



Charlestown

2011 Third Quarter
Sales Summary

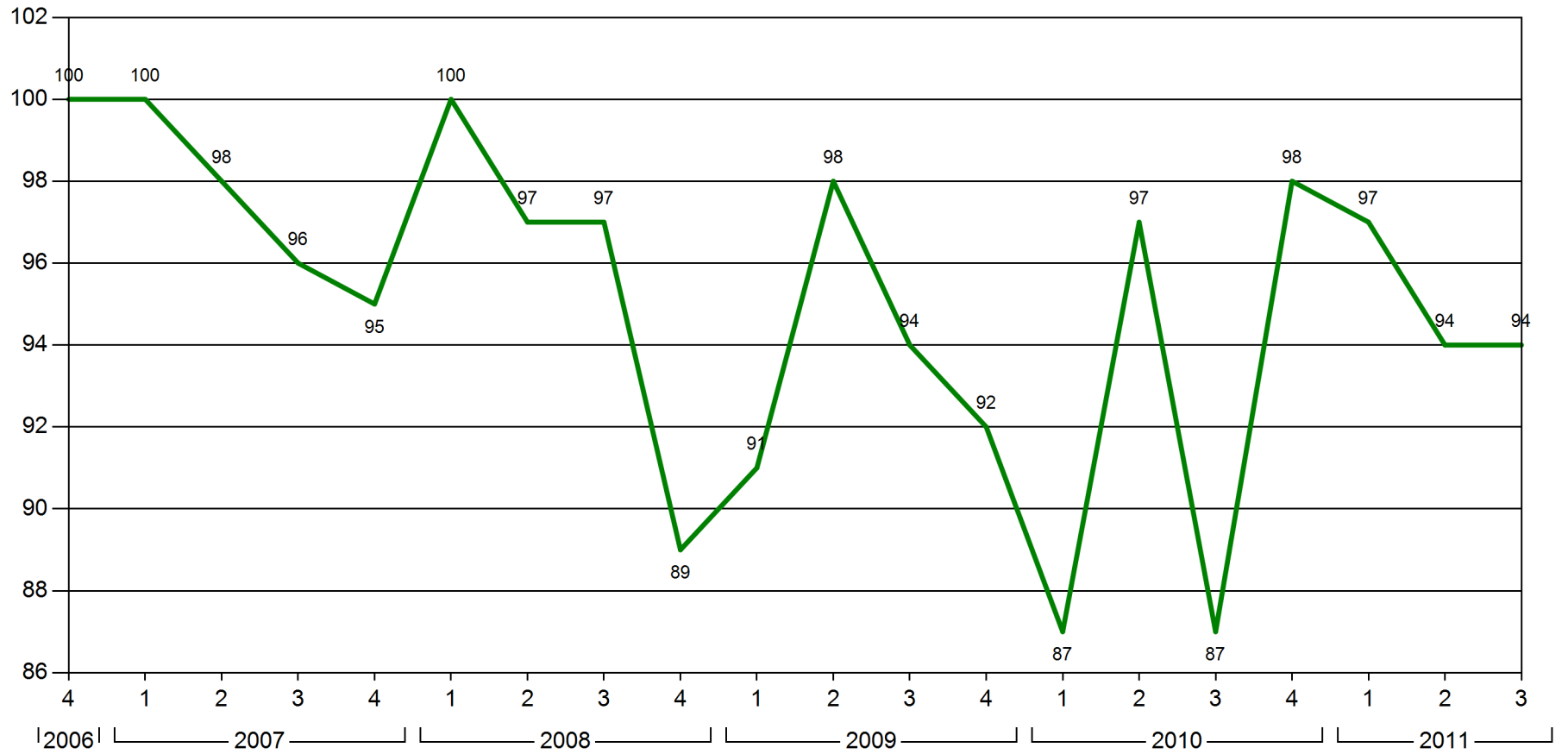
140 Newbury Street
Boston, MA 02116

617-267-5465

LINK

Charlestown

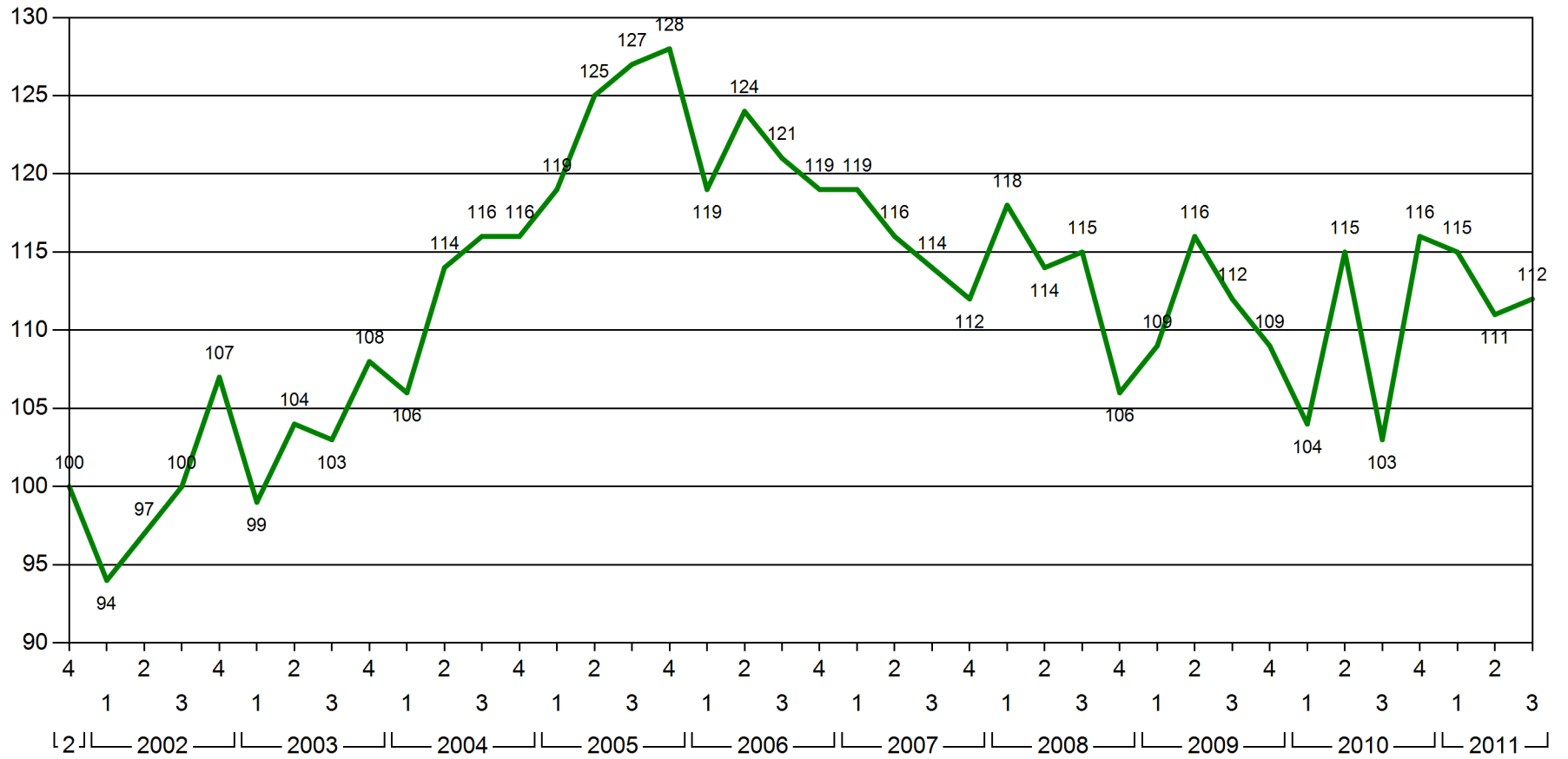
Five Year Price Index
[Appreciation Rate]



LINK

Charlestown

Ten Year Price Index
(Appreciation Rate)



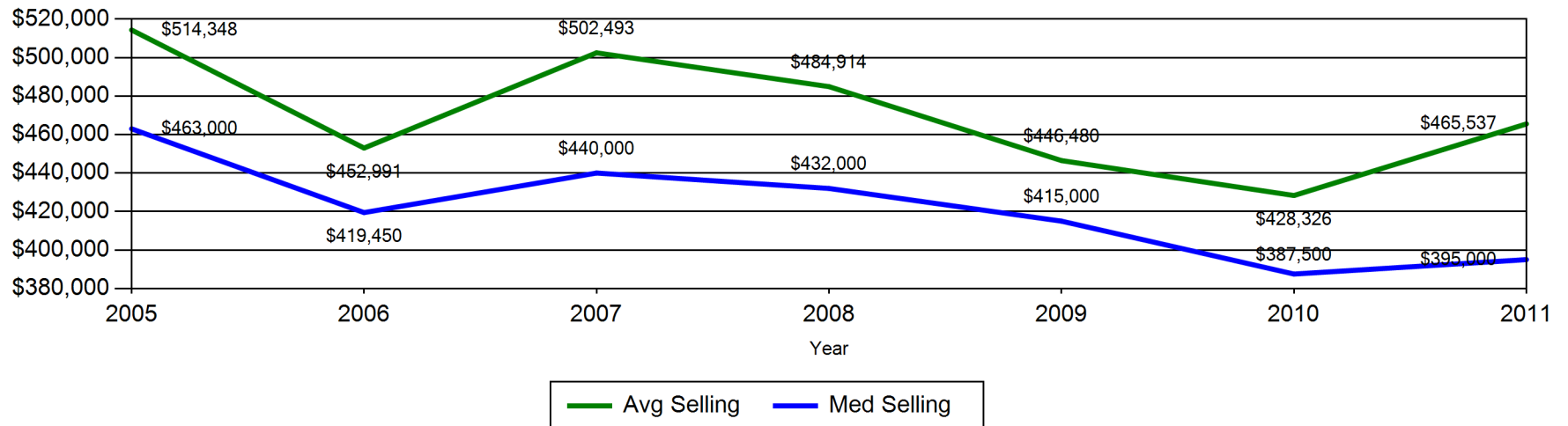
LINK

Charlestown

Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	149	7.19 %	\$514,348	6.75 %	\$463,000	6.12 %	\$495.47	10.94 %	\$492.47	12.46%	45
2006	96	-35.57 %	\$452,991	-11.93 %	\$419,450	-9.41 %	\$475.86	-3.96 %	\$455.09	-7.59%	98
2007	109	13.54 %	\$502,493	10.93 %	\$440,000	4.90 %	\$440.85	-7.36 %	\$445.27	-2.16%	85
2008	93	-14.68 %	\$484,914	-3.50 %	\$432,000	-1.82 %	\$452.65	2.68 %	\$461.77	3.71%	104
2009	103	10.75 %	\$446,480	-7.93 %	\$415,000	-3.94 %	\$434.95	-3.91 %	\$434.33	-5.94%	106
2010	45	-56.31 %	\$428,326	-4.07 %	\$387,500	-6.63 %	\$422.74	-2.81 %	\$424.02	-2.37%	109
2011	85	88.89 %	\$465,537	8.69 %	\$395,000	1.94 %	\$436.67	3.29 %	\$440.76	3.95%	80

Average and Median Selling Prices



LINK

Charlestown

Sales Comparison by Number of Bedrooms Third Quarter 2011

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	2009	4	300.00 %	\$209,500	-10.09 %	\$209,000	-10.30 %	\$453.87	-31.43 %	\$450.65	-31.92 %	102
	2010	0	-100.00 %									
	2011	0										
One Bed	2009	25	-10.71 %	\$327,094	-5.04 %	\$327,500	-5.07 %	\$484.13	0.43 %	\$489.65	0.54 %	99
	2010	16	-36.00 %	\$328,158	0.33 %	\$344,500	5.19 %	\$465.38	-3.87 %	\$479.52	-2.07 %	67
	2011	21	31.25 %	\$316,105	-3.67 %	\$316,000	-8.27 %	\$450.48	-3.20 %	\$457.48	-4.60 %	65
Two Beds	2009	57	11.76 %	\$473,609	-8.06 %	\$470,000	-1.05 %	\$410.69	-8.64 %	\$397.52	-12.88 %	116
	2010	23	-59.65 %	\$417,267	-11.90 %	\$440,000	-6.38 %	\$397.89	-3.12 %	\$420.97	5.90 %	114
	2011	53	130.43 %	\$466,410	11.78 %	\$427,500	-2.84 %	\$427.80	7.52 %	\$437.50	3.93 %	87
Three Plus Beds	2009	15	36.36 %	\$645,093	-12.69 %	\$615,000	-18.00 %	\$430.99	15.47 %	\$438.80	16.07 %	84
	2010	5	-66.67 %	\$846,400	31.21 %	\$800,000	30.08 %	\$400.65	-7.04 %	\$393.51	-10.32 %	159
	2011	8	60.00 %	\$854,463	0.95 %	\$650,000	-18.75 %	\$459.17	14.61 %	\$469.15	19.22 %	59

LINK

Charlestown

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	2009	22	22.22 %	\$286,566	-6.51 %	\$310,000	-1.81 %	\$496.29	-2.78 %	\$494.84	-6.66%	108
	2010	8	-63.64 %	\$290,313	1.31 %	\$303,250	-2.18 %	\$476.47	-3.99 %	\$507.66	2.59%	92
	2011	15	87.50 %	\$281,500	-3.04 %	\$287,500	-5.19 %	\$455.73	-4.35 %	\$466.47	-8.11%	96
701-1000	2009	29	-3.33 %	\$374,803	1.68 %	\$361,500	1.76 %	\$432.57	-0.77 %	\$432.62	-4.71%	84
	2010	18	-37.93 %	\$391,085	4.34 %	\$386,250	6.85 %	\$453.54	4.85 %	\$454.98	5.17%	109
	2011	31	72.22 %	\$380,716	-2.65 %	\$375,000	-2.91 %	\$446.78	-1.49 %	\$453.13	-0.41%	74
1001-1500	2009	37	27.59 %	\$512,411	-4.84 %	\$522,500	2.45 %	\$417.99	-6.35 %	\$426.48	-8.08%	112
	2010	14	-62.16 %	\$415,903	-18.83 %	\$447,000	-14.45 %	\$348.11	-16.72 %	\$364.42	-14.55%	73
	2011	22	57.14 %	\$483,477	16.25 %	\$484,500	8.39 %	\$421.10	20.97 %	\$438.39	20.30%	94
1501-1800	2009	8	100.00 %	\$646,375	12.91 %	\$626,000	4.59 %	\$402.77	13.59 %	\$394.56	0.95%	126
	2010	1	-87.50 %	\$585,000	-9.50 %	\$585,000	-6.55 %	\$362.90	-9.90 %	\$362.90	-8.02%	51
	2011	5	400.00 %	\$572,350	-2.16 %	\$601,500	2.82 %	\$363.45	0.15 %	\$376.17	3.66%	55
1800-2400	2009	4	-42.86 %	\$619,125	-34.55 %	\$610,000	-22.29 %	\$312.78	-34.50 %	\$307.35	-21.69%	56
	2010	1	-75.00 %	\$800,000	29.21 %	\$800,000	31.15 %	\$393.51	25.81 %	\$393.51	28.03%	619
	2011	6	500.00 %	\$813,750	1.72 %	\$817,500	2.19 %	\$423.29	7.57 %	\$404.53	2.80%	68
Over 2400	2009	1	-66.67 %	\$1,450,000	37.01 %	\$1,450,000	52.63 %	\$528.43	29.87 %	\$528.43	39.78%	266
	2010	2	100.00 %	\$1,255,000	-13.45 %	\$1,255,000	-13.45 %	\$497.68	-5.82 %	\$497.68	-5.82%	21
	2011	3	50.00 %	\$1,262,733	0.62 %	\$1,365,900	8.84 %	\$499.94	0.45 %	\$543.32	9.17%	20

LINK

Charlestown Inventory Third Quarter 2011

