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Q4
2018

Boston Quarterly Market Insights Report

Introducing the Compass Q4 2018 Boston Market Report

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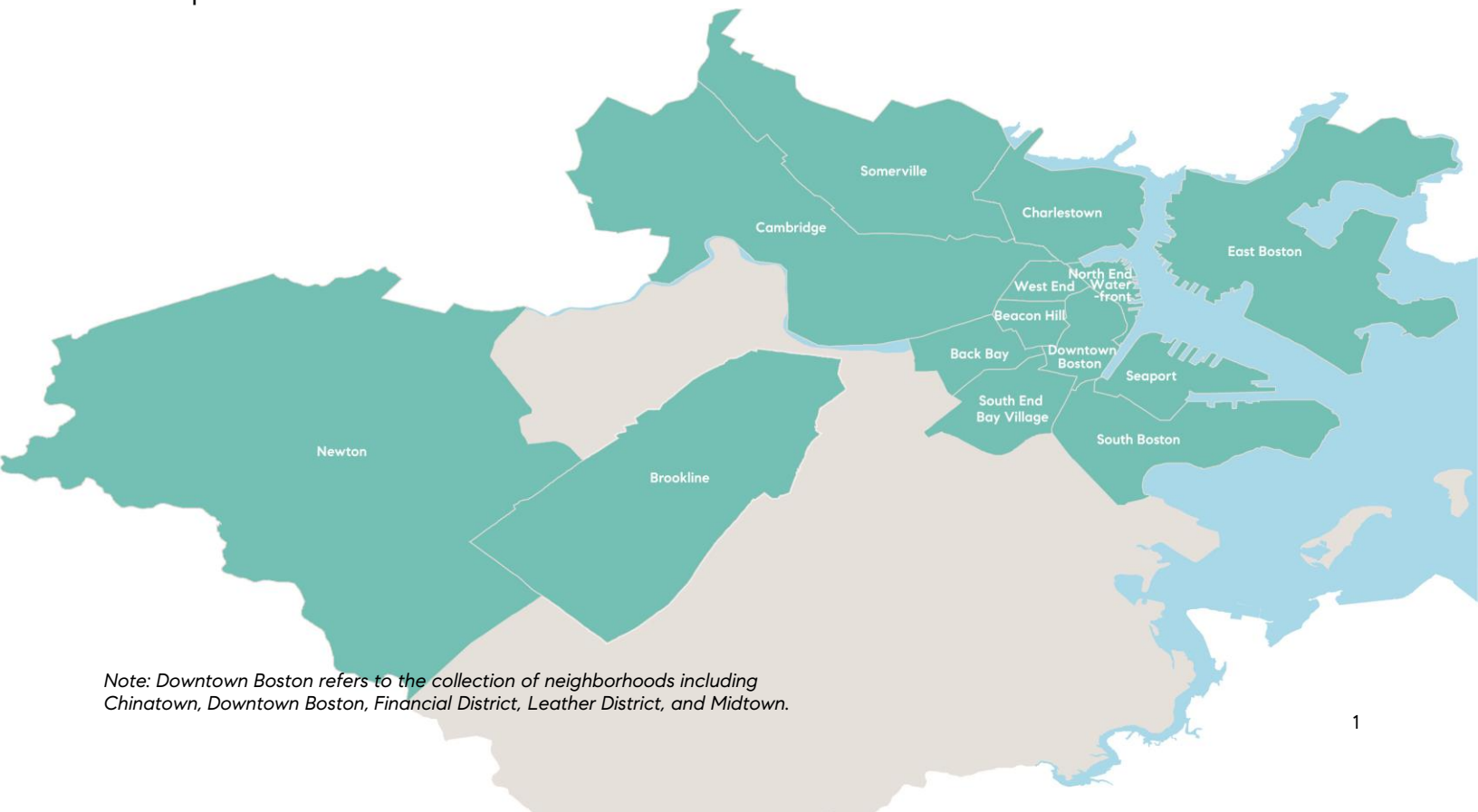
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Note: Downtown Boston refers to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

Executive Summary

Boston Market

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

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Inventory

Condominium

Availability increased 17% in the Boston¹ condo market to 595 listed units this quarter, however, the condo market remains under-supplied at 1.5 months of supply². The Seaport District has 32 units currently available, an increase of 20 units year-over-year, which is attributable to the area's influx of new construction projects such as Echelon Seaport at 133 Seaport Blvd., Pier 4 at 300 Pier Four Blvd. and the Muse at 63 Melcher St. Inventory also increased in Somerville (70 units currently available, +45 units YoY), the upswing was primarily due to increased activity in a boutique new development at Beacon260 as well as several newly renovated for-sale 2/3-family homes.

The median asking PPSF was \$842/SF in Q4-2018, a decrease of 7% year-over-year. Due to luxury product that recently came to market, the Seaport District saw a large increase in median asking PPSF (+44% to \$1,452). 40 active condos in North End/Waterfront have a median asking PPSF of \$965/SF, a 16% decrease year-over-year, which may be partially attributable to the increased levels of resale inventory stock in relatively large buildings such as 357 Commercial St and 65 E India, as well as decreased number of active units at the new-built Lovejoy Wharf in Q4-2018.

Single Family

Inventory levels in the Boston single family market were stable year-over-year, albeit low, with 112 single family homes available at the end of Q4-2018; like the condo market, months of supply signals an under-supplied market at 1.1 months. In response to an inventory-constrained market, sellers raised asking prices 6% on a per-square-foot basis, asking \$529/SF in Q4-2018. The median absolute asking price in Q4-2018 was \$2M, a 24% increase year-over-year, which was partly attributable to the size of available homes (16% larger than Q4-2017 average), but also a result of high demand and low supply. Available homes in Boston had spent 72 days on the market, a decrease year-over-year from 94 days in Q4 2017.

Asking price per square foot (PPSF) increased by more than 10% in most of the neighborhoods, increasing most dramatically in Back Bay (\$1,446/SF from \$886/SF YoY – skewed by the only active listing asking for \$11M) and in Beacon Hill (\$1,254/SF from \$1,013/SF YoY), however South Boston saw a decrease in asking PPSF, with valuations of \$454/SF (-14% YoY). The majority of available inventory was located in Newton, where 51 homes were listed (-2 homes YoY) at a median PPSF of \$484 (+11% YoY).

¹ Boston represents the boundary as defined on page 1 Map

² Months of Supply represents the number of active units divided by the number of closings during the trailing 12 months, excluding shadow inventory. 6-9 months of supply indicates equilibrium, under 6 months indicates an under-supplied market, and over 9 months indicates an over-supplied market.

Executive Summary

Boston Market

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

• •

Closings

• •

Condominium

• •

Boston's condo market had substantially fewer closings in Q4-2018, down 17% year-over-year to 885 transactions at a median sales price of \$785K. The number of sales declined in nearly every market under Compass' universe of coverage, with the exception of Back Bay (70 closings, +4 closings YoY), Seaport District (25 closings, +15 closings YoY), and Somerville (119 closings, +7 closings YoY). Neighborhoods with the largest decreases in number of sales include South End/Bay Village (-41 closings YoY to 96 closings) and Newton (-36 closings YoY to 53 closings). Overall, condos in Boston spent 22 days on the market, an increase of one day year-over-year.

Condo prices in Boston have risen steadily for years, reaching a post-recession high in Q2-2018 of \$800K. In Q4-2018, the median closing price was slightly lower at \$785K, a 2% increase year-over-year. Median PPSF increased 6% overall year-over-year to \$759/SF, with modest gains in most neighborhoods under analysis. However, valuations in the Seaport District grew substantially (+38% YoY to \$1,231/SF), primarily due to the delivery of full-service luxury condominium buildings, such as the Muse and 50 Liberty. Valuation in West End declined 17% year-over-year to \$569/SF this quarter, which can be attributed to fewer new development closings in the area.

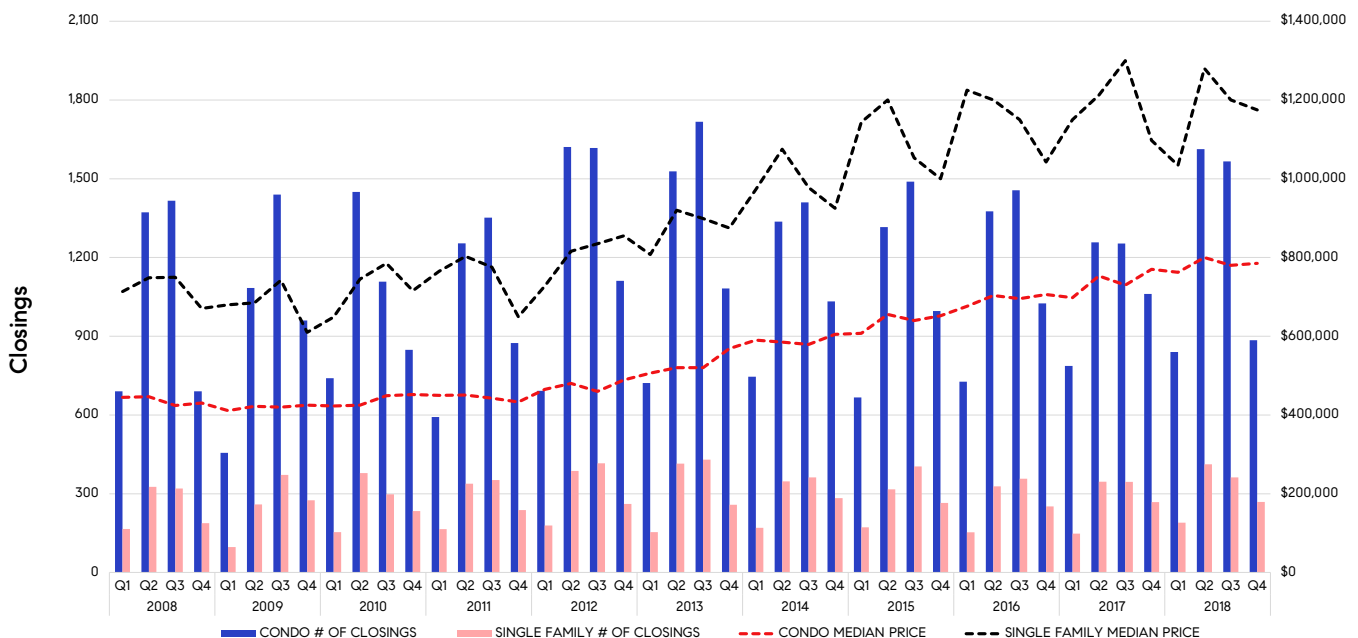
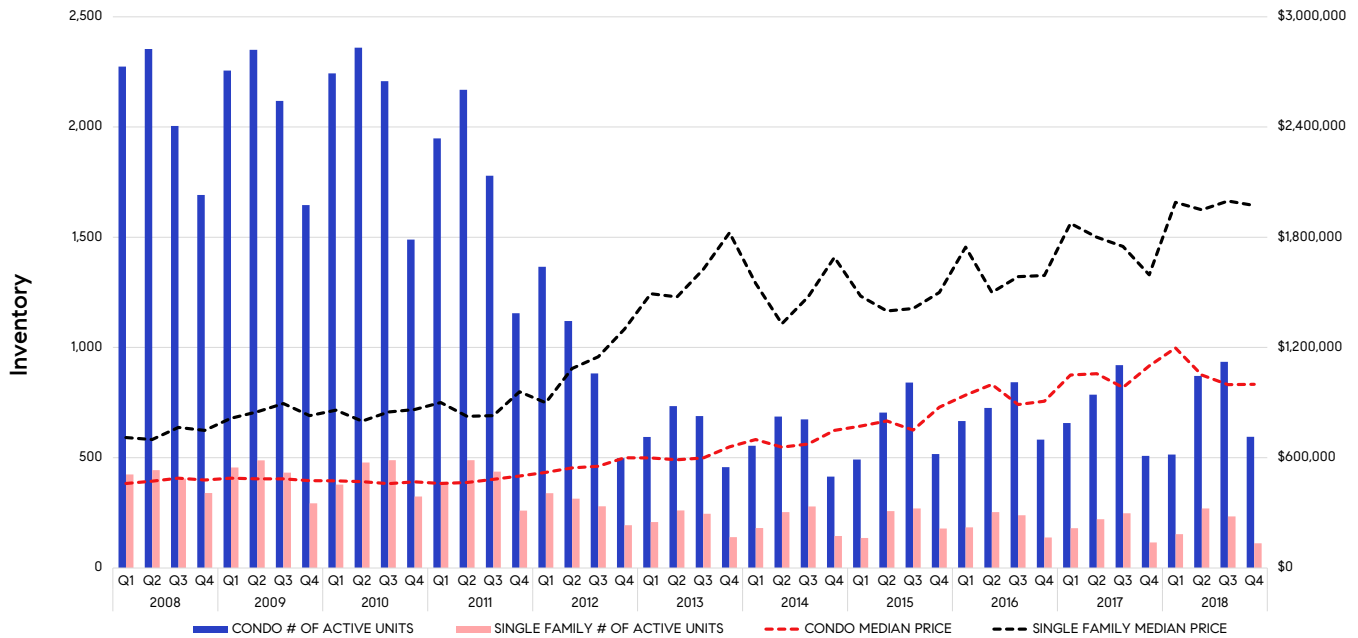
Single Family

Single family closings in Boston remained stable in Q4-2018, despite signs of a shifting market elsewhere in the country. 269 single family residences closed in Boston in Q4-2018, a decrease of 1% compared to Q4-2017 at a median price of \$1.2M. Newton, where the majority of sales are clustered, saw a 6% drop in closings year-over-year to 132 closings this quarter. The price segment with the largest concentration of homes closed in Q4-2018 was between \$500K-\$1M (110 homes).

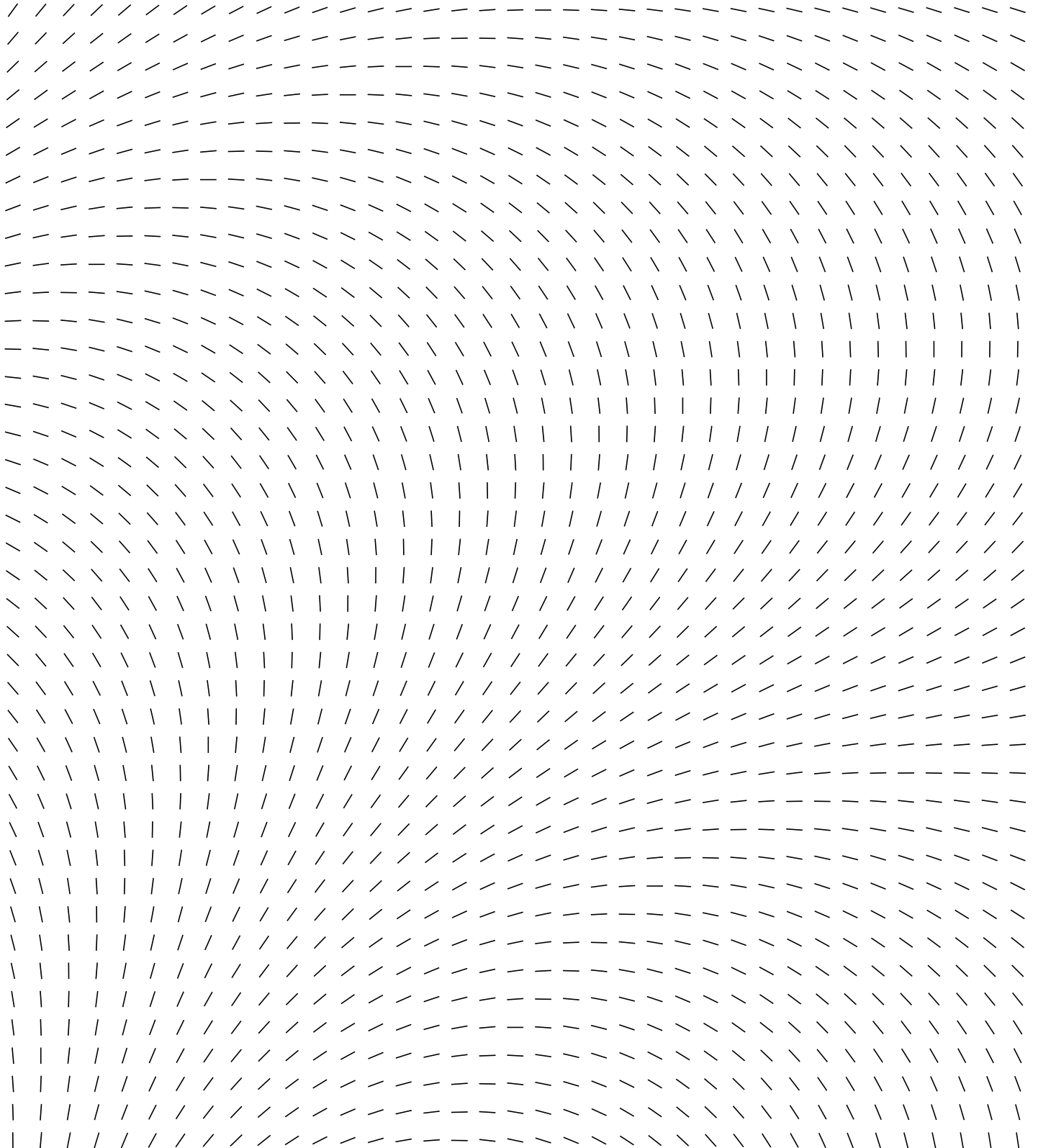
Single family valuations in Boston increased 2% year-over-year to \$495/SF. The highest valuations were seen in Back Bay (\$1,093/SF, -36% YoY) and in South End/Bay Village (\$957/SF, +14% YoY). Residences spent a median of only 23 days on the market, despite an increase of three days year-over-year, still indicating a sign of strong demand from motivated buyers.

Boston Condominium & Single Family Overview

The charts below highlight 11 years of historical performance of inventory and closings by quarter.



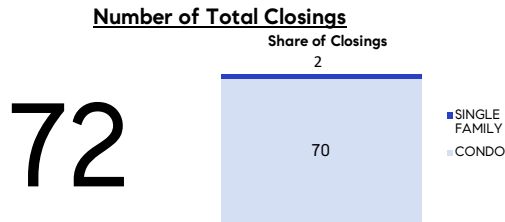
Neighborhood Snapshots



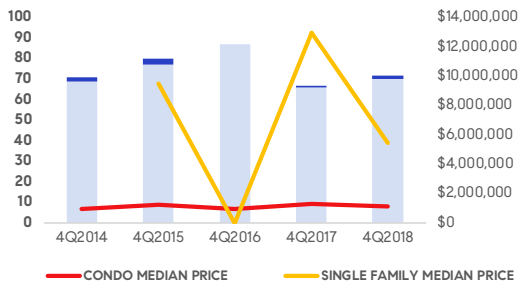
Back Bay

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

Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,143,000

Median Condo Sales Price

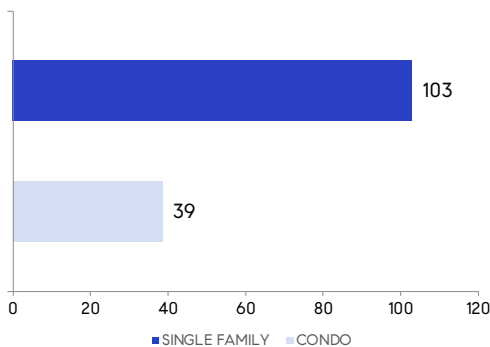
\$5,438,000

Median Single Family Sales Price

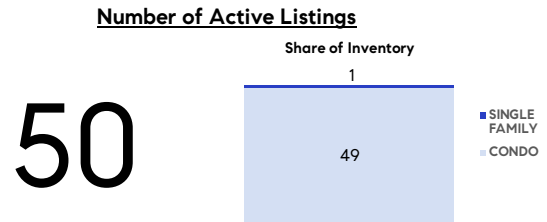
\$1,177

Median Condo Sales PPSF

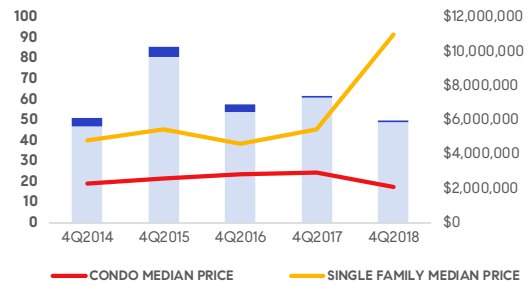
Median Days on Market



Inventory



Inventory - Last Five Years



4Q2018 Price Metrics

\$2,100,000

Median Condo Asking Price

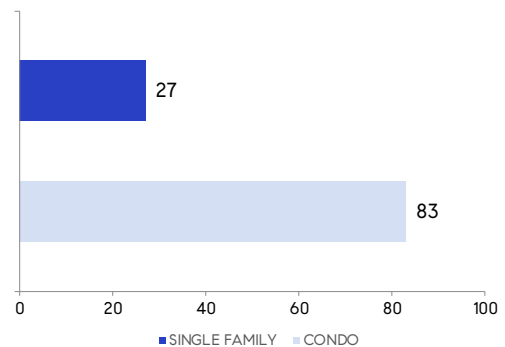
\$11,000,000

Median Single Family Asking Price

\$1,419

Median Condo Asking PPSF

Median Days on Market



Back Bay Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	70	66	6.1%	90	-22.2%
Median Price	\$1,143,000	\$1,288,000	-11.3%	\$1,177,000	-2.9%
Median PPSF	\$1,177	\$1,144	2.9%	\$1,225	-3.9%
Median Days on Market	39	36	6.9%	27	45.3%
Median Negotiability	-3.9%	-4.4%	-	-1.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$509,000	\$445,000	14.4%	\$409,000	24.4%
1 BR	\$866,000	\$670,000	29.3%	\$725,000	19.4%
2 BR	\$1,488,000	\$1,400,000	6.3%	\$1,350,000	10.2%
3 BR	\$3,488,000	\$2,750,000	26.8%	\$4,000,000	-12.8%
4 BR+	\$3,525,000	\$5,144,000	-31.5%	\$4,363,000	-19.2%
SINGLE FAMILY					
Number of Closings	2	1	100.0%	3	-33.3%
Median Price	\$5,438,000	\$13,000,000	-58.2%	\$8,995,000	-39.5%
Median Days on Market	103	149	-30.9%	19	442.1%
Median Negotiability	-14.2%	-15.4%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	\$5,438,000	\$13,000,000	-58.2%	\$8,995,000	-39.5%

Back Bay Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	49	61	-19.7%	85	-42.4%
Median Price	\$2,100,000	\$2,950,000	-28.8%	\$1,575,000	33.3%
Median PPSF	\$1,419	\$1,467	-3.3%	\$1,258	12.8%
Median Days on Market	83	107	-22.4%	25	232.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$585,000	\$700,000	-16.4%	\$525,000	11.4%
1 BR	\$950,000	\$827,000	14.9%	\$895,000	6.1%
2 BR	\$1,947,000	\$2,173,000	-10.4%	\$1,712,000	13.7%
3 BR	\$6,750,000	\$3,287,000	105.4%	\$4,485,000	50.5%
4 BR+	\$5,875,000	\$7,800,000	-24.7%	\$6,350,000	-7.5%
SINGLE FAMILY					
Number of Active Listings	1	1	0.0%	2	-50.0%
Median Price	\$11,000,000	\$5,500,000	100.0%	\$12,698,000	-13.4%
Median Days on Market	27	990	-97.3%	96	-71.7%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	\$11,000,000	\$5,500,000	100.0%	\$12,698,000	-13.4%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.7	2.3

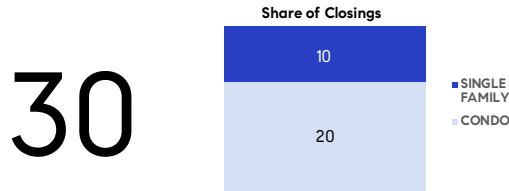
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Beacon Hill

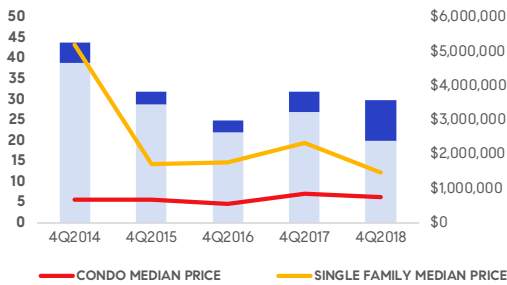
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$770,000

Median Condo Sales Price

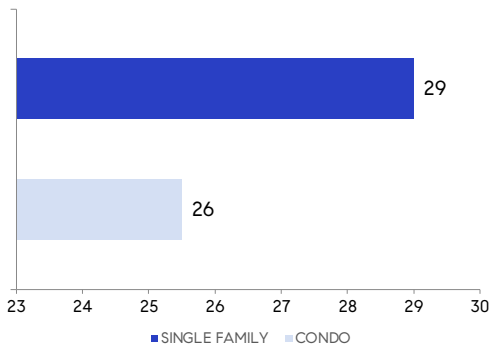
\$1,467,000

Median Single Family Sales Price

\$1,044

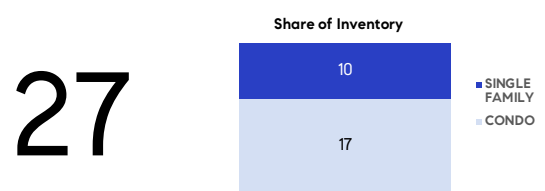
Median Condo Sales PPSF

Median Days on Market

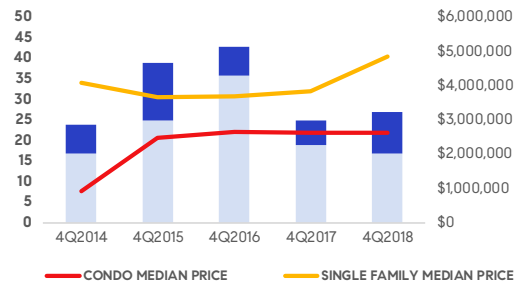


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$2,650,000

Median Condo Asking Price

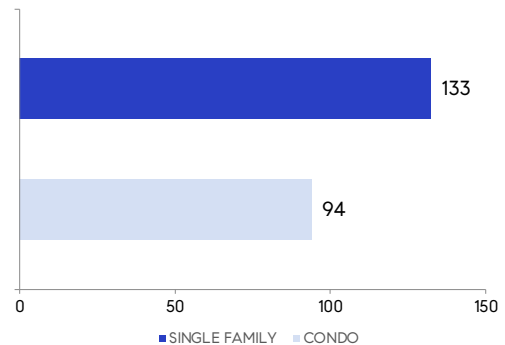
\$4,875,000

Median Single Family Asking Price

\$1,339

Median Condo Asking PPSF

Median Days on Market



Beacon Hill

Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	20	27	-25.9%	36	-44.4%
Median Price	\$770,000	\$868,000	-11.3%	\$718,000	7.2%
Median PPSF	\$1,044	\$1,086	-3.9%	\$1,168	-10.6%
Median Days on Market	26	27	-5.6%	22	15.9%
Median Negotiability	-3.4%	-2.7%	-	-0.5%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$687,000	\$783,000	-12.3%	\$684,000	0.4%
2 BR	\$790,000	\$995,000	-20.6%	\$699,000	13.0%
3 BR	\$2,800,000	\$6,650,000	-57.9%	\$2,740,000	2.2%
4 BR+	-	-	-	\$6,800,000	-
SINGLE FAMILY					
Number of Closings	10	5	100.0%	5	100.0%
Median Price	\$1,467,000	\$2,350,000	-37.6%	\$3,300,000	-55.5%
Median Days on Market	29	164	-82.3%	76	-61.8%
Median Negotiability	0.0%	-4.3%	-	-6.5%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$1,350,000	-	-	-	-
2,000 - 3,000	\$2,250,000	\$2,093,000	7.5%	\$717,000	213.8%
3,000 - 4,000	\$713,000	-	-	\$3,300,000	-78.4%
> 4,000	\$5,200,000	\$5,750,000	-9.6%	\$6,315,000	-17.7%

Beacon Hill Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	17	19	-10.5%	32	-46.9%
Median Price	\$2,650,000	\$2,650,000	0.0%	\$1,797,000	47.5%
Median PPSF	\$1,339	\$1,226	9.2%	\$1,181	13.4%
Median Days on Market	94	103	-8.7%	9	944.4%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$515,000	-	-	-
1 BR	\$535,000	\$488,000	9.6%	\$725,000	-26.2%
2 BR	\$2,075,000	\$2,630,000	-21.1%	\$1,595,000	30.1%
3 BR	\$2,880,000	\$3,750,000	-23.2%	\$3,350,000	-14.0%
4 BR+	\$6,700,000	\$3,750,000	78.7%	\$11,450,000	-41.5%
SINGLE FAMILY					
Number of Active Listings	10	6	66.7%	13	-23.1%
Median Price	\$4,875,000	\$3,850,000	26.6%	\$3,950,000	23.4%
Median Days on Market	133	235	-43.5%	87	52.3%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	\$1,575,000	-
1,500 - 2,000	\$2,370,000	\$1,849,000	28.2%	\$2,195,000	8.0%
2,000 - 3,000	\$2,985,000	\$2,250,000	32.7%	\$2,918,000	2.3%
3,000 - 4,000	\$4,250,000	-	-	\$4,220,000	0.7%
> 4,000	\$7,473,000	\$5,650,000	32.3%	\$7,200,000	3.8%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.0	1.8

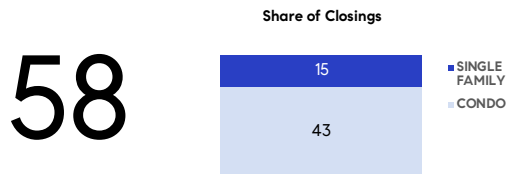
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Charlestown

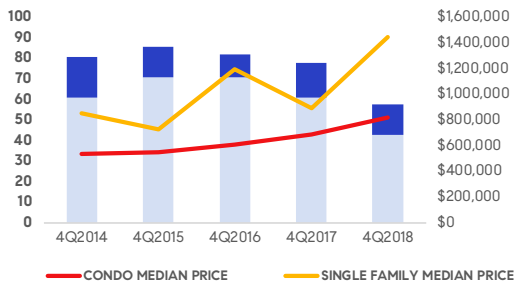
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$820,000

Median Condo Sales Price

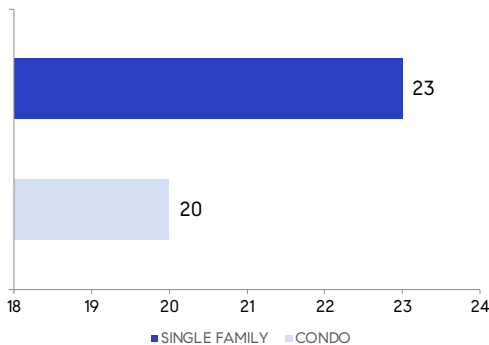
\$1,450,000

Median Single Family Sales Price

\$721

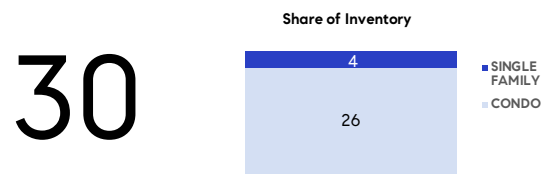
Median Condo Sales PPSF

Median Days on Market

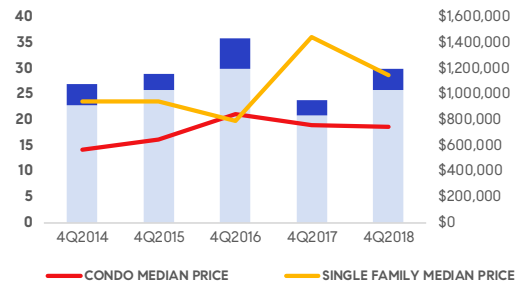


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$747,000

Median Condo Asking Price

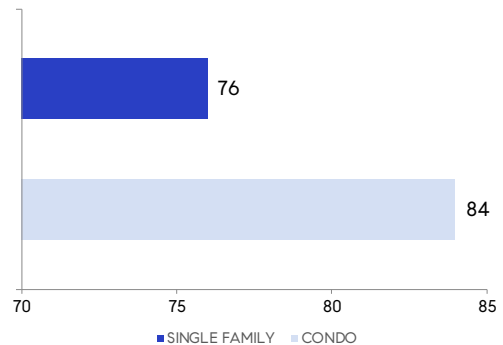
\$1,150,000

Median Single Family Asking Price

\$658

Median Condo Asking PPSF

Median Days on Market



Charlestown

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	43	61	-29.5%	99	-56.6%
Median Price	\$820,000	\$690,000	18.8%	\$709,000	15.7%
Median PPSF	\$721	\$714	1.0%	\$738	-2.3%
Median Days on Market	20	21	-4.8%	18	11.1%
Median Negotiability	-0.6%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$530,000	\$560,000	-5.4%	\$580,000	-8.6%
2 BR	\$820,000	\$685,000	19.7%	\$725,000	13.1%
3 BR	\$1,150,000	\$1,014,000	13.4%	\$1,095,000	5.0%
4 BR+	-	\$989,000	-	-	-
SINGLE FAMILY					
Number of Closings	15	17	-11.8%	16	-6.3%
Median Price	\$1,450,000	\$896,000	61.8%	\$993,000	46.0%
Median Days on Market	23	20	15.0%	16	48.4%
Median Negotiability	-4.9%	0.1%	-	0.0%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$710,000	\$750,000	-5.3%	\$755,000	-6.0%
1,500 - 2,000	\$728,000	\$930,000	-21.7%	\$963,000	-24.4%
2,000 - 3,000	\$1,795,000	\$1,405,000	27.8%	\$1,275,000	40.8%
3,000 - 4,000	\$1,595,000	\$1,900,000	-16.1%	\$1,900,000	-16.1%
> 4,000	\$1,525,000	-	-	-	-

Charlestown Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	26	21	23.8%	49	-46.9%
Median Price	\$747,000	\$760,000	-1.7%	\$849,000	-12.0%
Median PPSF	\$658	\$723	-9.0%	\$761	-13.6%
Median Days on Market	84	73	15.1%	19	342.1%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$518,000	\$540,000	-4.1%	\$540,000	-4.1%
2 BR	\$700,000	\$760,000	-7.9%	\$814,000	-14.0%
3 BR	\$1,597,000	\$1,707,000	-6.4%	\$1,720,000	-7.2%
4 BR+	\$1,313,000	-	-	\$1,300,000	1.0%
SINGLE FAMILY					
Number of Active Listings	4	3	33.3%	12	-66.7%
Median Price	\$1,150,000	\$1,449,000	-20.6%	\$1,173,000	-2.0%
Median Days on Market	76	110	-30.9%	53	44.8%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$794,000	\$665,000	19.4%	\$764,000	3.9%
1,500 - 2,000	\$1,350,000	-	-	\$1,095,000	23.3%
2,000 - 3,000	\$2,595,000	\$1,474,000	76.1%	\$1,445,000	79.6%
3,000 - 4,000	-	-	-	\$1,925,000	-
> 4,000	-	-	-	\$3,750,000	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.0	0.8

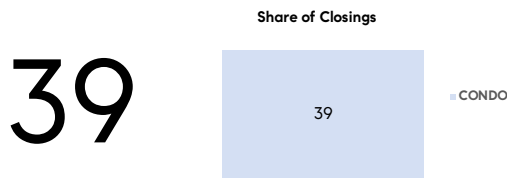
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Downtown Boston

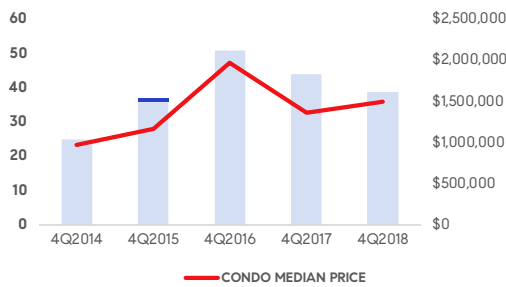
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,502,000

Median Condo Sales Price

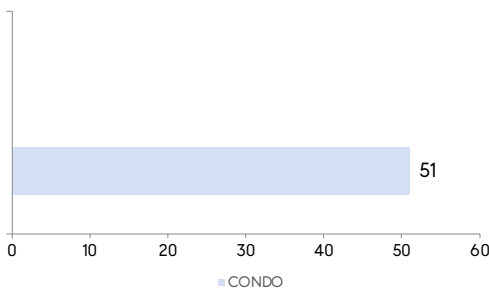
-

Median Single Family Sales Price

\$1,177

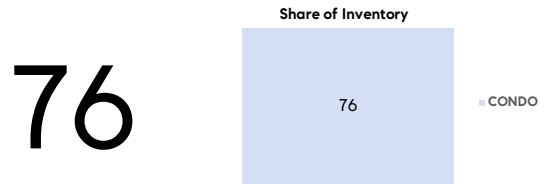
Median Condo Sales PPSF

Median Days on Market

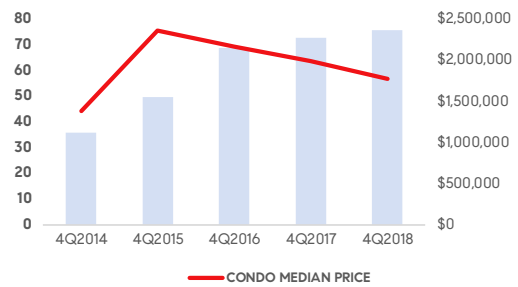


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,778,000

Median Condo Asking Price

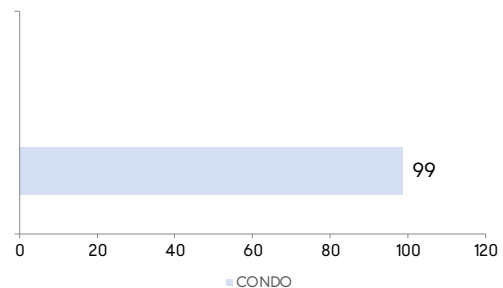
-

Median Single Family Asking Price

\$1,211

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	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	39	44	-11.4%	48	-18.8%
Median Price	\$1,502,000	\$1,368,000	9.8%	\$1,060,000	41.7%
Median PPSF	\$1,177	\$1,139	3.4%	\$1,094	7.6%
Median Days on Market	51	52	-1.0%	34	50.0%
Median Negotiability	-2.6%	-4.6%	-	-3.6%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$580,000	-	-	\$418,000	38.8%
1 BR	\$833,000	\$634,000	31.4%	\$690,000	20.7%
2 BR	\$1,745,000	\$1,690,000	3.3%	\$1,400,000	24.6%
3 BR	\$2,690,000	\$3,488,000	-22.9%	\$2,388,000	12.6%
4 BR+	-	-	-	-	-

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	76	73	4.1%	101	-24.8%
Median Price	\$1,778,000	\$1,995,000	-10.9%	\$1,900,000	-6.4%
Median PPSF	\$1,211	\$1,252	-3.3%	\$1,291	-6.2%
Median Days on Market	99	102	-3.4%	76	29.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$579,000	\$645,000	-10.2%	\$739,000	-21.7%
1 BR	\$915,000	\$969,000	-5.6%	\$1,075,000	-14.9%
2 BR	\$1,760,000	\$1,950,000	-9.7%	\$1,960,000	-10.2%
3 BR	\$3,625,000	\$3,342,000	8.5%	\$3,275,000	10.7%
4 BR+	\$9,250,000	\$6,748,000	37.1%	\$8,800,000	5.1%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.9	4.2

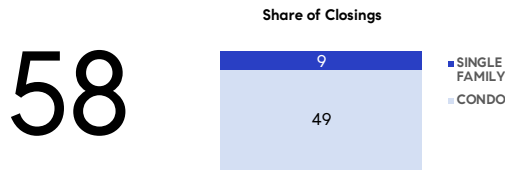
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

East Boston

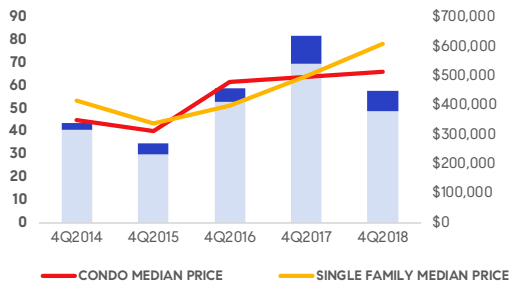
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$515,000

Median Condo Sales Price

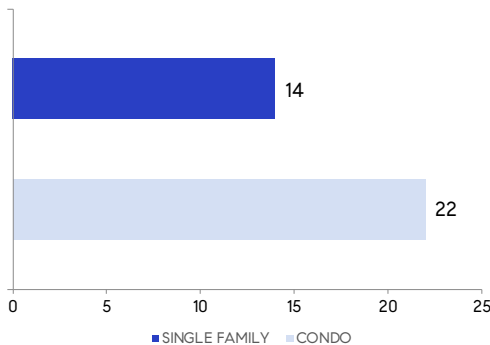
\$610,000

Median Single Family Sales Price

\$543

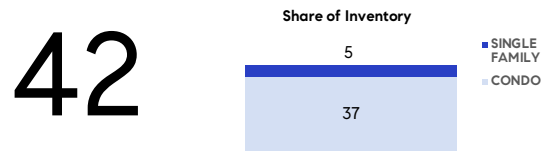
Median Condo Sales PPSF

Median Days on Market

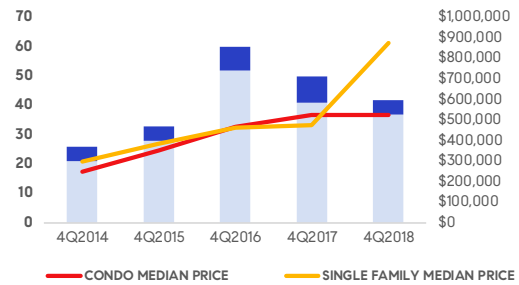


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$525,000

Median Condo Asking Price

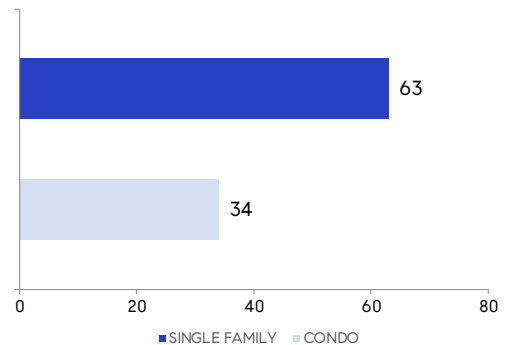
\$875,000

Median Single Family Asking Price

\$568

Median Condo Asking PPSF

Median Days on Market



East Boston Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	49	70	-30.0%	83	-41.0%
Median Price	\$515,000	\$500,000	3.0%	\$537,000	-4.1%
Median PPSF	\$543	\$516	5.2%	\$555	-2.3%
Median Days on Market	22	25	-12.0%	21	4.8%
Median Negotiability	-0.2%	-0.2%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$162,000	-	-	-
1 BR	\$414,000	\$430,000	-3.7%	\$423,000	-2.1%
2 BR	\$539,000	\$519,000	3.9%	\$560,000	-3.8%
3 BR	\$437,000	\$505,000	-13.5%	\$623,000	-29.9%
4 BR+	-	\$567,000	-	\$575,000	-
SINGLE FAMILY					
Number of Closings	9	12	-25.0%	11	-18.2%
Median Price	\$610,000	\$500,000	22.0%	\$621,000	-1.8%
Median Days on Market	14	18	-22.2%	23	-39.1%
Median Negotiability	4.8%	-1.6%	-	6.2%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$528,000	\$455,000	16.0%	\$552,000	-4.3%
1,500 - 2,000	\$630,000	\$460,000	37.0%	\$663,000	-5.0%
2,000 - 3,000	\$673,000	\$733,000	-8.2%	\$666,000	1.1%
3,000 - 4,000	-	-	-	\$730,000	-
> 4,000	-	-	-	-	-

East Boston Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	37	41	-9.8%	44	-15.9%
Median Price	\$525,000	\$525,000	0.0%	\$629,000	-16.5%
Median PPSF	\$568	\$580	-2.0%	\$610	-6.8%
Median Days on Market	34	82	-58.5%	17	100.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$409,000	-	-	-
1 BR	\$525,000	\$425,000	23.5%	\$534,000	-1.7%
2 BR	\$527,000	\$629,000	-16.2%	\$649,000	-18.8%
3 BR	\$534,000	\$472,000	13.1%	\$625,000	-14.6%
4 BR+	-	-	-	\$799,000	-
SINGLE FAMILY					
Number of Active Listings	5	9	-44.4%	4	25.0%
Median Price	\$875,000	\$475,000	84.2%	\$672,000	30.2%
Median Days on Market	63	83	-24.1%	15	334.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$699,000	\$473,000	47.8%	\$674,000	3.7%
1,500 - 2,000	-	\$750,000	-	\$672,000	-
2,000 - 3,000	\$937,000	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	-	-	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.6	2.0

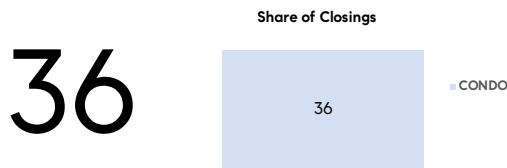
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

North End/Waterfront

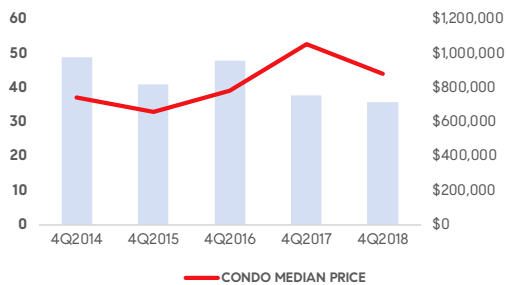
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$885,000

Median Condo Sales Price

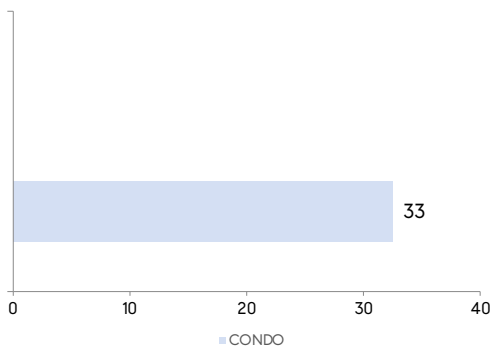
-

Median Single Family Sales Price

\$950

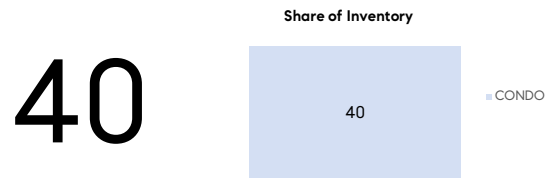
Median Condo Sales PPSF

Median Days on Market

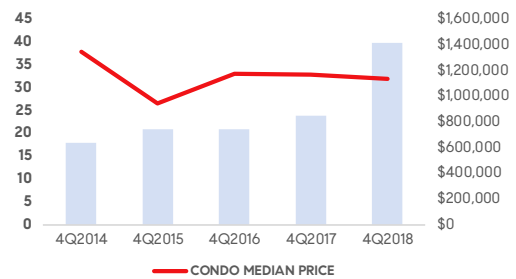


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,142,000

Median Condo Asking Price

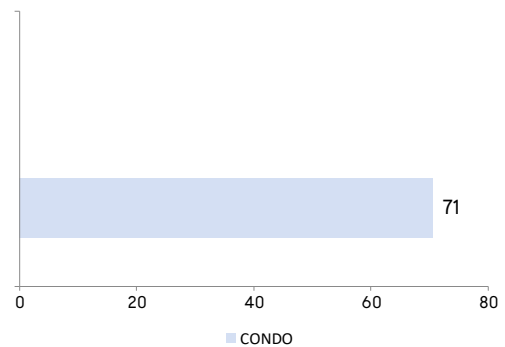
-

Median Single Family Asking Price

\$965

Median Condo Asking PPSF

Median Days on Market



North End/Waterfront Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	36	38	-5.3%	71	-49.3%
Median Price	\$885,000	\$1,055,000	-16.1%	\$758,000	16.8%
Median PPSF	\$950	\$947	0.4%	\$941	1.0%
Median Days on Market	33	26	27.5%	27	20.4%
Median Negotiability	-3.3%	-3.9%		-1.7%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$340,000	\$705,000	-51.8%	-	-
1 BR	\$680,000	\$778,000	-12.6%	\$600,000	13.3%
2 BR	\$1,125,000	\$1,130,000	-0.4%	\$898,000	25.3%
3 BR	\$2,923,000	\$2,575,000	13.5%	\$2,800,000	4.4%
4 BR+	-	\$4,050,000	-	-	-

North End/Waterfront Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	40	24	66.7%	54	-25.9%
Median Price	\$1,142,000	\$1,173,000	-2.6%	\$1,265,000	-9.7%
Median PPSF	\$965	\$1,148	-15.9%	\$1,037	-6.9%
Median Days on Market	71	96	-26.2%	39	83.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$570,000	\$720,000	-20.8%	-	-
1 BR	\$799,000	\$858,000	-6.9%	\$817,000	-2.2%
2 BR	\$1,362,000	\$1,475,000	-7.7%	\$1,262,000	7.9%
3 BR	\$2,500,000	\$1,450,000	72.4%	\$2,799,000	-10.7%
4 BR+	\$2,100,000	\$2,499,000	-16.0%	\$2,600,000	-19.2%
SINGLE FAMILY					
Number of Active Listings	0	0	-	1	-
Median Price	-	-	-	\$4,995,000	-
Median Days on Market	-	-	-	306	-
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	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.1	1.7

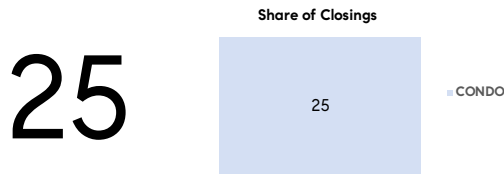
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Seaport District

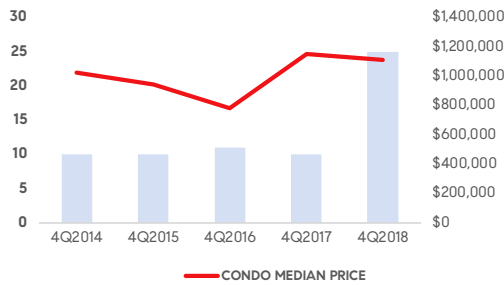
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,110,000

Median Condo Sales Price

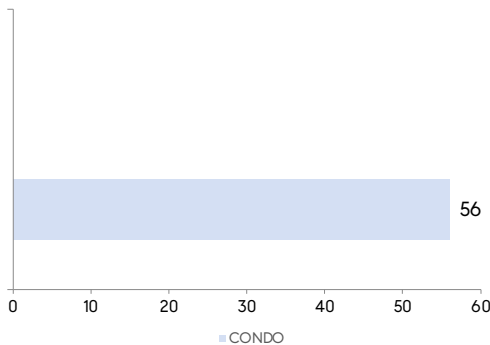
-

Median Single Family Sales Price

\$1,231

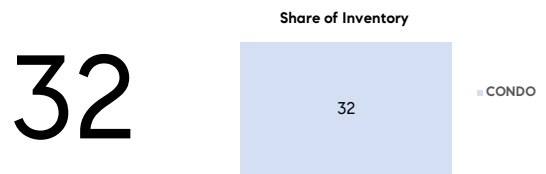
Median Condo Sales PPSF

Median Days on Market

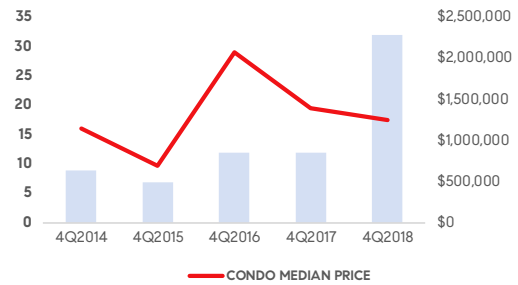


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,250,000

Median Condo Asking Price

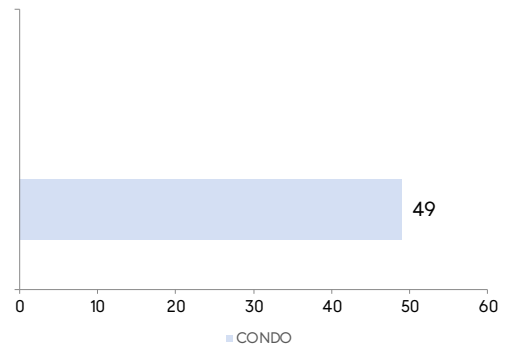
-

Median Single Family Asking Price

\$1,452

Median Condo Asking PPSF

Median Days on Market



Seaport District Condominium Closings & Inventory

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	25	10	150.0%	29	-13.8%
Median Price	\$1,110,000	\$1,155,000	-3.9%	\$1,145,000	-3.1%
Median PPSF	\$1,231	\$893	37.9%	\$1,146	7.4%
Median Days on Market	56	30	89.8%	30	86.7%
Median Negotiability	-3.0%	-5.7%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$610,000	\$607,000	0.5%	\$585,000	4.3%
1 BR	\$1,300,000	\$855,000	52.0%	\$1,085,000	19.8%
2 BR	\$1,170,000	\$1,347,000	-13.1%	\$2,050,000	-42.9%
3 BR	\$4,075,000	-	-	\$2,629,000	55.0%
4 BR+	-	-	-	-	-

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	32	12	166.7%	42	-23.8%
Median Price	\$1,250,000	\$1,400,000	-10.7%	\$1,450,000	-13.8%
Median PPSF	\$1,452	\$1,007	44.3%	\$1,297	11.9%
Median Days on Market	49	95	-48.1%	17	188.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$639,000	-	-	\$655,000	-2.4%
1 BR	\$1,163,000	\$1,195,000	-2.7%	\$1,204,000	-3.4%
2 BR	\$1,720,000	\$1,199,000	43.5%	\$1,641,000	4.8%
3 BR	\$4,736,000	\$2,895,000	63.6%	\$3,707,000	27.8%
4 BR+	-	-	-	\$8,866,000	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.3	3.5

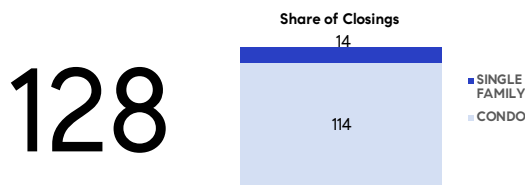
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

South Boston

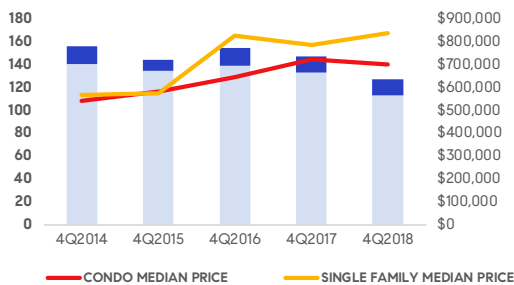
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$705,000

Median Condo Sales Price

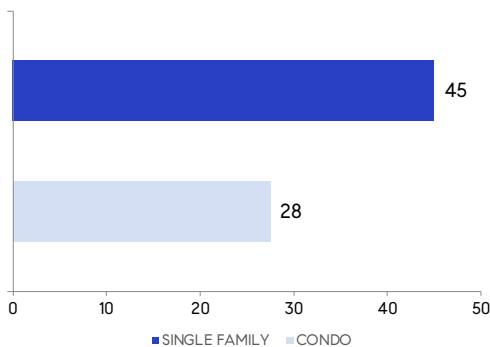
\$843,000

Median Single Family Sales Price

\$721

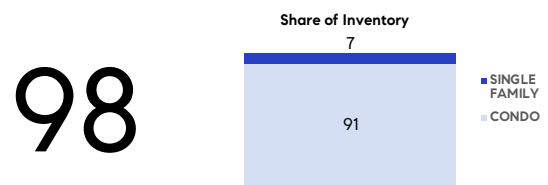
Median Condo Sales PPSF

Median Days on Market

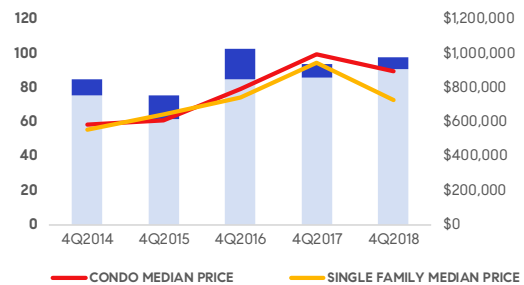


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$899,000

Median Condo Asking Price

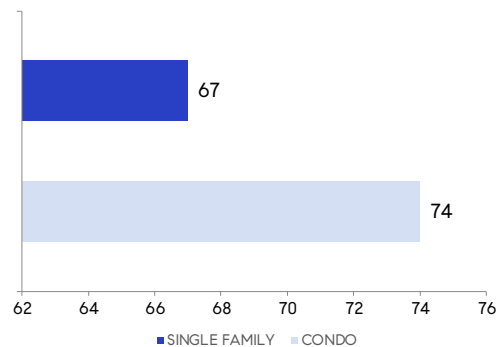
\$729,000

Median Single Family Asking Price

\$747

Median Condo Asking PPSF

Median Days on Market



South Boston Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	114	134	-14.9%	309	-63.1%
Median Price	\$705,000	\$727,000	-3.0%	\$765,000	-7.8%
Median PPSF	\$721	\$693	4.0%	\$798	-9.6%
Median Days on Market	28	22	27.9%	19	44.7%
Median Negotiability	-1.8%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$395,000	-	-	\$572,000	-30.9%
1 BR	\$440,000	\$460,000	-4.3%	\$655,000	-32.8%
2 BR	\$752,000	\$735,000	2.3%	\$810,000	-7.2%
3 BR	\$875,000	\$1,017,000	-14.0%	\$913,000	-4.2%
4 BR+	\$999,000	\$1,500,000	-33.4%	\$1,100,000	-9.2%
SINGLE FAMILY					
Number of Closings	14	14	0.0%	17	-17.6%
Median Price	\$843,000	\$789,000	6.8%	\$765,000	10.2%
Median Days on Market	45	21	114.3%	16	181.3%
Median Negotiability	-11.9%	-1.5%	-	-4.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$755,000	\$660,000	14.4%	\$666,000	13.4%
1,500 - 2,000	\$844,000	\$770,000	9.6%	\$875,000	-3.5%
2,000 - 3,000	\$875,000	\$960,000	-8.9%	\$1,468,000	-40.4%
3,000 - 4,000	-	\$1,500,000	-	-	-
> 4,000	-	-	-	-	-

South Boston Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	91	86	5.8%	137	-33.6%
Median Price	\$899,000	\$999,000	-10.0%	\$875,000	2.7%
Median PPSF	\$747	\$800	-6.6%	\$752	-0.7%
Median Days on Market	74	75	-0.7%	19	289.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$714,000	\$840,000	-15.0%	\$502,000	42.2%
2 BR	\$894,000	\$997,000	-10.3%	\$875,000	2.2%
3 BR	\$1,099,000	\$1,283,000	-14.3%	\$900,000	22.1%
4 BR+	\$1,899,000	\$1,775,000	7.0%	\$1,203,000	57.9%
SINGLE FAMILY					
Number of Active Listings	7	8	-12.5%	12	-41.7%
Median Price	\$729,000	\$950,000	-23.3%	\$982,000	-25.8%
Median Days on Market	67	78	-13.5%	25	168.0%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$599,000	\$829,000	-27.7%	\$894,000	-33.0%
1,500 - 2,000	\$814,000	\$950,000	-14.3%	\$969,000	-16.0%
2,000 - 3,000	\$1,000,000	\$1,325,000	-24.5%	\$995,000	0.5%
3,000 - 4,000	-	-	-	\$1,499,000	-
> 4,000	\$2,900,000	-	-	\$2,900,000	0.0%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.5	1.5

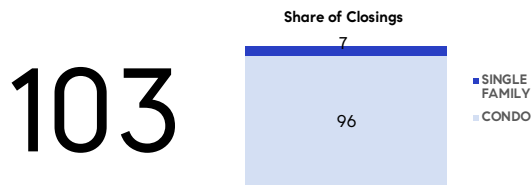
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

South End/Bay Village

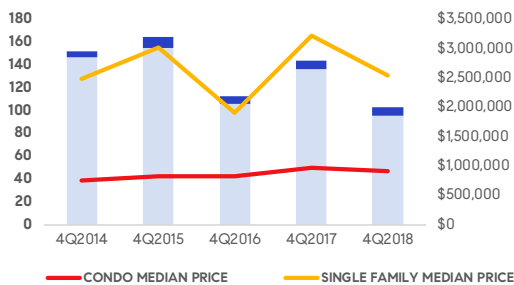
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$921,000

Median Condo Sales Price

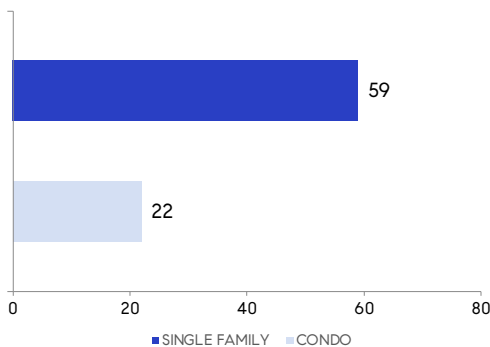
\$2,550,000

Median Single Family Sales Price

\$1,011

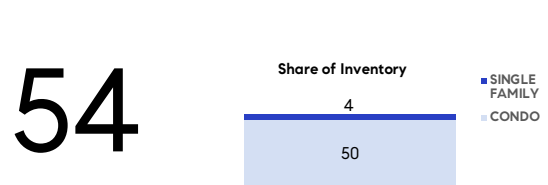
Median Condo Sales PPSF

Median Days on Market

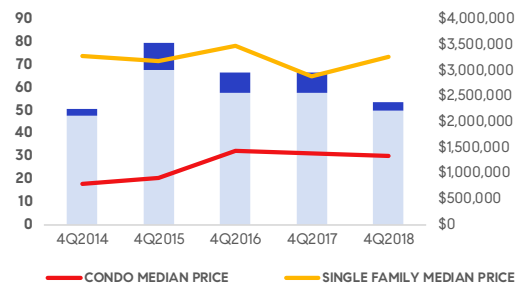


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,342,000

Median Condo Asking Price

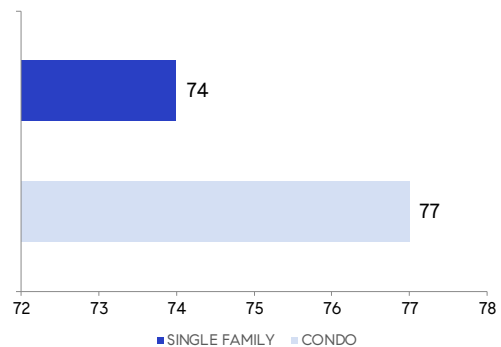
\$3,273,000

Median Single Family Asking Price

\$1,087

Median Condo Asking PPSF

Median Days on Market



South End/Bay Village Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	96	137	-29.9%	169	-43.2%
Median Price	\$921,000	\$973,000	-5.3%	\$1,049,000	-12.2%
Median PPSF	\$1,011	\$983	2.8%	\$1,056	-4.2%
Median Days on Market	22	18	22.2%	25	-10.2%
Median Negotiability	-0.8%	0.0%	-	-1.1%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$405,000	\$345,000	17.4%	\$645,000	-37.2%
1 BR	\$661,000	\$675,000	-2.1%	\$695,000	-4.9%
2 BR	\$1,055,000	\$1,073,000	-1.7%	\$1,095,000	-3.7%
3 BR	\$1,987,000	\$2,063,000	-3.7%	\$2,290,000	-13.2%
4 BR+	-	\$3,350,000	-	\$2,385,000	-
SINGLE FAMILY					
Number of Closings	7	7	0.0%	6	16.7%
Median Price	\$2,550,000	\$3,225,000	-20.9%	\$2,500,000	2.0%
Median Days on Market	59	51	15.7%	59	0.0%
Median Negotiability	-3.2%	-6.1%	-	-3.9%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$1,560,000	-	-	\$2,400,000	-35.0%
2,000 - 3,000	\$2,325,000	\$1,881,000	23.6%	\$2,091,000	11.2%
3,000 - 4,000	\$4,175,000	\$3,163,000	32.0%	\$3,450,000	21.0%
> 4,000	\$4,588,000	\$4,275,000	7.3%	-	-

South End/Bay Village Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	50	58	-13.8%	101	-50.5%
Median Price	\$1,342,000	\$1,397,000	-3.9%	\$1,349,000	-0.5%
Median PPSF	\$1,087	\$1,134	-4.2%	\$1,081	0.5%
Median Days on Market	77	77	0.0%	18	327.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$495,000	\$475,000	4.2%	\$649,000	-23.7%
1 BR	\$747,000	\$789,000	-5.3%	\$685,000	9.1%
2 BR	\$1,199,000	\$1,350,000	-11.2%	\$1,350,000	-11.2%
3 BR	\$2,799,000	\$2,632,000	6.3%	\$2,595,000	7.9%
4 BR+	\$2,149,000	-	-	\$2,899,000	-25.9%
SINGLE FAMILY					
Number of Active Listings	4	9	-55.6%	5	-20.0%
Median Price	\$3,273,000	\$2,900,000	12.9%	\$4,295,000	-23.8%
Median Days on Market	74	103	-28.2%	19	289.5%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$489,000	-	-	-
1,500 - 2,000	-	-	-	\$1,700,000	-
2,000 - 3,000	\$2,623,000	\$2,175,000	20.6%	-	-
3,000 - 4,000	\$3,895,000	\$3,995,000	-2.5%	\$4,285,000	-9.1%
> 4,000	\$5,495,000	\$4,300,000	27.8%	\$6,038,000	-9.0%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.0	1.4

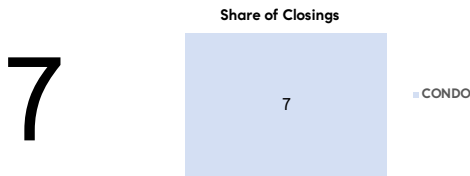
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West End

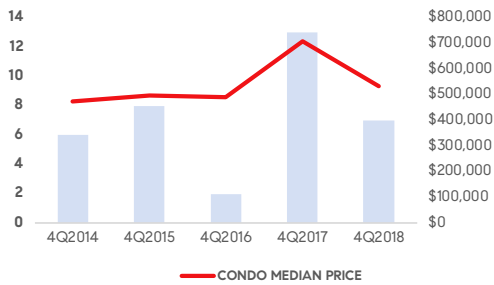
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$535,000

Median Condo Sales Price

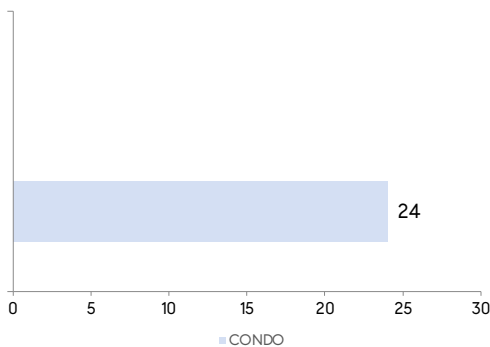
-

Median Single Family Sales Price

\$569

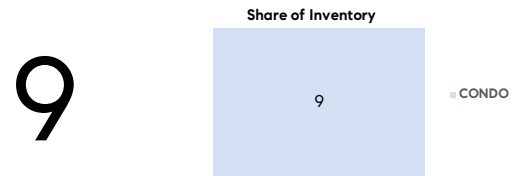
Median Condo Sales PPSF

Median Days on Market

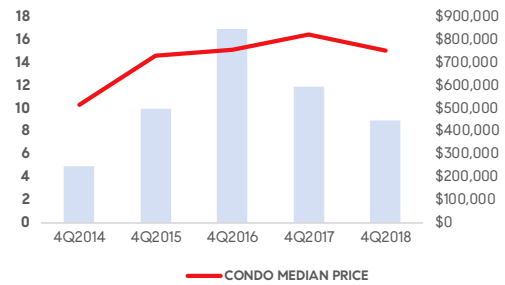


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$755,000

Median Condo Asking Price

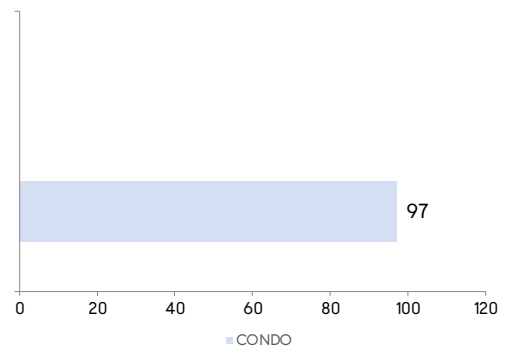
-

Median Single Family Asking Price

\$916

Median Condo Asking PPSF

Median Days on Market



West End Condominium Closings & Inventory

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	7	13	-46.2%	8	-12.5%
Median Price	\$535,000	\$709,000	-24.5%	\$553,000	-3.3%
Median PPSF	\$569	\$683	-16.8%	\$708	-19.7%
Median Days on Market	24	25	-4.0%	14	71.4%
Median Negotiability	-4.2%	0.0%	-	-2.4%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$389,000	-	\$430,000	-
1 BR	\$520,000	\$620,000	-16.1%	\$538,000	-3.3%
2 BR	\$767,000	\$730,000	5.1%	\$763,000	0.5%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	9	12	-25.0%	15	-40.0%
Median Price	\$755,000	\$828,000	-8.8%	\$775,000	-2.6%
Median PPSF	\$916	\$1,000	-8.4%	\$948	-3.3%
Median Days on Market	97	74	31.1%	13	646.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$475,000	-	-	\$491,000	-3.3%
1 BR	\$700,000	\$785,000	-10.8%	\$762,000	-8.1%
2 BR	\$1,450,000	\$960,000	51.0%	\$900,000	61.1%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.5	2.7

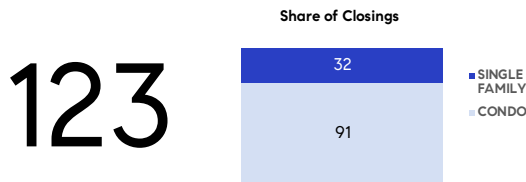
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Brookline

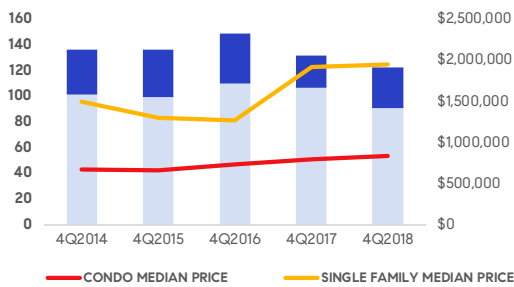
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$838,000

Median Condo Sales Price

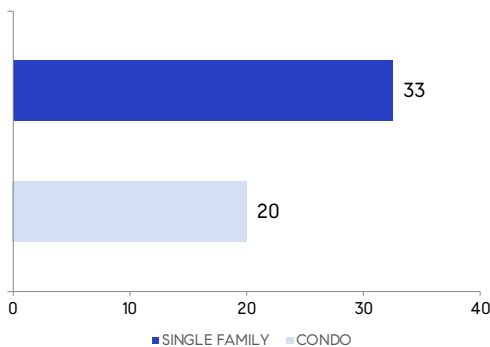
\$1,960,000

Median Single Family Sales Price

\$696

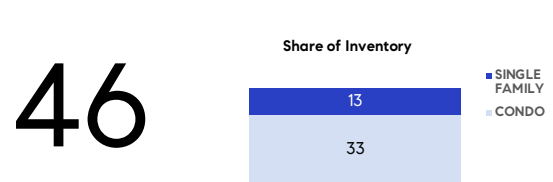
Median Condo Sales PPSF

Median Days on Market

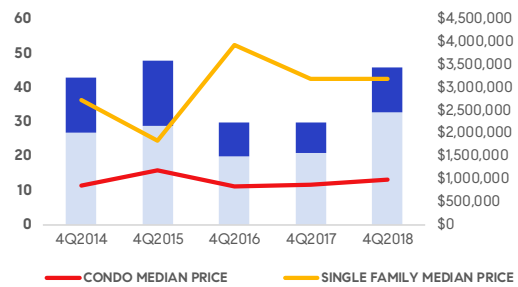


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,000,000

Median Condo Asking Price

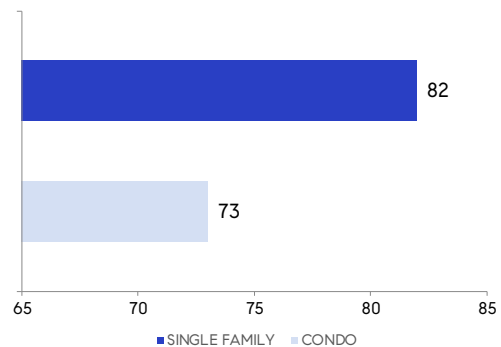
\$3,200,000

Median Single Family Asking Price

\$724

Median Condo Asking PPSF

Median Days on Market



Brookline

Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	91	107	-15.0%	157	-42.0%
Median Price	\$838,000	\$800,000	4.8%	\$855,000	-2.0%
Median PPSF	\$696	\$673	3.4%	\$713	-2.5%
Median Days on Market	20	19	5.3%	17	17.6%
Median Negotiability	-1.6%	0.0%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$415,000	\$425,000	-2.4%	\$415,000	0.0%
1 BR	\$650,000	\$560,000	16.1%	\$567,000	14.6%
2 BR	\$776,000	\$769,000	0.9%	\$805,000	-3.6%
3 BR	\$1,331,000	\$985,000	35.1%	\$1,065,000	25.0%
4 BR+	\$1,725,000	\$1,555,000	10.9%	\$1,680,000	2.7%
SINGLE FAMILY					
Number of Closings	32	25	28.0%	42	-23.8%
Median Price	\$1,960,000	\$1,925,000	1.8%	\$1,605,000	22.1%
Median Days on Market	33	59	-44.9%	19	75.7%
Median Negotiability	-6.0%	-3.5%	-	-0.9%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$815,000	\$765,000	6.5%	\$715,000	14.0%
1,500 - 2,000	\$1,262,000	\$1,195,000	5.6%	\$968,000	30.4%
2,000 - 3,000	\$1,666,000	\$1,175,000	41.8%	\$1,318,000	26.4%
3,000 - 4,000	\$1,957,000	\$1,900,000	3.0%	\$2,036,000	-3.9%
> 4,000	\$2,795,000	\$2,738,000	2.1%	\$2,205,000	26.8%

Brookline Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	33	21	57.1%	62	-46.8%
Median Price	\$1,000,000	\$880,000	13.6%	\$894,000	11.9%
Median PPSF	\$724	\$692	4.7%	\$682	6.2%
Median Days on Market	73	100	-27.0%	23	224.4%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$582,000	\$542,000	7.4%	\$599,000	-2.8%
2 BR	\$974,000	\$775,000	25.7%	\$735,000	32.5%
3 BR	\$1,504,000	\$1,925,000	-21.9%	\$999,000	50.6%
4 BR+	\$1,800,000	\$1,287,000	39.9%	\$1,899,000	-5.2%
SINGLE FAMILY					
Number of Active Listings	13	9	44.4%	28	-53.6%
Median Price	\$3,200,000	\$3,195,000	0.2%	\$3,400,000	-5.9%
Median Days on Market	82	117	-29.9%	28	192.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	\$1,299,000	-	-	-
2,000 - 3,000	-	-	-	\$1,895,000	-
3,000 - 4,000	\$2,225,000	-	-	\$2,295,000	-3.1%
> 4,000	\$3,595,000	\$3,195,000	12.5%	\$3,925,000	-8.4%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	0.9	0.5

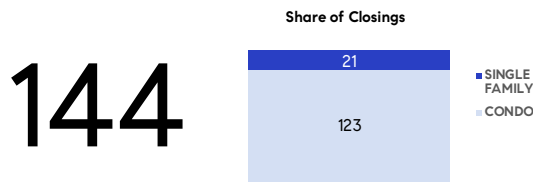
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Cambridge

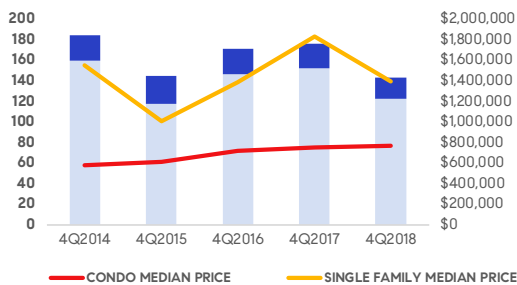
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$770,000

Median Condo Sales Price

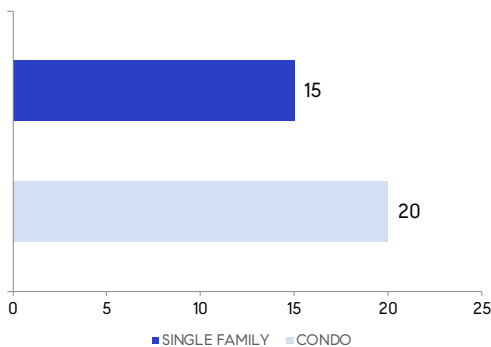
\$1,400,000

Median Single Family Sales Price

\$767

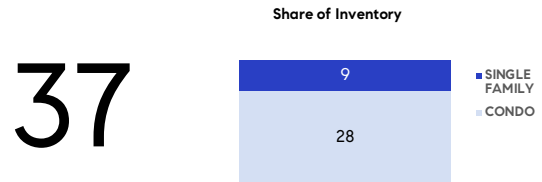
Median Condo Sales PPSF

Median Days on Market

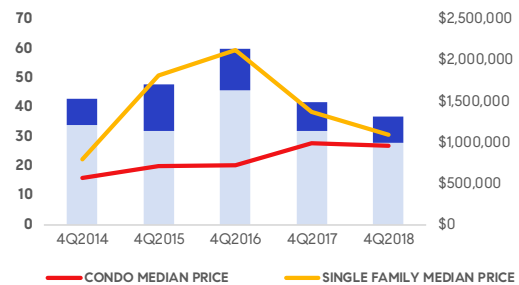


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$967,000

Median Condo Asking Price

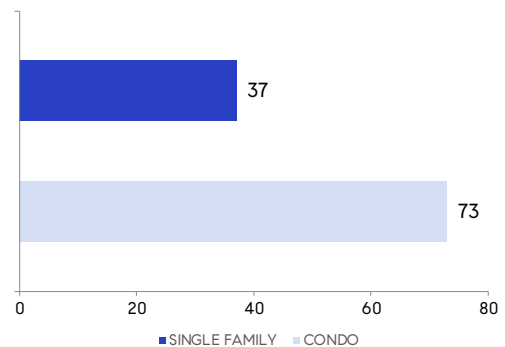
\$1,100,000

Median Single Family Asking Price

\$858

Median Condo Asking PPSF

Median Days on Market



Cambridge Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	123	153	-19.6%	232	-47.0%
Median Price	\$770,000	\$760,000	1.3%	\$775,000	-0.6%
Median PPSF	\$767	\$729	5.3%	\$787	-2.5%
Median Days on Market	20	19	5.3%	17	17.6%
Median Negotiability	0.1%	1.9%	-	2.7%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$440,000	-	\$450,000	-
1 BR	\$612,000	\$549,000	11.5%	\$589,000	3.9%
2 BR	\$740,000	\$750,000	-1.3%	\$768,000	-3.6%
3 BR	\$1,046,000	\$1,005,000	4.1%	\$1,052,000	-0.6%
4 BR+	\$1,450,000	\$1,425,000	1.8%	\$1,355,000	7.0%
SINGLE FAMILY					
Number of Closings	21	24	-12.5%	24	-12.5%
Median Price	\$1,400,000	\$1,838,000	-23.8%	\$1,705,000	-17.9%
Median Days on Market	15	16	-3.2%	15	3.4%
Median Negotiability	0.7%	4.6%	-	7.3%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$933,000	\$955,000	-2.3%	\$1,000,000	-6.7%
1,500 - 2,000	\$975,000	\$1,204,000	-19.0%	\$1,743,000	-44.1%
2,000 - 3,000	\$1,478,000	\$1,730,000	-14.6%	\$1,893,000	-21.9%
3,000 - 4,000	\$2,465,000	\$2,250,000	9.6%	\$2,800,000	-12.0%
> 4,000	\$9,950,000	\$4,500,000	121.1%	\$2,876,000	246.0%

Cambridge Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	28	32	-12.5%	54	-48.1%
Median Price	\$967,000	\$994,000	-2.7%	\$797,000	21.3%
Median PPSF	\$858	\$853	0.5%	\$755	13.5%
Median Days on Market	73	100	-26.6%	11	563.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$1,000,000	\$580,000	72.4%	-	-
1 BR	\$605,000	\$639,000	-5.3%	\$599,000	1.0%
2 BR	\$874,000	\$1,049,000	-16.7%	\$754,000	15.9%
3 BR	\$1,280,000	\$1,223,000	4.7%	\$1,078,000	18.7%
4 BR+	\$2,600,000	\$1,760,000	47.7%	\$1,499,000	73.4%
SINGLE FAMILY					
Number of Active Listings	9	10	-10.0%	18	-50.0%
Median Price	\$1,100,000	\$1,380,000	-20.3%	\$1,998,000	-44.9%
Median Days on Market	37	78	-52.3%	11	236.4%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,049,000	\$799,000	31.3%	\$899,000	16.7%
1,500 - 2,000	\$997,000	\$1,775,000	-43.8%	\$1,250,000	-20.2%
2,000 - 3,000	\$2,100,000	\$1,650,000	27.3%	\$1,800,000	16.7%
3,000 - 4,000	-	\$2,325,000	-	\$3,300,000	-
> 4,000	\$5,493,000	-	-	\$6,875,000	-20.1%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	0.6	0.7

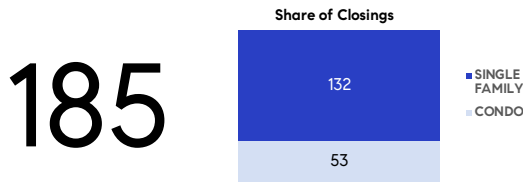
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Newton

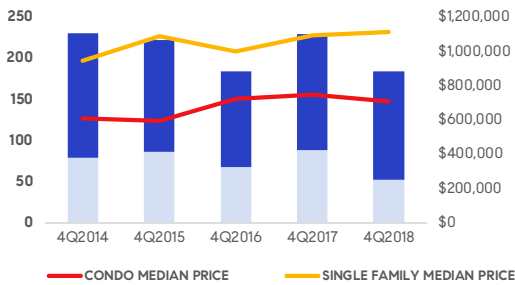
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$710,000

Median Condo Sales Price

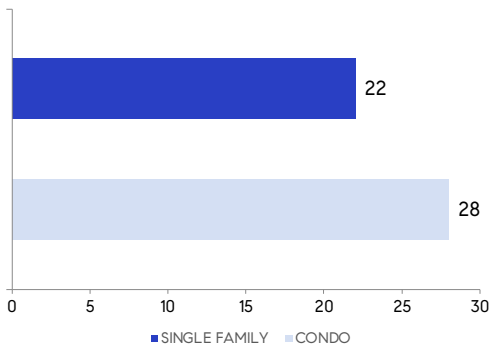
\$1,118,000

Median Single Family Sales Price

\$448

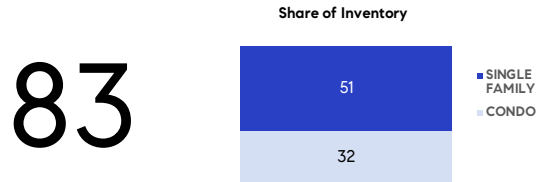
Median Condo Sales PPSF

Median Days on Market

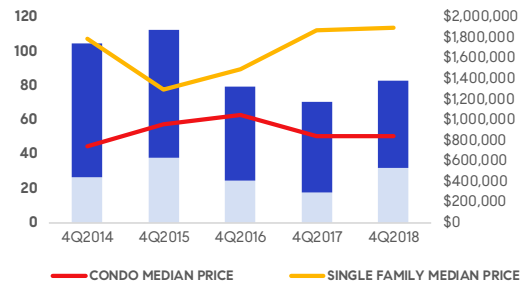


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$850,000

Median Condo Asking Price

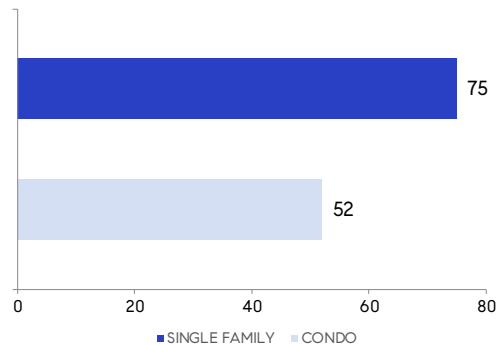
\$1,900,000

Median Single Family Asking Price

\$480

Median Condo Asking PPSF

Median Days on Market



Newton

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	53	89	-40.4%	105	-49.5%
Median Price	\$710,000	\$750,000	-5.3%	\$658,000	7.9%
Median PPSF	\$448	\$472	-5.1%	\$473	-5.4%
Median Days on Market	28	21	33.3%	23	21.7%
Median Negotiability	-2.8%	-0.5%	-	-0.8%	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$229,000	-	-	-	-
1 BR	\$407,000	\$431,000	-5.6%	\$365,000	11.5%
2 BR	\$640,000	\$685,000	-6.6%	\$603,000	6.1%
3 BR	\$757,000	\$924,000	-18.1%	\$725,000	4.4%
4 BR+	\$1,071,000	\$1,305,000	-17.9%	\$1,325,000	-19.2%
SINGLE FAMILY					
Number of Closings	132	141	-6.4%	208	-36.5%
Median Price	\$1,118,000	\$1,095,000	2.1%	\$1,203,000	-7.1%
Median Days on Market	22	20	10.0%	22	0.0%
Median Negotiability	-3.2%	-0.8%	-	-2.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$655,000	\$672,000	-2.5%	\$659,000	-0.6%
1,500 - 2,000	\$781,000	\$842,000	-7.2%	\$900,000	-13.2%
2,000 - 3,000	\$1,120,000	\$1,095,000	2.3%	\$1,188,000	-5.7%
3,000 - 4,000	\$1,525,000	\$1,463,000	4.2%	\$1,463,000	4.2%
> 4,000	\$2,100,000	\$2,293,000	-8.4%	\$2,005,000	4.7%

Newton Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	32	18	77.8%	62	-48.4%
Median Price	\$850,000	\$850,000	0.0%	\$799,000	6.4%
Median PPSF	\$480	\$416	15.5%	\$468	2.6%
Median Days on Market	52	73	-28.8%	25	112.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$365,000	-	-	\$465,000	-21.5%
2 BR	\$664,000	\$562,000	18.1%	\$787,000	-15.6%
3 BR	\$1,150,000	\$794,000	44.8%	\$1,149,000	0.1%
4 BR+	\$1,497,000	\$1,081,000	38.5%	\$979,000	52.9%
SINGLE FAMILY					
Number of Active Listings	51	53	-3.8%	125	-59.2%
Median Price	\$1,900,000	\$1,880,000	1.1%	\$2,079,000	-8.6%
Median Days on Market	75	93	-19.4%	34	120.6%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$712,000	\$609,000	16.9%	\$757,000	-5.9%
1,500 - 2,000	\$1,010,000	\$799,000	26.4%	\$944,000	7.0%
2,000 - 3,000	\$1,188,000	\$1,199,000	-0.9%	\$1,175,000	1.1%
3,000 - 4,000	\$1,259,000	\$1,630,000	-22.8%	\$1,579,000	-20.3%
> 4,000	\$2,499,000	\$2,675,000	-6.6%	\$2,895,000	-13.7%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.0	0.9

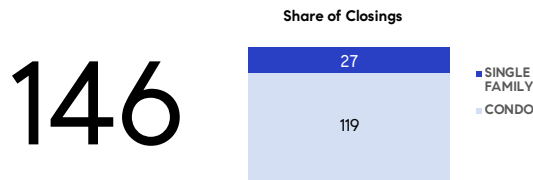
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of sales. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development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

Somerville

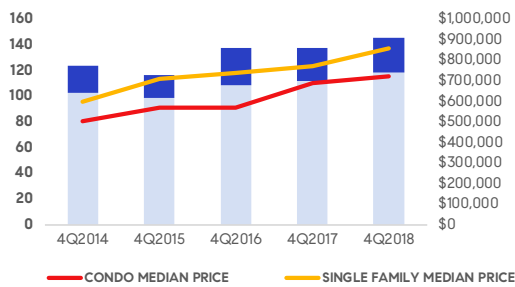
The page below highlights key trends in this neighborhood regarding inventory and closings.

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$725,000

Median Condo Sales Price

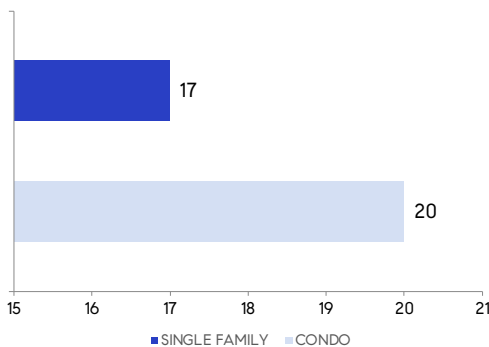
\$860,000

Median Single Family Sales Price

\$614

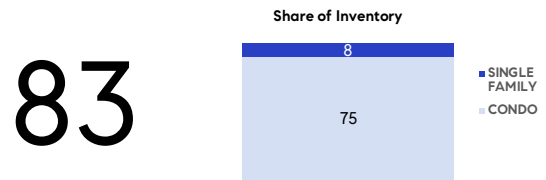
Median Condo Sales PPSF

Median Days on Market

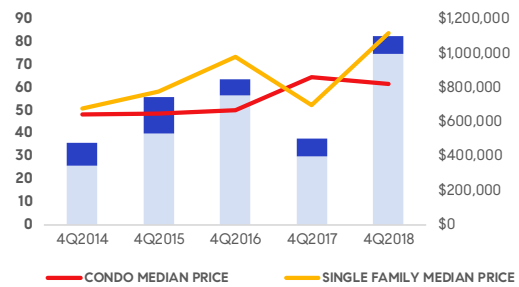


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$825,000

Median Condo Asking Price

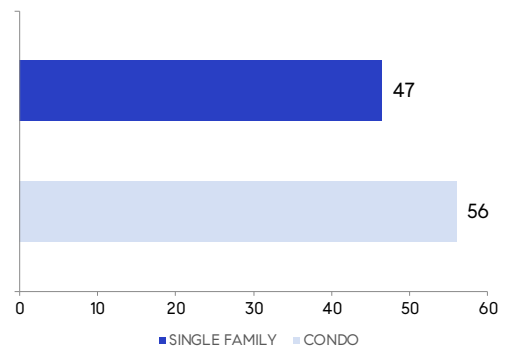
\$1,123,000

Median Single Family Asking Price

\$654

Median Condo Asking PPSF

Median Days on Market



Somerville

Condominium & Single Family

Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	119	112	6.3%	130	-8.5%
Median Price	\$725,000	\$691,000	4.9%	\$718,000	1.0%
Median PPSF	\$614	\$568	8.1%	\$613	0.1%
Median Days on Market	20	20	0.0%	21	-4.8%
Median Negotiability	0.0%	1.7%	-	0.0%	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$336,000	-
1 BR	\$528,000	\$490,000	7.8%	\$520,000	1.5%
2 BR	\$680,000	\$640,000	6.3%	\$682,000	-0.3%
3 BR	\$910,000	\$979,000	-7.0%	\$950,000	-4.2%
4 BR+	\$765,000	\$853,000	-10.3%	\$715,000	7.0%
SINGLE FAMILY					
Number of Closings	27	26	3.8%	30	-10.0%
Median Price	\$860,000	\$775,000	11.0%	\$798,000	7.8%
Median Days on Market	17	18	-5.6%	19	-10.5%
Median Negotiability	-1.9%	1.9%	-	0.1%	-
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$670,000	\$720,000	-6.9%	\$750,000	-10.7%
1,500 - 2,000	\$830,000	\$783,000	6.0%	\$848,000	-2.1%
2,000 - 3,000	\$1,478,000	\$1,310,000	12.8%	\$1,038,000	42.4%
3,000 - 4,000	\$1,120,000	\$1,368,000	-18.1%	\$1,390,000	-19.4%
> 4,000	\$1,470,000	\$800,000	83.8%	-	-

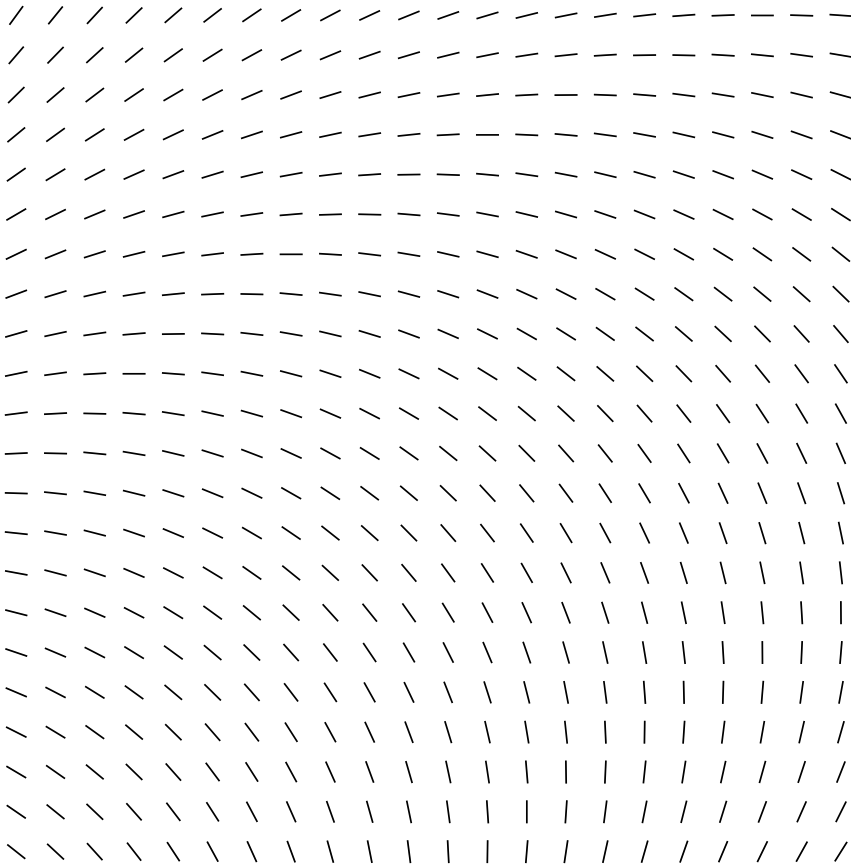
Somerville Condominium & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	75	30	150.0%	97	-22.7%
Median Price	\$825,000	\$862,000	-4.3%	\$821,000	0.5%
Median PPSF	\$654	\$541	21.0%	\$633	3.4%
Median Days on Market	56	39	43.6%	13	330.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$654,000	\$489,000	33.7%	\$706,000	-7.4%
2 BR	\$750,000	\$699,000	7.3%	\$750,000	0.0%
3 BR	\$850,000	\$995,000	-14.6%	\$1,010,000	-15.8%
4 BR+	\$1,295,000	\$1,200,000	7.9%	\$1,112,000	16.5%
SINGLE FAMILY					
Number of Active Listings	8	8	0.0%	14	-42.9%
Median Price	\$1,123,000	\$702,000	60.0%	\$1,088,000	3.2%
Median Days on Market	47	66	-29.0%	35	32.9%
Median Analysis by Size: (Sq. Ft.)					
< 1,500	\$819,000	\$614,000	33.4%	\$675,000	21.3%
1,500 - 2,000	\$973,000	\$702,000	38.6%	\$985,000	-1.2%
2,000 - 3,000	\$1,200,000	\$732,000	63.9%	\$1,175,000	2.1%
3,000 - 4,000	\$2,179,000	-	-	-	-
> 4,000	-	-	-	\$1,979,000	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	1.5	0.8

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.



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