



3Q-2017

Metro Boston | Survey of Residential Sales

-Back Bay, Beacon Hill, Fenway, Midtown, North End, Seaport, South End, Waterfront, West End-

3Q Boston Condo Market at a Glance

PRICES	Δ(YR)	Δ(QTR)
Avg. Sales Price	17%	3%
Med. Sales Price	17%	1%
Avg. Price / Sq.Ft.	8%	1%

SALES	3Q	Δ(YR)
Closed Sales	543	44%
Days on Market	53	15%

Condo Price/Sq.Ft. by Neighborhood

	\$/SF	Δ(QTR)
Back Bay	\$1,197	+1.0%
Beacon Hill	\$1,161	+0.9%
Fenway	\$724	-7.9%
Midtown	\$1,210	-0.1%
North End	\$884	-4.0%
Seaport	\$930	+5.2%
South End	\$991	+1.4%
Waterfront	\$937	-2.6%
West End	\$925	+36%

Source: LINK; may include affordable units

Metro Boston - Condos	3Q-2017	2Q-2017	3Q-2016
Avg. Sale Price	\$1,281,369	\$1,317,718	\$1,536,752
Median Sale Price	\$880,000	\$875,000	\$1,057,000
Avg. Price per Sq.Ft.	\$1,057	\$1,049	\$1,145
Number of Sales	543	585	972
Days on Market	53	45	46

Source: LINK/MLS; excludes units believed to be affordable

A Look at the 3rd Quarter...

Boston's downtown condominium market remains steady as third quarter prices hold within 1-3% of the previous quarter.

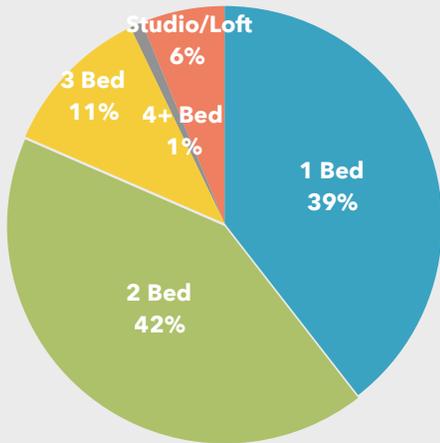
Three core neighborhoods with less than 1% change in price per square foot — Back Bay, Midtown and Beacon Hill — continue to average above \$1,100/SF, maintaining their positions as the overall most-expensive neighborhoods in the city. The South End will likely be next to surpass the \$1,000/SF threshold, currently averaging in the \$990s. The Waterfront and Seaport District also average in the \$900/SF range, followed by the North End in the upper \$800s. In Fenway, the closings of Mosaic's affordable units have brought the neighborhood's overall average down nearly 8% to \$724/SF, however, excluding these sales, this figure is closer to \$850/SF. West End saw the most growth this quarter as a result of Forecaster 121 closings, 22 of which have sold for an average of \$1,072/SF.

A review of year-over-year data actually shows noticeable declines in average and median prices, including a reduction in Metro Boston's overall average price per square foot of approximately 8%. These declines are due to a market correction from the spike of Millennium Tower's initial closings, which had pushed the average price per square foot in Metro Boston up nearly 30% between 2015's and 2016's third quarters. Excluding just Millennium Tower closings from the data, prices between this year's and last year's third quarters are up nearly 5% per square foot, and average sale prices are steady with a slight increase of 1%.

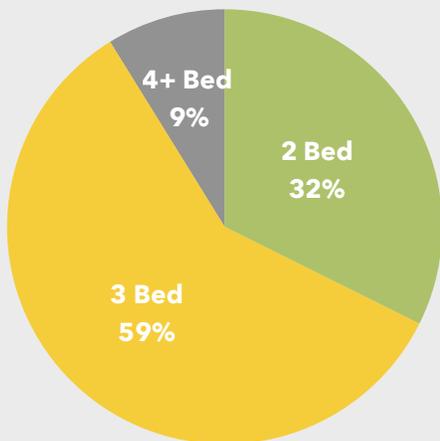
\$2M and Under...

Bidding wars remain common in the sub-\$2M price point. In fact, 41% of MLS-listed properties sold in this range this quarter have gone for over-asking (and 17% have gone for asking). For all sub-\$2M closings in the neighborhoods considered here, sale prices averaged 101% of list prices.

All Sales by Bed Type (3Q 2017)



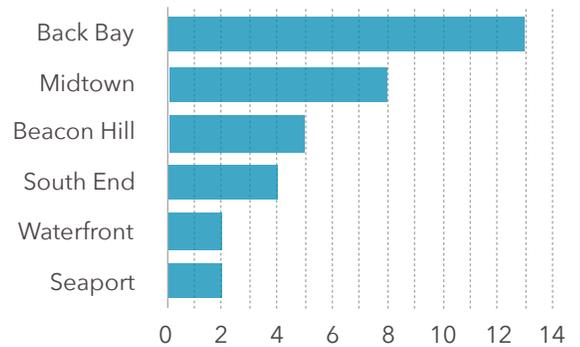
\$3M+ Sales by Bed Type (3Q 2017)



Luxury Market (\$3M+)...

The luxury market (considered here as \$3M-plus) is not moving as quickly as the lower price points. One factor in particular affecting the luxury market is that a large segment of would-be buyers have opted instead to purchase at under-construction and newly-completed luxury buildings, including Campion's Exclusive One Dalton, as well as Twenty Two and Fifty Liberty, and Millennium Tower. Boston does continue to grow in appeal, and there is an increase in the overall demand for housing downtown, but market depth at the top price points remains limited.

\$3M+ Sales by Neighborhood (3Q 2017)

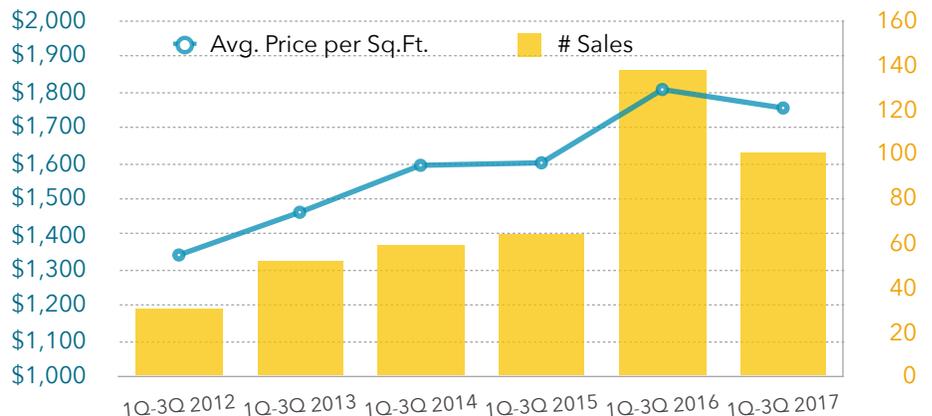


Comparing Metro Boston's \$3M+ sold data from the first through third quarters since

2012, there has been an overall increase of 31% in price per square foot, with sales now averaging \$1,755/SF (see chart below). Comparing just this year with last year, however, there has been a 3% decrease in average price per square foot and a 27% reduction in the number of sales - again reflecting the the market correcting from Millennium Tower's delivery. Large full-service developments and and newly renovated brownstone condos will continue to drive luxury market growth, though perhaps not at the rates of recent years.

On Average, \$3M+ properties traded for 95% of list price during this year's third quarter and took approximately three times as long to sell as the sub-\$2M properties.

Luxury Condo Overview (\$3M+) - Metro Boston (1Q-3Q)



prepared by

Campion and Company

172 Newbury Street
Boston, MA 02116
617.236.0711
www.campionre.com

FOR MORE INFORMATION OR ELECTRONIC COPIES OF THIS REPORT VISIT CAMPIONRE.COM.

EMAIL EDUBUQUE@CAMPIONRE.COM WITH ANY QUESTIONS.