

L I N K
Listing • Information • Network

Waterfront

2010

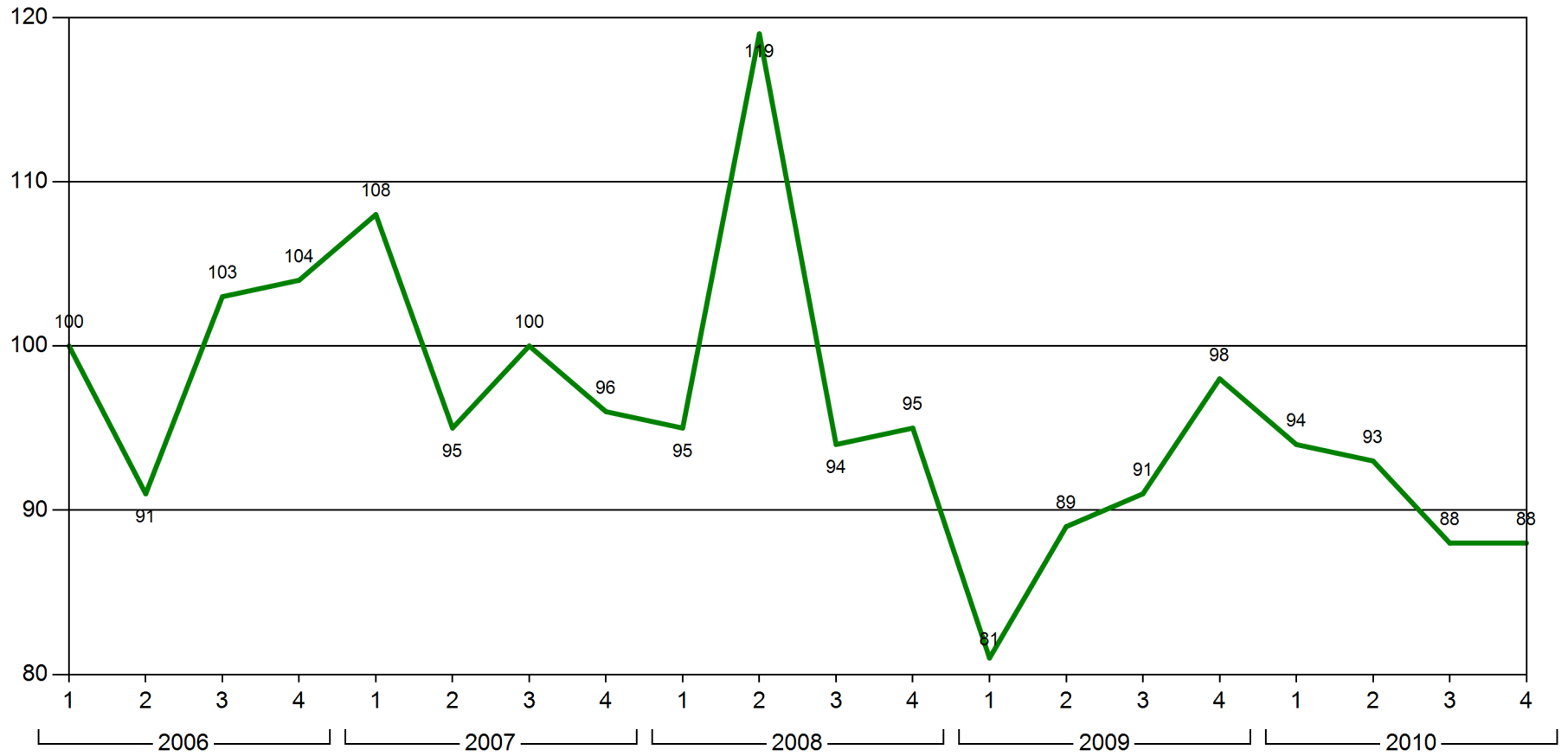
Sales Summary

140 Newbury Street
Boston, MA 02116

617-267-5465

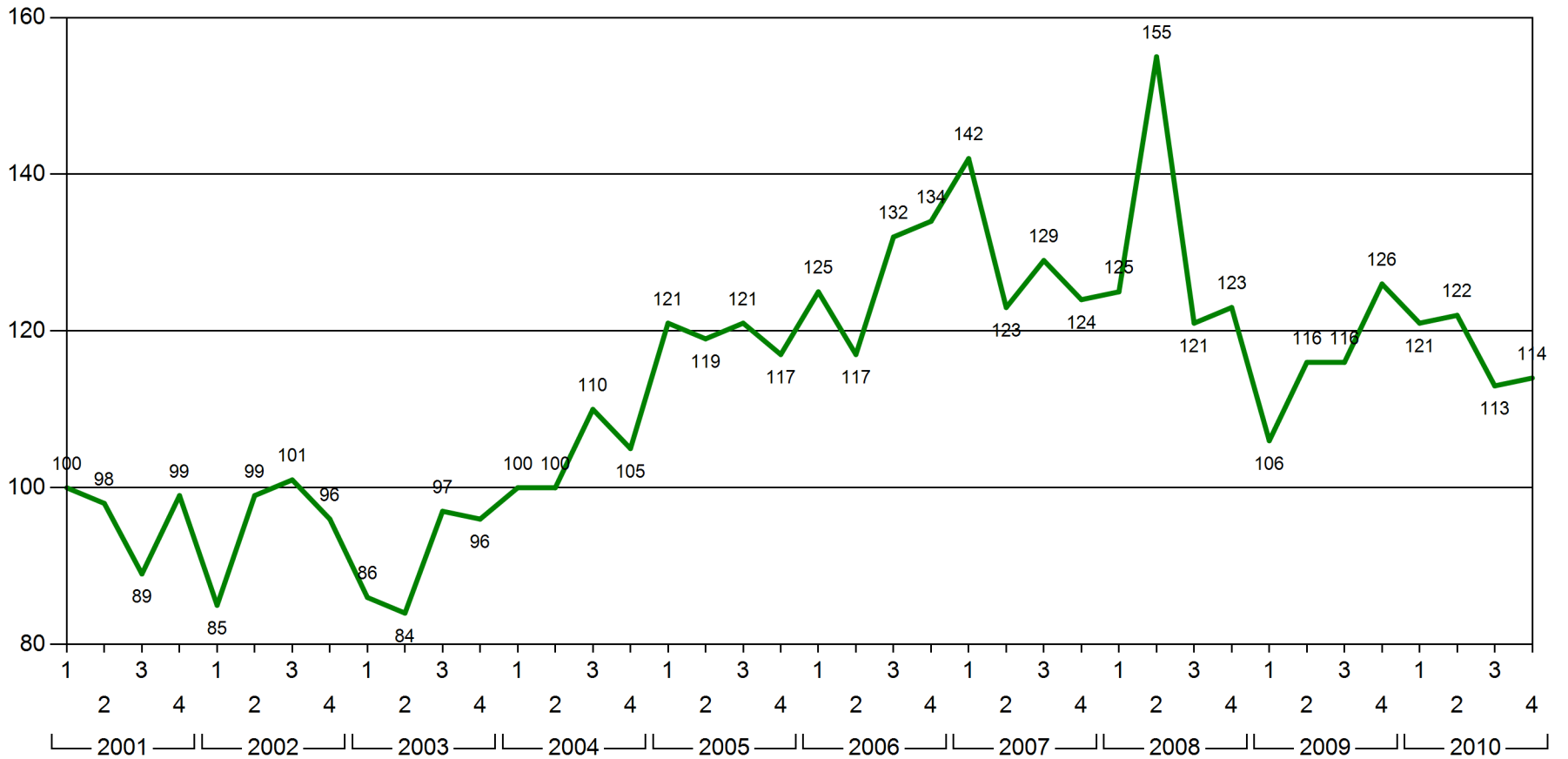
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Waterfront Five Year Price Index (Appreciation Rate)



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Waterfront Ten Year Price Index (Appreciation Rate)



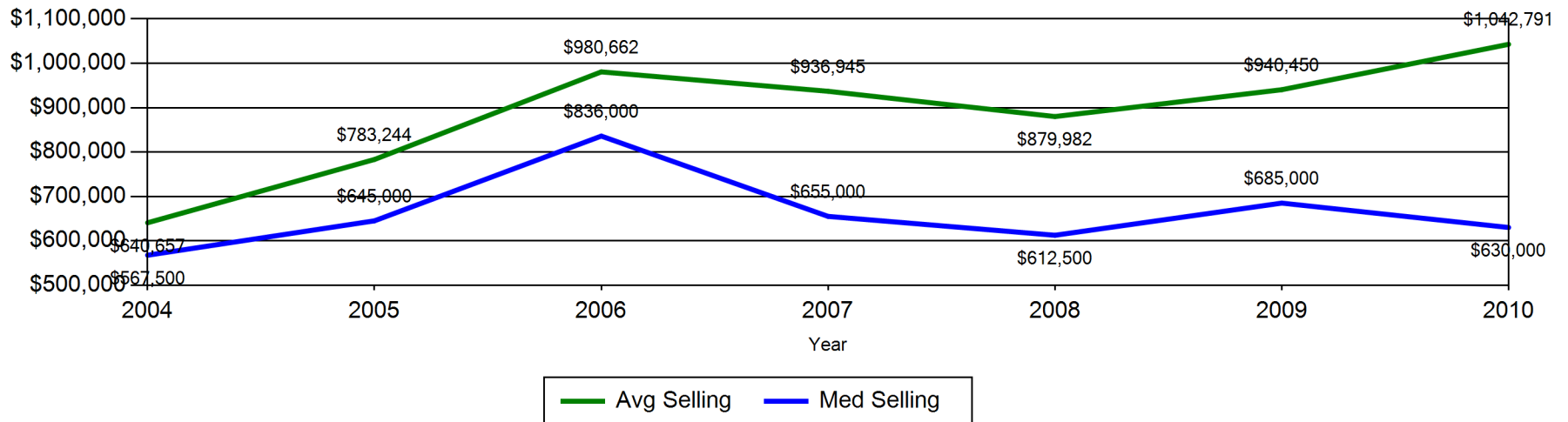
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Quarterly Sales Summary Fourth Quarter 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	35	-2.78 %	\$640,657	5.47 %	\$567,500	0.44 %	\$550.29	4.65 %	\$551.26	3.11%	78
2005	33	-5.71 %	\$783,244	22.26 %	\$645,000	13.66 %	\$622.56	13.13 %	\$560.72	1.72%	85
2006	122	269.70 %	\$980,662	25.21 %	\$836,000	29.61 %	\$734.39	17.96 %	\$745.08	32.88%	69
2007	40	-67.21 %	\$936,945	-4.46 %	\$655,000	-21.65 %	\$694.81	-5.39 %	\$651.43	-12.57%	103
2008	31	-22.50 %	\$879,982	-6.08 %	\$612,500	-6.49 %	\$694.18	-0.09 %	\$671.98	3.15%	173
2009	29	-6.45 %	\$940,450	6.87 %	\$685,000	11.84 %	\$705.67	1.66 %	\$646.31	-3.82%	162
2010	33	13.79 %	\$1,042,791	10.88 %	\$630,000	-8.03 %	\$651.30	-7.71 %	\$591.17	-8.53%	136

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	0	-100.00 %									
	2009	1		\$336,500		\$336,500		\$799.29		\$799.29		339
	2010	0	-100.00 %									
One Bed	2008	12	-29.41 %	\$609,208	24.25 %	\$526,500	37.86 %	\$617.25	13.02 %	\$549.41	15.08 %	36
	2009	9	-25.00 %	\$530,641	-12.90 %	\$480,000	-8.83 %	\$624.75	1.22 %	\$602.61	9.68 %	182
	2010	16	77.78 %	\$563,131	6.12 %	\$512,500	6.77 %	\$562.55	-9.96 %	\$529.21	-12.18 %	95
Two Beds	2008	12	0.00 %	\$1,168,246	-0.01 %	\$1,132,750	32.49 %	\$746.21	-7.31 %	\$712.99	1.86 %	249
	2009	14	16.67 %	\$982,796	-15.87 %	\$770,000	-32.02 %	\$731.00	-2.04 %	\$635.88	-10.82 %	81
	2010	9	-35.71 %	\$1,168,556	18.90 %	\$848,000	10.13 %	\$793.49	8.55 %	\$662.50	4.19 %	115
Three Plus Beds	2008	1	-85.71 %	\$3,400,000	71.66 %	\$3,400,000	138.60 %	\$1,125.83	34.25 %	\$1,125.83	33.05 %	178
	2009	4	300.00 %	\$2,051,875	-39.65 %	\$2,156,250	-36.58 %	\$775.70	-31.10 %	\$770.32	-31.58 %	344
	2010	8	100.00 %	\$1,860,625	-9.32 %	\$1,500,000	-30.43 %	\$668.81	-13.78 %	\$633.70	-17.74 %	218

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Sales Comparison by Square Footage Fourth Quarter 2010

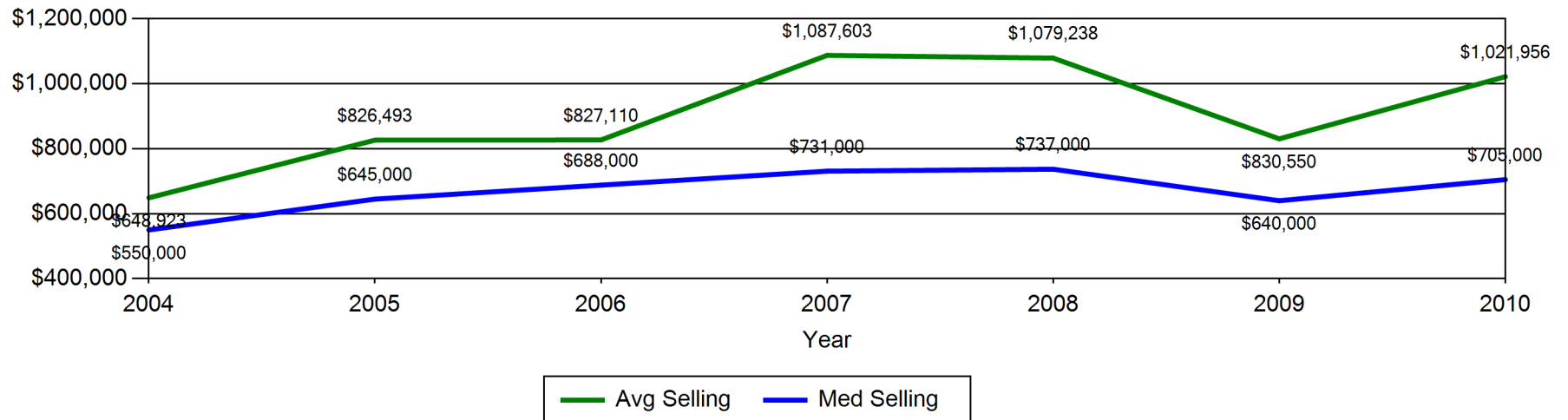
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2008	1	-50.00 %	\$450,000	38.04 %	\$450,000	38.04 %	\$755.03	1.89 %	\$755.03	1.89%	
	2009	4	300.00 %	\$321,567	-28.54 %	\$323,750	-28.06 %	\$639.14	-15.35 %	\$609.44	-19.28%	289
	2010	2	-50.00 %	\$342,000	6.35 %	\$342,000	5.64 %	\$548.85	-14.13 %	\$548.85	-9.94%	20
701-1000	2008	8	-42.86 %	\$509,375	24.93 %	\$486,500	27.87 %	\$578.57	18.47 %	\$526.70	15.39%	54
	2009	6	-25.00 %	\$436,691	-14.27 %	\$462,500	-4.93 %	\$553.52	-4.33 %	\$568.78	7.99%	128
	2010	9	50.00 %	\$474,899	8.75 %	\$441,888	-4.46 %	\$560.24	1.21 %	\$589.18	3.59%	116
1001-1500	2008	7	-30.00 %	\$779,786	-20.51 %	\$690,000	-14.55 %	\$662.49	-14.75 %	\$567.90	-18.87%	52
	2009	10	42.86 %	\$883,000	13.24 %	\$710,000	2.90 %	\$712.01	7.47 %	\$580.59	2.23%	115
	2010	9	-10.00 %	\$729,889	-17.34 %	\$595,000	-16.20 %	\$596.46	-16.23 %	\$506.09	-12.83%	95
1501-1800	2008	7	16.67 %	\$1,251,564	-11.50 %	\$1,180,500	-10.06 %	\$740.63	-10.99 %	\$702.68	-7.11%	447
	2009	4	-42.86 %	\$1,186,250	-5.22 %	\$1,137,500	-3.64 %	\$743.13	0.34 %	\$709.57	0.98%	169
	2010	6	50.00 %	\$1,164,167	-1.86 %	\$1,147,500	0.88 %	\$723.14	-2.69 %	\$717.43	1.11%	132
1800-2400	2008	2	0.00 %	\$1,637,500	2.50 %	\$1,637,500	2.50 %	\$858.72	3.02 %	\$858.72	3.02%	106
	2009	1	-50.00 %	\$2,085,000	27.33 %	\$2,085,000	27.33 %	\$1,149.39	33.85 %	\$1,149.39	33.85%	1
	2010	2	100.00 %	\$2,225,000	6.71 %	\$2,225,000	6.71 %	\$1,046.75	-8.93 %	\$1,046.75	-8.93%	250
Over 2400	2008	1	-66.67 %	\$3,400,000	16.57 %	\$3,400,000	26.16 %	\$1,125.83	14.19 %	\$1,125.83	13.92%	178
	2009	3	200.00 %	\$2,504,167	-26.35 %	\$2,300,000	-32.35 %	\$879.72	-21.86 %	\$840.64	-25.33%	335
	2010	5	66.67 %	\$2,290,000	-8.55 %	\$1,725,000	-25.00 %	\$710.49	-19.24 %	\$673.83	-19.84%	214

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Waterfront Yearly Sales Summary 2010

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2004	189	10.53 %	\$648,923	13.83 %	\$550,000	17.77 %	\$551.26	13.95 %	\$545.21	13.71%	69
2005	165	-12.70 %	\$826,493	27.36 %	\$645,000	17.27 %	\$645.08	17.02 %	\$600.32	10.11%	80
2006	281	70.30 %	\$827,110	0.07 %	\$688,000	6.67 %	\$690.87	7.10 %	\$662.45	10.35%	76
2007	192	-31.67 %	\$1,087,603	31.49 %	\$731,000	6.25 %	\$722.78	4.62 %	\$672.62	1.54%	113
2008	221	15.10 %	\$1,079,238	-0.77 %	\$737,000	0.82 %	\$771.34	6.72 %	\$691.40	2.79%	106
2009	114	-48.42 %	\$830,550	-23.04 %	\$640,000	-13.16 %	\$639.97	-17.03 %	\$596.02	-13.80%	133
2010	133	16.67 %	\$1,021,956	23.05 %	\$705,000	10.16 %	\$667.10	4.24 %	\$579.55	-2.76%	145

Average and Median Selling Prices



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Sales Comparison by Number of Bedrooms 2010

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	2008	6	-14.29 %	\$332,917	4.27 %	\$356,250	4.78 %	\$636.77	-14.67 %	\$586.09	-26.22 %	107
	2009	5	-16.67 %	\$343,600	3.21 %	\$336,500	-5.54 %	\$667.70	4.86 %	\$626.25	6.85 %	128
	2010	2	-60.00 %	\$232,000	-32.48 %	\$232,000	-31.05 %	\$391.25	-41.40 %	\$391.25	-37.52 %	
One Bed	2008	67	11.67 %	\$643,286	18.13 %	\$541,000	14.62 %	\$635.06	1.94 %	\$577.49	-2.20 %	92
	2009	36	-46.27 %	\$531,105	-17.44 %	\$493,500	-8.78 %	\$603.89	-4.91 %	\$586.93	1.63 %	129
	2010	47	30.56 %	\$541,576	1.97 %	\$475,000	-3.75 %	\$588.23	-2.59 %	\$561.22	-4.38 %	129
Two Beds	2008	103	22.62 %	\$1,305,414	24.03 %	\$1,150,000	33.33 %	\$841.62	16.84 %	\$733.82	9.27 %	103
	2009	59	-42.72 %	\$909,682	-30.31 %	\$750,000	-34.78 %	\$654.01	-22.29 %	\$595.65	-18.83 %	114
	2010	67	13.56 %	\$1,031,410	13.38 %	\$775,000	3.33 %	\$696.89	6.56 %	\$577.69	-3.02 %	151
Three Plus Beds	2008	18	-37.93 %	\$2,390,846	-5.67 %	\$2,622,500	5.96 %	\$1,003.37	9.83 %	\$1,009.12	10.29 %	158
	2009	7	-61.11 %	\$2,248,929	-5.94 %	\$2,300,000	-12.30 %	\$816.75	-18.60 %	\$840.64	-16.70 %	290
	2010	17	142.86 %	\$2,405,735	6.97 %	\$1,750,000	-23.91 %	\$800.20	-2.03 %	\$771.97	-8.17 %	161

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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	13	0.00 %	\$359,038	10.16 %	\$380,000	13.43 %	\$639.99	-12.21 %	\$591.90	-25.49%	113
	2009	13	0.00 %	\$335,212	-6.64 %	\$325,000	-14.47 %	\$633.74	-0.98 %	\$614.47	3.81%	132
	2010	9	-30.77 %	\$332,556	-0.79 %	\$370,000	13.85 %	\$529.09	-16.51 %	\$566.98	-7.73%	43
701-1000	2008	49	2.08 %	\$510,861	7.74 %	\$465,000	4.14 %	\$593.44	3.55 %	\$556.27	2.06%	51
	2009	25	-48.98 %	\$473,606	-7.29 %	\$487,000	4.73 %	\$570.23	-3.91 %	\$576.46	3.63%	124
	2010	33	32.00 %	\$456,578	-3.60 %	\$437,000	-10.27 %	\$557.68	-2.20 %	\$560.75	-2.73%	104
1001-1500	2008	62	0.00 %	\$871,524	6.20 %	\$700,000	-3.58 %	\$704.68	4.46 %	\$605.08	-1.26%	109
	2009	44	-29.03 %	\$759,450	-12.86 %	\$690,000	-1.43 %	\$610.64	-13.34 %	\$549.44	-9.20%	131
	2010	40	-9.09 %	\$767,288	1.03 %	\$659,250	-4.46 %	\$624.18	2.22 %	\$566.83	3.17%	163
1501-1800	2008	41	70.83 %	\$1,475,875	6.30 %	\$1,362,500	1.81 %	\$902.53	6.50 %	\$848.54	1.54%	133
	2009	18	-56.10 %	\$1,217,517	-17.51 %	\$1,162,500	-14.68 %	\$761.91	-15.58 %	\$729.11	-14.07%	99
	2010	31	72.22 %	\$1,119,871	-8.02 %	\$995,000	-14.41 %	\$693.74	-8.95 %	\$660.38	-9.43%	166
1800-2400	2008	25	31.58 %	\$2,179,600	28.68 %	\$2,175,000	42.16 %	\$1,053.31	25.68 %	\$1,101.51	34.49%	115
	2009	4	-84.00 %	\$1,208,750	-44.54 %	\$1,150,000	-47.13 %	\$633.68	-39.84 %	\$567.93	-48.44%	1
	2010	10	150.00 %	\$2,206,500	82.54 %	\$2,200,000	91.30 %	\$1,081.25	70.63 %	\$1,022.31	80.01%	186
Over 2400	2008	9	-52.63 %	\$2,941,056	-6.10 %	\$3,350,000	24.49 %	\$1,008.05	2.75 %	\$989.66	4.00%	143
	2009	8	-11.11 %	\$2,163,688	-26.43 %	\$2,156,250	-35.63 %	\$758.17	-24.79 %	\$817.30	-17.42%	237
	2010	10	25.00 %	\$3,038,750	40.44 %	\$2,156,250	0.00 %	\$827.30	9.12 %	\$822.06	0.58%	137

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Inventory

Fourth Quarter 2010

