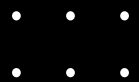
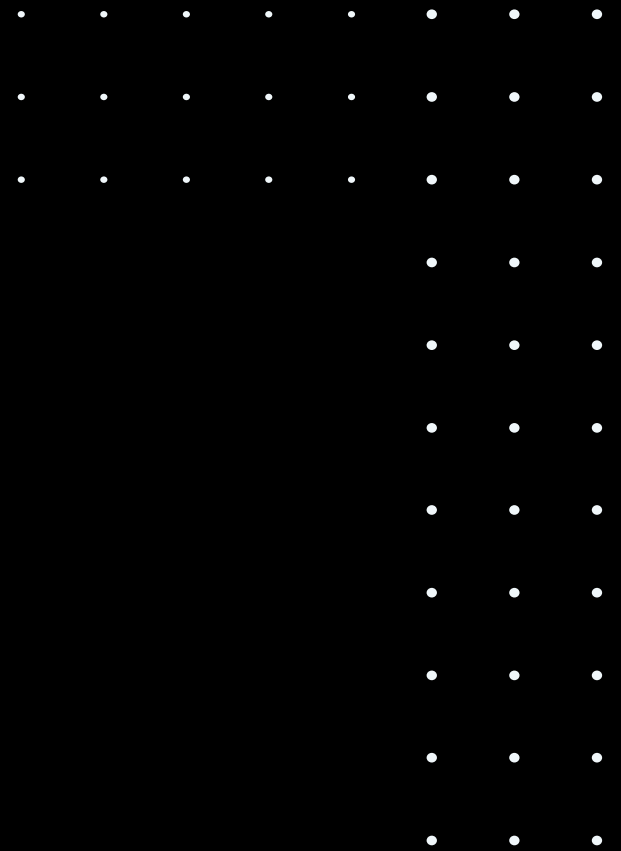


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# Introducing the Compass Q3 2017 Greater Boston Market Report

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Compass created Compass Markets, a mobile application that analyzes real estate markets in real time, because we believe in transparency and the importance of real-time information in the marketplace. Highlighted in this report are several key trends observed from our Compass Markets app during the Third quarter.

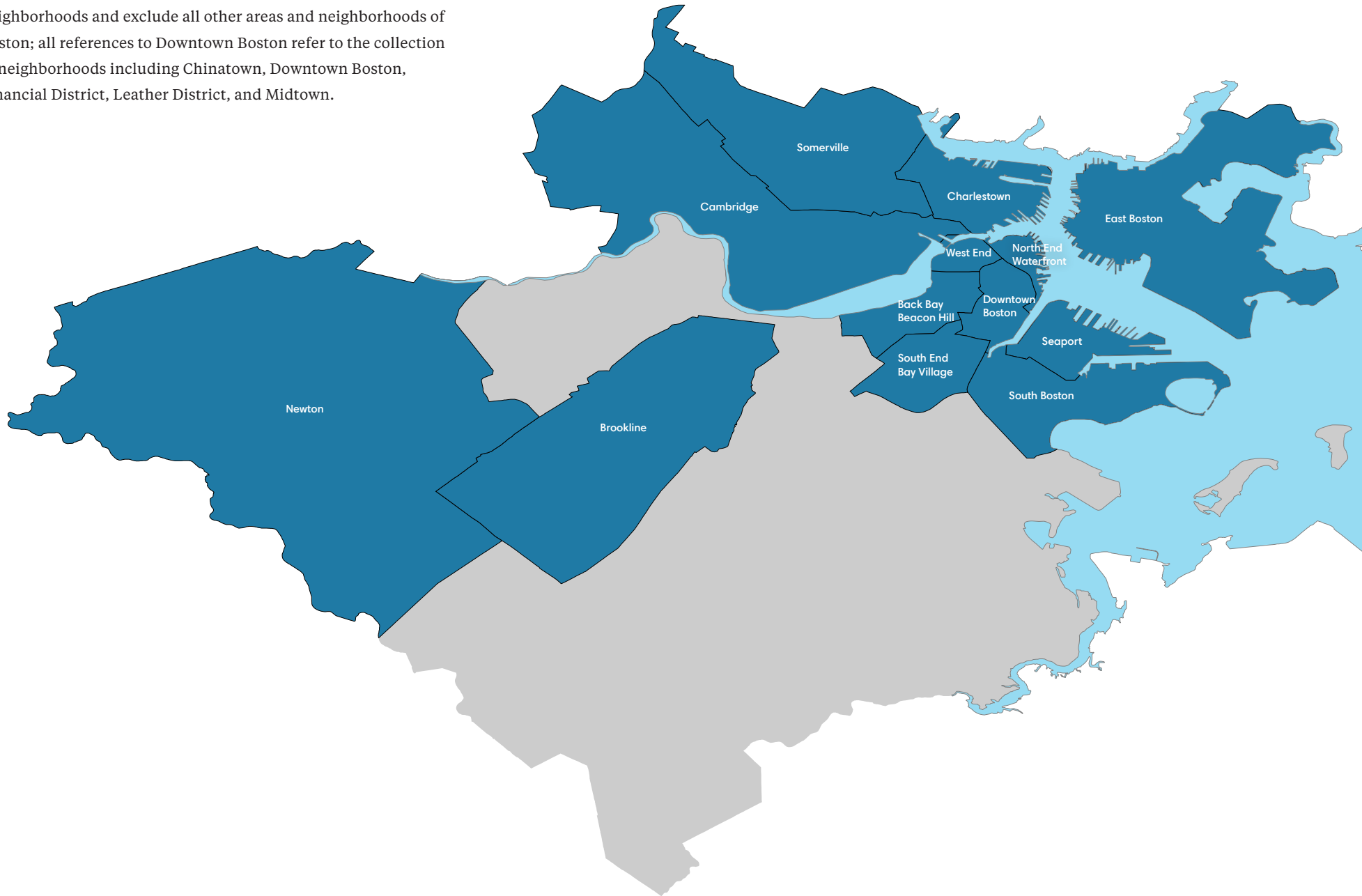
The condo market in Metropolitan Boston saw a slight increase in listing inventory in 3Q17, compared to 3Q16, by 3.9%. The median asking price for Boston condos rose by 9.7%. The number of closed sales in 3Q17 decreased by 13.9% year-over-year. South Boston had the highest number of condo sales with 187 units this quarter, accounting for 14.9% of all condo sales in Boston. Demand for four-bedroom condos was strong, as the number of sales increased 11.7% year-over-year, while studios and 1-3 bedrooms all saw a decline in number of sales. Median sale price rose across all 1 bedroom to 3 bedrooms pricing brackets year-over-year, with the exception of the studio and 4+ bedroom segments which fell 22.9% and 2.6% year-over-year respectively. The overall median days on market for condos dropped year-over-year by 9.5% to 19 days. Negotiability, which represents the average percentage difference between the closing price and last asking price, was +1.9% for the entire condo listings, which was consistent with the 3Q16 market.

The single family market in Metropolitan Boston experienced an increase in overall inventory and a slight decrease in the number of sales this quarter compared to 3Q16. Available listings increased by 27.2% year-over-year to 613 homes, while the number of sales declined slightly by 3.4% to 345 closed transactions. The decline in the number of sales was driven by weakened buy side demand and increased availability of listings at the higher end. Single Family median asking price for all of Metropolitan Boston increased 12.5% year-over-year to \$1.33M. The median sale price reflected a 13.0% year-over-year increase to \$1.30M, achieving an all-time high record. Single family overall median days on market was 20 days, down 23.1% from the third quarter of last year.

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# Map of Coverage Area

Compass' Q3 2017 Boston Market Report is an analysis of the 13 neighborhoods highlighted on this map. Please note that all references to Boston overall refer solely to the collection of these neighborhoods and exclude all other areas and neighborhoods of Boston; all references to Downtown Boston refer to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

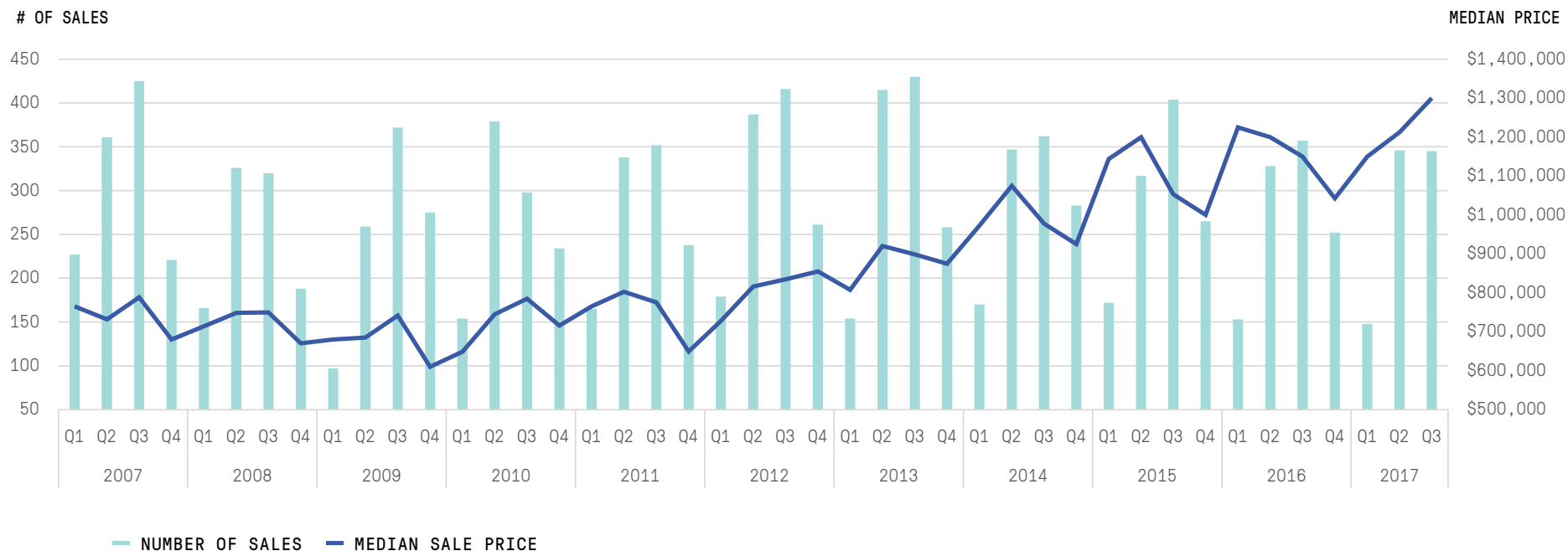


# Single Family Overview

The Boston single family market listed more inventory in 3Q17 compared to 3Q16 (up 27.2% Y-o-Y to 613 homes), with a 12.5% year-over-year increase in the median asking price. This quarter, there were 345 single family residences sold- down just 3.4% from the year prior. Median sale price increased 13.0% year-over-year to \$1.30M, achieving an all-time-high record, primarily driven by fewer entry-level below \$1M sales (down 24.0 Y-o-Y) and more sold listings between \$1M-\$3M categories (up 15% Y-o-Y). Median PPSF grew by a healthy 3.3% year-over-year to \$482/SF. Median days on market dropped from 3Q16 to 20 days (down 23.1% Y-o-Y). Negotiability, which represents the average percentage difference between the closing price and last asking price, remained virtually unchanged at 0.9% compared to 1.2% in 3Q16.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	613	482	27.2%	708	-13.4%
MEDIAN ASKING PRICE	\$1,325,000	\$1,177,500	12.5%	\$1,349,950	-1.8%
NUMBER OF SALES	345	357	-3.4%	346	-0.3%
MEDIAN SALE PRICE	\$1,300,000	\$1,150,000	13.0%	\$1,212,500	7.2%
MEDIAN SALE PPSF	\$482	\$466	3.3%	\$480	0.4%
DAYS ON MARKET	20	26	-23.1%	18	11.1%
NEGOTIABILITY	0.9%	1.2%		1.4%	



# Single Family Overview

## Sales by Price Point

The sales volume of single family properties below \$500K remained unchanged at 11 units in 3Q16 and 3Q17. Properties sold at \$3M and above saw a drop in sales volume by 17.2% year-over-year and quarter-over-quarter. The \$1M-\$2M pricing bracket saw a 14.5% increase year-over-year, with 166 closings in 3Q17. Median sale prices increased marginally across all property pricing brackets quarter-over-quarter. The listings valued below \$500K and those valued between \$2M-\$3M experienced year-over-year median sale price decreases of 8.2% and 5.9%, respectively. The \$3M+ pricing bracket increased from \$3.45M to \$3.73M, an 8.0% year-over-year increase.

### NUMBER OF SALES

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
\$500K-	11	11	0.0%	15	-26.7%
\$500K-\$1M	100	135	-25.9%	116	-13.8%
\$1M-\$2M	166	145	14.5%	142	16.9%
\$2M-\$3M	44	37	18.9%	44	0.0%
\$3M+	24	29	-17.2%	29	-17.2%

### MEDIAN SALE PRICE

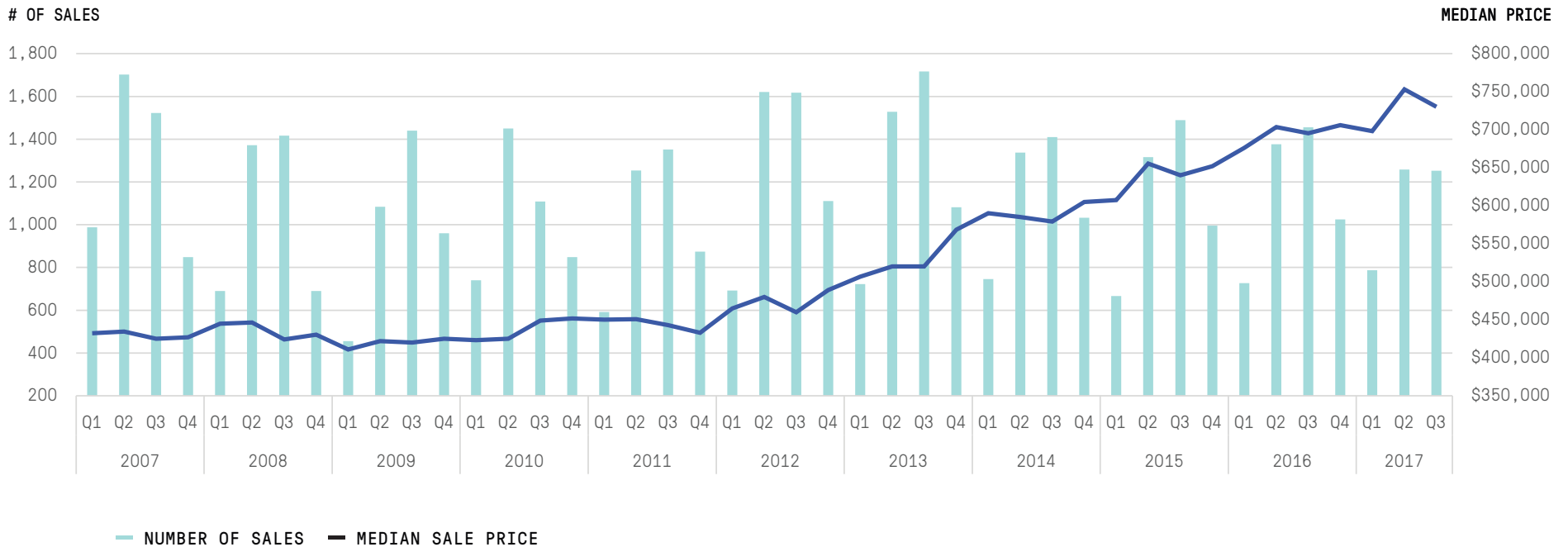
	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
\$500K-	\$415,000	\$452,000	-8.2%	\$400,000	3.8%
\$500K-\$1M	\$802,750	\$746,000	7.6%	\$796,000	0.8%
\$1M-\$2M	\$1,400,000	\$1,350,000	3.7%	\$1,353,500	3.4%
\$2M-\$3M	\$2,380,000	\$2,530,000	-5.9%	\$2,350,000	1.3%
\$3M+	\$3,725,000	\$3,450,000	8.0%	\$3,672,000	1.4%

# Condo Overview

The Boston condo market inventory steadily increased in 3Q17 by 3.9% year-over-year, with a 9.7% year-over-year increase in the median asking price. The number of sales decreased by 13.9% year-over-year, while the median sale price increased by 5.0% to \$730K, registered as the second highest price on record. This increase was mainly driven by the 3-bedrooms category as its median sale price grew an 18.0% year-over-year. The median sale PPSF increased by 3.6% to \$712/SF compared to the same quarter a year ago. Days on market have decreased to 19 days from 21 days in 3Q16. Negotiability, which represents the average percentage difference between the closing price and last asking price, remained virtually unchanged year-over-year at 1.9% in 3Q17 compared to 1.8% in 3Q16.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	2,112	2,033	3.9%	2,541	-16.9%
MEDIAN ASKING PRICE	\$799,700	\$729,000	9.7%	\$799,000	0.1%
NUMBER OF SALES	1,253	1,456	-13.9%	1,258	-0.4%
MEDIAN SALE PRICE	\$730,000	\$695,250	5.0%	\$753,000	-3.1%
MEDIAN SALE PPSF	\$712	\$687	3.6%	\$721	-1.3%
DAYS ON MARKET	19	21	-9.5%	17	11.8%
NEGOTIABILITY	1.9%	1.8%		3.0%	



# Condo Overview

## Sales by Bedroom Type

The 1,253 condo sales this quarter were primarily composed of two-bedrooms, which made up 49.2% of all sales. The market for 4+ bedroom condos remained strong, as it was the only category with a year-over-year increase in the number of sales (up 11.7% Y-o-Y). Whereas the number of sales in all other bedroom types exhibited two-digit declines year-over-year, primarily due to strong new development sales activities in 3Q16 at 1 Franklin, 319 A Street and 150 Dorchester Ave. The median sale price increased for 1-, 2- and 3-bedroom condos year-over-year while studios and 4+ bedrooms exhibited year-over-year decreases of 22.9% and 2.6% respectively in the median sale price.

### NUMBER OF SALES

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
STUDIO	23	50	-54.0%	21	9.5%
1BR	316	354	-10.7%	298	6.0%
2BR	616	694	-11.2%	610	1.0%
3BR	231	298	-22.5%	245	-5.7%
4BR+	67	60	11.7%	84	-20.2%

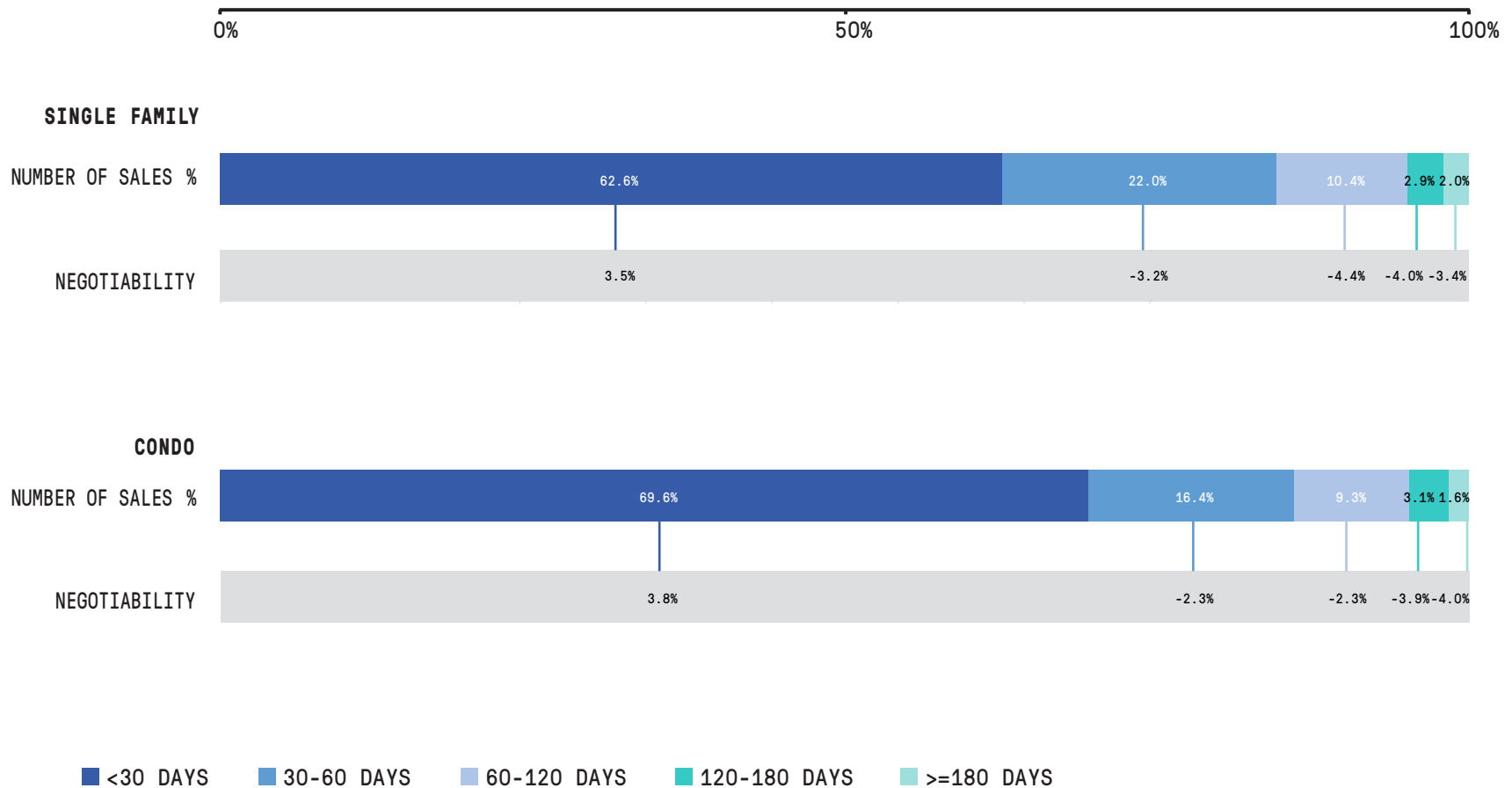
### MEDIAN SALE PRICE

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
STUDIO	\$405,000	\$525,000	-22.9%	\$400,000	1.3%
1BR	\$560,000	\$538,750	3.9%	\$581,000	-3.6%
2BR	\$744,000	\$699,000	6.4%	\$750,000	-0.8%
3BR	\$1,050,000	\$890,000	18.0%	\$1,035,000	1.4%
4BR+	\$1,250,000	\$1,284,010	-2.6%	\$1,310,500	-4.6%

# Time on Market & Negotiability

Both single family and condo continue to exhibit shorter days on market this quarter compared to 3Q16, down 6 days and 2 days respectively, as 62.6% of all single families and 69.6% of all condos entered contracts within the first month. Only 2.0% of single family homes and 1.6% of condos spent more than 6 months on market.

Negotiability, which represents the average percentage difference between the closing price and last asking price, was +3.5% and +3.8%, respectively for single family and condo listings sold in less than 30 days. The positive negotiability interestingly indicates listings that stayed on market for a shorter time period gain premium on closing prices. While the negotiability for the rest of the longer time on market categories were all negative, meaning the listings were sold below the asking price on average.





# Neighborhood Summary

## Single Family

This page provides a snapshot of 3Q17 market conditions by property type and neighborhood. Please note that Downtown Boston refers to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

Overall, Boston single family homes saw a 13.0% year-over-year increase in median sale price as double-digit percentage growths occurred in Back Bay/Beacon Hill (up 34.2% to \$5.24M), South Boston (up 22.5% to \$840K), Brookline (up 17.9% to 1.95M), and Newton (up 14.7% to \$1.25M). The number of single family sales in Boston decreased slightly by 3.4% year-over-year to 345 homes, primarily led by the 40.0% year-over-year decrease in South Boston and the 28.8% year-over-year decrease in Brookline, where 12 and 42 homes were sold in 3Q17, respectively.

Q3 2017 GREATER BOSTON MARKET REPORT

COMPASS

	LISTING INVENTORY	YOY%	MEDIAN ASKING PRICE	YOY%	NUMBER OF SALES	YOY%	MEDIAN SALE PRICE	YOY%	MEDIAN SALE PPSF	YOY%	DAYS ON MARKET	YOY%
BACK BAY/BEACON HILL	18	20.0%	\$2,810,000	-29.6%	10	25.0%	\$5,237,500	34.2%	\$1,069	-6.4%	71	79.7%
CHARLESTOWN	32	113.3%	\$902,000	-27.8%	25	38.9%	\$1,200,000	-2.5%	\$620	2.8%	18	-14.3%
DOWNTOWN BOSTON*	0	-	N/A	-	0	-100.0%	N/A	-	N/A	-	N/A	-
EAST BOSTON	26	52.9%	\$497,450	21.6%	10	150.0%	\$440,000	2.9%	\$272	-7.1%	22	-37.1%
NORTH END/WATERFRONT	0	-	N/A	-	0	-	N/A	-	N/A	-	N/A	-
SEAPORT DISTRICT	0	-	N/A	-	0	-	N/A	-	N/A	-	N/A	-
SOUTH BOSTON	27	3.8%	\$899,900	20.1%	12	-40.0%	\$840,000	22.5%	\$510	16.4%	20	5.4%
SOUTH END/BAY VILLAGE	23	91.7%	\$2,699,000	-20.0%	9	50.0%	\$2,500,000	-7.3%	\$803	-10.2%	34	-50.4%
WEST END	0	-	N/A	-	0	-	N/A	-	N/A	-	N/A	-
BROOKLINE	83	1.2%	\$1,999,999	-7.5%	42	-28.8%	\$1,945,450	17.9%	\$556	6.2%	34	52.3%
CAMBRIDGE	51	24.4%	\$1,600,000	0.9%	26	-10.3%	\$1,400,000	6.5%	\$709	7.2%	14	-6.7%
NEWTON	304	43.4%	\$1,299,000	18.1%	193	2.1%	\$1,250,000	14.7%	\$434	1.9%	19	-38.7%
SOMERVILLE	49	-21.0%	\$749,000	-6.3%	18	-21.7%	\$749,500	-2.0%	\$432	-10.3%	17	-10.5%
<b>OVERALL</b>	<b>613</b>	<b>27.2%</b>	<b>\$1,325,000</b>	<b>12.5%</b>	<b>345</b>	<b>-3.4%</b>	<b>\$1,300,000</b>	<b>13.0%</b>	<b>\$482</b>	<b>3.3%</b>	<b>20</b>	<b>-23.1%</b>

# Neighborhood Summary

## Condo

This page provides a snapshot of 3Q17 market conditions by property type and neighborhood. Please note that Downtown Boston refers to the collections of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District and Midtown.

Boston condo median sale price increased by 5.0% year-over-year primarily driven by year-over-year increases in Seaport District (up 60.3% to \$1.09M), West End (up 53.3% to \$760K) and South End/Bay Village (up 16.1% to \$950K). The number of condo sales decreased in 3Q17 (down 13.9% Y-o-Y) despite notable increases in West End (up 133.3% to 28 units) and East Boston (up 38.6% to 61 units).

	LISTING INVENTORY	YOY%	MEDIAN ASKING PRICE	YOY%	NUMBER OF SALES	YOY%	MEDIAN SALE PRICE	YOY%	MEDIAN SALE PPSF	YOY%	DAYS ON MARKET	YOY%
BACK BAY/BEACON HILL	241	-4.0%	\$1,379,000	6.1%	123	-7.5%	\$920,000	-7.1%	\$1,092	3.6%	23	-11.5%
CHARLESTOWN	100	-30.6%	\$709,450	11.9%	75	-25.7%	\$670,000	13.6%	\$706	4.0%	15	-25.0%
DOWNTOWN BOSTON*	160	32.2%	\$1,499,000	-18.9%	61	-40.2%	\$1,200,000	-27.2%	\$1,158	-9.4%	35	34.6%
EAST BOSTON	119	38.4%	\$509,000	20.5%	61	38.6%	\$465,000	12.7%	\$459	7.3%	24	-11.1%
NORTH END/WATERFRONT	93	-13.9%	\$855,000	-4.9%	41	-37.9%	\$745,000	-4.2%	\$881	1.6%	28	-12.5%
SEAPORT DISTRICT	28	-22.2%	\$1,444,500	102.2%	12	-72.7%	\$1,093,750	60.3%	\$807	-25.4%	70	334.4%
SOUTH BOSTON	296	29.3%	\$799,900	23.3%	187	3.3%	\$685,000	5.4%	\$664	4.3%	21	0.0%
SOUTH END/BAY VILLAGE	213	15.1%	\$950,000	8.6%	133	6.4%	\$950,000	16.1%	\$1,007	8.5%	19	-5.0%
WEST END	31	34.8%	\$759,000	25.5%	28	133.3%	\$759,750	53.3%	\$952	47.7%	20	18.2%
BROOKLINE	187	6.9%	\$775,000	0.0%	151	-6.8%	\$801,000	4.7%	\$678	9.8%	16	-20.0%
CAMBRIDGE	255	-5.9%	\$775,000	11.0%	162	-30.2%	\$750,000	13.6%	\$739	3.8%	17	13.3%
NEWTON	141	-14.0%	\$799,000	11.8%	71	-33.6%	\$660,000	-3.6%	\$406	-2.4%	20	-9.1%
SOMERVILLE	248	3.3%	\$699,000	15.1%	146	-0.7%	\$643,500	8.2%	\$573	10.3%	16	-27.3%
<b>OVERALL</b>	<b>2,112</b>	<b>3.9%</b>	<b>\$799,700</b>	<b>9.7%</b>	<b>1,251</b>	<b>-13.9%</b>	<b>\$730,000</b>	<b>5.0%</b>	<b>\$712</b>	<b>3.6%</b>	<b>19</b>	<b>-9.5%</b>

# Back Bay/Beacon Hill

The single family market in Back Bay/Beacon Hill experienced a 20.0% year-over-year increase in available inventory to 18 units in 3Q17 despite a 29.6% decrease in median asking price. The number of sales increased 25.0% year-over-year, coupled with a 34.2% year-over-year increase in median sale price to \$5.24M, mainly led by more transactions at the high end price category compared to 3Q16. The median PPSF decreased by 6.4% year-over-year to \$1,069/SF. Median days on market increased significantly by 79.7% year-over-year to 71 days, but decreased 13.4% from last quarter.

Inventory decreased by 4.0% year-over-year in the Back Bay/Beacon Hill condo market as median asking price increased slightly by 6.1% year-over-year. The number of condo sales were down 7.5% compared to 3Q16 with a median sale price decrease of 7.1% from 3Q16 to \$920K. Median days on market decreased 3 days compared to the same quarter last year to 23 days.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	18	15	20.0%	23	-21.7%
MEDIAN ASKING PRICE	\$2,810,000	\$3,990,000	-29.6%	\$5,900,000	-52.4%
NUMBER OF SALES	10	8	25.0%	10	0.0%
MEDIAN SALE PRICE	\$5,237,500	\$3,902,500	34.2%	\$3,725,000	40.6%
MEDIAN SALE PPSF	\$1,069	\$1,142	-6.4%	\$1,083	-1.3%
DAYS ON MARKET	71	40	79.7%	82	-13.4%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	241	251	-4.0%	292	-17.5%
MEDIAN ASKING PRICE	\$1,379,000	\$1,300,000	6.1%	\$1,357,500	1.6%
NUMBER OF SALES	123	133	-7.5%	119	3.4%
MEDIAN SALE PRICE	\$920,000	\$990,000	-7.1%	\$1,175,000	-21.7%
MEDIAN SALE PPSF	\$1,092	\$1,054	3.6%	\$1,141	-4.3%
DAYS ON MARKET	23	26	-11.5%	21	9.5%

# Charlestown

Single family inventory increased significantly in Charlestown by 113.3% year-over-year while the median asking price dropped 27.8% to \$902K. The number of sales increased 38.9% year-over-year to 25 closings. Median sale price decreased slightly by 2.5% to \$1.20M from 3Q16. Median days on market decreased 14.3% year-over-year to 18 days. The above indicators signaled sellers' recognition of growing interests from buyers in Charlestown.

Tighter condo inventory led to a decline of sales number and increase of median prices in Charlestown this quarter compared to 3Q16. The number of available condo listings decreased 30.6% year-over-year to 100 units, with a 11.9% year-over-year increase in median asking price to \$709K. The 75 sales in 3Q17 decreased by 25.7% year-over-year, with an increase of 13.6% in median sale price from \$590K to \$670K this quarter. Median days on market decreased from 20 days to 15 days, the shortest number among all condo sub-markets.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	32	15	113.3%	45	-28.9%
MEDIAN ASKING PRICE	\$902,000	\$1,249,000	-27.8%	\$1,200,000	-24.8%
NUMBER OF SALES	25	18	38.9%	16	56.3%
MEDIAN SALE PRICE	\$1,200,000	\$1,230,500	-2.5%	\$1,165,000	3.0%
MEDIAN SALE PPSF	\$620	\$603	2.8%	\$561	10.4%
DAYS ON MARKET	18	21	-14.3%	14.5	24.1%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	100	144	-30.6%	143	-30.1%
MEDIAN ASKING PRICE	\$709,450	\$634,000	11.9%	\$719,000	-1.3%
NUMBER OF SALES	75	101	-25.7%	75	0.0%
MEDIAN SALE PRICE	\$670,000	\$590,000	13.6%	\$729,000	-8.1%
MEDIAN SALE PPSF	\$706	\$678	4.0%	\$670	5.3%
DAYS ON MARKET	15	20	-25.0%	16	-6.3%

# Downtown Boston

There was no single family activity this quarter in Downtown Boston, due to no existing inventory.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	0	0	-	0	-
MEDIAN ASKING PRICE	N/A	N/A	-	N/A	-
NUMBER OF SALES	0	1	-100.0%	0	-
MEDIAN SALE PRICE	N/A	\$1,225,000	-	N/A	-
MEDIAN SALE PPSF	N/A	\$491	-	N/A	-
DAYS ON MARKET	N/A	22	-	N/A	-

The Downtown Boston condo market activities slowed down this quarter compared to a year ago, attributable to less inflation from the Millennium Tower at 1 Franklin Street. There were 160 condos on market in 3Q17, up 32.2% year-over-year. However, median asking price decreased 18.9% year-over-year. The number of sales decreased 40.2% year-over-year from 102 units to 61 units, mainly due to strong 3Q16 closings at the Millennium Tower (53 units vs. 12 units this quarter). Median sale price decreased 27.2% year-over-year to \$1.20M, up 6.1% from \$1.13M in the previous quarter. Median days on market increased from 26 days to 35 days. Please note that Downtown Boston refer to the collection of neighborhoods including Chinatown, Downtown Boston, Financial District, Leather District, and Midtown.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	160	121	32.2%	157	1.9%
MEDIAN ASKING PRICE	\$1,499,000	\$1,849,000	-18.9%	\$1,395,000	7.5%
NUMBER OF SALES	61	102	-40.2%	54	13.0%
MEDIAN SALE PRICE	\$1,200,000	\$1,647,500	-27.2%	\$1,130,500	6.1%
MEDIAN SALE PPSF	\$1,158	\$1,279	-9.4%	\$1,118	3.6%
DAYS ON MARKET	35	26	34.6%	37	-4.1%

# East Boston

The single family market in East Boston saw strong activity in the third quarter compared to the same quarter a year ago. Inventory rose 52.9% year-over-year to 26 available homes, and median asking price increased by 21.6% to \$497K. A total of 10 closings occurred this quarter, while only 4 homes closed in 3Q16 (up 150% Y-o-Y). The median sale price increased slightly by 2.9% to \$440K while median PPSF decreased 7.1% year-over-year to \$272/SF. Median days on market was 22 days in 3Q17, a 13 days decline compared to 3Q16.

The condo market in East Boston continues to exhibit a strong quarter compared to 3Q16, primarily driven by a 38.4% year-over-year increase in supply, supported by a 38.6% year-over-year increase in the number of sales to 61 units from 44 closings a year ago. Median sale price increased to \$465K, up 12.7% year-over-year. Median days on market decreased 11.1% year-over-year to 24 days. East Boston is an emerging neighborhood witnessing growing number of new condo developments.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	26	17	52.9%	22	18.2%
MEDIAN ASKING PRICE	\$497,450	\$409,000	21.6%	\$449,000	10.8%
NUMBER OF SALES	10	4	150.0%	11	-9.1%
MEDIAN SALE PRICE	\$440,000	\$427,500	2.9%	\$393,000	12.0%
MEDIAN SALE PPSF	\$272	\$293	-7.1%	\$317	-14.0%
DAYS ON MARKET	22	35	-37.1%	24	-8.3%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	119	86	38.4%	126	-5.6%
MEDIAN ASKING PRICE	\$509,000	\$422,500	20.5%	\$459,000	10.9%
NUMBER OF SALES	61	44	38.6%	69	-11.6%
MEDIAN SALE PRICE	\$465,000	\$412,500	12.7%	\$430,000	8.1%
MEDIAN SALE PPSF	\$506	\$472	7.3%	\$506	0.1%
DAYS ON MARKET	24	27	-11.1%	22	9.1%

# North End/Waterfront

There was no single family activity this quarter in North End/Waterfront, due to no existing inventory.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	0	0	-	2	-100.0%
MEDIAN ASKING PRICE	N/A	N/A	-	\$1,147,000	-
NUMBER OF SALES	0	0	-	2	-100.0%
MEDIAN SALE PRICE	N/A	N/A	-	\$962,500	-
MEDIAN SALE PPSF	N/A	N/A	-	\$700	-
DAYS ON MARKET	N/A	N/A	-	46	-

Condo inventory in North End/Waterfront decreased 13.9% year-over-year from 108 units to 93 listings this quarter. The 41 condo sales represented a 37.9% year-over-year decrease. Median sale price decreased to \$745K, down 4.2% compared to the same quarter in 2016. Median days on market decreased 12.5% year-over-year to 28 days.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	93	108	-13.9%	86	8.1%
MEDIAN ASKING PRICE	\$855,000	\$899,000	-4.9%	\$827,500	3.3%
NUMBER OF SALES	41	66	-37.9%	35	17.1%
MEDIAN SALE PRICE	\$745,000	\$777,500	-4.2%	\$820,000	-9.1%
MEDIAN SALE PPSF	\$881	\$866	1.6%	\$917	-4.0%
DAYS ON MARKET	28	32	-12.5%	20	40.0%

# Seaport District

There has been no available single family inventory in the Seaport District.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	0	0	-	0	-
MEDIAN ASKING PRICE	N/A	N/A	-	N/A	-
NUMBER OF SALES	0	0	-	0	-
MEDIAN SALE PRICE	N/A	N/A	-	N/A	-
MEDIAN SALE PPSF	N/A	N/A	-	N/A	-
DAYS ON MARKET	N/A	N/A	-	N/A	-

Developers have been building higher price-point products in Seaport District as condo inventory exhibited a notable 102.2% year-over-year increase in median asking price to \$1.44M this quarter. The number of sales decreased significantly by 72.7% year-over-year from the active 3Q16 with 44 sold units, in which 37 closings were from 319 A Street. However, median sale price increased 60.3% to \$1.09M, led by closings at higher-end projects such as 21 Wormwood and 22 Liberty. Median days on market increased by 334.4% year-over-year to 70 days due to several aged products.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	28	36	-22.2%	32	-12.5%
MEDIAN ASKING PRICE	\$1,444,500	\$714,500	102.2%	\$1,944,950	-25.7%
NUMBER OF SALES	12	44	-72.7%	13	-7.7%
MEDIAN SALE PRICE	\$1,093,750	\$682,500	60.3%	\$875,000	25.0%
MEDIAN SALE PPSF	\$807	\$1,082	-25.4%	\$770	4.8%
DAYS ON MARKET	70	16	334.4%	23	202.2%



# South Boston

There were 27 available single family listings this quarter in South Boston, a 3.8% year-over-year increase from 3Q16. Median asking price increased 20.1% year-over-year to \$900K. There was a 40.0% year-over-year decrease in the number of sales to 12 homes, accompanied by a 22.5% year-over-year rise in median sale price to \$840K. Median days on market increased by 5.4% year-over-year to 20 days.

In South Boston, the condo inventory increased 29.3% year-over-year to 296 units, and median asking price jumped 23.3% to \$800K. The number of sales increased just slightly by 3.3% year-over-year to 187 units, with a median sale price of \$685K, up 5.4% year-over-year. Median days on market remained exactly the same year-over-year at 21 days.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	27	26	3.8%	24	12.5%
MEDIAN ASKING PRICE	\$899,900	\$749,450	20.1%	\$829,000	8.6%
NUMBER OF SALES	12	20	-40.0%	13	-7.7%
MEDIAN SALE PRICE	\$840,000	\$685,750	22.5%	\$770,000	9.1%
MEDIAN SALE PPSF	\$510	\$438	16.4%	\$387	31.9%
DAYS ON MARKET	20	19	5.4%	18	8.3%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	296	229	29.3%	432	-31.5%
MEDIAN ASKING PRICE	\$799,900	\$649,000	23.3%	\$759,450	5.3%
NUMBER OF SALES	187	181	3.3%	199	-6.0%
MEDIAN SALE PRICE	\$685,000	\$650,000	5.4%	\$665,000	3.0%
MEDIAN SALE PPSF	\$664	\$636	4.3%	\$676	-1.8%
DAYS ON MARKET	21	21	0.0%	19	10.5%

# South End/Bay Village

The single family market in South End/Bay Village experienced a 91.7% increase in listing inventory (23 units) compared to the same quarter the year before, with the number of sales increasing by 50.0% year-over-year to 9 closings. The median asking price dropped by 20.0% year-over-year from \$3.37M to \$2.70M. The median sale price declined 7.3% year-over-year to \$2.50M. Median days on market decreased significantly to 34 days from 69 days in 3Q16.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	23	12	91.7%	21	9.5%
MEDIAN ASKING PRICE	\$2,699,000	\$3,372,500	-20.0%	\$2,695,000	0.1%
NUMBER OF SALES	9	6	50.0%	11	-18.2%
MEDIAN SALE PRICE	\$2,500,000	\$2,697,500	-7.3%	\$2,600,000	-3.8%
MEDIAN SALE PPSF	\$803	\$895	-10.2%	\$974	-17.6%
DAYS ON MARKET	34	69	-50.4%	22	54.5%

The condo market in South End/Bay Village experienced a 6.4% increase year-over-year in the number of sales to 133 units, up from 125 units a year ago. The median sale price increased 16.1% year-over-year to \$950K. Median days on market decreased by 5.0% year-over-year to 19 days.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	213	185	15.1%	299	-28.8%
MEDIAN ASKING PRICE	\$950,000	\$875,000	8.6%	\$950,000	0.0%
NUMBER OF SALES	133	125	6.4%	153	-13.1%
MEDIAN SALE PRICE	\$950,000	\$818,000	16.1%	\$825,100	15.1%
MEDIAN SALE PPSF	\$1,007	\$928	8.5%	\$989	1.8%
DAYS ON MARKET	19	20	-5.0%	16	18.8%

# West End

There has been no available single family inventory in the West End market since 2008.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	0	0	-	0	-
MEDIAN ASKING PRICE	N/A	N/A	-	N/A	-
NUMBER OF SALES	0	0	-	0	-
MEDIAN SALE PRICE	N/A	N/A	-	N/A	-
MEDIAN SALE PPSF	N/A	N/A	-	N/A	-
DAYS ON MARKET	N/A	N/A	-	N/A	-

Condo activity in the West End was boosted by the newly developed Forecaster 121 at 121 Portland Street this quarter. Condo inventory increased 34.8% year-over-year to 31 units. Median asking price increased 25.5% to \$759K. The number of sales saw a major increase by 133.3% year-over-year to 28 units with a median sale price of \$760K, up 53.3% year-over-year. Median days on market increased 18.2% year-over-year to 20 days.

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	31	23	34.8%	32	-3.1%
MEDIAN ASKING PRICE	\$759,000	\$605,000	25.5%	\$709,000	7.1%
NUMBER OF SALES	28	12	133.3%	7	300.0%
MEDIAN SALE PRICE	\$759,750	\$495,688	53.3%	\$456,000	66.6%
MEDIAN SALE PPSF	\$952	\$645	47.7%	\$693	37.4%
DAYS ON MARKET	20	17	18.2%	27	-27.8%

# Brookline

Single family inventory in Brookline increased slightly by 1.2% in the third quarter, with a 7.5% year-over-year decrease in the median asking price. The number of sales decreased 28.8% year-over-year to 42 homes, while median sale price increased by 17.9% to \$1.95M. Median days on market increased from 22 days in 3Q16 to 34 days this quarter, primarily due to closings at higher price points.

Brookline condo inventory remained consistent year-over-year, with a 6.9% increase in the number of available units and unchanged median asking price at \$775K. The number of sales decreased by 6.8% year-over-year to 151 units. Median sale price increased slightly by 4.7% to \$801K year-over-year. Median days on market decreased by 20.0% year-over-year to 16 days.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	83	82	1.2%	99	-16.2%
MEDIAN ASKING PRICE	\$1,999,999	\$2,162,500	-7.5%	\$2,145,000	-6.8%
NUMBER OF SALES	42	59	-28.8%	50	-16.0%
MEDIAN SALE PRICE	\$1,945,450	\$1,650,000	17.9%	\$1,805,000	7.8%
MEDIAN SALE PPSF	\$556	\$523	6.2%	\$579	-4.1%
DAYS ON MARKET	34	22	52.3%	15	123.3%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	187	175	6.9%	246	-24.0%
MEDIAN ASKING PRICE	\$775,000	\$775,000	0.0%	\$854,000	-9.3%
NUMBER OF SALES	151	162	-6.8%	151	0.0%
MEDIAN SALE PRICE	\$801,000	\$765,000	4.7%	\$844,000	-5.1%
MEDIAN SALE PPSF	\$678	\$617	9.8%	\$665	1.8%
DAYS ON MARKET	16	20	-20.0%	14	14.3%

# Cambridge

Available single family inventory in Cambridge increased 24.4% year-over-year, with a slight increase in median asking price to \$1.60M. The number of single family sales dipped 10.3% year-over-year to 26 homes. Median sale price increased 6.5% year-over-year to \$1.40M. Median days on market decreased 6.7% year-over-year to 14 days, the lowest days on single family market among all neighborhoods.

The sales activity of Cambridge condos was slower than a year ago due to limited supply, which pushed prices higher. The number of available condos decreased to 255 units from 271 units (down 5.9% Y-o-Y), and the number of sales accordingly decreased 30.2% year-over-year to 162 units. The median asking price increased by 11.0% year-over-year, from \$698K to \$775K. Median sale price increased 13.6% to \$750K. Median days on market increased from 15 days in 3Q16 to 17 days in 3Q17.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	51	41	24.4%	52	-1.9%
MEDIAN ASKING PRICE	\$1,600,000	\$1,585,000	0.9%	\$1,498,500	6.8%
NUMBER OF SALES	26	29	-10.3%	28	-7.1%
MEDIAN SALE PRICE	\$1,400,000	\$1,315,000	6.5%	\$1,277,500	9.6%
MEDIAN SALE PPSF	\$709	\$661	7.2%	\$694	2.1%
DAYS ON MARKET	14	15	-6.7%	18	-20.0%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	255	271	-5.9%	308	-17.2%
MEDIAN ASKING PRICE	\$775,000	\$698,000	11.0%	\$754,500	2.7%
NUMBER OF SALES	162	232	-30.2%	182	-11.0%
MEDIAN SALE PRICE	\$750,000	\$660,000	13.6%	\$762,000	-1.6%
MEDIAN SALE PPSF	\$739	\$712	3.8%	\$772	-4.3%
DAYS ON MARKET	17	15	13.3%	13	30.8%

# Newton

Single family market in Newton witnessed a surge of supply, represented an increase of 43.4% year-over-year to 304 homes, coupled with an 18.1% increase in the median asking price to \$1.30M. The number of sales remained fairly consistent year-over-year at 193 homes (up 2.1% Y-o-Y), while median sale price increased 14.7% to \$1.25M. Days on market dropped 38.7% year-over-year to 19 days from 31 days.

The number of available condos in Newton this quarter decreased by 14.0% year-over-year to 141 units. Median asking price increased 11.8% year-over-year to \$799K. There was a 33.6% year-over-year decrease in the number of sales to 71 units. Median sale price decreased slightly by 3.6% to 660K year-over-year. Median days on market decreased by 9.1% year-over-year to 20 days.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	304	212	43.4%	370	-17.8%
MEDIAN ASKING PRICE	\$1,299,000	\$1,100,000	18.1%	\$1,349,000	-3.7%
NUMBER OF SALES	193	189	2.1%	174	10.9%
MEDIAN SALE PRICE	\$1,250,000	\$1,090,000	14.7%	\$1,245,000	0.4%
MEDIAN SALE PPSF	\$434	\$426	1.9%	\$444	-2.3%
DAYS ON MARKET	19	31	-38.7%	18	5.6%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	141	164	-14.0%	153	-7.8%
MEDIAN ASKING PRICE	\$799,000	\$714,920	11.8%	\$799,999	-0.1%
NUMBER OF SALES	71	107	-33.6%	90	-21.1%
MEDIAN SALE PRICE	\$660,000	\$685,000	-3.6%	\$785,500	-16.0%
MEDIAN SALE PPSF	\$406	\$416	-2.4%	\$401	1.3%
DAYS ON MARKET	20	22	-9.1%	16	29.0%

# Somerville

Single family inventory in Somerville decreased 21.0% year-over-year to 49 available homes. The number of sales decreased from 23 homes in 3Q16 to 18 sales in 3Q17. Median sale price dipped slightly to \$749K (down -2% Y-o-Y). Median days on market decreased by 10.5% year-over-year to 17 days.

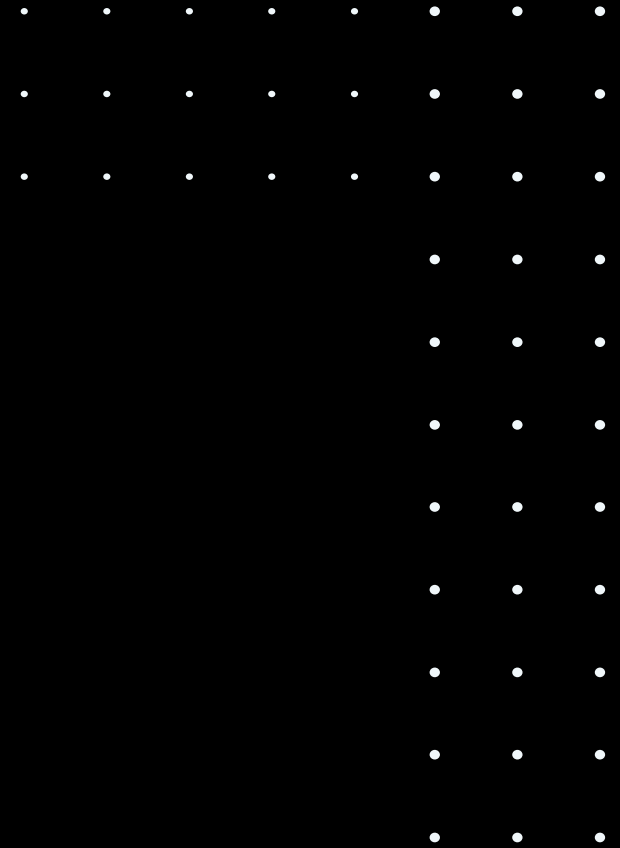
The number of available condos increased slightly by 3.3% year-over-year to 248 units. Median asking price rose 15.1% year-over-year to \$699K. The number of sales remained almost the same year-over-year, with 147 units sold in 3Q16 vs. 146 sales in 3Q17 (down 0.7% Y-o-Y). Median days on market decreased from 22 days in 3Q16 to 16 days this quarter.

## SINGLE FAMILY

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	49	62	-21.0%	50	-2.0%
MEDIAN ASKING PRICE	\$749,000	\$799,000	-6.3%	\$687,500	8.9%
NUMBER OF SALES	18	23	-21.7%	31	-41.9%
MEDIAN SALE PRICE	\$749,500	\$765,000	-2.0%	\$673,000	11.4%
MEDIAN SALE PPSF	\$432	\$481	-10.3%	\$480	-10.1%
DAYS ON MARKET	17	19	-10.5%	19	-10.5%

## CONDO

	Q3 2017	Q3 2016	YOY%	Q2 2017	QOQ%
LISTING INVENTORY	248	240	3.3%	235	5.5%
MEDIAN ASKING PRICE	\$699,000	\$607,450	15.1%	\$649,997	7.5%
NUMBER OF SALES	146	147	-0.7%	111	31.5%
MEDIAN SALE PRICE	\$643,500	\$595,000	8.2%	\$645,000	-0.2%
MEDIAN SALE PPSF	\$573	\$520	10.3%	\$556	3.2%
DAYS ON MARKET	16	22	-27.3%	14	14.3%



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