



# South End

2010

Sales Summary

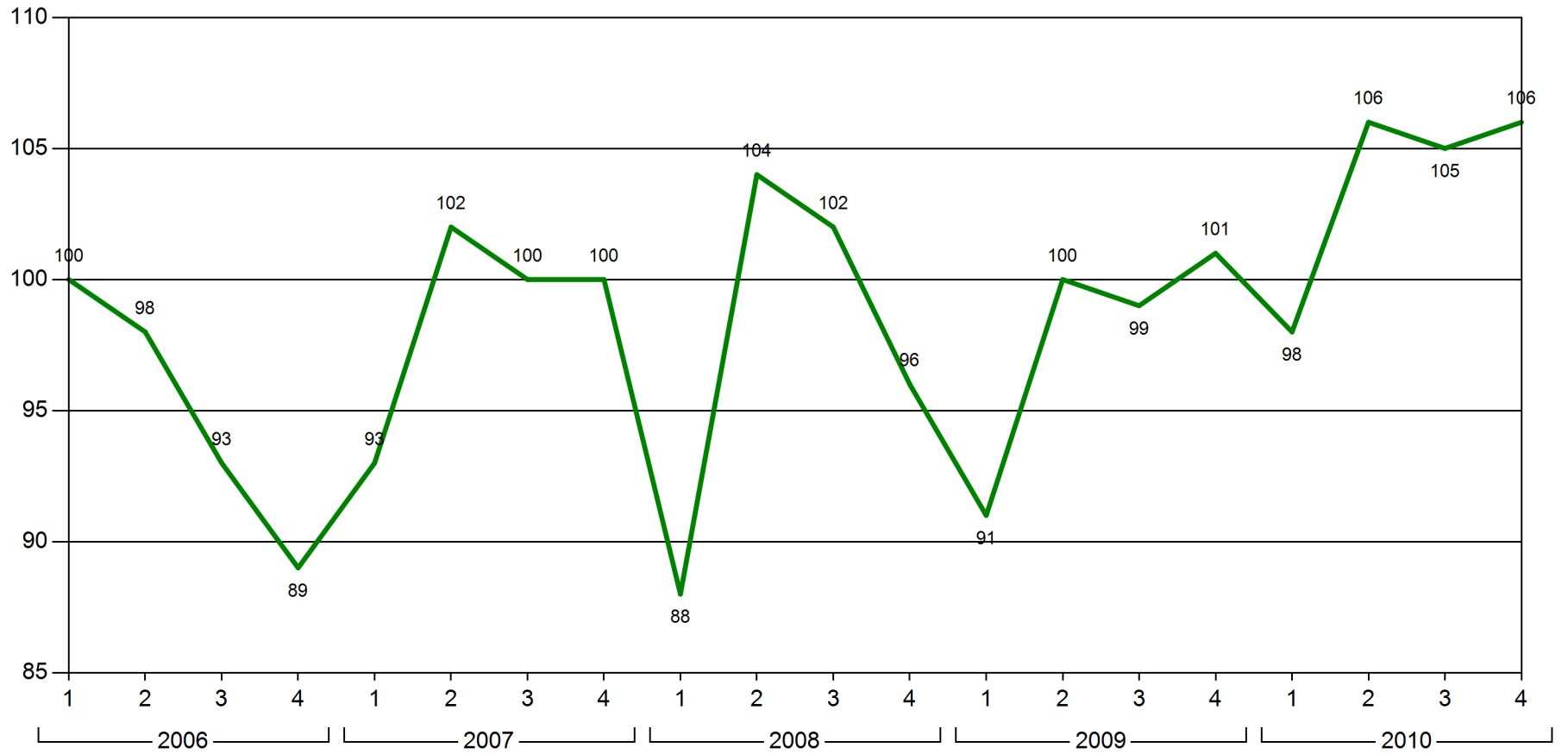
140 Newbury Street  
Boston, MA 02116

617-267-5465

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## South End

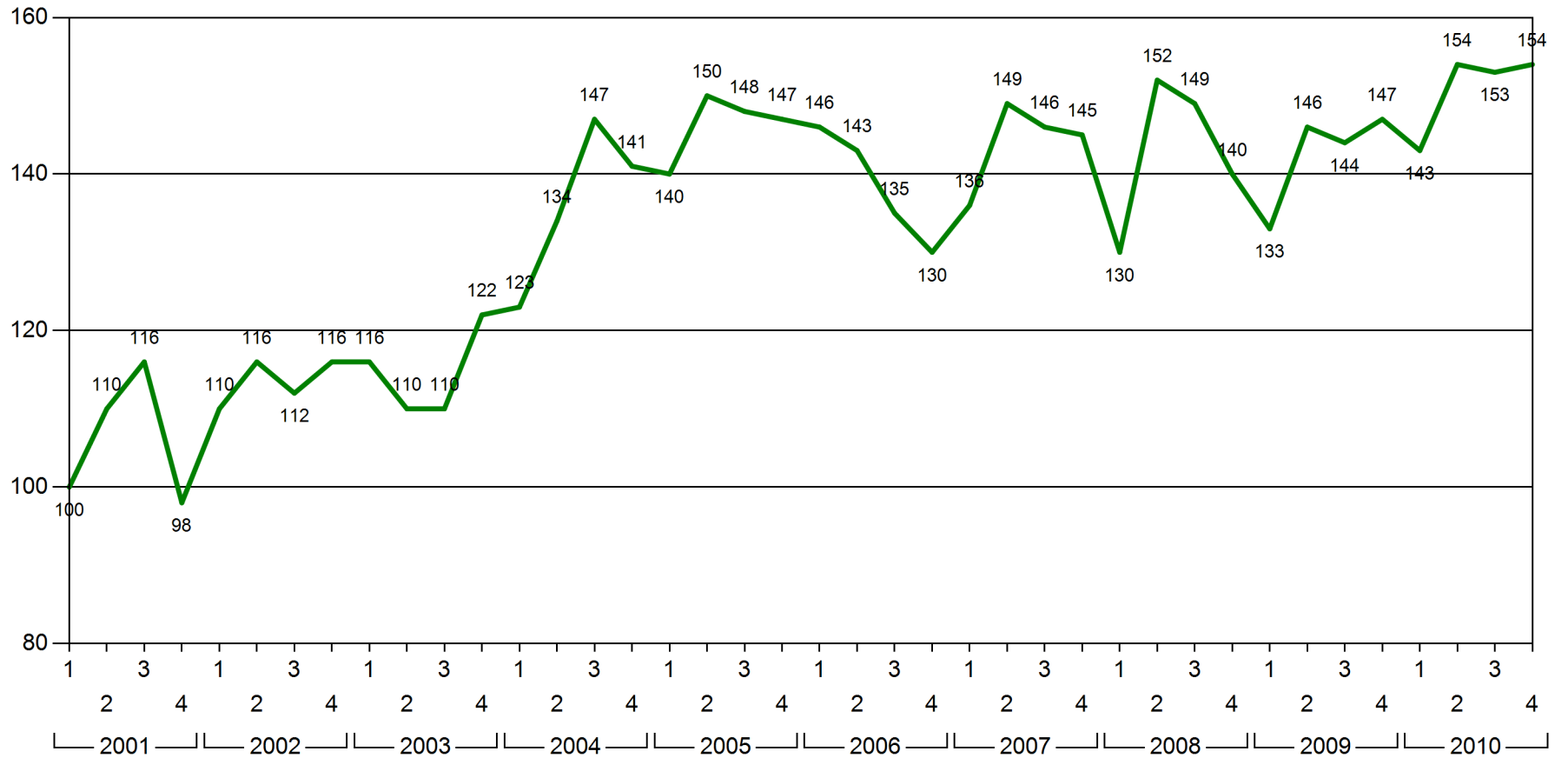
Five Year Price Index  
(Appreciation Rate)



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## South End

Ten Year Price Index  
(Appreciation Rate)



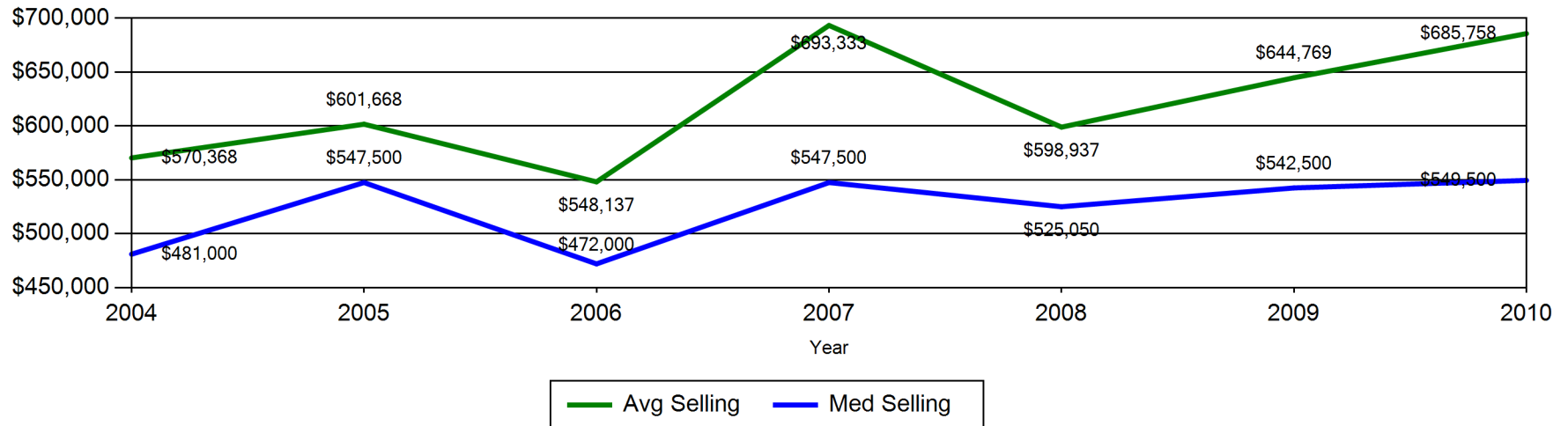
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## South End

### Quarterly Sales Summary Fourth Quarter 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	174	-23.68 %	\$570,368	23.72 %	\$481,000	14.66 %	\$558.86	15.34 %	\$558.04	13.47%	42
2005	142	-18.39 %	\$601,668	5.49 %	\$547,500	13.83 %	\$590.28	5.62 %	\$590.18	5.76%	57
2006	150	5.63 %	\$548,137	-8.90 %	\$472,000	-13.79 %	\$542.26	-8.13 %	\$546.88	-7.34%	124
2007	150	0.00 %	\$693,333	26.49 %	\$547,500	16.00 %	\$631.86	16.52 %	\$627.44	14.73%	68
2008	110	-26.67 %	\$598,937	-13.61 %	\$525,050	-4.10 %	\$590.48	-6.55 %	\$616.16	-1.80%	101
2009	122	10.91 %	\$644,769	7.65 %	\$542,500	3.32 %	\$595.42	0.84 %	\$600.21	-2.59%	108
2010	122	0.00 %	\$685,758	6.36 %	\$549,500	1.29 %	\$609.62	2.38 %	\$625.90	4.28%	82

Average and Median Selling Prices



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## South End

### 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	-57.14 %	\$255,000	-57.91 %	\$275,000	-21.20 %	\$590.42	-11.20 %	\$567.16	-7.92 %	145
	<b>2009</b>	1	-66.67 %	\$242,500	-4.90 %	\$242,500	-11.82 %	\$685.03	16.02 %	\$685.03	20.78 %	79
	<b>2010</b>	3	200.00 %	\$262,500	8.25 %	\$272,500	12.37 %	\$581.64	-15.09 %	\$575.47	-15.99 %	72
One Bed	<b>2008</b>	38	-37.70 %	\$436,168	-8.74 %	\$432,000	-4.42 %	\$613.61	-4.80 %	\$633.46	-1.81 %	88
	<b>2009</b>	45	18.42 %	\$398,047	-8.74 %	\$383,495	-11.23 %	\$579.73	-5.52 %	\$600.00	-5.28 %	138
	<b>2010</b>	38	-15.56 %	\$410,987	3.25 %	\$417,500	8.87 %	\$603.46	4.09 %	\$638.63	6.44 %	58
Two Beds	<b>2008</b>	49	-14.04 %	\$662,497	-9.46 %	\$652,000	3.99 %	\$596.18	-2.20 %	\$620.63	1.82 %	95
	<b>2009</b>	62	26.53 %	\$678,543	2.42 %	\$592,000	-9.20 %	\$604.76	1.44 %	\$601.89	-3.02 %	99
	<b>2010</b>	60	-3.23 %	\$734,488	8.24 %	\$640,250	8.15 %	\$612.23	1.23 %	\$628.02	4.34 %	95
Three Plus Beds	<b>2008</b>	16	-11.11 %	\$863,750	-38.25 %	\$831,000	-27.90 %	\$527.08	-20.59 %	\$517.25	-24.71 %	127
	<b>2009</b>	13	-18.75 %	\$1,332,115	54.22 %	\$1,165,000	40.19 %	\$598.31	13.51 %	\$591.93	14.44 %	74
	<b>2010</b>	16	23.08 %	\$1,185,829	-10.98 %	\$990,508	-14.98 %	\$620.02	3.63 %	\$600.57	1.46 %	83

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## South End

### 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	<b>2008</b>	27	-32.50 %	\$373,407	-0.53 %	\$389,000	2.10 %	\$619.30	-4.04 %	\$652.17	0.36%	83
	<b>2009</b>	29	7.41 %	\$345,091	-7.58 %	\$356,125	-8.45 %	\$642.98	3.82 %	\$661.79	1.47%	68
	<b>2010</b>	28	-3.45 %	\$357,339	3.55 %	\$357,750	0.46 %	\$629.50	-2.10 %	\$645.78	-2.42%	71
701-1000	<b>2008</b>	38	-22.45 %	\$477,226	-10.02 %	\$485,750	-3.81 %	\$564.24	-9.85 %	\$559.33	-10.21%	61
	<b>2009</b>	36	-5.26 %	\$474,098	-0.66 %	\$475,000	-2.21 %	\$564.28	0.01 %	\$555.97	-0.60%	108
	<b>2010</b>	40	11.11 %	\$517,225	9.10 %	\$512,500	7.89 %	\$599.30	6.21 %	\$633.16	13.88%	77
1001-1500	<b>2008</b>	30	-3.23 %	\$722,809	1.27 %	\$714,500	-4.73 %	\$592.38	5.34 %	\$616.71	3.83%	144
	<b>2009</b>	36	20.00 %	\$696,914	-3.58 %	\$643,000	-10.01 %	\$575.95	-2.77 %	\$571.77	-7.29%	129
	<b>2010</b>	28	-22.22 %	\$746,268	7.08 %	\$731,375	13.74 %	\$578.67	0.47 %	\$604.00	5.64%	98
1501-1800	<b>2008</b>	8	-55.56 %	\$998,625	-18.72 %	\$977,000	-23.52 %	\$615.41	-16.35 %	\$600.19	-23.92%	76
	<b>2009</b>	11	37.50 %	\$969,364	-2.93 %	\$935,000	-4.30 %	\$600.44	-2.43 %	\$590.30	-1.65%	149
	<b>2010</b>	11	0.00 %	\$1,070,865	10.47 %	\$995,000	6.42 %	\$640.19	6.62 %	\$635.32	7.63%	71
1800-2400	<b>2008</b>	4	-60.00 %	\$1,214,563	-1.49 %	\$1,212,875	5.24 %	\$605.57	-2.32 %	\$603.50	-1.39%	275
	<b>2009</b>	5	25.00 %	\$1,317,500	8.48 %	\$1,342,500	10.69 %	\$655.89	8.31 %	\$646.15	7.07%	5
	<b>2010</b>	9	80.00 %	\$1,233,667	-6.36 %	\$1,175,000	-12.48 %	\$601.45	-8.30 %	\$571.43	-11.56%	99
Over 2400	<b>2008</b>	2	0.00 %	\$1,382,500	-56.96 %	\$1,382,500	-56.96 %	\$541.88	-23.65 %	\$541.88	-23.65%	71
	<b>2009</b>	4	100.00 %	\$2,031,813	46.97 %	\$1,601,125	15.81 %	\$616.84	13.83 %	\$597.31	10.23%	239
	<b>2010</b>	2	-50.00 %	\$2,637,500	29.81 %	\$2,637,500	64.73 %	\$839.66	36.12 %	\$839.66	40.57%	23

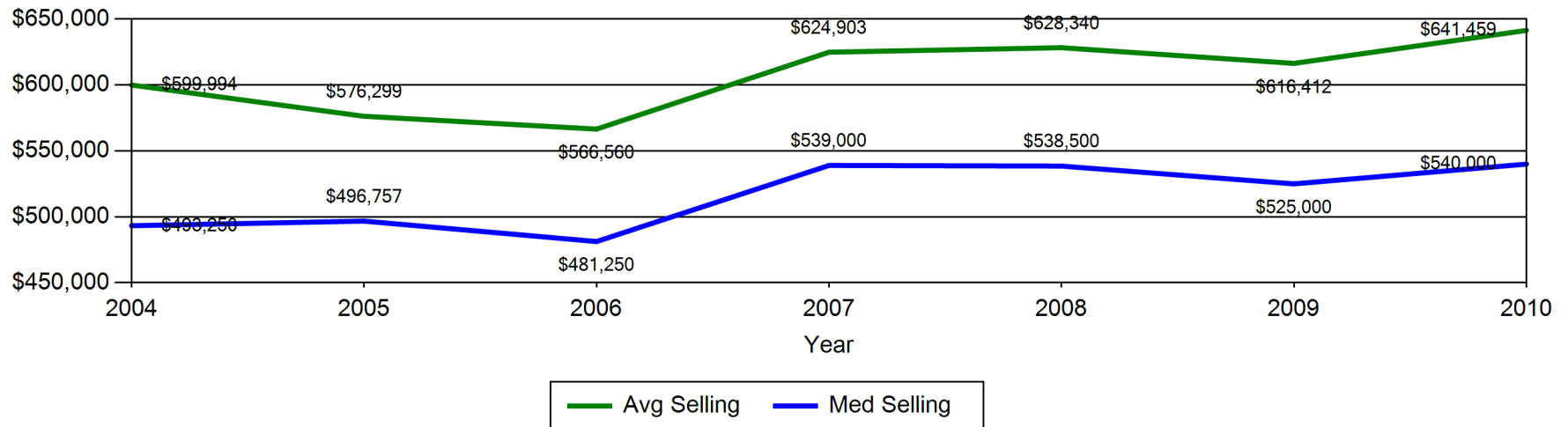
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## South End

### Yearly Sales Summary 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	1034	-5.74 %	\$599,994	35.51 %	\$493,250	20.30 %	\$551.70	20.01 %	\$543.97	14.72%	48
2005	828	-19.92 %	\$576,299	-3.95 %	\$496,757	0.71 %	\$584.91	6.02 %	\$593.84	9.17%	55
2006	758	-8.45 %	\$566,560	-1.69 %	\$481,250	-3.12 %	\$571.33	-2.32 %	\$564.58	-4.93%	88
2007	781	3.03 %	\$624,903	10.30 %	\$539,000	12.00 %	\$587.15	2.77 %	\$592.19	4.89%	90
2008	708	-9.35 %	\$628,340	0.55 %	\$538,500	-0.09 %	\$595.25	1.38 %	\$601.59	1.59%	79
2009	595	-15.96 %	\$616,412	-1.90 %	\$525,000	-2.51 %	\$589.16	-1.02 %	\$590.27	-1.88%	91
2010	549	-7.73 %	\$641,459	4.06 %	\$540,000	2.86 %	\$601.56	2.10 %	\$601.91	1.97%	88

Average and Median Selling Prices



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## South End

### 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>	13	-23.53 %	\$266,154	-41.39 %	\$275,000	1.85 %	\$657.10	6.36 %	\$645.16	3.49 %	95
	<b>2009</b>	8	-38.46 %	\$243,325	-8.58 %	\$231,250	-15.91 %	\$601.87	-8.41 %	\$608.68	-5.65 %	53
	<b>2010</b>	11	37.50 %	\$266,006	9.32 %	\$272,500	17.84 %	\$565.83	-5.99 %	\$563.06	-7.50 %	49
One Bed	<b>2008</b>	231	-14.76 %	\$438,988	-1.69 %	\$424,000	-0.24 %	\$596.06	-0.98 %	\$591.17	-2.14 %	68
	<b>2009</b>	206	-10.82 %	\$423,810	-3.46 %	\$389,000	-8.25 %	\$580.88	-2.55 %	\$595.43	0.72 %	83
	<b>2010</b>	189	-8.25 %	\$428,378	1.08 %	\$418,000	7.46 %	\$608.98	4.84 %	\$621.73	4.42 %	79
Two Beds	<b>2008</b>	361	4.64 %	\$670,229	0.55 %	\$625,000	4.17 %	\$594.73	1.37 %	\$605.73	1.66 %	84
	<b>2009</b>	293	-18.84 %	\$690,977	3.10 %	\$615,000	-1.60 %	\$613.64	3.18 %	\$603.57	-0.36 %	95
	<b>2010</b>	277	-5.46 %	\$689,836	-0.17 %	\$614,000	-0.16 %	\$599.12	-2.37 %	\$594.03	-1.58 %	93
Three Plus Beds	<b>2008</b>	68	-28.42 %	\$1,145,808	6.38 %	\$1,113,750	11.93 %	\$606.20	3.58 %	\$635.76	12.02 %	84
	<b>2009</b>	50	-26.47 %	\$1,122,225	-2.06 %	\$1,062,250	-4.62 %	\$586.30	-3.28 %	\$585.46	-7.91 %	96
	<b>2010</b>	62	24.00 %	\$1,143,118	1.86 %	\$1,022,500	-3.74 %	\$608.41	3.77 %	\$601.03	2.66 %	97

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## South End

### 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>	140	-20.45 %	\$361,430	-1.71 %	\$373,750	-0.33 %	\$646.78	3.06 %	\$651.24	3.68%	64
	<b>2009</b>	132	-5.71 %	\$355,326	-1.69 %	\$364,750	-2.41 %	\$649.77	0.46 %	\$633.70	-2.69%	62
	<b>2010</b>	136	3.03 %	\$367,038	3.30 %	\$380,000	4.18 %	\$645.61	-0.64 %	\$661.46	4.38%	74
701-1000	<b>2008</b>	249	-1.97 %	\$485,238	0.11 %	\$482,500	-0.52 %	\$583.31	1.47 %	\$582.28	1.98%	67
	<b>2009</b>	204	-18.07 %	\$465,481	-4.07 %	\$470,500	-2.49 %	\$557.38	-4.44 %	\$566.50	-2.71%	86
	<b>2010</b>	167	-18.14 %	\$496,643	6.69 %	\$500,000	6.27 %	\$585.89	5.11 %	\$595.45	5.11%	90
1001-1500	<b>2008</b>	201	-0.50 %	\$690,702	-0.11 %	\$680,000	0.00 %	\$568.50	2.04 %	\$576.58	3.88%	86
	<b>2009</b>	158	-21.39 %	\$682,674	-1.16 %	\$671,000	-1.32 %	\$557.14	-2.00 %	\$569.40	-1.25%	126
	<b>2010</b>	154	-2.53 %	\$704,695	3.23 %	\$681,000	1.49 %	\$566.78	1.73 %	\$569.04	-0.06%	94
1501-1800	<b>2008</b>	54	-28.95 %	\$965,889	-7.03 %	\$949,500	-4.64 %	\$586.55	-6.78 %	\$581.29	-4.99%	119
	<b>2009</b>	52	-3.70 %	\$1,057,835	9.52 %	\$986,500	3.90 %	\$648.65	10.59 %	\$609.16	4.80%	76
	<b>2010</b>	38	-26.92 %	\$1,020,724	-3.51 %	\$990,508	0.41 %	\$622.92	-3.97 %	\$631.23	3.62%	67
1800-2400	<b>2008</b>	34	-24.44 %	\$1,304,119	11.34 %	\$1,311,250	17.08 %	\$639.73	12.00 %	\$634.26	15.73%	110
	<b>2009</b>	31	-8.82 %	\$1,158,774	-11.15 %	\$1,100,000	-16.11 %	\$586.29	-8.35 %	\$576.50	-9.11%	66
	<b>2010</b>	39	25.81 %	\$1,317,411	13.69 %	\$1,300,000	18.18 %	\$636.66	8.59 %	\$590.71	2.47%	114
Over 2400	<b>2008</b>	20	66.67 %	\$1,597,780	-4.89 %	\$1,665,000	17.67 %	\$599.89	8.44 %	\$593.95	6.24%	90
	<b>2009</b>	9	-55.00 %	\$1,877,773	17.52 %	\$1,725,000	3.60 %	\$648.84	8.16 %	\$693.33	16.73%	153
	<b>2010</b>	10	11.11 %	\$1,585,475	-15.57 %	\$1,517,875	-12.01 %	\$581.77	-10.34 %	\$623.20	-10.12%	135

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## South End

### Inventory Fourth Quarter 2010

