	-4.1%
Median Days on Market	21	24	-12.5%	20	5.0%
Median Negotiability	0.0%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$295,000	-	\$410,000	-
1 BR	\$423,000	\$373,000	13.4%	\$447,000	-5.4%
2 BR	\$560,000	\$464,000	20.7%	\$550,000	1.8%
3 BR	\$623,000	\$616,000	1.1%	\$537,000	16.0%
4 BR+	\$575,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	11	10	10.0%	13	-15.4%
Median Price	\$621,000	\$440,000	41.1%	\$453,000	37.1%
Median Days on Market	23	22	4.5%	17	39.4%
Median Negotiability	6.2%	-7.0%	-	-2.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$552,000	\$377,000	46.4%	\$445,000	24.0%
1,500 - 2,000	\$663,000	\$415,000	59.8%	\$443,000	49.7%
2,000 - 3,000	\$666,000	\$475,000	40.2%	\$650,000	2.5%
3,000 - 4,000	\$730,000	-	-	-	-
> 4,000	-	-	-	-	-

East Boston Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	44	59	-25.4%	30	46.7%
Median Price	\$629,000	\$500,000	25.8%	\$595,000	5.7%
Median PPSF	\$610	\$509	19.7%	\$528	15.6%
Median Days on Market	17	46	-63.0%	45	-62.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$534,000	\$445,000	20.0%	\$368,000	45.1%
2 BR	\$649,000	\$529,000	22.7%	\$665,000	-2.4%
3 BR	\$625,000	\$499,000	25.3%	\$568,000	10.0%
4 BR+	\$799,000	\$535,000	49.3%	-	-
SINGLE FAMILY					
Number of Active Listings	4	16	-75.0%	3	33.3%
Median Price	\$672,000	\$510,000	31.8%	\$399,000	68.4%
Median Days on Market	15	33	-55.4%	20	-27.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$674,000	\$522,000	29.1%	\$325,000	107.4%
1,500 - 2,000	\$672,000	\$489,000	37.4%	-	-
2,000 - 3,000	-	\$1,200,000	-	\$625,000	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	-	-	-	-

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	1.7	3.2

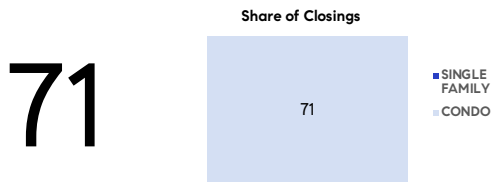
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

North End/Waterfront

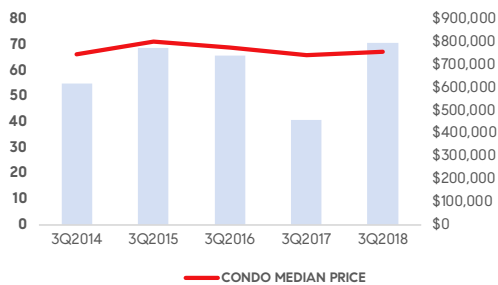
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$758,000

Median Condo Sales Price

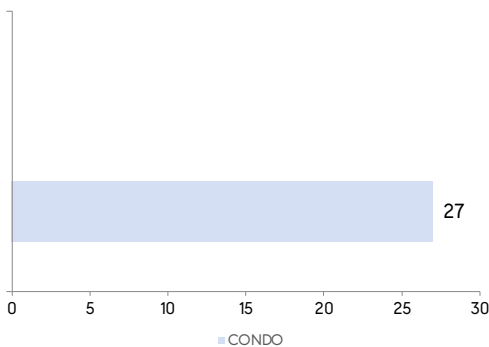
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Median Single Family Sales Price

\$941

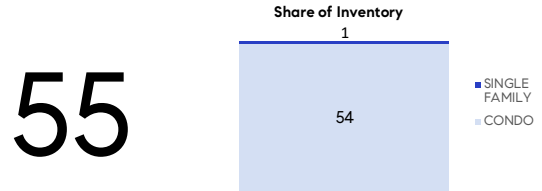
Median Condo Sales PPSF

Median Days on Market

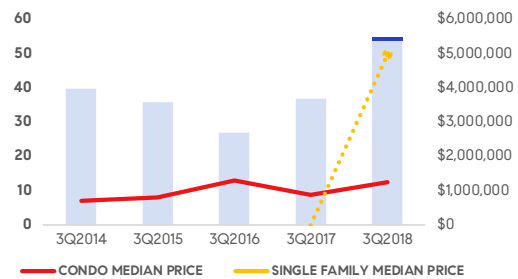


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,265,000

Median Condo Asking Price

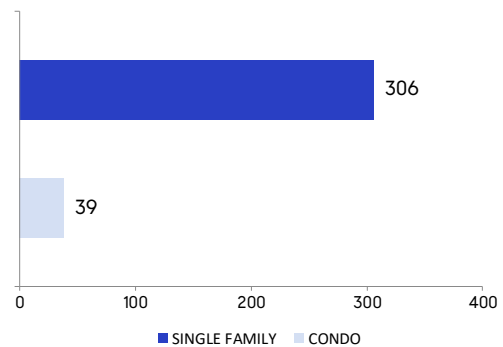
\$4,995,000

Median Single Family Asking Price

\$1,037

Median Condo Asking PPSF

Median Days on Market



North End/Waterfront Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	71	41	73.2%	69	2.9%
Median Price	\$758,000	\$745,000	1.7%	\$990,000	-23.4%
Median PPSF	\$941	\$881	6.9%	\$1,003	-6.1%
Median Days on Market	27	28	-3.6%	20	35.0%
Median Negotiability	-1.7%	-2.0%		-0.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$648,000	-
1 BR	\$600,000	\$625,000	-4.0%	\$647,000	-7.3%
2 BR	\$898,000	\$825,000	8.8%	\$1,300,000	-30.9%
3 BR	\$2,800,000	\$1,350,000	107.4%	\$1,700,000	64.7%
4 BR+	-	\$1,830,000	-	-	-

North End/Waterfront Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	54	37	45.9%	50	8.0%
Median Price	\$1,265,000	\$885,000	42.9%	\$1,067,000	18.6%
Median PPSF	\$1,037	\$915	13.4%	\$1,095	-5.3%
Median Days on Market	39	39	-1.3%	63	-38.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$650,000	-	\$595,000	-
1 BR	\$817,000	\$689,000	18.6%	\$715,000	14.3%
2 BR	\$1,262,000	\$869,000	45.2%	\$1,425,000	-11.4%
3 BR	\$2,799,000	\$1,547,000	80.9%	\$2,525,000	10.9%
4 BR+	\$2,600,000	\$2,499,000	4.0%	\$2,100,000	23.8%
SINGLE FAMILY					
Number of Active Listings	1	0	-	0	-
Median Price	\$4,995,000	-	-	-	-
Median Days on Market	-	-	-	-	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	\$4,995,000	-	-	-	-

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.9	2.4

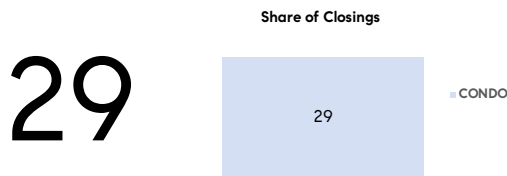
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Seaport District

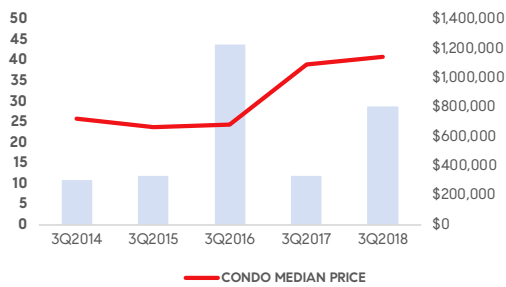
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,145,000

Median Condo Sales Price

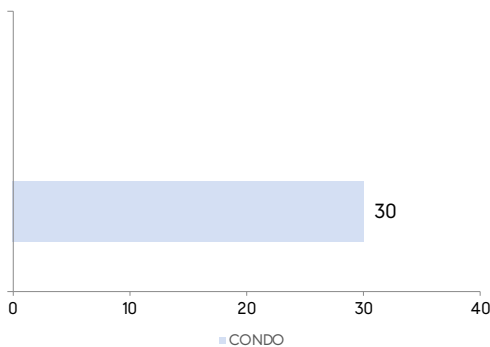
-

Median Single Family Sales Price

\$1,146

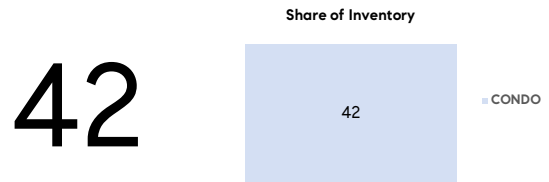
Median Condo Sales PPSF

Median Days on Market

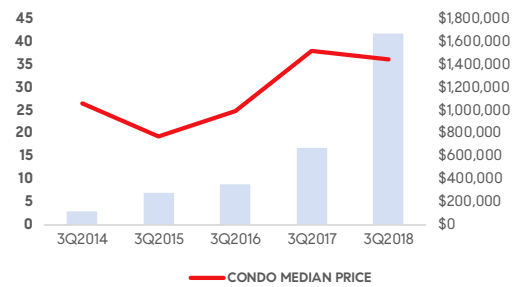


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,450,000

Median Condo Asking Price

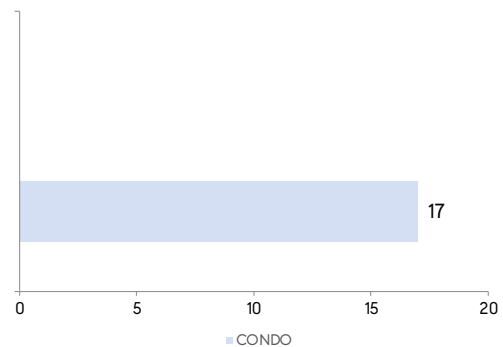
-

Median Single Family Asking Price

\$1,297

Median Condo Asking PPSF

Median Days on Market



Seaport District Condominium Closings & Inventory

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	29	12	141.7%	19	52.6%
Median Price	\$1,145,000	\$1,094,000	4.7%	\$1,375,000	-16.7%
Median PPSF	\$1,146	\$807	42.1%	\$1,368	-16.2%
Median Days on Market	30	70	-56.8%	30	1.7%
Median Negotiability	0.0%	-3.1%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$585,000	-	-	\$695,000	-15.8%
1 BR	\$1,085,000	\$885,000	22.6%	\$1,125,000	-3.6%
2 BR	\$2,050,000	\$1,500,000	36.7%	\$3,151,000	-34.9%
3 BR	\$2,629,000	-	-	\$9,145,000	-71.3%
4 BR+	-	-	-	-	-

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	42	17	147.1%	31	35.5%
Median Price	\$1,450,000	\$1,525,000	-4.9%	\$1,899,000	-23.6%
Median PPSF	\$1,297	\$1,081	20.0%	\$1,570	-17.4%
Median Days on Market	17	45	-62.2%	45	-62.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$655,000	-	-	\$619,000	5.8%
1 BR	\$1,204,000	\$1,389,000	-13.3%	\$1,395,000	-13.7%
2 BR	\$1,641,000	\$1,400,000	17.2%	\$2,913,000	-43.7%
3 BR	\$3,707,000	\$2,895,000	28.0%	\$6,090,000	-39.1%
4 BR+	\$8,866,000	-	-	\$11,500,000	-22.9%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.8	4.9

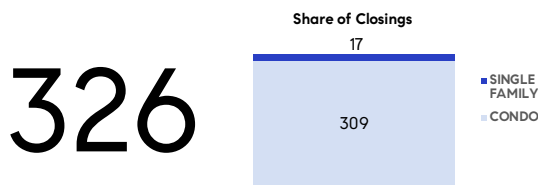
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

South Boston

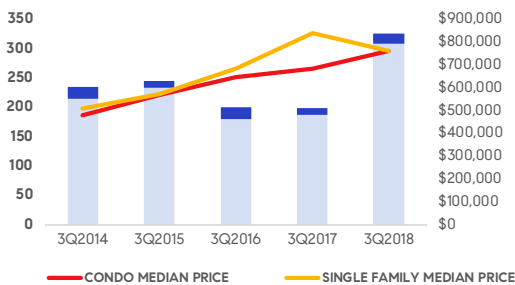
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$765,000

Median Condo Sales Price

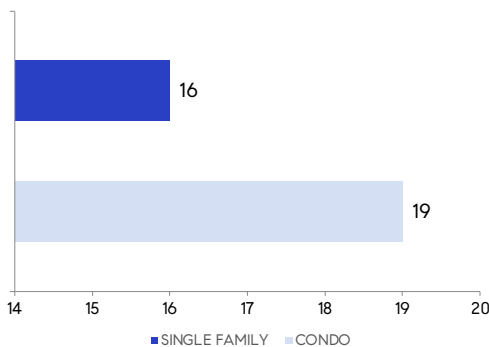
\$765,000

Median Single Family Sales Price

\$798

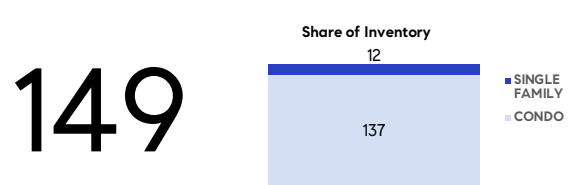
Median Condo Sales PPSF

Median Days on Market

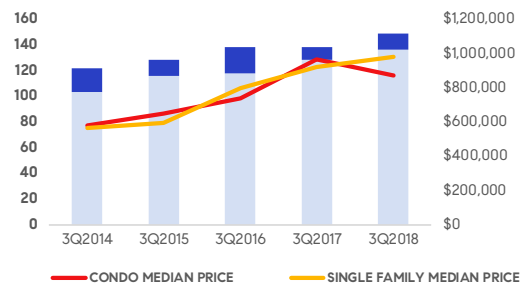


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$875,000

Median Condo Asking Price

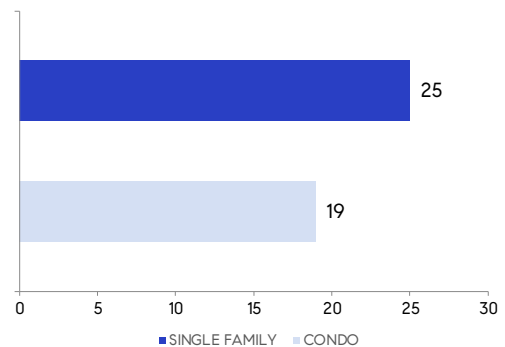
\$982,000

Median Single Family Asking Price

\$752

Median Condo Asking PPSF

Median Days on Market



South Boston Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	309	188	64.4%	204	51.5%
Median Price	\$765,000	\$685,000	11.7%	\$717,000	6.7%
Median PPSF	\$798	\$662	20.4%	\$715	11.6%
Median Days on Market	19	21	-7.3%	20	-5.0%
Median Negotiability	0.0%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$572,000	-	-	-	-
1 BR	\$655,000	\$440,000	48.9%	\$490,000	33.7%
2 BR	\$810,000	\$689,000	17.6%	\$740,000	9.5%
3 BR	\$913,000	\$918,000	-0.5%	\$951,000	-4.0%
4 BR+	\$1,100,000	\$1,125,000	-2.2%	\$1,225,000	-10.2%
SINGLE FAMILY					
Number of Closings	17	12	41.7%	23	-26.1%
Median Price	\$765,000	\$840,000	-8.9%	\$875,000	-12.6%
Median Days on Market	16	20	-17.9%	22	-27.3%
Median Negotiability	-4.1%	0.3%	-	-1.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$666,000	\$689,000	-3.3%	\$725,000	-8.1%
1,500 - 2,000	\$875,000	\$880,000	-0.6%	\$900,000	-2.8%
2,000 - 3,000	\$1,468,000	\$1,000,000	46.8%	\$1,220,000	20.3%
3,000 - 4,000	-	\$2,100,000	-	-	-
> 4,000	-	-	-	-	-

South Boston Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	137	129	6.2%	130	5.4%
Median Price	\$875,000	\$969,000	-9.7%	\$944,000	-7.3%
Median PPSF	\$752	\$735	2.4%	\$764	-1.5%
Median Days on Market	19	47	-59.6%	45	-57.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$502,000	\$599,000	-16.2%	\$739,000	-32.1%
2 BR	\$875,000	\$969,000	-9.7%	\$944,000	-7.3%
3 BR	\$900,000	\$1,175,000	-23.4%	\$1,099,000	-18.1%
4 BR+	\$1,203,000	\$1,300,000	-7.5%	\$1,225,000	-1.8%
SINGLE FAMILY					
Number of Active Listings	12	10	20.0%	13	-7.7%
Median Price	\$982,000	\$924,000	6.3%	\$995,000	-1.3%
Median Days on Market	25	47	-46.8%	30	-16.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$894,000	\$749,000	19.4%	\$729,000	22.6%
1,500 - 2,000	\$969,000	\$1,025,000	-5.5%	\$1,089,000	-11.0%
2,000 - 3,000	\$995,000	\$890,000	11.8%	\$1,150,000	-13.5%
3,000 - 4,000	\$1,499,000	\$1,900,000	-21.1%	-	-
> 4,000	\$2,900,000	-	-	-	-

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.2	2.3

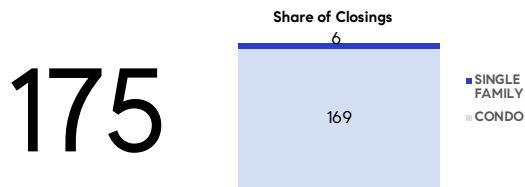
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

South End/Bay Village

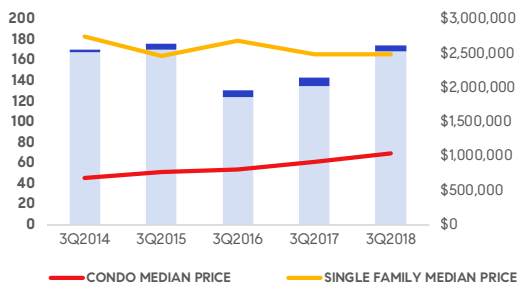
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,049,000

Median Condo Sales Price

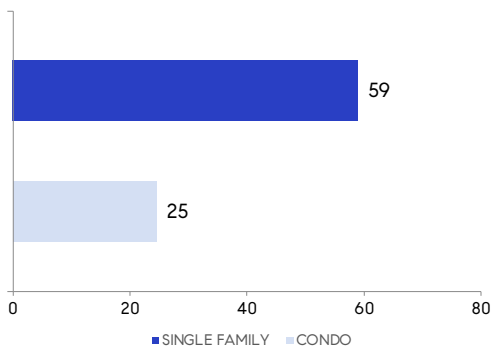
\$2,500,000

Median Single Family Sales Price

\$1,056

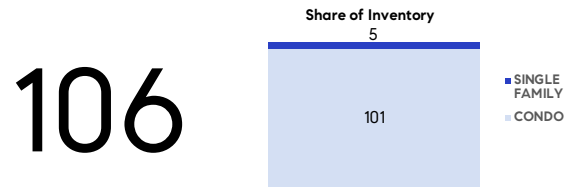
Median Condo Sales PPSF

Median Days on Market

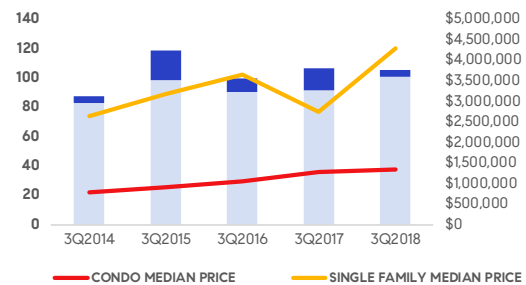


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,349,000

Median Condo Asking Price

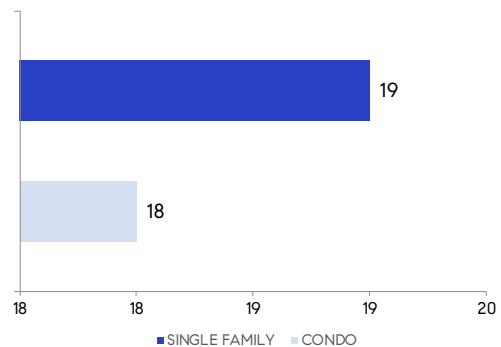
\$4,295,000

Median Single Family Asking Price

\$1,081

Median Condo Asking PPSF

Median Days on Market



South End/Bay Village Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	169	135	25.2%	240	-29.6%
Median Price	\$1,049,000	\$929,000	12.9%	\$995,000	5.4%
Median PPSF	\$1,056	\$1,007	4.9%	\$1,060	-0.4%
Median Days on Market	25	19	28.9%	17	48.5%
Median Negotiability	-1.1%	0.2%	-	0.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$645,000	\$496,000	30.0%	\$425,000	51.8%
1 BR	\$695,000	\$671,000	3.6%	\$727,000	-4.4%
2 BR	\$1,095,000	\$1,070,000	2.3%	\$1,175,000	-6.8%
3 BR	\$2,290,000	\$1,965,000	16.5%	\$2,050,000	11.7%
4 BR+	\$2,385,000	-	-	\$4,350,000	-45.2%
SINGLE FAMILY					
Number of Closings	6	9	-33.3%	17	-64.7%
Median Price	\$2,500,000	\$2,500,000	0.0%	\$2,700,000	-7.4%
Median Days on Market	59	34	73.5%	22	168.2%
Median Negotiability	-3.9%	-2.2%	-	-3.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$745,000	-	\$415,000	-
1,500 - 2,000	\$2,400,000	\$1,075,000	123.3%	\$2,195,000	9.3%
2,000 - 3,000	\$2,091,000	\$2,500,000	-16.4%	\$2,600,000	-19.6%
3,000 - 4,000	\$3,450,000	\$3,610,000	-4.4%	\$3,380,000	2.1%
> 4,000	-	-	-	\$3,700,000	-

South End/Bay Village Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	101	92	9.8%	95	6.3%
Median Price	\$1,349,000	\$1,297,000	4.0%	\$1,249,000	8.0%
Median PPSF	\$1,081	\$1,015	6.5%	\$1,069	1.1%
Median Days on Market	18	26	-30.8%	33	-45.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$649,000	\$525,000	23.6%	\$649,000	0.0%
1 BR	\$685,000	\$700,000	-2.1%	\$750,000	-8.7%
2 BR	\$1,350,000	\$1,299,000	3.9%	\$1,249,000	8.1%
3 BR	\$2,595,000	\$2,345,000	10.7%	\$2,749,000	-5.6%
4 BR+	\$2,899,000	\$3,160,000	-8.3%	\$3,340,000	-13.2%
SINGLE FAMILY					
Number of Active Listings	5	15	-66.7%	10	-50.0%
Median Price	\$4,295,000	\$2,750,000	56.2%	\$2,448,000	75.4%
Median Days on Market	19	25	-24.0%	62	-69.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$489,000	-	-	-
1,500 - 2,000	\$1,700,000	\$1,875,000	-9.3%	\$2,299,000	-26.1%
2,000 - 3,000	-	\$2,550,000	-	\$2,495,000	-
3,000 - 4,000	\$4,285,000	\$3,973,000	7.9%	\$2,995,000	43.1%
> 4,000	\$6,038,000	\$4,300,000	40.4%	\$6,950,000	-13.1%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	1.9	2.4

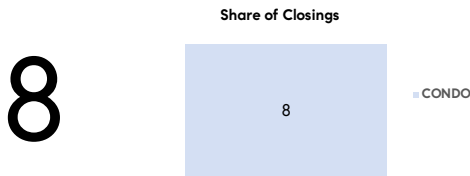
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West End

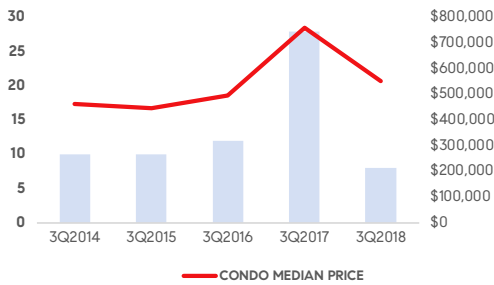
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$553,000

Median Condo Sales Price

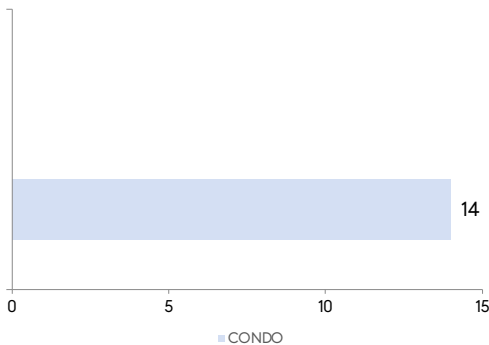
-

Median Single Family Sales Price

\$708

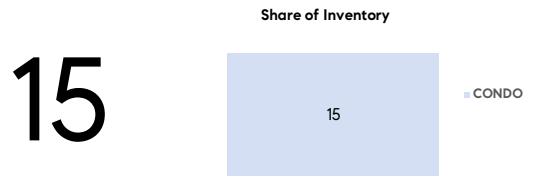
Median Condo Sales PPSF

Median Days on Market

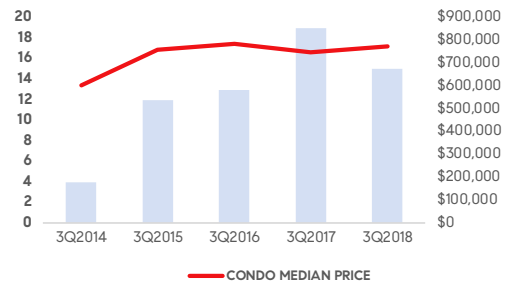


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$775,000

Median Condo Asking Price

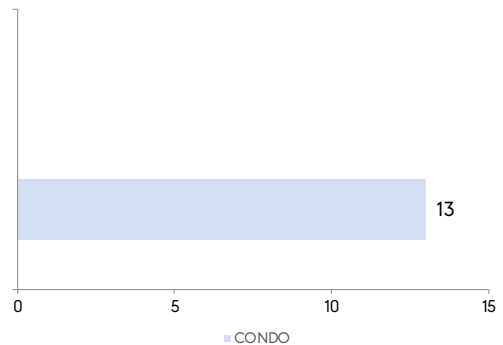
-

Median Single Family Asking Price

\$948

Median Condo Asking PPSF

Median Days on Market



West End Condominium Closings & Inventory

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	8	28	-71.4%	16	-50.0%
Median Price	\$553,000	\$760,000	-27.2%	\$655,000	-15.6%
Median PPSF	\$708	\$952	-25.6%	\$747	-5.2%
Median Days on Market	14	20	-28.2%	14	0.0%
Median Negotiability	-2.4%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$430,000	\$394,000	9.1%	\$456,000	-5.7%
1 BR	\$538,000	\$635,000	-15.3%	\$529,000	1.7%
2 BR	\$763,000	\$1,160,000	-34.2%	\$739,000	3.2%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	15	19	-21.1%	18	-16.7%
Median Price	\$775,000	\$749,000	3.5%	\$799,000	-3.0%
Median PPSF	\$948	\$649	46.0%	\$935	1.4%
Median Days on Market	13	23	-43.5%	61	-78.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$491,000	-	-	-	-
1 BR	\$762,000	\$593,000	28.5%	\$759,000	0.4%
2 BR	\$900,000	\$750,000	20.0%	\$864,000	4.2%
3 BR	-	\$900,000	-	\$1,095,000	-
4 BR+	-	-	-	-	-

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	3.6	5.3

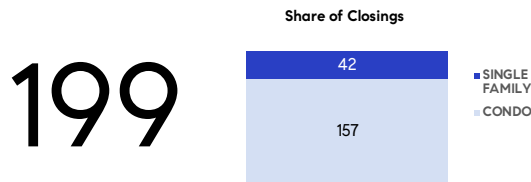
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Brookline

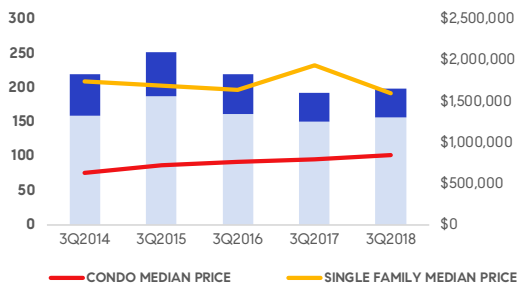
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$855,000

Median Condo Sales Price

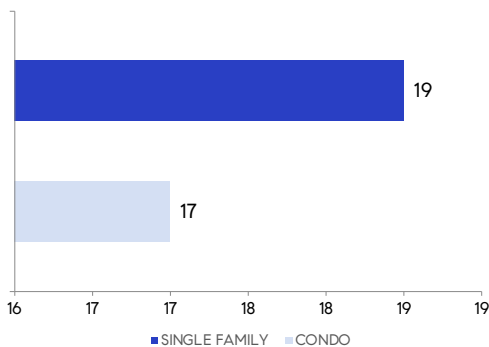
\$1,605,000

Median Single Family Sales Price

\$713

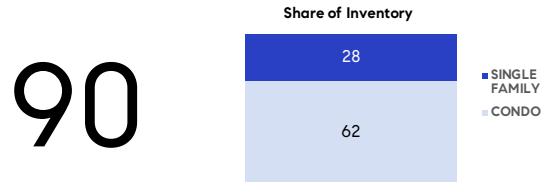
Median Condo Sales PPSF

Median Days on Market

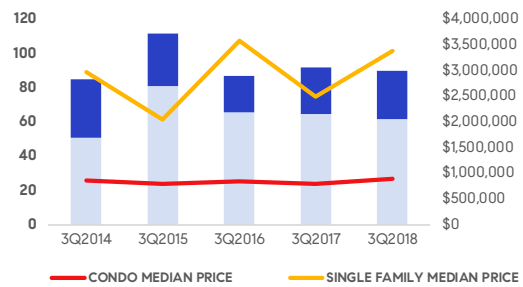


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$894,000

Median Condo Asking Price

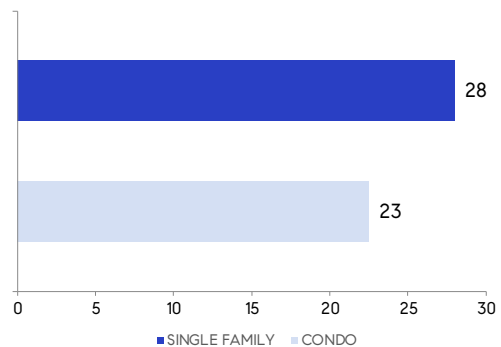
\$3,400,000

Median Single Family Asking Price

\$682

Median Condo Asking PPSF

Median Days on Market



Brookline

Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	157	151	4.0%	142	10.6%
Median Price	\$855,000	\$801,000	6.7%	\$909,000	-5.9%
Median PPSF	\$713	\$678	5.3%	\$706	1.1%
Median Days on Market	17	16	6.3%	15	13.3%
Median Negotiability	0.0%	0.9%	-	1.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$415,000	\$296,000	40.2%	-	-
1 BR	\$567,000	\$520,000	9.0%	\$543,000	4.4%
2 BR	\$805,000	\$775,000	3.9%	\$801,000	0.5%
3 BR	\$1,065,000	\$1,170,000	-9.0%	\$1,185,000	-10.1%
4 BR+	\$1,680,000	\$1,540,000	9.1%	\$1,528,000	9.9%
SINGLE FAMILY					
Number of Closings	42	42	0.0%	59	-28.8%
Median Price	\$1,605,000	\$1,945,000	-17.5%	\$1,825,000	-12.1%
Median Days on Market	19	34	-44.8%	20	-7.5%
Median Negotiability	-0.9%	-2.6%	-	0.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$715,000	-	-	\$899,000	-20.5%
1,500 - 2,000	\$968,000	\$1,253,000	-22.7%	\$925,000	4.6%
2,000 - 3,000	\$1,318,000	\$1,493,000	-11.7%	\$1,405,000	-6.2%
3,000 - 4,000	\$2,036,000	\$1,966,000	3.6%	\$1,745,000	16.7%
> 4,000	\$2,205,000	\$2,903,000	-24.0%	\$2,785,000	-20.8%

Brookline Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	62	65	-4.6%	73	-15.1%
Median Price	\$894,000	\$799,000	11.9%	\$1,099,000	-18.7%
Median PPSF	\$682	\$652	4.6%	\$712	-4.2%
Median Days on Market	23	26	-13.5%	43	-47.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$455,000	-	-	-
1 BR	\$599,000	\$515,000	16.3%	\$613,000	-2.3%
2 BR	\$735,000	\$730,000	0.7%	\$809,000	-9.1%
3 BR	\$999,000	\$994,000	0.5%	\$1,299,000	-23.1%
4 BR+	\$1,899,000	\$1,397,000	35.9%	\$1,747,000	8.7%
SINGLE FAMILY					
Number of Active Listings	28	27	3.7%	44	-36.4%
Median Price	\$3,400,000	\$2,499,000	36.1%	\$2,938,000	15.7%
Median Days on Market	28	52	-46.2%	51	-45.1%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$699,000	-	\$798,000	-
1,500 - 2,000	-	\$1,550,000	-	\$1,157,000	-
2,000 - 3,000	\$1,895,000	\$1,749,000	8.3%	\$1,594,000	18.9%
3,000 - 4,000	\$2,295,000	\$1,899,000	20.9%	\$2,400,000	-4.4%
> 4,000	\$3,925,000	\$3,195,000	22.8%	\$3,680,000	6.7%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	1.7	1.6

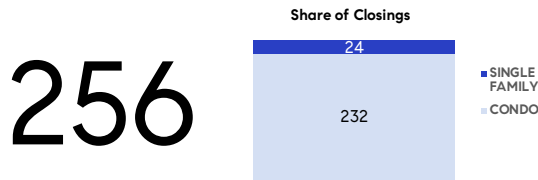
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Cambridge

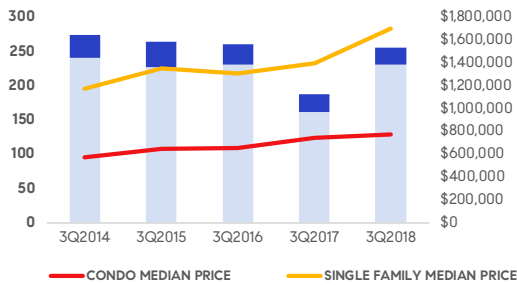
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$775,000

Median Condo Sales Price

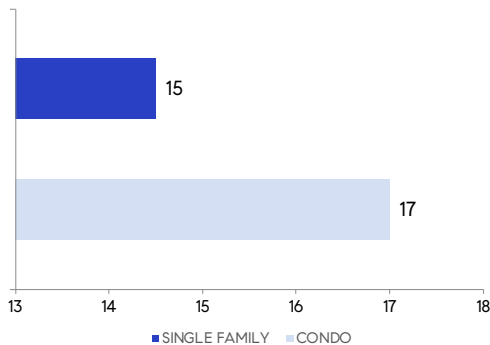
\$1,705,000

Median Single Family Sales Price

\$787

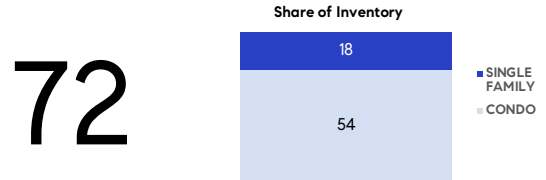
Median Condo Sales PPSF

Median Days on Market

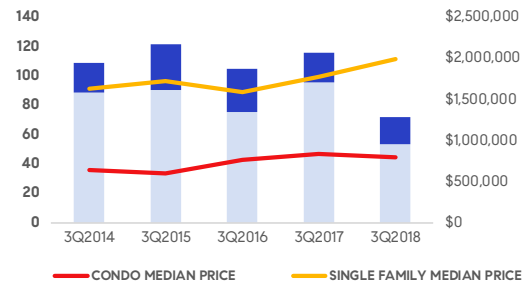


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$797,000

Median Condo Asking Price

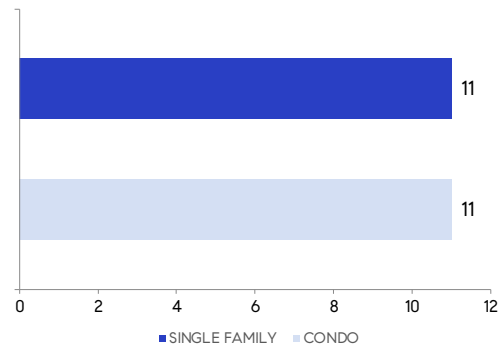
\$1,998,000

Median Single Family Asking Price

\$755

Median Condo Asking PPSF

Median Days on Market



Cambridge Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	232	162	43.2%	200	16.0%
Median Price	\$775,000	\$750,000	3.3%	\$770,000	0.6%
Median PPSF	\$787	\$739	6.6%	\$821	-4.1%
Median Days on Market	17	17	0.0%	15	17.2%
Median Negotiability	2.7%	5.0%	-	5.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$450,000	-	-	-	-
1 BR	\$589,000	\$530,000	11.1%	\$628,000	-6.2%
2 BR	\$768,000	\$744,000	3.2%	\$790,000	-2.8%
3 BR	\$1,052,000	\$1,090,000	-3.5%	\$1,103,000	-4.6%
4 BR+	\$1,355,000	\$1,546,000	-12.4%	\$1,365,000	-0.7%
SINGLE FAMILY					
Number of Closings	24	26	-7.7%	37	-35.1%
Median Price	\$1,705,000	\$1,400,000	21.8%	\$1,315,000	29.7%
Median Days on Market	15	14	3.6%	11	31.8%
Median Negotiability	7.3%	2.7%	-	3.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,000,000	\$1,008,000	-0.8%	\$1,070,000	-6.5%
1,500 - 2,000	\$1,743,000	\$1,344,000	29.7%	\$1,310,000	33.1%
2,000 - 3,000	\$1,893,000	\$1,625,000	16.5%	\$1,838,000	3.0%
3,000 - 4,000	\$2,800,000	\$2,173,000	28.9%	\$2,500,000	12.0%
> 4,000	\$2,876,000	\$2,100,000	37.0%	\$4,625,000	-37.8%

Cambridge Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	54	96	-43.8%	73	-26.0%
Median Price	\$797,000	\$844,000	-5.6%	\$850,000	-6.2%
Median PPSF	\$755	\$741	2.0%	\$767	-1.6%
Median Days on Market	11	17	-35.3%	24	-54.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$320,000	-	\$565,000	-
1 BR	\$599,000	\$572,000	4.7%	\$588,000	1.9%
2 BR	\$754,000	\$898,000	-16.0%	\$800,000	-5.8%
3 BR	\$1,078,000	\$1,200,000	-10.2%	\$1,095,000	-1.6%
4 BR+	\$1,499,000	\$1,195,000	25.4%	\$1,149,000	30.5%
SINGLE FAMILY					
Number of Active Listings	18	20	-10.0%	16	12.5%
Median Price	\$1,998,000	\$1,783,000	12.1%	\$1,700,000	17.5%
Median Days on Market	11	17	-35.3%	24	-54.2%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$899,000	\$799,000	12.5%	\$1,250,000	-28.1%
1,500 - 2,000	\$1,250,000	\$1,265,000	-1.2%	\$1,650,000	-24.2%
2,000 - 3,000	\$1,800,000	\$1,790,000	0.6%	\$1,700,000	5.9%
3,000 - 4,000	\$3,300,000	\$2,475,000	33.3%	\$3,300,000	0.0%
> 4,000	\$6,875,000	\$7,700,000	-10.7%	\$8,250,000	-16.7%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	1.1	1.9

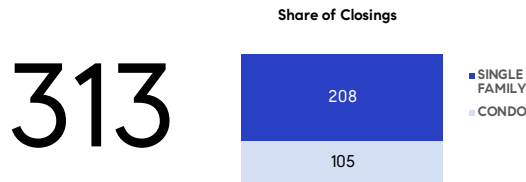
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Newton

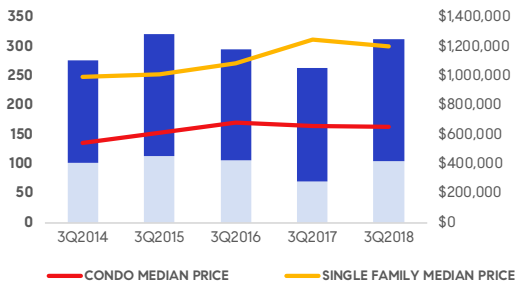
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$658,000

Median Condo Sales Price

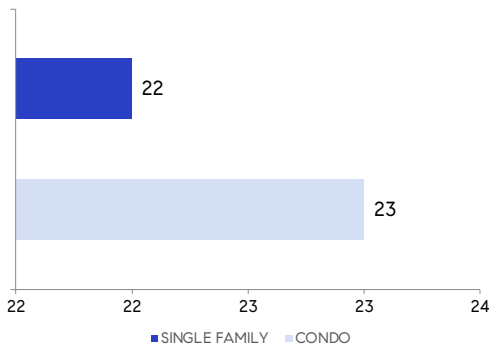
\$1,203,000

Median Single Family Sales Price

\$473

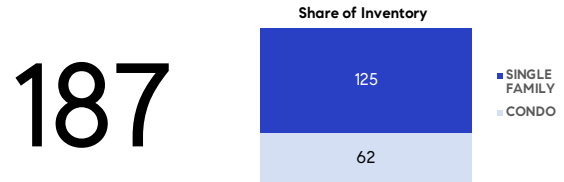
Median Condo Sales PPSF

Median Days on Market

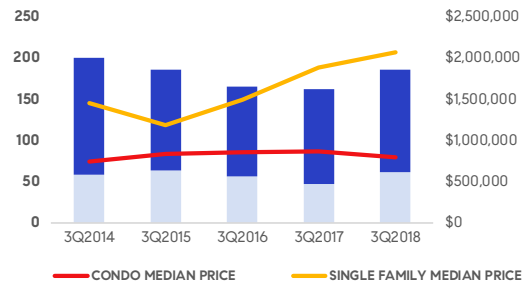


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$799,000

Median Condo Asking Price

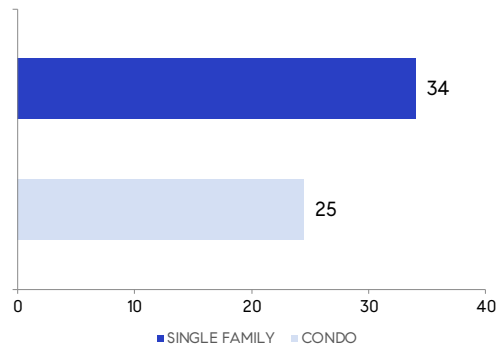
\$2,079,000

Median Single Family Asking Price

\$468

Median Condo Asking PPSF

Median Days on Market



Newton

Condominium & Single Family

Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	105	71	47.9%	91	15.4%
Median Price	\$658,000	\$660,000	-0.3%	\$725,000	-9.2%
Median PPSF	\$473	\$406	16.5%	\$475	-0.4%
Median Days on Market	23	20	15.0%	19	21.1%
Median Negotiability	-0.8%	-1.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$259,000	-	\$232,000	-
1 BR	\$365,000	\$427,000	-14.5%	\$513,000	-28.8%
2 BR	\$603,000	\$558,000	8.1%	\$605,000	-0.3%
3 BR	\$725,000	\$722,000	0.4%	\$803,000	-9.7%
4 BR+	\$1,325,000	\$1,160,000	14.2%	\$1,136,000	16.6%
SINGLE FAMILY					
Number of Closings	208	193	7.8%	209	-0.5%
Median Price	\$1,203,000	\$1,250,000	-3.8%	\$1,295,000	-7.1%
Median Days on Market	22	19	15.8%	19	18.9%
Median Negotiability	-2.1%	0.0%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$659,000	\$700,000	-5.9%	\$692,000	-4.8%
1,500 - 2,000	\$900,000	\$832,000	8.2%	\$825,000	9.1%
2,000 - 3,000	\$1,188,000	\$1,000,000	18.8%	\$1,206,000	-1.5%
3,000 - 4,000	\$1,463,000	\$1,450,000	0.9%	\$1,580,000	-7.4%
> 4,000	\$2,005,000	\$2,000,000	0.2%	\$2,230,000	-10.1%

Newton Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	62	48	29.2%	62	0.0%
Median Price	\$799,000	\$872,000	-8.4%	\$779,000	2.6%
Median PPSF	\$468	\$424	10.3%	\$472	-0.8%
Median Days on Market	25	35	-30.0%	38	-35.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$465,000	-	-	\$515,000	-9.7%
2 BR	\$787,000	\$570,000	38.1%	\$599,000	31.4%
3 BR	\$1,149,000	\$822,000	39.8%	\$824,000	39.4%
4 BR+	\$979,000	\$1,125,000	-13.0%	\$1,400,000	-30.1%
SINGLE FAMILY					
Number of Active Listings	125	115	8.7%	139	-10.1%
Median Price	\$2,079,000	\$1,890,000	10.0%	\$1,949,000	6.7%
Median Days on Market	34	39	-12.8%	57	-40.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$757,000	\$690,000	9.7%	\$669,000	13.2%
1,500 - 2,000	\$944,000	\$840,000	12.4%	\$878,000	7.5%
2,000 - 3,000	\$1,175,000	\$1,125,000	4.4%	\$1,335,000	-12.0%
3,000 - 4,000	\$1,579,000	\$1,500,000	5.3%	\$1,630,000	-3.1%
> 4,000	\$2,895,000	\$2,575,000	12.4%	\$2,769,000	4.6%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.3	2.1

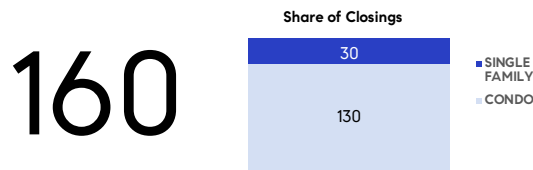
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Somerville

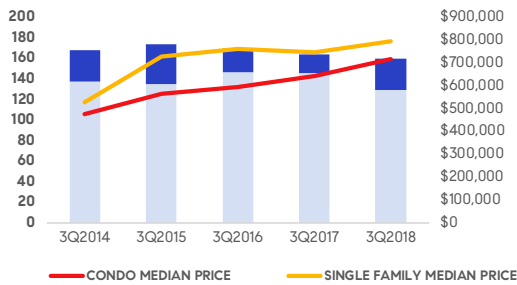
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$718,000

Median Condo Sales Price

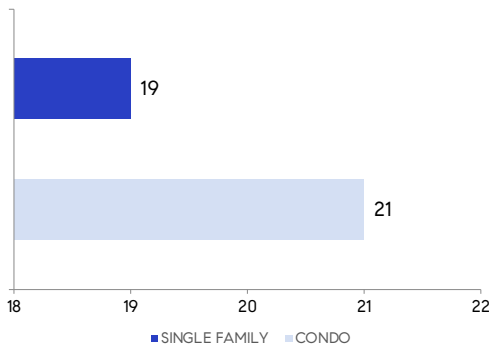
\$798,000

Median Single Family Sales Price

\$613

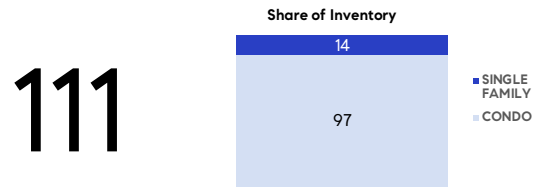
Median Condo Sales PPSF

Median Days on Market

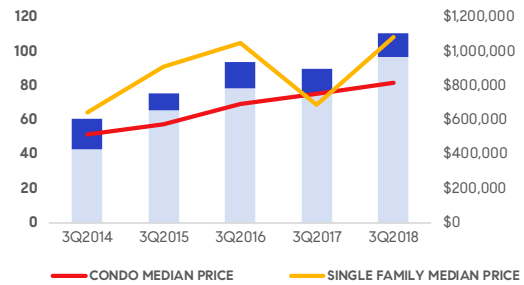


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$821,000

Median Condo Asking Price

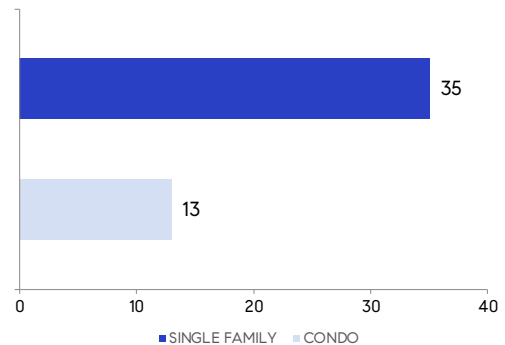
\$1,088,000

Median Single Family Asking Price

\$633

Median Condo Asking PPSF

Median Days on Market



Somerville

Condominium & Single Family

Closings

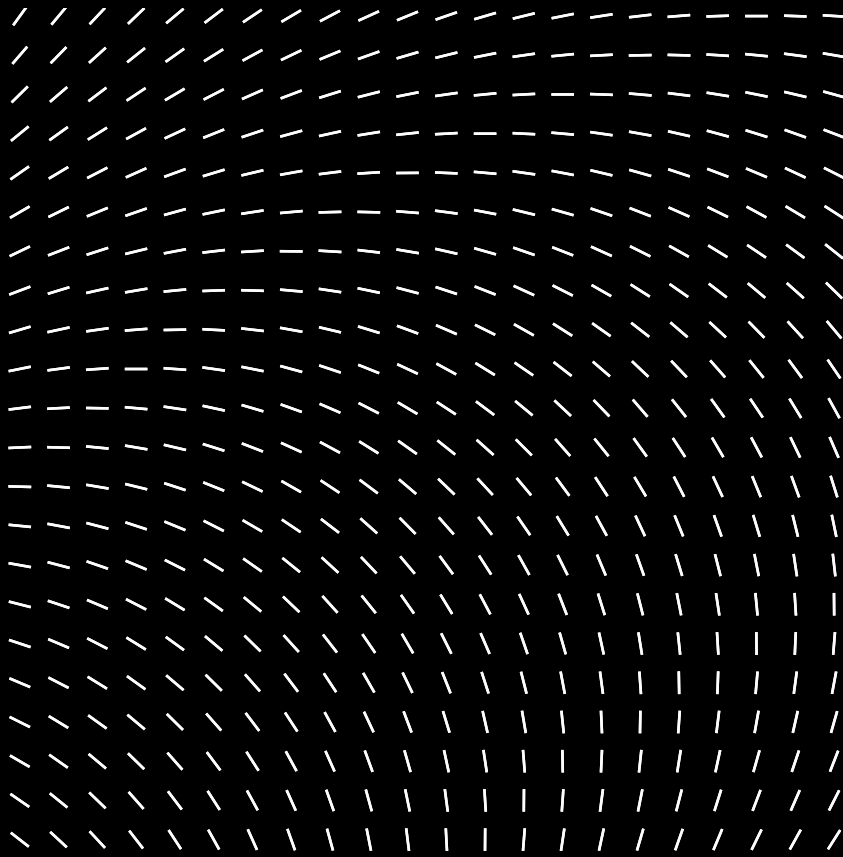
CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	130	146	-11.0%	188	-30.9%
Median Price	\$718,000	\$644,000	11.5%	\$734,000	-2.2%
Median PPSF	\$613	\$573	6.9%	\$622	-1.4%
Median Days on Market	21	16	31.3%	17	27.3%
Median Negotiability	0.0%	4.0%	-	2.3%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$336,000	\$295,000	13.9%	\$475,000	-29.3%
1 BR	\$520,000	\$458,000	13.5%	\$470,000	10.6%
2 BR	\$682,000	\$637,000	7.1%	\$711,000	-4.1%
3 BR	\$950,000	\$750,000	26.7%	\$951,000	-0.1%
4 BR+	\$715,000	\$805,000	-11.2%	\$1,050,000	-31.9%
SINGLE FAMILY					
Number of Closings	30	18	66.7%	25	20.0%
Median Price	\$798,000	\$750,000	6.4%	\$750,000	6.4%
Median Days on Market	19	17	11.8%	12	58.3%
Median Negotiability	0.1%	2.2%	-	7.8%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$750,000	\$600,000	25.0%	\$630,000	19.0%
1,500 - 2,000	\$848,000	\$750,000	13.1%	\$792,000	7.1%
2,000 - 3,000	\$1,038,000	\$880,000	18.0%	\$950,000	9.3%
3,000 - 4,000	\$1,390,000	-	-	\$1,350,000	3.0%
> 4,000	-	-	-	-	-

Somerville Condominium & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	97	76	27.6%	66	47.0%
Median Price	\$821,000	\$753,000	9.0%	\$894,000	-8.2%
Median PPSF	\$633	\$560	13.0%	\$640	-1.1%
Median Days on Market	13	22	-40.9%	32	-58.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$494,000	-	-	-
1 BR	\$706,000	\$711,000	-0.7%	\$599,000	17.9%
2 BR	\$750,000	\$590,000	27.1%	\$764,000	-1.8%
3 BR	\$1,010,000	\$1,047,000	-3.5%	\$1,020,000	-1.0%
4 BR+	\$1,112,000	\$979,000	13.6%	\$889,000	25.1%
SINGLE FAMILY					
Number of Active Listings	14	14	0.0%	14	0.0%
Median Price	\$1,088,000	\$690,000	57.7%	\$1,013,000	7.4%
Median Days on Market	35	15	133.3%	29	20.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$675,000	\$665,000	1.5%	\$599,000	12.7%
1,500 - 2,000	\$985,000	\$712,000	38.3%	\$750,000	31.3%
2,000 - 3,000	\$1,175,000	\$1,150,000	2.2%	\$1,379,000	-14.8%
3,000 - 4,000	-	-	-	-	-
> 4,000	\$1,979,000	-	-	\$1,865,000	6.1%

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	2.1	1.9

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.



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