

Beacon Hill, MA Area Market Review

2013 - 2017 As of December 15, 2017

Prepared by The Gillach Group on Friday, December 15, 2017

Single Family

Listing Inventory on December 15	2013	2014	2015	2016	2017
Listing Units	14	9	13	8	14
Average Days on Market	278	294	231	197	141
Average List Price	\$6,305,642.86	\$5,310,000.00	\$4,626,076.92	\$7,068,125.00	\$5,837,357.14
Average List \$ / SqFt	\$1,075.62	\$1,069.42	\$1,141.80	\$1,198.37	\$1,238.60
Approximate Absorption Rate	16.07%	27.78%	13.46%	15.63%	10.71%
Approximate Months Supply of Inventory	6.22	3.60	7.43	6.40	9.33
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	53	38	31	25	37
Average Original List Price	\$4,327,924.53	\$5,847,684.21	\$4,397,580.65	\$4,968,360.00	\$4,963,675.65
Average Original List \$ / SqFt	\$982.41	\$1,132.03	\$1,133.38	\$1,179.04	\$1,248.84
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	30	30	20	14	22
Average List Price	\$3,379,800.00	\$4,496,363.33	\$4,123,600.00	\$2,737,142.86	\$3,857,045.45
Average List \$ / SqFt	\$907.70	\$1,009.90	\$1,058.50	\$1,090.94	\$1,093.14
Average Days to Offer	94	141	98	58	119
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	14	11	8	3	13
Average Original List Price	\$3,063,214.29	\$4,484,363.64	\$3,955,500.00	\$2,531,333.33	\$3,851,846.08
Average Original List \$ / SqFt	\$876.40	\$1,071.08	\$1,233.74	\$1,038.64	\$1,206.55
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	27	29	21	15	17
Average Days on Market	105	158	139	146	139
Average Days to Offer	90	129	105	85	113
Average Sale Price	\$3,053,770.37	\$3,915,482.76	\$3,688,130.95	\$3,128,113.33	\$3,969,058.82
Average Sale \$ / SqFt	\$871.41	\$923.92	\$955.46	\$1,064.17	\$1,095.48
Average List Price	\$3,219,222.22	\$4,194,517.24	\$3,908,900.00	\$3,329,933.33	\$4,189,235.29
Average List \$ / SqFt	\$917.40	\$980.41	\$1,018.68	\$1,125.45	\$1,146.68
Average Original List Price	\$3,328,111.11	\$3,979,034.48	\$4,022,000.00	\$3,367,933.33	\$4,566,588.18
Average Original List \$ / SqFt	\$943.02	\$957.49	\$1,049.46	\$1,137.95	\$1,234.67
Average Sale Price as % of List Price	94.91%	94.64%	93.90%	94.69%	95.89%
Average Sale Price as % of Original List Price	92.73%	117.50%	91.08%	93.57%	90.35%
Average Sale Price as % of Assessed Price	3,970.67%	N/A	N/A	125.75%	N/A
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
12-Month Activity as of December 15	2013	2014	2015	2016	2017
Units Listed	53	38	31	25	37
Units Price Changed	14	11	8	3	13
Units Went Pending	31	31	21	16	22
Units Sold	27	30	21	15	18

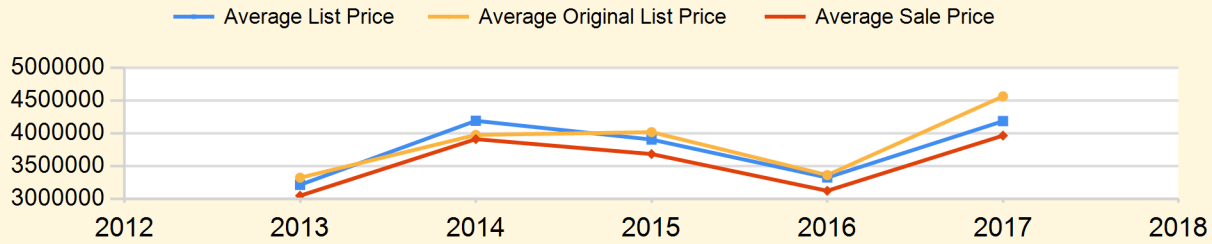
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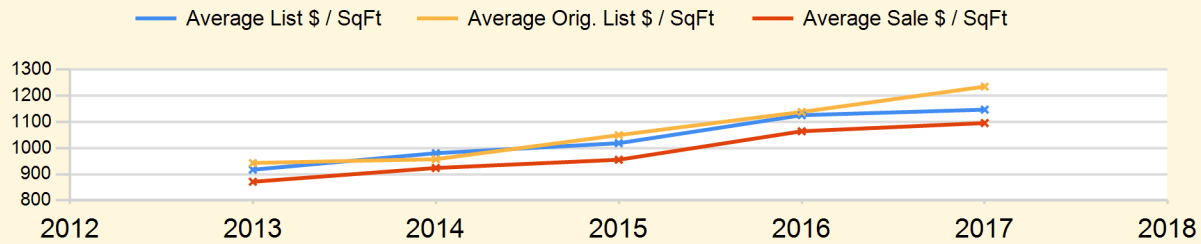
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$3,219,222.22	\$4,194,517.24	\$3,908,900.00	\$3,329,933.33	\$4,189,235.29
Original List Price	\$3,328,111.11	\$3,979,034.48	\$4,022,000.00	\$3,367,933.33	\$4,566,588.18
Sale Price	\$3,053,770.37	\$3,915,482.76	\$3,688,130.95	\$3,128,113.33	\$3,969,058.82

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$917.40	\$980.41	\$1,018.68	\$1,125.45	\$1,146.68
Orig. List \$ / SqFt	\$943.02	\$957.49	\$1,049.46	\$1,137.95	\$1,234.67
Sale \$ / SqFt	\$871.41	\$923.92	\$955.46	\$1,064.17	\$1,095.48

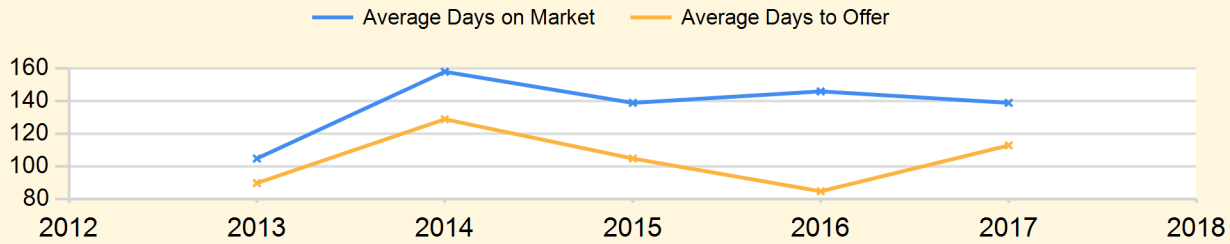
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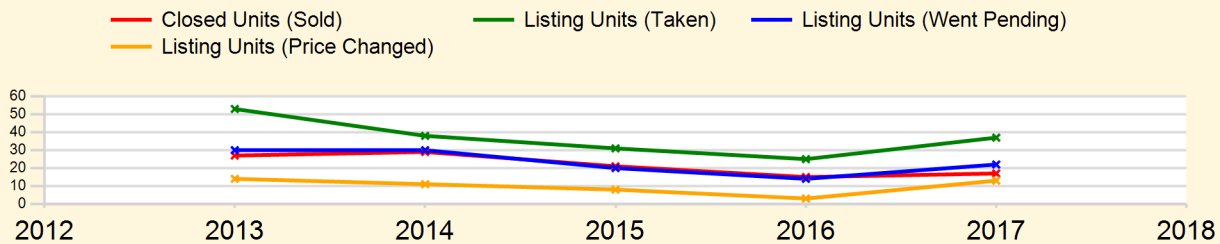
Single Family

Average Days to Offer (Sold Inventory - Year to Date)



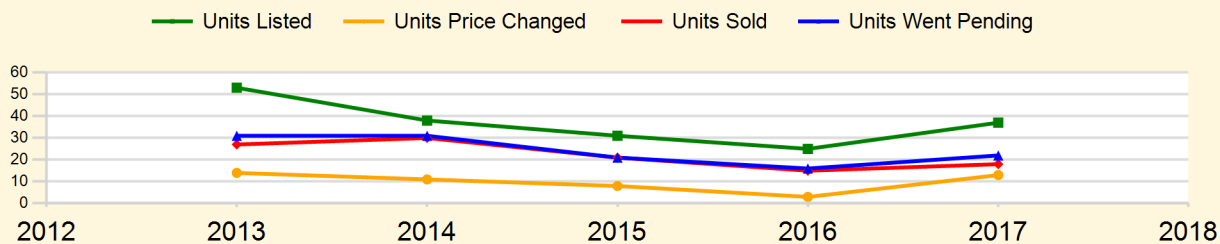
Solds / Year	2013	2014	2015	2016	2017
Days on Market	105	158	139	146	139
Days to Offer	90	129	105	85	113

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	27	29	21	15	17
Units Price Changed	14	11	8	3	13
Units Taken	53	38	31	25	37
Units Went Pending	30	30	20	14	22

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	53	38	31	25	37
Units Price Changed	14	11	8	3	13
Units Sold	27	30	21	15	18
Units Went Pending	31	31	21	16	22