

# Back Bay, MA Area Market Review

2013 - 2017 As of December 15, 2017

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

## Single Family

<b>Listing Inventory on December 15</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units	5	3	5	4	1
Average Days on Market	209	351	149	333	974
Average List Price	\$7,448,000.00	\$7,600,000.00	\$8,399,000.00	\$4,735,000.00	\$5,500,000.00
Average List \$ / SqFt	\$1,022.92	\$1,036.69	\$1,067.94	\$984.73	\$886.10
Approximate Absorption Rate	11.67%	16.67%	15.00%	12.50%	75.00%
Approximate Months Supply of Inventory	8.57	6.00	6.67	8.00	1.33
<b>Listed (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Taken)	16	7	13	8	10
Average Original List Price	\$6,958,125.00	\$5,519,857.14	\$7,341,538.46	\$5,658,112.50	\$9,513,800.00
Average Original List \$ / SqFt	\$1,041.52	\$943.03	\$1,081.85	\$1,068.31	\$1,409.75
<b>Went Pending (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Went Pending)	9	5	8	6	10
Average List Price	\$8,238,333.33	\$5,987,800.00	\$7,223,750.00	\$5,295,816.67	\$7,177,800.00
Average List \$ / SqFt	\$1,109.20	\$921.75	\$1,114.72	\$995.25	\$1,225.54
Average Days to Offer	139	156	85	119	132
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Price Changed)	6	0	3	3	0
Average Original List Price	\$6,545,000.00	\$0.00	\$4,681,666.67	\$5,630,000.00	\$0.00
Average Original List \$ / SqFt	\$1,105.41	\$0.00	\$1,047.13	\$1,103.52	\$0.00
<b>Sold (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Closed Units (Sold)	7	6	9	6	8
Average Days on Market	270	333	98	132	160
Average Days to Offer	136	234	86	119	146
Average Sale Price	\$7,310,714.29	\$7,564,333.33	\$6,769,444.44	\$5,038,916.67	\$5,660,937.50
Average Sale \$ / SqFt	\$922.86	\$960.52	\$1,027.09	\$950.96	\$1,031.66
Average List Price	\$8,557,142.86	\$8,365,833.33	\$7,420,000.00	\$5,295,816.67	\$6,153,625.00
Average List \$ / SqFt	\$1,043.13	\$1,032.95	\$1,100.54	\$995.25	\$1,106.45
Average Original List Price	\$8,928,571.43	\$8,615,000.00	\$7,575,555.56	\$5,478,316.67	\$6,241,750.00
Average Original List \$ / SqFt	\$1,007.53	\$1,050.29	\$1,122.19	\$1,036.09	\$1,127.25
Average Sale Price as % of List Price	87.92%	93.03%	93.33%	95.84%	94.48%
Average Sale Price as % of Original List Price	93.40%	92.27%	91.77%	92.23%	92.78%
Average Sale Price as % of Assessed Price	181.06%	91,666,790.45 %	N/A	241.62%	179.45%
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
<b>12-Month Activity as of December 15</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Units Listed	17	7	13	8	10
Units Price Changed	6	0	3	3	0
Units Went Pending	9	6	8	6	10
Units Sold	7	6	9	6	9

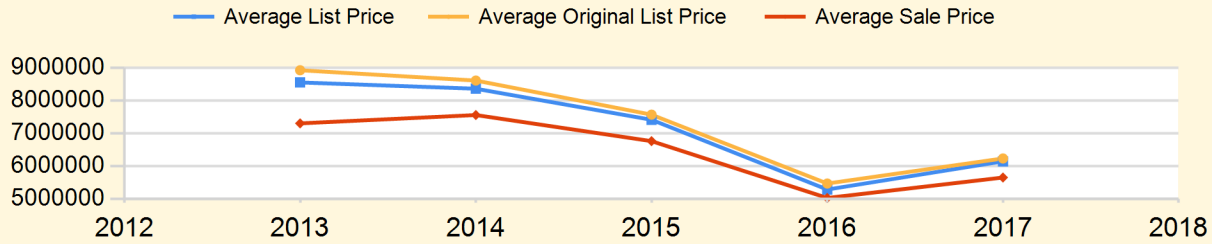
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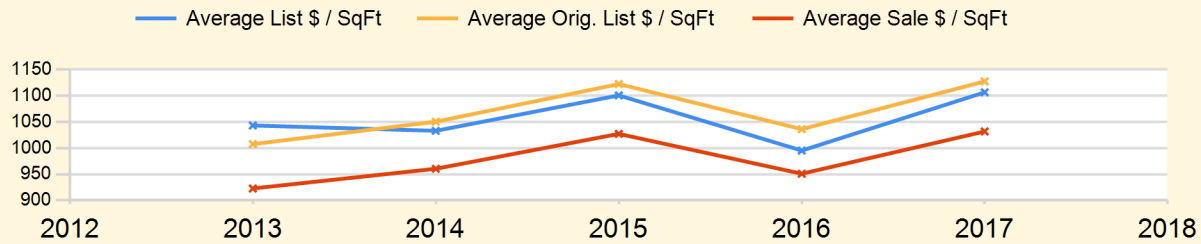
## Single Family

### Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$8,557,142.86	\$8,365,833.33	\$7,420,000.00	\$5,295,816.67	\$6,153,625.00
Original List Price	\$8,928,571.43	\$8,615,000.00	\$7,575,555.56	\$5,478,316.67	\$6,241,750.00
Sale Price	\$7,310,714.29	\$7,564,333.33	\$6,769,444.44	\$5,038,916.67	\$5,660,937.50

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$1,043.13	\$1,032.95	\$1,100.54	\$995.25	\$1,106.45
Orig. List \$ / SqFt	\$1,007.53	\$1,050.29	\$1,122.19	\$1,036.09	\$1,127.25
Sale \$ / SqFt	\$922.86	\$960.52	\$1,027.09	\$950.96	\$1,031.66

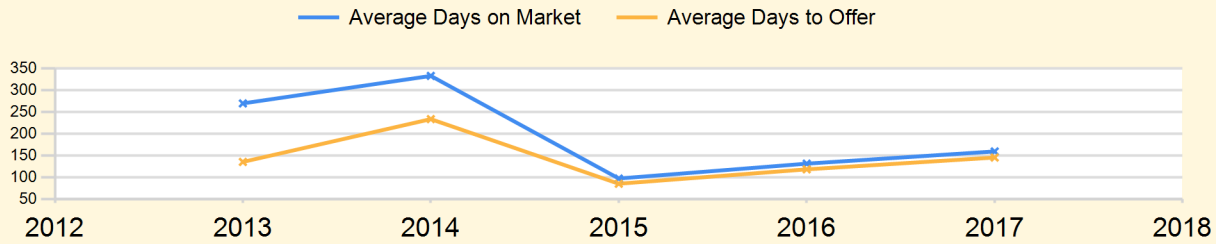
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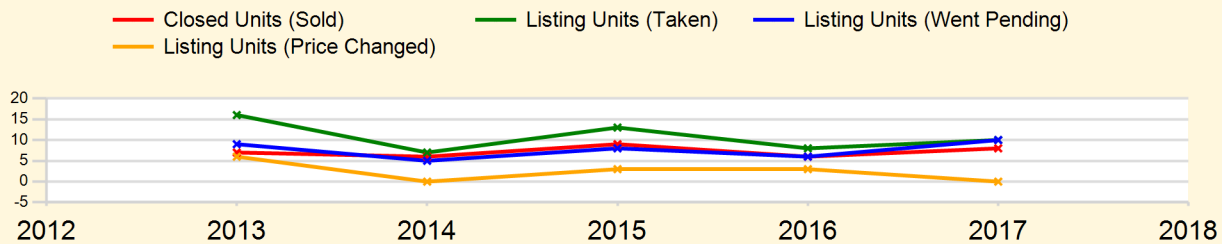
## Single Family

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



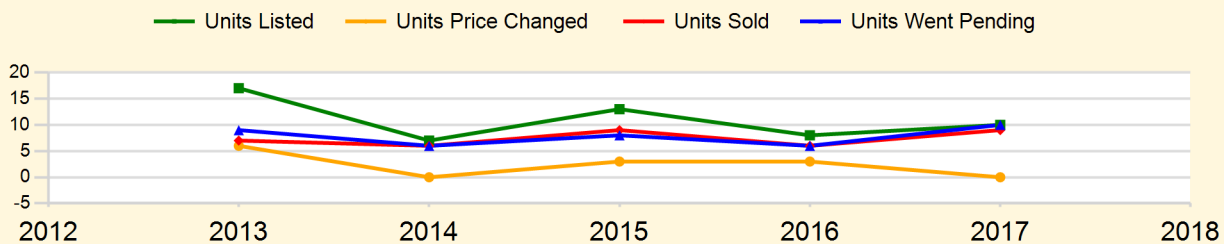
Solds / Year	2013	2014	2015	2016	2017
Days on Market	270	333	98	132	160
Days to Offer	136	234	86	119	146

### Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	7	6	9	6	8
Units Price Changed	6	0	3	3	0
Units Taken	16	7	13	8	10
Units Went Pending	9	5	8	6	10

### 12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	17	7	13	8	10
Units Price Changed	6	0	3	3	0
Units Sold	7	6	9	6	9
Units Went Pending	9	6	8	6	10