



Charlestown

2010

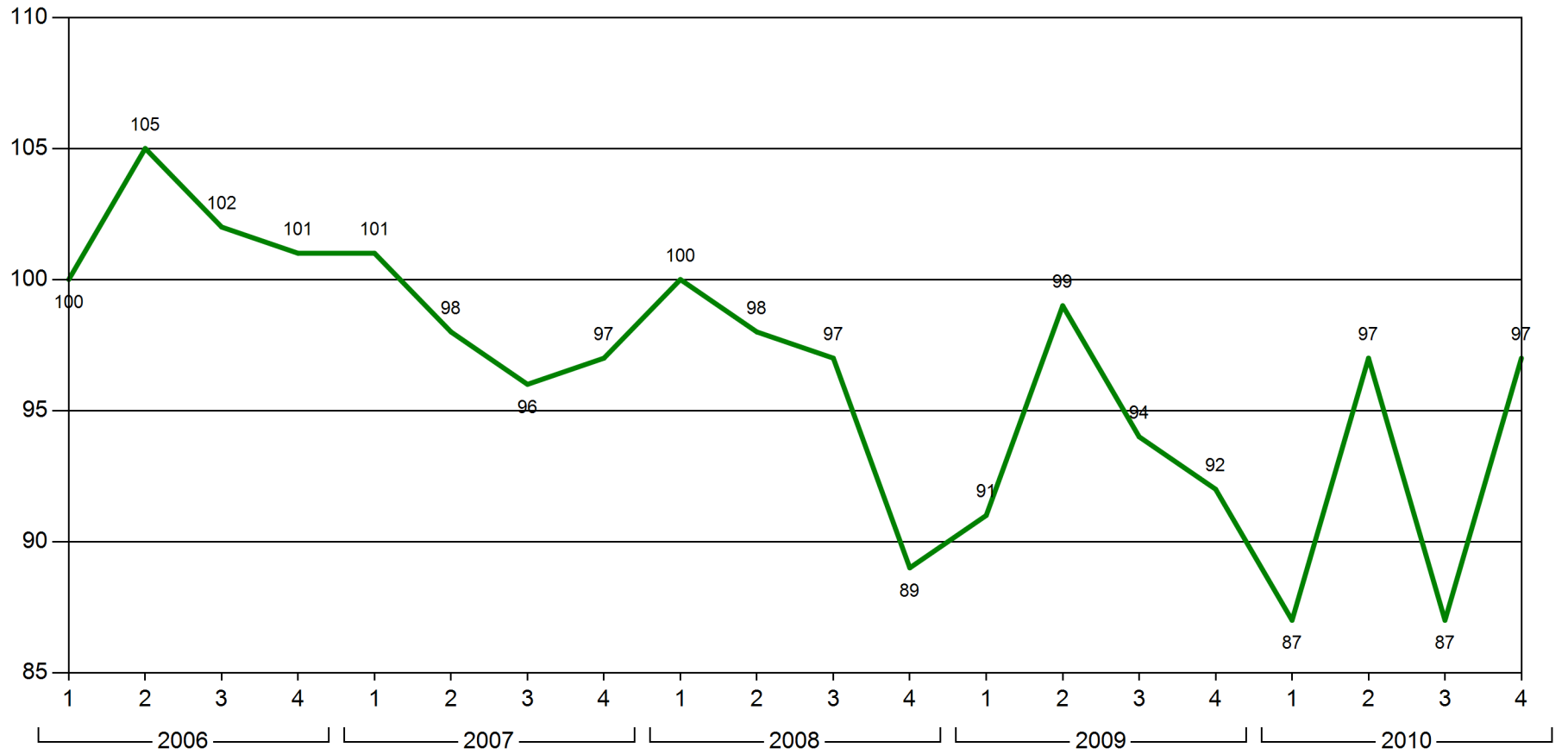
Sales Summary

140 Newbury Street
Boston, MA 02116

617-267-5465

LINK

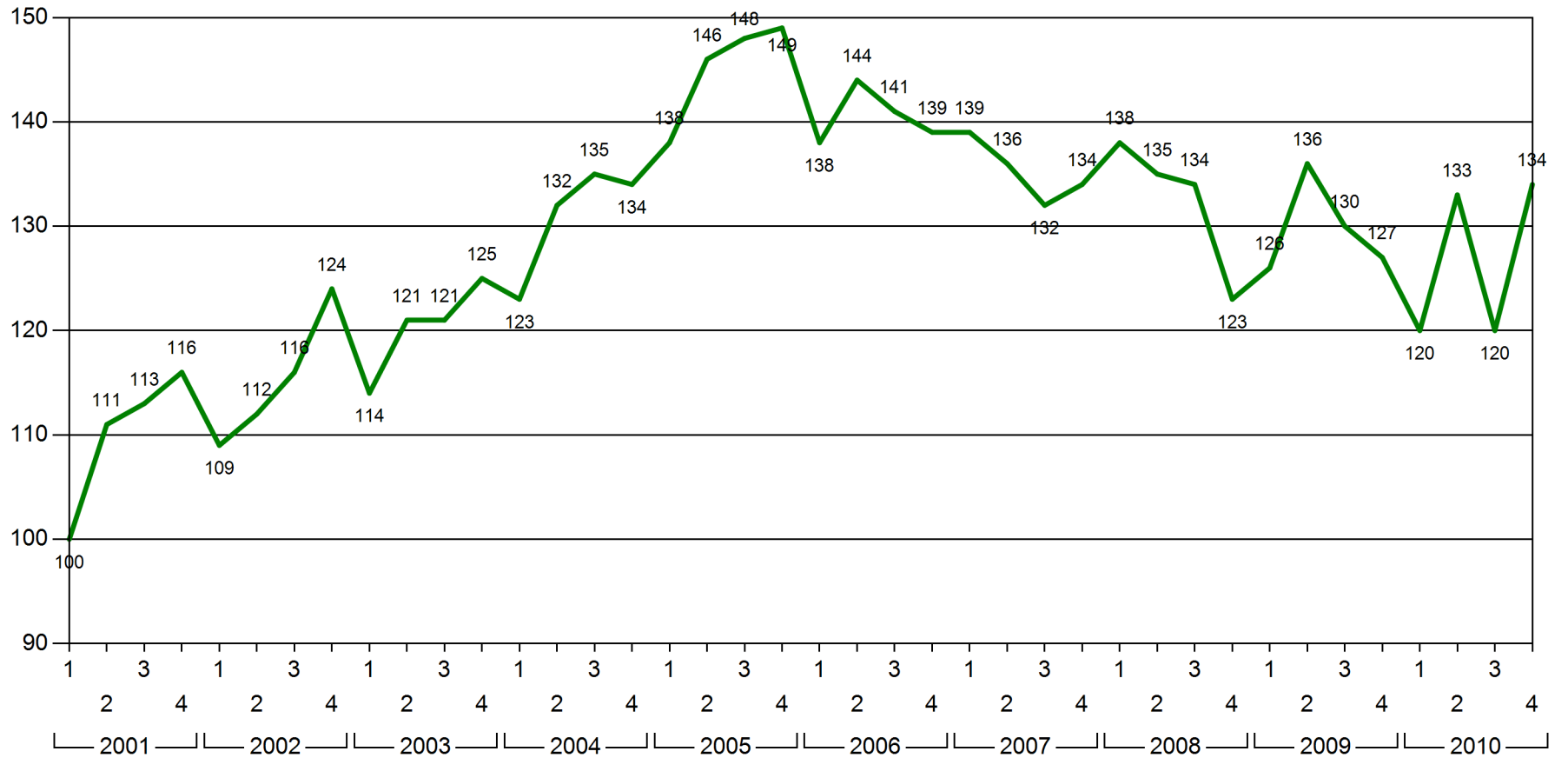
Charlestown Five Year Price Index (Appreciation Rate)



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Charlestown

Ten Year Price Index
(Appreciation Rate)



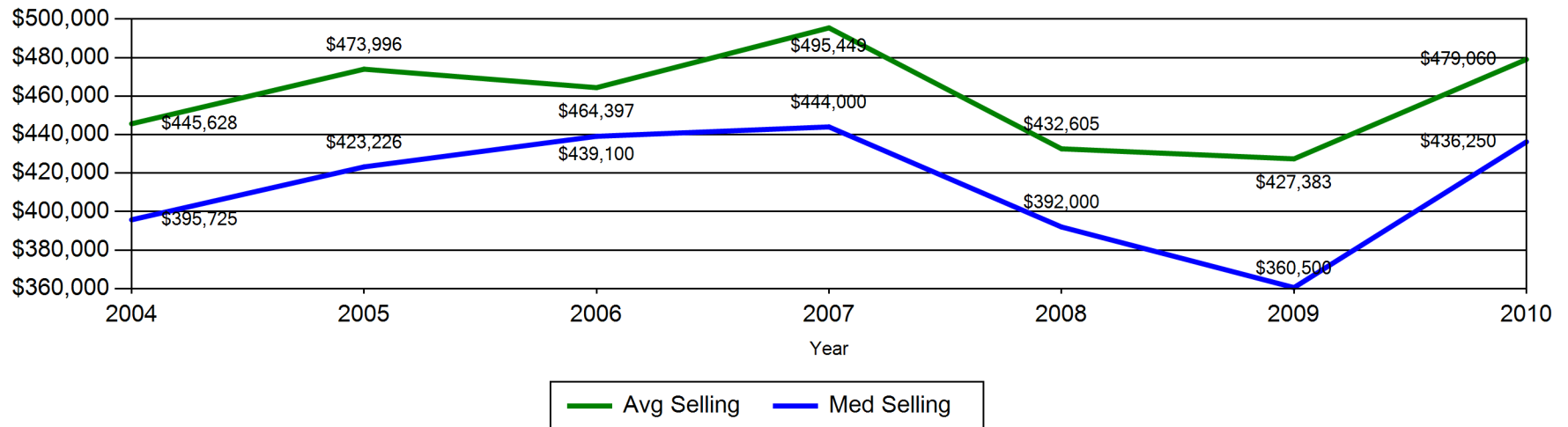
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Charlestown

Quarterly Sales Summary Fourth Quarter 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	212	165.00 %	\$445,628	0.01 %	\$395,725	-0.63 %	\$454.11	9.22 %	\$450.44	8.51%	28
2005	86	-59.43 %	\$473,996	6.37 %	\$423,226	6.95 %	\$511.03	12.53 %	\$529.45	17.54%	60
2006	51	-40.70 %	\$464,397	-2.03 %	\$439,100	3.75 %	\$468.38	-8.35 %	\$466.67	-11.86%	105
2007	69	35.29 %	\$495,449	6.69 %	\$444,000	1.12 %	\$442.77	-5.47 %	\$425.66	-8.79%	87
2008	49	-28.99 %	\$432,605	-12.68 %	\$392,000	-11.71 %	\$415.39	-6.18 %	\$416.67	-2.11%	95
2009	54	10.20 %	\$427,383	-1.21 %	\$360,500	-8.04 %	\$430.13	3.55 %	\$428.57	2.86%	81
2010	50	-7.41 %	\$479,060	12.09 %	\$436,250	21.01 %	\$443.51	3.11 %	\$447.92	4.52%	85

Average and Median Selling Prices



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Sales Comparison by Number of Bedrooms Fourth Quarter 2010

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	2008	1		\$254,000		\$254,000		\$502.97		\$502.97		224
	2009	0	-100.00 %									
	2010	0										
One Bed	2008	12	9.09 %	\$376,813	1.42 %	\$365,000	5.04 %	\$472.45	3.25 %	\$454.12	8.22 %	81
	2009	23	91.67 %	\$336,987	-10.57 %	\$320,000	-12.33 %	\$449.41	-4.88 %	\$443.73	-2.29 %	70
	2010	19	-17.39 %	\$433,613	28.67 %	\$437,500	36.72 %	\$494.46	10.02 %	\$505.00	13.81 %	103
Two Beds	2008	25	-34.21 %	\$403,350	-17.30 %	\$395,000	-10.98 %	\$392.78	-12.91 %	\$400.51	-11.10 %	98
	2009	23	-8.00 %	\$477,326	18.34 %	\$405,000	2.53 %	\$432.21	10.04 %	\$428.57	7.01 %	89
	2010	23	0.00 %	\$443,461	-7.09 %	\$433,300	6.99 %	\$420.94	-2.61 %	\$404.56	-5.60 %	67
Three Plus Beds	2008	7	-46.15 %	\$636,418	-10.33 %	\$580,000	-13.43 %	\$385.79	-5.02 %	\$392.78	8.23 %	84
	2009	7	0.00 %	\$571,357	-10.22 %	\$515,000	-11.21 %	\$359.91	-6.71 %	\$343.17	-12.63 %	74
	2010	8	14.29 %	\$689,342	20.65 %	\$689,500	33.88 %	\$379.35	5.40 %	\$378.35	10.25 %	116

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Sales Comparison by Square Footage Fourth Quarter 2010

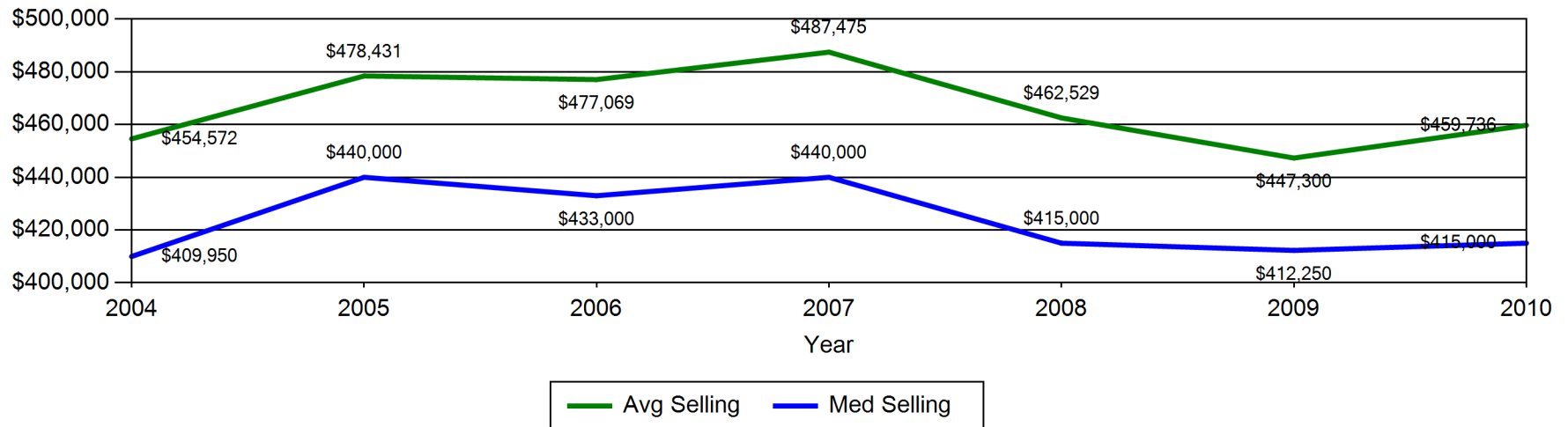
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2008	8	14.29 %	\$268,616	-5.04 %	\$259,500	-17.62 %	\$434.50	-3.42 %	\$446.21	-7.93%	177
	2009	12	50.00 %	\$277,850	3.44 %	\$265,000	2.12 %	\$459.11	5.67 %	\$455.63	2.11%	70
	2010	8	-33.33 %	\$299,269	7.71 %	\$312,500	17.92 %	\$507.00	10.43 %	\$505.97	11.05%	87
701-1000	2008	14	-26.32 %	\$390,725	7.14 %	\$377,500	8.63 %	\$471.04	9.10 %	\$466.32	11.12%	67
	2009	23	64.29 %	\$365,435	-6.47 %	\$347,000	-8.08 %	\$430.15	-8.68 %	\$443.73	-4.84%	77
	2010	16	-30.43 %	\$411,827	12.70 %	\$397,500	14.55 %	\$472.13	9.76 %	\$501.50	13.02%	58
1001-1500	2008	19	-26.92 %	\$451,387	-15.79 %	\$452,000	-15.67 %	\$380.45	-15.45 %	\$400.51	-7.27%	58
	2009	12	-36.84 %	\$564,792	25.12 %	\$500,000	10.62 %	\$445.34	17.06 %	\$430.77	7.56%	92
	2010	19	58.33 %	\$488,874	-13.44 %	\$465,000	-7.00 %	\$397.00	-10.85 %	\$392.53	-8.88%	89
1501-1800	2008	0	-100.00 %									
	2009	1		\$599,000		\$599,000		\$337.46		\$337.46		5
	2010	2	100.00 %	\$731,000	22.04 %	\$731,000	22.04 %	\$428.88	27.09 %	\$428.88	27.09%	232
1800-2400	2008	3	-50.00 %	\$701,333	-17.08 %	\$655,000	-18.63 %	\$330.35	-23.67 %	\$339.20	-16.55%	131
	2009	5	66.67 %	\$722,600	3.03 %	\$643,000	-1.83 %	\$342.46	3.67 %	\$319.11	-5.92%	104
	2010	2	-60.00 %	\$823,500	13.96 %	\$823,500	28.07 %	\$422.47	23.36 %	\$422.47	32.39%	186
Over 2400	2008	1	-50.00 %	\$1,015,000	-18.80 %	\$1,015,000	-18.80 %	\$402.46	-20.09 %	\$402.46	-20.09%	129
	2009	0	-100.00 %									
	2010	2		\$1,175,500		\$1,175,500		\$438.01		\$438.01		38

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Charlestown Yearly Sales Summary 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	536	62.42 %	\$454,572	11.19 %	\$409,950	10.20 %	\$445.26	9.28 %	\$440.14	7.46%	49
2005	477	-11.01 %	\$478,431	5.25 %	\$440,000	7.33 %	\$492.20	10.54 %	\$497.69	13.08%	52
2006	309	-35.22 %	\$477,069	-0.28 %	\$433,000	-1.59 %	\$472.57	-3.99 %	\$466.67	-6.23%	87
2007	367	18.77 %	\$487,475	2.18 %	\$440,000	1.62 %	\$449.62	-4.86 %	\$448.66	-3.86%	99
2008	271	-26.16 %	\$462,529	-5.12 %	\$415,000	-5.68 %	\$448.45	-0.26 %	\$456.46	1.74%	103
2009	250	-7.75 %	\$447,300	-3.29 %	\$412,250	-0.66 %	\$435.43	-2.90 %	\$432.48	-5.25%	100
2010	246	-1.60 %	\$459,736	2.78 %	\$415,000	0.67 %	\$432.64	-0.64 %	\$435.40	0.68%	95

Average and Median Selling Prices



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Charlestown

Sales Comparison by Number of Bedrooms 2010

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2008	4	100.00 %	\$270,250	-38.40 %	\$256,500	-41.54 %	\$554.24	36.80 %	\$531.18	31.11 %	142
	2009	4	0.00 %	\$209,500	-22.48 %	\$209,000	-18.52 %	\$453.87	-18.11 %	\$450.65	-15.16 %	102
	2010	0	-100.00 %									
One Bed	2008	81	-23.58 %	\$360,968	-5.63 %	\$350,000	-1.06 %	\$490.50	-0.11 %	\$503.40	2.51 %	76
	2009	77	-4.94 %	\$355,719	-1.45 %	\$327,500	-6.43 %	\$468.62	-4.46 %	\$472.15	-6.21 %	89
	2010	77	0.00 %	\$353,748	-0.55 %	\$349,000	6.56 %	\$474.93	1.35 %	\$494.51	4.74 %	84
Two Beds	2008	142	-24.06 %	\$482,320	-1.07 %	\$445,000	-4.30 %	\$433.76	-2.21 %	\$451.64	2.14 %	109
	2009	130	-8.45 %	\$472,947	-1.94 %	\$461,500	3.71 %	\$424.22	-2.20 %	\$420.39	-6.92 %	105
	2010	121	-6.92 %	\$439,753	-7.02 %	\$433,300	-6.11 %	\$418.98	-1.24 %	\$420.97	0.14 %	94
Three Plus Beds	2008	29	-43.14 %	\$720,176	-1.39 %	\$635,000	0.47 %	\$388.56	-0.80 %	\$387.60	4.36 %	135
	2009	35	20.69 %	\$604,240	-16.10 %	\$579,000	-8.82 %	\$398.37	2.53 %	\$379.16	-2.18 %	100
	2010	42	20.00 %	\$731,903	21.13 %	\$663,750	14.64 %	\$390.83	-1.89 %	\$384.14	1.31 %	118

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Sales Comparison by Square Footage 2010

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2008	54	-11.48 %	\$302,647	-2.10 %	\$311,450	-0.34 %	\$497.48	1.09 %	\$525.56	6.96%	84
	2009	46	-14.81 %	\$290,513	-4.01 %	\$310,000	-0.47 %	\$485.16	-2.48 %	\$494.77	-5.86%	93
	2010	43	-6.52 %	\$298,089	2.61 %	\$318,000	2.58 %	\$496.15	2.26 %	\$514.76	4.04%	86
701-1000	2008	83	-27.19 %	\$386,336	-1.55 %	\$375,500	-4.09 %	\$459.55	-1.41 %	\$461.14	-0.61%	88
	2009	90	8.43 %	\$377,812	-2.21 %	\$354,000	-5.73 %	\$436.08	-5.11 %	\$443.13	-3.91%	94
	2010	82	-8.89 %	\$382,276	1.18 %	\$379,750	7.27 %	\$444.66	1.97 %	\$448.09	1.12%	77
1001-1500	2008	87	-23.01 %	\$501,400	-6.75 %	\$502,500	-6.42 %	\$419.42	-4.94 %	\$425.20	-1.01%	125
	2009	78	-10.34 %	\$520,788	3.87 %	\$514,750	2.44 %	\$427.01	1.81 %	\$427.21	0.47%	99
	2010	83	6.41 %	\$482,796	-7.30 %	\$480,000	-6.75 %	\$398.74	-6.62 %	\$395.72	-7.37%	103
1501-1800	2008	14	-50.00 %	\$664,217	4.67 %	\$655,000	1.87 %	\$408.03	6.43 %	\$410.87	6.38%	82
	2009	17	21.43 %	\$666,546	0.35 %	\$662,500	1.15 %	\$408.66	0.15 %	\$395.57	-3.72%	145
	2010	13	-23.53 %	\$617,332	-7.38 %	\$592,000	-10.64 %	\$381.65	-6.61 %	\$362.90	-8.26%	117
1800-2400	2008	11	-52.17 %	\$896,261	18.56 %	\$785,000	5.37 %	\$435.17	14.69 %	\$392.50	-0.16%	111
	2009	14	27.27 %	\$688,107	-23.22 %	\$644,000	-17.96 %	\$340.53	-21.75 %	\$318.03	-18.97%	81
	2010	7	-50.00 %	\$778,429	13.13 %	\$787,000	22.20 %	\$392.42	15.24 %	\$393.51	23.73%	198
Over 2400	2008	8	-20.00 %	\$1,103,014	-3.95 %	\$1,045,000	-8.35 %	\$407.16	-8.31 %	\$390.25	-5.65%	151
	2009	1	-87.50 %	\$1,450,000	31.46 %	\$1,450,000	38.76 %	\$528.43	29.78 %	\$528.43	35.41%	266
	2010	12	1,100.00 %	\$1,140,986	-21.31 %	\$1,151,667	-20.57 %	\$436.05	-17.48 %	\$449.50	-14.94%	105

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Inventory Fourth Quarter 2010

