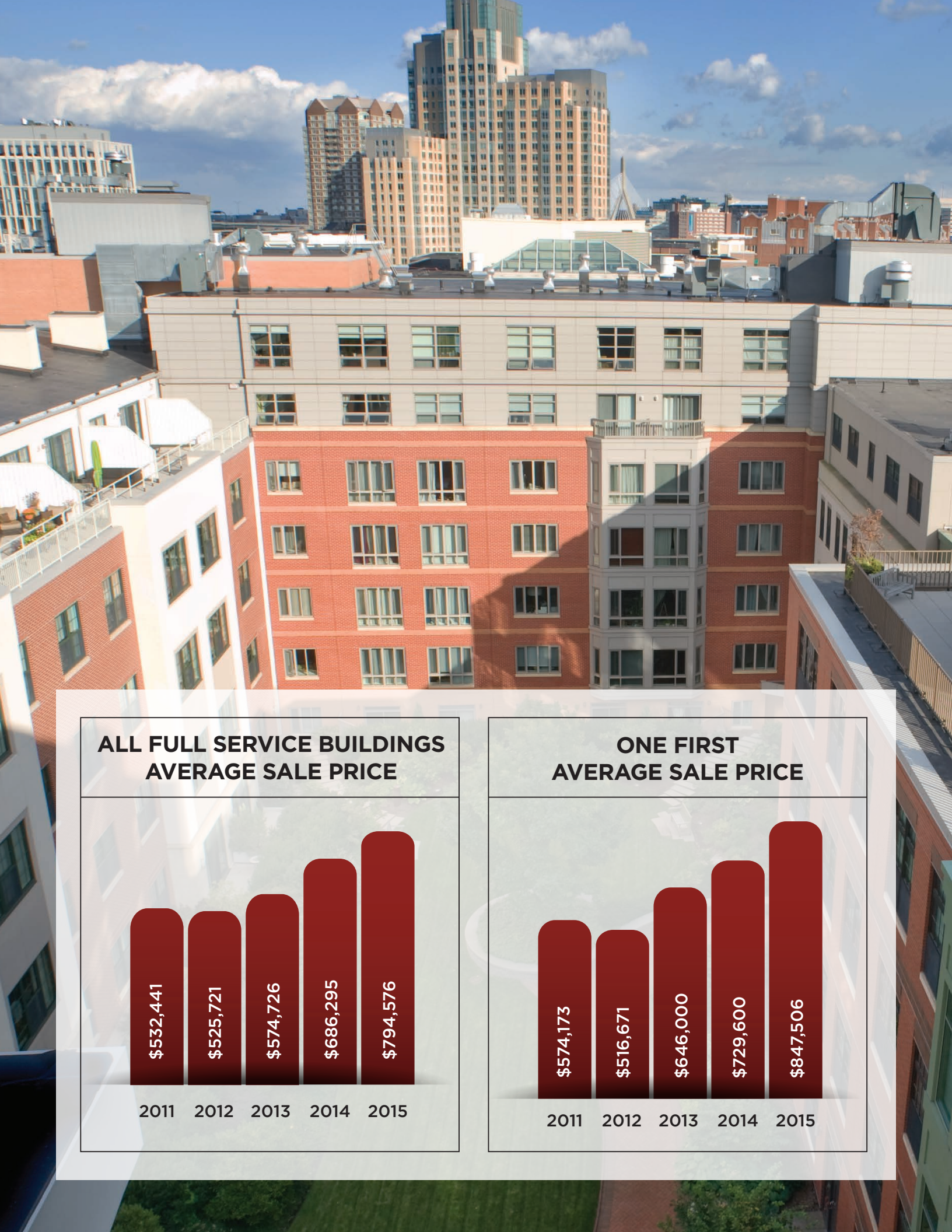
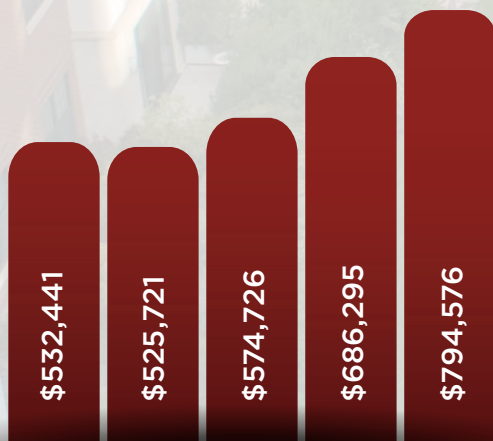


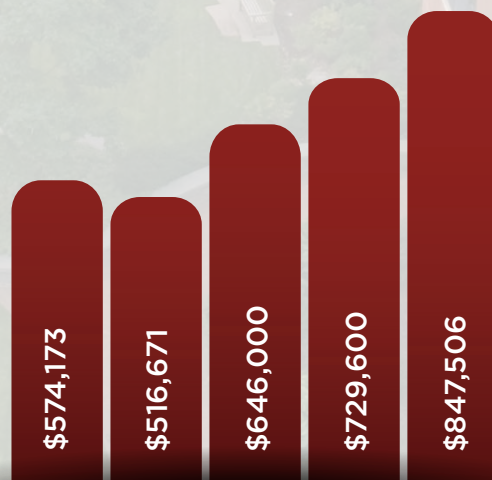


ALL FULL SERVICE BUILDINGS AVERAGE SALE PRICE



2011 2012 2013 2014 2015

ONE FIRST AVERAGE SALE PRICE



2011 2012 2013 2014 2015

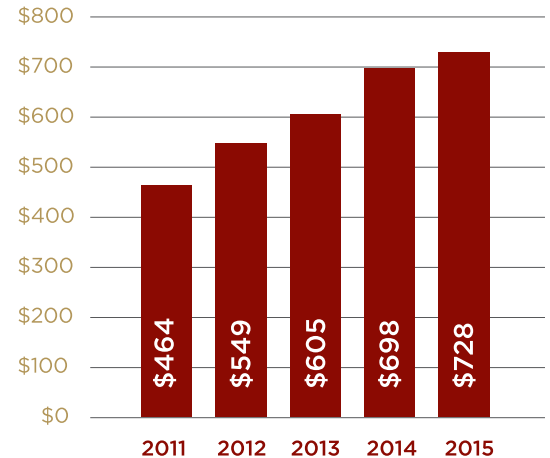
ONE FIRST SALES – AN OVERVIEW

Dear Friends of One First,

Last year I celebrated the ten year Anniversary of my involvement with ONE FIRST. The first two years I spent marketing the “Dream” of ONE FIRST, amidst the demolition of the Necco factory and the new construction of the complex. It was a very exciting time and I believed then ONE FIRST would be as beautiful and special as it has become. For those of you who have been there from the beginning, I think you would agree with me in saying that the finished complex has exceeded our expectations.

We were able to weather the market downfall between 2008 and 2010 better than many other buildings and now ONE FIRST has become one of the most sought after condominium complexes in Cambridge. After 8 developer units were sold in 2011, the prices in 2012 were still trying to find their ground. However from 2013 on, prices have made big leaps. The market finally stabilized, buyers were eager to buy, while sellers were less hesitant to bring their properties on the market. This created the environment for many of the listings to enjoy competing offers, which drove the prices up.

ONE FIRST - Average Price Per Square Foot



ONE FIRST - Unit Sales By Year

YEAR		1BR	2BR	1400SF+
2011	AVG SALE PRICE	\$455,000	\$511,667	\$616,000
	AVG PRICE PSF	\$535	\$449	\$409
2012	AVG SALE PRICE	\$431,875	\$545,000	\$779,200
	AVG PRICE PSF	\$549	\$530	\$568
2013	AVG SALE PRICE	NO SOLDS	\$644,690	NO SOLDS
	AVG PRICE PSF		\$605	
2014	AVG SALE PRICE	\$528,667	\$735,286	\$1,312,500
	AVG PRICE PSF	\$664	\$658	\$773
2015	AVG SALE PRICE	\$614,500	\$812,250	\$1,219,525
	AVG PRICE PSF	\$781	\$732	\$672

In order to keep the momentum going in your wonderful building, in the last couple of years, I have changed my marketing style to accommodate this heated-up market. Instead of starting my marketing efforts after the property is listed, I now do most of the marketing ahead of time. I have great professional pictures taken and send out “Coming Soon” postcards and e-Blasts not only to prospective buyers who have shown interest in ONE FIRST (after all these years I have a long list), but also to colleagues and residents in other buildings in the neighborhood. By the time the property comes on the market prospects are ready to move forward. That makes for a shortened market time while exposing the listing to a large numbers of qualified buyers.

Some news from the neighborhood: The complex at 1-2 Earhart (Northpoint) sold their last 150 developer units in 2012 and 2013. Since then, no new full service

condominium buildings have been built in Cambridge, while four new apartment buildings have been built in this area in the last three years with another one to come on First Street. Having so many rental units in the neighborhood makes the rental process longer, although I still have been able to rent several condos at One First in a relative short time. I treat rentals the same way as I treat sales. I only use professional photographs and I do all the showings, because I believe to not only sell or rent a particular unit, I need to be there to describe how exceptional the ONE FIRST complex really is.

I hope you enjoy the data and information I have provided for you in this email. As far as I and other experts can see, 2016 will be another great year and if I can help you and your friends and family in any way with your Real Estate needs, I would be honored to do so.

Warm Regards,

ONE FIRST SALES 2011-2015

	ADDRESS	UNIT	BR/BA	SF	LIST PRICE	SALES PRICE	\$/PER SF	DOM	%/ASKING	SOLD BY ILONA
2011	ONE BEDROOMS									
	150 Cambridge Street	A 206	1BR/1BA	758	439,000	417,000	550	103	94.99	
	17 Otis Street	D 204	1BR/1BA	881	469,900	459,000	522	114	97.68	
	17 Otis Street	D 604	1BR/1BA	825	479,900	465,000	564	20	96.90	
	29 Otis Street	F 108	1 BR/1.5 BA	952	499,000	479,000	503	197	95.99	✓
	TWO BEDROOMS									
	20 Second Street	H 223	2BR/1.5 BA	1095	485,000	485,000	443	63	100.00	✓
	17 Otis Street	D 307	2BR/2BA	1117	539,000	500,000	448	182	92.76	✓
	20 Second Street	H 325	2/2BA	1209	599,000	550,000	455	173	91.82	✓
	TOWNHOUSES AND LARGER UNITS									
	28 Second Street	TH	2BR/2.5 BA	1496	599,000	580,000	388	348	96.83	✓
2012	150 Cambridge Street	A 502	2BR/2BA	1488	699,000	690,000	464	217	98.71	✓
	24 Second Street	TH	2BR/2.5 BA	1453	549,000	542,000	373	20	98.72	✓
	26 Second Street	TH	2BR/2.5 BA	1534	\$589,000	579,000	377	10	98.30	✓
	150 Cambridge Street	A 405	2+BR/2.5BA	1547	749,000	689,000	445	150	91.99	✓
	ONE BEDROOMS									
	17 Otis Street	D 608	1+BR/1.5BA	924	499,000	482,500	522	42	96.69	✓
	150 Cambridge Street	A 205	1BR/1BA	732	414,900	403,000	551	80	97.13	
	150 Cambridge Street	A 307	1BR/1BA	721	429,000	415,000	576	149	96.74	✓
	150 Cambridge Street	A 301	1BR/1.5BA	779	439,000	427,000	548	67	97.27	
	TWO BEDROOMS									
	17 Otis Street	D 205	2BR/2BA	1137	505,000	505,000	444	19	100.00	
2013	17 Otis Street	D 705	2BR/2BA	952	589,000	585,000	615	83	99.32	
	LARGER TWO BEDROOMS									
	150 Cambridge Street	A 202	2BR/2BA	1373	799,000	779,200	568	31	97.52	✓
	TWO BEDROOMS									
	17 Otis Street	D 601	2BR/2BA	932	598,000	608,000	652	4	101.67	
	17 Otis Street	D 607	2BR/2BA	1015	598,000	630,000	621	17	105.35	
	17 Otis Street	D 703	2BR/2BA	956	598,000	605,000	633	9	102.72	✓
	29 Otis Street	F 309	2BR/2BA	1098	665,000	640,000	583	285	96.24	
	17 Otis Street	D 203	2BR/2BA	1129	659,000	649,000	575	18	98.48	✓
	29 Otis Street	F 404	2BR/2BA	1065	659,000	660,000	620	6	100.15	✓
	20 Second Street	H 522	2BR/2BA	1100	669,000	660,000	600	53	98.65	✓
2014	17 Otis Street	D 403	2BR/2BA	1140	669,000	660,000	579	45	98.65	✓
	17 Otis Street	D 405	2BR/2BA	1132	668,900	655,000	579	40	97.92	
	150 Cambridge Street	A 308	2BR/2BA	1120	679,900	679,900	607	15	100	
	ONE BEDROOMS									
	150 Cambridge Street	411	1/1f0h	719	\$469,000	\$481,000	668.98	5	102.56	
	150 Cambridge Street	106	1/1f0h	745	\$499,000	\$490,000	657.72	69	98.20	
	150 Cambridge Street	A209	1/1f0h	732	\$485,000	\$475,000	648.91	6	97.94	
	20 Second Street	526	1/1f0h	641	\$449,000	\$459,000	716.07	5	102.23	✓
	LARGER ONE BEDROOMS									
	17 Otis Street	708	1+BR/1.5BA	910	\$619,000	\$602,000	662.09	8	97.25	✓
	29 Otis Street	204	1/2f0h	1055	\$649,000	\$665,000	630.33	5	102.47	
2015	TWO BEDROOMS									
	150 Cambridge Street	204	2BR/2BA	1120	\$739,000	\$755,000	674.11	15	102.17	✓
	20 Second Street	522	2BR/2BA	1100	\$699,000	\$725,000	659.09	6	103.72	
	17 Otis Street	305	2BR/2BA	1138	\$689,000	\$670,000	588.75	89	97.24	
	17 Otis Street	503	2BR/2BA	1125	\$712,000	\$712,000	633.00	9	100.00	
	29 Otis Street	407	2BR/2BA	1179	\$759,000	\$780,000	661.58	9	102.77	
	29 Otis Street	205	2BR/2BA	1147	\$729,000	\$750,000	653.88	20	102.88	✓
	29 Otis Street	502	2BR/2BA	1030	\$715,000	\$755,000	733.01	6	105.59	✓
	LARGER TWO BEDROOMS									
	150 Cambridge Street	A409	2+BR/2.5BA	1590	\$1,250,000	\$1,200,000	754.52	41	96.00	
	150 Cambridge Street	A 407	2+BR/2.5BA	1800	\$1,400,000	\$1,425,000	791.67	41	101.79	
2015	ONE BEDROOMS									
	150 Cambridge Street	206	1/10h	758	\$549,000	\$600,000	791.56	5	109.29	
	20 Second Street	524	1/1/1h	862	\$650,000	\$705,000	817.87	7	108.46	
	20 2nd Street	624	1/1f0h	823	\$589,000	\$635,000	771.57	4	107.81	✓
	20 Second Street	224	1/1/1h	842	\$575,000	\$590,000	700.71	0	102.61	✓
	20 Second Street	426	1/10h	640	\$459,000	\$544,500	850.78	2	118.63	
	TWO BEDROOMS									
	150 Cambridge Street	404	2BR/2BA	1120	\$769,000	\$800,000	714.29	6	104.03	✓
	29 Otis Street	106	2BR/2BA	1056	\$769,000	\$790,000	748.11	5	102.73	✓
	17 Otis Street	105	2BR/2BA	1095	\$769,000	\$820,000	748.86	3	106.63	✓
	150 Cambridge Street	108	2BR/2BA	1129	\$799,900	\$800,000	708.59	20	100.01	✓
	20 2nd Street	425	2BR/2BA	1205	\$875,000	\$868,000	720.33	10	99.20	
	17 Otis Street	206	2BR/2BA	1128	\$774,900	\$815,000	722.52	5	105.17	✓
	17 Otis Street	201	2BR/2BA	985	\$699,000	\$780,000	791.88	9	111.59	✓
	29 Otis Street	308	2BR/2BA	1232		825,000	700.00	Private sale		
	LARGER TWO BEDROOMS									
	28 Second Street	TH	2BR/2.5BA	1496	\$849,000	\$890,000	594.92	5	104.83	
2015	THREE BEDROOMS									
	17 Otis Street	511	3/2/1h	1638	\$1,150,000	\$1,080,000	659.34	10	93.91	✓
	20 Second Street	328	3/2/1h	1602	\$1,050,000	\$1,120,000	700.00	2	106.67	✓
	21 Otis Street	301	3/2/1h	2436	\$1,899,000	\$1,788,100	734.00	6	94.16	✓

Comparative East Cambridge Full Service Buildings Average Sale Price

	2014	2015
ONE FIRST	\$729,600	\$847,506
Museum Way (Regatta Riverview)	\$659,548	\$645,662
Earhart (Northpoint Cambridge)	\$616,909	\$625,962
Canal Park (Thomas Graves Landing)	\$729,536	\$731,750
Rogers (River Court)	\$815,700	\$622,000

Cambridge Market Sales Analysis

Median Price: \$695,000
Highest Sale Price: \$7,500,000
Homes Sold: 783



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