

South End, 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	7	3	10	8	7
Average Days on Market	126	69	141	122	115
Average List Price	\$3,261,428.57	\$3,583,333.33	\$3,048,800.00	\$3,705,499.88	\$3,410,714.29
Average List \$ / SqFt	\$837.49	\$946.53	\$979.59	\$1,011.66	\$1,005.53
Approximate Absorption Rate	47.62%	69.44%	20.83%	35.42%	34.52%
Approximate Months Supply of Inventory	2.10	1.44	4.80	2.82	2.90
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	46	26	51	43	43
Average Original List Price	\$2,338,000.00	\$2,558,807.31	\$3,054,468.63	\$2,930,092.98	\$2,678,020.93
Average Original List \$ / SqFt	\$759.93	\$829.74	\$992.33	\$959.78	\$924.71
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	36	26	31	33	32
Average List Price	\$2,158,388.89	\$2,642,076.92	\$2,765,290.32	\$2,648,969.70	\$2,677,621.84
Average List \$ / SqFt	\$767.87	\$806.70	\$928.11	\$933.51	\$884.57
Average Days to Offer	26	66	26	65	70
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	3	5	19	11	12
Average Original List Price	\$2,450,000.00	\$2,388,000.00	\$3,123,626.32	\$3,338,545.36	\$2,680,000.00
Average Original List \$ / SqFt	\$840.42	\$882.43	\$1,047.64	\$986.03	\$1,004.46
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	36	22	23	29	28
Average Days on Market	50	83	35	86	106
Average Days to Offer	31	57	24	61	84
Average Sale Price	\$2,059,720.22	\$2,520,136.36	\$2,558,000.00	\$2,572,314.66	\$2,736,991.07
Average Sale \$ / SqFt	\$740.81	\$766.85	\$911.28	\$897.10	\$874.36
Average List Price	\$2,131,305.56	\$2,612,272.73	\$2,578,217.39	\$2,684,034.48	\$2,824,785.68
Average List \$ / SqFt	\$764.66	\$791.37	\$919.34	\$929.32	\$899.93
Average Original List Price	\$2,150,638.89	\$2,642,500.00	\$2,616,086.96	\$2,790,862.07	\$2,893,785.68
Average Original List \$ / SqFt	\$771.62	\$800.59	\$931.50	\$961.55	\$923.40
Average Sale Price as % of List Price	97.03%	97.05%	100.21%	96.70%	97.39%
Average Sale Price as % of Original List Price	96.27%	95.99%	99.23%	93.84%	95.38%
Average Sale Price as % of Assessed Price	N/A	153.97%	N/A	N/A	1,152.74%
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	47	26	52	43	43
Units Price Changed	3	5	19	11	12
Units Went Pending	37	26	31	33	34
Units Sold	40	25	25	34	29

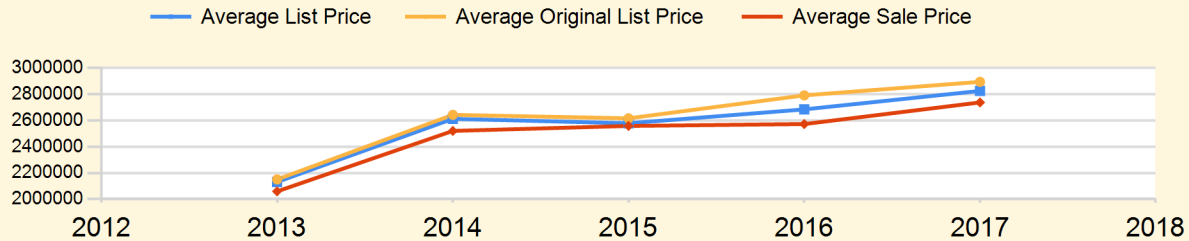
South End, MA Area Market Review

2013 - 2017 As of December 15, 2017

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

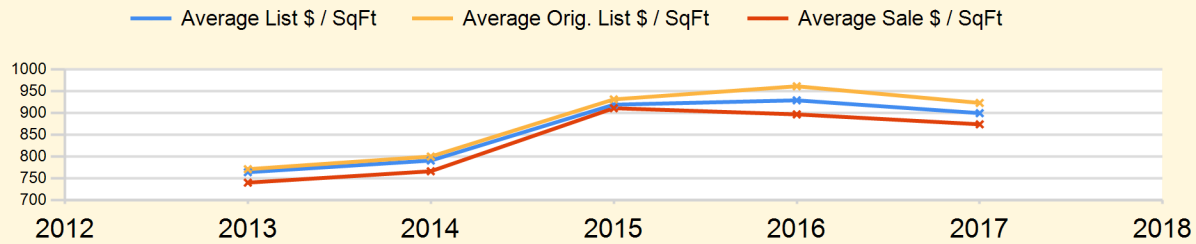
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$2,131,305.56	\$2,612,272.73	\$2,578,217.39	\$2,684,034.48	\$2,824,785.68
Original List Price	\$2,150,638.89	\$2,642,500.00	\$2,616,086.96	\$2,790,862.07	\$2,893,785.68
Sale Price	\$2,059,720.22	\$2,520,136.36	\$2,558,000.00	\$2,572,314.66	\$2,736,991.07

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$764.66	\$791.37	\$919.34	\$929.32	\$899.93
Orig. List \$ / SqFt	\$771.62	\$800.59	\$931.50	\$961.55	\$923.40
Sale \$ / SqFt	\$740.81	\$766.85	\$911.28	\$897.10	\$874.36

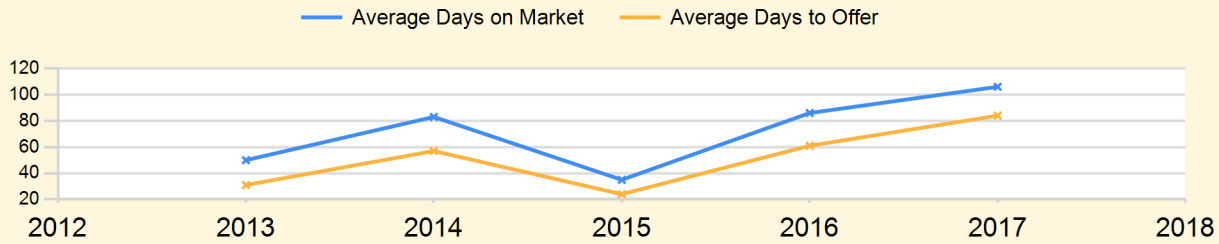
South End, MA Area Market Review

2013 - 2017 As of December 15, 2017

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

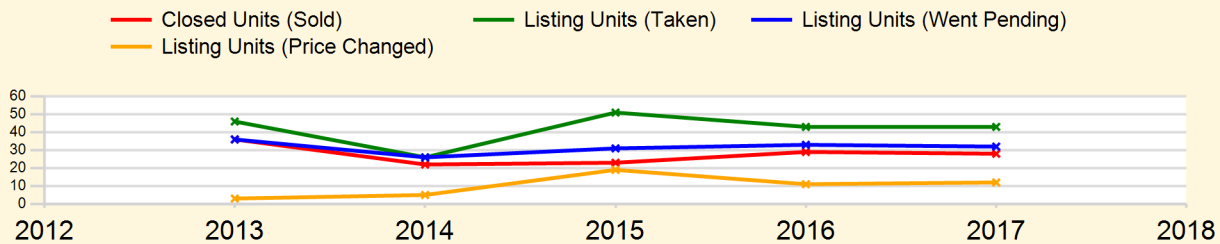
Single Family

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



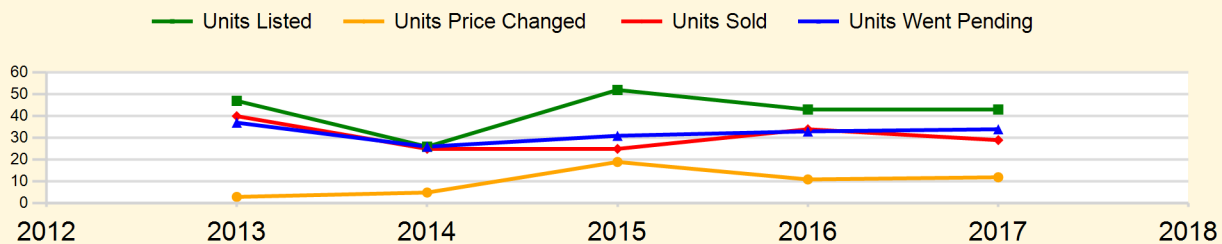
Solds / Year	2013	2014	2015	2016	2017
Days on Market	50	83	35	86	106
Days to Offer	31	57	24	61	84

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	36	22	23	29	28
Units Price Changed	3	5	19	11	12
Units Taken	46	26	51	43	43
Units Went Pending	36	26	31	33	32

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	47	26	52	43	43
Units Price Changed	3	5	19	11	12
Units Sold	40	25	25	34	29
Units Went Pending	37	26	31	33	34