



# Beacon Hill

2010

Sales Summary

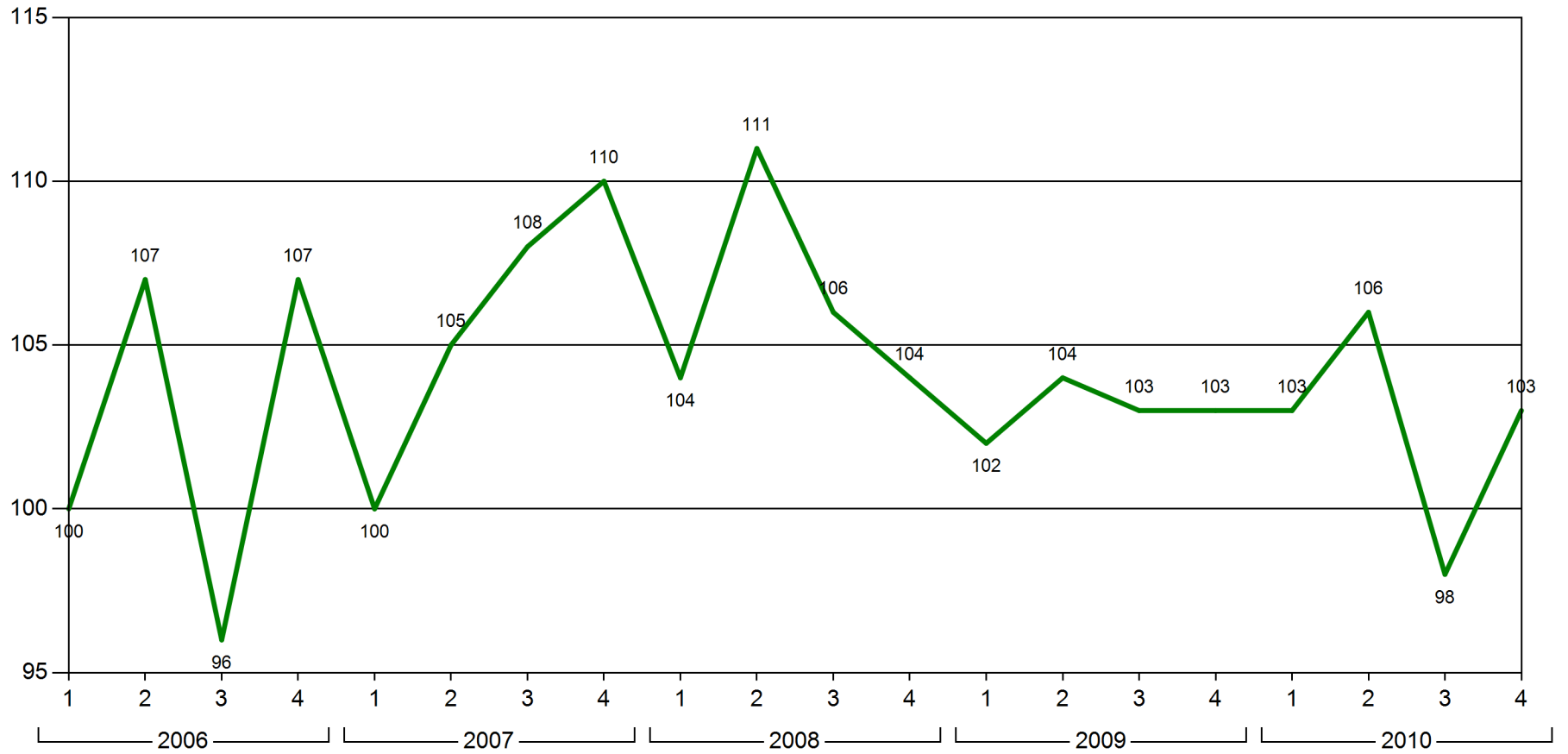
140 Newbury Street  
Boston, MA 02116

617-267-5465

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## Beacon Hill

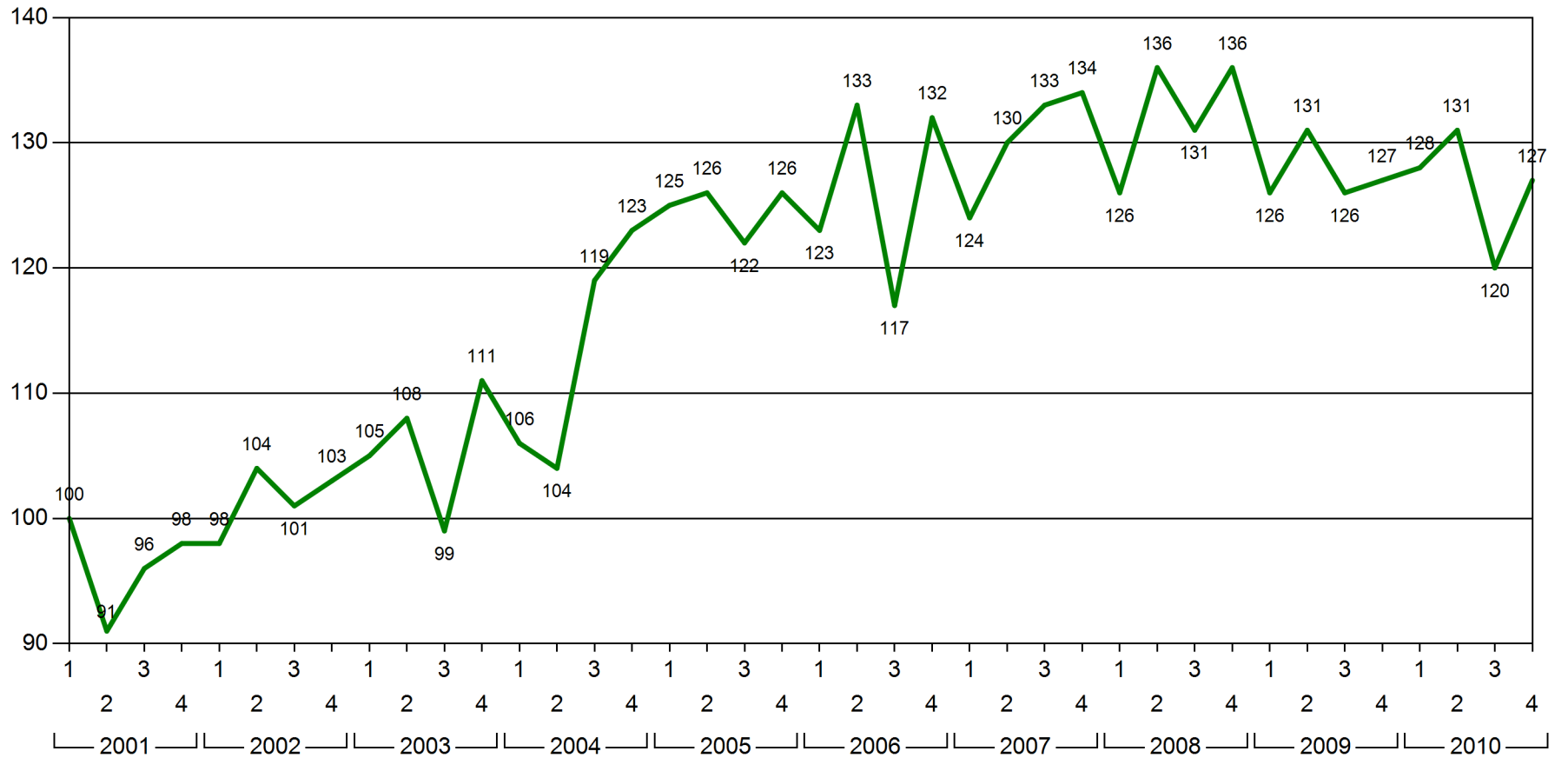
Five Year Price Index  
(Appreciation Rate)



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## Beacon Hill

Ten Year Price Index  
(Appreciation Rate)



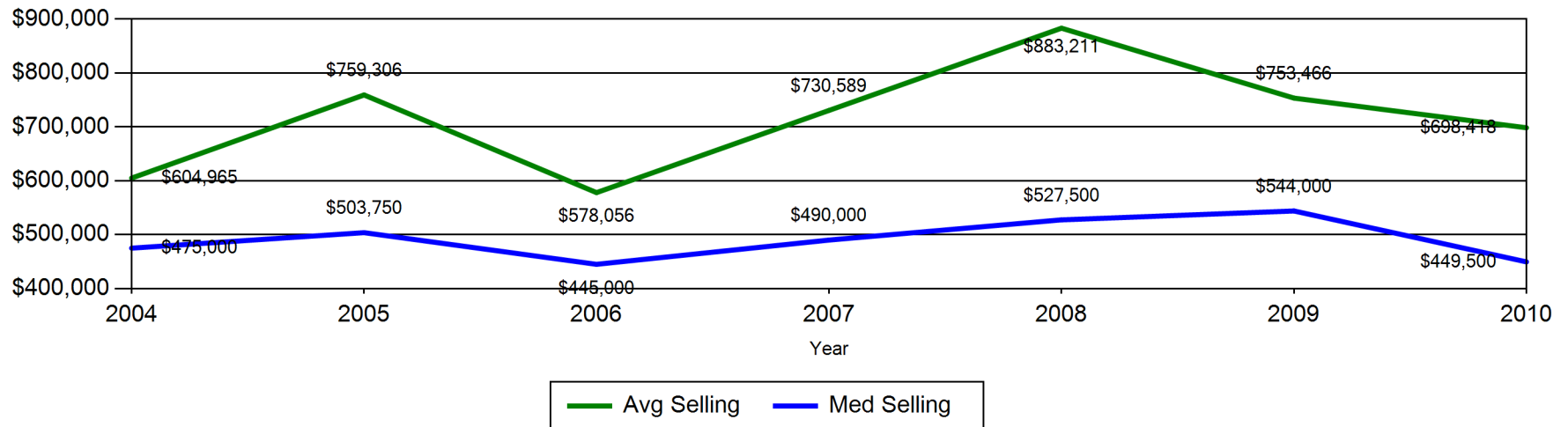
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## Beacon Hill

### Quarterly Sales Summary Fourth Quarter 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	59	63.89 %	\$604,965	-7.51 %	\$475,000	-0.63 %	\$691.12	10.52 %	\$669.35	16.39%	72
2005	68	15.25 %	\$759,306	25.51 %	\$503,750	6.05 %	\$707.46	2.36 %	\$716.25	7.01%	105
2006	36	-47.06 %	\$578,056	-23.87 %	\$445,000	-11.66 %	\$720.20	1.80 %	\$688.14	-3.93%	82
2007	31	-13.89 %	\$730,589	26.39 %	\$490,000	10.11 %	\$752.18	4.44 %	\$726.23	5.54%	122
2008	32	3.23 %	\$883,211	20.89 %	\$527,500	7.65 %	\$737.14	-2.00 %	\$686.09	-5.53%	96
2009	43	34.38 %	\$753,466	-14.69 %	\$544,000	3.13 %	\$713.08	-3.26 %	\$721.46	5.16%	163
2010	39	-9.30 %	\$698,418	-7.31 %	\$449,500	-17.37 %	\$703.08	-1.40 %	\$675.32	-6.39%	144

Average and Median Selling Prices



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## Beacon Hill

### Sales Comparison by Number of Bedrooms Fourth Quarter 2010

Sq Feet	Year	Sales	%+	Avg Selling	%+	Med Selling	%+	Avg PSF	%+	Med PSF	%+	Avg DOM
Studio	<b>2008</b>	3	50.00 %	\$214,667	-26.48 %	\$179,000	-38.70 %	\$725.52	3.68 %	\$688.46	-1.61 %	69
	<b>2009</b>	4	33.33 %	\$320,375	49.24 %	\$336,250	87.85 %	\$627.84	-13.46 %	\$626.62	-8.98 %	22
	<b>2010</b>	3	-25.00 %	\$338,667	5.71 %	\$336,000	-0.07 %	\$707.83	12.74 %	\$609.09	-2.80 %	41
One Bed	<b>2008</b>	14	7.69 %	\$419,529	-17.39 %	\$350,000	-17.65 %	\$690.87	-10.33 %	\$612.23	-18.37 %	31
	<b>2009</b>	15	7.14 %	\$479,521	14.30 %	\$512,000	46.29 %	\$710.68	2.87 %	\$732.64	19.67 %	116
	<b>2010</b>	20	33.33 %	\$377,025	-21.37 %	\$346,000	-32.42 %	\$663.52	-6.64 %	\$637.96	-12.92 %	141
Two Beds	<b>2008</b>	13	0.00 %	\$865,027	-16.36 %	\$805,000	2.55 %	\$736.26	-0.77 %	\$693.46	0.88 %	147
	<b>2009</b>	17	30.77 %	\$673,162	-22.18 %	\$575,000	-28.57 %	\$694.95	-5.61 %	\$721.46	4.04 %	136
	<b>2010</b>	10	-41.18 %	\$651,680	-3.19 %	\$608,500	5.83 %	\$702.54	1.09 %	\$703.05	-2.55 %	167
Three Plus Beds	<b>2008</b>	2		\$5,250,000		\$5,250,000		\$1,084.18		\$1,084.18		136
	<b>2009</b>	7	250.00 %	\$1,783,000	-66.04 %	\$1,643,500	-68.70 %	\$810.96	-25.20 %	\$800.00	-26.21 %	302
	<b>2010</b>	6	-14.29 %	\$2,027,500	13.71 %	\$1,992,500	21.24 %	\$833.44	2.77 %	\$748.52	-6.44 %	149

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## Beacon Hill

### Sales Comparison by Square Footage Fourth Quarter 2010

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2008	13	-7.14 %	\$334,531	-10.78 %	\$316,000	-12.22 %	\$743.15	-2.63 %	\$688.46	-9.51%	32
	2009	12	-7.69 %	\$380,125	13.63 %	\$360,000	13.92 %	\$713.47	-3.99 %	\$717.55	4.22%	77
	2010	22	83.33 %	\$351,057	-7.65 %	\$340,500	-5.42 %	\$672.26	-5.78 %	\$628.67	-12.39%	115
701-1000	2008	10	233.33 %	\$552,625	-19.01 %	\$575,000	-13.53 %	\$638.95	-15.26 %	\$604.97	-11.21%	144
	2009	18	80.00 %	\$550,128	-0.45 %	\$539,500	-6.17 %	\$680.58	6.52 %	\$699.37	15.60%	151
	2010	8	-55.56 %	\$564,381	2.59 %	\$558,750	3.57 %	\$679.78	-0.12 %	\$685.67	-1.96%	243
1001-1500	2008	4	-33.33 %	\$963,150	13.78 %	\$843,800	13.26 %	\$808.27	18.48 %	\$803.32	22.58%	161
	2009	6	50.00 %	\$909,042	-5.62 %	\$956,250	13.33 %	\$695.59	-13.94 %	\$724.59	-9.80%	114
	2010	4	-33.33 %	\$910,000	0.11 %	\$845,000	-11.63 %	\$717.27	3.12 %	\$685.32	-5.42%	50
1501-1800	2008	2	0.00 %	\$980,000	-37.48 %	\$980,000	-37.48 %	\$622.03	-34.79 %	\$622.03	-34.79%	6
	2009	2	0.00 %	\$1,200,000	22.45 %	\$1,200,000	22.45 %	\$730.94	17.51 %	\$730.94	17.51%	92
	2010	0	-100.00 %									
1800-2400	2008	1	0.00 %	\$2,075,000	58.64 %	\$2,075,000	58.64 %	\$892.47	26.57 %	\$892.47	26.57%	93
	2009	3	200.00 %	\$1,727,000	-16.77 %	\$1,643,500	-20.80 %	\$829.85	-7.02 %	\$739.98	-17.09%	305
	2010	3	0.00 %	\$1,778,333	2.97 %	\$1,585,000	-3.56 %	\$835.51	0.68 %	\$686.15	-7.28%	168
Over 2400	2008	2	0.00 %	\$5,250,000	175.41 %	\$5,250,000	175.41 %	\$1,084.18	53.96 %	\$1,084.18	53.96%	136
	2009	2	0.00 %	\$2,450,000	-53.33 %	\$2,450,000	-53.33 %	\$862.62	-20.44 %	\$862.62	-20.44%	507
	2010	2	0.00 %	\$3,012,500	22.96 %	\$3,012,500	22.96 %	\$908.25	5.29 %	\$908.25	5.29%	147

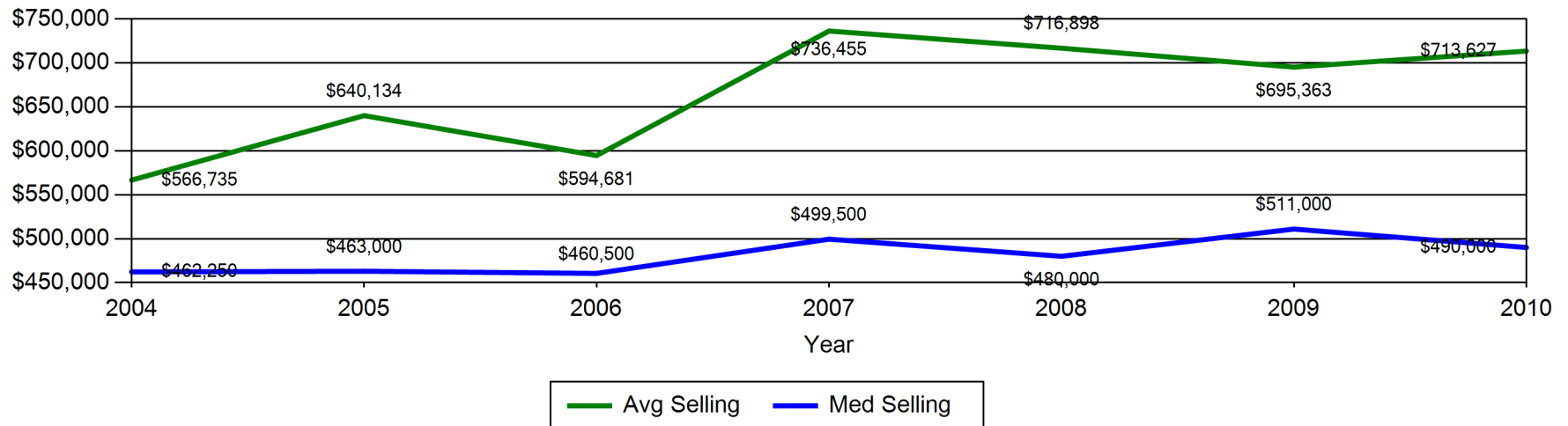
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## Beacon Hill

### Yearly Sales Summary 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	324	37.87 %	\$566,735	16.90 %	\$462,250	42.23 %	\$649.56	12.52 %	\$642.09	12.11%	52
2005	300	-7.41 %	\$640,134	12.95 %	\$463,000	0.16 %	\$687.30	5.81 %	\$675.69	5.23%	77
2006	208	-30.67 %	\$594,681	-7.10 %	\$460,500	-0.54 %	\$692.77	0.80 %	\$693.32	2.61%	95
2007	210	0.96 %	\$736,455	23.84 %	\$499,500	8.47 %	\$728.10	5.10 %	\$706.81	1.95%	89
2008	219	4.29 %	\$716,898	-2.66 %	\$480,000	-3.90 %	\$728.46	0.05 %	\$703.80	-0.43%	98
2009	176	-19.63 %	\$695,363	-3.00 %	\$511,000	6.46 %	\$710.98	-2.40 %	\$701.82	-0.28%	126
2010	164	-6.82 %	\$713,627	2.63 %	\$490,000	-4.11 %	\$706.06	-0.69 %	\$693.03	-1.25%	105

Average and Median Selling Prices



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## Beacon Hill

### Sales Comparison by Number of Bedrooms 2010

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2008</b>	12	-33.33 %	\$254,333	-16.04 %	\$237,500	-9.52 %	\$710.62	0.60 %	\$698.00	5.05 %	121
	<b>2009</b>	15	25.00 %	\$266,267	4.69 %	\$275,000	15.79 %	\$691.69	-2.66 %	\$691.18	-0.98 %	125
	<b>2010</b>	7	-53.33 %	\$292,714	9.93 %	\$297,000	8.00 %	\$676.75	-2.16 %	\$650.00	-5.96 %	43
One Bed	<b>2008</b>	84	21.74 %	\$414,630	-6.67 %	\$380,000	-4.76 %	\$714.04	-2.11 %	\$698.63	-3.87 %	93
	<b>2009</b>	68	-19.05 %	\$390,187	-5.90 %	\$358,750	-5.59 %	\$679.37	-4.85 %	\$691.42	-1.03 %	82
	<b>2010</b>	74	8.82 %	\$412,756	5.78 %	\$360,000	0.35 %	\$694.63	2.25 %	\$666.00	-3.68 %	82
Two Beds	<b>2008</b>	92	6.98 %	\$735,219	-5.36 %	\$626,000	-7.26 %	\$709.69	2.84 %	\$696.73	2.19 %	105
	<b>2009</b>	69	-25.00 %	\$706,913	-3.85 %	\$625,000	-0.16 %	\$710.17	0.07 %	\$709.41	1.82 %	137
	<b>2010</b>	63	-8.70 %	\$713,571	0.94 %	\$592,500	-5.20 %	\$679.54	-4.31 %	\$698.41	-1.55 %	118
Three Plus Beds	<b>2008</b>	20	11.11 %	\$2,283,920	-2.06 %	\$1,977,000	2.10 %	\$890.07	-2.76 %	\$855.70	1.92 %	78
	<b>2009</b>	17	-15.00 %	\$2,059,854	-9.81 %	\$1,480,000	-25.14 %	\$845.48	-5.01 %	\$800.00	-6.51 %	216
	<b>2010</b>	19	11.76 %	\$2,039,579	-0.98 %	\$1,900,000	28.38 %	\$849.29	0.45 %	\$810.89	1.36 %	148

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## Beacon Hill

### Sales Comparison by Square Footage 2010

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	<b>2008</b>	100	16.28 %	\$367,915	3.10 %	\$356,000	1.71 %	\$719.51	-0.64 %	\$705.57	-2.51%	83
	<b>2009</b>	75	-25.00 %	\$330,285	-10.23 %	\$325,000	-8.71 %	\$692.06	-3.82 %	\$700.98	-0.65%	71
	<b>2010</b>	75	0.00 %	\$353,076	6.90 %	\$345,000	6.15 %	\$684.07	-1.15 %	\$673.27	-3.95%	80
701-1000	<b>2008</b>	50	28.21 %	\$586,509	2.56 %	\$575,000	4.17 %	\$699.85	1.14 %	\$680.74	-1.81%	109
	<b>2009</b>	53	6.00 %	\$564,303	-3.79 %	\$555,000	-3.48 %	\$685.92	-1.99 %	\$700.82	2.95%	156
	<b>2010</b>	43	-18.87 %	\$573,350	1.60 %	\$565,000	1.80 %	\$699.53	1.98 %	\$700.93	0.02%	111
1001-1500	<b>2008</b>	30	-21.05 %	\$819,803	-4.26 %	\$775,500	-1.52 %	\$682.01	-0.65 %	\$658.38	-1.68%	102
	<b>2009</b>	28	-6.67 %	\$875,879	6.84 %	\$842,900	8.69 %	\$692.98	1.61 %	\$687.86	4.48%	107
	<b>2010</b>	22	-21.43 %	\$787,825	-10.05 %	\$750,800	-10.93 %	\$650.13	-6.18 %	\$657.55	-4.41%	68
1501-1800	<b>2008</b>	9	-18.18 %	\$1,079,222	-10.59 %	\$980,000	-17.99 %	\$663.33	-9.83 %	\$623.81	-16.69%	78
	<b>2009</b>	7	-22.22 %	\$1,342,714	24.41 %	\$1,480,000	51.02 %	\$818.12	23.33 %	\$876.40	40.49%	210
	<b>2010</b>	5	-28.57 %	\$1,217,100	-9.36 %	\$1,175,000	-20.61 %	\$749.89	-8.34 %	\$718.22	-18.05%	125
1800-2400	<b>2008</b>	13	85.71 %	\$2,018,646	38.70 %	\$1,925,000	24.19 %	\$921.28	24.50 %	\$855.45	13.69%	172
	<b>2009</b>	4	-69.23 %	\$1,826,500	-9.52 %	\$1,884,250	-2.12 %	\$880.28	-4.45 %	\$885.77	3.54%	230
	<b>2010</b>	8	100.00 %	\$1,650,938	-9.61 %	\$1,586,250	-15.82 %	\$774.30	-12.04 %	\$680.20	-23.21%	203
Over 2400	<b>2008</b>	8	-33.33 %	\$3,317,375	8.59 %	\$2,780,000	-8.10 %	\$953.19	-3.92 %	\$958.02	-6.72%	85
	<b>2009</b>	5	-37.50 %	\$3,928,935	18.44 %	\$2,650,000	-4.68 %	\$1,075.65	12.85 %	\$950.16	-0.82%	309
	<b>2010</b>	10	100.00 %	\$2,854,000	-27.36 %	\$2,775,000	4.72 %	\$945.52	-12.10 %	\$921.11	-3.06%	214

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## Beacon Hill

Inventory  
Fourth Quarter 2010

