



# Back Bay

2011 Third Quarter  
Sales Summary

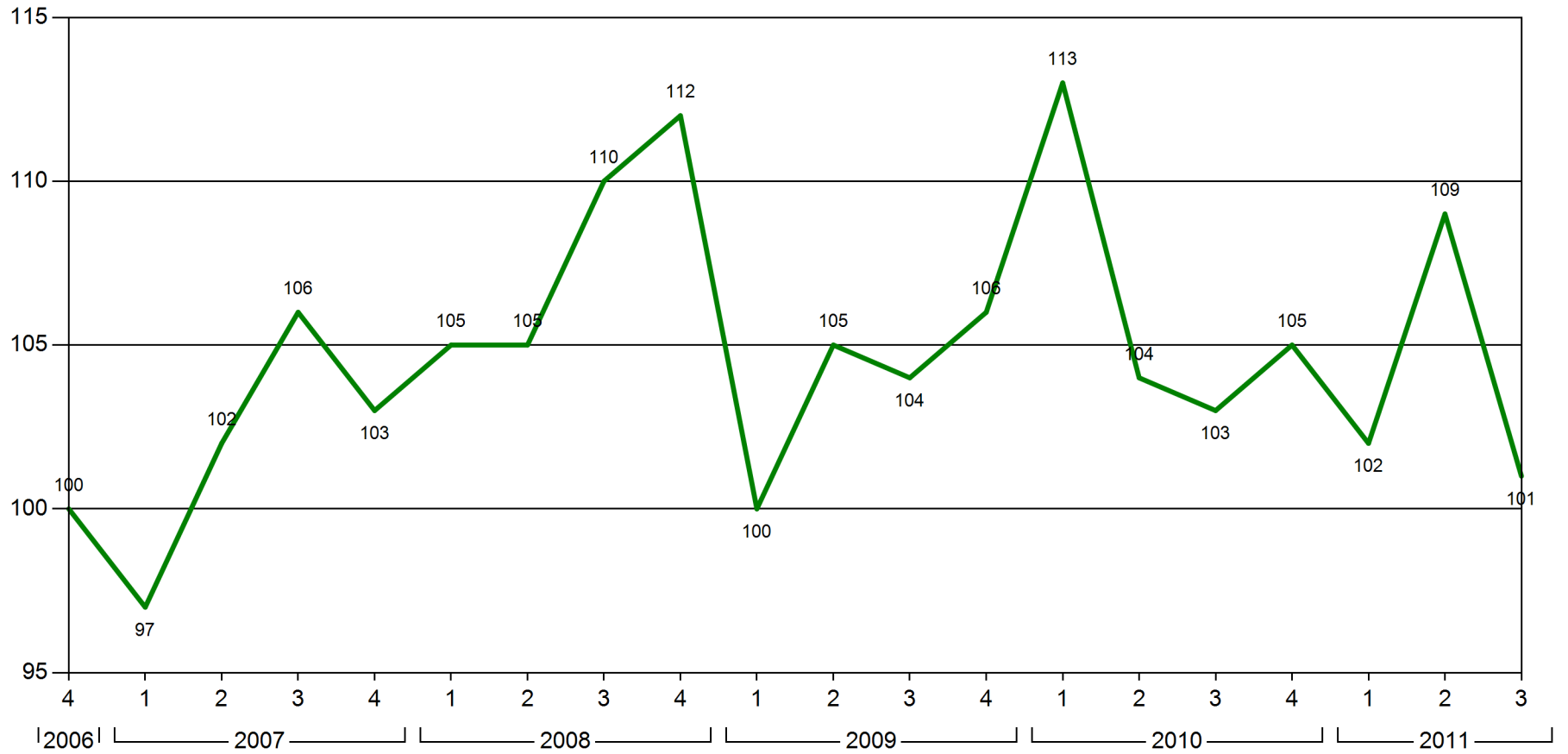
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## Back Bay

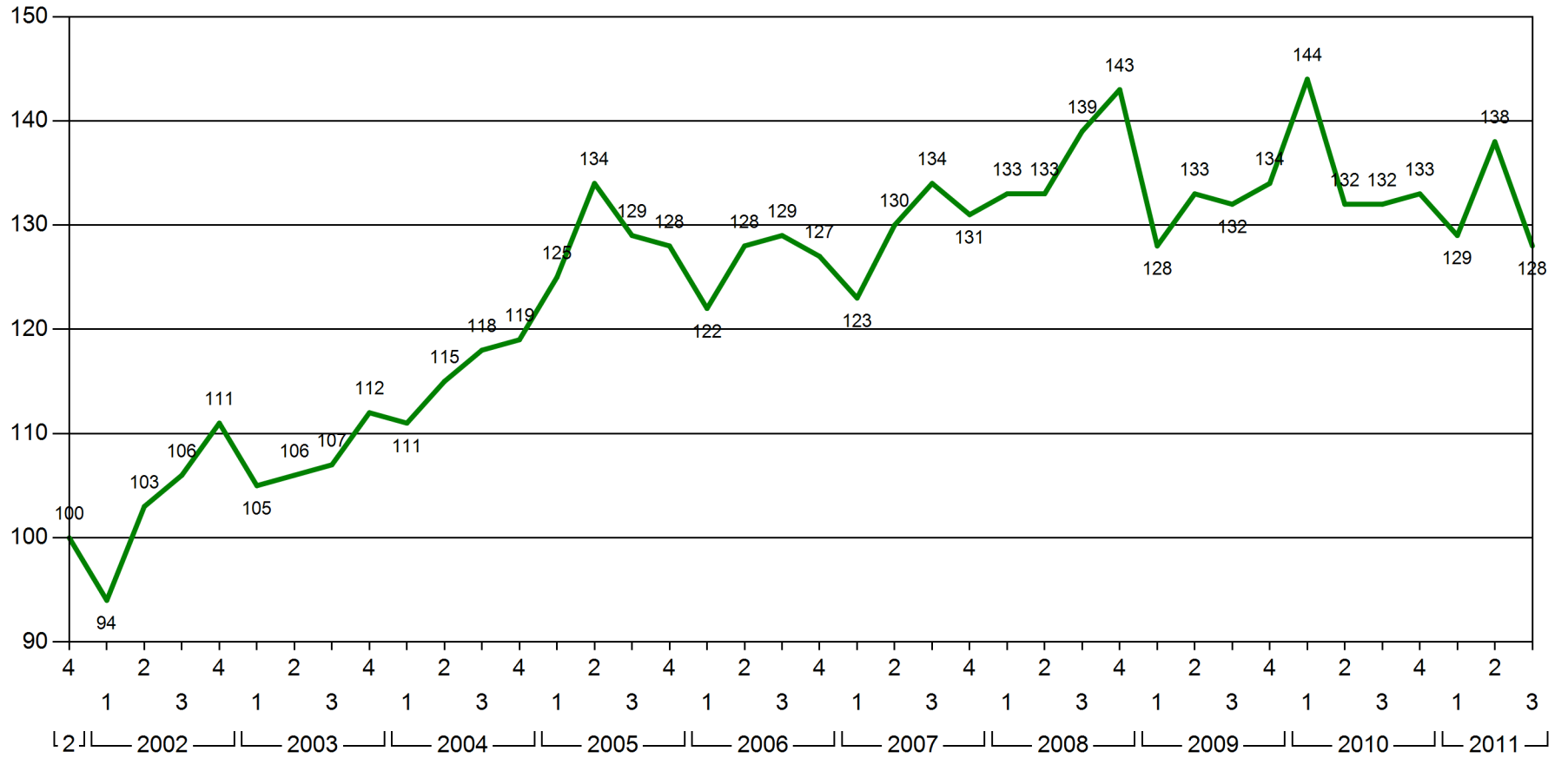
Five Year Price Index  
(Appreciation Rate)



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## Back Bay

Ten Year Price Index  
(Appreciation Rate)



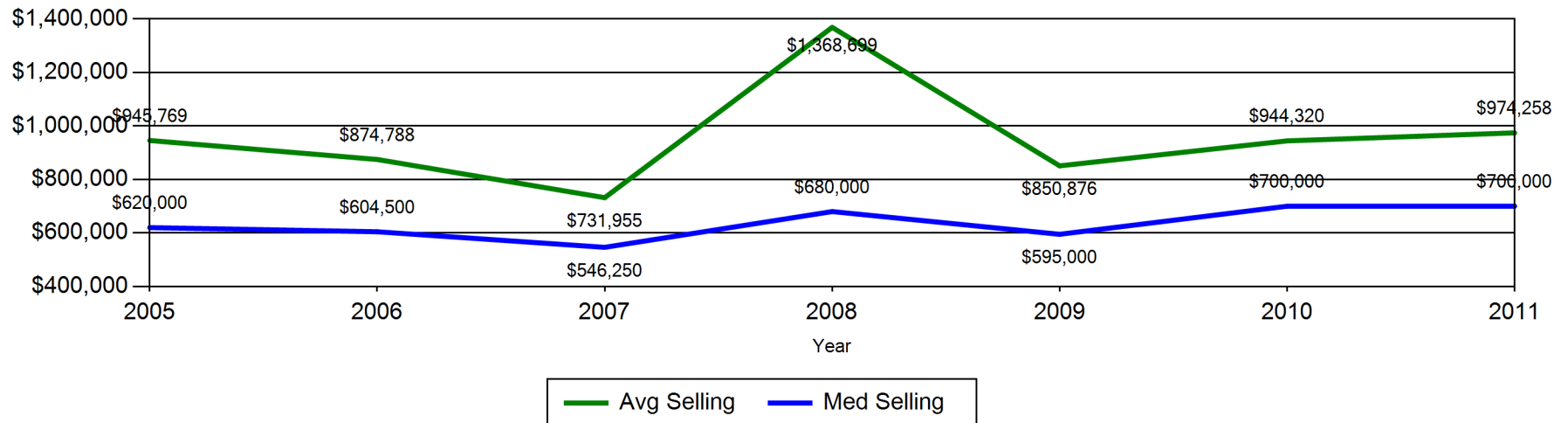
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## Back Bay

### Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	187	-4.10 %	\$945,769	44.36 %	\$620,000	33.62 %	\$737.47	13.84 %	\$689.66	10.40%	57
2006	140	-25.13 %	\$874,788	-7.51 %	\$604,500	-2.50 %	\$726.07	-1.55 %	\$697.67	1.16%	109
2007	166	18.57 %	\$731,955	-16.33 %	\$546,250	-9.64 %	\$738.40	1.70 %	\$719.82	3.17%	80
2008	178	7.23 %	\$1,368,699	86.99 %	\$680,000	24.49 %	\$843.14	14.18 %	\$749.07	4.06%	90
2009	149	-16.29 %	\$850,876	-37.83 %	\$595,000	-12.50 %	\$731.91	-13.19 %	\$679.66	-9.27%	89
2010	129	-13.42 %	\$944,320	10.98 %	\$700,000	17.65 %	\$731.81	-0.01 %	\$708.69	4.27%	106
2011	150	16.28 %	\$974,258	3.17 %	\$700,000	0.00 %	\$736.88	0.69 %	\$693.15	-2.19%	125

Average and Median Selling Prices



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## Back Bay

### Sales Comparison by Number of Bedrooms Third Quarter 2011

Sq Feet	Year	Sales	%+	Avg Selling	%+	Med Selling	%+	Avg PSF	%+	Med PSF	%+	Avg DOM
Studio	<b>2009</b>	8	-38.46 %	\$299,188	11.59 %	\$271,000	-2.52 %	\$685.65	-1.72 %	\$692.54	-4.65 %	33
	<b>2010</b>	6	-25.00 %	\$373,583	24.87 %	\$352,000	29.89 %	\$712.63	3.94 %	\$656.71	-5.17 %	99
	<b>2011</b>	8	33.33 %	\$298,875	-20.00 %	\$295,500	-16.05 %	\$636.74	-10.65 %	\$641.54	-2.31 %	148
One Bed	<b>2009</b>	64	-9.86 %	\$480,380	-50.37 %	\$444,000	-4.52 %	\$695.70	-14.80 %	\$653.45	-13.42 %	91
	<b>2010</b>	45	-29.69 %	\$519,841	8.21 %	\$465,000	4.73 %	\$690.01	-0.82 %	\$676.60	3.54 %	112
	<b>2011</b>	47	4.44 %	\$451,599	-13.13 %	\$431,000	-7.31 %	\$646.29	-6.34 %	\$630.30	-6.84 %	114
Two Beds	<b>2009</b>	61	-16.44 %	\$892,710	-39.51 %	\$775,000	-10.92 %	\$712.91	-14.95 %	\$678.57	-7.64 %	93
	<b>2010</b>	59	-3.28 %	\$910,810	2.03 %	\$850,000	9.68 %	\$721.02	1.14 %	\$725.06	6.85 %	97
	<b>2011</b>	68	15.25 %	\$1,125,714	23.59 %	\$902,500	6.18 %	\$770.78	6.90 %	\$731.97	0.95 %	133
Three Plus Beds	<b>2009</b>	15	-21.05 %	\$2,445,830	-25.87 %	\$2,600,000	-7.14 %	\$988.32	-8.86 %	\$1,009.05	-13.33 %	85
	<b>2010</b>	19	26.67 %	\$2,233,951	-8.66 %	\$1,600,000	-38.46 %	\$878.06	-11.16 %	\$797.29	-20.99 %	119
	<b>2011</b>	25	31.58 %	\$1,818,080	-18.62 %	\$1,695,000	5.94 %	\$854.16	-2.72 %	\$779.38	-2.25 %	123

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## Back Bay

### Sales Comparison by Square Footage Third Quarter 2011

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	<b>2009</b>	47	-12.96 %	\$382,032	2.82 %	\$360,000	2.71 %	\$712.69	-3.88 %	\$684.21	-7.92%	58
	<b>2010</b>	28	-40.43 %	\$396,656	3.83 %	\$392,500	9.03 %	\$690.59	-3.10 %	\$674.99	-1.35%	89
	<b>2011</b>	38	35.71 %	\$348,392	-12.17 %	\$345,000	-12.10 %	\$633.34	-8.29 %	\$633.53	-6.14%	127
701-1000	<b>2009</b>	36	9.09 %	\$566,802	-3.07 %	\$554,000	-0.45 %	\$653.36	-6.99 %	\$643.57	-7.92%	97
	<b>2010</b>	28	-22.22 %	\$596,975	5.32 %	\$565,900	2.15 %	\$709.50	8.59 %	\$681.75	5.93%	121
	<b>2011</b>	28	0.00 %	\$553,958	-7.21 %	\$526,625	-6.94 %	\$677.73	-4.48 %	\$659.15	-3.32%	82
1001-1500	<b>2009</b>	40	0.00 %	\$856,744	-2.74 %	\$787,000	0.17 %	\$709.77	-1.13 %	\$680.67	-2.03%	83
	<b>2010</b>	49	22.50 %	\$844,632	-1.41 %	\$850,000	8.01 %	\$688.29	-3.03 %	\$709.38	4.22%	103
	<b>2011</b>	38	-22.45 %	\$827,288	-2.05 %	\$793,000	-6.71 %	\$684.93	-0.49 %	\$656.50	-7.45%	104
1501-1800	<b>2009</b>	6	-45.45 %	\$1,238,833	-2.49 %	\$1,142,500	-4.79 %	\$750.35	-1.76 %	\$707.08	1.54%	165
	<b>2010</b>	7	16.67 %	\$1,273,571	2.80 %	\$1,210,000	5.91 %	\$779.61	3.90 %	\$788.27	11.48%	118
	<b>2011</b>	16	128.57 %	\$1,387,969	8.98 %	\$1,215,000	0.41 %	\$845.59	8.46 %	\$795.23	0.88%	135
1800-2400	<b>2009</b>	11	-35.29 %	\$1,905,709	3.36 %	\$1,535,000	-16.58 %	\$927.97	-0.07 %	\$695.36	-19.40%	148
	<b>2010</b>	10	-9.09 %	\$1,882,650	-1.21 %	\$1,925,000	25.41 %	\$877.52	-5.44 %	\$888.78	27.82%	83
	<b>2011</b>	19	90.00 %	\$1,664,763	-11.57 %	\$1,650,000	-14.29 %	\$845.00	-3.71 %	\$783.10	-11.89%	168
Over 2400	<b>2009</b>	8	-65.22 %	\$2,906,831	-45.96 %	\$2,939,325	-36.13 %	\$1,025.63	-30.53 %	\$1,033.43	-30.42%	78
	<b>2010</b>	6	-25.00 %	\$4,041,762	39.04 %	\$2,977,250	1.29 %	\$1,085.05	5.79 %	\$1,141.31	10.44%	169
	<b>2011</b>	10	66.67 %	\$3,165,900	-21.67 %	\$2,937,500	-1.34 %	\$1,114.06	2.67 %	\$1,096.61	-3.92%	225

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## Back Bay Inventory Third Quarter 2011

