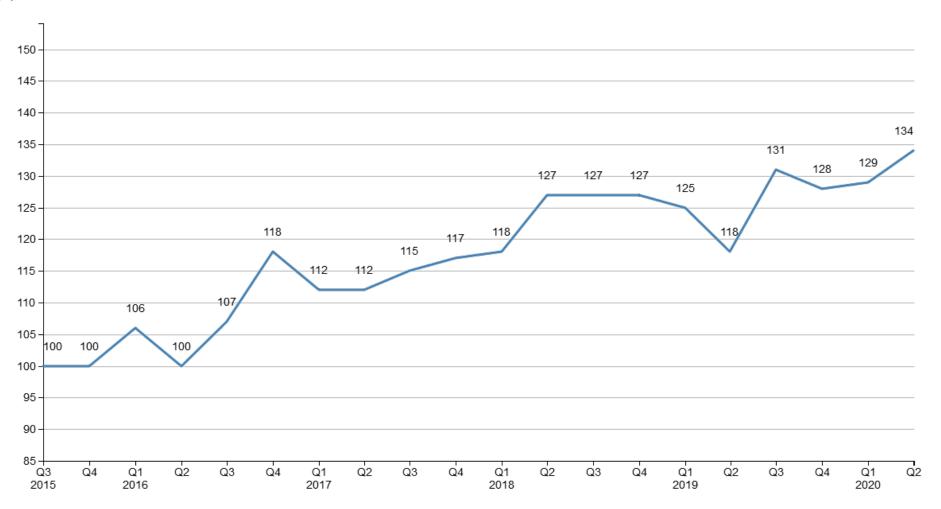


BOSTON QUARTERLY SALES SUMMARY SECOND QUARTER 2020

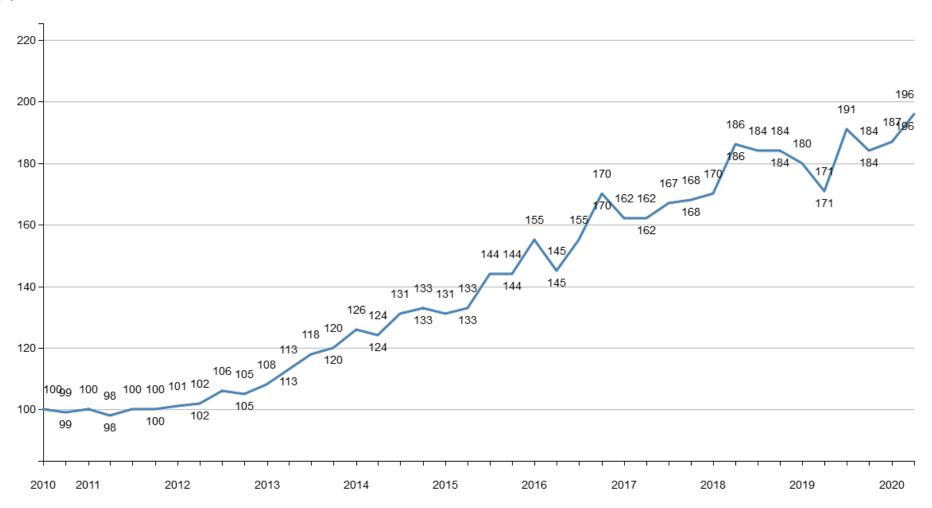
LINK

Citywide Five Year Price Index (Appreciation Rate)



LINK

Citywide
Ten Year Price Index
(Appreciation Rate)



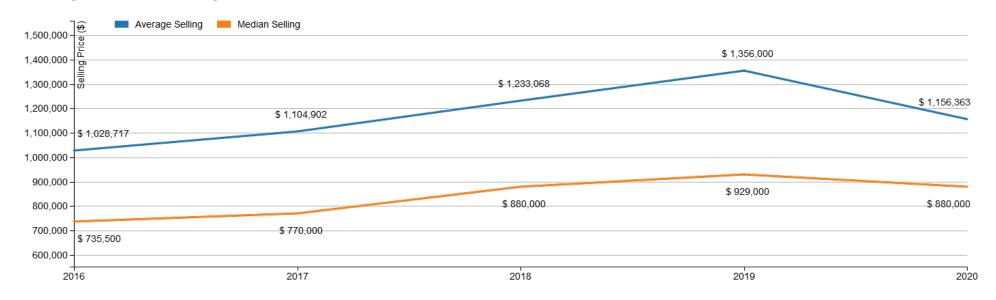


Citywide

Quarterly Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	900	-	\$1,028,717	-	\$735,500	-	\$856	-	\$803	-	44
2017	906	1%	\$1,104,902	7%	\$770,000	5%	\$913	7%	\$875	9%	41
2018	1,078	19%	\$1,233,068	12%	\$880,000	14%	\$1,024	12%	\$980	12%	42
2019	938	-13%	\$1,356,000	10%	\$929,000	6%	\$1,067	4%	\$971	-1%	59
2020	539	-43%	\$1,156,363	-15%	\$880,000	-5%	\$999	-6%	\$926	-5%	69





Quarterly Sales By Area 2nd Quarter 2020

Area	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Luxe	60	-62%	\$2,221,733	-21%	\$1,760,300	-22%	\$1,556	-6%	\$1,529	-1%	133
Back Bay	63	-46%	\$1,802,254	0%	\$1,152,500	5%	\$1,294	-2%	\$1,173	-3%	98
Beacon Hill	30	-51%	\$1,210,783	-36%	\$855,000	-6%	\$1,204	-7%	\$1,131	-5%	99
Charlestown	64	-23%	\$885,720	14%	\$832,000	16%	\$796	9%	\$785	12%	48
Fenway	13	-68%	\$832,231	-20%	\$729,000	12%	\$1,010	0%	\$981	6%	20
Midtown	23	-57%	\$1,324,590	-13%	\$1,071,375	-11%	\$1,024	-3%	\$992	-3%	-
North End	21	62%	\$613,714	0%	\$560,000	-10%	\$888	-5%	\$895	-1%	192
Seaport	40	-64%	\$1,659,161	-34%	\$1,312,500	-37%	\$1,366	-17%	\$1,465	-11%	74
South Boston	139	-39%	\$811,402	-5%	\$743,000	-7%	\$770	3%	\$780	5%	62
South End	112	-36%	\$1,307,206	9%	\$1,172,500	23%	\$1,063	-1%	\$1,064	0%	32
Waterfront	26	-28%	\$1,202,327	-17%	\$1,093,750	-17%	\$1,068	-5%	\$985	-7%	136
West End	8	-62%	\$717,063	-6%	\$675,000	-8%	\$758	-5%	\$748	-10%	79



Citywide

Sales Comparison by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	42	14%	\$541,887	-19%	\$500,000	0%	\$1,133	20%	\$1,184	30%	37
Studio	2019	37	-12%	\$515,767	-5%	\$475,000	-5%	\$1,129	0%	\$1,148	-3%	57
	2020	16	-57%	\$545,294	6%	\$544,750	15%	\$1,077	-5%	\$1,068	-7%	169
	2018	368	21%	\$797,523	20%	\$700,000	17%	\$1,022	12%	\$997	11%	40
One Bed	2019	275	-25%	\$791,649	-1%	\$688,000	-2%	\$1,040	2%	\$999	0%	45
	2020	155	-44%	\$743,942	-6%	\$660,000	-4%	\$1,000	-4%	\$958	-4%	85
	2018	534	24%	\$1,300,239	25%	\$1,005,000	18%	\$997	14%	\$920	13%	37
Two Beds	2019	489	-8%	\$1,304,189	0%	\$1,048,360	4%	\$1,029	3%	\$921	0%	59
	2020	284	-42%	\$1,138,918	-13%	\$950,500	-9%	\$981	-5%	\$898	-3%	46
	2018	134	2%	\$2,378,153	-4%	\$1,805,000	22%	\$1,103	6%	\$1,029	26%	58
Three Plus Beds	2019	137	2%	\$2,900,676	22%	\$1,850,000	2%	\$1,244	13%	\$1,087	6%	80
Deus	2020	84	-39%	\$2,092,751	-28%	\$1,687,500	-9%	\$1,042	-16%	\$925	-15%	111



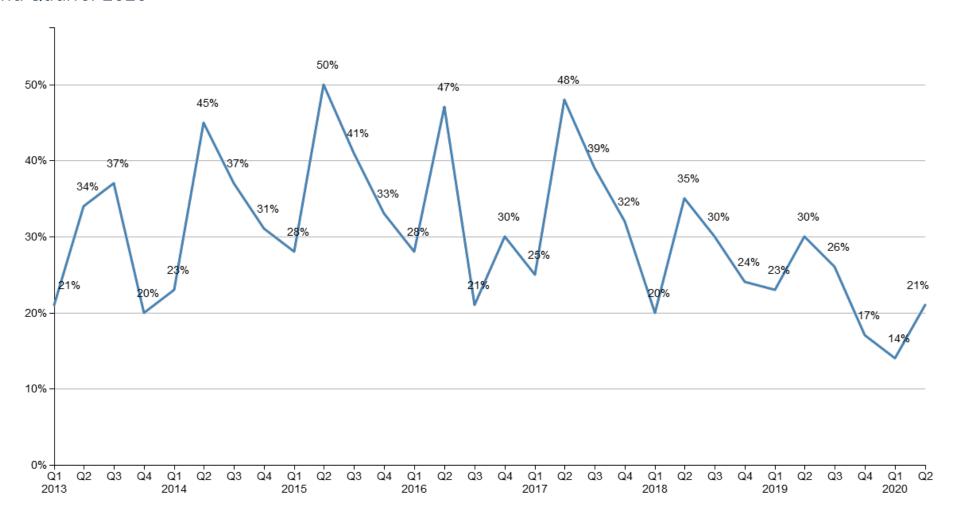
Citywide

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	223	4%	\$569,823	10%	\$550,000	8%	\$1,039	11%	\$1,040	10%	31
700 or less	2019	181	-19%	\$563,229	-1%	\$555,000	1%	\$1,051	1%	\$1,056	1%	30
01 1633	2020	116	-36%	\$593,125	5%	\$546,250	-2%	\$1,063	1%	\$979	-7%	93
	2018	282	18%	\$792,606	12%	\$750,000	11%	\$944	12%	\$886	8%	29
701- 1000	2019	218	-23%	\$813,441	3%	\$769,500	3%	\$966	2%	\$945	7%	36
1000	2020	137	-37%	\$800,297	-2%	\$760,000	-1%	\$941	-3%	\$893	-6%	53
	2018	353	22%	\$1,197,943	17%	\$1,075,000	16%	\$965	15%	\$905	16%	37
1001- 1500	2019	332	-6%	\$1,243,051	4%	\$1,052,500	-2%	\$1,010	5%	\$889	-2%	64
1800	2020	178	-46%	\$1,158,628	-7%	\$1,072,188	2%	\$946	-6%	\$879	-1%	41
	2018	88	69%	\$1,731,839	12%	\$1,693,000	18%	\$1,079	15%	\$1,072	17%	45
1501- 1800	2019	91	3%	\$1,775,072	2%	\$1,465,000	-13%	\$1,093	1%	\$928	-13%	74
1000	2020	54	-41%	\$1,673,978	-6%	\$1,580,000	8%	\$1,039	-5%	\$993	7%	90
	2018	100	52%	\$2,457,669	23%	\$2,475,000	15%	\$1,194	21%	\$1,174	11%	66
1801- 2400	2019	81	-19%	\$2,588,039	5%	\$2,300,000	-7%	\$1,283	7%	\$1,124	-4%	104
2400	2020	39	-52%	\$2,116,895	-18%	\$1,940,000	-16%	\$1,053	-18%	\$1,031	-8%	110
	2018	32	-27%	\$4,925,614	3%	\$4,772,500	15%	\$1,585	6%	\$1,709	19%	152
Over 2400	2019	35	9%	\$5,965,644	21%	\$5,325,000	12%	\$1,753	11%	\$1,769	3%	111
2400	2020	15	-57%	\$4,376,460	-27%	\$3,975,000	-25%	\$1,383	-21%	\$1,253	-29%	170

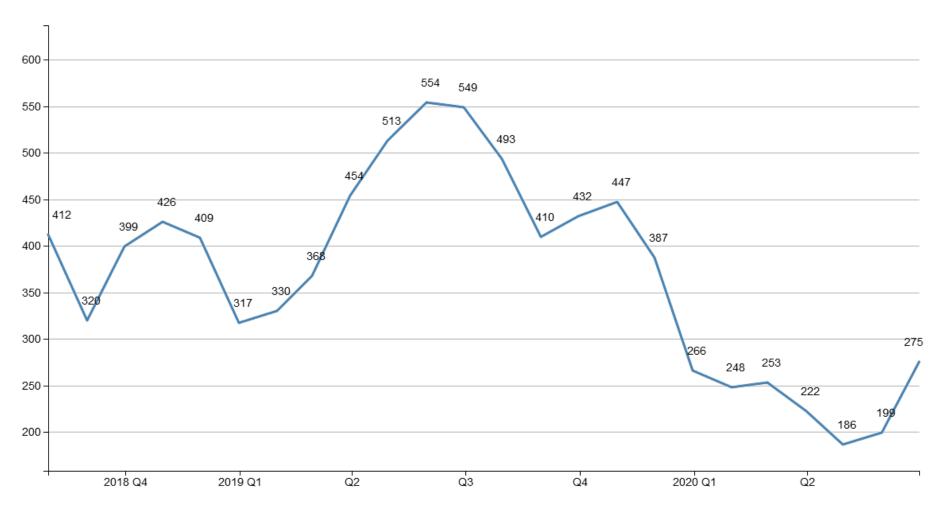
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Citywide Sales Over Last Asking Price 2nd Quarter 2020



LINK

Citywide Inventory 2nd Quarter 2020





LUXURY CONDOMINIUMS QUARTERLY SALES SUMMARY SECOND QUARTER 2020



It's a privilege to serve you®

Luxe Condominiums

Hotel Luxe

Battery Wharf

The Carlton House

Four Seasons

The Intercontinental

The Mandarin

One Dalton Four Seasons

Ritz Tower I

Ritz Tower II

Rowes Wharf

W Boston

Luxe Boutique

1-3 Commonwealth

100 Beacon

109 Commonwealth

24 Commonwealth

25 Beacon

274 Beacon

36A Street Lofts

45 Commonwealth

49-51 Commonwealth

Amory on the Park

Boulevard on The Greenway

The Bradley Mansion

Burrage Mansion

Chanel No. 6

Four51 Marlborough

Le Jardin

The Lucas

The Lydon

Maison Vernon

The Marais

Residences at 9 Arlington St

The Tudor

The Whitwell

Zero Marlborough

Luxe Full Service

1 Charles St South

180 Beacon

330 Beacon St

44 Prince

45 Province

50 Liberty

Albert A Pope

Atelier 505

Belvedere

The Bryant Back Bay

Burroughs Wharf

Church Court

The Clarendon

EchelonSeaport

Grandview

Heritage

Lovejoy Wharf

Millennium Place

Millennium Tower

Pier Four

Pierce Boston

The Quinn

Sepia the Condos @ Ink Block

Siena the Condos @ Ink Block

Trinity Place

Twenty Two Liberty

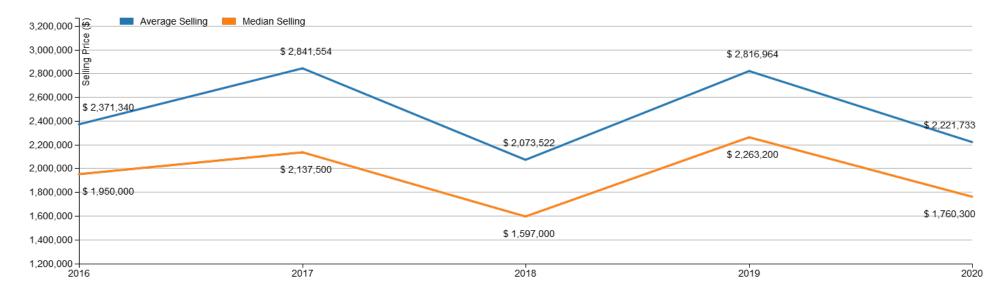


Luxury Condominums

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	83	-	\$2,371,340	-	\$1,950,000	_	\$1,379	-	\$1,319	-	89
2017	68	-18%	\$2,841,554	20%	\$2,137,500	10%	\$1,501	9%	\$1,342	2%	77
2018	241	254%	\$2,073,522	-27%	\$1,597,000	-25%	\$1,394	-7%	\$1,326	-1%	113
2019	157	-35%	\$2,816,964	36%	\$2,263,200	42%	\$1,651	18%	\$1,548	17%	109
2020	60	-62%	\$2,221,733	-21%	\$1,760,300	-22%	\$1,556	-6%	\$1,529	-1%	133





Luxury Condominums Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	11	-	\$693,700	-	\$685,000	-	\$1,236	-	\$1,269	-	36
Studio	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	2	-	\$691,100	-	\$691,100	-	\$1,566	-	\$1,566	-	66
	2019	0.5	4000/	¢1 101 00 4	9%	¢1 000 000	00/	¢1.040	4.07	¢1 000	70/	100
	2018	95	428%	\$1,191,936	9%	\$1,030,000	-2%	\$1,262	6%	\$1,230	7%	120
One Bed	2019	36	-62%	\$1,445,285	21%	\$1,390,750	35%	\$1,445	14%	\$1,384	13%	100
	2020	20	-44%	\$1,160,060	-20%	\$1,100,000	-21%	\$1,360	-6%	\$1,288	-7%	205
	2018	113	319%	\$2,324,197	7%	\$2,173,565	14%	\$1,425	1%	\$1,413	9%	96
Two Beds	2019	87	-23%	\$2,404,462	3%	\$2,275,000	5%	\$1,603	12%	\$1,548	10%	94
	2020	28	-68%	\$2,216,186	-8%	\$1,974,700	-13%	\$1,583	-1%	\$1,545	0%	50
	·											
	2018	22	-4%	\$5,282,717	6%	\$5,150,000	3%	\$1,880	2%	\$1,947	12%	227
Three Plus Beds	2019	34	55%	\$5,324,849	1%	\$4,750,000	-8%	\$1,993	6%	\$2,058	6%	146
Deus	2020	10	-71%	\$4,666,740	-12%	\$3,643,750	-23%	\$1,868	-6%	\$1,855	-10%	267

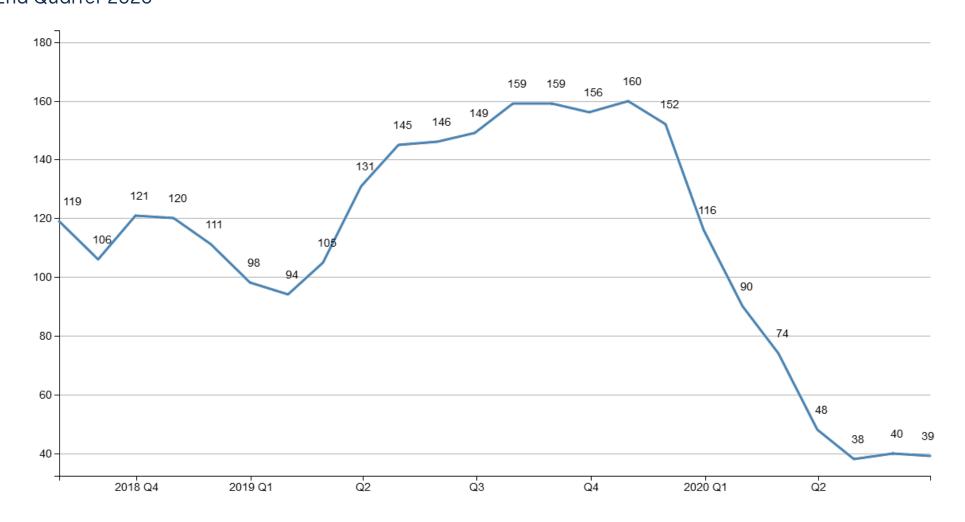


Luxury Condominums Sales by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	23	667%	\$769,284	20%	\$705,000	9%	\$1,301	21%	\$1,300	21%	81
700 or less	2019	2	-91%	\$860,000	12%	\$860,000	22%	\$1,383	6%	\$1,383	6%	-
01 1633	2020	5	150%	\$930,580	8%	\$1,064,600	24%	\$1,609	16%	\$1,648	19%	66
	2018	50	400%	\$1,002,745	-10%	\$947,250	-9%	\$1,226	-5%	\$1,162	-6%	94
701- 1000	2019	20	-60%	\$1,111,134	11%	\$1,086,250	15%	\$1,277	4%	\$1,255	8%	16
1000	2020	15	-25%	\$1,147,533	3%	\$1,105,000	2%	\$1,351	6%	\$1,275	2%	205
	2018	90	350%	\$1,645,573	0%	\$1,596,000	-2%	\$1,283	0%	\$1,258	2%	69
1001- 1500	2019	72	-20%	\$1,967,970	20%	\$1,923,000	20%	\$1,529	19%	\$1,468	17%	80
1500	2020	20	-72%	\$1,897,285	-4%	\$1,765,000	-8%	\$1,508	-1%	\$1,494	2%	60
	2018	30	329%	\$2,269,611	-11%	\$2,225,000	-11%	\$1,442	-8%	\$1,435	0%	67
1501-	2019	20	-33%	\$2,853,141	26%	\$2,572,612	16%	\$1,739	21%	\$1,640	14%	108
1800	2020	10	-50%	\$2,544,500	-11%	\$2,795,000	9%	\$1,616	-7%	\$1,725	5%	165
	2018	31	182%	\$3,369,950	17%	\$3,150,995	13%	\$1,640	20%	\$1,560	15%	204
1801- 2400	2019	29	-6%	\$3,952,829	17%	\$3,925,900	25%	\$1,952	19%	\$2,002	28%	135
2400	2020	6	-79%	\$3,233,000	-18%	\$2,925,000	-25%	\$1,576	-19%	\$1,533	-23%	-
	2018	17	0%	\$6,542,914	14%	\$6,217,770	14%	\$2,066	3%	\$2,126	8%	224
Over 2400	2019	14	-18%	\$7,495,137	15%	\$6,475,000	4%	\$2,102	2%	\$2,041	-4%	179
2400	2020	4	-71%	\$7,162,350	-4%	\$6,350,000	-2%	\$2,310	10%	\$2,503	23%	212

LINK

Luxury Condominums Inventory 2nd Quarter 2020

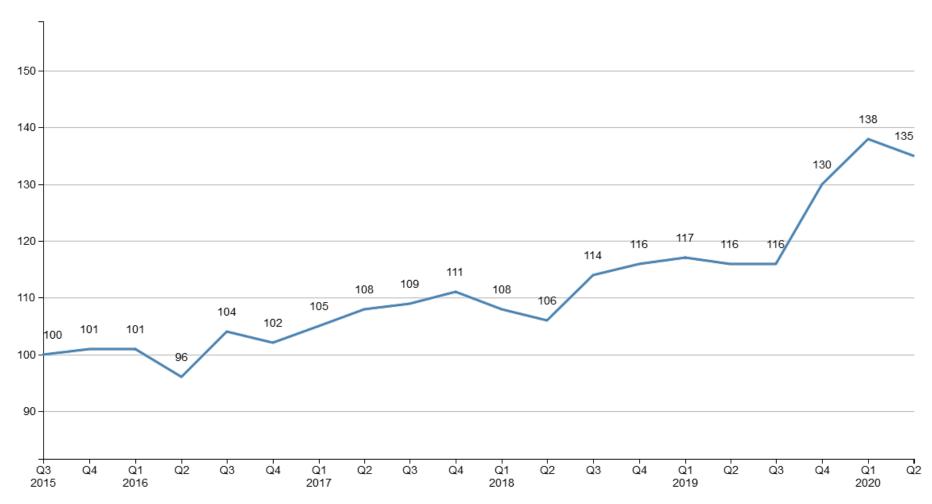




BACK BAY QUARTERLY SALES SUMMARY SECOND QUARTER 2020

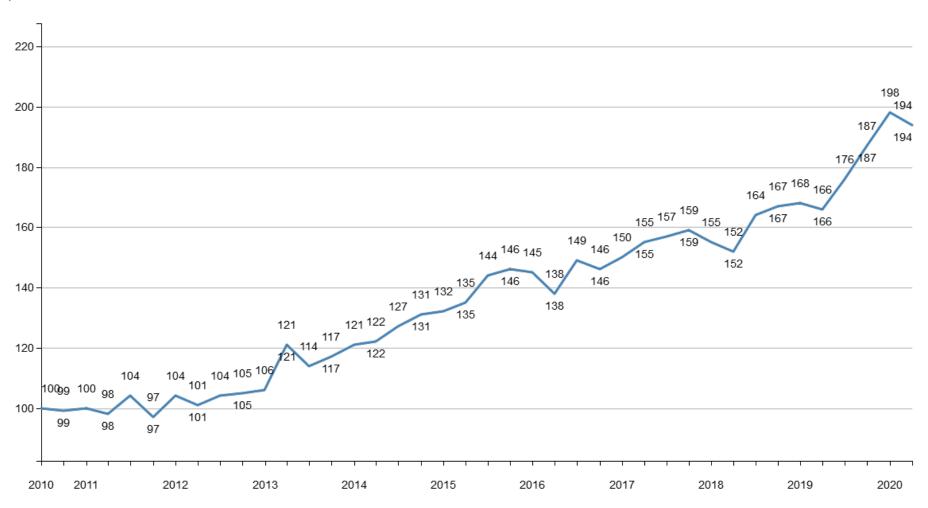
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Back Bay
Five Year Price Index
(Appreciation Rate)



LINK

Back Bay
Ten Year Price Index
(Appreciation Rate)



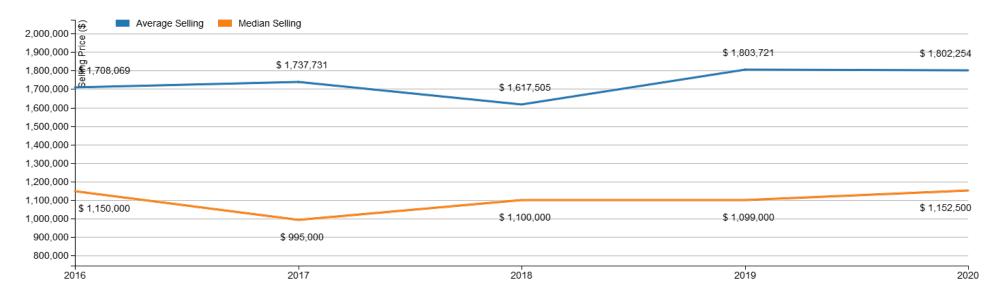


Back Bay

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	129	-	\$1,708,069	-	\$1,150,000	-	\$1,151	-	\$1,052	-	77
2017	126	-2%	\$1,737,731	2%	\$995,000	-13%	\$1,186	3%	\$1,093	4%	44
2018	115	-9%	\$1,617,505	-7%	\$1,100,000	11%	\$1,246	5%	\$1,188	9%	50
2019	117	2%	\$1,803,721	12%	\$1,099,000	0%	\$1,324	6%	\$1,214	2%	66
2020	63	-46%	\$1,802,254	0%	\$1,152,500	5%	\$1,294	-2%	\$1,173	-3%	98





Back Bay Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	10	0%	\$562,166	-35%	\$537,500	5%	\$1,140	9%	\$1,184	10%	15
Studio	2019	12	20%	\$528,375	-6%	\$520,750	-3%	\$1,221	7%	\$1,200	1%	57
	2020	2	-83%	\$647,500	23%	\$647,500	24%	\$801	-34%	\$801	-33%	238
	2018	40	-17%	\$845,203	11%	\$712,500	7%	\$1,199	14%	\$1,147	11%	40
One Bed	2019	40	0%	\$862,481	2%	\$810,941	14%	\$1,209	1%	\$1,189	4%	67
	2020	16	-60%	\$808,250	-6%	\$722,000	-11%	\$1,157	-4%	\$1,166	-2%	70
	2018	50	2%	\$1,923,165	23%	\$1,413,750	5%	\$1,270	8%	\$1,211	9%	40
Two Beds	2019	50	0%	\$1,705,912	-11%	\$1,405,000	-1%	\$1,280	1%	\$1,154	-5%	63
	2020	34	-32%	\$1,453,694	-15%	\$1,210,798	-14%	\$1,285	0%	\$1,169	1%	81
	2018	15	-21%	\$3,361,667	-34%	\$2,890,000	-26%	\$1,360	-16%	\$1,298	-22%	98
Three Plus Beds	2019	15	0%	\$5,660,000	68%	\$5,500,000	90%	\$1,865	37%	\$1,973	52%	86
Deas	2020	11	-27%	\$4,535,400	-20%	\$3,662,500	-33%	\$1,611	-14%	\$1,253	-36%	158



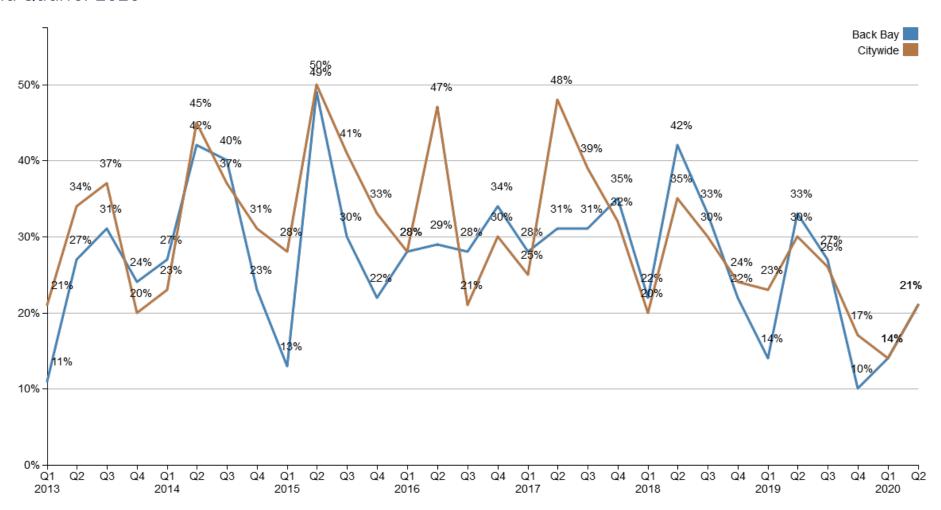
Back Bay

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	31	-16%	\$594,463	6%	\$575,000	2%	\$1,179	13%	\$1,190	16%	23
700 or less	2019	32	3%	\$620,633	4%	\$601,375	5%	\$1,213	3%	\$1,217	2%	28
01 1633	2020	12	-63%	\$680,167	10%	\$665,000	11%	\$1,410	16%	\$1,201	-1%	94
	2018	24	-14%	\$1,024,417	23%	\$902,000	9%	\$1,194	18%	\$1,089	8%	18
701- 1000	2019	26	8%	\$1,000,999	-2%	\$952,500	6%	\$1,192	0%	\$1,086	0%	40
1000	2020	17	-35%	\$978,471	-2%	\$927,000	-3%	\$1,096	-8%	\$1,094	1%	56
	2018	30	0%	\$1,426,856	2%	\$1,315,000	-3%	\$1,185	2%	\$1,143	1%	42
1001- 1500	2019	37	23%	\$1,564,473	10%	\$1,425,000	8%	\$1,262	7%	\$1,129	-1%	80
1500	2020	18	-51%	\$1,463,700	-6%	\$1,210,798	-15%	\$1,170	-7%	\$1,095	-3%	69
	2018	7	17%	\$1,991,143	-16%	\$2,275,000	21%	\$1,251	-14%	\$1,273	11%	39
1501- 1800	2019	3	-57%	\$2,083,333	5%	\$2,000,000	-12%	\$1,349	8%	\$1,296	2%	18
1000	2020	5	67%	\$2,123,000	2%	\$2,000,000	0%	\$1,364	1%	\$1,232	-5%	281
	2018	12	50%	\$2,466,250	-1%	\$2,475,000	-3%	\$1,166	-9%	\$1,219	-7%	92
1801- 2400	2019	7	-42%	\$3,397,143	38%	\$2,750,000	11%	\$1,632	40%	\$1,447	19%	251
2400	2020	5	-29%	\$2,517,000	-26%	\$2,625,000	-5%	\$1,202	-26%	\$1,189	-18%	110
	2018	11	-35%	\$5,150,909	-11%	\$4,850,000	13%	\$1,795	7%	\$1,865	11%	111
Over 2400	2019	12	9%	\$6,436,135	25%	\$6,000,000	24%	\$1,915	7%	\$1,980	6%	86
2400	2020	6	-50%	\$6,533,233	2%	\$5,700,000	-5%	\$2,014	5%	\$1,952	-1%	212

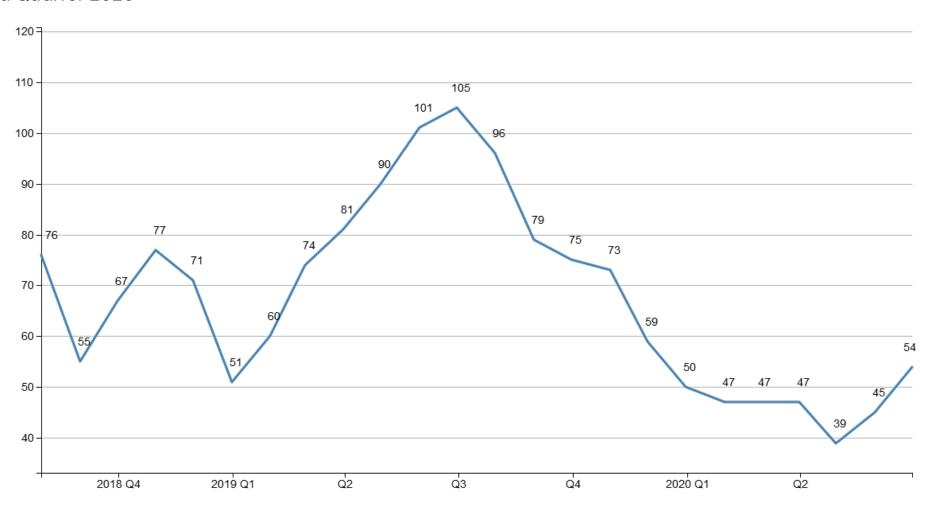


Back Bay Sales Over Last Asking Price 2nd Quarter 2020



LINK

Back Bay Inventory 2nd Quarter 2020

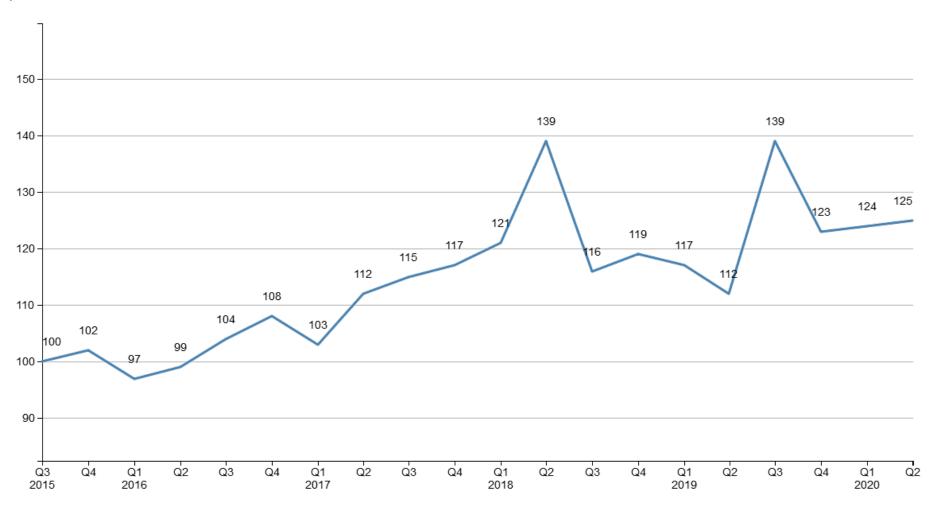




BEACON HILL QUARTERLY SALES SUMMARY SECOND QUARTER 2020

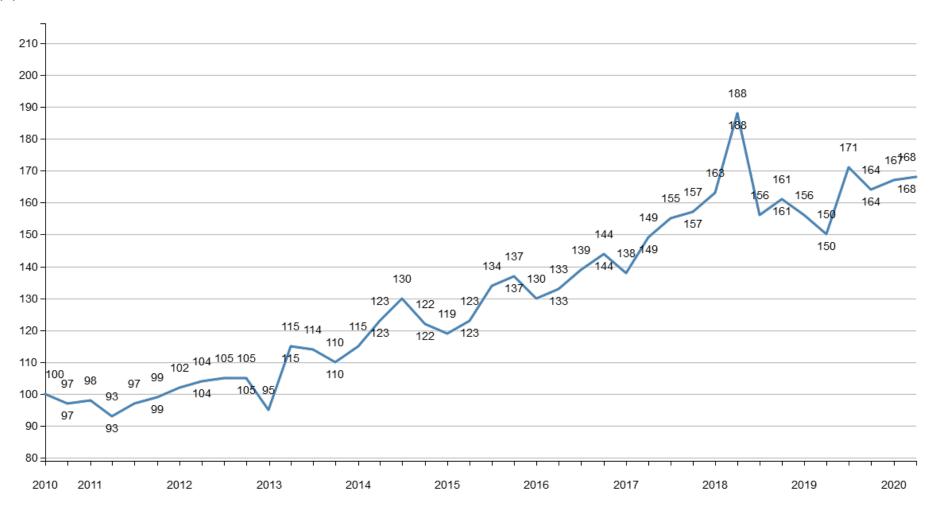
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Beacon Hill
Five Year Price Index
(Appreciation Rate)



LINK

Beacon Hill
Ten Year Price Index
(Appreciation Rate)



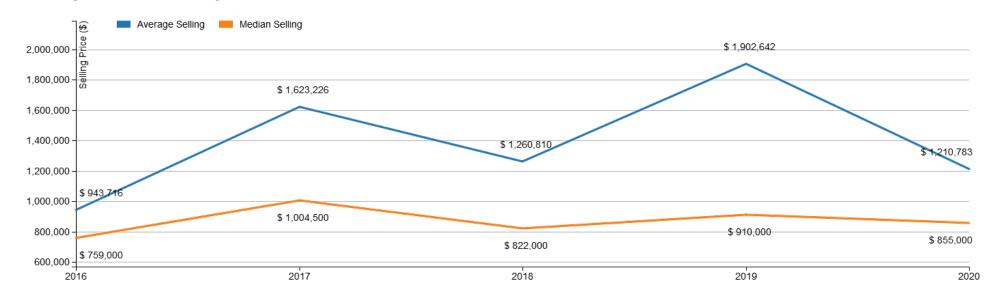


Beacon Hill

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	55	-	\$943,716	-	\$759,000	-	\$971	-	\$993	-	48
2017	56	2%	\$1,623,226	72%	\$1,004,500	32%	\$1,149	18%	\$1,070	8%	94
2018	66	18%	\$1,260,810	-22%	\$822,000	-18%	\$1,153	0%	\$1,176	10%	85
2019	61	-8%	\$1,902,642	51%	\$910,000	11%	\$1,301	13%	\$1,188	1%	74
2020	30	-51%	\$1,210,783	-36%	\$855,000	-6%	\$1,204	-7%	\$1,131	-5%	99





Beacon Hill

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	4	-	\$411,725	-	\$393,500	-	\$1,195	-	\$1,213	-	14
Studio	2019	5	25%	\$485,900	18%	\$480,000	22%	\$1,185	-1%	\$1,224	1%	42
	2020	0	-	-	-	-	_	-	-	-	-	-
	2018	21	-9%	\$678,550	2%	\$645,000	11%	\$1,150	12%	\$1,194	19%	41
One Bed	2019	21	0%	\$698,702	3%	\$630,000	-2%	\$1,178	2%	\$1,131	-5%	36
	2020	13	-38%	\$669,538	-4%	\$650,000	3%	\$1,152	-2%	\$1,107	-2%	90
	2018	31	35%	\$1,280,468	-10%	\$984,000	-28%	\$1,106	-1%	\$1,097	-2%	79
Two Beds	2019	23	-26%	\$1,483,652	16%	\$1,010,000	3%	\$1,223	11%	\$1,154	5%	71
	2020	14	-39%	\$1,403,179	-5%	\$1,146,000	13%	\$1,237	1%	\$1,143	-1%	74
	2018	10	0%	\$2,762,250	-35%	\$2,540,000	-35%	\$1,290	-15%	\$1,242	-9%	162
Three Plus Beds	2019	12	20%	\$5,402,911	96%	\$4,643,500	83%	\$1,711	33%	\$1,559	26%	129
Deas	2020	3	-75%	\$2,658,333	-51%	\$1,900,000	-59%	\$1,272	-26%	\$1,310	-16%	264



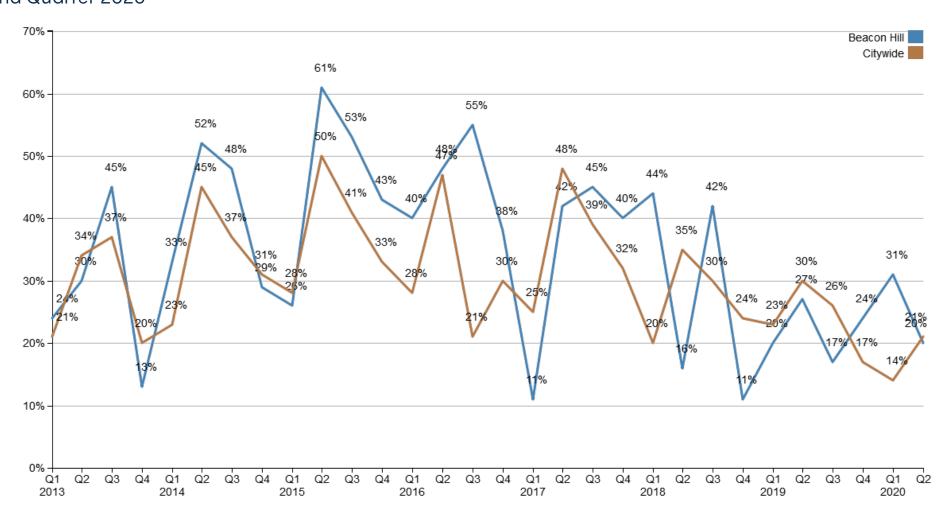
Beacon Hill

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	24	33%	\$572,227	1%	\$559,950	-3%	\$1,167	12%	\$1,190	16%	34
	2019	24	0%	\$571,552	0%	\$547,250	-2%	\$1,174	1%	\$1,152	-3%	45
	2020	15	-38%	\$665,033	16%	\$650,000	19%	\$1,167	-1%	\$1,130	-2%	122
701- 1000	2018	13	44%	\$816,346	-2%	\$811,500	-2%	\$994	-1%	\$1,032	1%	13
	2019	14	8%	\$925,714	13%	\$924,500	14%	\$1,137	14%	\$1,151	11%	22
1000	2020	4	-71%	\$899,000	-3%	\$917,500	-1%	\$1,001	-12%	\$998	-13%	34
1001- 1500	2018	16	14%	\$1,438,813	4%	\$1,602,500	14%	\$1,119	1%	\$1,184	8%	99
	2019	6	-63%	\$1,620,000	13%	\$1,512,500	-6%	\$1,241	11%	\$1,185	0%	87
	2020	8	33%	\$1,697,125	5%	\$1,662,500	10%	\$1,291	4%	\$1,252	6%	87
	2018	5	67%	\$2,070,800	33%	\$1,999,000	14%	\$1,252	34%	\$1,196	23%	95
1501-	2019	5	0%	\$2,322,650	12%	\$2,700,000	35%	\$1,447	16%	\$1,559	30%	29
1800	2020	1	-80%	\$3,100,000	33%	\$3,100,000	15%	\$1,757	21%	\$1,757	13%	-
	2018	6	20%	\$2,955,000	3%	\$2,875,000	3%	\$1,420	3%	\$1,412	-2%	53
1801- 2400	2019	3	-50%	\$2,529,560	-14%	\$3,000,000	4%	\$1,205	-15%	\$1,276	-10%	213
2400	2020	1	-67%	\$1,775,000	-30%	\$1,775,000	-41%	\$944	-22%	\$944	-26%	-
	2018	2	-71%	\$3,881,250	-22%	\$3,881,250	-17%	\$1,254	-22%	\$1,254	-9%	702
Over	2019	9	350%	\$6,718,000	73%	\$5,325,000	37%	\$1,883	50%	\$1,776	42%	116
2400	2020	1	-89%	\$4,300,000	-36%	\$4,300,000	-19%	\$1,561	-17%	\$1,561	-12%	264

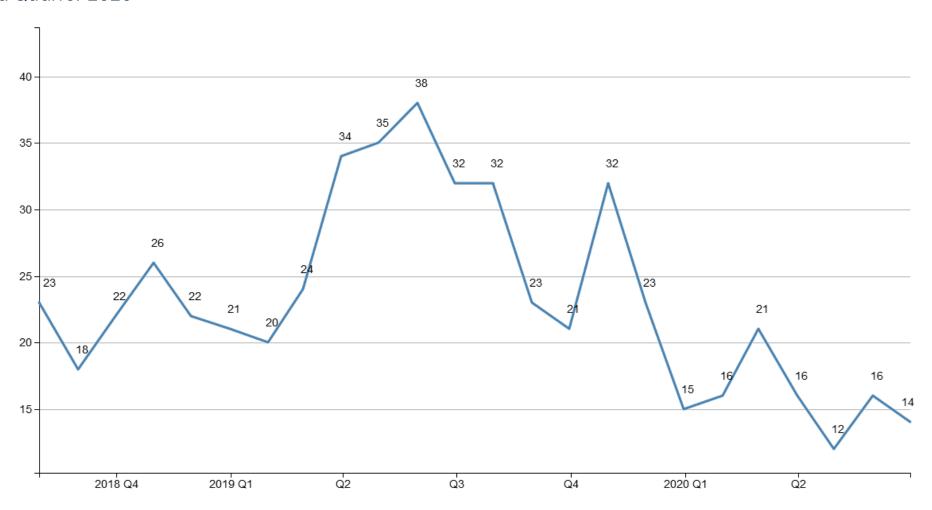


Beacon Hill Sales Over Last Asking Price 2nd Quarter 2020



LINK

Beacon Hill Inventory 2nd Quarter 2020

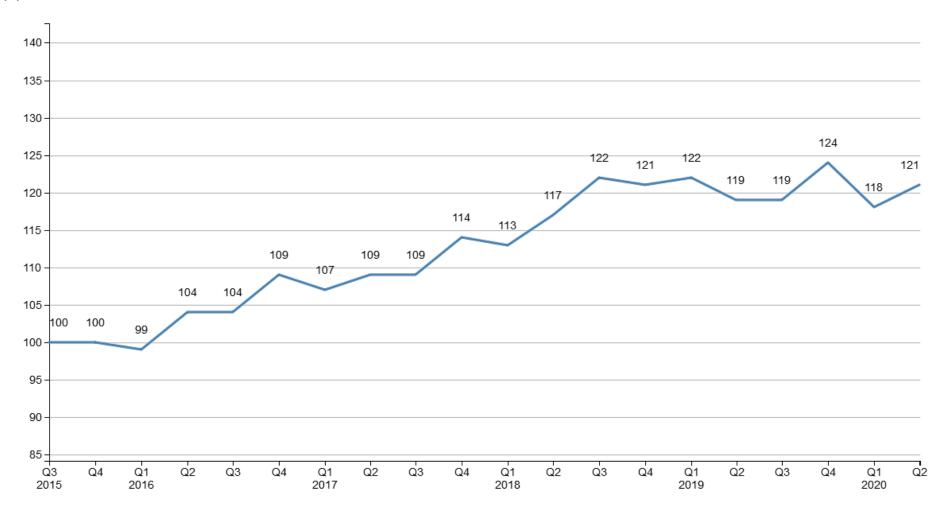




CHARLESTOWN QUARTERLY SALES SUMMARY SECOND QUARTER 2020

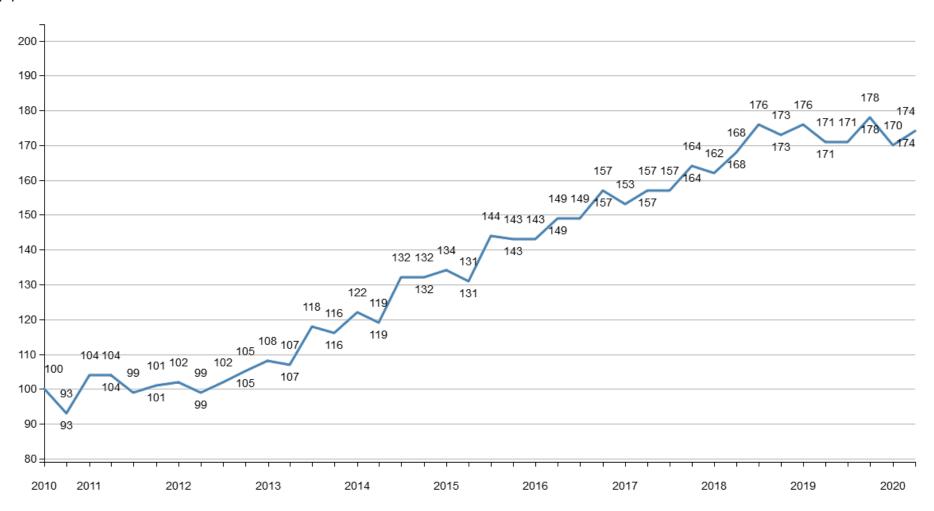
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Charlestown
Five Year Price Index
(Appreciation Rate)





Charlestown
Ten Year Price Index
(Appreciation Rate)



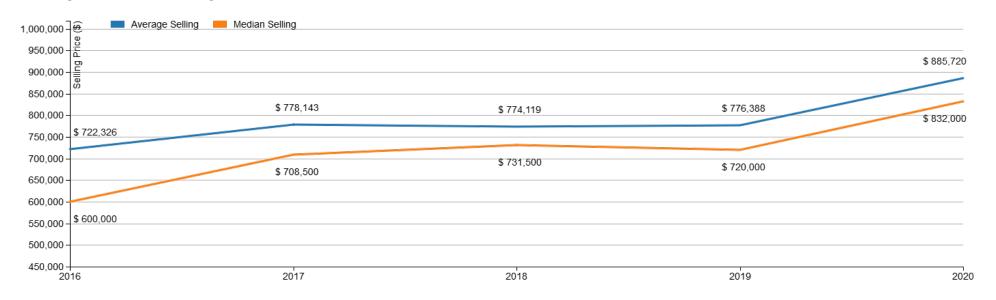


Charlestown

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	93	_	\$722,326	-	\$600,000	-	\$634	-	\$635	-	36
2017	88	-5%	\$778,143	8%	\$708,500	18%	\$665	5%	\$659	4%	26
2018	127	44%	\$774,119	-1%	\$731,500	3%	\$743	12%	\$745	13%	28
2019	83	-35%	\$776,388	0%	\$720,000	-2%	\$730	-2%	\$700	-6%	32
2020	64	-23%	\$885,720	14%	\$832,000	16%	\$796	9%	\$785	12%	48





Charlestown

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	1	-	\$422,000	-	\$422,000	-	\$844	-	\$844	-	142
	2019	2	100%	\$596,500	41%	\$596,500	41%	\$824	-2%	\$824	-2%	49
	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	36	89%	\$628,735	23%	\$604,000	15%	\$773	3%	\$755	2%	31
One Bed	2019	23	-36%	\$605,274	-4%	\$571,000	-5%	\$824	7%	\$849	12%	17
	2020	17	-26%	\$662,282	9%	\$587,800	3%	\$914	11%	\$819	-3%	68
	2018	73	43%	\$769,066	2%	\$740,000	4%	\$746	12%	\$745	13%	23
Two Beds	2019	44	-40%	\$812,781	6%	\$720,000	-3%	\$713	-5%	\$697	-6%	38
	2020	31	-30%	\$840,141	3%	\$810,000	13%	\$782	10%	\$789	13%	34
Three Plus Beds	2018	17	-6%	\$1,124,404	-1%	\$1,099,688	7%	\$658	15%	\$685	16%	27
	2019	14	-18%	\$968,826	-14%	\$956,500	-13%	\$618	-6%	\$608	-11%	40
	2020	16	14%	\$1,211,431	25%	\$1,170,000	22%	\$698	13%	\$659	9%	59



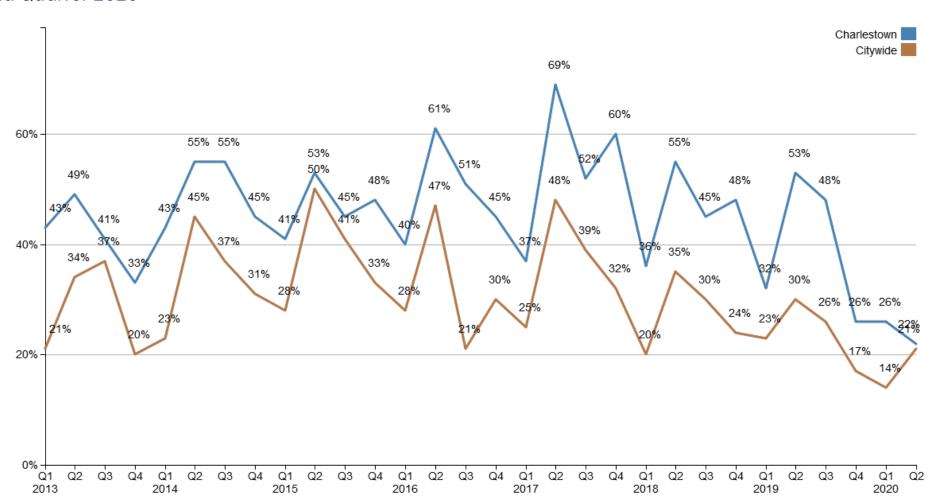
Charlestown

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	16	0%	\$526,091	9%	\$533,750	8%	\$861	10%	\$848	10%	31
700 or less	2019	17	6%	\$527,435	0%	\$549,000	3%	\$858	0%	\$880	4%	13
01 1633	2020	12	-29%	\$632,567	20%	\$539,500	-2%	\$992	16%	\$846	-4%	67
	2018	48	167%	\$659,677	12%	\$652,500	9%	\$764	10%	\$751	13%	31
701- 1000	2019	18	-63%	\$665,889	1%	\$660,000	1%	\$779	2%	\$750	0%	49
1000	2020	15	-17%	\$681,987	2%	\$685,000	4%	\$790	1%	\$803	7%	8
	2018	49	36%	\$845,071	6%	\$841,500	7%	\$709	10%	\$723	16%	24
1001- 1500	2019	36	-27%	\$819,084	-3%	\$813,750	-3%	\$682	-4%	\$641	-11%	29
1800	2020	26	-28%	\$917,253	12%	\$915,000	12%	\$761	12%	\$773	20%	43
	2018	7	40%	\$1,034,714	3%	\$1,055,000	-2%	\$645	8%	\$630	-4%	12
1501- 1800	2019	6	-14%	\$1,019,167	-2%	\$1,015,000	-4%	\$617	-4%	\$619	-2%	34
1000	2020	4	-33%	\$1,030,875	1%	\$1,042,250	3%	\$660	7%	\$655	6%	100
	2018	7	-30%	\$1,368,527	25%	\$1,300,000	14%	\$661	15%	\$685	13%	42
1801- 2400	2019	5	-29%	\$1,247,162	-9%	\$1,250,000	-4%	\$626	-5%	\$576	-16%	63
2400	2020	5	0%	\$1,400,180	12%	\$1,326,000	6%	\$701	12%	\$612	6%	24
	2018	0	-	-	-	-	-	_	-	-	-	-
Over 2400	2019	1	-	\$1,650,000	-	\$1,650,000	-	\$629	-	\$629	-	-
2400	2020	2	100%	\$1,946,250	18%	\$1,946,250	18%	\$636	1%	\$636	1%	14

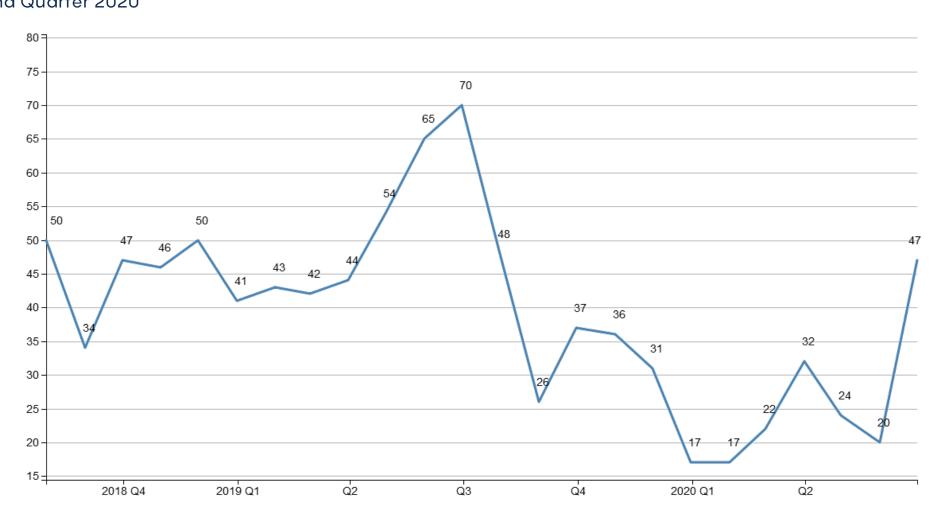


Charlestown
Sales Over Last Asking Price
2nd Quarter 2020



LINK

Charlestown Inventory 2nd Quarter 2020

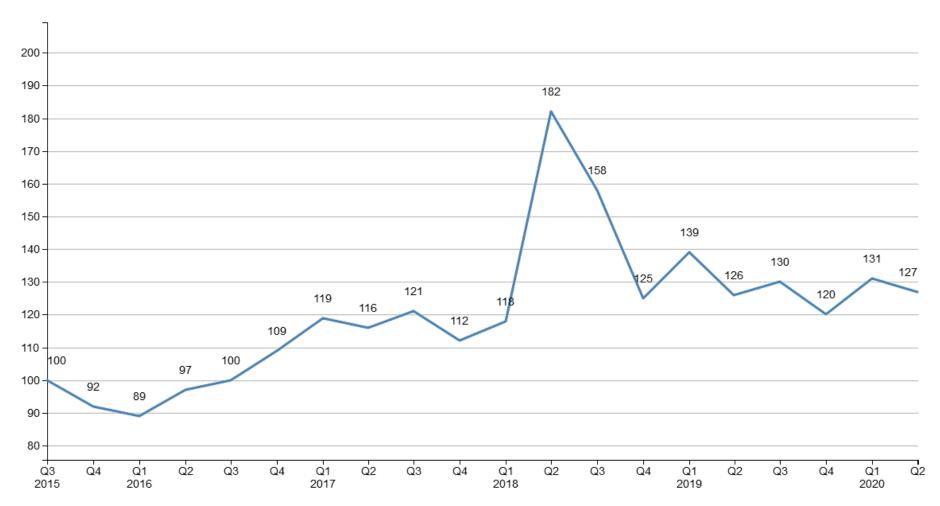




GUARTERLY SALES SUMMARY SECOND QUARTER 2020

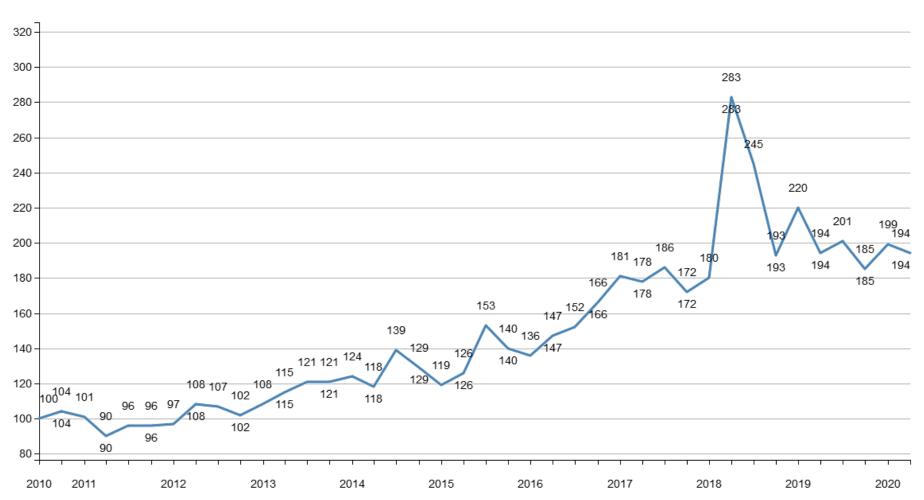
LINK

Fenway
Five Year Price Index
(Appreciation Rate)



LINK

Fenway
Ten Year Price Index
(Appreciation Rate)





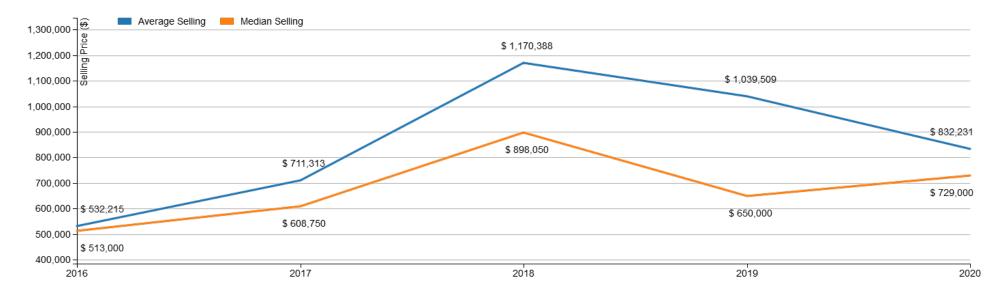
Fenway

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	41	1	\$532,215	-	\$513,000	-	\$745	-	\$730	_	74
2017	64	56%	\$711,313	34%	\$608,750	19%	\$918	23%	\$891	22%	19
2018	76	19%	\$1,170,388	65%	\$898,050	48%	\$1,204	31%	\$1,101	24%	54
2019	41	-46%	\$1,039,509	-11%	\$650,000	-28%	\$1,012	-16%	\$924	-16%	22
2020	13	-68%	\$832,231	-20%	\$729,000	12%	\$1,010	0%	\$981	6%	20

Average / Median Selling Price





Fenway

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	7	-22%	\$404,500	0%	\$410,000	6%	\$1,061	0%	\$1,018	-2%	-
Studio	2019	5	-29%	\$442,900	9%	\$395,000	-4%	\$1,128	6%	\$1,148	13%	-
	2020	1	-80%	\$439,000	-1%	\$439,000	11%	\$1,033	-8%	\$1,033	-10%	-
	2018	37	32%	\$831,027	57%	\$775,000	53%	\$1,219	33%	\$1,105	24%	67
One Bed	2019	17	-54%	\$623,059	-25%	\$580,000	-25%	\$1,037	-15%	\$940	-15%	16
	2020	4	-76%	\$838,750	35%	\$625,001	8%	\$1,171	13%	\$1,047	11%	-
	2018	29	45%	\$1,565,968	80%	\$1,400,000	87%	\$1,187	36%	\$1,092	29%	9
Two Beds	2019	14	-52%	\$873,096	-44%	\$840,000	-40%	\$862	-27%	\$855	-22%	25
	2020	7	-50%	\$903,571	3%	\$749,000	-11%	\$982	14%	\$981	15%	20
	2018	3	-57%	\$3,318,967	141%	\$2,821,900	129%	\$1,523	76%	\$1,524	89%	-
Three Plus Beds	2019	5	67%	\$3,518,000	6%	\$2,450,000	-13%	\$1,230	-19%	\$1,323	-13%	30
Deus	2020	1	-80%	\$700,000	-80%	\$700,000	-71%	\$541	-56%	\$541	-59%	-



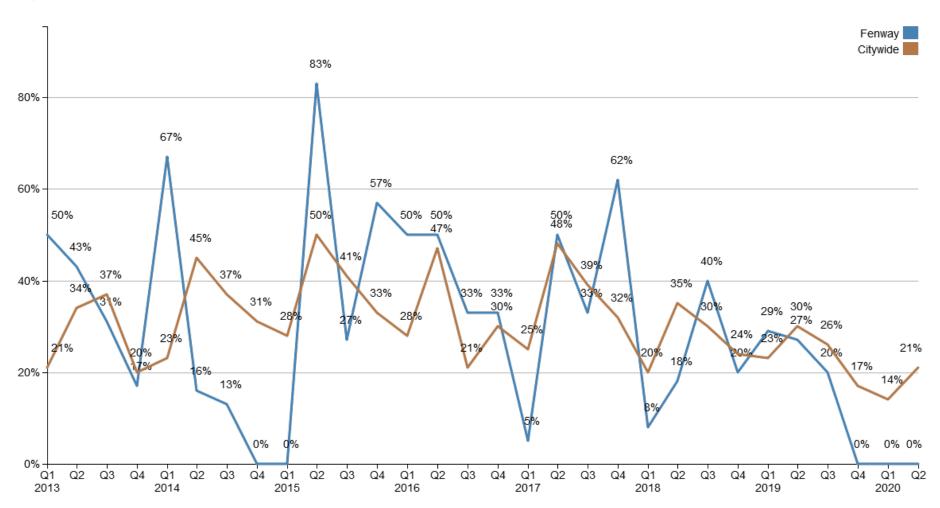
Fenway

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	30	-19%	\$604,781	22%	\$574,000	15%	\$1,152	18%	\$1,083	13%	110
700 or less	2019	21	-30%	\$546,167	-10%	\$531,000	-7%	\$1,044	-9%	\$985	-9%	21
01 1633	2020	5	-76%	\$583,600	7%	\$585,000	10%	\$1,033	-1%	\$1,033	5%	-
	2018	19	90%	\$1,013,351	46%	\$927,885	35%	\$1,202	52%	\$1,109	38%	9
701- 1000	2019	8	-58%	\$780,656	-23%	\$729,000	-21%	\$916	-24%	\$849	-23%	7
1000	2020	6	-25%	\$887,667	14%	\$751,000	3%	\$1,040	14%	\$948	12%	25
	2018	17	31%	\$1,541,488	53%	\$1,400,000	57%	\$1,146	38%	\$1,092	42%	9
1001-	2019	5	-71%	\$1,081,020	-30%	\$980,100	-30%	\$978	-15%	\$845	-23%	56
1500	2020	1	-80%	\$700,000	-35%	\$700,000	-29%	\$541	-45%	\$541	-36%	-
	2018	8	300%	\$2,153,144	48%	\$2,302,350	58%	\$1,394	68%	\$1,520	83%	-
1501- 1800	2019	3	-63%	\$983,333	-54%	\$1,040,000	-55%	\$595	-57%	\$614	-60%	3
1000	2020	1	-67%	\$1,875,000	91%	\$1,875,000	80%	\$1,187	100%	\$1,187	94%	14
	2018	1	-50%	\$2,821,900	36%	\$2,821,900	36%	\$1,524	41%	\$1,524	41%	-
1801- 2400	2019	3	200%	\$2,483,333	-12%	\$2,450,000	-13%	\$1,348	-12%	\$1,323	-13%	56
2400	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	1	_	\$5,300,000	-	\$5,300,000	-	\$1,975	_	\$1,975	_	-
Over 2400	2019	1	0%	\$9,100,000	72%	\$9,100,000	72%	\$1,493	-24%	\$1,493	-24%	-
2400	2020	0	-	-	-	-	-	-	-	-	-	-

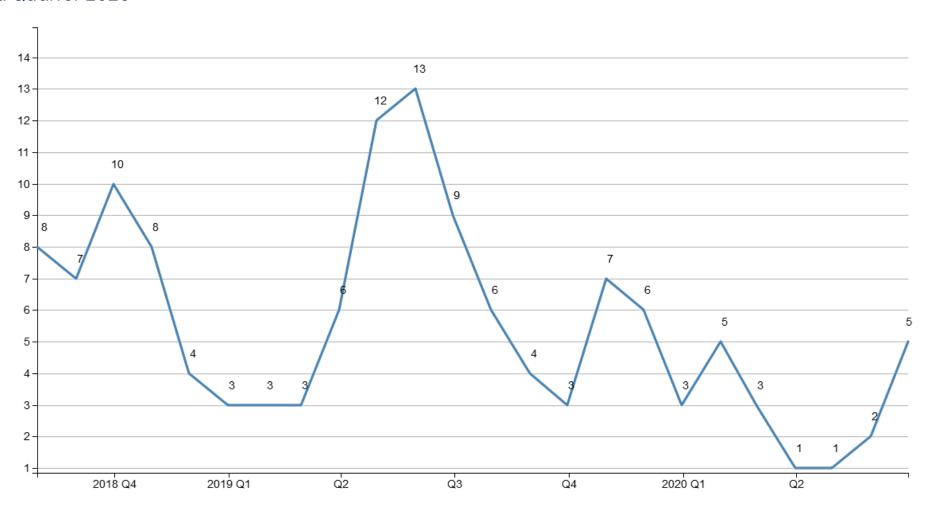


Fenway
Sales Over Last Asking Price
2nd Quarter 2020



LINK

Fenway Inventory 2nd Quarter 2020

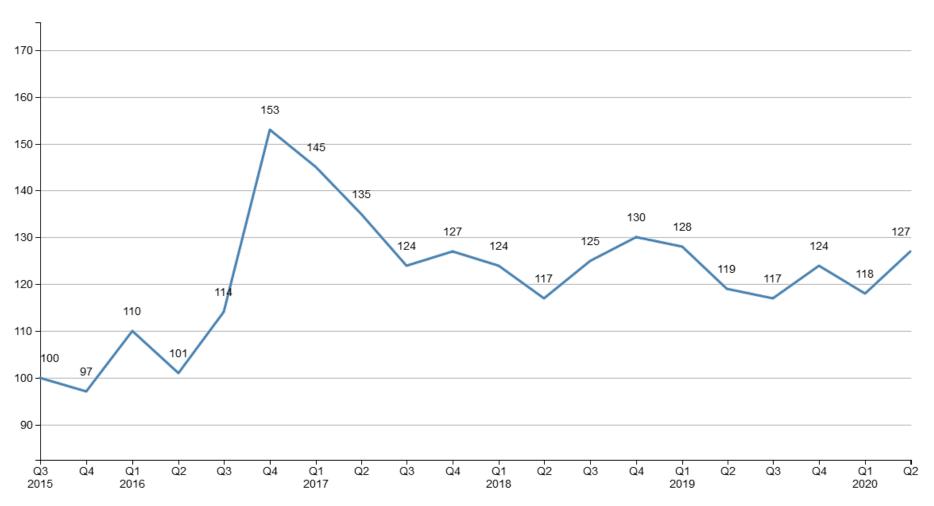




QUARTERLY SALES SUMMARY SECOND QUARTER 2020

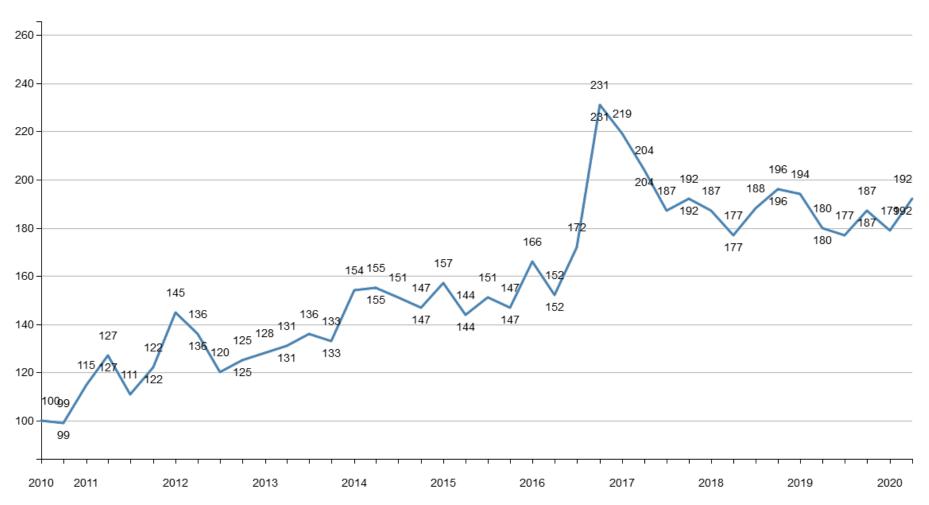
LINK

Midtown
Five Year Price Index
(Appreciation Rate)



LINK

Midtown
Ten Year Price Index
(Appreciation Rate)





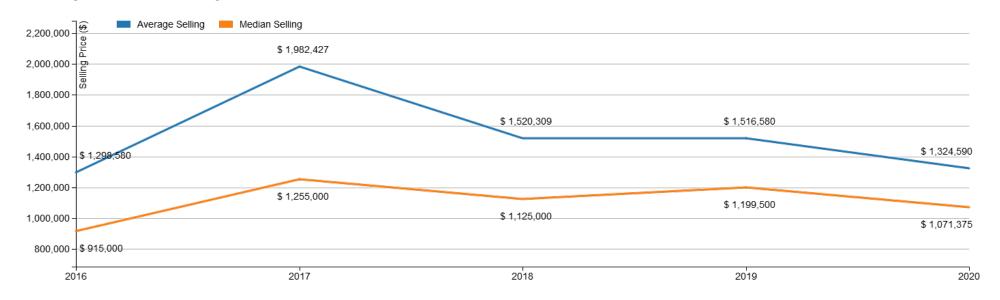
Midtown

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	60	_	\$1,298,580	-	\$915,000	1	\$1,017	-	\$957	-	50
2017	56	-7%	\$1,982,427	53%	\$1,255,000	37%	\$1,212	19%	\$1,136	19%	54
2018	55	-2%	\$1,520,309	-23%	\$1,125,000	-10%	\$1,141	-6%	\$1,140	0%	88
2019	54	-2%	\$1,516,580	0%	\$1,199,500	7%	\$1,060	-7%	\$1,018	-11%	104
2020	23	-57%	\$1,324,590	-13%	\$1,071,375	-11%	\$1,024	-3%	\$992	-3%	-

Average / Median Selling Price





Midtown

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	3	200%	\$644,667	0%	\$679,000	6%	\$1,189	9%	\$1,241	14%	65
Studio	2019	1	-67%	\$595,000	-8%	\$595,000	-12%	\$1,118	-6%	\$1,118	-10%	-
	2020	2	100%	\$674,000	13%	\$674,000	13%	\$845	-24%	\$845	-24%	-
	2018	23	-15%	\$896,717	8%	\$783,000	-8%	\$1,010	7%	\$1,000	0%	51
One Bed	2019	24	4%	\$953,396	6%	\$891,000	14%	\$989	-2%	\$951	-5%	139
	2020	9	-63%	\$887,689	-7%	\$925,000	4%	\$981	-1%	\$985	4%	-
	2018	24	50%	\$1,767,436	0%	\$1,682,500	-1%	\$1,121	-9%	\$1,167	1%	156
Two Beds	2019	22	-8%	\$1,574,764	-11%	\$1,475,000	-12%	\$1,084	-3%	\$1,076	-8%	83
	2020	10	-55%	\$1,730,338	10%	\$1,690,000	15%	\$1,077	-1%	\$1,055	-2%	-
	2018	5	-58%	\$3,728,000	-25%	\$4,365,000	-15%	\$1,811	1%	\$2,083	14%	-
Three Plus Beds	2019	7	40%	\$3,396,286	-9%	\$2,330,000	-47%	\$1,220	-33%	\$1,190	-43%	253
Deas	2020	2	-71%	\$1,912,500	-44%	\$1,912,500	-18%	\$1,124	-8%	\$1,124	-6%	-



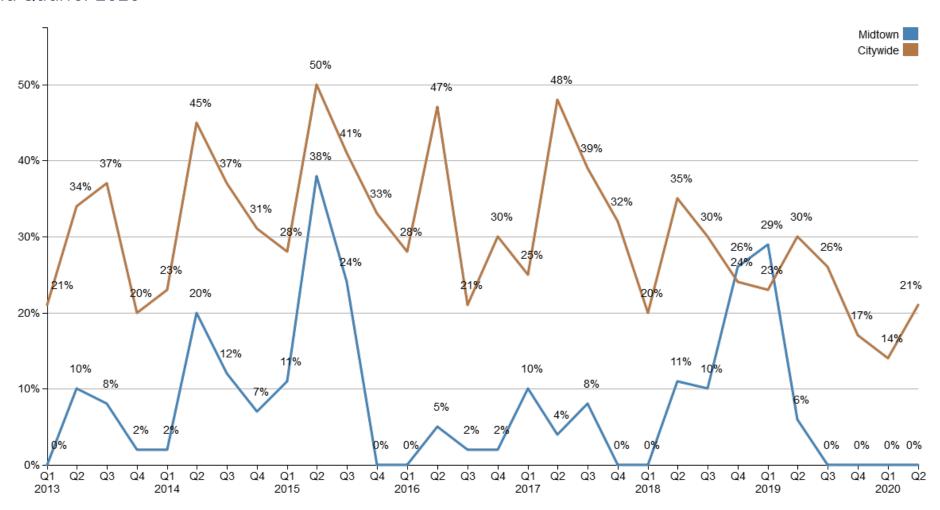
Midtown

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	8	100%	\$653,000	11%	\$654,500	13%	\$1,140	7%	\$1,117	3%	65
700 or less	2019	3	-63%	\$616,667	-6%	\$610,000	-7%	\$993	-13%	\$956	-14%	-
01 1633	2020	4	33%	\$643,550	4%	\$642,500	5%	\$1,008	2%	\$980	3%	-
	2018	11	-42%	\$821,179	-6%	\$750,000	-16%	\$983	-5%	\$969	-13%	33
701- 1000	2019	16	45%	\$869,563	6%	\$809,500	8%	\$1,058	8%	\$991	2%	156
1000	2020	4	-75%	\$952,500	10%	\$977,500	21%	\$1,128	7%	\$1,138	15%	-
	2018	20	43%	\$1,359,975	9%	\$1,380,000	5%	\$1,080	10%	\$1,075	-3%	78
1001- 1500	2019	20	0%	\$1,466,425	8%	\$1,380,000	0%	\$1,062	-2%	\$1,088	1%	48
1500	2020	5	-75%	\$1,184,875	-19%	\$1,071,375	-22%	\$893	-16%	\$992	-9%	-
	2018	5	-17%	\$1,457,100	-29%	\$1,537,500	-21%	\$939	-28%	\$952	-22%	43
1501-	2019	8	60%	\$1,720,475	18%	\$1,780,000	16%	\$1,046	11%	\$1,083	14%	167
1800	2020	7	-13%	\$1,778,857	3%	\$1,750,000	-2%	\$1,097	5%	\$1,117	3%	-
	2018	11	120%	\$3,170,455	14%	\$2,750,000	17%	\$1,502	17%	\$1,351	22%	384
1801- 2400	2019	4	-64%	\$1,722,500	-46%	\$1,562,500	-43%	\$842	-44%	\$797	-41%	-
2400	2020	3	-25%	\$1,901,667	10%	\$2,150,000	38%	\$951	13%	\$959	20%	-
	2018	0	-	-	-	-	-	_	_	-	_	-
Over 2400	2019	3	-	\$5,383,333	-	\$5,000,000	-	\$1,461	-	\$1,540	-	253
2400	2020	0	-	-	-	-	-	-	-	-	-	-

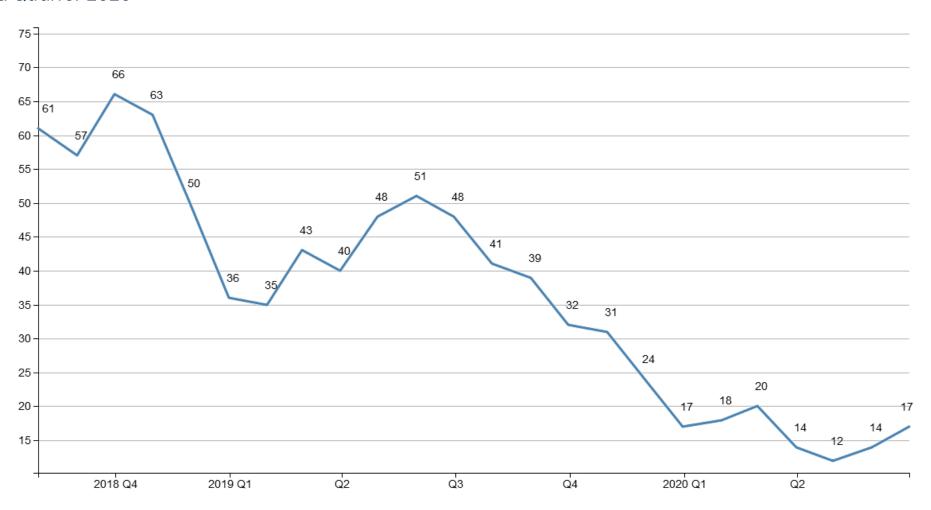
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Midtown Sales Over Last Asking Price 2nd Quarter 2020



LINK

Midtown Inventory 2nd Quarter 2020

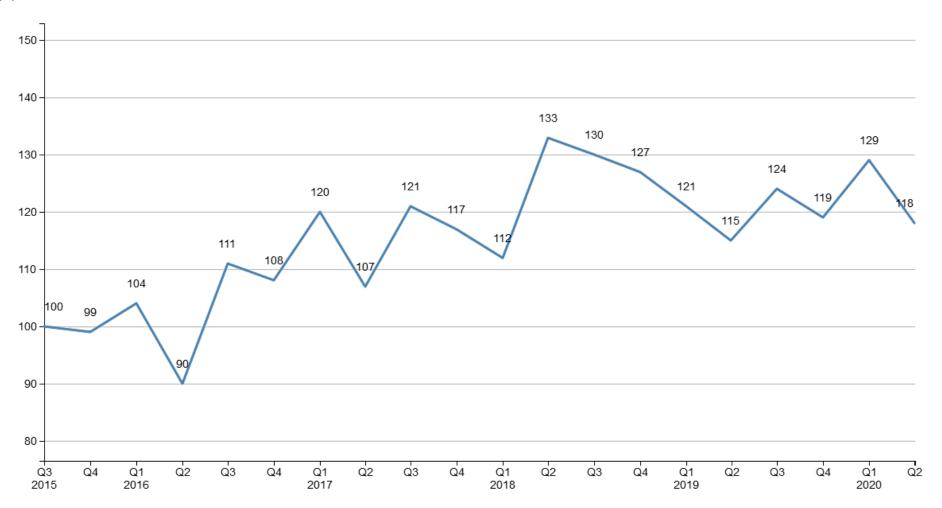




QUARTERLY SALES SUMMARY SECOND QUARTER 2020

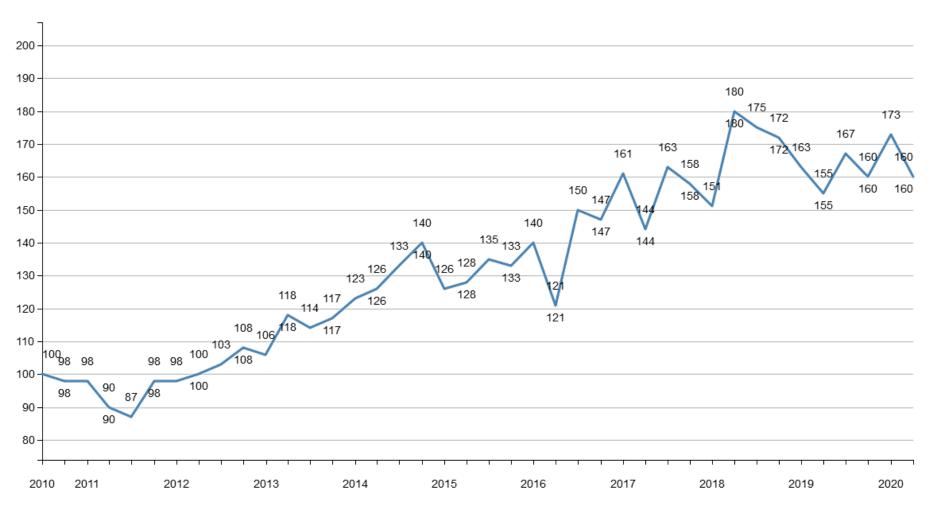
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North End
Five Year Price Index
(Appreciation Rate)



LINK

North End
Ten Year Price Index
(Appreciation Rate)





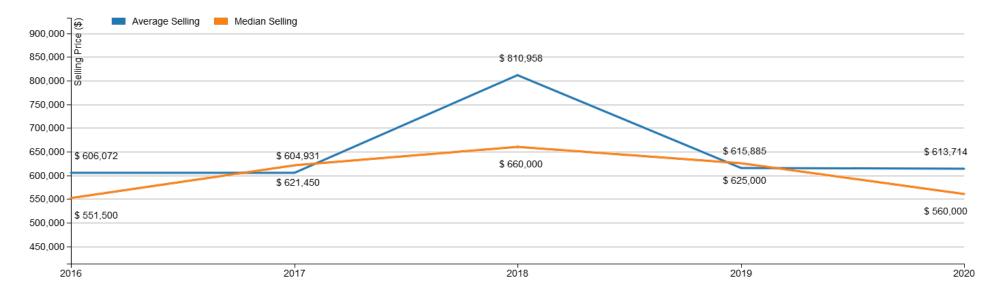
North End

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	25	1	\$606,072	-	\$551,500	-	\$840	_	\$828	-	26
2017	16	-36%	\$604,931	0%	\$621,450	13%	\$900	7%	\$888	7%	33
2018	24	50%	\$810,958	34%	\$660,000	6%	\$968	8%	\$974	10%	20
2019	13	-46%	\$615,885	-24%	\$625,000	-5%	\$933	-4%	\$909	-7%	44
2020	21	62%	\$613,714	0%	\$560,000	-10%	\$888	-5%	\$895	-1%	192

Average / Median Selling Price





North End

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	0	-	-	-	-	-	-	-	-	-	-
Studio	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	1	-	\$550,000	-	\$550,000	-	\$1,385	-	\$1,385	-	203
	2018	15	67%	\$605,333	8%	\$635,000	20%	\$924	3%	\$934	5%	19
One Bed	2019	5	-67%	\$497,302	-18%	\$475,000	-25%	\$1,022	11%	\$950	2%	40
	2020	9	80%	\$554,444	11%	\$503,000	6%	\$857	-16%	\$895	-6%	187
	2018	8	60%	\$1,085,375	56%	\$1,075,000	54%	\$1,044	14%	\$1,071	22%	44
Two Beds	2019	5	-38%	\$675,000	-38%	\$700,000	-35%	\$883	-15%	\$889	-17%	-
	2020	9	80%	\$621,444	-8%	\$610,000	-13%	\$894	1%	\$903	2%	-
	2018	1	0%	\$1,700,000	141%	\$1,700,000	141%	\$1,011	29%	\$1,011	29%	4
Three Plus	2019	3	200%	\$715,000	-58%	\$715,000	-58%	\$866	-14%	\$894	-12%	46
Beds	2020	2	-33%	\$877,500	23%	\$877,500	23%	\$754	-13%	\$754	-16%	-



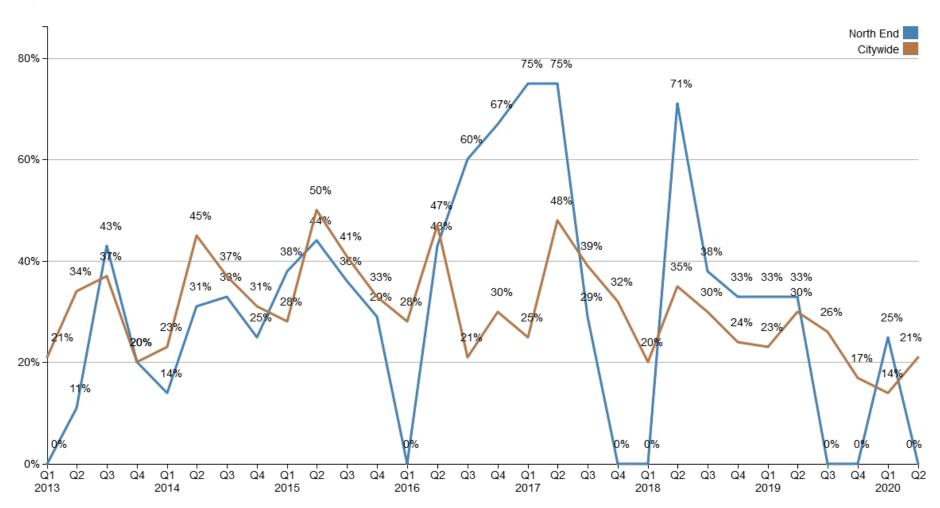
North End

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	11	22%	\$561,818	5%	\$575,000	14%	\$932	-1%	\$979	7%	21
700 or less	2019	6	-45%	\$490,252	-13%	\$468,750	-18%	\$1,002	7%	\$945	-3%	40
01 1633	2020	11	83%	\$507,364	3%	\$504,000	8%	\$943	-6%	\$925	-2%	281
	2018	8	14%	\$765,625	10%	\$695,500	-1%	\$976	16%	\$914	12%	27
701- 1000	2019	7	-13%	\$723,571	-5%	\$715,000	3%	\$873	-11%	\$889	-3%	46
1000	2020	7	0%	\$675,286	-7%	\$660,000	-8%	\$877	0%	\$901	1%	-
	2018	3	_	\$1,402,667	-	\$1,400,000	_	\$1,128	_	\$1,207	_	-
1001- 1500	2019	0	-	-	-	-	_	_	_	-	-	-
1800	2020	3	-	\$860,000	-	\$825,000	-	\$713	-	\$630	-	16
	2018	2	_	\$1,475,000	-	\$1,475,000	_	\$888	_	\$888	_	4
1501- 1800	2019	0	-	-	-	-	-	_	-	-	-	-
1800	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	-	-	-	_	-	_	-	-
1801- 2400	2019	0	-	-	-	-	-	-	-	-	-	-
2400	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	-	-	-	_	-	-	-	-
Over 2400	2019	0	-	-	-	-	-	_	-	-	-	-
2400	2020	0	-	-	-	-	-	-	-	-	-	-

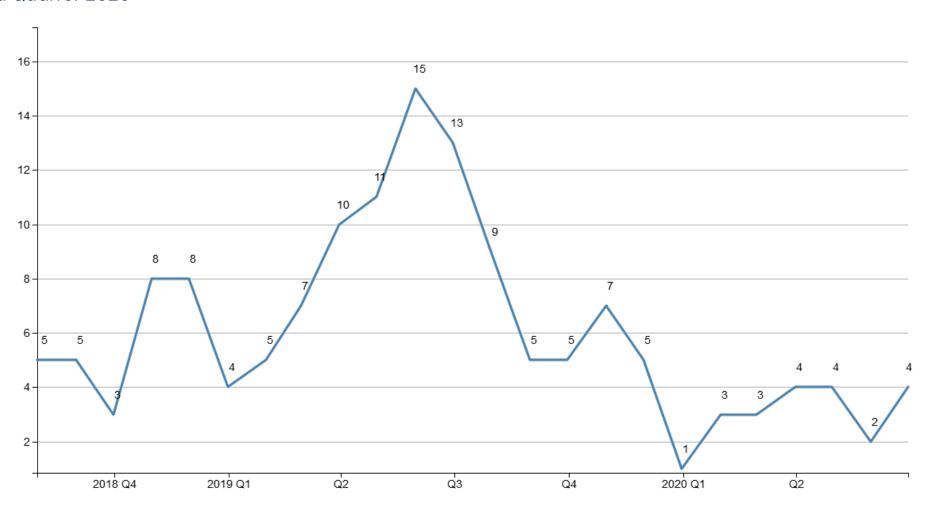
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North End Sales Over Last Asking Price 2nd Quarter 2020



LINK

North End Inventory 2nd Quarter 2020

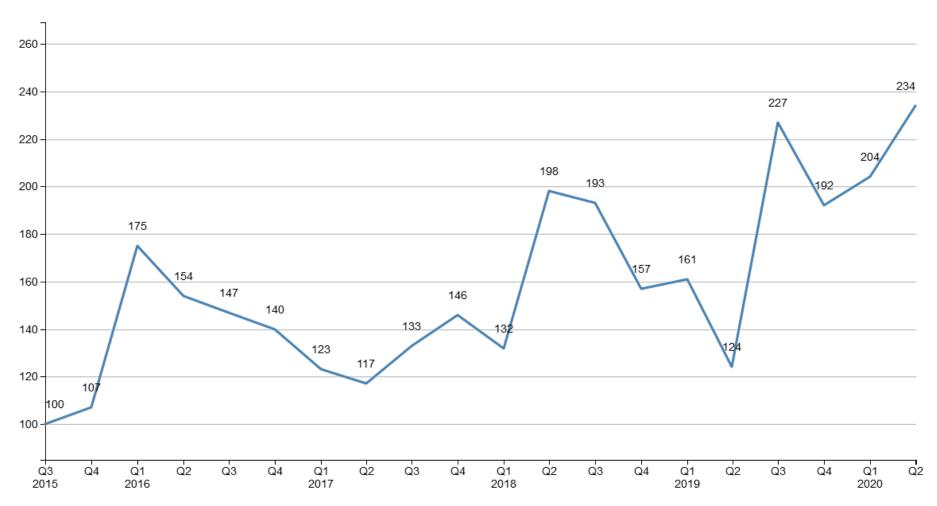




SEAPORT QUARTERLY SALES SUMMARY SECOND QUARTER 2020

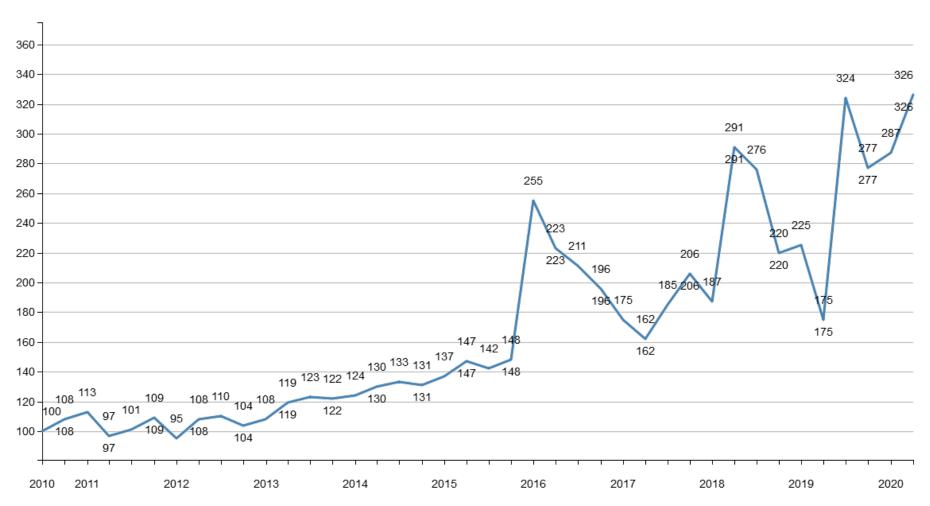
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Seaport
Five Year Price Index
(Appreciation Rate)



LINK

Seaport
Ten Year Price Index
(Appreciation Rate)





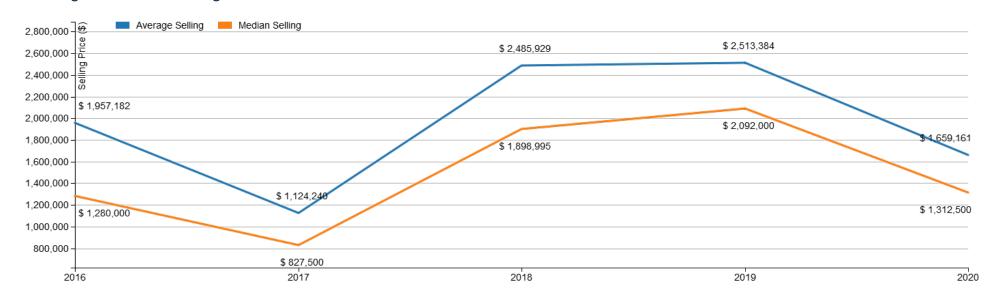
Seaport

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	28	-	\$1,957,182	-	\$1,280,000	-	\$1,154	-	\$871	-	30
2017	26	-7%	\$1,124,240	-43%	\$827,500	-35%	\$884	-23%	\$783	-10%	48
2018	89	242%	\$2,485,929	121%	\$1,898,995	129%	\$1,423	61%	\$1,427	82%	79
2019	110	24%	\$2,513,385	1%	\$2,092,000	10%	\$1,641	15%	\$1,639	15%	73
2020	40	-64%	\$1,659,161	-34%	\$1,312,500	-37%	\$1,366	-17%	\$1,465	-11%	74

Average / Median Selling Price





Seaport

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	3	200%	\$709,233	28%	\$695,000	25%	\$1,370	56%	\$1,368	56%	7
Studio	2019	3	0%	\$840,833	19%	\$675,000	-3%	\$1,060	-23%	\$1,093	-20%	-
	2020	2	-33%	\$682,350	-19%	\$682,350	1%	\$1,369	29%	\$1,369	25%	66
	2018	37	147%	\$1,404,051	75%	\$1,305,000	63%	\$1,184	47%	\$1,144	51%	80
One Bed	2019	30	-19%	\$1,364,863	-3%	\$1,390,750	7%	\$1,377	16%	\$1,363	19%	53
	2020	17	-43%	\$1,026,207	-25%	\$1,064,600	-23%	\$1,190	-14%	\$1,152	-15%	51
	2018	42	425%	\$2,516,351	127%	\$2,450,120	123%	\$1,444	64%	\$1,491	86%	91
Two Beds	2019	63	50%	\$2,482,553	-1%	\$2,487,000	2%	\$1,624	12%	\$1,641	10%	74
	2020	18	-71%	\$1,962,400	-21%	\$1,795,300	-28%	\$1,439	-11%	\$1,551	-5%	87
	2018	7	250%	\$8,783,339	127%	\$9,410,225	143%	\$2,583	74%	\$2,624	77%	-
Three Plus Beds	2019	14	100%	\$5,471,646	-38%	\$4,685,501	-50%	\$2,407	-7%	\$2,334	-11%	128
Deas	2020	3	-79%	\$4,077,667	-25%	\$3,625,000	-23%	\$1,924	-20%	\$1,950	-16%	-



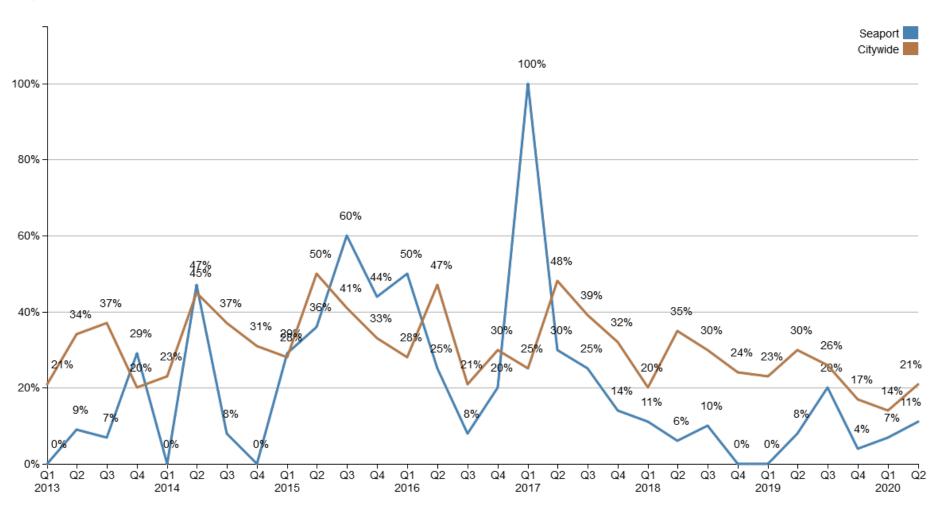
Seaport

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	4	100%	\$674,925	28%	\$671,350	27%	\$1,263	58%	\$1,322	65%	7
	2019	7	75%	\$612,000	-9%	\$610,000	-9%	\$1,127	-11%	\$1,155	-13%	20
	2020	5	-29%	\$927,080	51%	\$1,064,600	75%	\$1,530	36%	\$1,648	43%	66
701- 1000	2018	7	17%	\$850,567	16%	\$834,650	16%	\$923	1%	\$893	-1%	13
	2019	11	57%	\$1,088,118	28%	\$1,100,000	32%	\$1,183	28%	\$1,136	27%	7
	2020	10	-9%	\$973,082	-11%	\$922,500	-16%	\$1,212	2%	\$1,168	3%	66
1001- 1500	2018	38	153%	\$1,440,287	48%	\$1,340,000	53%	\$1,157	43%	\$1,156	53%	63
	2019	48	26%	\$2,077,865	44%	\$2,090,090	56%	\$1,638	42%	\$1,687	46%	211
	2020	14	-71%	\$1,683,371	-19%	\$1,765,000	-16%	\$1,418	-13%	\$1,506	-11%	13
1501- 1800	2018	17	_	\$2,232,952	_	\$2,213,565	-	\$1,435	_	\$1,440	_	41
	2019	20	18%	\$2,465,736	10%	\$2,560,112	16%	\$1,506	5%	\$1,632	13%	66
	2020	5	-75%	\$1,914,000	-22%	\$1,295,000	-49%	\$1,202	-20%	\$810	-50%	11
1801- 2400	2018	16	700%	\$3,651,221	193%	\$3,644,560	193%	\$1,796	176%	\$1,738	167%	207
	2019	22	38%	\$4,051,584	11%	\$4,374,150	20%	\$2,009	12%	\$2,073	19%	50
	2020	6	-73%	\$3,143,833	-22%	\$3,167,500	-28%	\$1,500	-25%	\$1,591	-23%	147
	2018	7	600%	\$8,783,339	30%	\$9,410,225	39%	\$2,583	5%	\$2,624	7%	-
Over 2400	2019	2	-71%	\$11,015,960	25%	\$11,015,960	17%	\$3,324	29%	\$3,324	27%	128
	2020	0	-	-	-	-	-	-	-	-	-	-

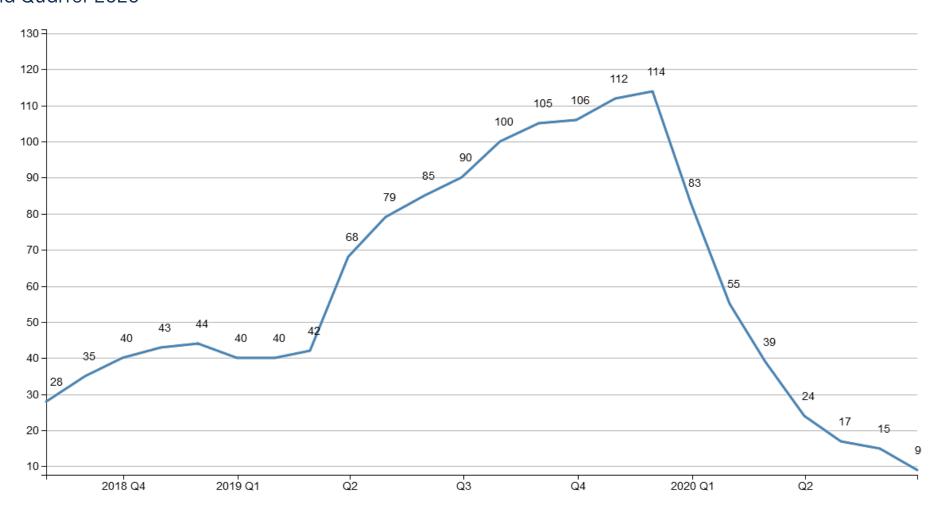
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Seaport
Sales Over Last Asking Price
2nd Quarter 2020



LINK

Seaport Inventory 2nd Quarter 2020

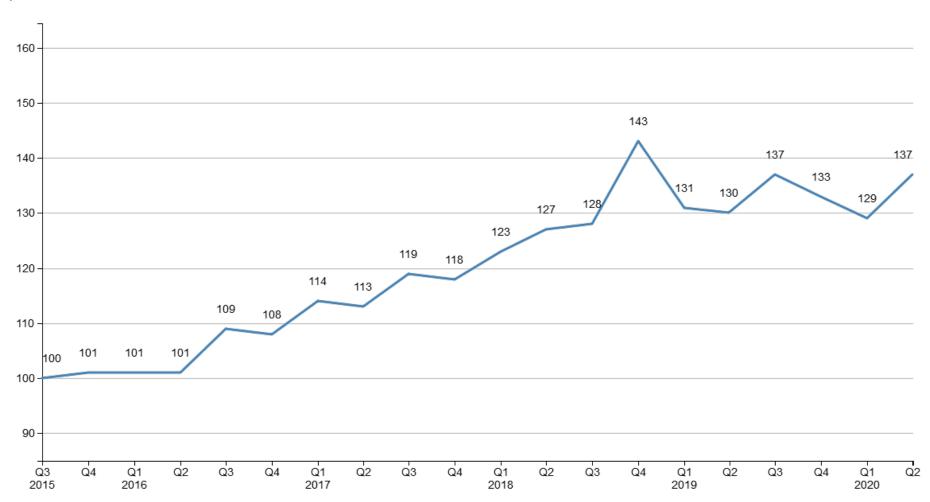




SOUTH BOSTON QUARTERLY SALES SUMMARY SECOND QUARTER 2020

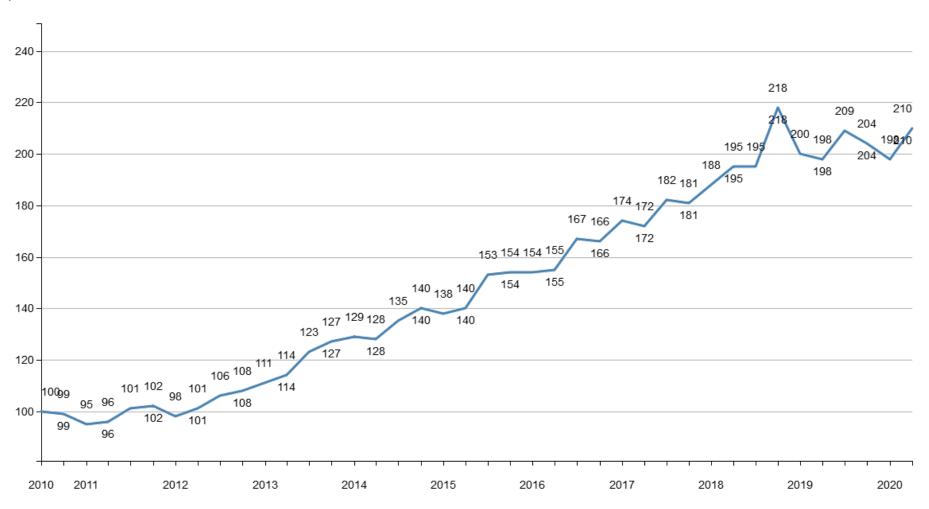
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South Boston
Five Year Price Index
(Appreciation Rate)





South Boston
Ten Year Price Index
(Appreciation Rate)



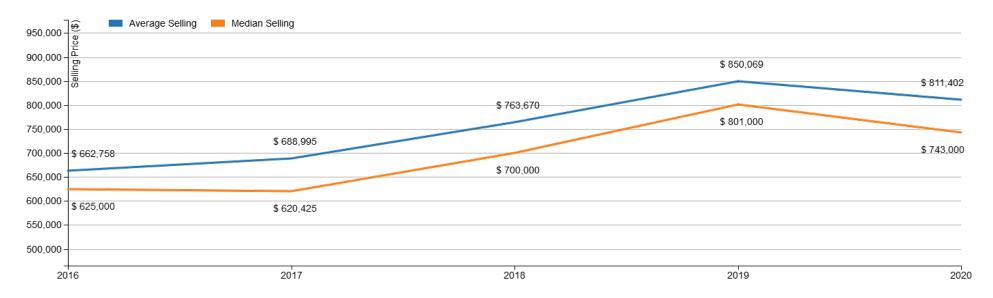


South Boston Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	198	-	\$662,758	-	\$625,000	-	\$601	-	\$598	-	48
2017	231	17%	\$688,995	4%	\$620,425	-1%	\$668	11%	\$670	12%	13
2018	201	-13%	\$763,670	11%	\$700,000	13%	\$710	6%	\$714	7%	21
2019	228	13%	\$850,069	11%	\$801,000	14%	\$748	5%	\$743	4%	43
2020	139	-39%	\$811,402	-5%	\$743,000	-7%	\$770	3%	\$780	5%	62

Average / Median Selling Price





South Boston Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	0	-	-	-	-	-	-	-	-	-	-
Studio	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	4	-	\$435,875	-	\$423,000	-	\$935	-	\$926	-	-
	2018	44	-15%	\$488,837	-4%	\$491,250	-3%	\$758	1%	\$777	1%	21
One Bed	2019	41	-7%	\$584,085	19%	\$559,000	14%	\$786	4%	\$773	0%	15
	2020	29	-29%	\$548,138	-6%	\$535,000	-4%	\$821	4%	\$833	8%	44
	2018	129	-7%	\$796,889	15%	\$760,000	15%	\$711	9%	\$713	9%	21
Two Beds	2019	150	16%	\$850,899	7%	\$819,000	8%	\$751	6%	\$739	4%	42
	2020	86	-43%	\$817,660	-4%	\$757,500	-8%	\$758	1%	\$748	1%	28
	2018	28	-20%	\$1,042,509	15%	\$968,000	8%	\$628	10%	\$631	6%	22
Three Plus Beds	2019	37	32%	\$1,141,440	9%	\$1,080,000	12%	\$697	11%	\$684	8%	64
Deas	2020	20	-46%	\$1,241,331	9%	\$1,067,500	-1%	\$718	3%	\$696	2%	162



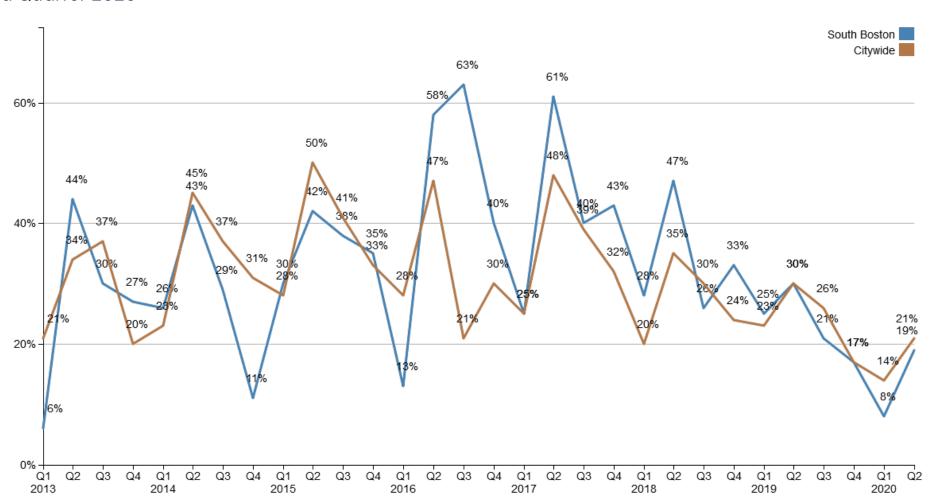
South Boston

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	45	-12%	\$472,423	4%	\$490,000	9%	\$804	3%	\$821	5%	29
700 or less	2019	26	-42%	\$483,554	2%	\$481,750	-2%	\$823	2%	\$810	-1%	21
01 1633	2020	34	31%	\$487,850	1%	\$497,500	3%	\$865	5%	\$860	6%	9
	2018	51	-23%	\$625,210	12%	\$621,250	9%	\$732	11%	\$731	10%	13
701- 1000	2019	51	0%	\$657,675	5%	\$630,000	1%	\$778	6%	\$751	3%	23
1000	2020	36	-29%	\$665,833	1%	\$672,750	7%	\$772	-1%	\$784	4%	50
	2018	68	-17%	\$833,523	8%	\$847,250	12%	\$685	8%	\$692	10%	16
1001- 1500	2019	107	57%	\$877,874	5%	\$850,000	0%	\$738	8%	\$721	4%	42
1900	2020	46	-57%	\$841,240	-4%	\$815,500	-4%	\$710	-4%	\$716	-1%	14
	2018	17	31%	\$1,090,940	11%	\$1,120,000	8%	\$670	14%	\$685	11%	23
1501- 1800	2019	25	47%	\$1,131,461	4%	\$1,128,000	1%	\$712	6%	\$722	5%	71
1800	2020	10	-60%	\$1,092,100	-3%	\$949,500	-16%	\$674	-5%	\$595	-18%	37
	2018	15	0%	\$1,133,121	-2%	\$1,100,000	7%	\$571	-4%	\$538	0%	46
1801- 2400	2019	18	20%	\$1,321,264	17%	\$1,250,000	14%	\$673	18%	\$630	17%	58
2400	2020	10	-44%	\$1,557,500	18%	\$1,357,500	9%	\$816	21%	\$746	19%	159
	2018	5	25%	\$1,626,125	15%	\$1,600,000	11%	\$532	-4%	\$579	9%	8
Over 2400	2019	1	-80%	\$1,700,000	5%	\$1,700,000	6%	\$653	23%	\$653	13%	-
2400	2020	3	200%	\$2,345,000	38%	\$2,250,000	32%	\$768	18%	\$785	20%	334

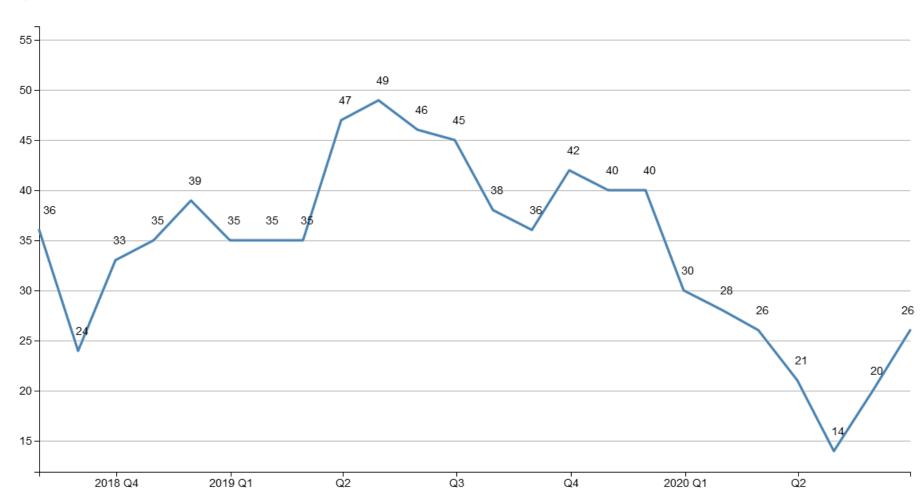


South Boston
Sales Over Last Asking Price
2nd Quarter 2020



LINK

South Boston Inventory 2nd Quarter 2020

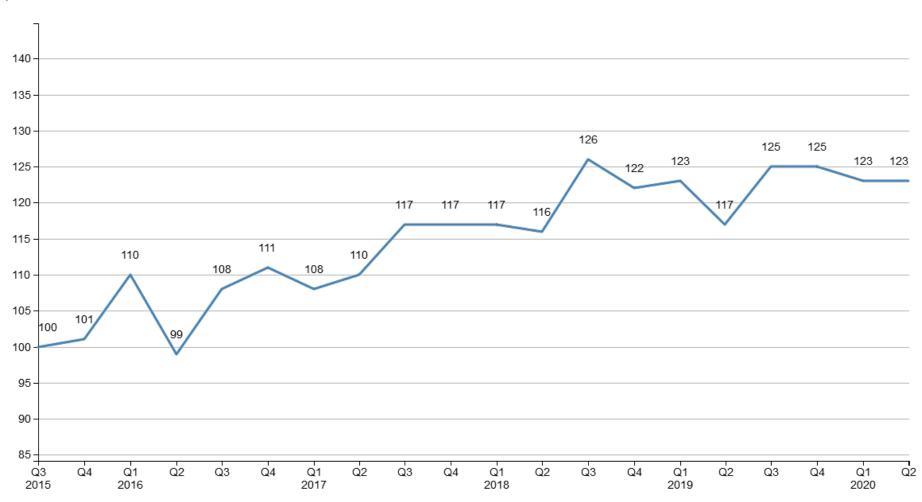




SOUTH END QUARTERLY SALES SUMMARY SECOND QUARTER 2020

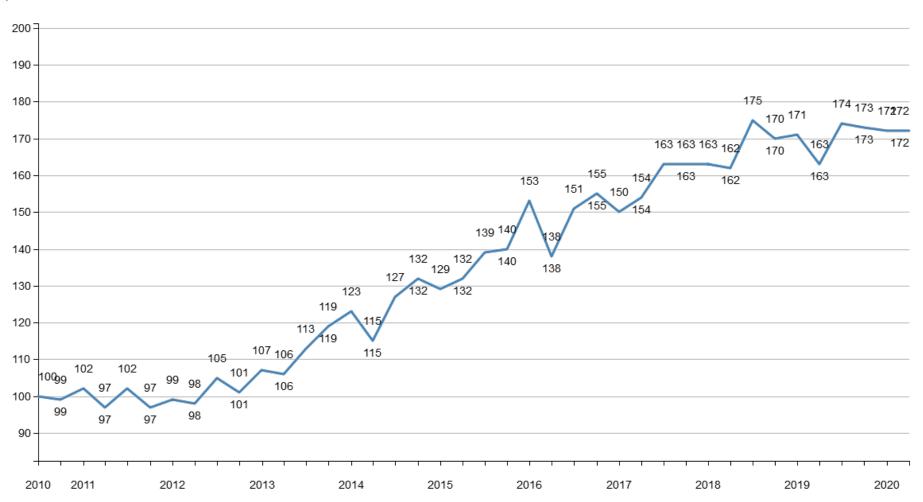
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South End
Five Year Price Index
(Appreciation Rate)



LINK

South End
Ten Year Price Index
(Appreciation Rate)



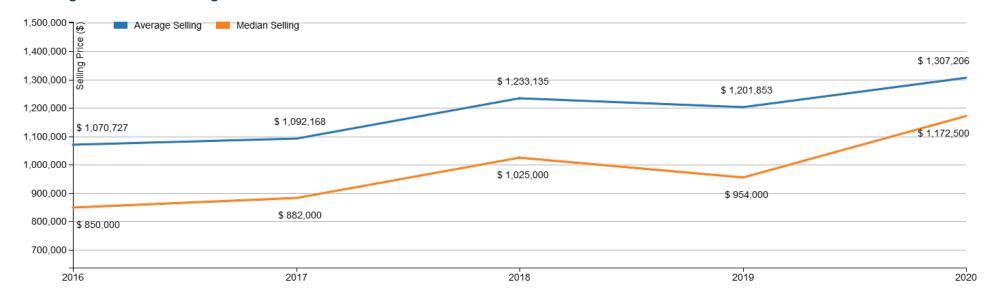


South End Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	217	-	\$1,070,727	-	\$850,000	-	\$917	-	\$924	-	24
2017	191	-12%	\$1,092,168	2%	\$882,000	4%	\$990	8%	\$989	7%	39
2018	253	32%	\$1,233,135	13%	\$1,025,000	16%	\$1,069	8%	\$1,085	10%	35
2019	174	-31%	\$1,201,853	-3%	\$954,000	-7%	\$1,073	0%	\$1,067	-2%	55
2020	112	-36%	\$1,307,206	9%	\$1,172,500	23%	\$1,063	-1%	\$1,064	0%	32

Average / Median Selling Price





South End Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	7	75%	\$581,571	11%	\$500,000	3%	\$1,211	50%	\$1,200	53%	42
Studio	2019	8	14%	\$419,172	-28%	\$416,000	-17%	\$1,115	-8%	\$1,176	-2%	34
	2020	3	-63%	\$452,333	8%	\$420,000	1%	\$1,191	7%	\$1,129	-4%	-
	2018	86	25%	\$758,605	8%	\$745,000	7%	\$1,039	9%	\$1,051	7%	40
One Bed	2019	49	-43%	\$723,408	-5%	\$690,000	-7%	\$1,042	0%	\$1,048	0%	27
	2020	24	-51%	\$748,062	3%	\$675,250	-2%	\$1,023	-2%	\$1,061	53% -2% -4%	31
	2018	116	25%	\$1,294,806	14%	\$1,246,750	24%	\$1,066	8%	\$1,089	11%	33
Two Beds	2019	91	-22%	\$1,185,342	-8%	\$1,100,000	-12%	\$1,045	-2%	\$1,046	-4%	63
	2020	61	-33%	\$1,244,301	5%	\$1,176,000	7%	\$1,036	-1%	\$1,028	-2%	28
	2018	44	76%	\$2,101,695	0%	\$2,050,000	-10%	\$1,113	-1%	\$1,131	2%	31
Three Plus Beds	2019	26	-41%	\$2,402,154	14%	\$2,306,250	13%	\$1,217	9%	\$1,190	5%	73
Deus	2020	24	-8%	\$2,133,092	-11%	\$2,002,500	-13%	\$1,155	-5%	\$1,150	-3%	48



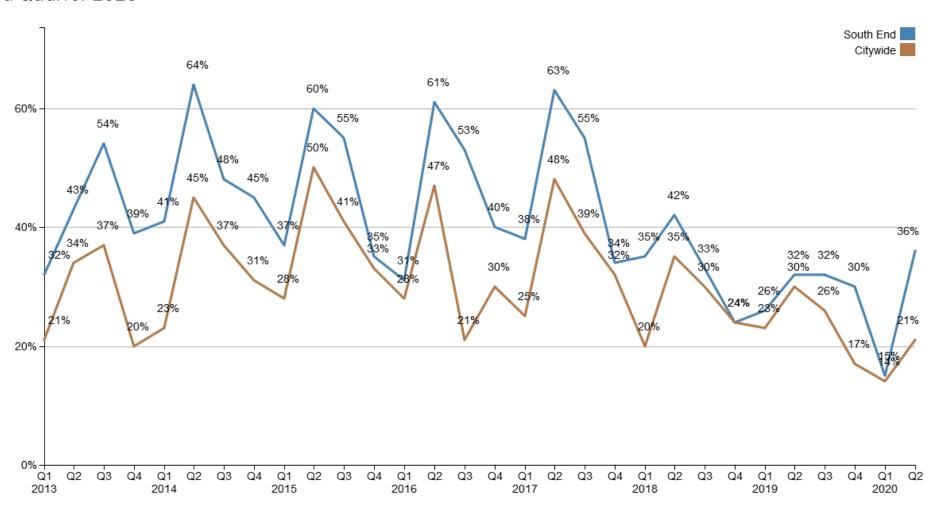
South End

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	41	17%	\$624,671	6%	\$645,000	7%	\$1,109	7%	\$1,093	5%	23
700 or less	2019	38	-7%	\$599,799	-4%	\$587,500	-9%	\$1,106	0%	\$1,133	4%	19
Of less	2020	15	-61%	\$598,813	0%	\$595,000	1%	\$1,119	1%	\$1,129	0%	79
	2018	79	23%	\$842,147	7%	\$830,000	8%	\$1,039	11%	\$1,071	13%	36
701- 1000	2019	50	-37%	\$864,326	3%	\$853,500	3%	\$1,032	-1%	\$1,024	-4%	27
1000	2020	26	-48%	\$851,788	-1%	\$826,500	-3%	\$1,010	-2%	\$1,033	1%	15
	2018	83	30%	\$1,292,432	14%	\$1,325,904	18%	\$1,049	11%	\$1,051	9%	40
1001- 1500	2019	51	-39%	\$1,199,108	-7%	\$1,190,000	-10%	\$1,007	-4%	\$1,025	-3%	85
1000	2020	42	-18%	\$1,275,000	6%	\$1,192,000	0%	\$1,039	3%	\$1,055	3%	24
	2018	16	60%	\$1,852,125	0%	\$1,966,500	8%	\$1,100	-1%	\$1,124	-3%	28
1501- 1800	2019	16	0%	\$2,013,969	9%	\$1,937,500	-1%	\$1,231	12%	\$1,174	4%	86
1800	2020	17	6%	\$1,732,549	-14%	\$1,645,000	-15%	\$1,074	-13%	\$1,045	-11%	52
	2018	29	93%	\$2,328,379	-7%	\$2,275,000	-7%	\$1,151	-4%	\$1,132	-5%	40
1801- 2400	2019	14	-52%	\$2,254,703	-3%	\$2,297,500	1%	\$1,095	-5%	\$1,133	0%	88
2400	2020	9	-36%	\$2,339,444	4%	\$2,275,000	-1%	\$1,177	8%	\$1,162	3%	87
	2018	5	67%	\$3,082,626	7%	\$3,334,461	18%	\$950	-12%	\$1,047	-3%	16
Over 2400	2019	5	0%	\$3,634,000	18%	\$3,300,000	-1%	\$1,343	41%	\$1,262	21%	37
2400	2020	3	-40%	\$3,740,000	3%	\$3,975,000	20%	\$1,173	-13%	\$1,334	6%	27

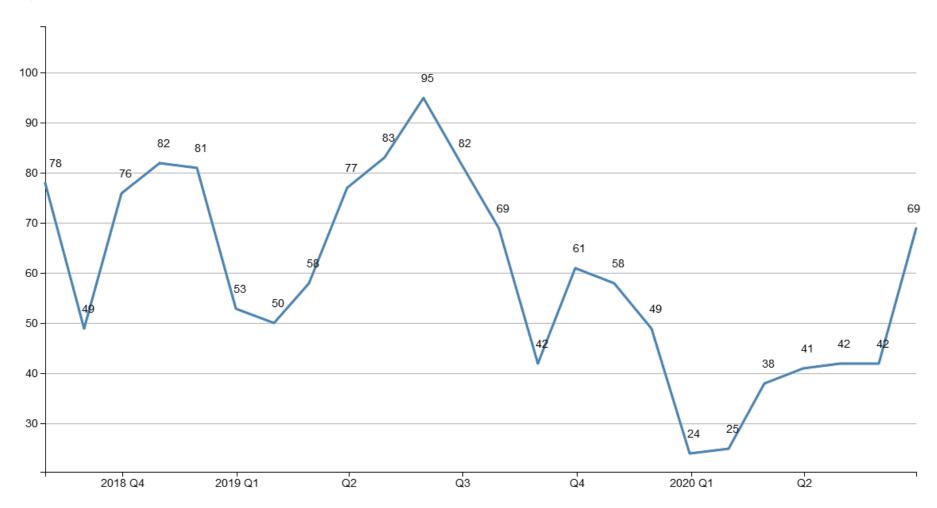


South End Sales Over Last Asking Price 2nd Quarter 2020



LINK

South End Inventory 2nd Quarter 2020

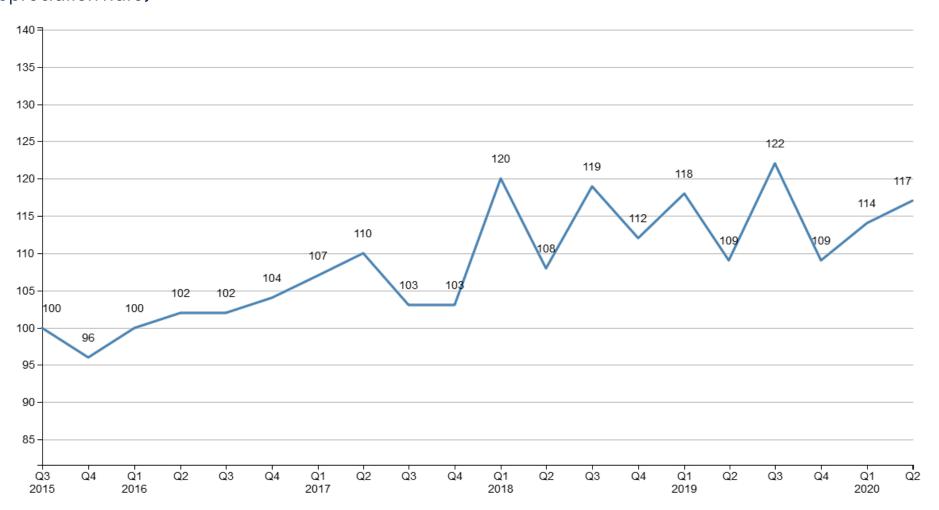




WATERFRONT QUARTERLY SALES SUMMARY SECOND QUARTER 2020

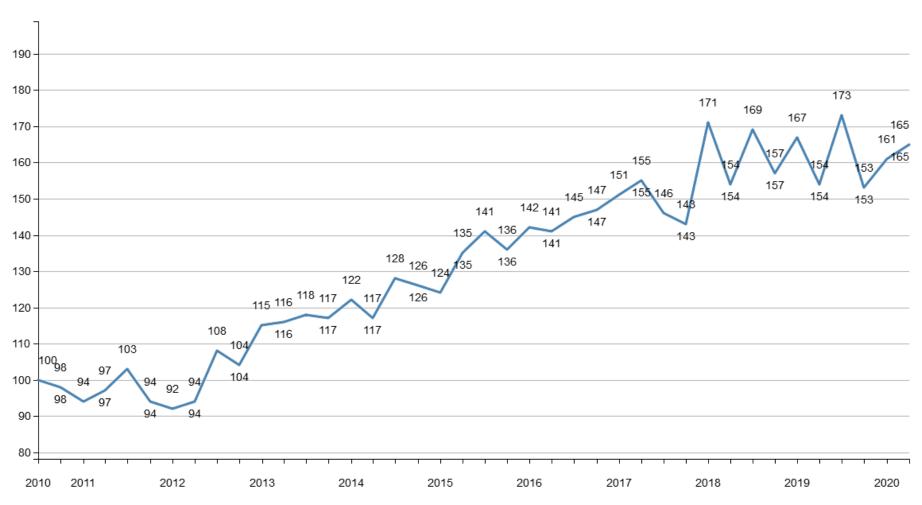
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Waterfront
Five Year Price Index
(Appreciation Rate)



LINK

Waterfront
Ten Year Price Index
(Appreciation Rate)





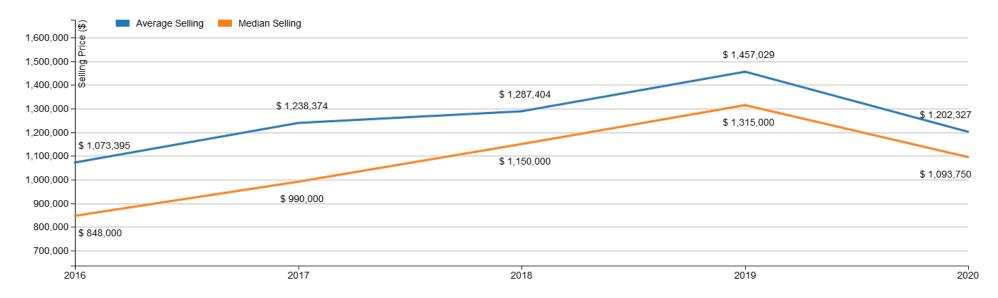
Waterfront

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	43	-	\$1,073,395	-	\$848,000	-	\$927	-	\$835	-	55
2017	41	-5%	\$1,238,374	15%	\$990,000	17%	\$955	3%	\$879	5%	68
2018	57	39%	\$1,287,404	4%	\$1,150,000	16%	\$1,085	14%	\$1,031	17%	62
2019	36	-37%	\$1,457,029	13%	\$1,315,000	14%	\$1,128	4%	\$1,056	2%	83
2020	26	-28%	\$1,202,327	-17%	\$1,093,750	-17%	\$1,068	-5%	\$985	-7%	136

Average / Median Selling Price





Waterfront

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	5	400%	\$637,000	-54%	\$600,000	-56%	\$1,108	27%	\$1,040	19%	2
Studio	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	1	-	\$627,500	-	\$627,500	-	\$1,473	-	\$1,473	-	-
	2018	22	57%	\$878,136	14%	\$777,500	4%	\$999	18%	\$964	15%	51
One Bed	2019	13	-41%	\$787,362	-10%	\$780,000	0%	\$973	-3%	\$945	-2%	82
	2020	13	0%	\$960,423	22%	\$850,000	9%	\$1,005	3%	\$975	3%	235
	2018	26	4%	\$1,646,654	12%	\$1,562,500	28%	\$1,161	13%	\$1,168	28%	41
Two Beds	2019	19	-27%	\$1,732,870	5%	\$1,550,000	-1%	\$1,219	5%	\$1,230	5%	70
	2020	10	-47%	\$1,413,750	-18%	\$1,430,000	-8%	\$1,055	-13%	\$970	-21%	55
	2018	4	300%	\$2,016,250	5%	\$1,997,500	4%	\$1,029	30%	\$1,047	32%	236
Three Plus Beds	2019	4	0%	\$2,323,203	15%	\$2,150,000	8%	\$1,203	17%	\$1,115	6%	165
beas	2020	2	-50%	\$2,005,000	-14%	\$2,005,000	-7%	\$1,338	11%	\$1,338	20%	189



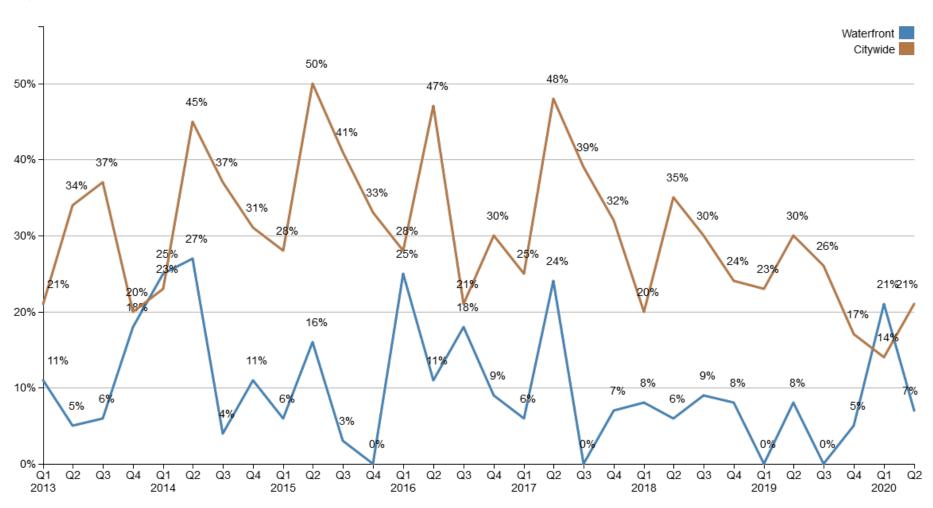
Waterfront

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	10	400%	\$598,300	24%	\$589,500	22%	\$1,033	25%	\$980	19%	11
700 or less	2019	3	-70%	\$533,567	-11%	\$574,500	-3%	\$984	-5%	\$943	-4%	99
01 1633	2020	2	-33%	\$638,250	20%	\$638,250	11%	\$1,286	31%	\$1,286	36%	-
	2018	14	17%	\$885,143	33%	\$842,500	24%	\$1,029	26%	\$964	15%	53
701- 1000	2019	10	-29%	\$764,400	-14%	\$754,500	-10%	\$930	-10%	\$945	-2%	64
1000	2020	8	-20%	\$861,125	13%	\$805,000	7%	\$1,037	12%	\$975	3%	235
	2018	25	56%	\$1,465,800	16%	\$1,445,000	39%	\$1,125	11%	\$1,161	32%	48
1001-	2019	13	-48%	\$1,394,410	-5%	\$1,340,000	-7%	\$1,143	2%	\$1,074	-8%	70
1500	2020	12	-8%	\$1,234,167	-11%	\$1,135,000	-15%	\$991	-13%	\$932	-13%	65
	2018	4	-33%	\$1,816,500	28%	\$1,848,000	29%	\$1,097	24%	\$1,103	21%	138
1501-	2019	4	0%	\$2,394,453	32%	\$1,996,406	8%	\$1,467	34%	\$1,227	11%	64
1800	2020	4	0%	\$2,071,250	-13%	\$2,037,500	2%	\$1,252	-15%	\$1,215	-1%	163
	2018	3	-25%	\$2,742,000	-3%	\$2,550,000	6%	\$1,188	-10%	\$1,139	3%	26
1801-	2019	5	67%	\$2,640,640	-4%	\$2,390,000	-6%	\$1,344	13%	\$1,241	9%	85
2400	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	1	0%	\$2,870,000	49%	\$2,870,000	49%	\$1,009	28%	\$1,009	28%	291
Over	2019	1	0%	\$2,300,000	-20%	\$2,300,000	-20%	\$916	-9%	\$916	-9%	286
2400	2020	0	-	-	-	-	-	-	-	-	-	-

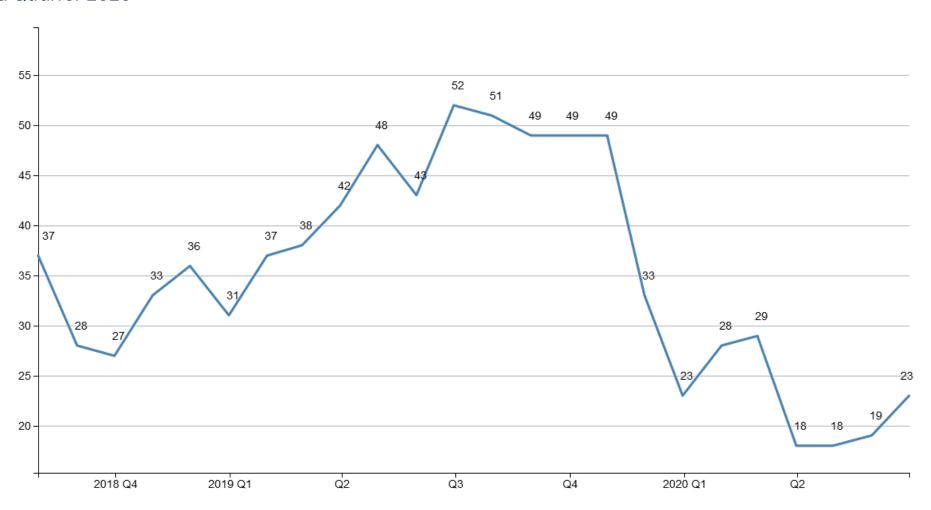
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Waterfront
Sales Over Last Asking Price
2nd Quarter 2020



LINK

Waterfront Inventory 2nd Quarter 2020

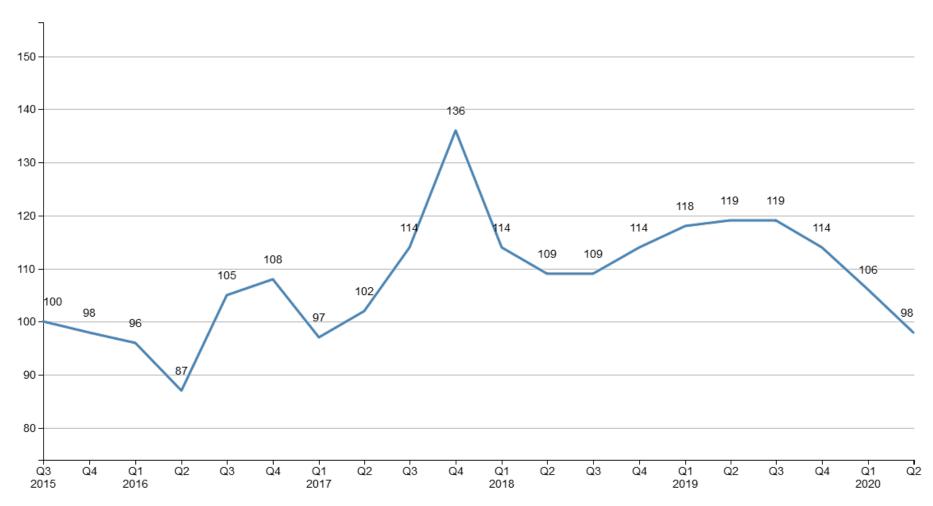




WEST END QUARTERLY SALES SUMMARY SECOND QUARTER 2020

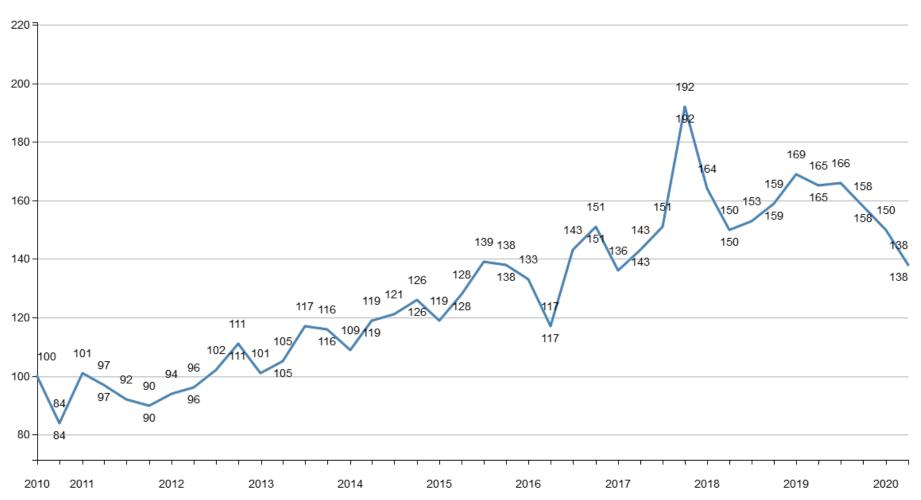
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West End
Five Year Price Index
(Appreciation Rate)



LINK

West End
Ten Year Price Index
(Appreciation Rate)





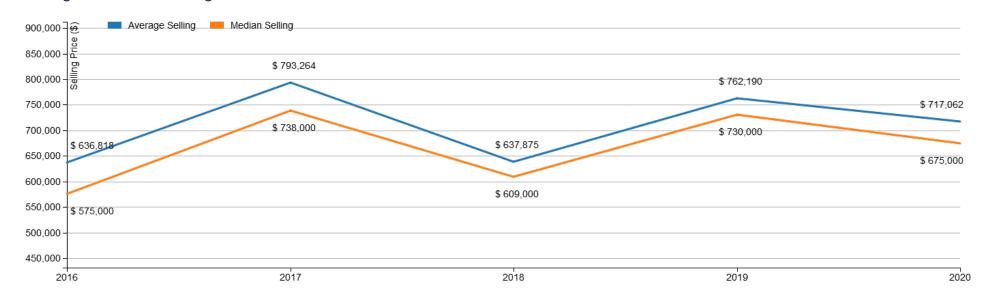
West End

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	11	-	\$636,818	-	\$575,000	-	\$660	-	\$647	1	61
2017	11	0%	\$793,264	25%	\$738,000	28%	\$726	10%	\$689	7%	103
2018	15	36%	\$637,875	-20%	\$609,000	-17%	\$722	0%	\$677	-2%	11
2019	21	40%	\$762,190	19%	\$730,000	20%	\$799	11%	\$830	23%	94
2020	8	-62%	\$717,063	-6%	\$675,000	-8%	\$758	-5%	\$748	-10%	79

Average / Median Selling Price





West End

Sales by Number of Bedrooms

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	2	-50%	\$459,750	4%	\$459,750	4%	\$722	6%	\$722	7%	-
Studio	2019	1	-50%	\$435,000	-5%	\$435,000	-5%	\$682	-6%	\$682	-6%	175
	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	7	600%	\$618,000	32%	\$529,000	13%	\$774	54%	\$677	35%	24
One Bed	2019	12	71%	\$672,833	9%	\$655,000	24%	\$848	9%	\$874	29%	134
	2020	4	-67%	\$575,375	-14%	\$590,750	-10%	\$788	-7%	\$748	-14%	-
	2018	6	50%	\$720,438	-37%	\$731,750	-34%	\$661	-23%	\$634	-26%	4
Two Beds	2019	8	33%	\$937,125	30%	\$740,000	1%	\$741	12%	\$615	-3%	33
	2020	4	-50%	\$858,750	-8%	\$780,000	5%	\$728	-2%	\$712	16%	79
	2018	0	-	-	_	-	-	-	_	-	-	-
Three Plus Beds	2019	0	-	-	-	-	-	-	-	-	-	-
Deas	2020	0	-	-	-	-	-	-	-	_	-	-



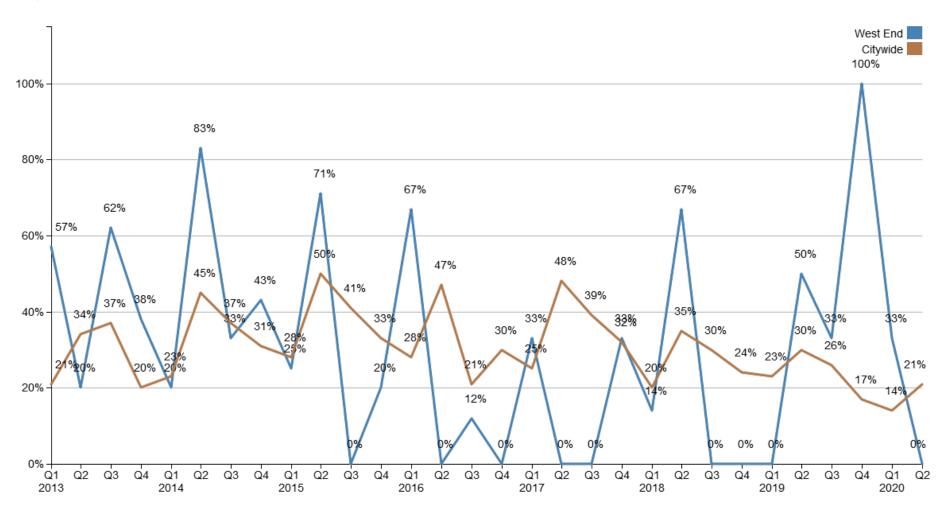
West End

Sales Comparison by Square Footage

Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
	2018	3	-25%	\$463,500	5%	\$471,000	6%	\$771	13%	\$752	11%	-
700 or less	2019	4	33%	\$472,500	2%	\$462,500	-2%	\$873	13%	\$853	13%	175
Of less	2020	1	-75%	\$520,000	10%	\$520,000	12%	\$959	10%	\$959	12%	-
	2018	8	700%	\$684,875	46%	\$667,000	42%	\$782	56%	\$715	43%	15
701- 1000	2019	7	-13%	\$680,571	-1%	\$745,000	12%	\$828	6%	\$915	28%	-
1000	2020	4	-43%	\$645,375	-5%	\$599,500	-20%	\$776	-6%	\$748	-18%	-
	2018	4	-20%	\$674,657	-38%	\$719,250	-32%	\$566	-30%	\$607	-18%	3
1001- 1500	2019	9	125%	\$879,444	30%	\$750,000	4%	\$738	30%	\$654	8%	66
1900	2020	3	-67%	\$878,333	0%	\$760,000	1%	\$667	-10%	\$591	-10%	79
	2018	0	_	-	_	-	_	_	_	_	_	_
1501-	2019	1	-	\$1,437,000	-	\$1,437,000	-	\$856	-	\$856	-	-
1800	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	_	-	_	_	_	_	_	-
1801- 2400	2019	0	-	-	-	-	-	-	-	-	-	-
2400	2020	0	-	-	-	-	-	-	-	-	-	-
	2018	0	-	-	_	-	-	_	_	_	-	-
Over 2400	2019	0	-	-	-	-	-	_	-	_	-	-
2400	2020	0	-	-	-	-	-	-	-	-	-	-

LINK

West End Sales Over Last Asking Price 2nd Quarter 2020



LINK

West End Inventory 2nd Quarter 2020

