

South Boston, 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	3	3	3	12	6
Average Days on Market	70	164	75	85	65
Average List Price	\$459,633.33	\$649,000.00	\$786,407.67	\$967,991.50	\$876,833.17
Average List \$ / SqFt	\$376.48	\$388.23	\$460.29	\$580.94	\$510.91
Approximate Absorption Rate	144.44%	163.89%	102.78%	38.19%	66.67%
Approximate Months Supply of Inventory	0.69	0.61	0.97	2.62	1.50
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	63	82	47	88	60
Average Original List Price	\$598,846.03	\$608,264.62	\$682,772.32	\$853,282.75	\$891,585.25
Average Original List \$ / SqFt	\$377.70	\$369.73	\$448.34	\$508.11	\$511.37
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	55	72	41	61	50
Average List Price	\$594,060.00	\$593,973.60	\$643,563.39	\$758,239.30	\$903,851.94
Average List \$ / SqFt	\$365.95	\$361.21	\$419.74	\$465.52	\$503.78
Average Days to Offer	19	27	46	24	33
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	14	27	17	26	14
Average Original List Price	\$598,778.57	\$610,948.15	\$688,852.94	\$929,376.77	\$888,608.29
Average Original List \$ / SqFt	\$403.14	\$372.46	\$449.37	\$573.78	\$548.90
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	50	56	35	50	44
Average Days on Market	28	47	62	35	56
Average Days to Offer	20	22	40	23	34
Average Sale Price	\$564,232.00	\$582,949.11	\$633,737.14	\$748,692.30	\$916,482.95
Average Sale \$ / SqFt	\$357.25	\$350.61	\$417.77	\$460.33	\$501.83
Average List Price	\$565,783.00	\$591,182.13	\$640,391.40	\$751,925.94	\$925,306.77
Average List \$ / SqFt	\$358.50	\$355.15	\$424.61	\$462.70	\$508.32
Average Original List Price	\$581,590.00	\$601,842.84	\$662,328.54	\$766,321.74	\$946,874.93
Average Original List \$ / SqFt	\$365.59	\$361.29	\$439.74	\$471.52	\$519.52
Average Sale Price as % of List Price	99.71%	98.75%	98.75%	99.80%	98.62%
Average Sale Price as % of Original List Price	98.16%	97.22%	95.59%	100.13%	96.65%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	0	0	0	1	0
Sold Units - Lender-Owned	0	2	0	0	0
12-Month Activity as of December 15	2013	2014	2015	2016	2017
Units Listed	63	82	47	89	60
Units Price Changed	14	27	17	26	14
Units Went Pending	56	72	42	61	51
Units Sold	52	59	37	55	48

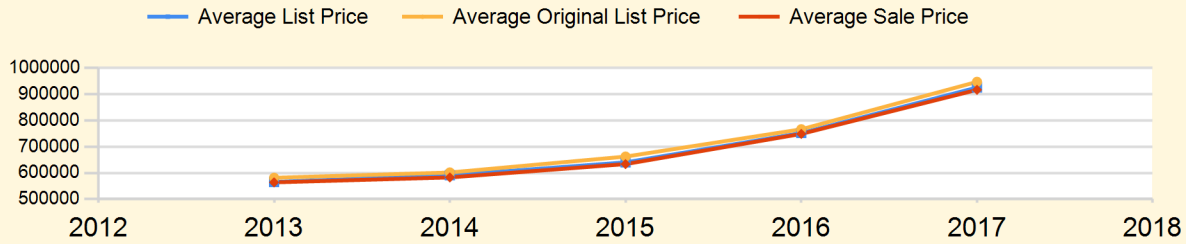
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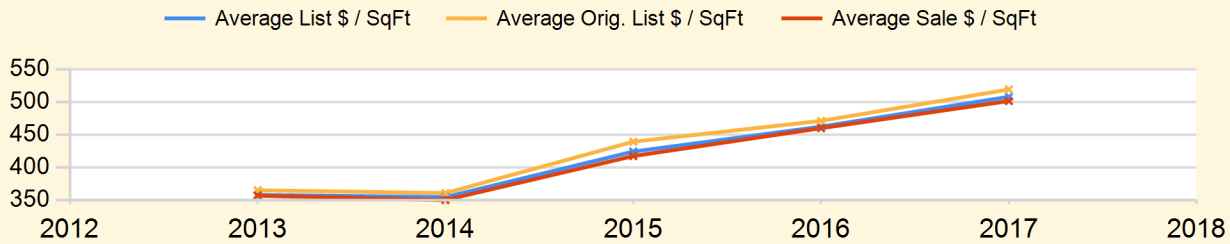
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$565,783.00	\$591,182.13	\$640,391.40	\$751,925.94	\$925,306.77
Original List Price	\$581,590.00	\$601,842.84	\$662,328.54	\$766,321.74	\$946,874.93
Sale Price	\$564,232.00	\$582,949.11	\$633,737.14	\$748,692.30	\$916,482.95

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$358.50	\$355.15	\$424.61	\$462.70	\$508.32
Orig. List \$ / SqFt	\$365.59	\$361.29	\$439.74	\$471.52	\$519.52
Sale \$ / SqFt	\$357.25	\$350.61	\$417.77	\$460.33	\$501.83

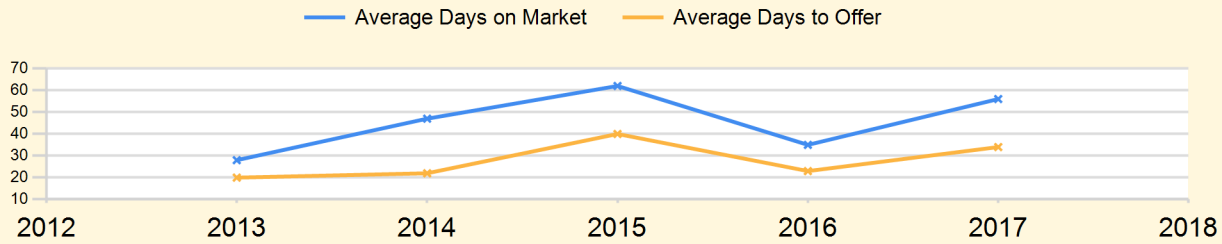
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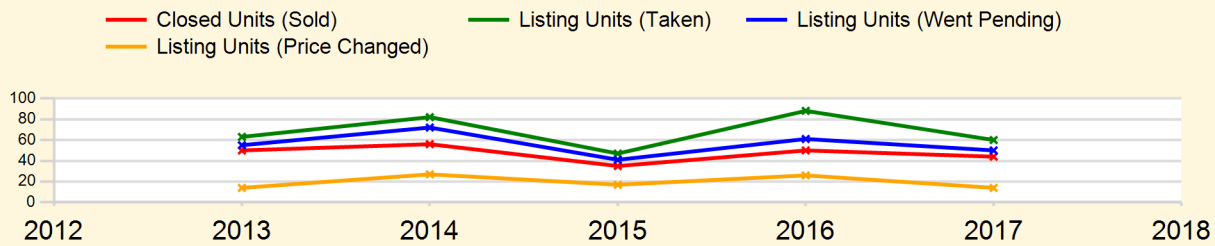
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Average Days to Offer (Sold Inventory - Year to Date)



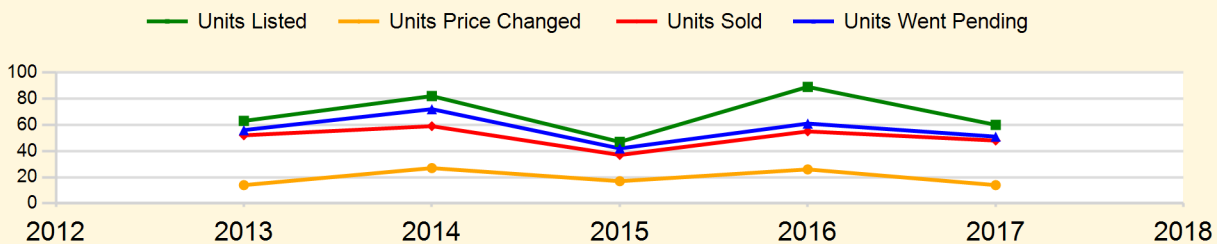
Solds / Year	2013	2014	2015	2016	2017
Days on Market	28	47	62	35	56
Days to Offer	20	22	40	23	34

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	50	56	35	50	44
Units Price Changed	14	27	17	26	14
Units Taken	63	82	47	88	60
Units Went Pending	55	72	41	61	50

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	63	82	47	89	60
Units Price Changed	14	27	17	26	14
Units Sold	52	59	37	55	48
Units Went Pending	56	72	42	61	51