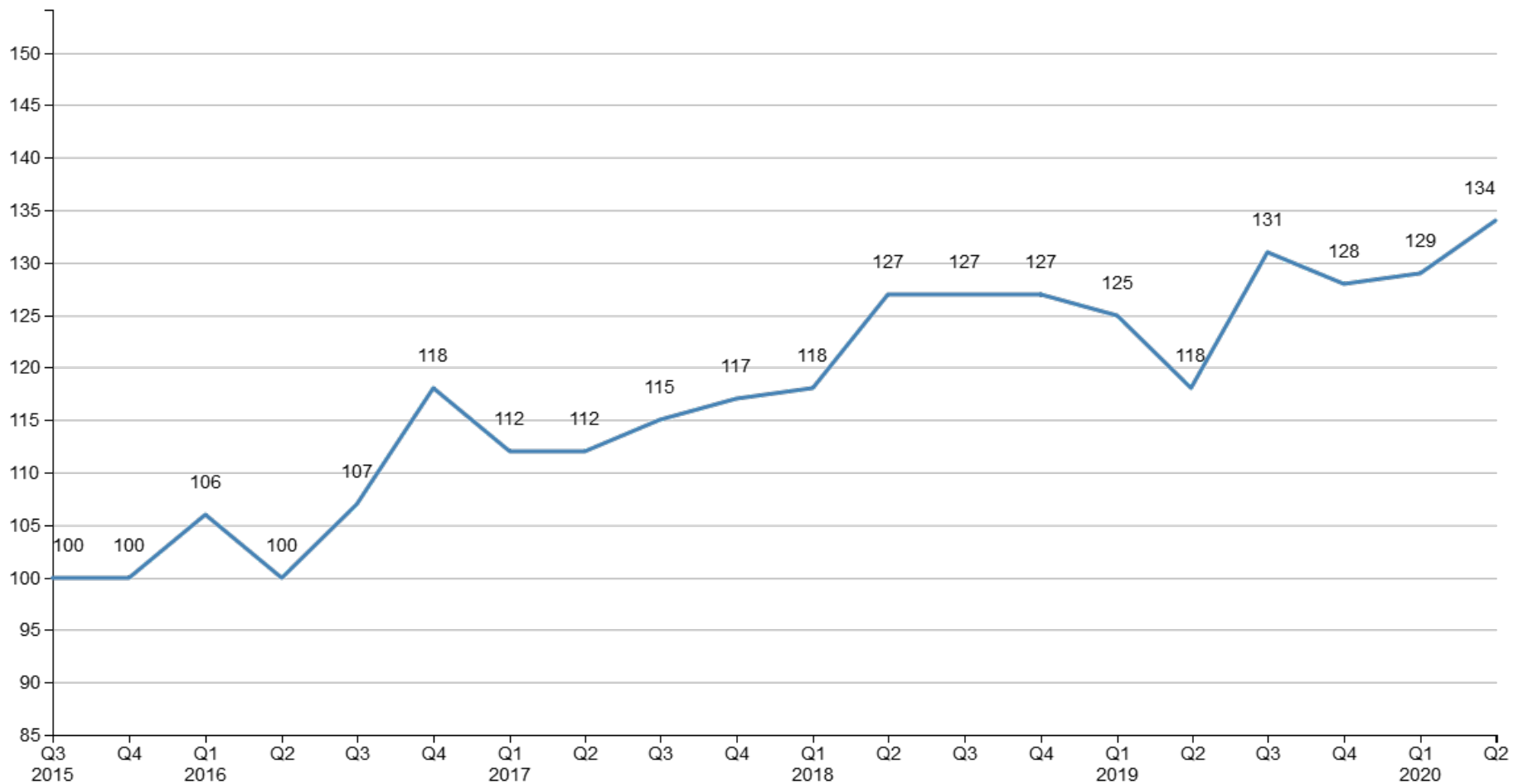


LINK

BOSTON
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

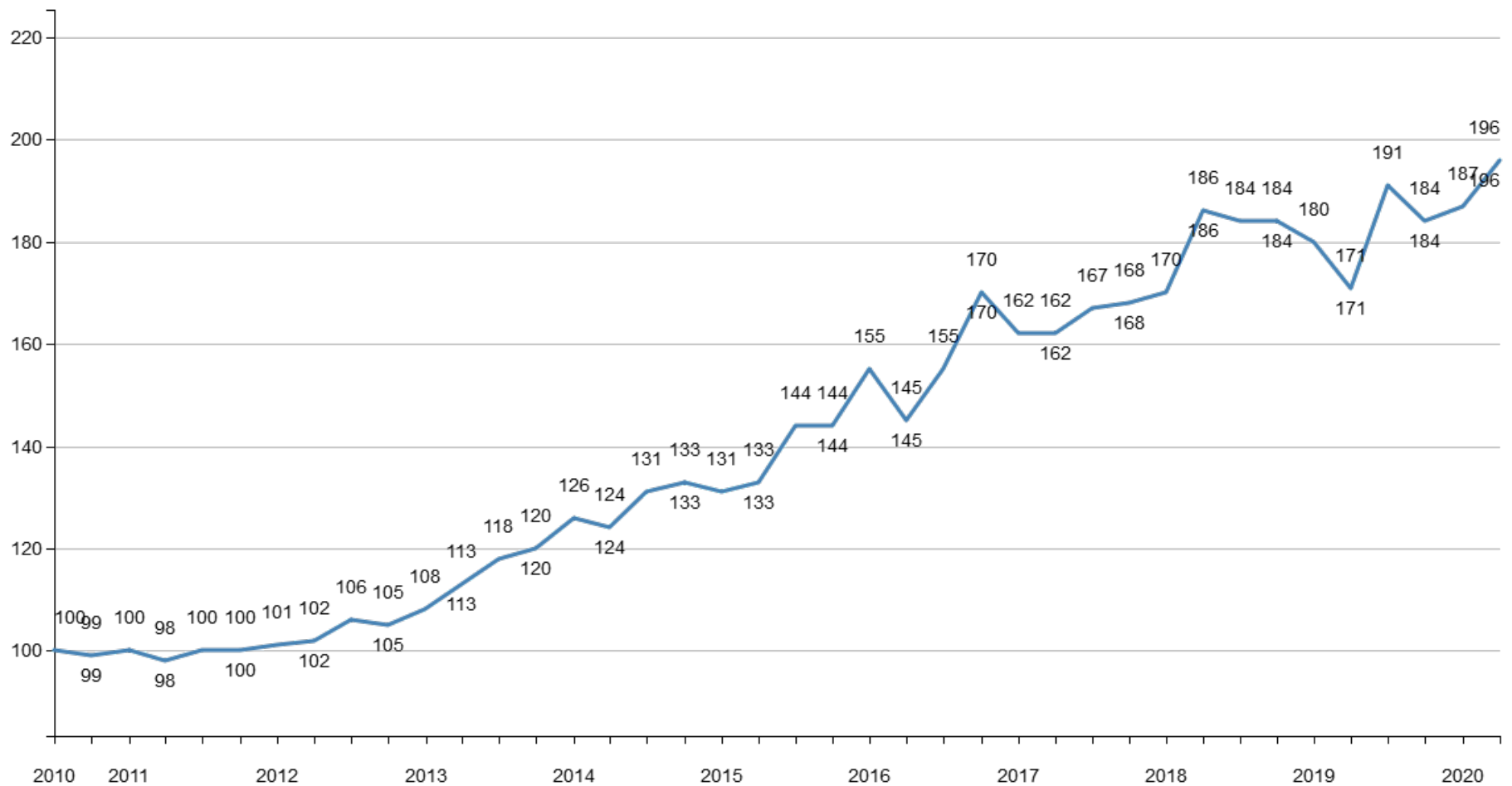
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Citywide Five Year Price Index (Appreciation Rate)



LINK

Citywide Ten Year Price Index (Appreciation Rate)

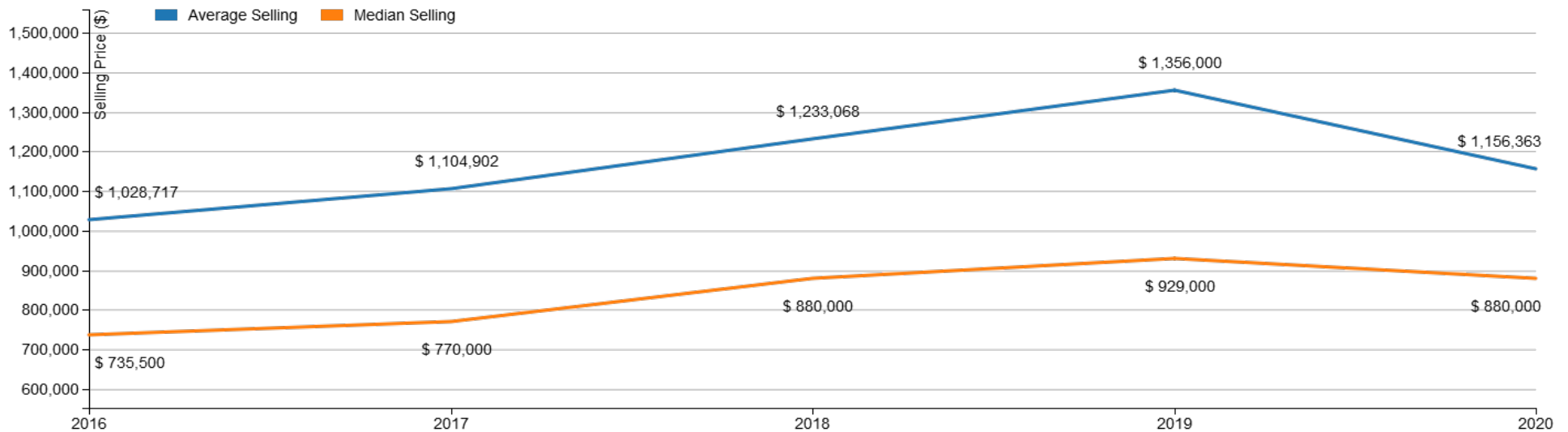




Citywide
Quarterly Sales Summary
2nd Quarter 2020

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

Average / Median Selling Price





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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	42	14%	\$541,887	-19%	\$500,000	0%	\$1,133	20%	\$1,184	30%	37
	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
One Bed	2018	368	21%	\$797,523	20%	\$700,000	17%	\$1,022	12%	\$997	11%	40
	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
Two Beds	2018	534	24%	\$1,300,239	25%	\$1,005,000	18%	\$997	14%	\$920	13%	37
	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
Three Plus Beds	2018	134	2%	\$2,378,153	-4%	\$1,805,000	22%	\$1,103	6%	\$1,029	26%	58
	2019	137	2%	\$2,900,676	22%	\$1,850,000	2%	\$1,244	13%	\$1,087	6%	80
	2020	84	-39%	\$2,092,751	-28%	\$1,687,500	-9%	\$1,042	-16%	\$925	-15%	111



Citywide

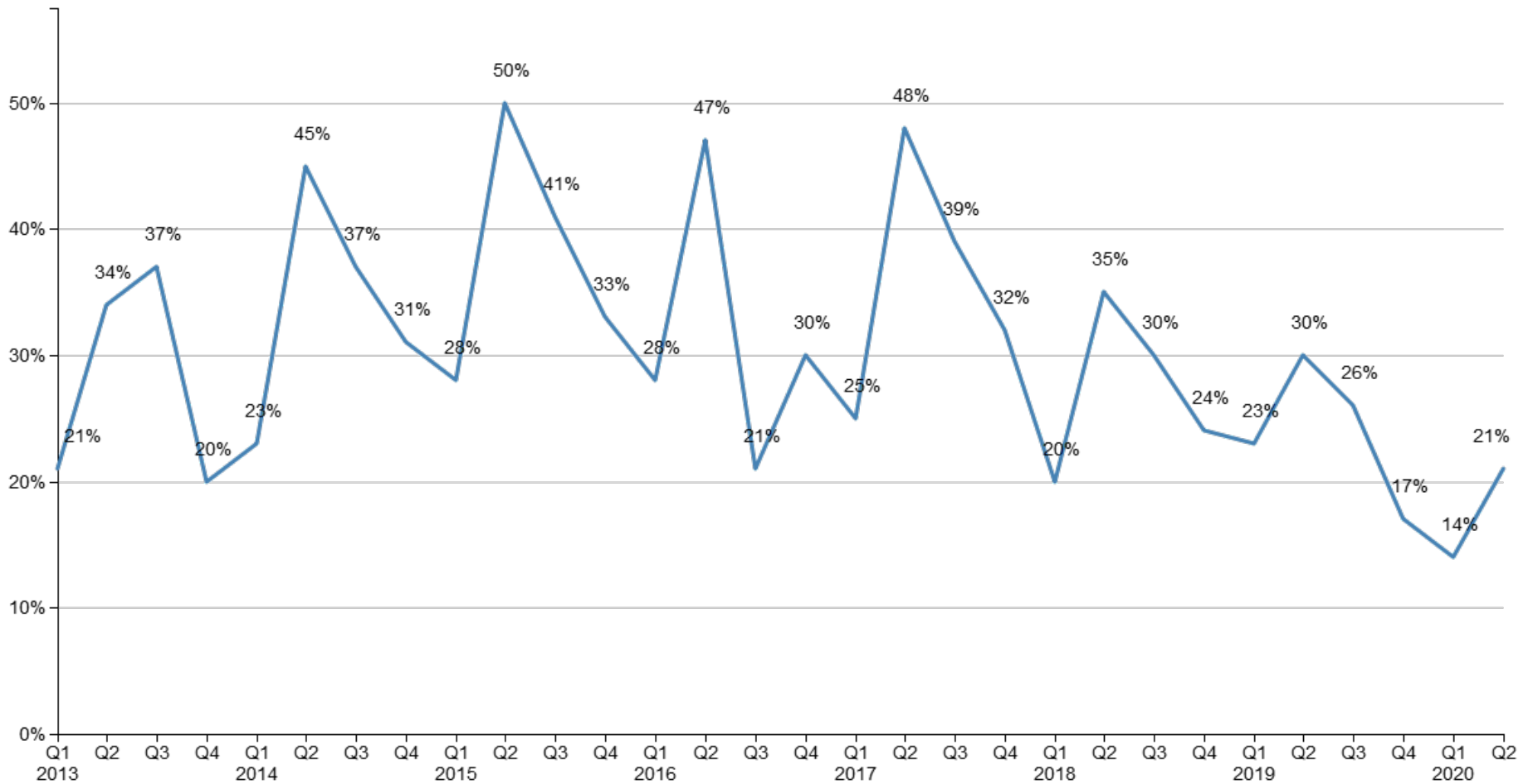
Sales Comparison by Square Footage

2nd Quarter 2020

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

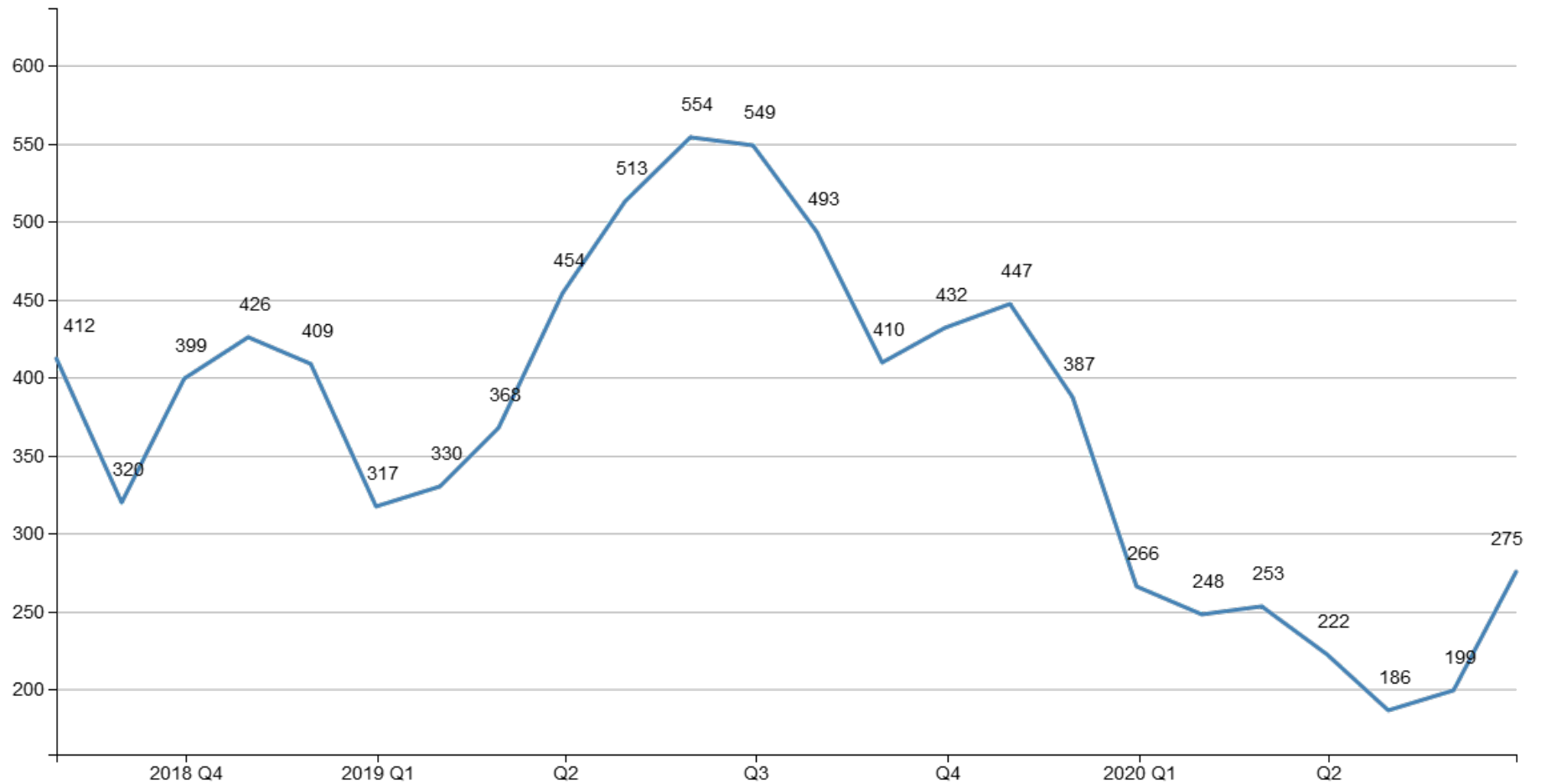
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Citywide Sales Over Last Asking Price 2nd Quarter 2020



LINK

Citywide Inventory 2nd Quarter 2020



LINK

LUXURY CONDOMINIUMS
QUARTERLY SALES
SUMMARY
SECOND QUARTER 2020



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Luxe Condominiums

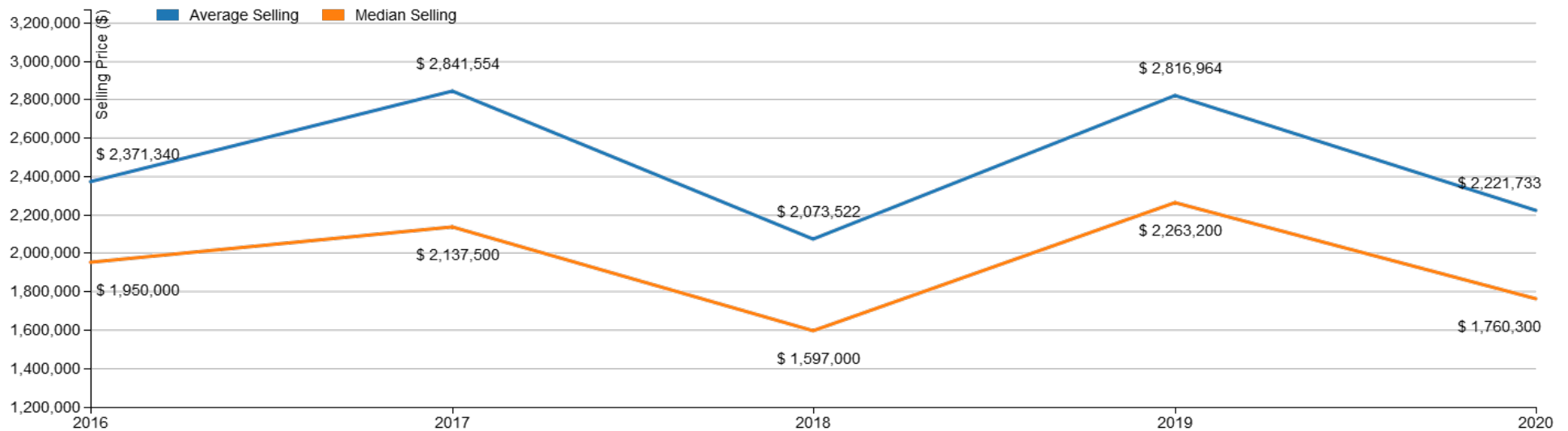
Hotel Luxe	Luxe Boutique	Luxe Full Service
Battery Wharf The Carlton House Four Seasons The Intercontinental The Mandarin One Dalton Four Seasons Ritz Tower I Ritz Tower II Rowes Wharf W Boston	1-3 Commonwealth 100 Beacon 109 Commonwealth 24 Commonwealth 25 Beacon 274 Beacon 36A Street Lofts 45 Commonwealth 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	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

LINK

Luxury Condominiums 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

Average / Median Selling Price





Luxury Condominiums

Sales by Number of Bedrooms

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	11	-	\$693,700	-	\$685,000	-	\$1,236	-	\$1,269	-	36
	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	2	-	\$691,100	-	\$691,100	-	\$1,566	-	\$1,566	-	66
One Bed	2018	95	428%	\$1,191,936	9%	\$1,030,000	-2%	\$1,262	6%	\$1,230	7%	120
	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
Two Beds	2018	113	319%	\$2,324,197	7%	\$2,173,565	14%	\$1,425	1%	\$1,413	9%	96
	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
Three Plus Beds	2018	22	-4%	\$5,282,717	6%	\$5,150,000	3%	\$1,880	2%	\$1,947	12%	227
	2019	34	55%	\$5,324,849	1%	\$4,750,000	-8%	\$1,993	6%	\$2,058	6%	146
	2020	10	-71%	\$4,666,740	-12%	\$3,643,750	-23%	\$1,868	-6%	\$1,855	-10%	267

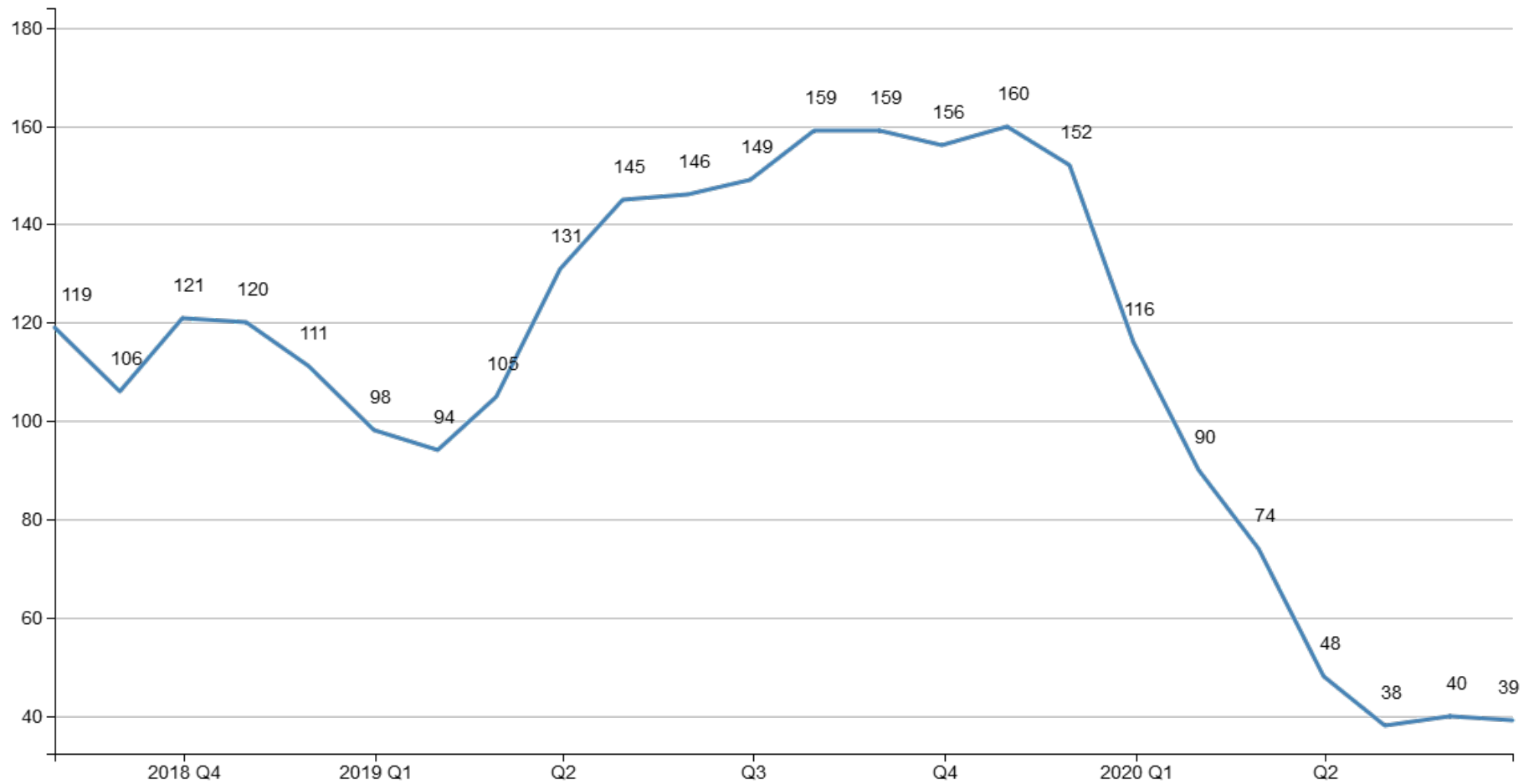


Luxury Condominiums
Sales by Square Footage
2nd Quarter 2020

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

LINK

Luxury Condominiums Inventory 2nd Quarter 2020

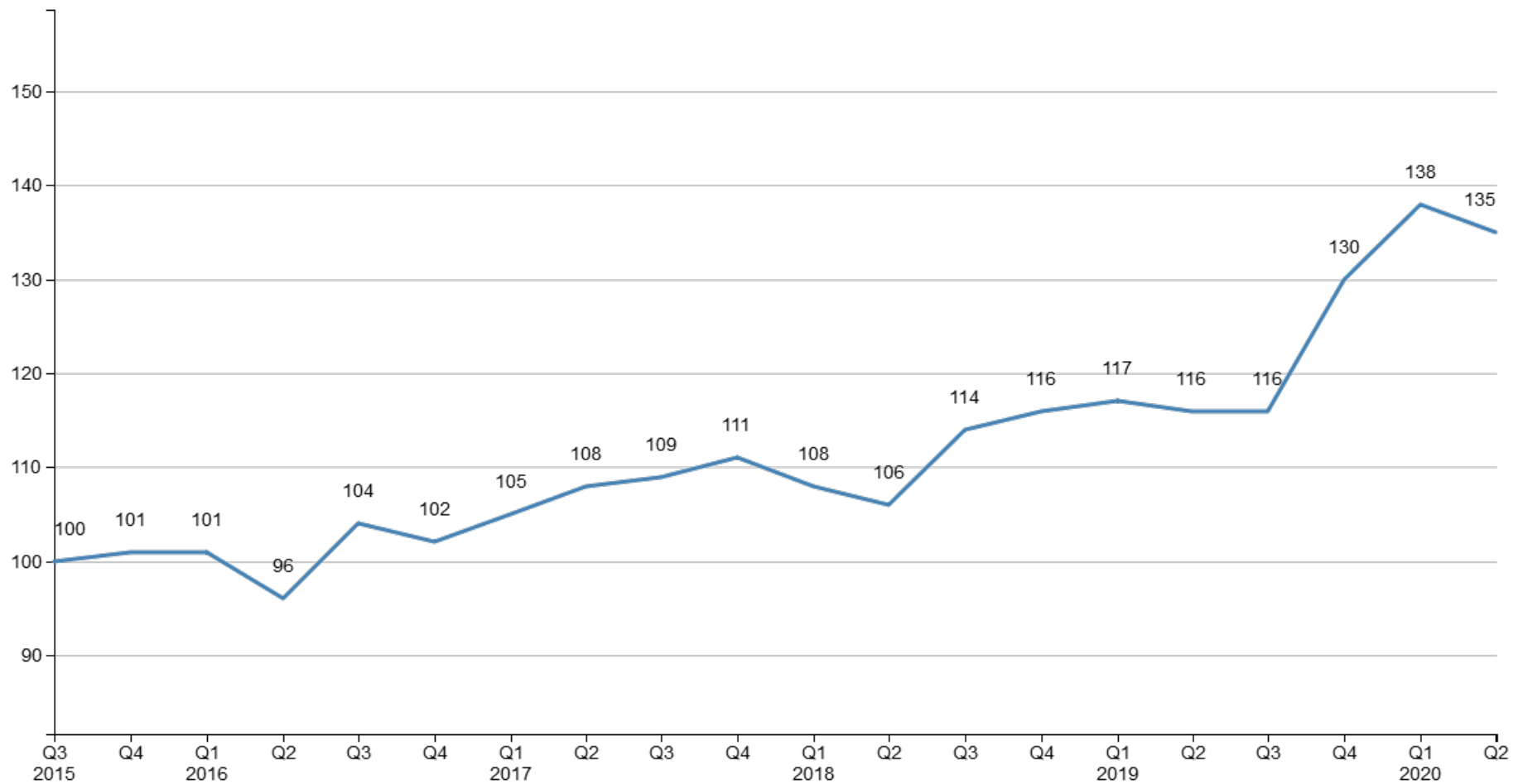


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BACK BAY
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

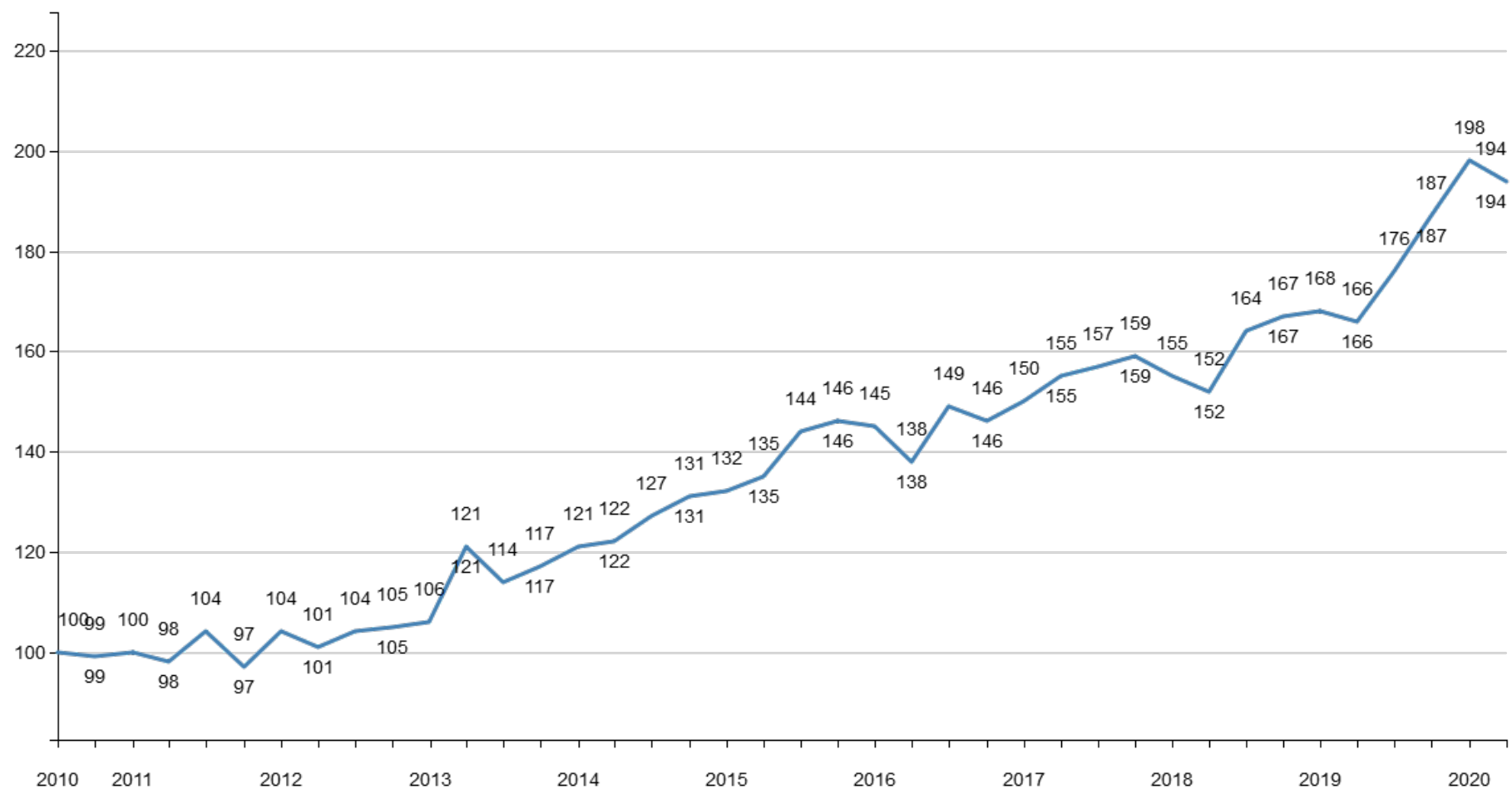
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Back Bay Five Year Price Index (Appreciation Rate)





Back Bay
Ten Year Price Index
(Appreciation Rate)

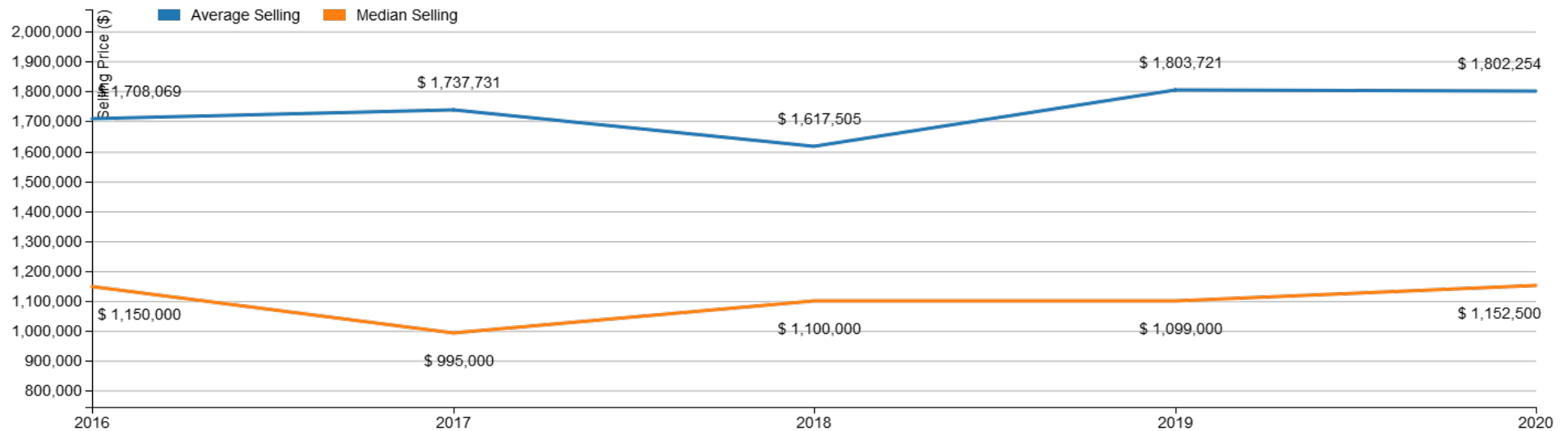


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Back Bay Sales Summary 2nd Quarter 2020

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

Average / Median Selling Price





Back Bay

Sales by Number of Bedrooms

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	10	0%	\$562,166	-35%	\$537,500	5%	\$1,140	9%	\$1,184	10%	15
	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
One Bed	2018	40	-17%	\$845,203	11%	\$712,500	7%	\$1,199	14%	\$1,147	11%	40
	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
Two Beds	2018	50	2%	\$1,923,165	23%	\$1,413,750	5%	\$1,270	8%	\$1,211	9%	40
	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
Three Plus Beds	2018	15	-21%	\$3,361,667	-34%	\$2,890,000	-26%	\$1,360	-16%	\$1,298	-22%	98
	2019	15	0%	\$5,660,000	68%	\$5,500,000	90%	\$1,865	37%	\$1,973	52%	86
	2020	11	-27%	\$4,535,400	-20%	\$3,662,500	-33%	\$1,611	-14%	\$1,253	-36%	158



Back Bay

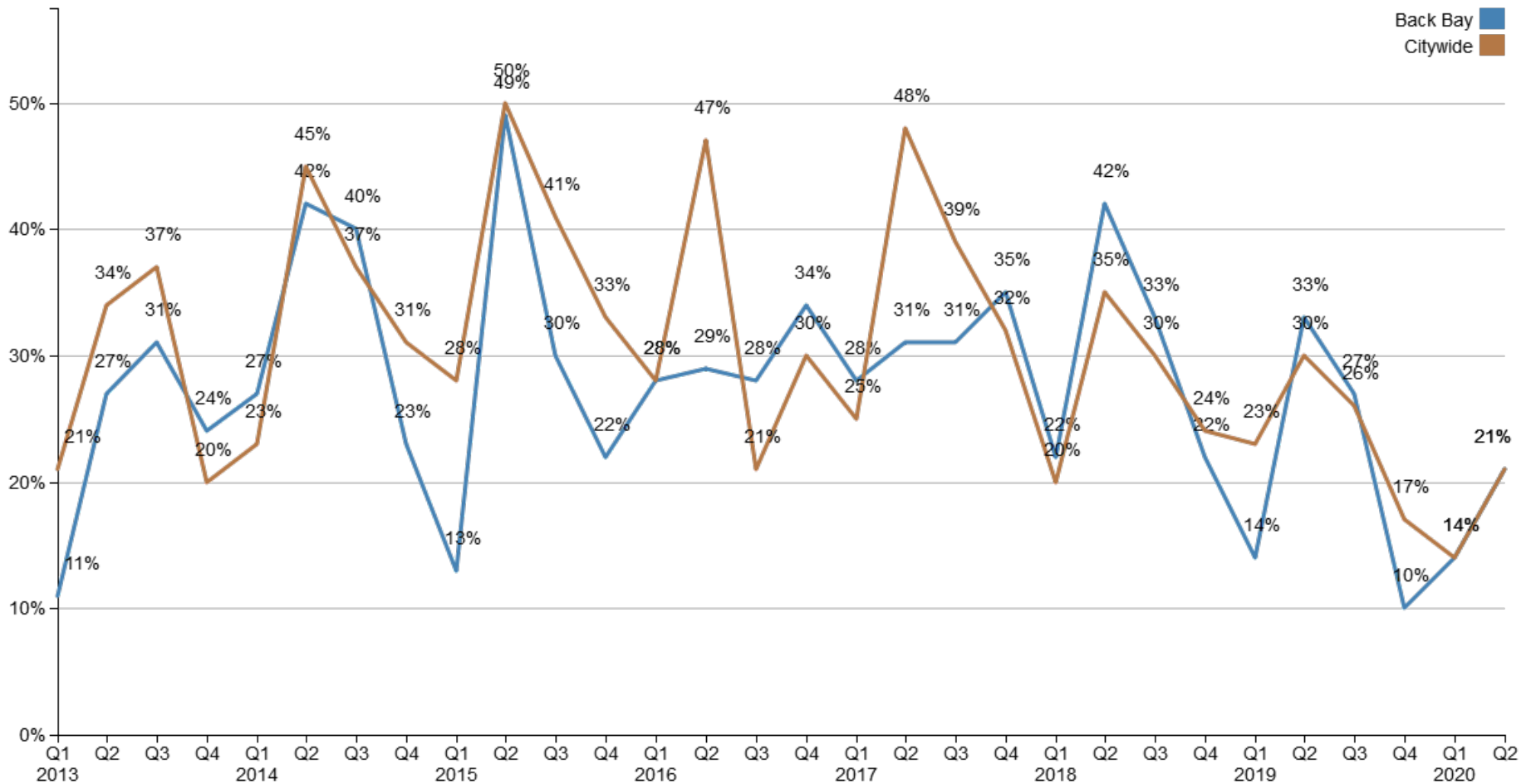
Sales Comparison by Square Footage

2nd Quarter 2020

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

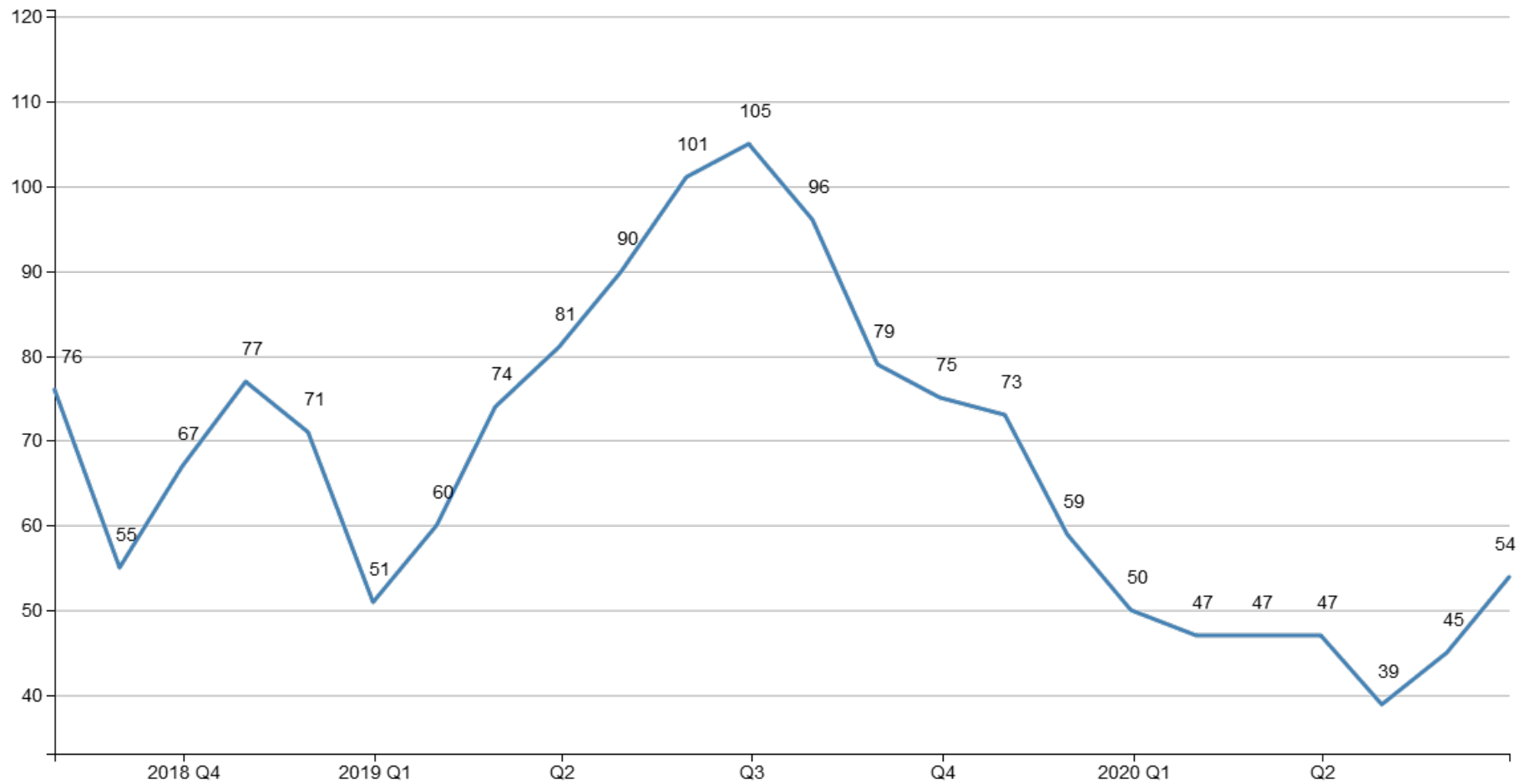
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Back Bay Sales Over Last Asking Price 2nd Quarter 2020



LINK

Back Bay Inventory 2nd Quarter 2020

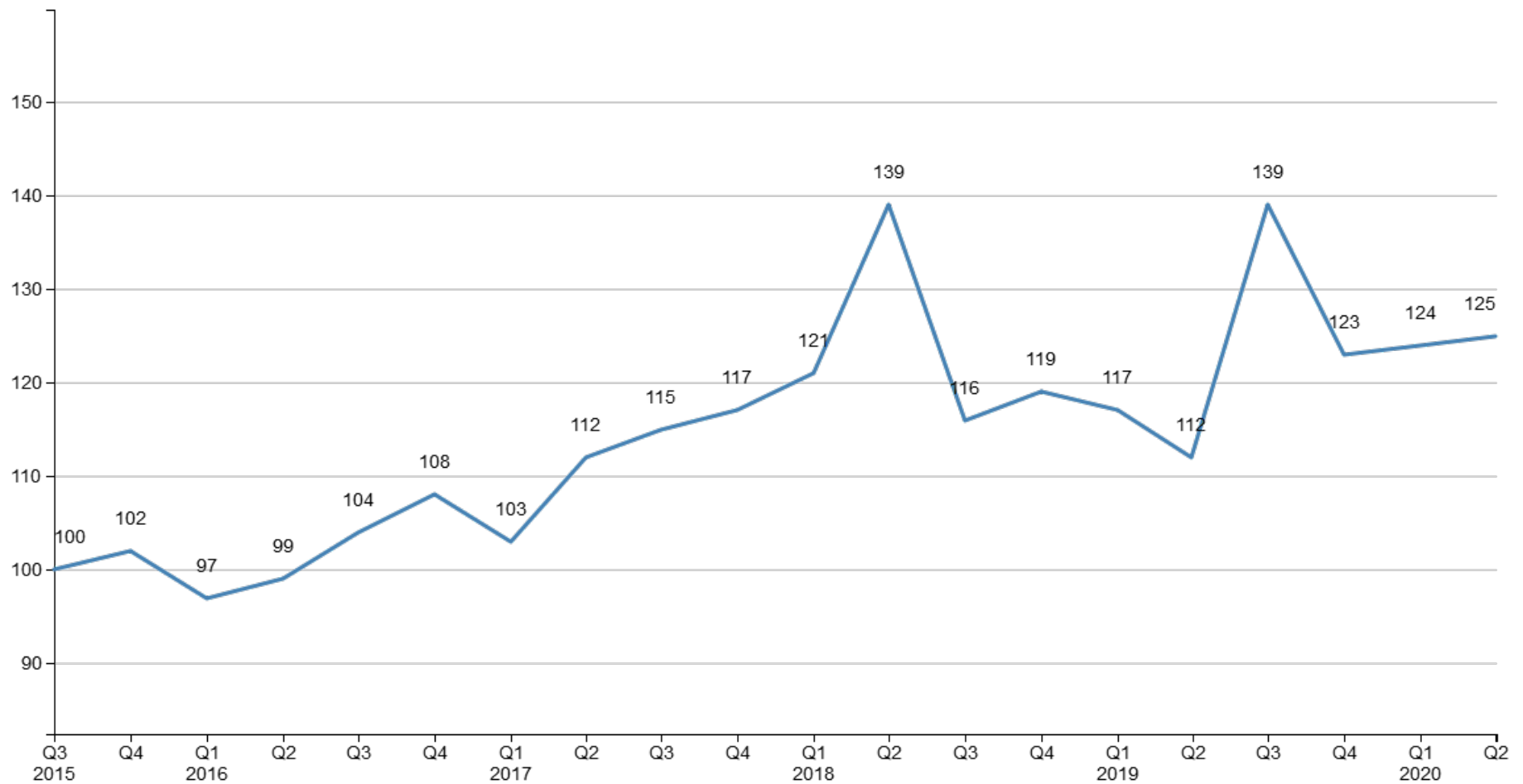


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BEACON HILL
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

Beacon Hill Five Year Price Index (Appreciation Rate)



LINK

Beacon Hill Ten Year Price Index (Appreciation Rate)





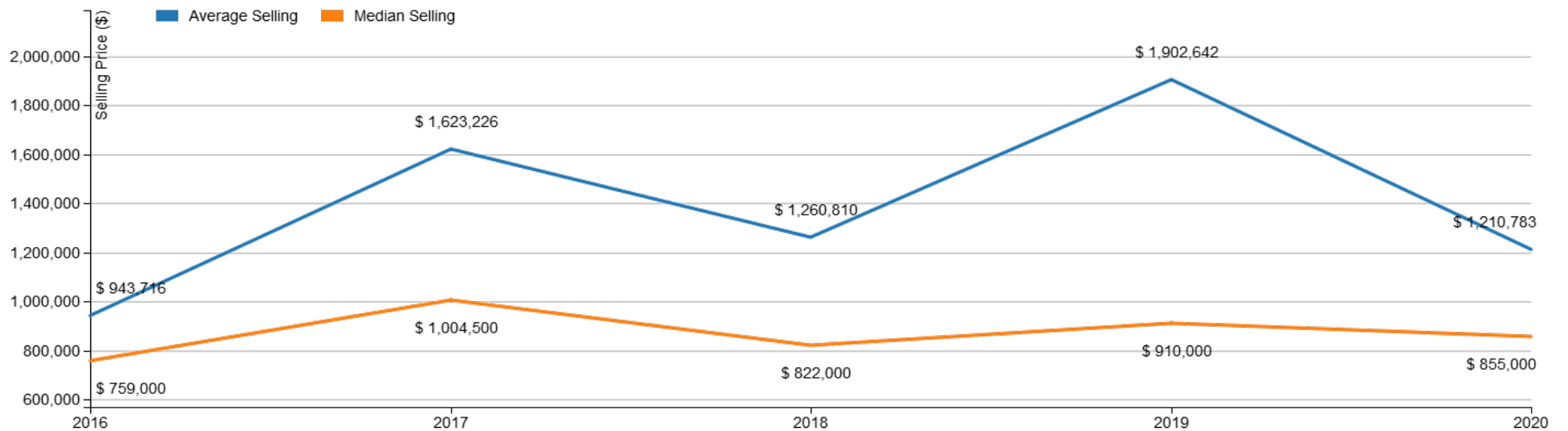
Beacon Hill

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

Average / Median Selling Price





Beacon Hill

Sales by Number of Bedrooms

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	4	-	\$411,725	-	\$393,500	-	\$1,195	-	\$1,213	-	14
	2019	5	25%	\$485,900	18%	\$480,000	22%	\$1,185	-1%	\$1,224	1%	42
	2020	0	-	-	-	-	-	-	-	-	-	-
One Bed	2018	21	-9%	\$678,550	2%	\$645,000	11%	\$1,150	12%	\$1,194	19%	41
	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
Two Beds	2018	31	35%	\$1,280,468	-10%	\$984,000	-28%	\$1,106	-1%	\$1,097	-2%	79
	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
Three Plus Beds	2018	10	0%	\$2,762,250	-35%	\$2,540,000	-35%	\$1,290	-15%	\$1,242	-9%	162
	2019	12	20%	\$5,402,911	96%	\$4,643,500	83%	\$1,711	33%	\$1,559	26%	129
	2020	3	-75%	\$2,658,333	-51%	\$1,900,000	-59%	\$1,272	-26%	\$1,310	-16%	264



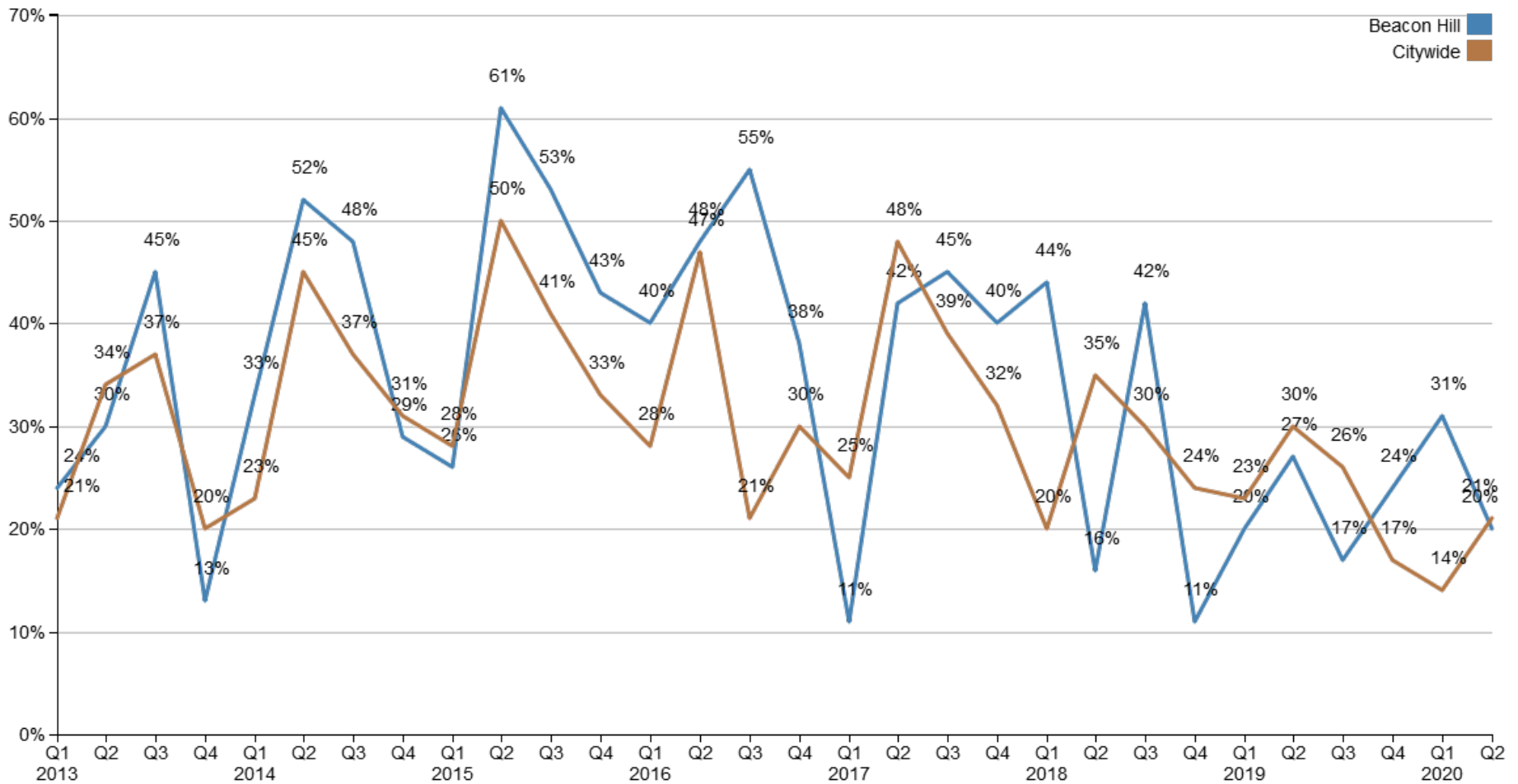
Beacon Hill

Sales Comparison by Square Footage

2nd Quarter 2020

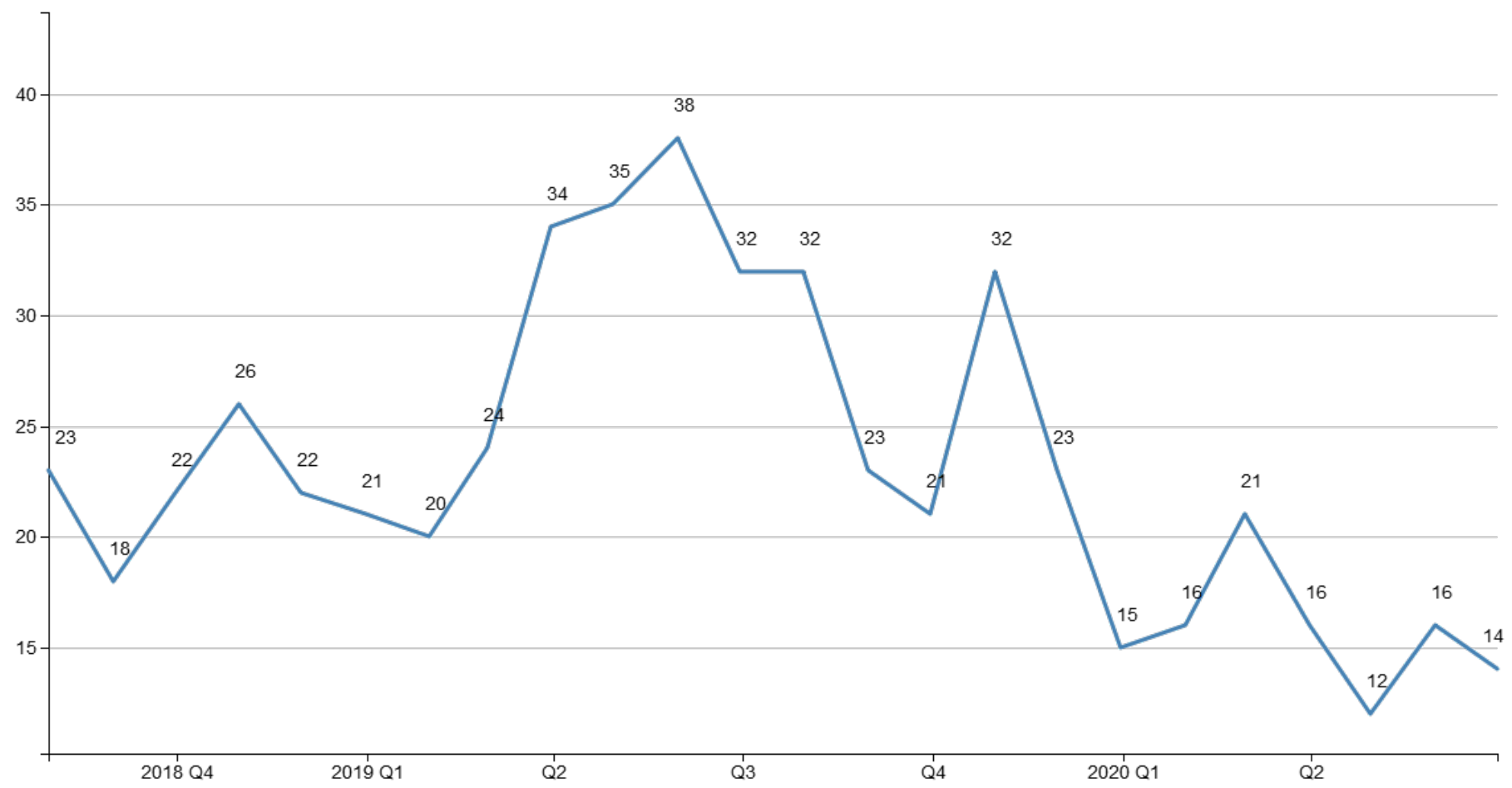
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	24	33%	\$572,227	1%	\$559,950	-3%	\$1,167	12%	\$1,190	16%	34
	2019	24	0%	\$571,552	0%	\$547,250	-2%	\$1,174	1%	\$1,152	-3%	45
	2020	15	-38%	\$665,033	16%	\$650,000	19%	\$1,167	-1%	\$1,130	-2%	122
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
	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
1501- 1800	2018	5	67%	\$2,070,800	33%	\$1,999,000	14%	\$1,252	34%	\$1,196	23%	95
	2019	5	0%	\$2,322,650	12%	\$2,700,000	35%	\$1,447	16%	\$1,559	30%	29
	2020	1	-80%	\$3,100,000	33%	\$3,100,000	15%	\$1,757	21%	\$1,757	13%	-
1801- 2400	2018	6	20%	\$2,955,000	3%	\$2,875,000	3%	\$1,420	3%	\$1,412	-2%	53
	2019	3	-50%	\$2,529,560	-14%	\$3,000,000	4%	\$1,205	-15%	\$1,276	-10%	213
	2020	1	-67%	\$1,775,000	-30%	\$1,775,000	-41%	\$944	-22%	\$944	-26%	-
Over 2400	2018	2	-71%	\$3,881,250	-22%	\$3,881,250	-17%	\$1,254	-22%	\$1,254	-9%	702
	2019	9	350%	\$6,718,000	73%	\$5,325,000	37%	\$1,883	50%	\$1,776	42%	116
	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





Beacon Hill
Inventory
2nd Quarter 2020

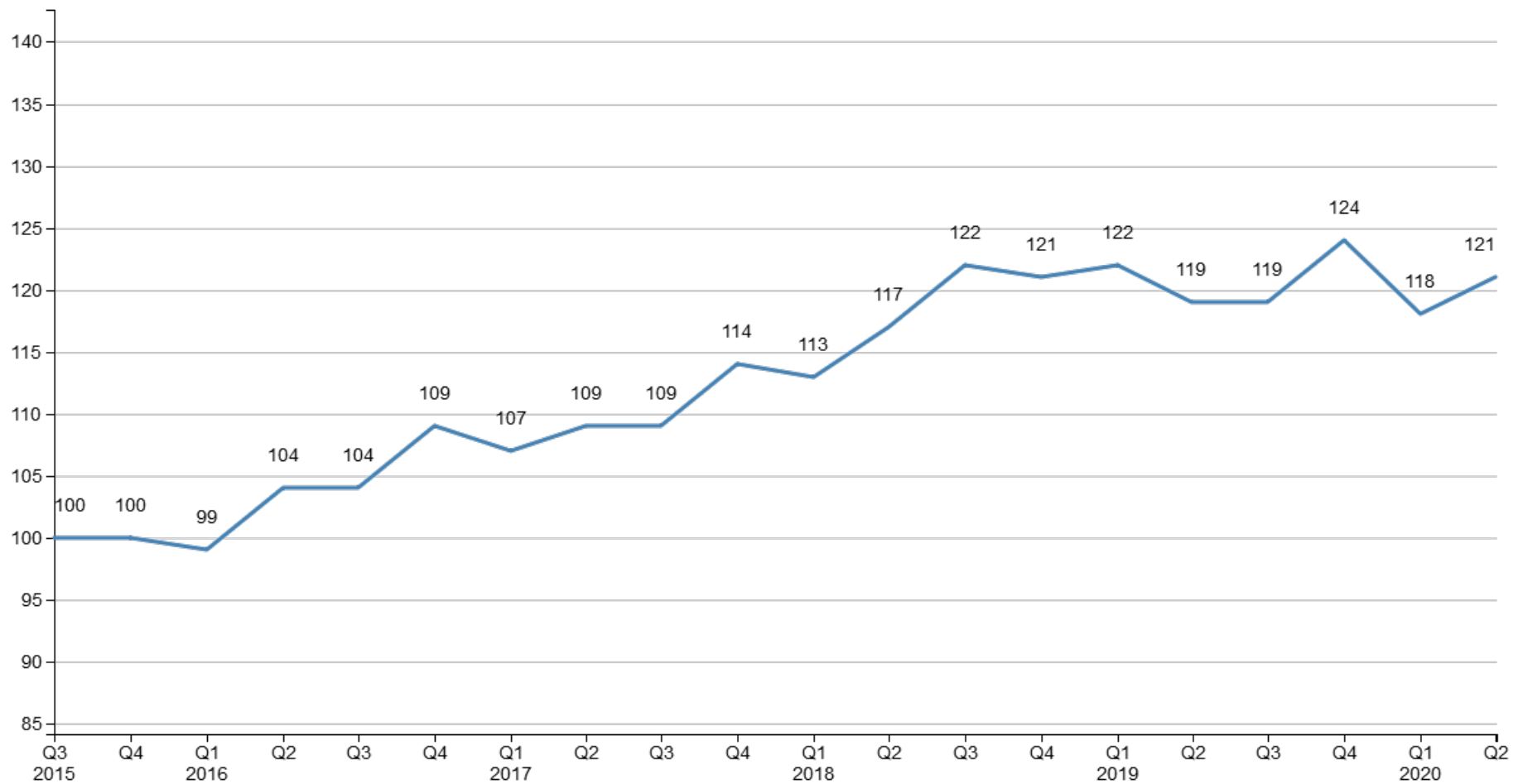


LINK

CHARLESTOWN
QUARTERLY SALES
SUMMARY
SECOND QUARTER 2020

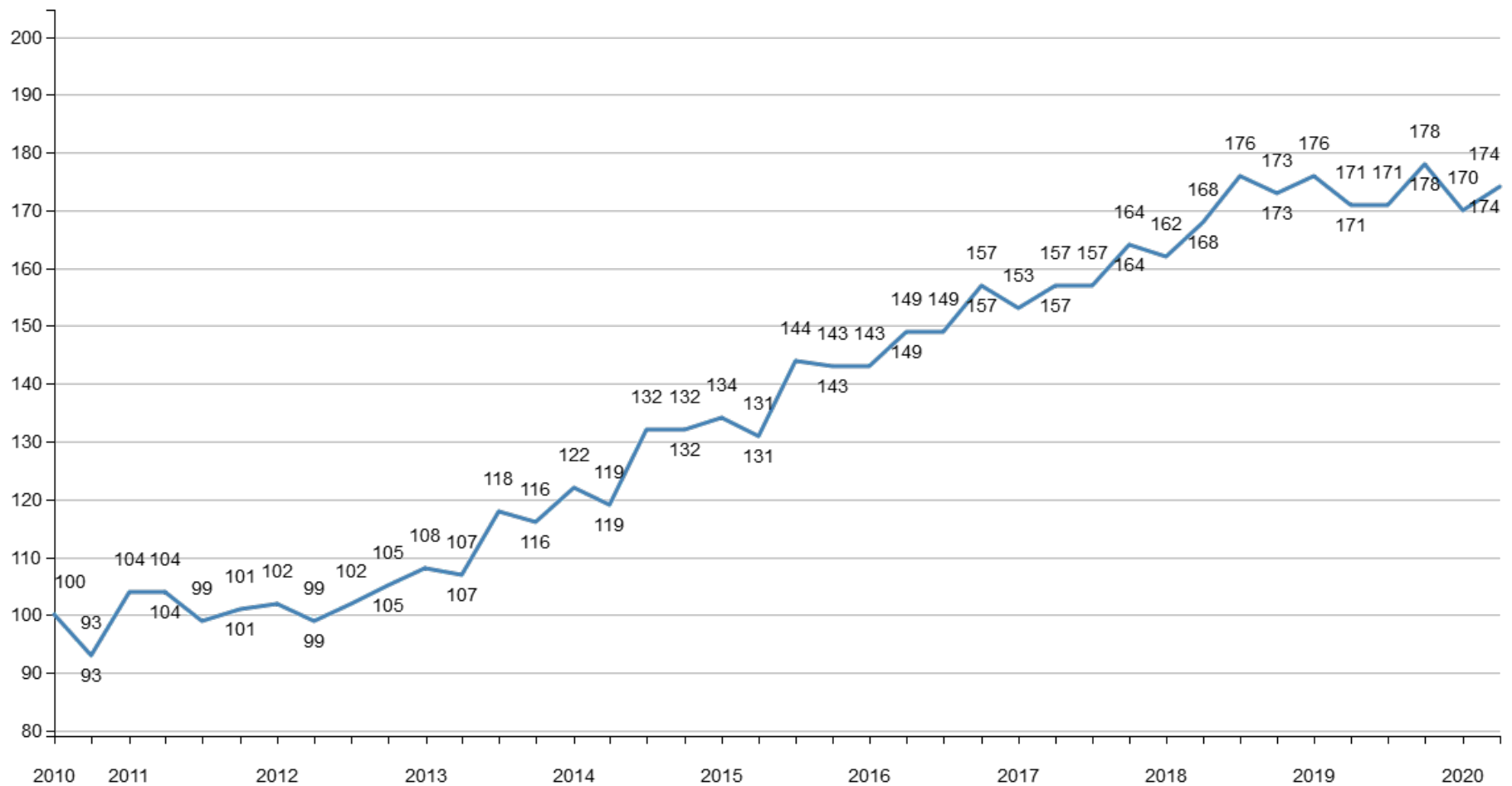
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Charlestown Five Year Price Index (Appreciation Rate)



LINK

Charlestown Ten Year Price Index (Appreciation Rate)

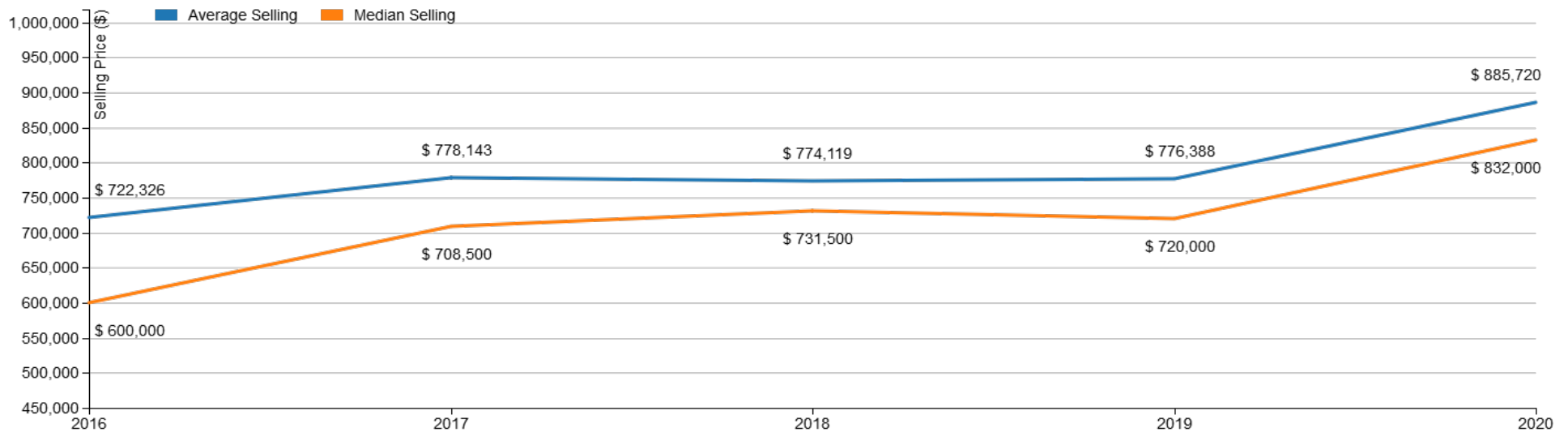




Charlestown
Sales Summary
2nd Quarter 2020

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

Average / Median Selling Price





Charlestown

Sales by Number of Bedrooms

2nd Quarter 2020

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	-	-	-	-	-	-	-	-	-	-
One Bed	2018	36	89%	\$628,735	23%	\$604,000	15%	\$773	3%	\$755	2%	31
	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
Two Beds	2018	73	43%	\$769,066	2%	\$740,000	4%	\$746	12%	\$745	13%	23
	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

2nd Quarter 2020

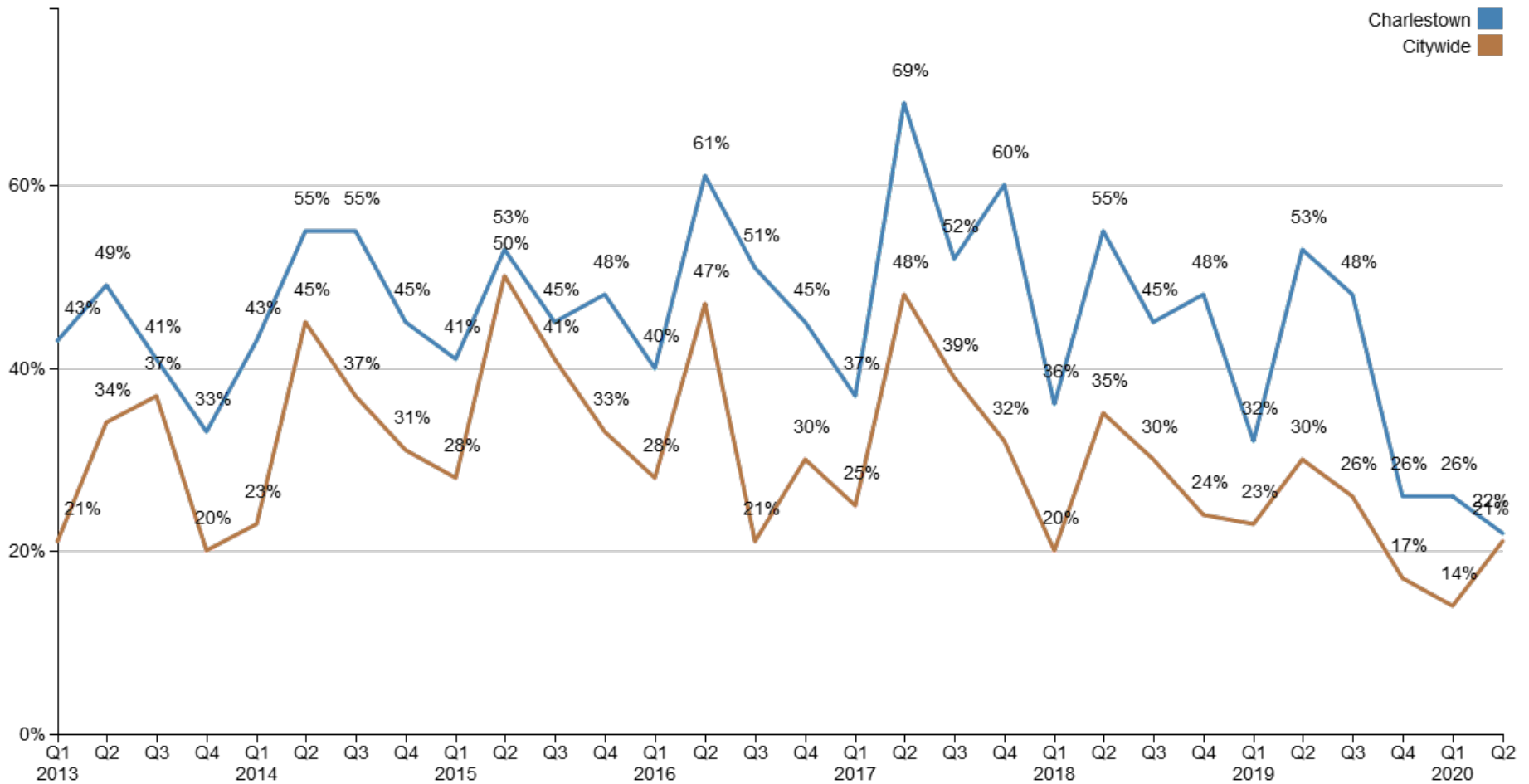
Sq Feet	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
700 or less	2018	16	0%	\$526,091	9%	\$533,750	8%	\$861	10%	\$848	10%	31
	2019	17	6%	\$527,435	0%	\$549,000	3%	\$858	0%	\$880	4%	13
	2020	12	-29%	\$632,567	20%	\$539,500	-2%	\$992	16%	\$846	-4%	67
701- 1000	2018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

LINK

Charlestown

Sales Over Last Asking Price

2nd Quarter 2020

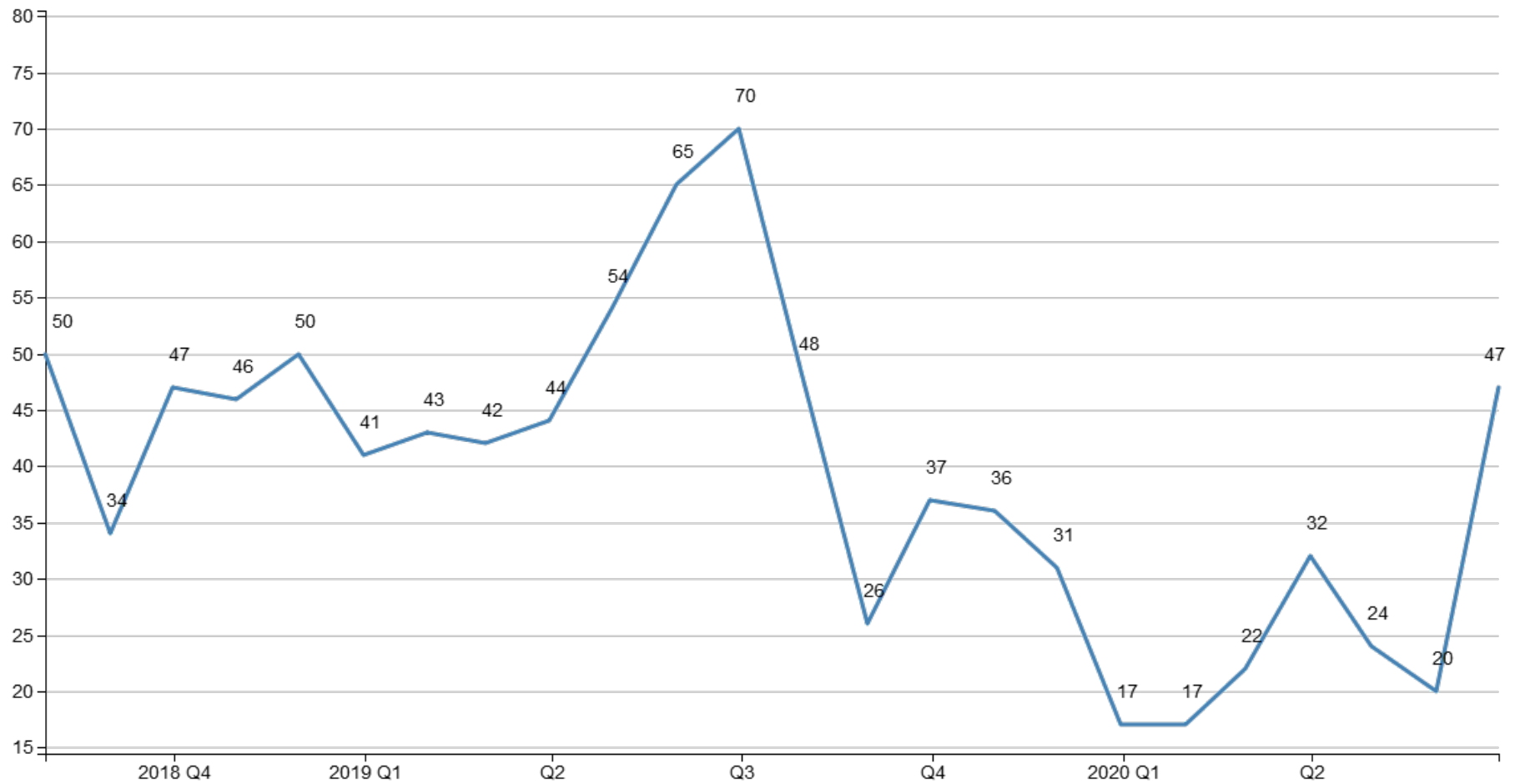


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Charlestown

Inventory

2nd Quarter 2020

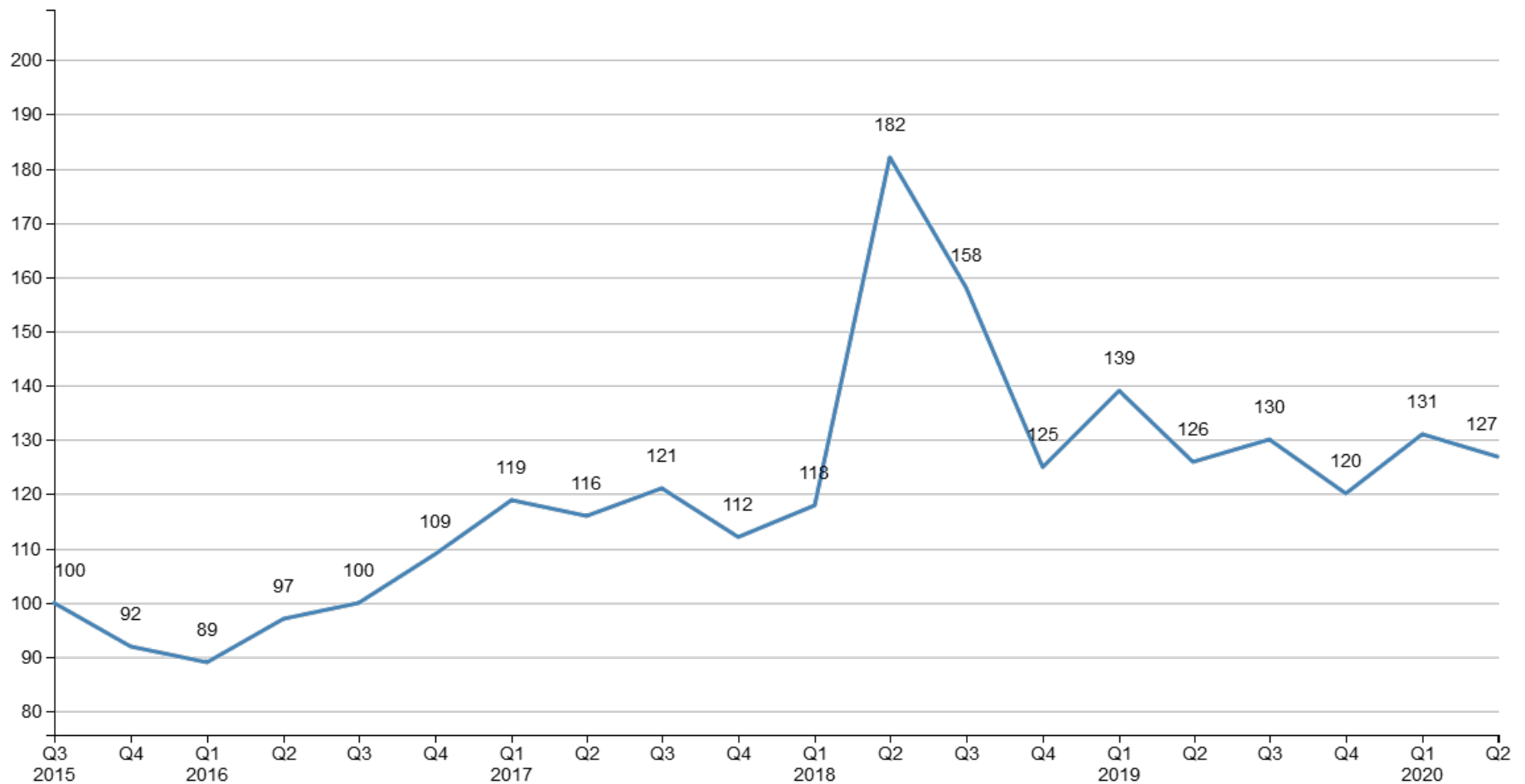


LINK

FENWAY
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

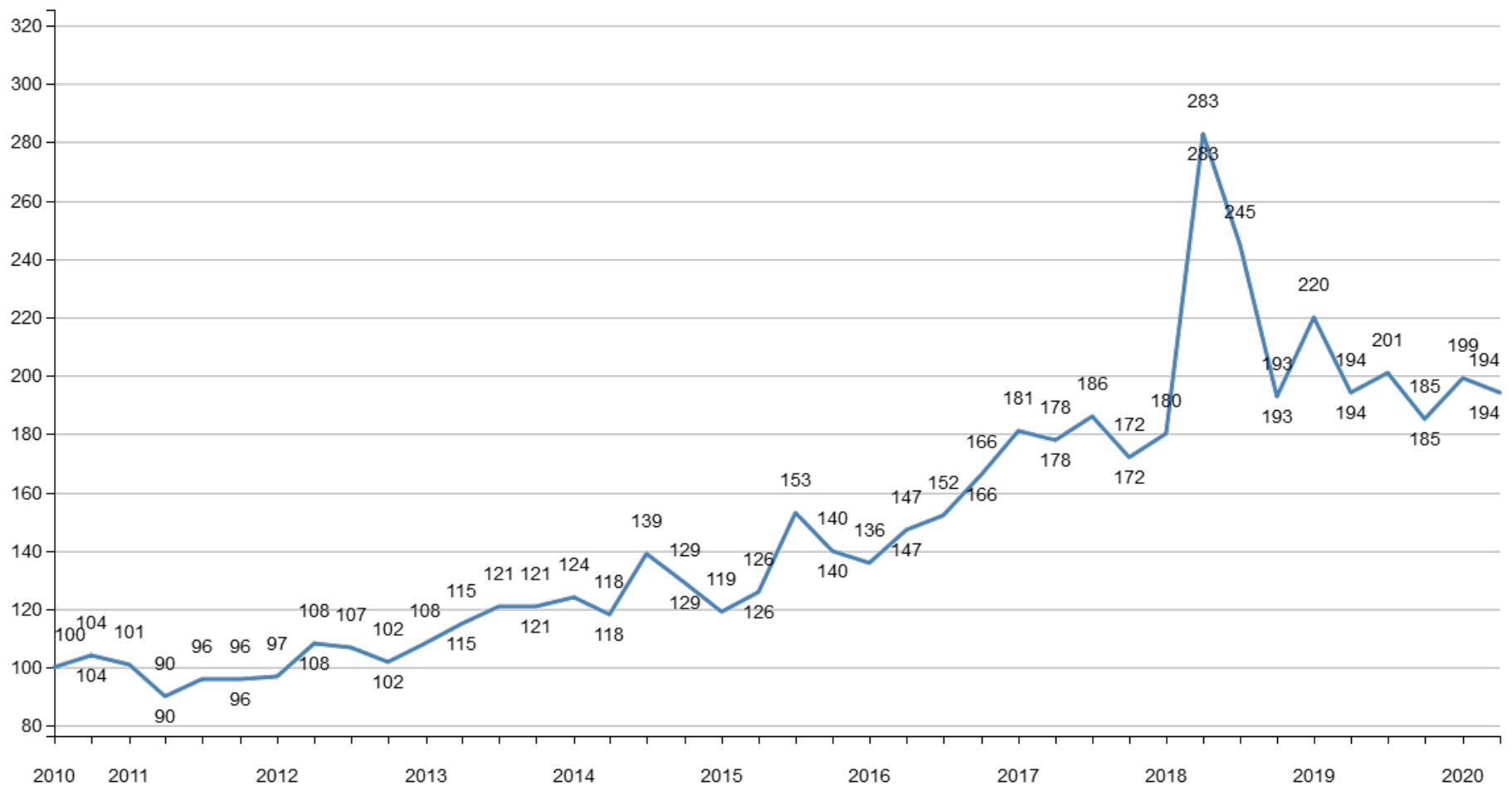
Fenway Five Year Price Index (Appreciation Rate)



LINK

Fenway

Ten Year Price Index
(Appreciation Rate)





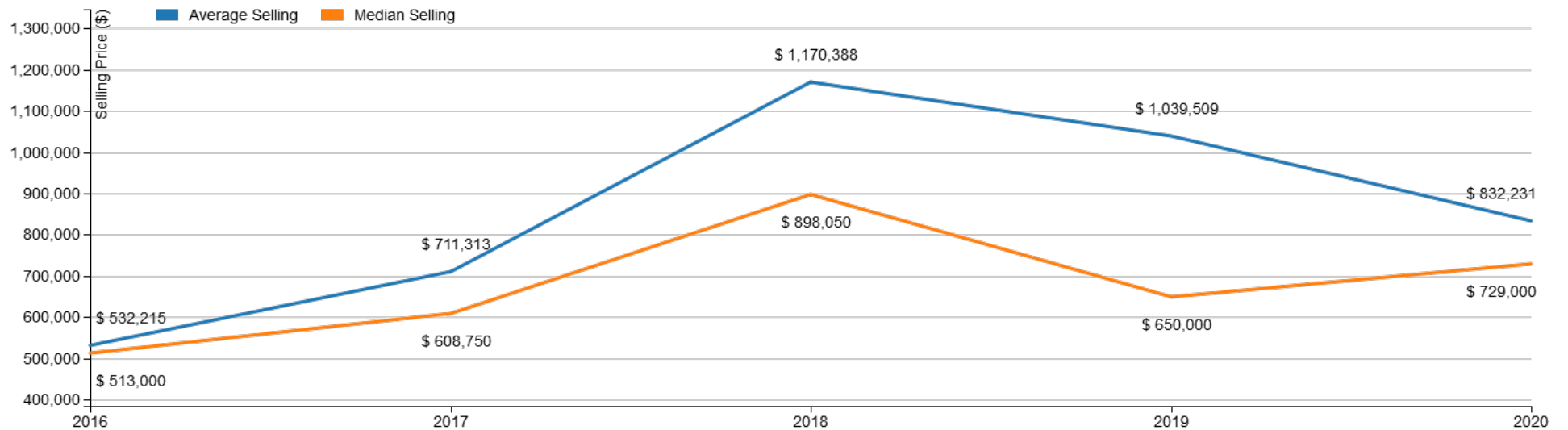
Fenway

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	41	-	\$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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	7	-22%	\$404,500	0%	\$410,000	6%	\$1,061	0%	\$1,018	-2%	-
	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%	-
One Bed	2018	37	32%	\$831,027	57%	\$775,000	53%	\$1,219	33%	\$1,105	24%	67
	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%	-
Two Beds	2018	29	45%	\$1,565,968	80%	\$1,400,000	87%	\$1,187	36%	\$1,092	29%	9
	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
Three Plus Beds	2018	3	-57%	\$3,318,967	141%	\$2,821,900	129%	\$1,523	76%	\$1,524	89%	-
	2019	5	67%	\$3,518,000	6%	\$2,450,000	-13%	\$1,230	-19%	\$1,323	-13%	30
	2020	1	-80%	\$700,000	-80%	\$700,000	-71%	\$541	-56%	\$541	-59%	-



Fenway

Sales Comparison by Square Footage

2nd Quarter 2020

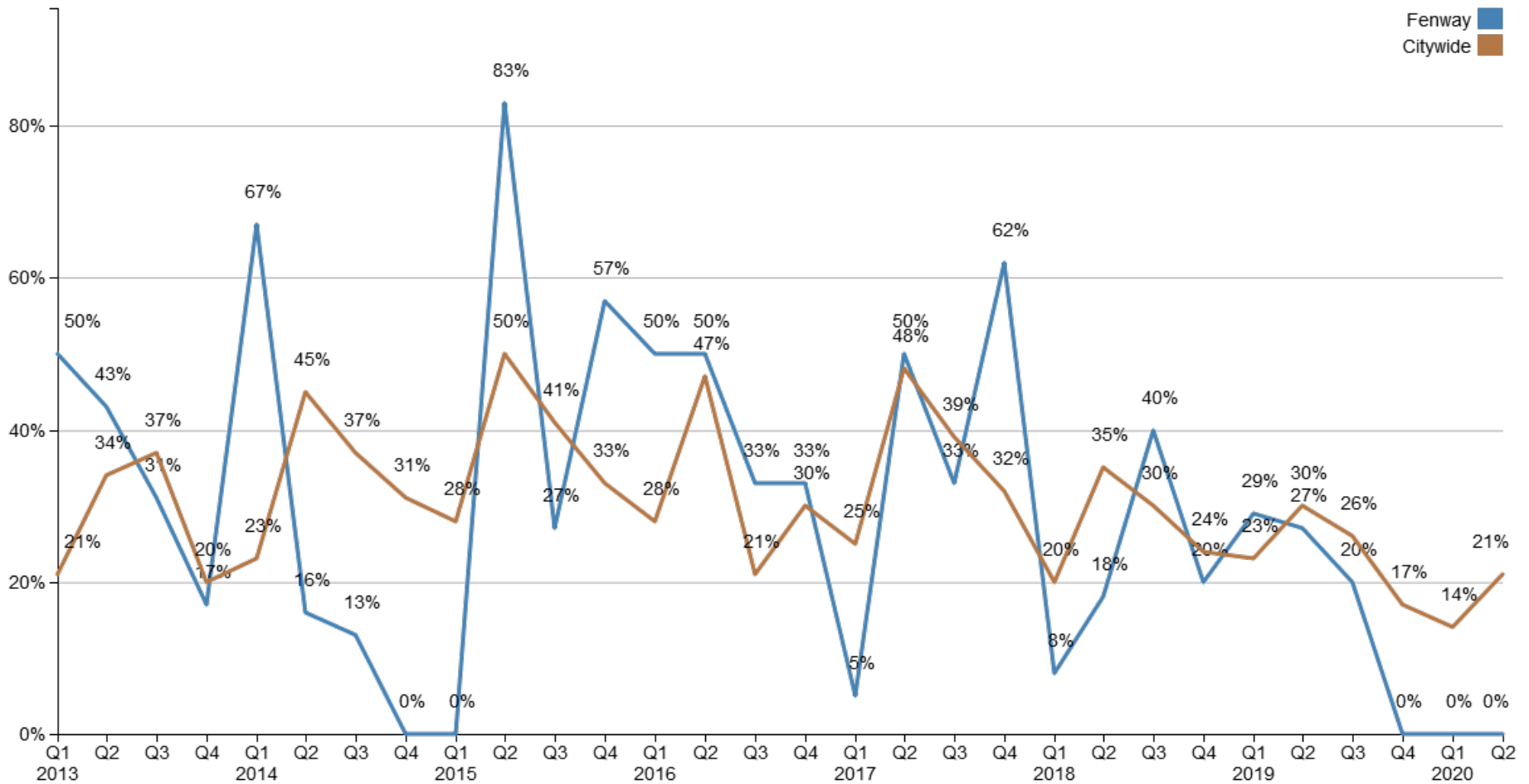
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Fenway

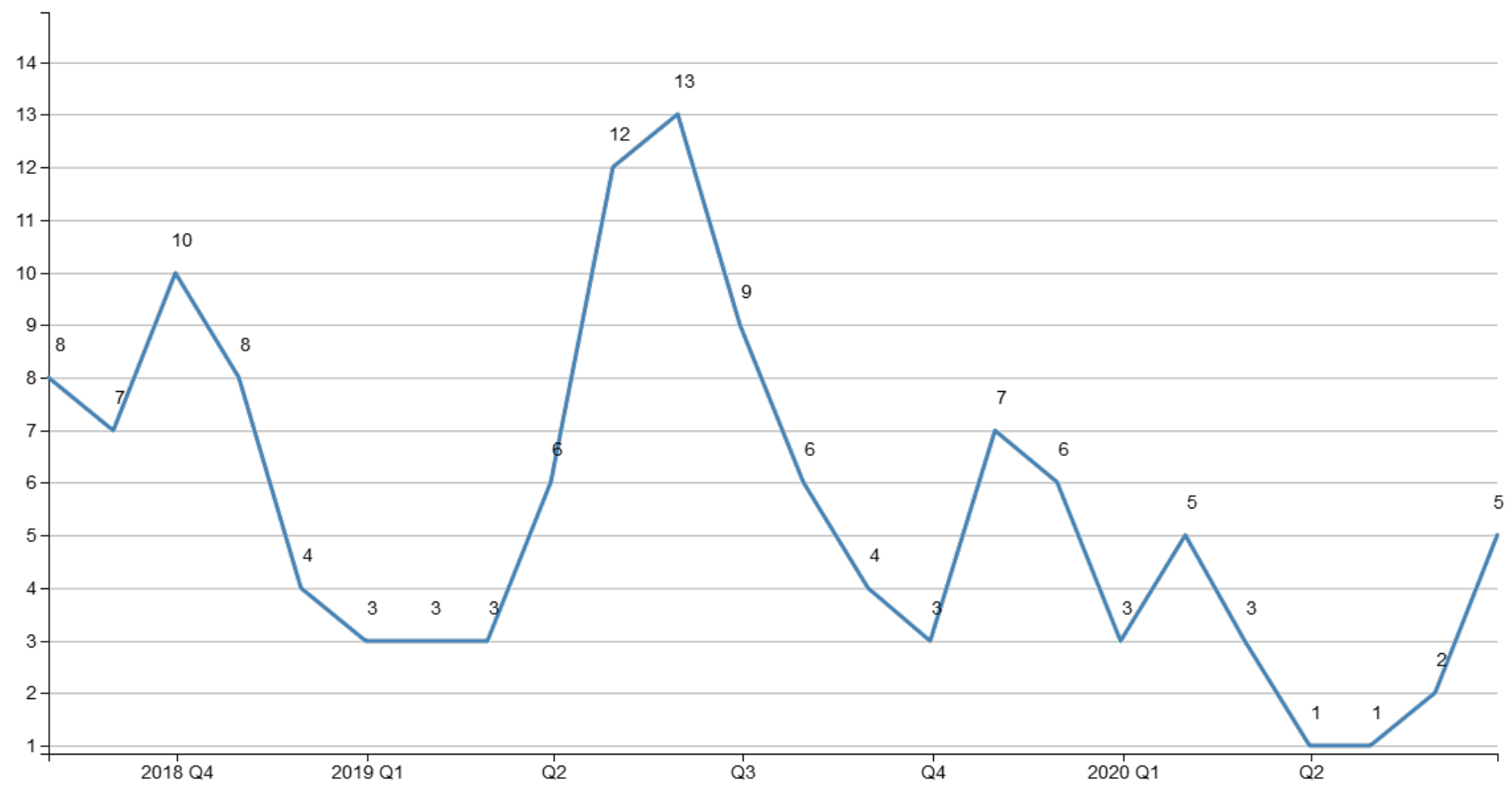
Sales Over Last Asking Price

2nd Quarter 2020





Fenway
Inventory
2nd Quarter 2020

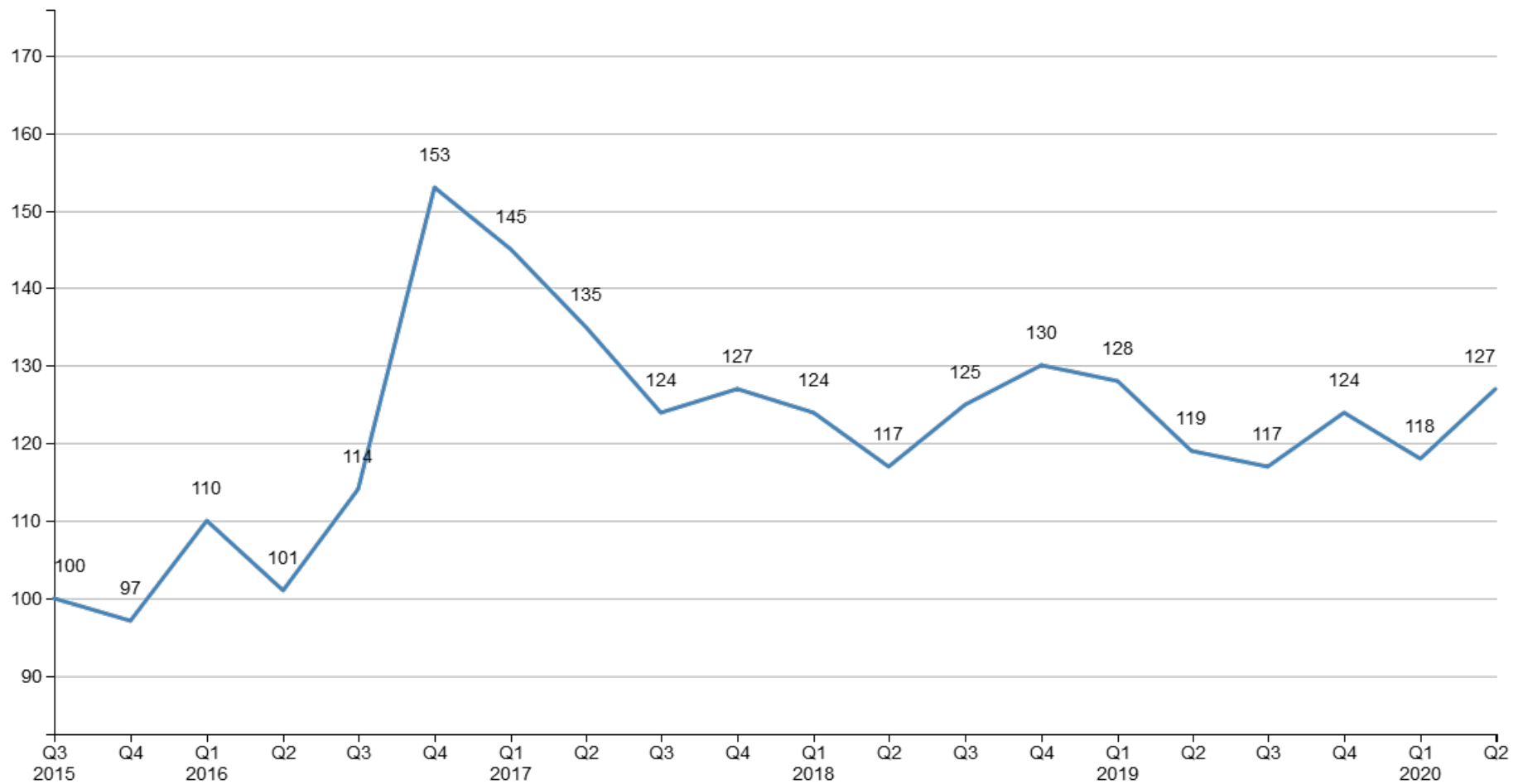


LINK

MIDTOWN
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

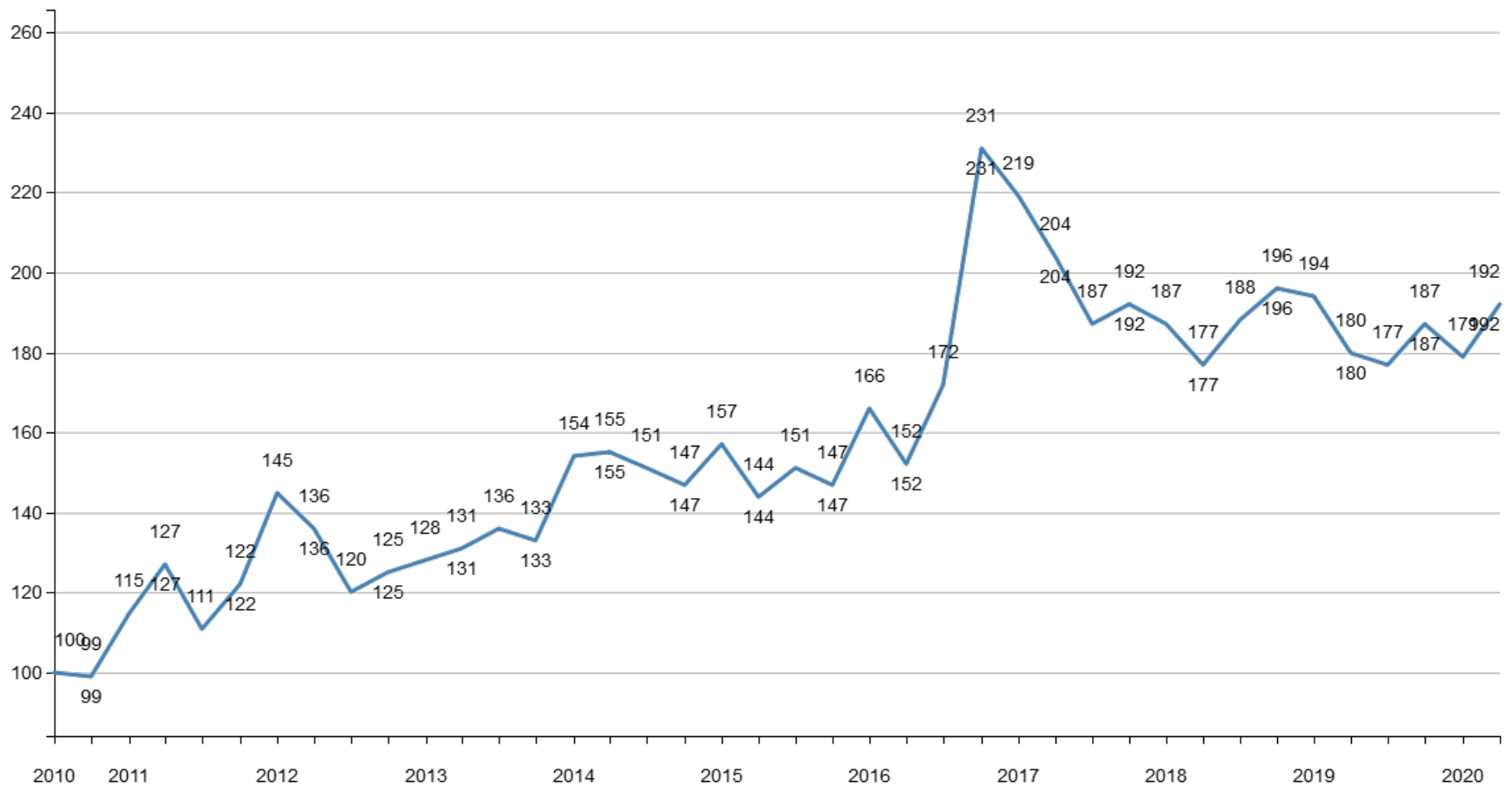
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Midtown Five Year Price Index (Appreciation Rate)



LINK

Midtown Ten Year Price Index (Appreciation Rate)





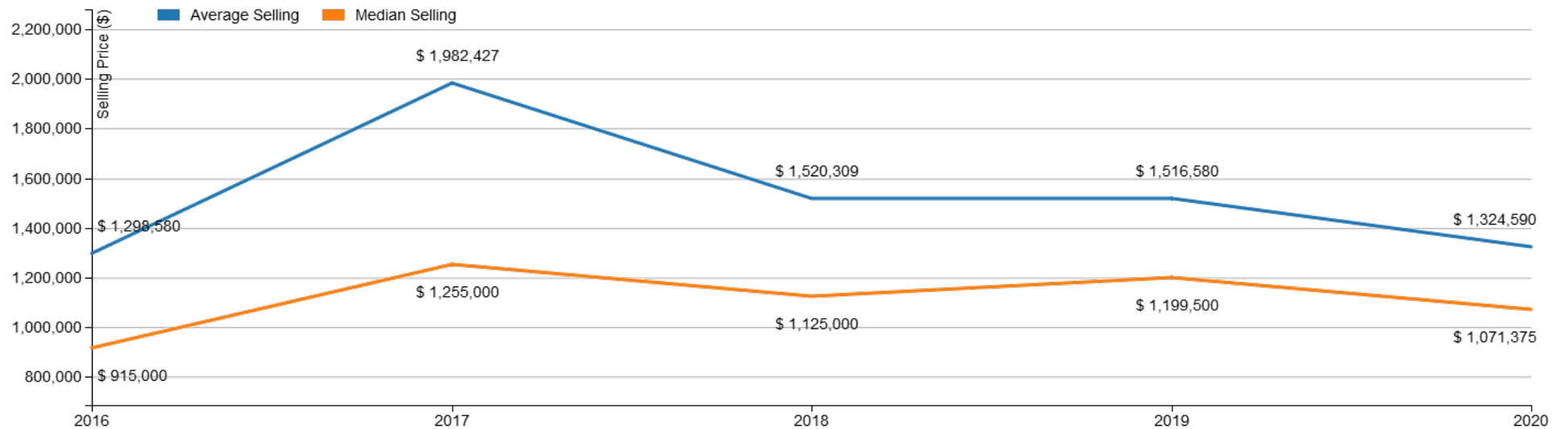
Midtown

Sales Summary

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	60	-	\$1,298,580	-	\$915,000	-	\$1,017	-	\$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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	3	200%	\$644,667	0%	\$679,000	6%	\$1,189	9%	\$1,241	14%	65
	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%	-
One Bed	2018	23	-15%	\$896,717	8%	\$783,000	-8%	\$1,010	7%	\$1,000	0%	51
	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%	-
Two Beds	2018	24	50%	\$1,767,436	0%	\$1,682,500	-1%	\$1,121	-9%	\$1,167	1%	156
	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%	-
Three Plus Beds	2018	5	-58%	\$3,728,000	-25%	\$4,365,000	-15%	\$1,811	1%	\$2,083	14%	-
	2019	7	40%	\$3,396,286	-9%	\$2,330,000	-47%	\$1,220	-33%	\$1,190	-43%	253
	2020	2	-71%	\$1,912,500	-44%	\$1,912,500	-18%	\$1,124	-8%	\$1,124	-6%	-



Midtown

Sales Comparison by Square Footage

2nd Quarter 2020

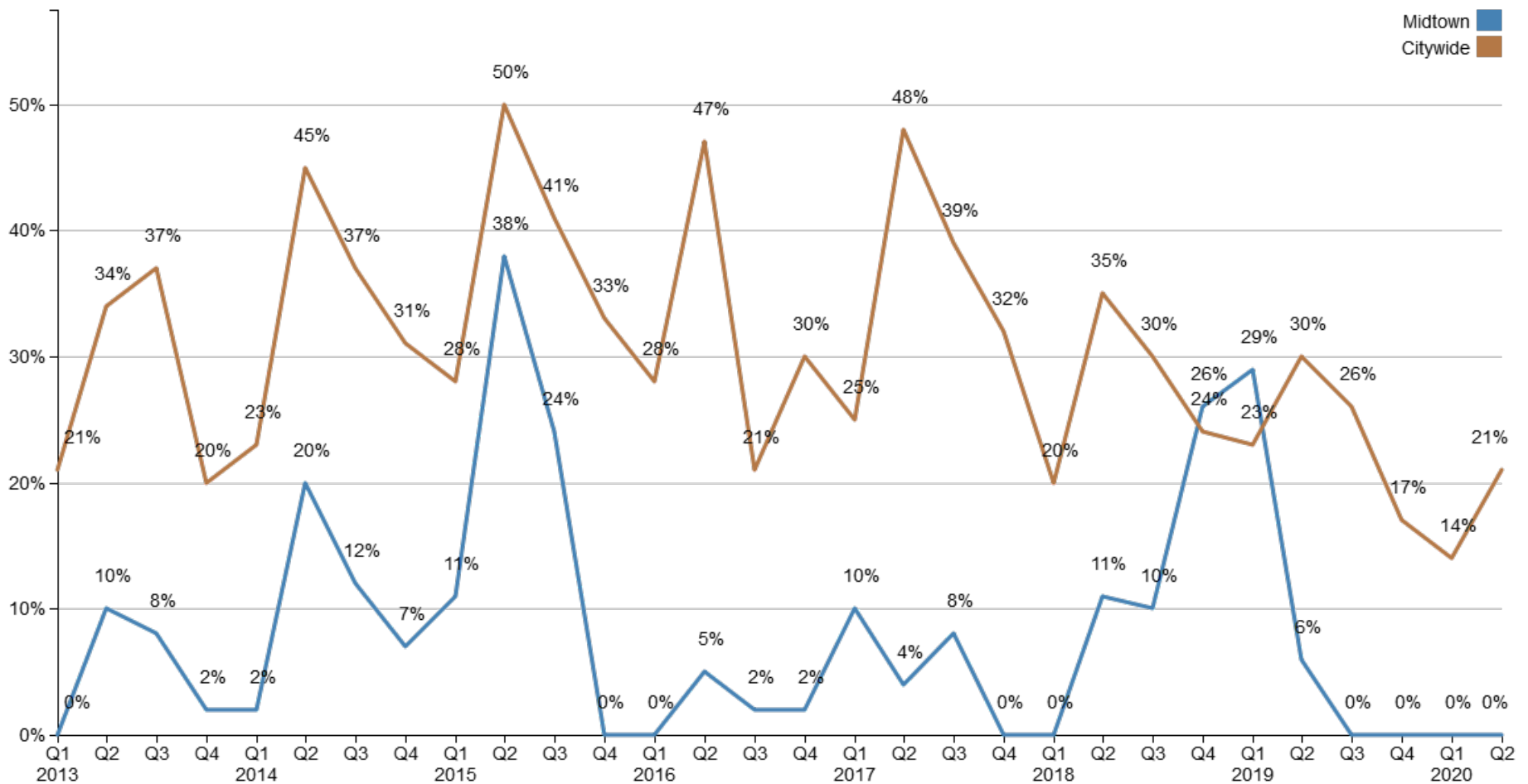
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Midtown

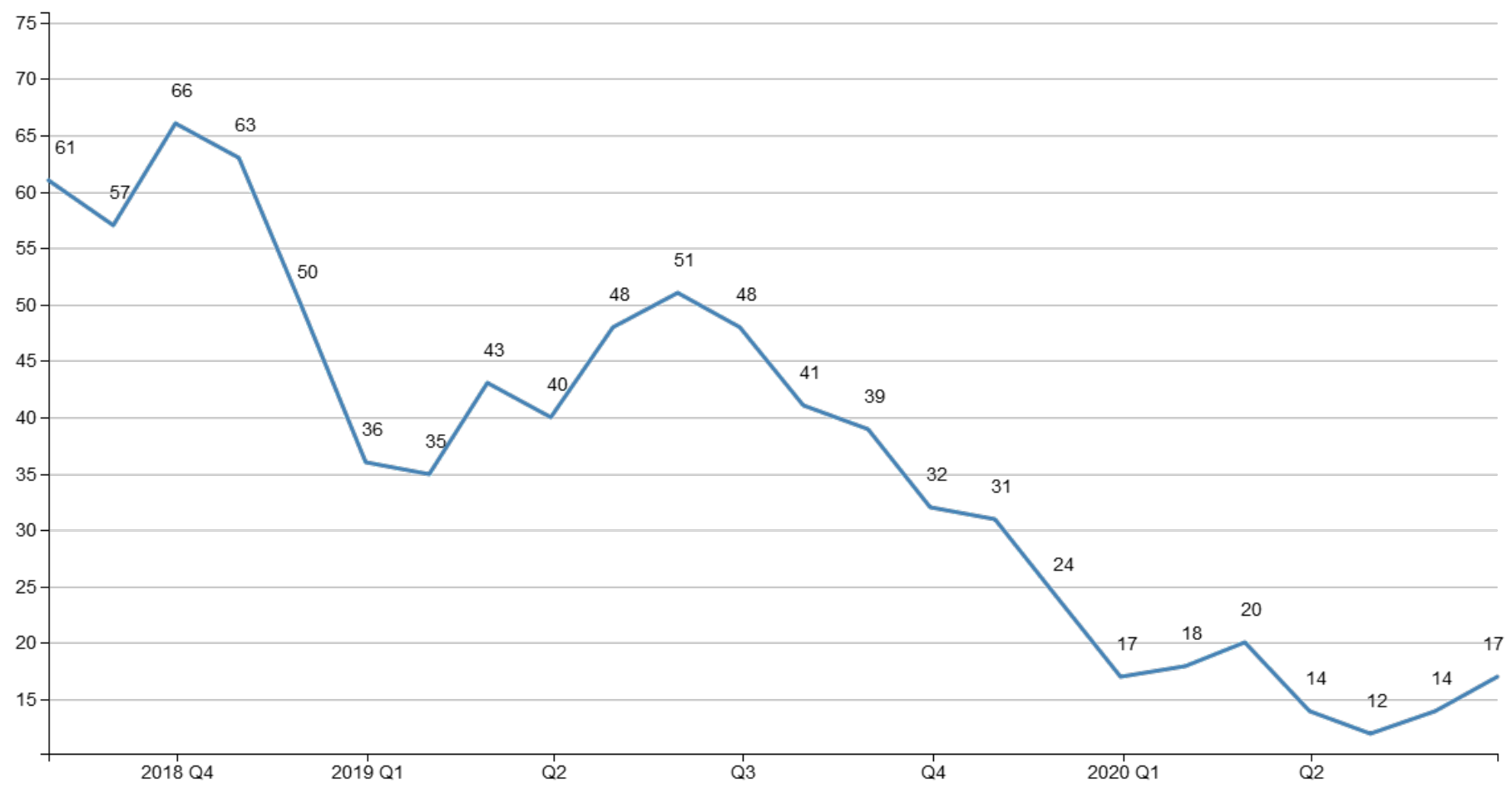
Sales Over Last Asking Price

2nd Quarter 2020





Midtown
Inventory
2nd Quarter 2020

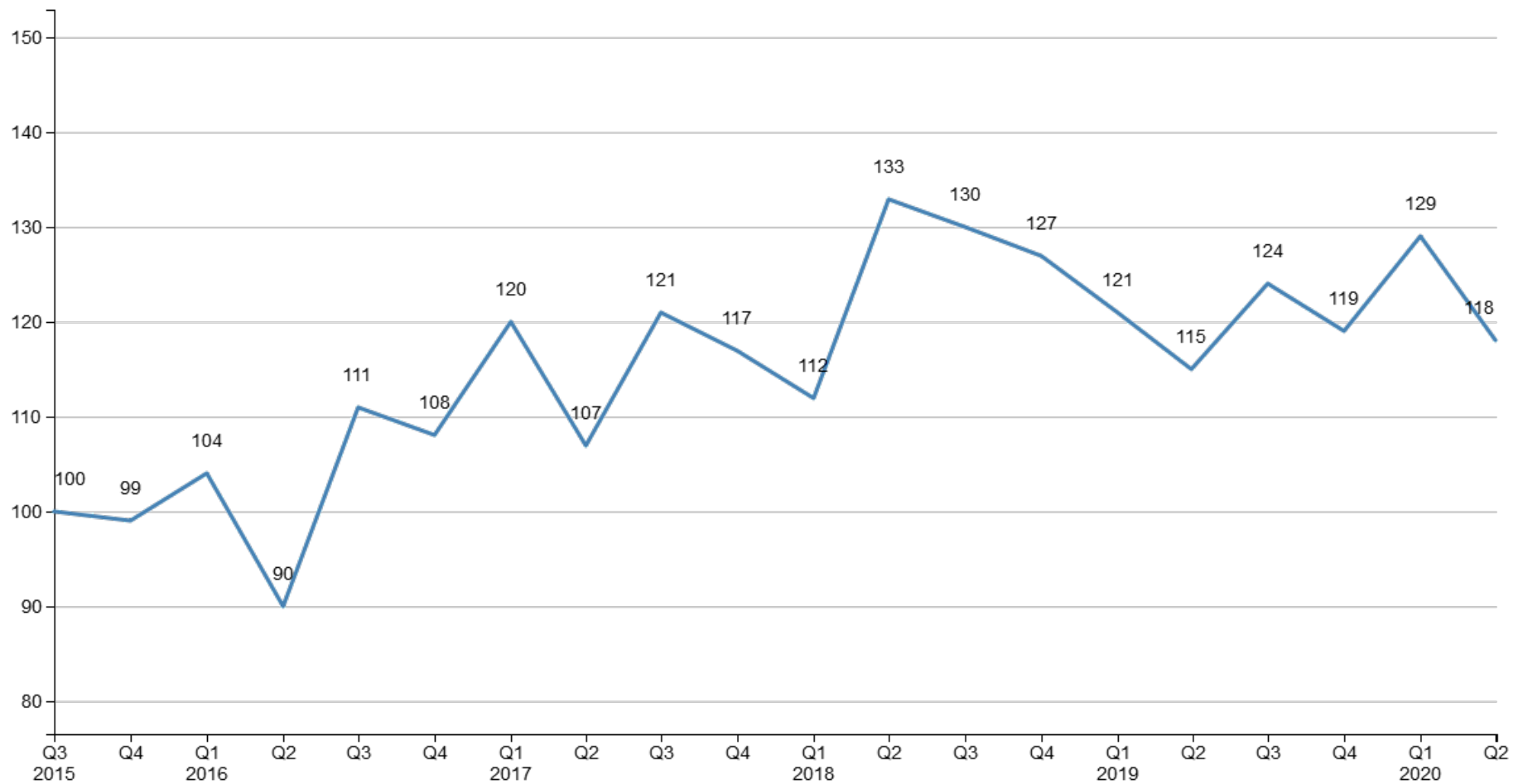


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NORTH END
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

North End Five Year Price Index (Appreciation Rate)



LINK

North End Ten Year Price Index (Appreciation Rate)

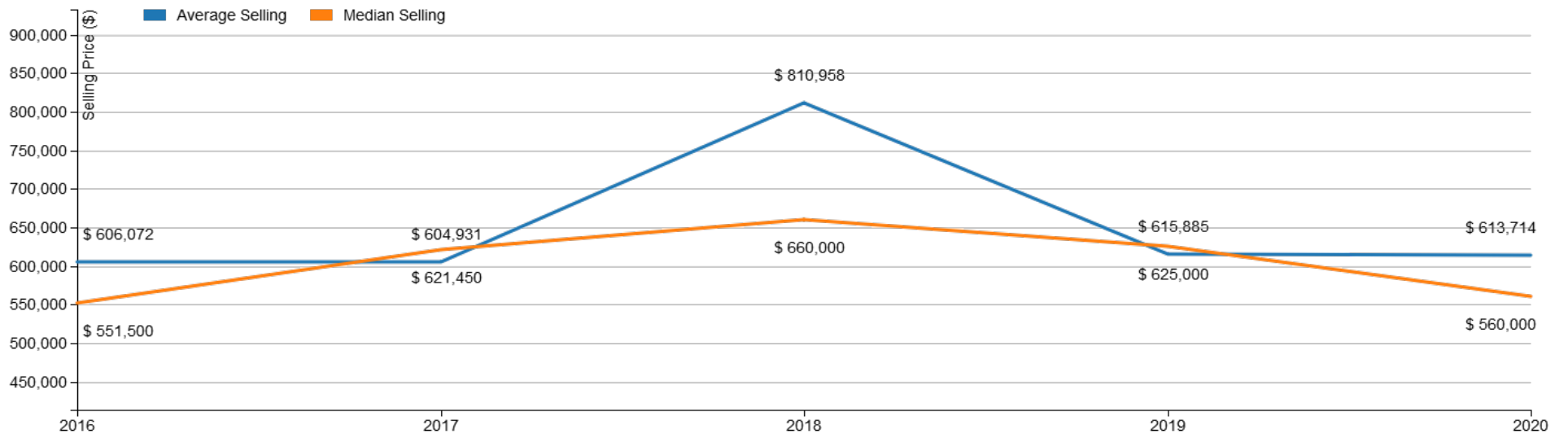




North End
Sales Summary
2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
2016	25	-	\$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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	0	-	-	-	-	-	-	-	-	-	-
	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	1	-	\$550,000	-	\$550,000	-	\$1,385	-	\$1,385	-	203
One Bed	2018	15	67%	\$605,333	8%	\$635,000	20%	\$924	3%	\$934	5%	19
	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
Two Beds	2018	8	60%	\$1,085,375	56%	\$1,075,000	54%	\$1,044	14%	\$1,071	22%	44
	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%	-
Three Plus Beds	2018	1	0%	\$1,700,000	141%	\$1,700,000	141%	\$1,011	29%	\$1,011	29%	4
	2019	3	200%	\$715,000	-58%	\$715,000	-58%	\$866	-14%	\$894	-12%	46
	2020	2	-33%	\$877,500	23%	\$877,500	23%	\$754	-13%	\$754	-16%	-



North End

Sales Comparison by Square Footage

2nd Quarter 2020

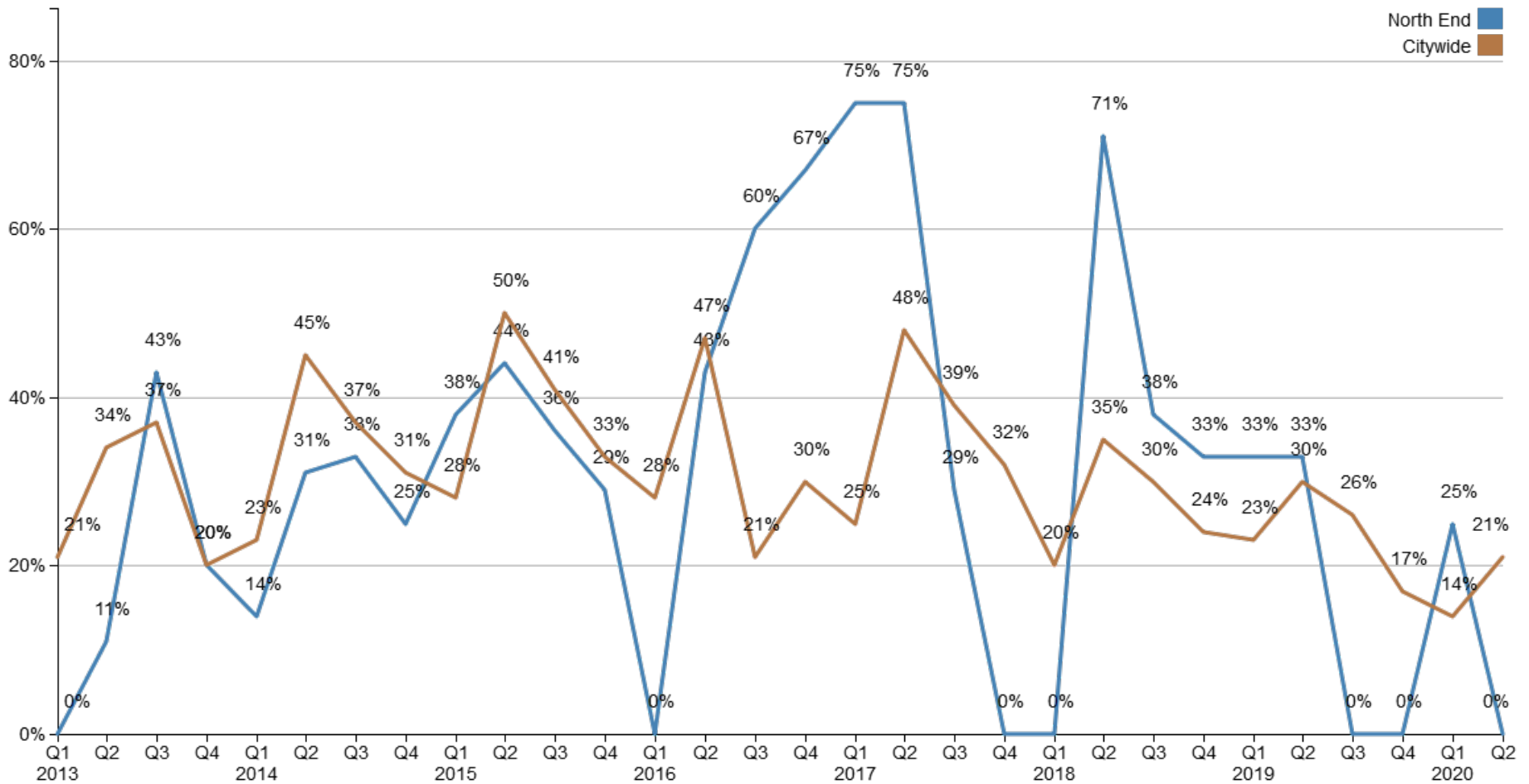
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LINK

North End

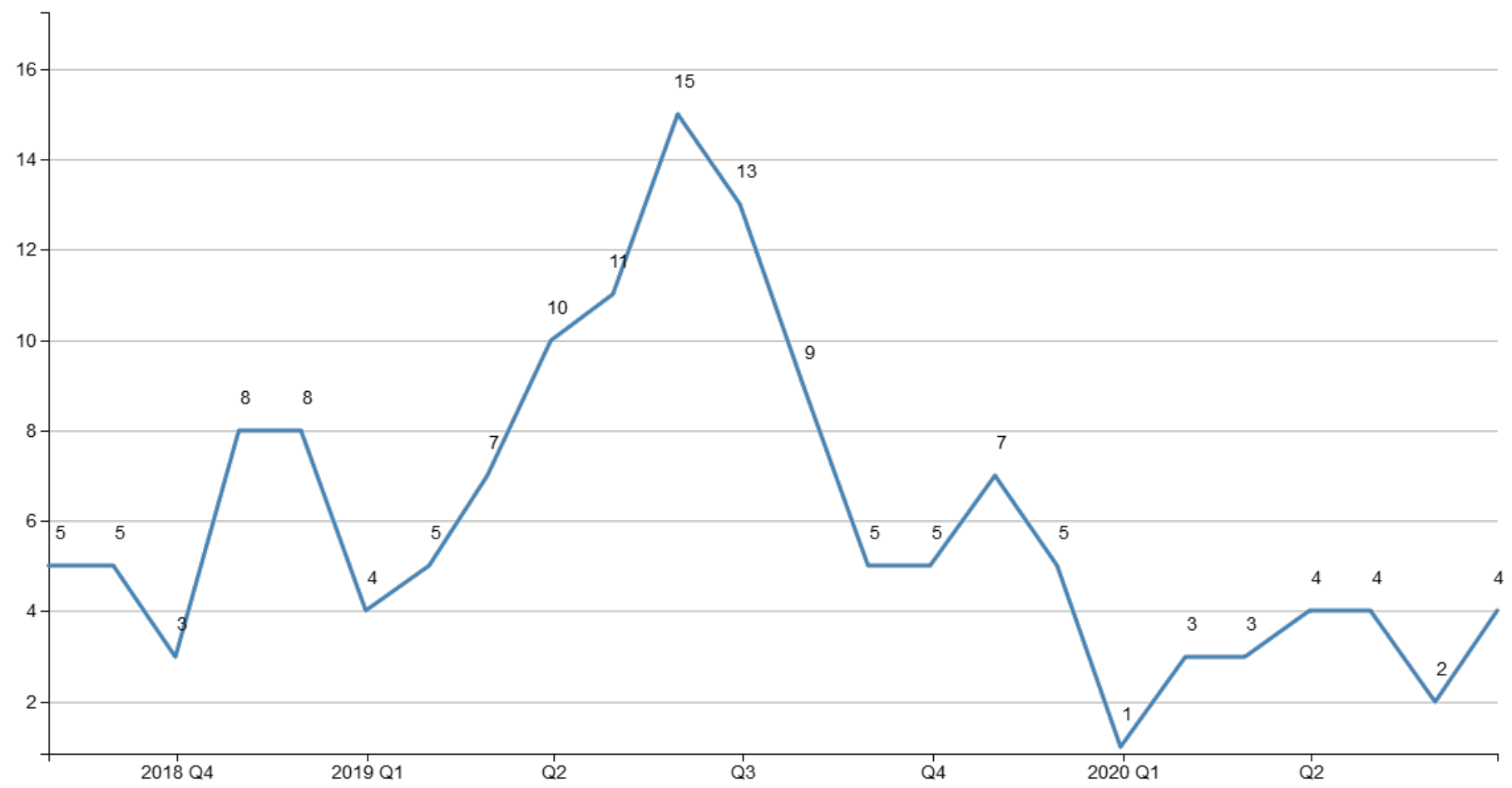
Sales Over Last Asking Price

2nd Quarter 2020





North End
Inventory
2nd Quarter 2020

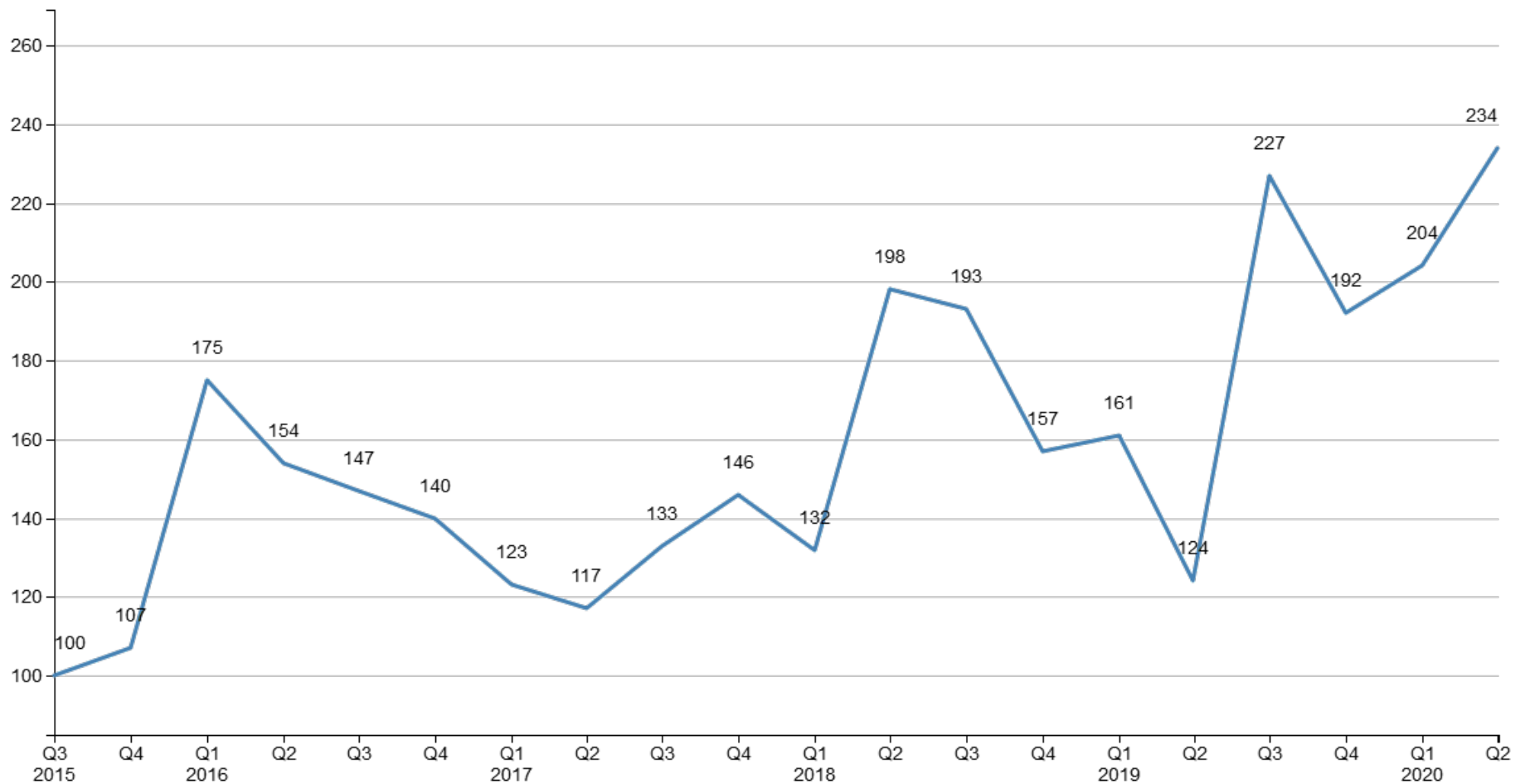


LINK

SEAPORT
QUARTERLY SALES
SUMMARY
SECOND QUARTER 2020

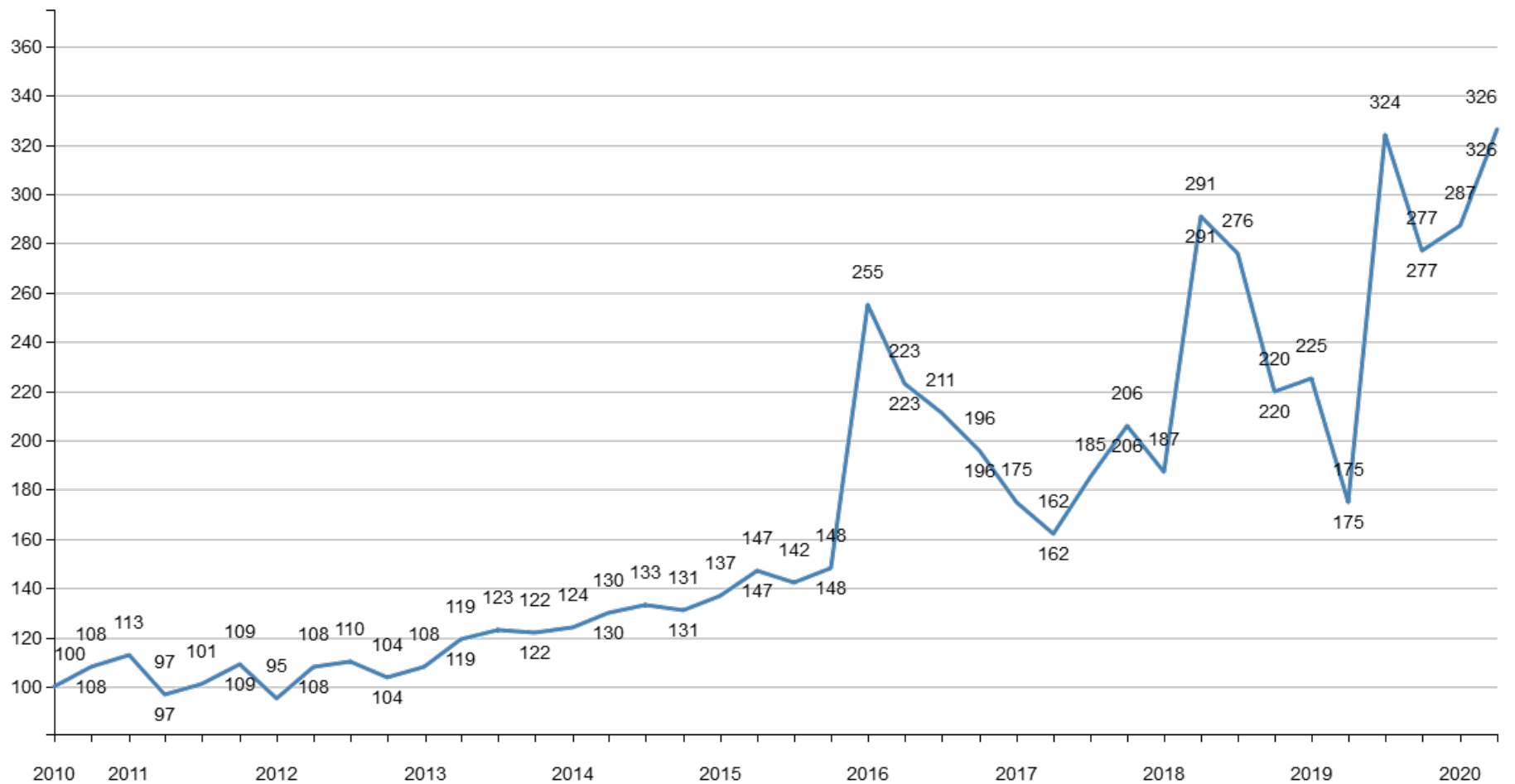
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Seaport Five Year Price Index (Appreciation Rate)



LINK

Seaport Ten Year Price Index (Appreciation Rate)

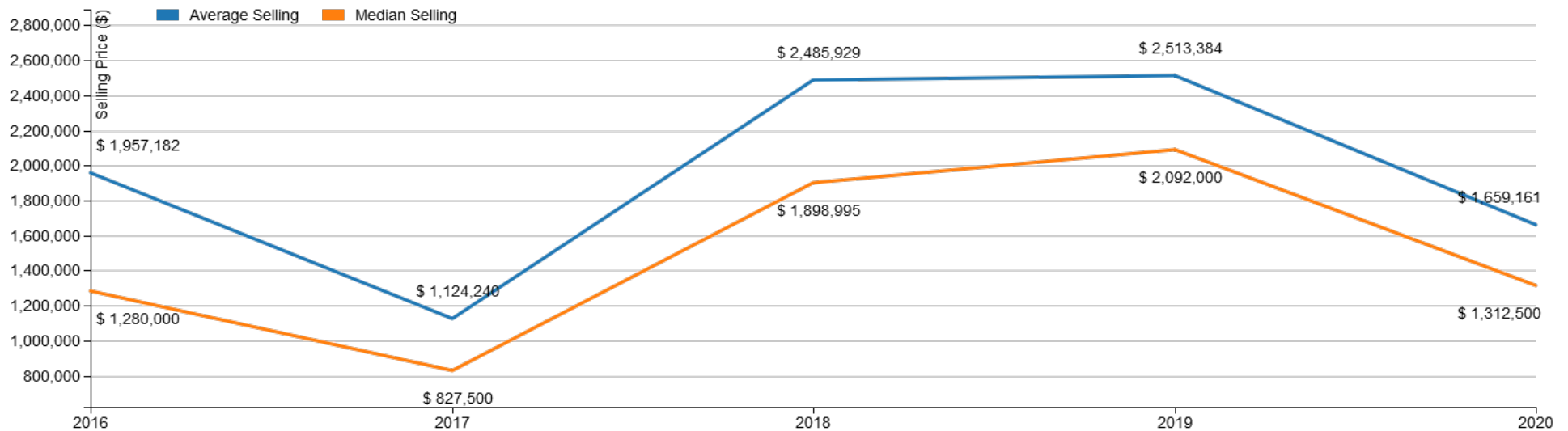




Seaport
Sales Summary
2nd Quarter 2020

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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	3	200%	\$709,233	28%	\$695,000	25%	\$1,370	56%	\$1,368	56%	7
	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
One Bed	2018	37	147%	\$1,404,051	75%	\$1,305,000	63%	\$1,184	47%	\$1,144	51%	80
	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
Two Beds	2018	42	425%	\$2,516,351	127%	\$2,450,120	123%	\$1,444	64%	\$1,491	86%	91
	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
Three Plus Beds	2018	7	250%	\$8,783,339	127%	\$9,410,225	143%	\$2,583	74%	\$2,624	77%	-
	2019	14	100%	\$5,471,646	-38%	\$4,685,501	-50%	\$2,407	-7%	\$2,334	-11%	128
	2020	3	-79%	\$4,077,667	-25%	\$3,625,000	-23%	\$1,924	-20%	\$1,950	-16%	-



Seaport

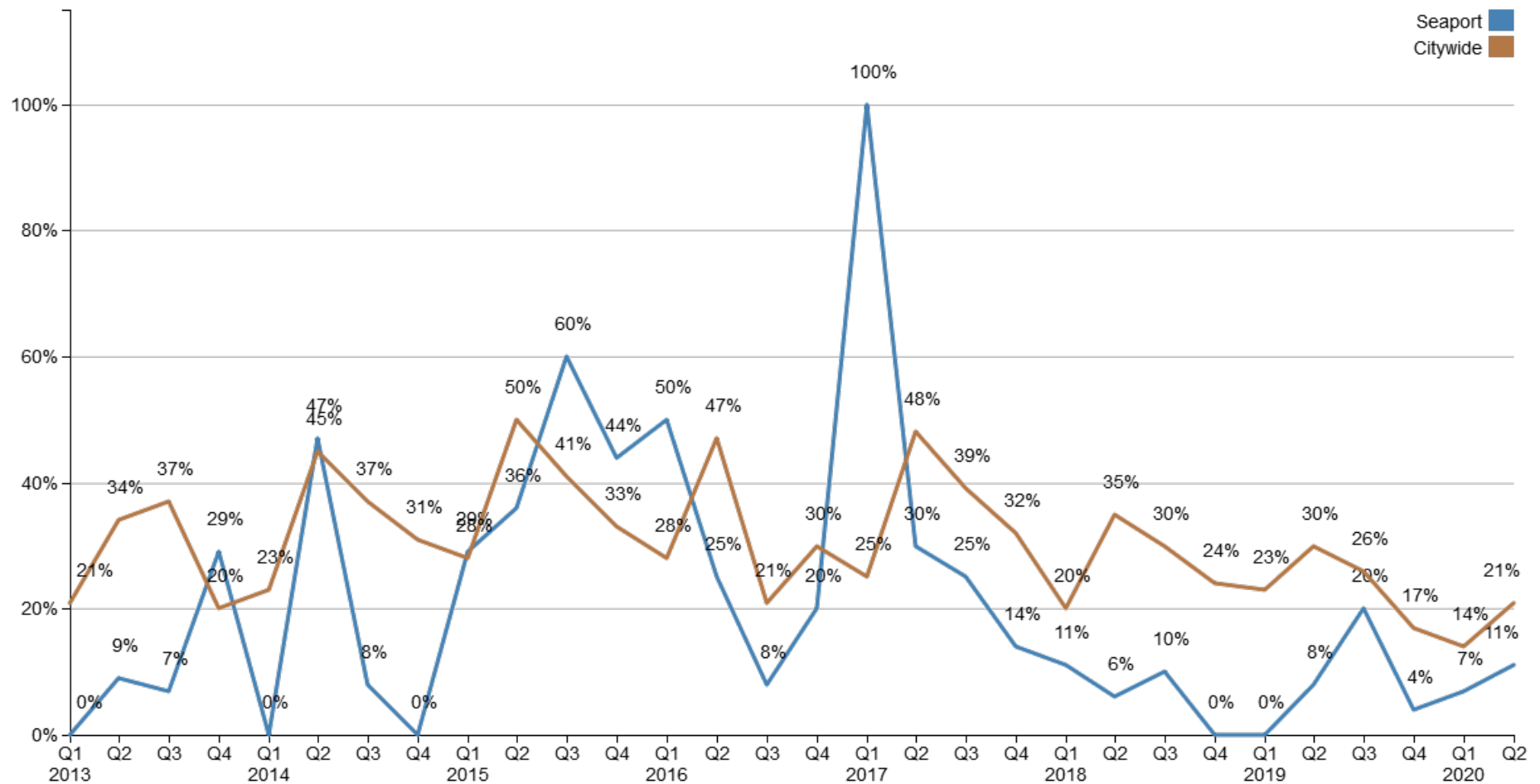
Sales Comparison by Square Footage

2nd Quarter 2020

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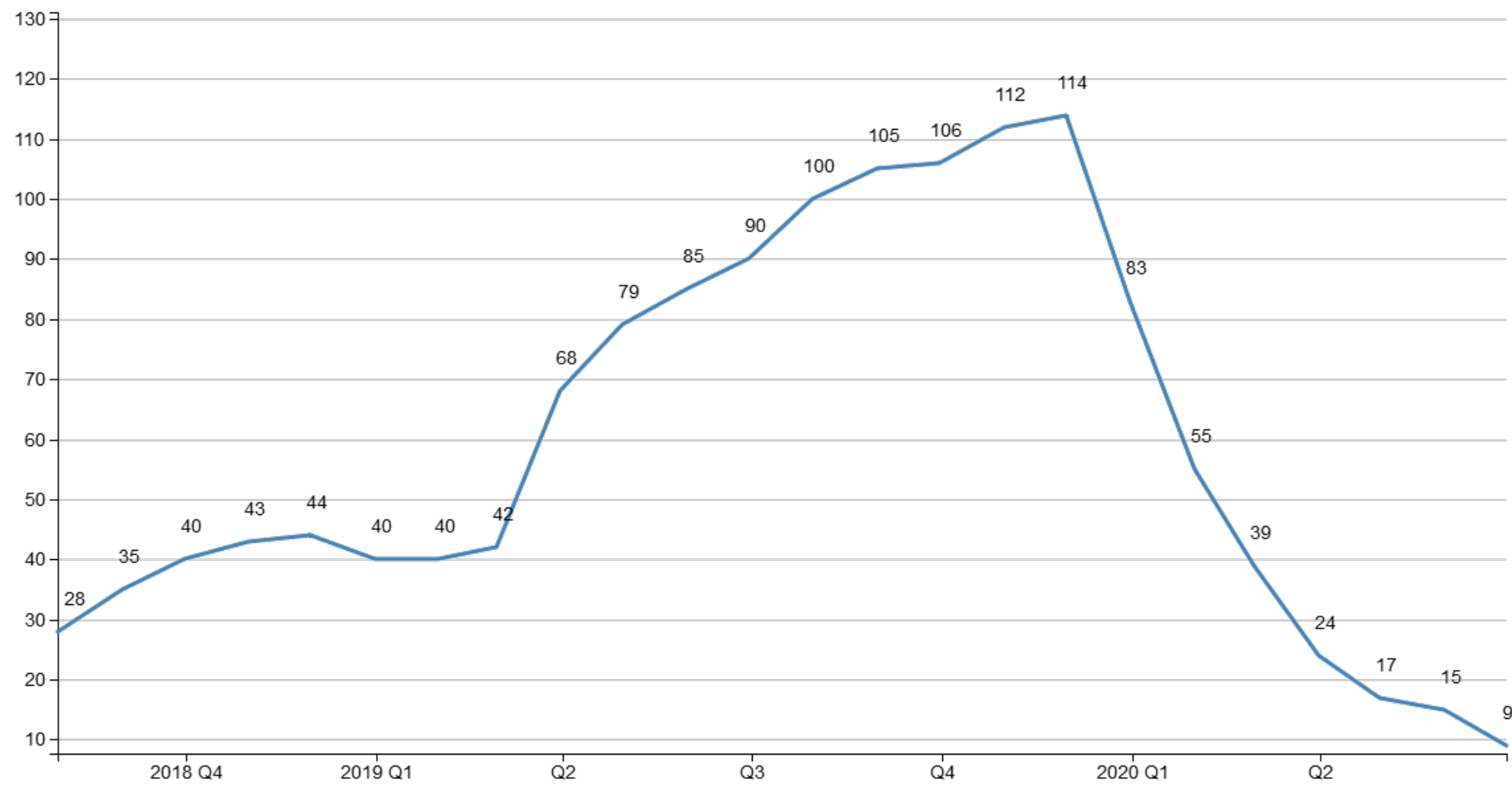
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Seaport Sales Over Last Asking Price 2nd Quarter 2020





Seaport
Inventory
2nd Quarter 2020

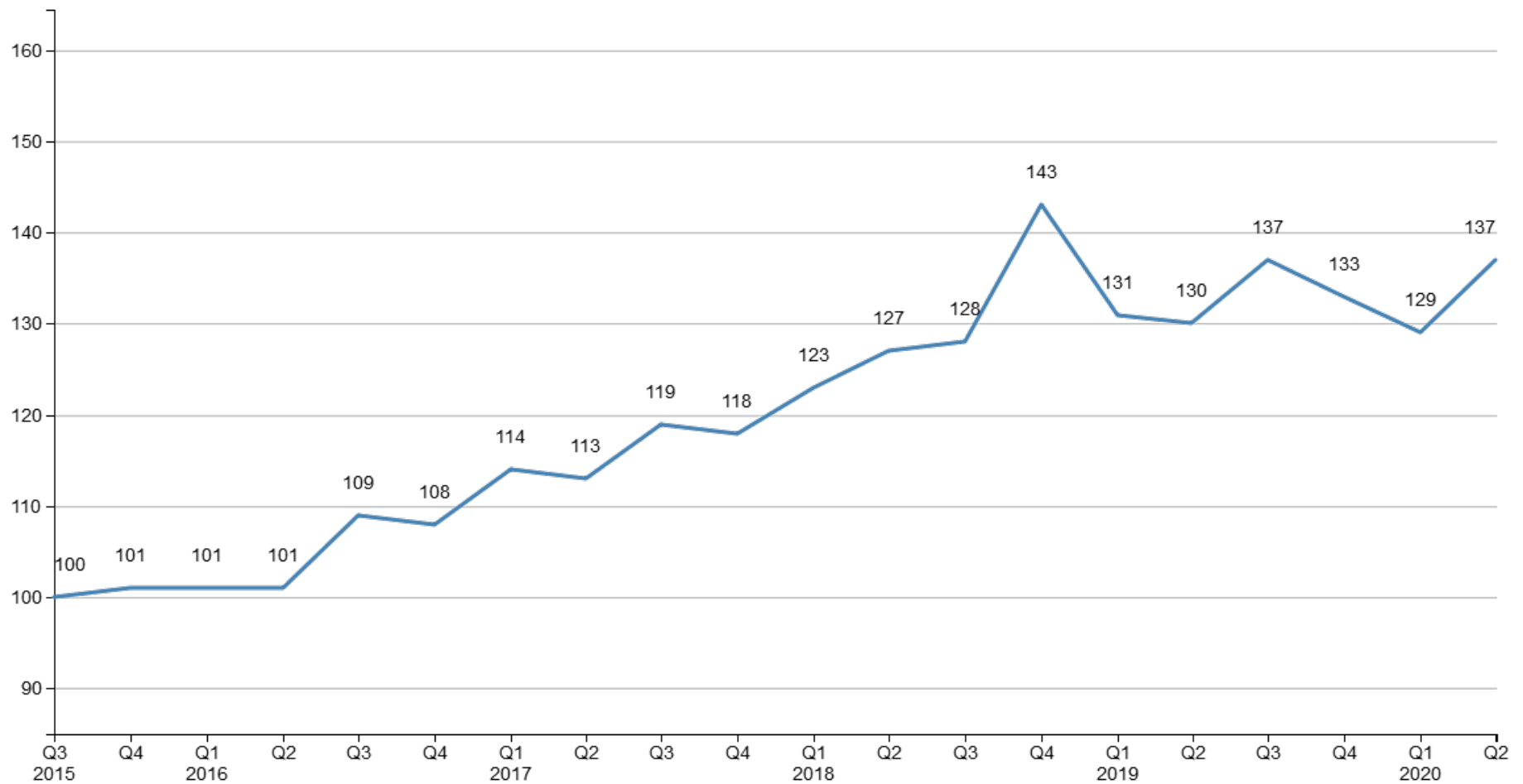


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SOUTH BOSTON
QUARTERLY SALES
SUMMARY
SECOND QUARTER 2020

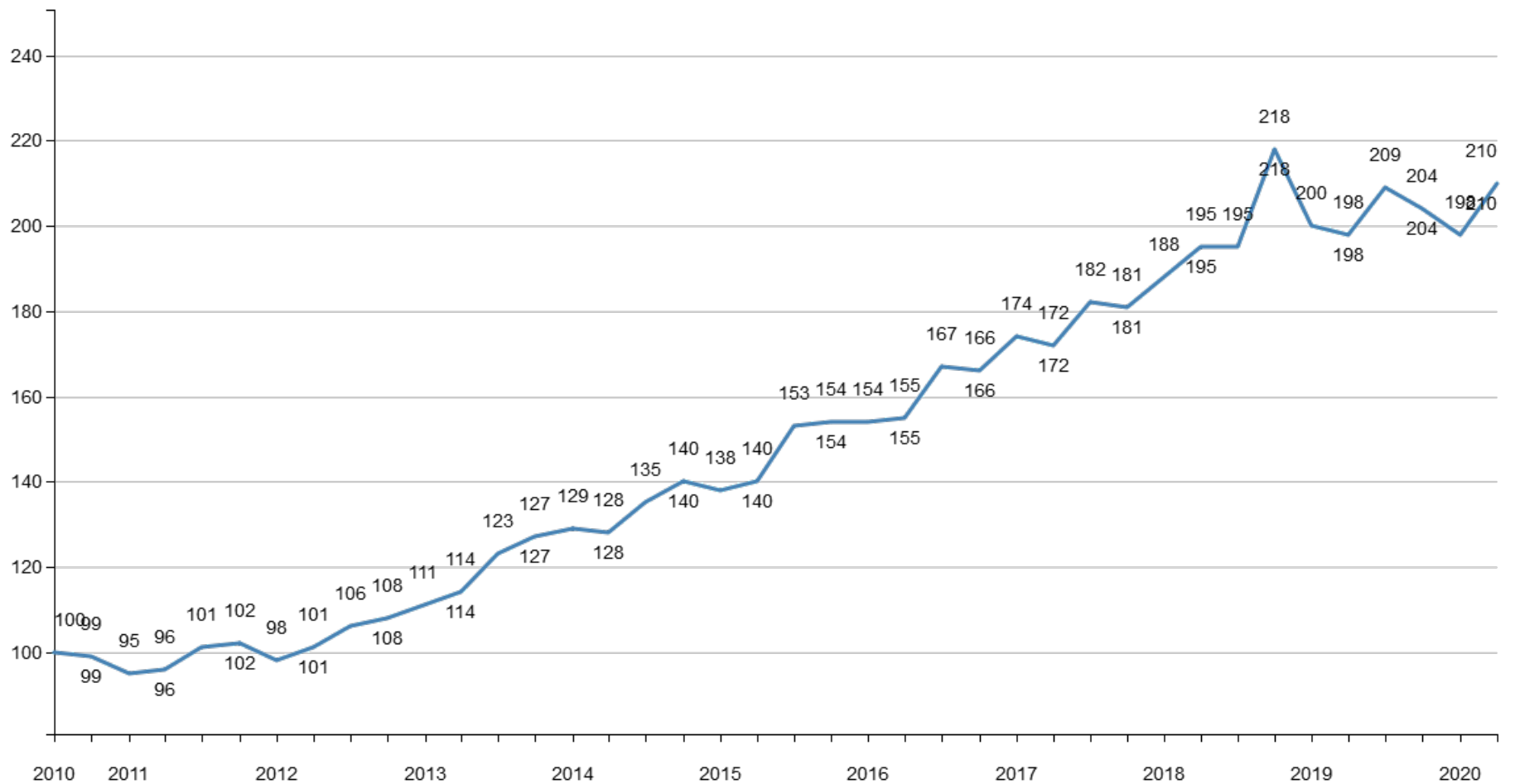
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South Boston Five Year Price Index (Appreciation Rate)



LINK

South Boston Ten Year Price Index (Appreciation Rate)

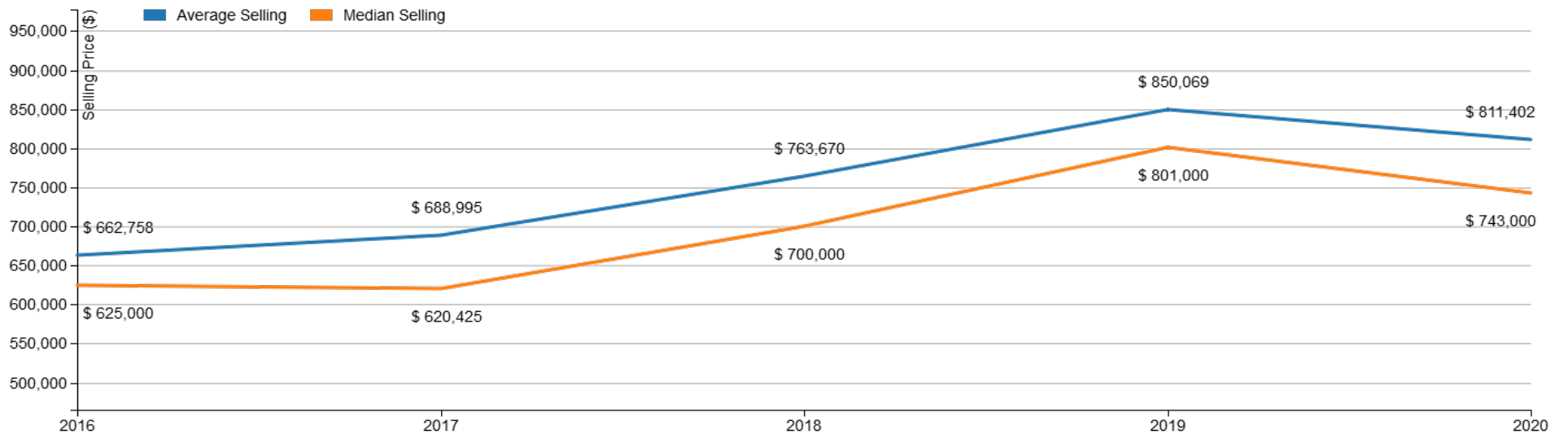




South Boston
Sales Summary
2nd Quarter 2020

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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	0	-	-	-	-	-	-	-	-	-	-
	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	4	-	\$435,875	-	\$423,000	-	\$935	-	\$926	-	-
One Bed	2018	44	-15%	\$488,837	-4%	\$491,250	-3%	\$758	1%	\$777	1%	21
	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
Two Beds	2018	129	-7%	\$796,889	15%	\$760,000	15%	\$711	9%	\$713	9%	21
	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
Three Plus Beds	2018	28	-20%	\$1,042,509	15%	\$968,000	8%	\$628	10%	\$631	6%	22
	2019	37	32%	\$1,141,440	9%	\$1,080,000	12%	\$697	11%	\$684	8%	64
	2020	20	-46%	\$1,241,331	9%	\$1,067,500	-1%	\$718	3%	\$696	2%	162



South Boston

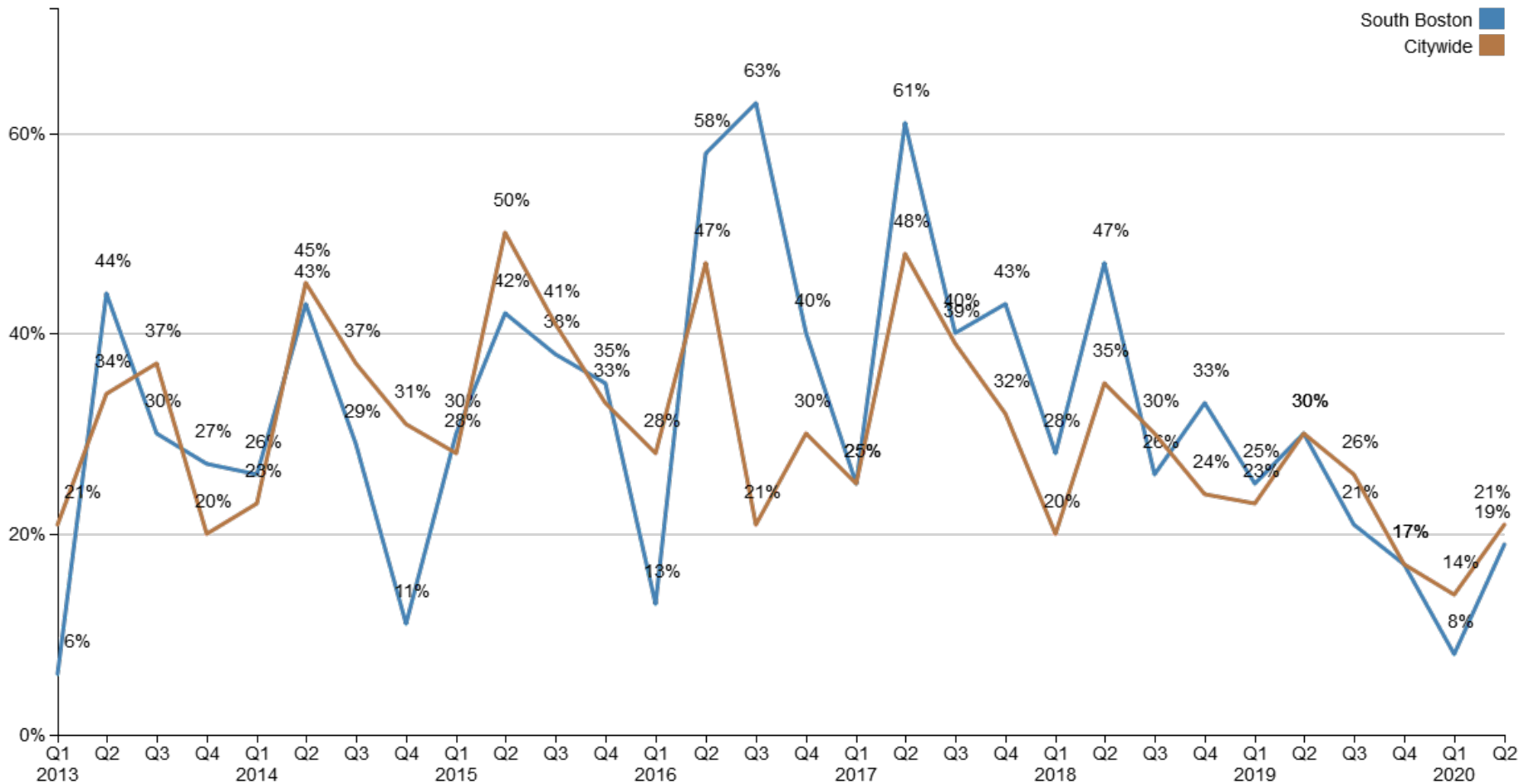
Sales Comparison by Square Footage

2nd Quarter 2020

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

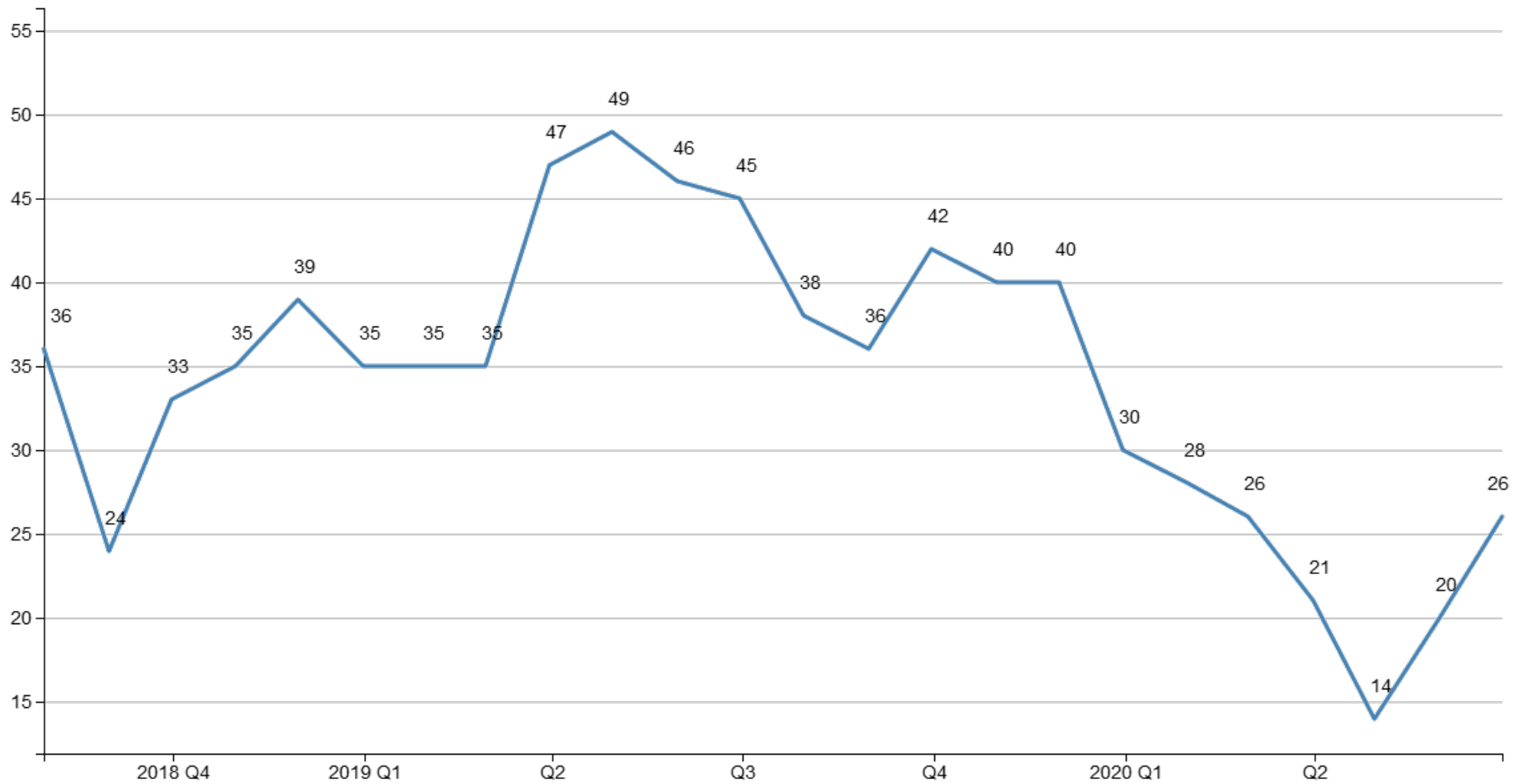
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South Boston Sales Over Last Asking Price 2nd Quarter 2020



LINK

South Boston Inventory 2nd Quarter 2020

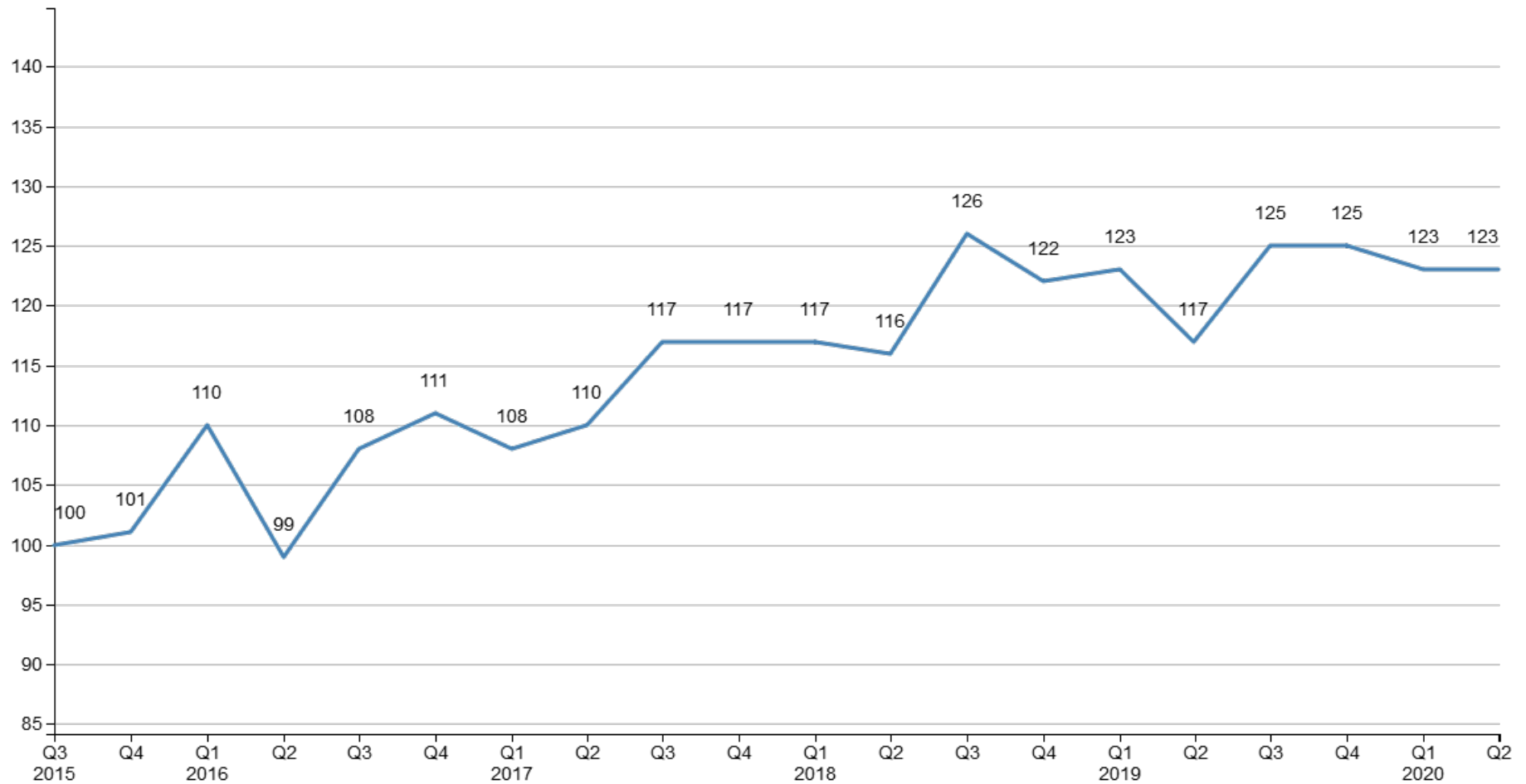


LINK

SOUTH END
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

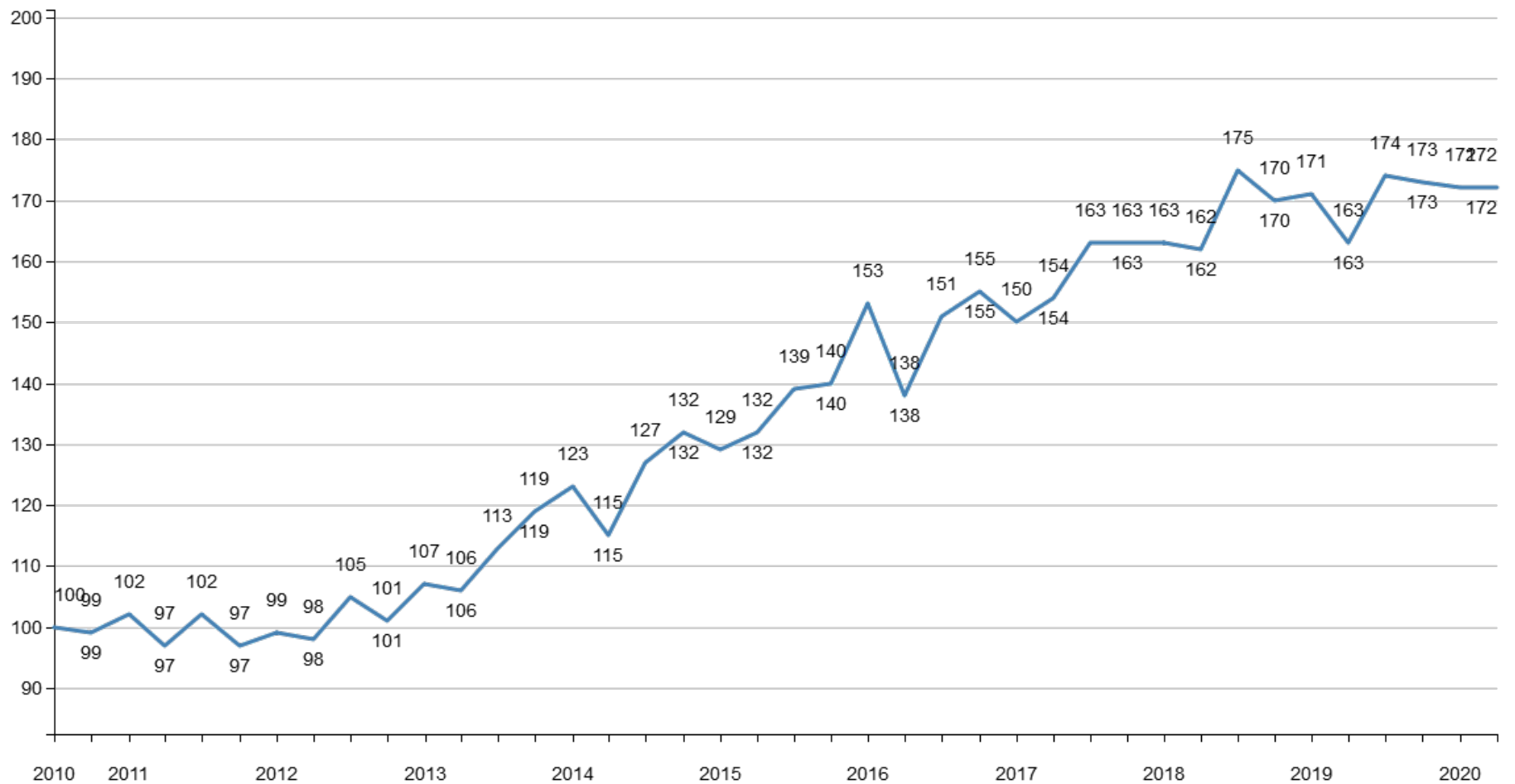
LINK

South End Five Year Price Index (Appreciation Rate)



LINK

South End Ten Year Price Index (Appreciation Rate)

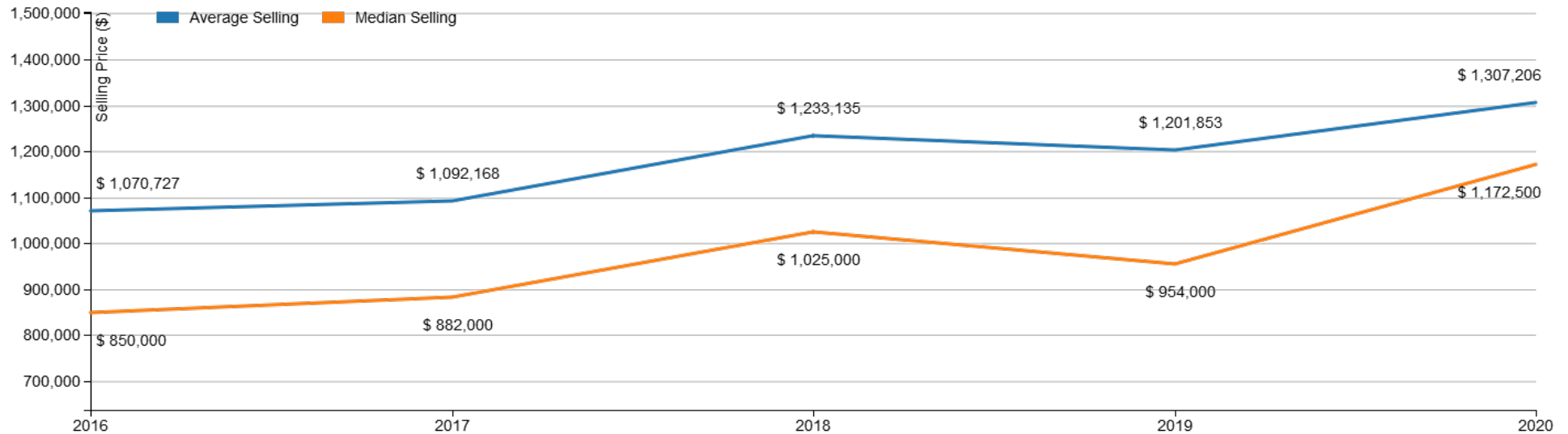


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South End Sales Summary 2nd Quarter 2020

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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	7	75%	\$581,571	11%	\$500,000	3%	\$1,211	50%	\$1,200	53%	42
	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%	-
One Bed	2018	86	25%	\$758,605	8%	\$745,000	7%	\$1,039	9%	\$1,051	7%	40
	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	1%	31
Two Beds	2018	116	25%	\$1,294,806	14%	\$1,246,750	24%	\$1,066	8%	\$1,089	11%	33
	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
Three Plus Beds	2018	44	76%	\$2,101,695	0%	\$2,050,000	-10%	\$1,113	-1%	\$1,131	2%	31
	2019	26	-41%	\$2,402,154	14%	\$2,306,250	13%	\$1,217	9%	\$1,190	5%	73
	2020	24	-8%	\$2,133,092	-11%	\$2,002,500	-13%	\$1,155	-5%	\$1,150	-3%	48



South End

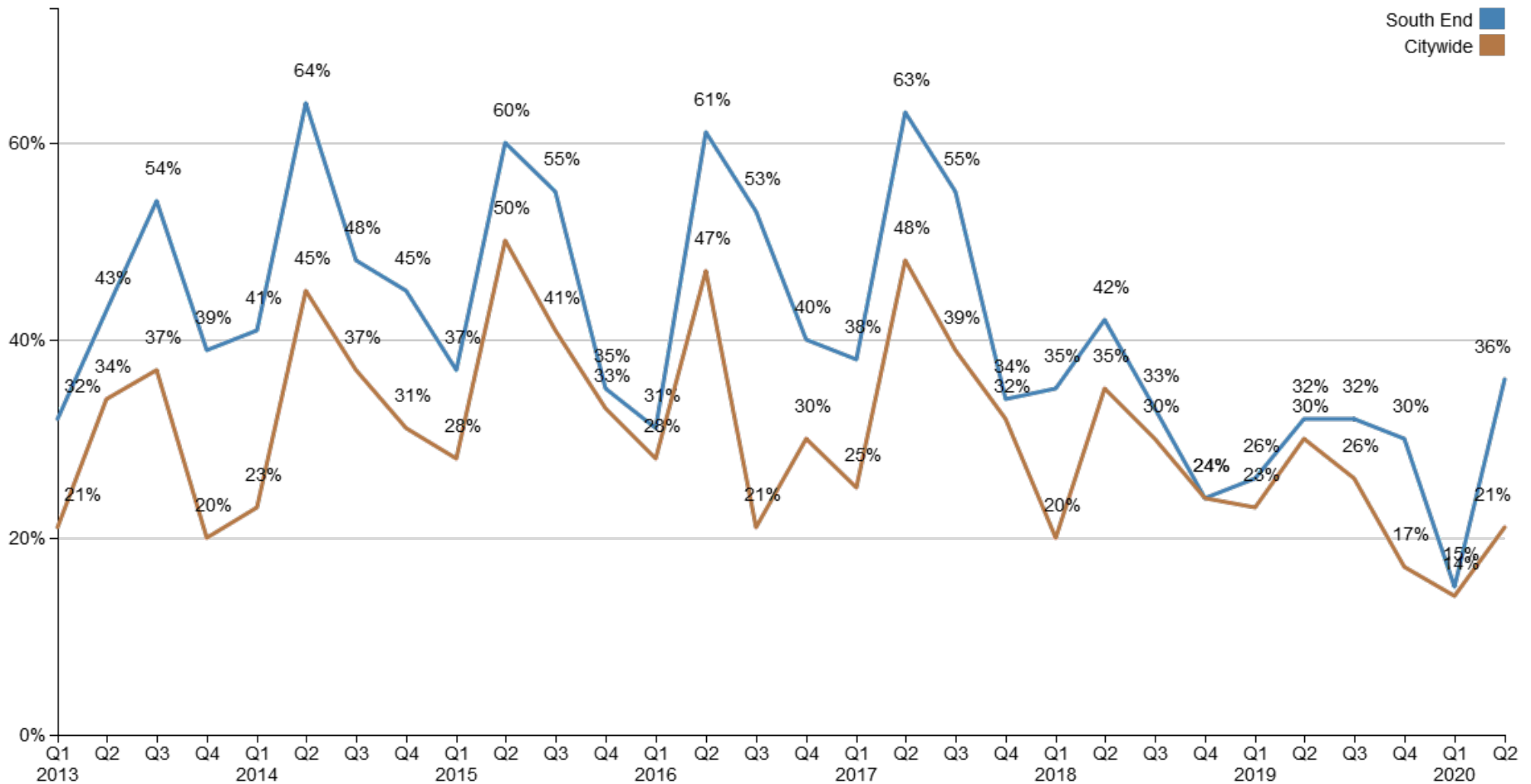
Sales Comparison by Square Footage

2nd Quarter 2020

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

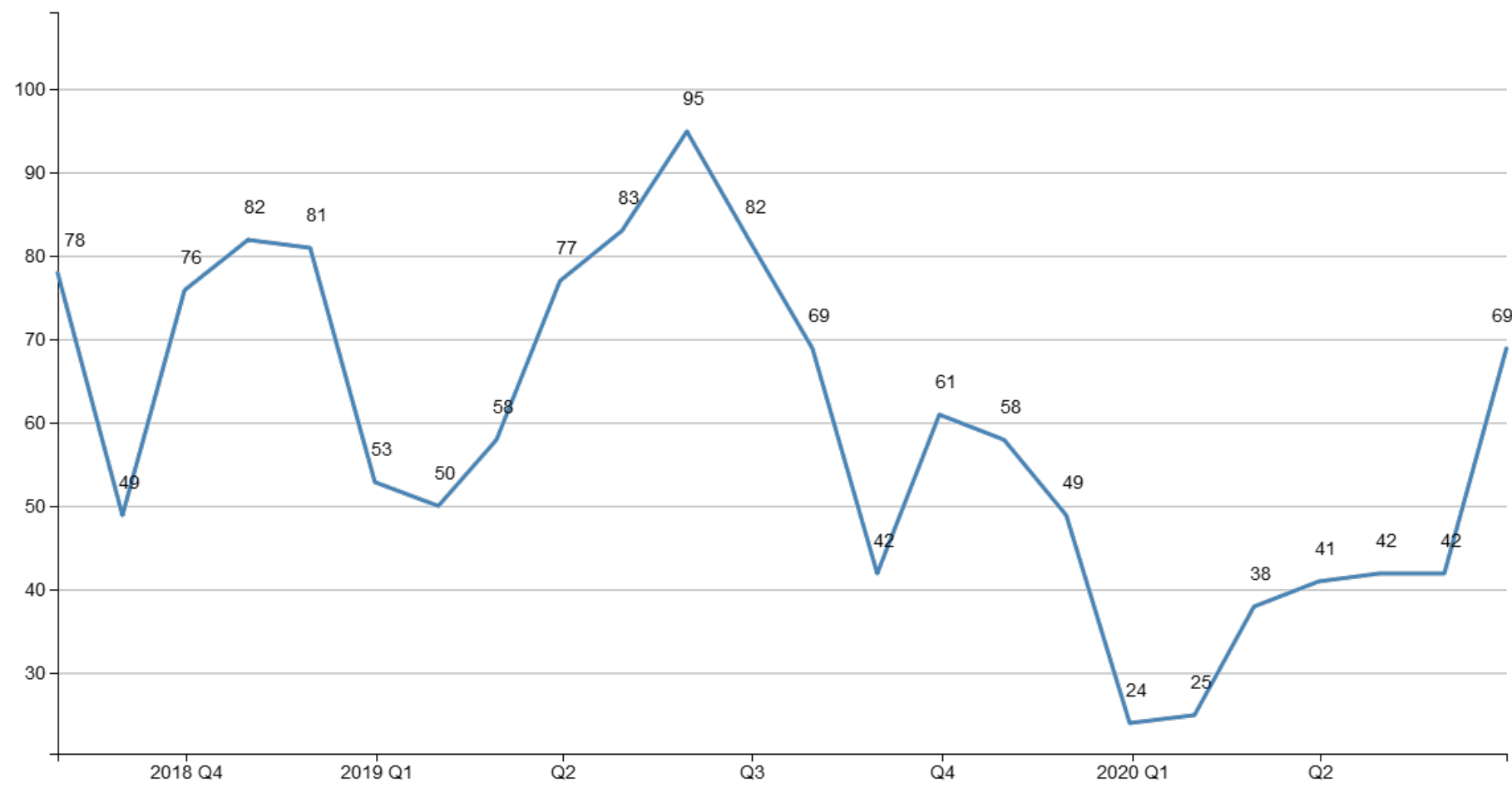
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South End Sales Over Last Asking Price 2nd Quarter 2020





South End
Inventory
2nd Quarter 2020

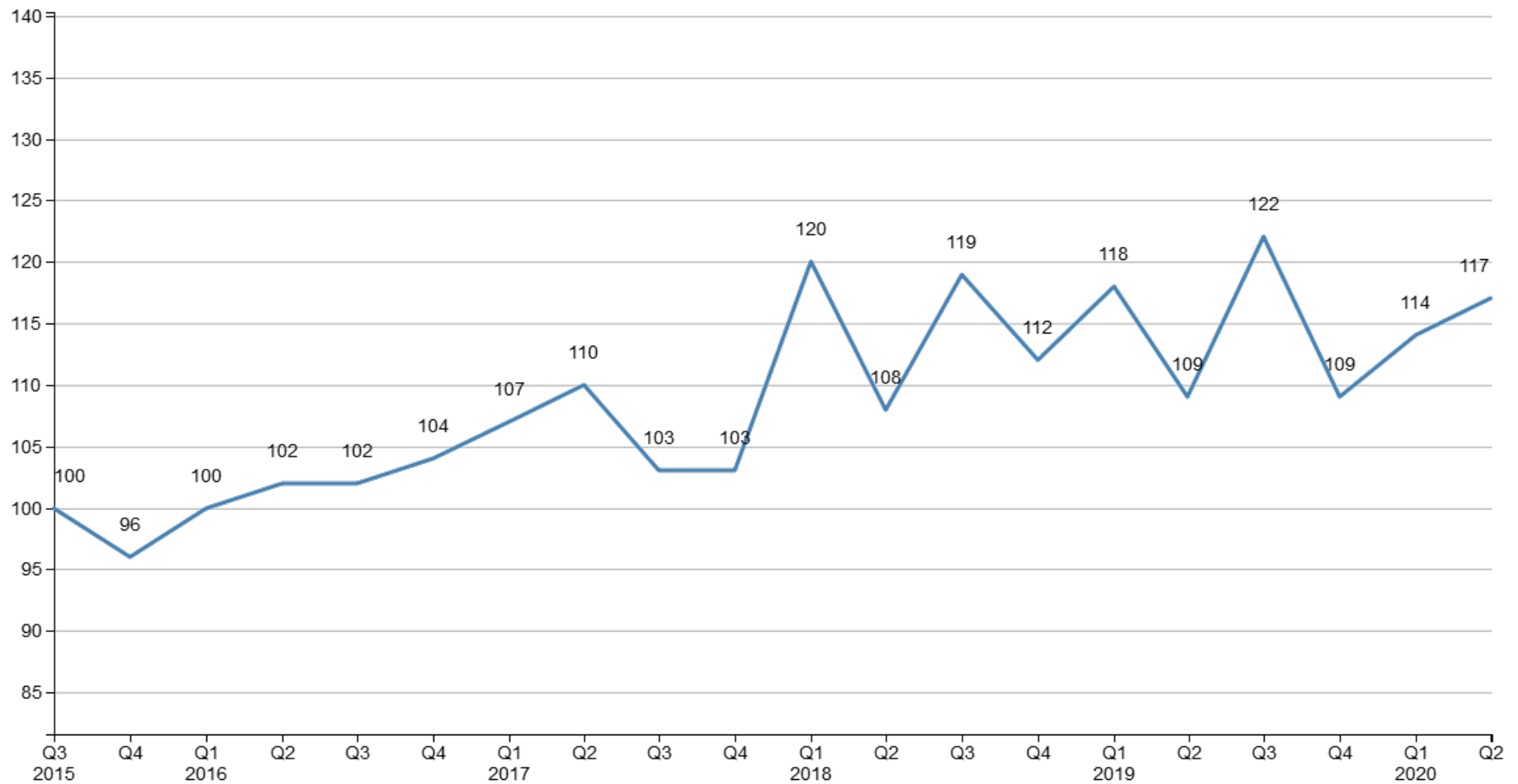


LINK

WATERFRONT
QUARTERLY SALES
SUMMARY
SECOND QUARTER 2020

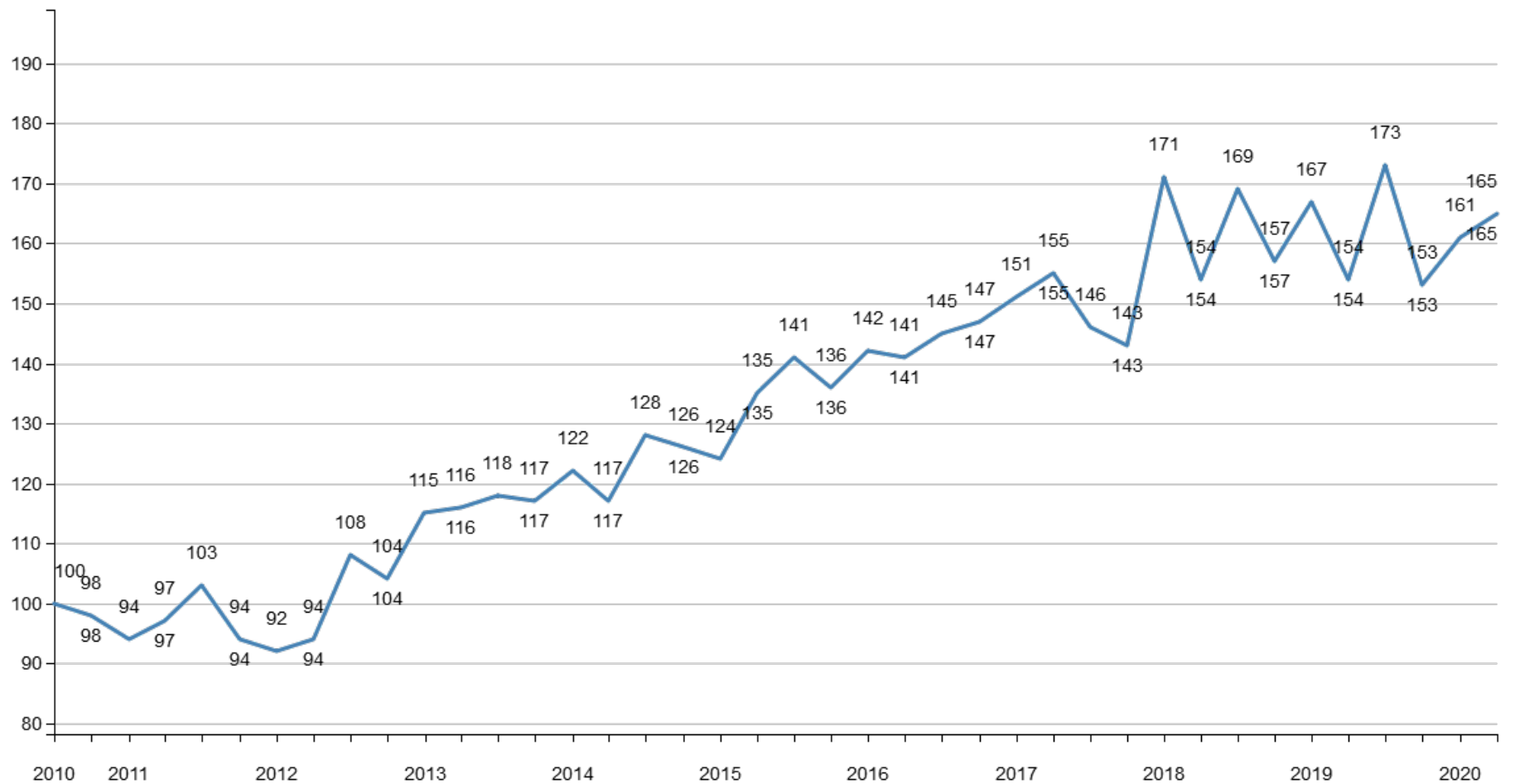
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Waterfront Five Year Price Index (Appreciation Rate)



LINK

Waterfront Ten Year Price Index (Appreciation Rate)

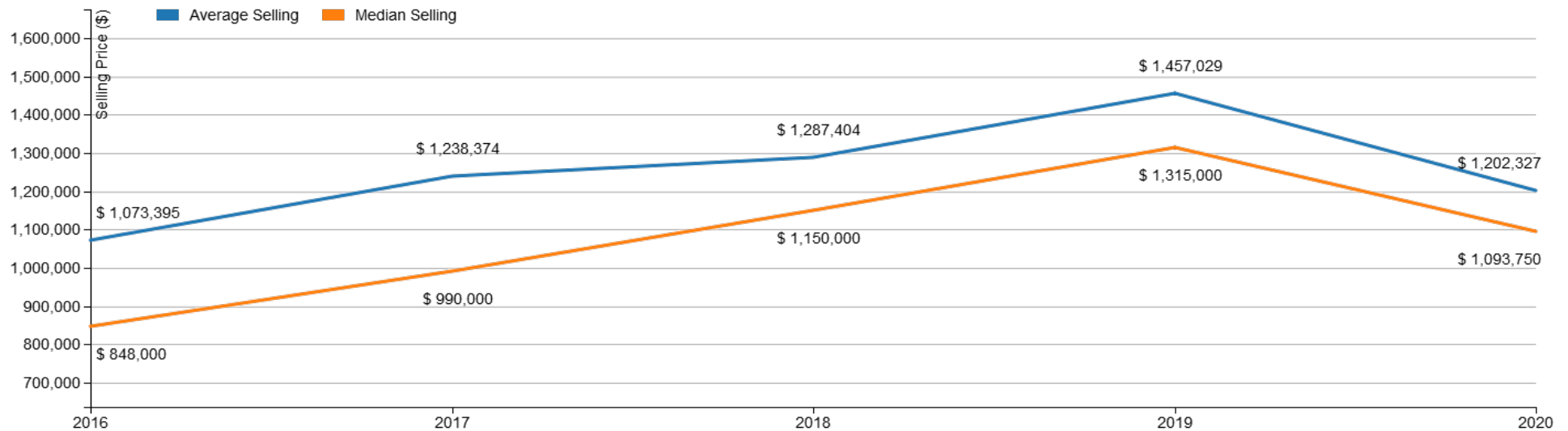




Waterfront
Sales Summary
2nd Quarter 2020

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

2nd Quarter 2020

Beds	Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	Avg DOM
Studio	2018	5	400%	\$637,000	-54%	\$600,000	-56%	\$1,108	27%	\$1,040	19%	2
	2019	0	-	-	-	-	-	-	-	-	-	-
	2020	1	-	\$627,500	-	\$627,500	-	\$1,473	-	\$1,473	-	-
One Bed	2018	22	57%	\$878,136	14%	\$777,500	4%	\$999	18%	\$964	15%	51
	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
Two Beds	2018	26	4%	\$1,646,654	12%	\$1,562,500	28%	\$1,161	13%	\$1,168	28%	41
	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
Three Plus Beds	2018	4	300%	\$2,016,250	5%	\$1,997,500	4%	\$1,029	30%	\$1,047	32%	236
	2019	4	0%	\$2,323,203	15%	\$2,150,000	8%	\$1,203	17%	\$1,115	6%	165
	2020	2	-50%	\$2,005,000	-14%	\$2,005,000	-7%	\$1,338	11%	\$1,338	20%	189



Waterfront

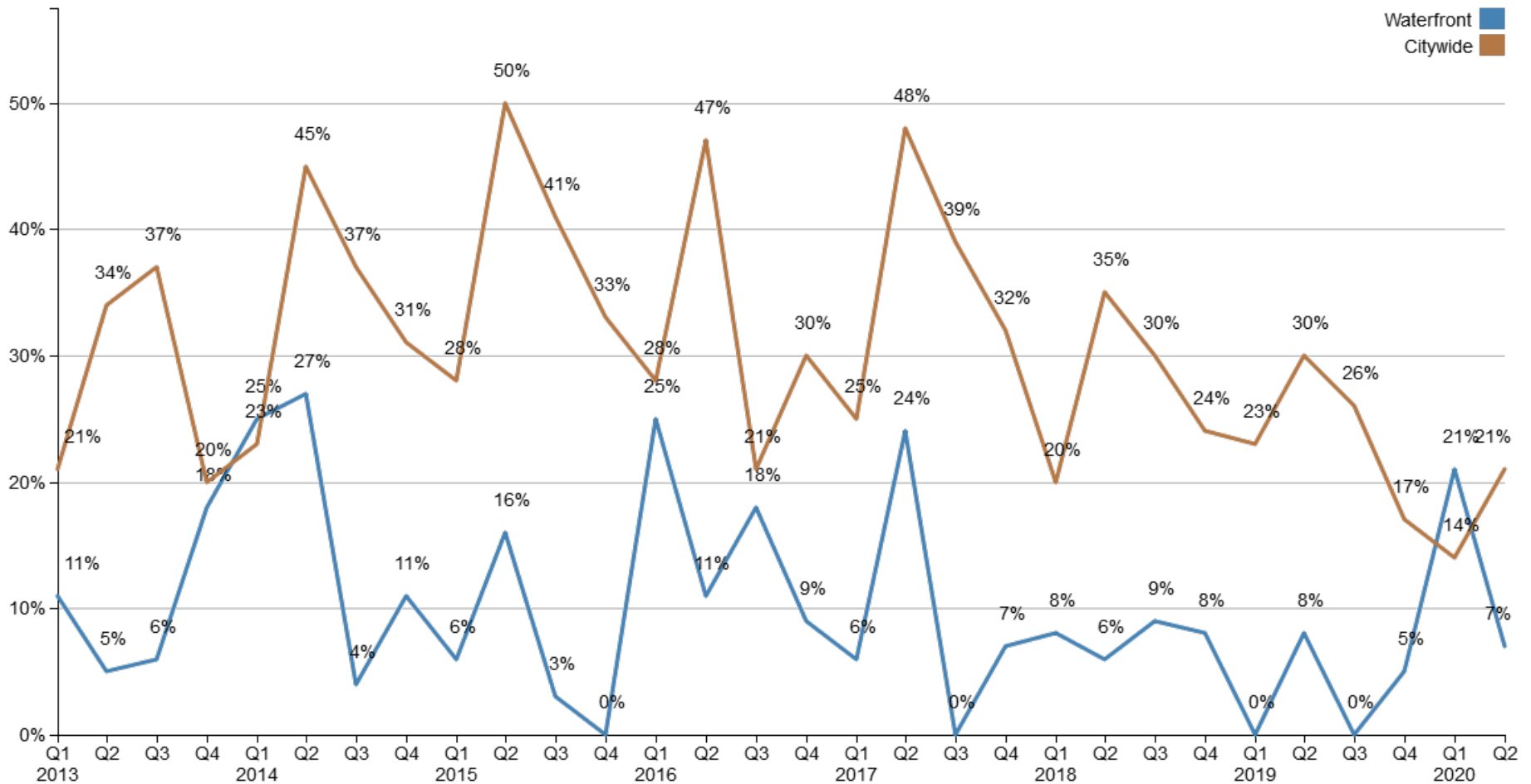
Sales Comparison by Square Footage

2nd Quarter 2020

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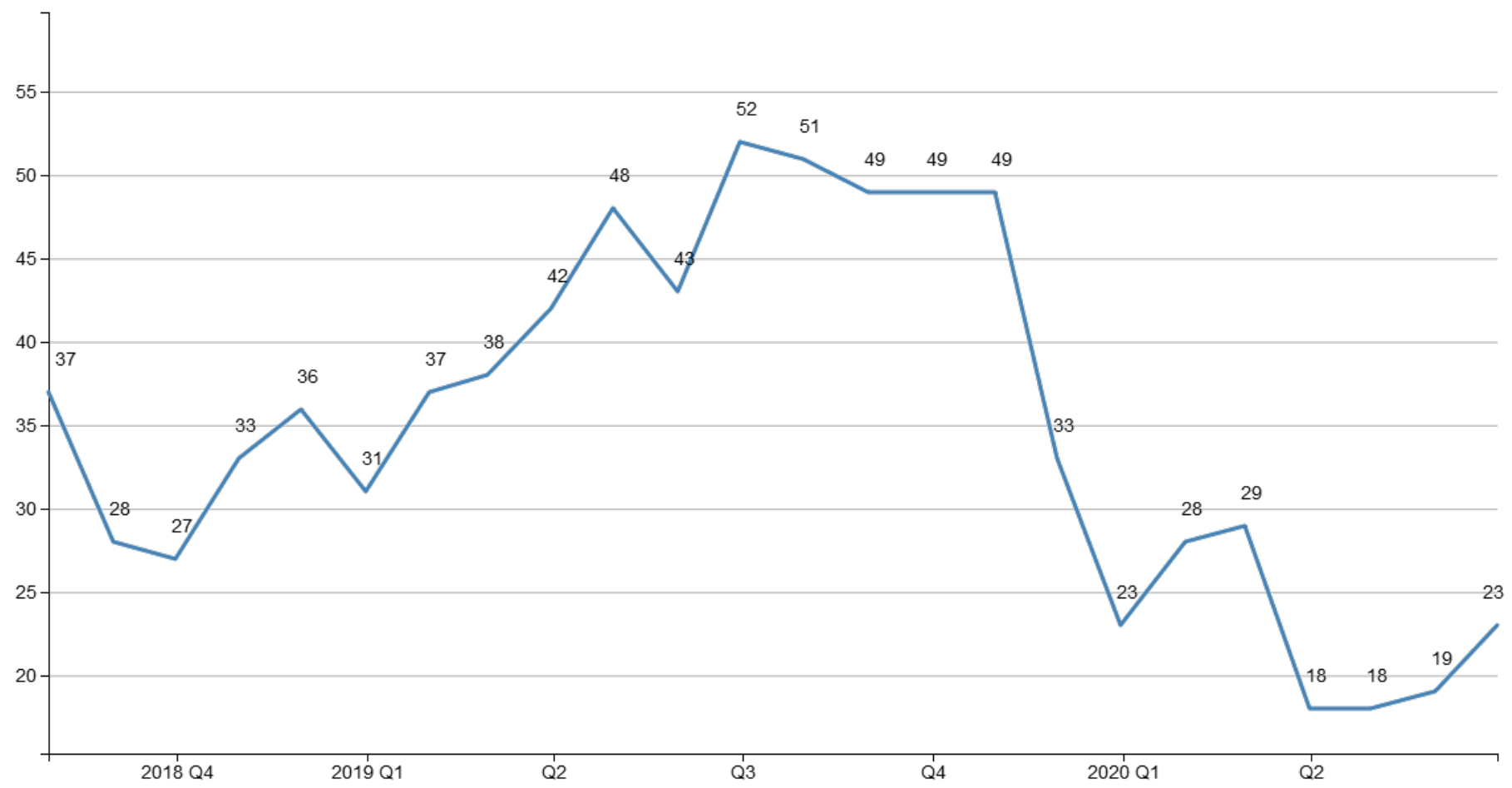
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Waterfront Sales Over Last Asking Price 2nd Quarter 2020





Waterfront
Inventory
2nd Quarter 2020

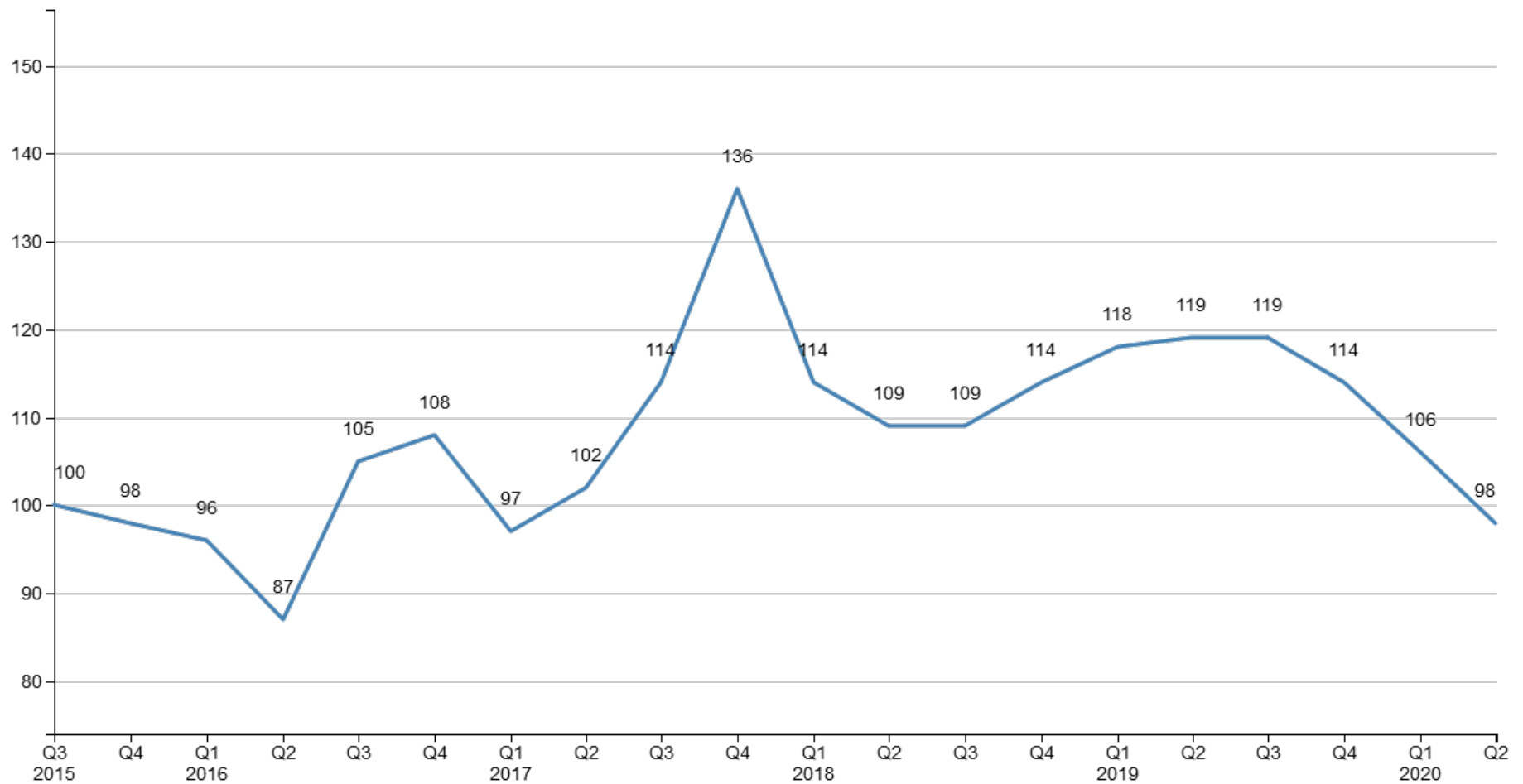


LINK

WEST END
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

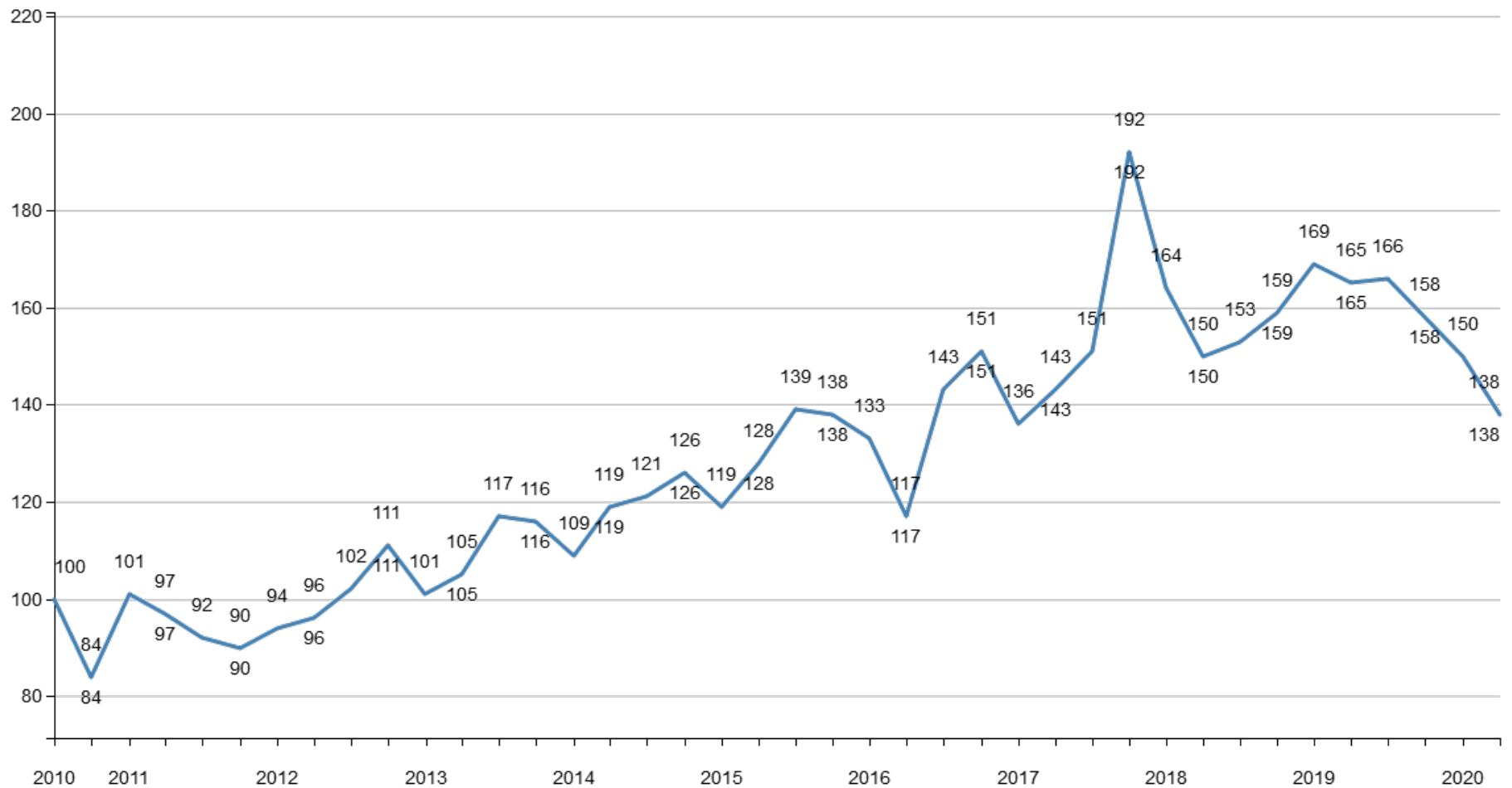
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West End Five Year Price Index (Appreciation Rate)



LINK

West End Ten Year Price Index (Appreciation Rate)

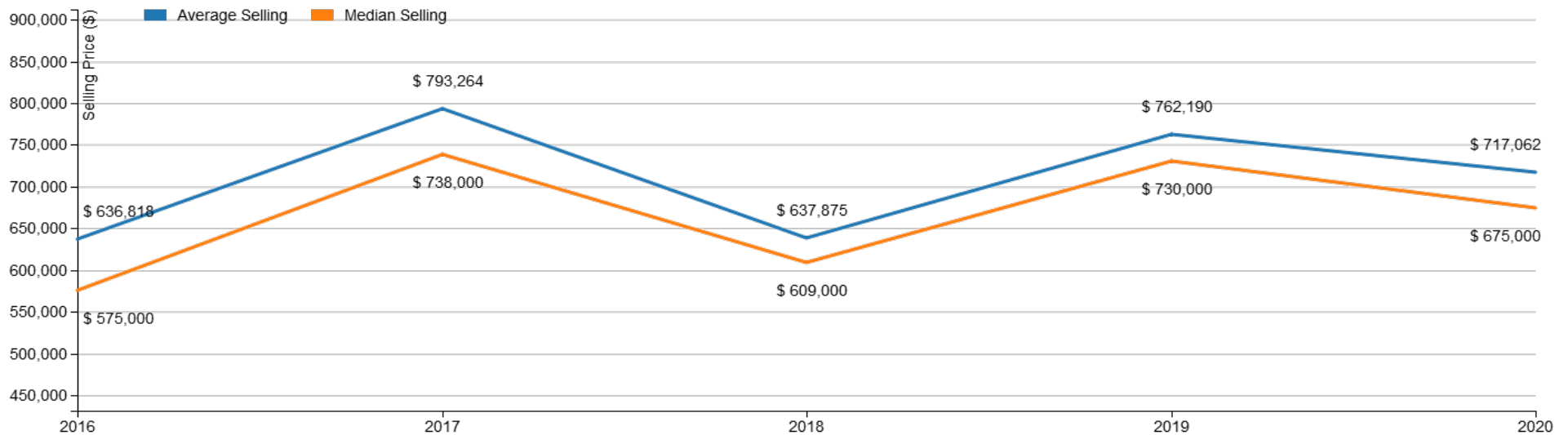


LINK

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	-	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

2nd Quarter 2020

[illegible]



West End

Sales Comparison by Square Footage

2nd Quarter 2020

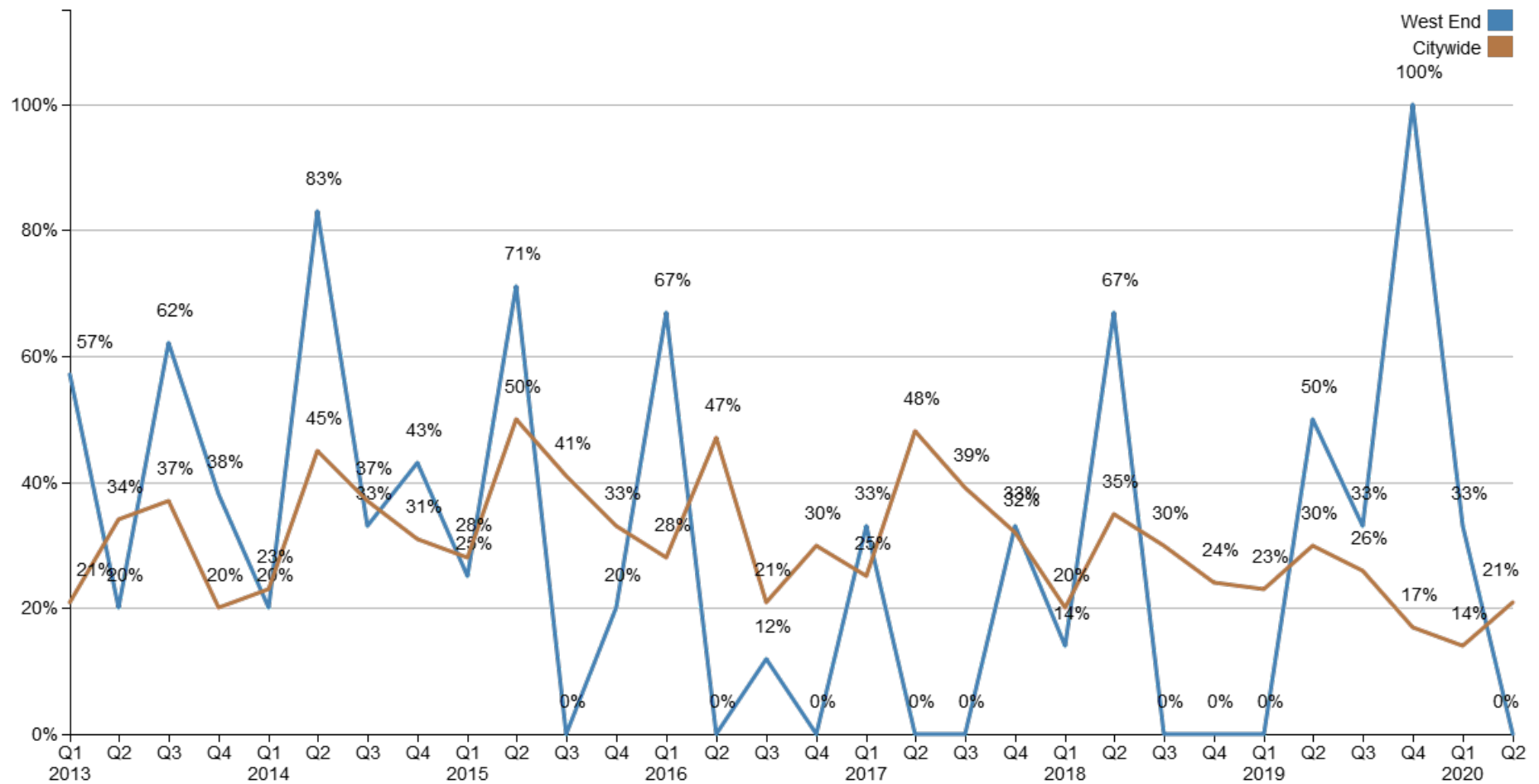
[illegible]

LINK

West End

Sales Over Last Asking Price

2nd Quarter 2020





West End
Inventory
2nd Quarter 2020

