

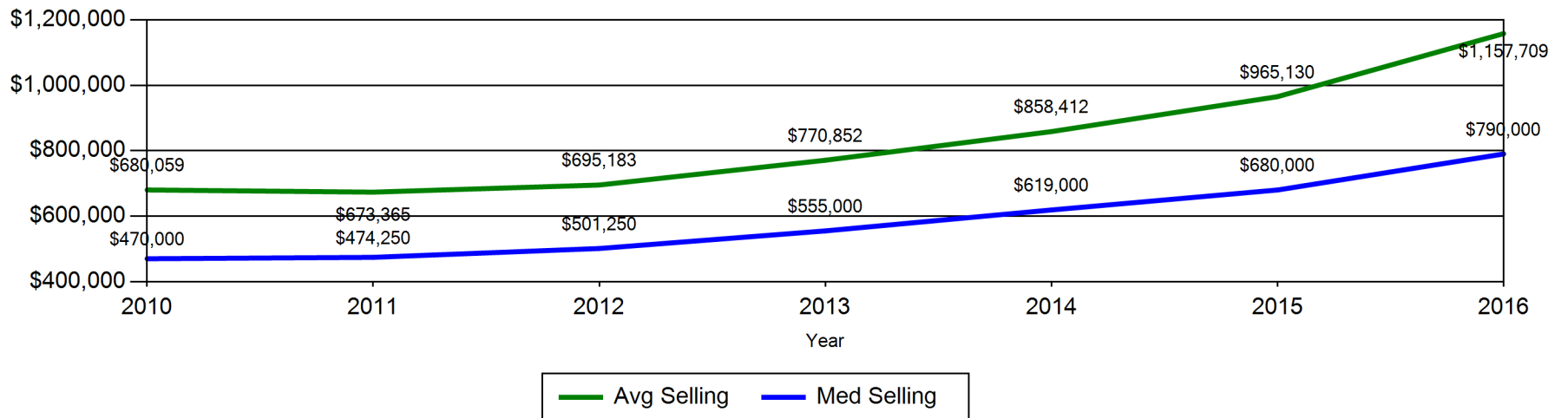
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Citywide

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	2567	3.55 %	\$680,059	13.53 %	\$470,000	5.62 %	\$575.29	3.41 %	\$546.80	3.45 %	101
2011	2579	0.47 %	\$673,365	-0.98 %	\$474,250	0.90 %	\$582.23	1.21 %	\$545.44	-0.25 %	96
2012	3324	28.89 %	\$695,183	3.24 %	\$501,250	5.69 %	\$602.65	3.51 %	\$565.60	3.70 %	79
2013	3575	7.55 %	\$770,852	10.88 %	\$555,000	10.72 %	\$672.04	11.51 %	\$632.79	11.88 %	46
2014	3147	-11.97 %	\$858,412	11.36 %	\$619,000	11.53 %	\$726.71	8.13 %	\$680.69	7.57 %	44
2015	3211	2.03 %	\$965,130	12.43 %	\$680,000	9.85 %	\$808.90	11.31 %	\$747.96	9.88 %	44
2016	3441	7.16 %	\$1,157,709	19.95 %	\$790,000	16.18 %	\$925.12	14.37 %	\$861.86	15.23 %	33

Average and Median Selling Prices



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2016 Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
Back Bay	468	6.61 %	\$1,638,464	3.98 %	\$1,000,000	-6.37 %	\$1,125.40	1.26 %	\$1,045.13	2.34 %	66
Beacon Hill	157	-18.65 %	\$951,203	18.37 %	\$729,000	14.08 %	\$976.82	5.39 %	\$993.81	8.02 %	45
Charlestown	355	-3.79 %	\$724,784	13.40 %	\$625,000	5.93 %	\$649.33	6.39 %	\$650.88	6.42 %	38
Fenway	163	33.61 %	\$542,494	9.03 %	\$517,590	12.15 %	\$827.03	19.51 %	\$863.36	22.24 %	40
Midtown	597	229.83 %	\$1,977,671	47.13 %	\$1,615,000	76.50 %	\$1,315.85	41.41 %	\$1,259.40	39.93 %	11
North End	101	1.00 %	\$629,482	6.52 %	\$565,000	7.94 %	\$828.93	10.18 %	\$828.03	11.86 %	41
Seaport	160	-13.04 %	\$1,409,888	-23.12 %	\$930,000	-25.66 %	\$1,027.16	-7.27 %	\$890.92	-9.08 %	21
South Boston	660	-9.09 %	\$647,917	11.33 %	\$624,000	13.84 %	\$599.26	9.04 %	\$597.80	9.12 %	38
South End	585	-16.43 %	\$1,061,213	8.24 %	\$849,000	6.13 %	\$917.10	5.33 %	\$919.98	4.74 %	30
Waterfront	155	0.65 %	\$1,174,242	-1.76 %	\$848,000	-4.56 %	\$942.58	4.27 %	\$855.24	4.09 %	60
West End	40	-6.98 %	\$538,526	0.86 %	\$533,188	6.64 %	\$653.93	10.09 %	\$667.19	14.00 %	30

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Citywide

Sales Comparison by Number of Bedrooms 2016

Beds	Year	Sales	%+	Avg Selling	%+	Med Selling	%+	Avg PSF	%+	Med PSF	%+	Avg DOM
Studio	2014	73	-21.51 %	\$326,860	-3.63 %	\$315,000	-0.59 %	\$773.66	5.53 %	\$755.38	8.40 %	47
	2015	116	58.90 %	\$439,496	34.46 %	\$421,000	33.65 %	\$952.47	23.11 %	\$957.81	26.80 %	27
	2016	124	6.90 %	\$454,170	3.34 %	\$450,000	6.89 %	\$963.54	1.16 %	\$997.16	4.11 %	20
One Bed	2014	1038	-16.83 %	\$524,687	9.20 %	\$485,000	8.87 %	\$711.19	7.65 %	\$688.70	6.39 %	34
	2015	1045	0.67 %	\$592,966	13.01 %	\$530,000	9.28 %	\$786.58	10.60 %	\$768.60	11.60 %	36
	2016	1101	5.36 %	\$666,767	12.45 %	\$599,000	13.02 %	\$894.06	13.66 %	\$885.71	15.24 %	23
Two Beds	2014	1550	-8.39 %	\$850,063	8.13 %	\$685,000	8.73 %	\$707.88	7.87 %	\$650.31	8.18 %	44
	2015	1630	5.16 %	\$1,008,998	18.70 %	\$756,250	10.40 %	\$791.30	11.78 %	\$704.98	8.41 %	44
	2016	1709	4.85 %	\$1,150,829	14.06 %	\$875,000	15.70 %	\$906.99	14.62 %	\$821.30	16.50 %	33
Three Plus Beds	2014	451	-2.17 %	\$1,743,791	7.36 %	\$1,325,000	6.00 %	\$820.35	9.25 %	\$778.60	9.52 %	61
	2015	405	-10.20 %	\$1,914,689	9.80 %	\$1,465,000	10.57 %	\$899.26	9.62 %	\$807.66	3.73 %	60
	2016	490	20.99 %	\$2,378,380	24.22 %	\$1,805,000	23.21 %	\$1,049.27	16.68 %	\$941.15	16.53 %	55

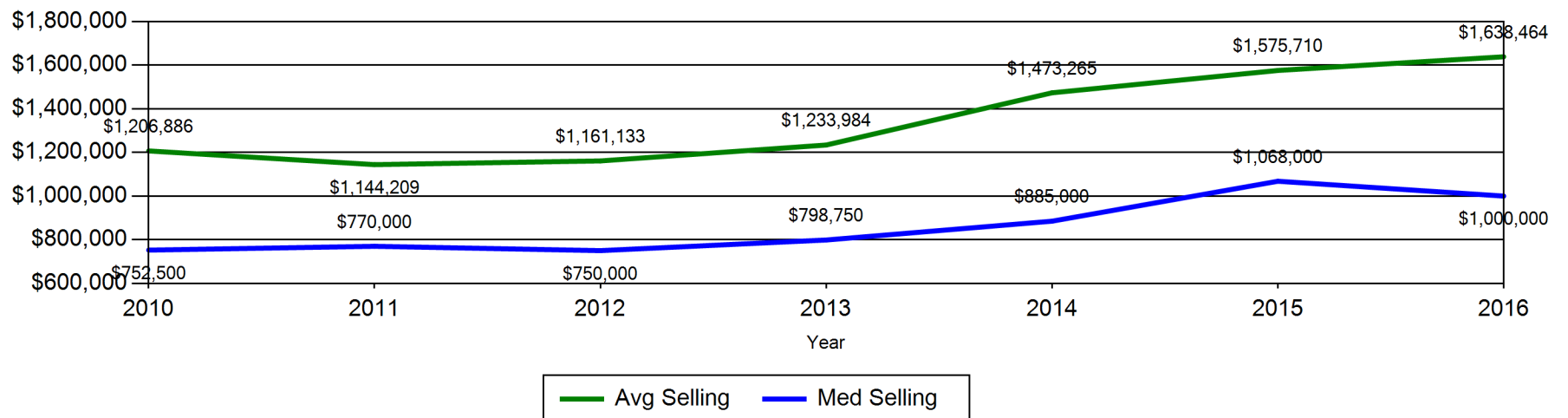
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Back Bay

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	462	21.58 %	\$1,206,886	23.11 %	\$752,500	17.12 %	\$788.69	3.27 %	\$717.43	3.02%	121
2011	448	-3.03 %	\$1,144,209	-5.19 %	\$770,000	2.33 %	\$786.84	-0.23 %	\$719.89	0.34%	123
2012	575	28.35 %	\$1,161,133	1.48 %	\$750,000	-2.60 %	\$808.23	2.72 %	\$754.30	4.78%	98
2013	514	-10.61 %	\$1,233,984	6.27 %	\$798,750	6.50 %	\$898.52	11.17 %	\$836.10	10.85%	62
2014	442	-14.01 %	\$1,473,265	19.39 %	\$885,000	10.80 %	\$993.17	10.53 %	\$910.45	8.89%	56
2015	439	-0.68 %	\$1,575,710	6.95 %	\$1,068,000	20.68 %	\$1,111.45	11.91 %	\$1,021.28	12.17%	52
2016	468	6.61 %	\$1,638,464	3.98 %	\$1,000,000	-6.37 %	\$1,125.40	1.26 %	\$1,045.13	2.34%	66

Average and Median Selling Prices



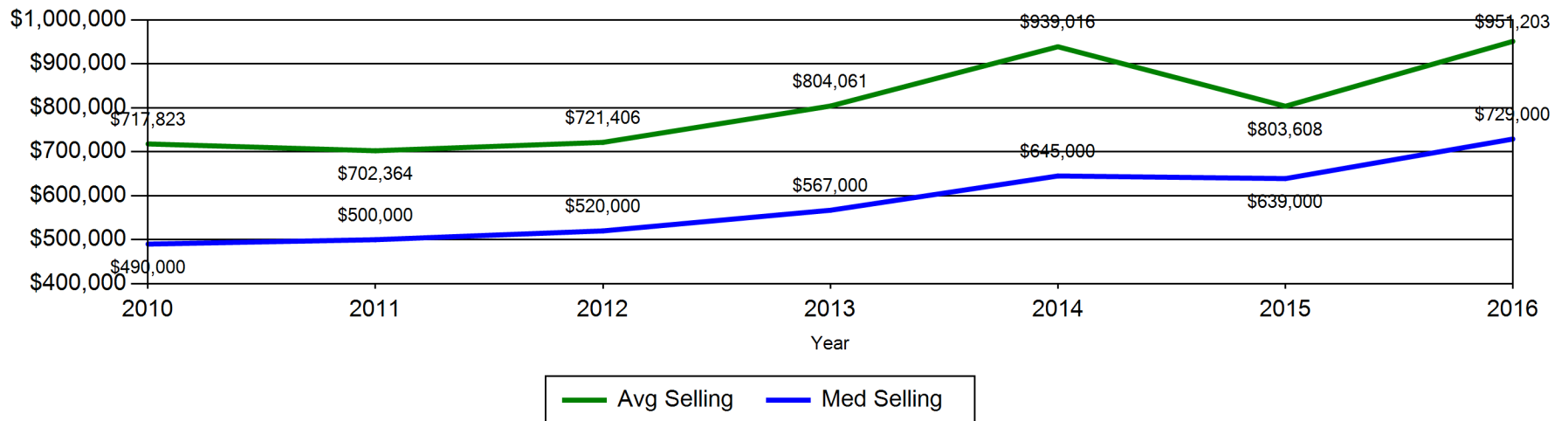
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Beacon Hill

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	162	-7.43 %	\$717,823	3.49 %	\$490,000	-3.92 %	\$709.61	-0.19 %	\$693.03	-1.25%	105
2011	183	12.96 %	\$702,364	-2.15 %	\$500,000	2.04 %	\$700.56	-1.27 %	\$676.88	-2.33%	93
2012	219	19.67 %	\$721,406	2.71 %	\$520,000	4.00 %	\$730.32	4.25 %	\$722.49	6.74%	77
2013	170	-22.37 %	\$804,061	11.46 %	\$567,000	9.04 %	\$801.87	9.80 %	\$795.14	10.06%	44
2014	175	2.94 %	\$939,016	16.78 %	\$645,000	13.76 %	\$889.93	10.98 %	\$872.26	9.70%	47
2015	193	10.29 %	\$803,608	-14.42 %	\$639,000	-0.93 %	\$926.85	4.15 %	\$920.00	5.47%	32
2016	157	-18.65 %	\$951,203	18.37 %	\$729,000	14.08 %	\$976.82	5.39 %	\$993.81	8.02%	45

Average and Median Selling Prices



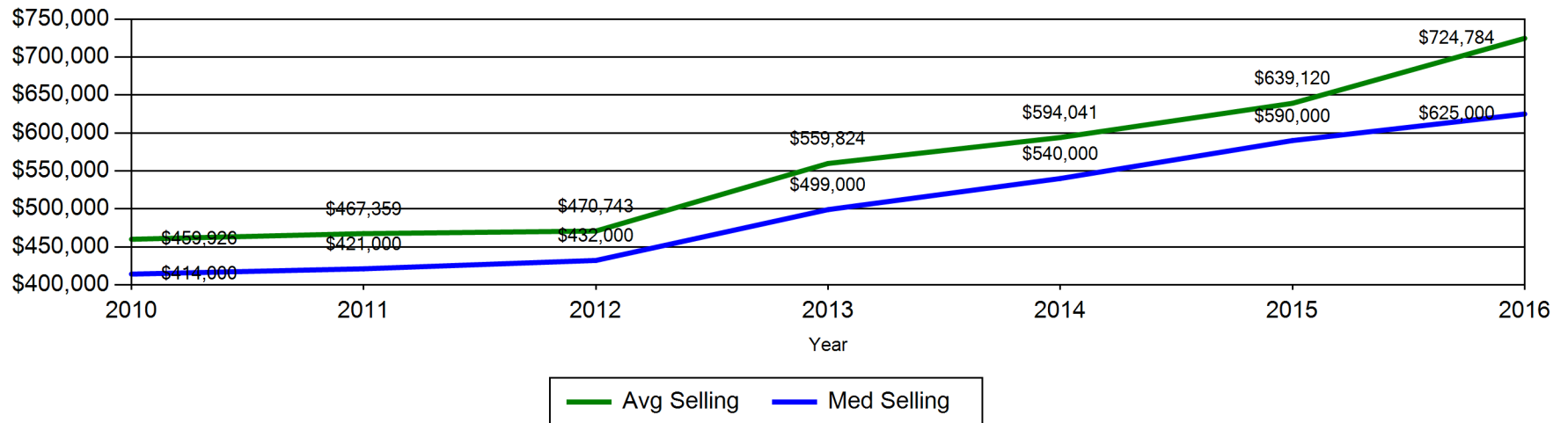
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Charlestown

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	244	-2.40 %	\$459,926	2.82 %	\$414,000	0.42 %	\$433.24	-0.36 %	\$435.85	0.81%	95
2011	255	4.51 %	\$467,359	1.62 %	\$421,000	1.69 %	\$439.21	1.38 %	\$451.28	3.54%	87
2012	363	42.35 %	\$470,743	0.72 %	\$432,000	2.61 %	\$447.53	1.89 %	\$452.10	0.18%	75
2013	450	23.97 %	\$559,824	18.92 %	\$499,000	15.51 %	\$513.91	14.83 %	\$513.84	13.65%	41
2014	309	-31.33 %	\$594,041	6.11 %	\$540,000	8.22 %	\$562.77	9.51 %	\$557.89	8.57%	38
2015	369	19.42 %	\$639,120	7.59 %	\$590,000	9.26 %	\$610.34	8.45 %	\$611.63	9.63%	35
2016	355	-3.79 %	\$724,784	13.40 %	\$625,000	5.93 %	\$649.33	6.39 %	\$650.88	6.42%	38

Average and Median Selling Prices



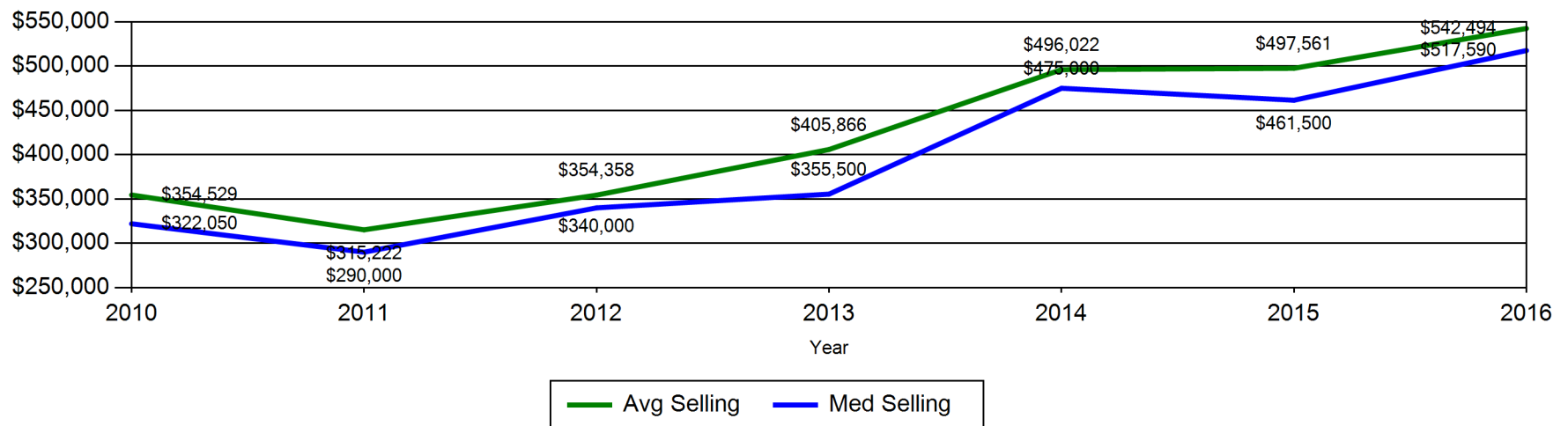
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Fenway

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	155	8.39 %	\$354,529	3.78 %	\$322,050	-0.29 %	\$505.29	-0.03 %	\$504.44	-3.20%	63
2011	148	-4.52 %	\$315,222	-11.09 %	\$290,000	-9.95 %	\$481.55	-4.70 %	\$494.96	-1.88%	60
2012	187	26.35 %	\$354,358	12.42 %	\$340,000	17.24 %	\$521.21	8.24 %	\$533.17	7.72%	60
2013	191	2.14 %	\$405,866	14.54 %	\$355,500	4.56 %	\$593.29	13.83 %	\$606.25	13.71%	22
2014	200	4.71 %	\$496,022	22.21 %	\$475,000	33.61 %	\$630.18	6.22 %	\$644.61	6.33%	10
2015	122	-39.00 %	\$497,561	0.31 %	\$461,500	-2.84 %	\$692.00	9.81 %	\$706.30	9.57%	26
2016	163	33.61 %	\$542,494	9.03 %	\$517,590	12.15 %	\$827.03	19.51 %	\$863.36	22.24%	40

Average and Median Selling Prices



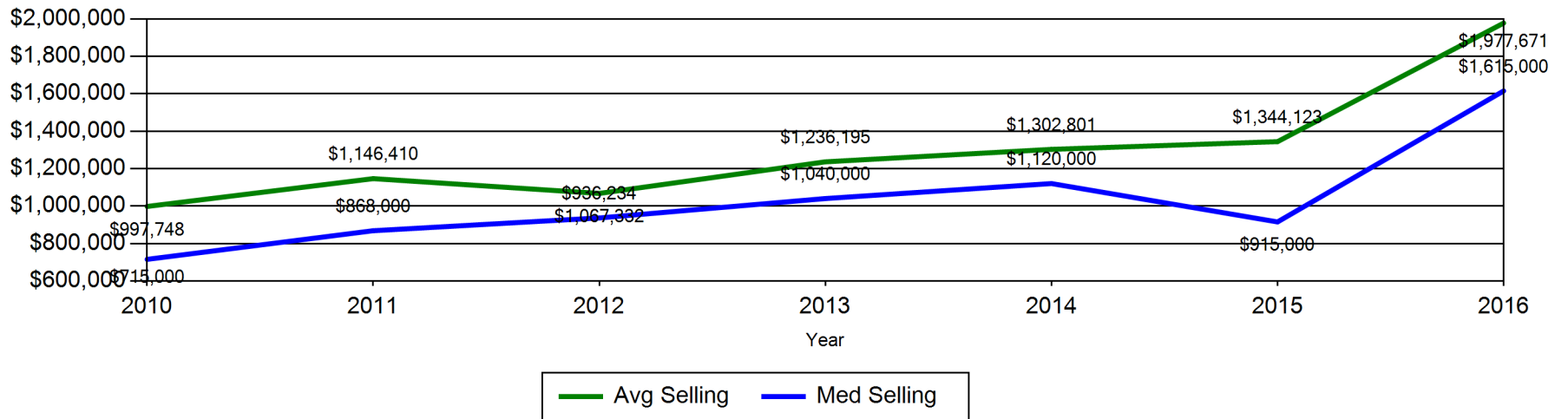
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Midtown

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	86	16.22 %	\$997,748	10.86 %	\$715,000	7.92 %	\$741.36	-3.05 %	\$696.40	-7.26%	114
2011	114	32.56 %	\$1,146,410	14.90 %	\$868,000	21.40 %	\$832.44	12.29 %	\$814.29	16.93%	107
2012	147	28.95 %	\$1,067,332	-6.90 %	\$936,234	7.86 %	\$845.47	1.56 %	\$865.38	6.28%	110
2013	329	123.81 %	\$1,236,195	15.82 %	\$1,040,000	11.08 %	\$903.60	6.88 %	\$879.57	1.64%	54
2014	274	-16.72 %	\$1,302,801	5.39 %	\$1,120,000	7.69 %	\$919.71	1.78 %	\$936.48	6.47%	41
2015	181	-33.94 %	\$1,344,123	3.17 %	\$915,000	-18.30 %	\$930.49	1.17 %	\$900.00	-3.90%	73
2016	597	229.83 %	\$1,977,671	47.13 %	\$1,615,000	76.50 %	\$1,315.85	41.41 %	\$1,259.40	39.93%	11

Average and Median Selling Prices



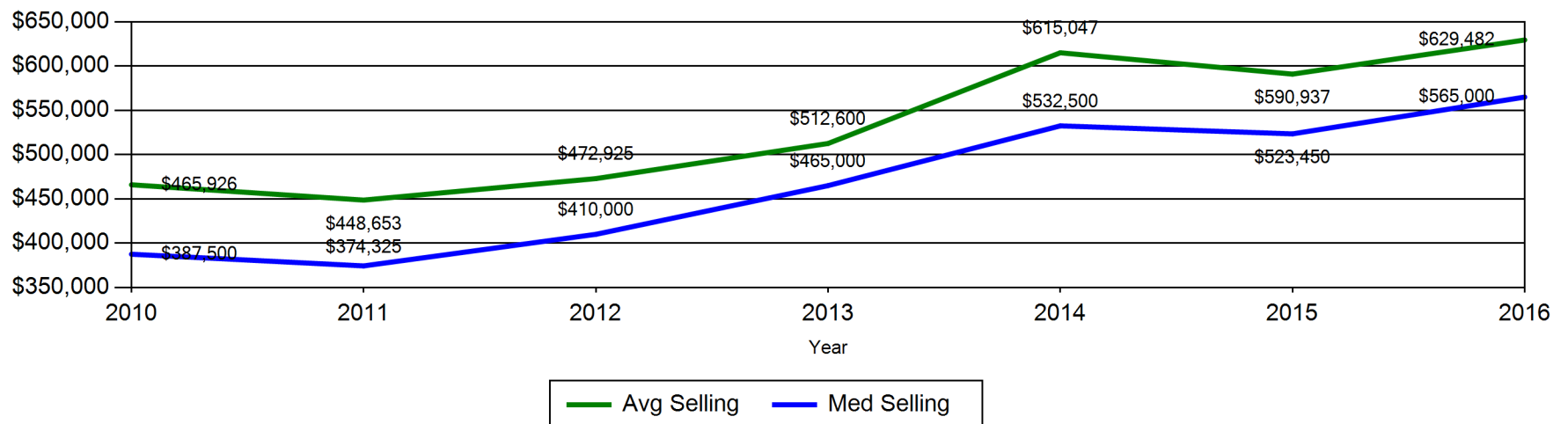
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North End

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	74	-5.13 %	\$465,926	-2.80 %	\$387,500	-6.63 %	\$577.62	0.71 %	\$575.01	-1.97%	85
2011	70	-5.41 %	\$448,653	-3.71 %	\$374,325	-3.40 %	\$555.98	-3.75 %	\$523.01	-9.04%	120
2012	99	41.43 %	\$472,925	5.41 %	\$410,000	9.53 %	\$615.22	10.65 %	\$605.26	15.73%	62
2013	119	20.20 %	\$512,600	8.39 %	\$465,000	13.41 %	\$677.40	10.11 %	\$642.22	6.11%	55
2014	100	-15.97 %	\$615,047	19.99 %	\$532,500	14.52 %	\$739.10	9.11 %	\$735.00	14.45%	62
2015	100	0.00 %	\$590,937	-3.92 %	\$523,450	-1.70 %	\$752.37	1.80 %	\$740.25	0.71%	55
2016	101	1.00 %	\$629,482	6.52 %	\$565,000	7.94 %	\$828.93	10.18 %	\$828.03	11.86%	41

Average and Median Selling Prices



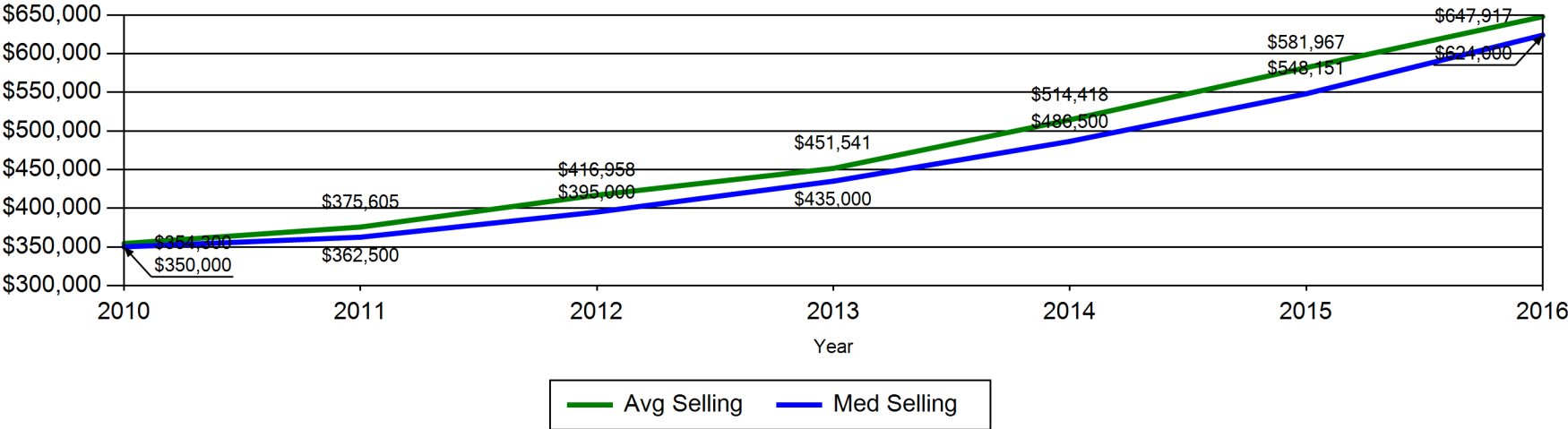
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South Boston

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	530	7.94 %	\$354,300	4.25 %	\$350,000	4.95 %	\$366.49	2.47 %	\$372.43	1.94%	82
2011	522	-1.51 %	\$375,605	6.01 %	\$362,500	3.57 %	\$371.81	1.45 %	\$372.28	-0.04%	93
2012	689	31.99 %	\$416,958	11.01 %	\$395,000	8.97 %	\$389.78	4.83 %	\$390.56	4.91%	75
2013	748	8.56 %	\$451,541	8.29 %	\$435,000	10.13 %	\$458.79	17.70 %	\$460.15	17.82%	38
2014	732	-2.14 %	\$514,418	13.92 %	\$486,500	11.84 %	\$500.97	9.19 %	\$500.00	8.66%	50
2015	726	-0.82 %	\$581,967	13.13 %	\$548,151	12.67 %	\$549.57	9.70 %	\$547.83	9.57%	37
2016	660	-9.09 %	\$647,917	11.33 %	\$624,000	13.84 %	\$599.26	9.04 %	\$597.80	9.12%	38

Average and Median Selling Prices



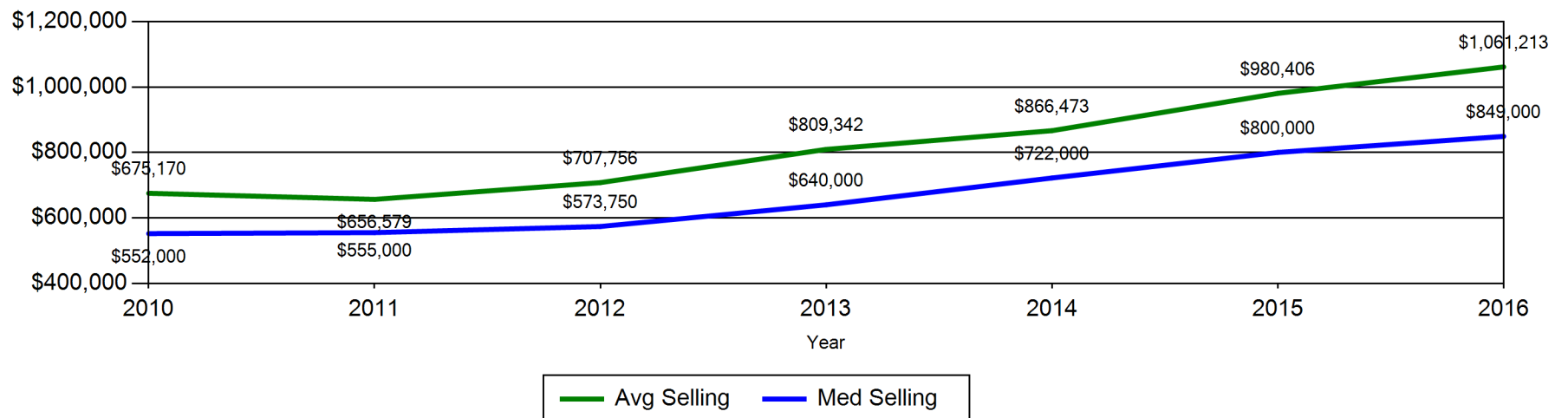
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South End

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	567	-5.34 %	\$675,170	5.15 %	\$552,000	3.76 %	\$608.47	3.54 %	\$609.21	2.35%	89
2011	559	-1.41 %	\$656,579	-2.75 %	\$555,000	0.54 %	\$606.83	-0.27 %	\$609.08	-0.02%	71
2012	646	15.56 %	\$707,756	7.79 %	\$573,750	3.38 %	\$629.71	3.77 %	\$626.06	2.79%	61
2013	705	9.13 %	\$809,342	14.35 %	\$640,000	11.55 %	\$707.64	12.38 %	\$709.94	13.40%	33
2014	632	-10.35 %	\$866,473	7.06 %	\$722,000	12.81 %	\$780.45	10.29 %	\$785.09	10.59%	34
2015	700	10.76 %	\$980,406	13.15 %	\$800,000	10.80 %	\$870.68	11.56 %	\$878.34	11.88%	38
2016	585	-16.43 %	\$1,061,213	8.24 %	\$849,000	6.13 %	\$917.10	5.33 %	\$919.98	4.74%	30

Average and Median Selling Prices



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Waterfront

Yearly Sales Summary 2016

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2010	129	24.04 %	\$1,030,427	21.35 %	\$705,000	10.16 %	\$669.26	3.59 %	\$579.82	-2.78%	143
2011	128	-0.78 %	\$967,381	-6.12 %	\$638,000	-9.50 %	\$648.38	-3.12 %	\$585.40	0.96%	128
2012	185	44.53 %	\$917,615	-5.14 %	\$725,000	13.64 %	\$692.83	6.86 %	\$629.72	7.57%	108
2013	171	-7.57 %	\$1,008,304	9.88 %	\$740,625	2.16 %	\$771.47	11.35 %	\$707.92	12.42%	77
2014	157	-8.19 %	\$1,111,163	10.20 %	\$819,500	10.65 %	\$815.10	5.66 %	\$729.17	3.00%	75
2015	154	-1.91 %	\$1,195,327	7.57 %	\$888,500	8.42 %	\$903.95	10.90 %	\$821.60	12.68%	69
2016	155	0.65 %	\$1,174,242	-1.76 %	\$848,000	-4.56 %	\$942.58	4.27 %	\$855.24	4.09%	60

Average and Median Selling Prices

