

**L I N K**  
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# Citywide

2011 Third Quarter  
Sales Summary

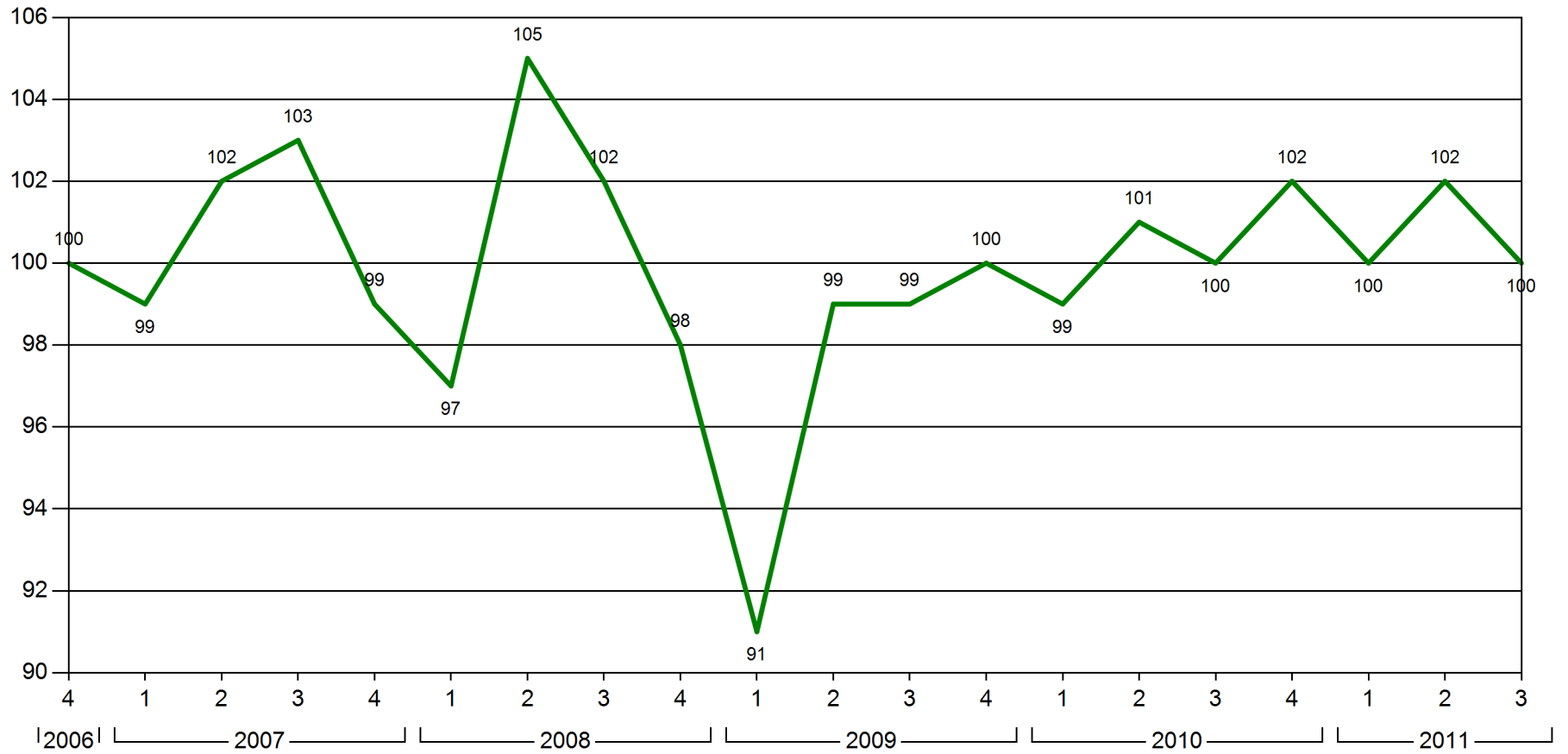
140 Newbury Street  
Boston, MA 02116

617-267-5465

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## Citywide

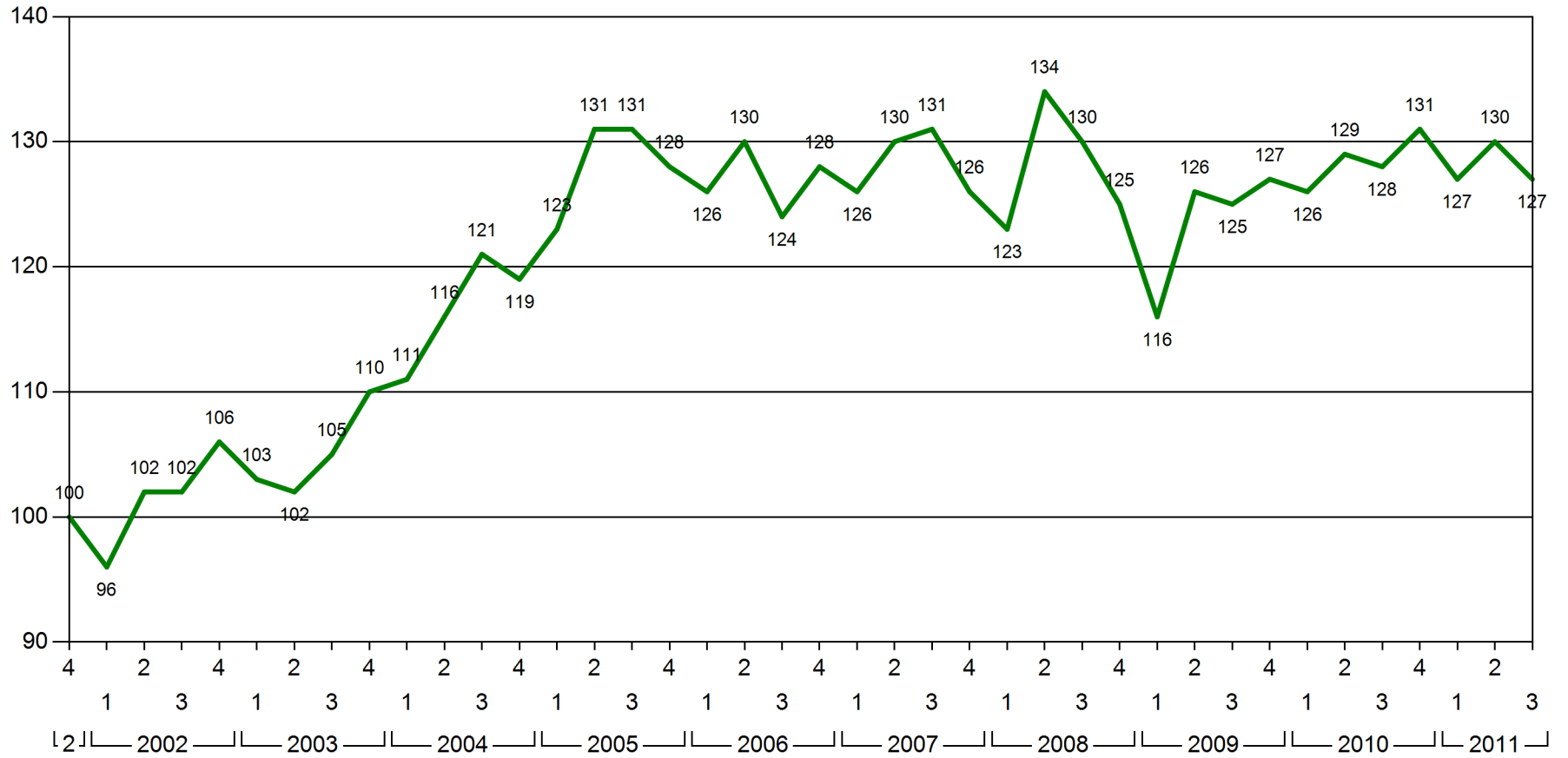
Five Year Price Index  
[Appreciation Rate]



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## Citywide

Ten Year Price Index  
(Appreciation Rate)

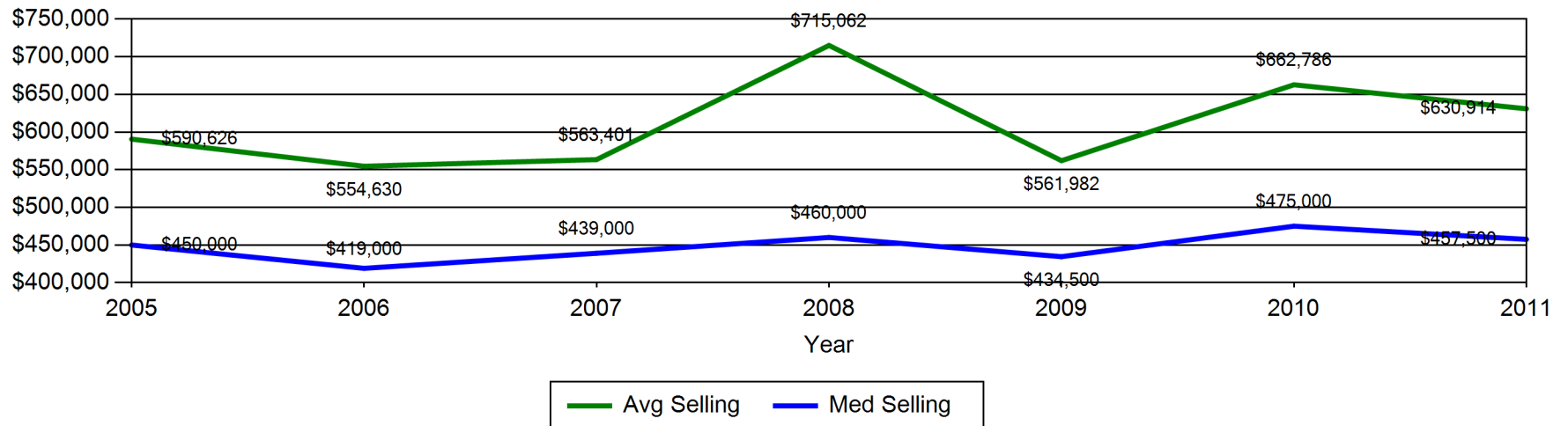


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## Citywide Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	1200	-20.84 %	\$590,626	3.97 %	\$450,000	3.81 %	\$580.98	6.41 %	\$567.21	6.45 %	55
2006	957	-20.25 %	\$554,630	-6.09 %	\$419,000	-6.89 %	\$557.56	-4.03 %	\$543.06	-4.26 %	91
2007	1002	4.70 %	\$563,401	1.58 %	\$439,000	4.77 %	\$569.27	2.10 %	\$549.00	1.09 %	82
2008	983	-1.90 %	\$715,062	26.92 %	\$460,000	4.78 %	\$602.32	5.81 %	\$562.98	2.55 %	88
2009	891	-9.36 %	\$561,982	-21.41 %	\$434,500	-5.54 %	\$549.56	-8.76 %	\$528.43	-6.14 %	96
2010	672	-24.58 %	\$662,786	17.94 %	\$475,000	9.32 %	\$573.80	4.41 %	\$555.57	5.14 %	98
2011	823	22.47 %	\$630,914	-4.81 %	\$457,500	-3.68 %	\$573.55	-0.04 %	\$538.01	-3.16 %	88

Average and Median Selling Prices



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## 2011 Third Quarter Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
<b>Back Bay</b>	150	16.28 %	\$974,258	3.17 %	\$700,000	0.00 %	\$736.88	0.69 %	\$693.15	-2.19 %	125
<b>Beacon Hill</b>	53	15.22 %	\$617,406	-11.22 %	\$450,000	-13.04 %	\$687.91	0.37 %	\$678.48	4.38 %	74
<b>Charlestown</b>	85	88.89 %	\$465,537	8.69 %	\$395,000	1.94 %	\$436.67	3.29 %	\$440.76	3.95 %	80
<b>Fenway</b>	47	30.56 %	\$301,606	-11.41 %	\$285,000	-11.77 %	\$489.29	-2.26 %	\$505.42	-0.13 %	58
<b>Leather District</b>	8	-63.64 %	\$543,604	7.15 %	\$547,500	31.14 %	\$423.29	-10.16 %	\$415.79	-5.76 %	109
<b>Midtown</b>	41	64.00 %	\$1,003,986	-18.82 %	\$805,000	-1.23 %	\$809.11	6.39 %	\$764.11	8.26 %	62
<b>North End</b>	23	-11.54 %	\$432,114	-8.60 %	\$380,000	-6.58 %	\$555.58	-3.25 %	\$532.63	-4.36 %	136
<b>Seaport</b>	19	-17.39 %	\$671,316	16.54 %	\$617,500	15.42 %	\$508.57	1.72 %	\$487.24	5.09 %	88
<b>South Boston</b>	156	30.00 %	\$375,999	1.87 %	\$360,250	-2.11 %	\$367.76	0.49 %	\$375.17	-0.26 %	90
<b>South End</b>	177	17.22 %	\$638,260	-4.26 %	\$540,000	2.96 %	\$600.47	-1.26 %	\$597.76	-1.37 %	62
<b>Waterfront</b>	42	7.69 %	\$918,556	-17.69 %	\$553,000	-20.89 %	\$621.44	-6.79 %	\$557.50	-2.11 %	120
<b>West End</b>	22	120.00 %	\$373,730	-5.32 %	\$366,250	0.34 %	\$413.30	2.21 %	\$418.65	-0.50 %	60

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## Citywide

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

Beds	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2009</b>	36	-12.20 %	\$284,528	3.48 %	\$263,500	-5.22 %	\$605.31	-1.50 %	\$593.91	-0.93 %	85
	<b>2010</b>	18	-50.00 %	\$314,478	10.53 %	\$297,000	12.71 %	\$588.32	-2.81 %	\$562.34	-5.32 %	61
	<b>2011</b>	33	83.33 %	\$291,445	-7.32 %	\$280,000	-5.72 %	\$616.37	4.77 %	\$602.74	7.19 %	76
One Bed	<b>2009</b>	321	-11.81 %	\$397,683	-24.49 %	\$360,000	-11.11 %	\$566.50	-7.46 %	\$563.63	-3.27 %	85
	<b>2010</b>	227	-29.28 %	\$431,341	8.46 %	\$403,500	12.08 %	\$580.47	2.47 %	\$588.67	4.44 %	91
	<b>2011</b>	274	20.70 %	\$400,571	-7.13 %	\$366,250	-9.23 %	\$555.16	-4.36 %	\$532.00	-9.63 %	82
Two Beds	<b>2009</b>	421	-7.47 %	\$607,610	-17.94 %	\$525,000	-1.87 %	\$529.46	-9.18 %	\$501.78	-5.79 %	101
	<b>2010</b>	330	-21.62 %	\$641,092	5.51 %	\$524,740	-0.05 %	\$550.18	3.91 %	\$534.23	6.47 %	99
	<b>2011</b>	382	15.76 %	\$686,161	7.03 %	\$552,500	5.29 %	\$562.95	2.32 %	\$521.46	-2.39 %	91
Three Plus Beds	<b>2009</b>	70	-13.58 %	\$1,268,265	-25.11 %	\$898,400	-15.48 %	\$615.48	-12.14 %	\$540.44	-12.72 %	118
	<b>2010</b>	85	21.43 %	\$1,481,507	16.81 %	\$1,185,000	31.90 %	\$650.83	5.74 %	\$651.23	20.50 %	117
	<b>2011</b>	83	-2.35 %	\$1,402,413	-5.34 %	\$1,200,000	1.27 %	\$662.67	1.82 %	\$618.33	-5.05 %	95

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## Citywide

### 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>	233	-13.06 %	\$321,499	-3.49 %	\$318,000	-0.16 %	\$586.84	-3.86 %	\$580.00	-5.09 %	72
	<b>2010</b>	156	-33.05 %	\$337,175	4.88 %	\$327,500	2.99 %	\$593.05	1.06 %	\$613.12	5.71 %	77
	<b>2011</b>	207	32.69 %	\$310,430	-7.93 %	\$299,000	-8.70 %	\$567.30	-4.34 %	\$563.77	-8.05 %	85
701-1000	<b>2009</b>	278	-1.42 %	\$435,752	-3.64 %	\$408,500	-6.09 %	\$512.41	-5.96 %	\$489.61	-6.44 %	91
	<b>2010</b>	185	-33.45 %	\$452,370	3.81 %	\$424,000	3.79 %	\$535.69	4.54 %	\$529.75	8.20 %	83
	<b>2011</b>	216	16.76 %	\$453,653	0.28 %	\$426,250	0.53 %	\$542.46	1.26 %	\$515.31	-2.73 %	70
1001-1500	<b>2009</b>	241	-10.41 %	\$612,532	-2.81 %	\$575,000	0.00 %	\$507.40	-2.63 %	\$478.57	-2.97 %	110
	<b>2010</b>	212	-12.03 %	\$635,913	3.82 %	\$577,500	0.43 %	\$526.61	3.79 %	\$482.87	0.90 %	100
	<b>2011</b>	217	2.36 %	\$640,485	0.72 %	\$590,000	2.16 %	\$527.29	0.13 %	\$492.65	2.03 %	82
1501-1800	<b>2009</b>	49	-20.97 %	\$1,029,081	-6.46 %	\$983,000	-10.22 %	\$635.24	-6.89 %	\$595.54	-9.65 %	93
	<b>2010</b>	44	-10.20 %	\$1,056,966	2.71 %	\$992,500	0.97 %	\$643.32	1.27 %	\$590.84	-0.79 %	130
	<b>2011</b>	56	27.27 %	\$1,079,643	2.15 %	\$1,100,000	10.83 %	\$659.21	2.47 %	\$672.44	13.81 %	111
1800-2400	<b>2009</b>	39	-15.22 %	\$1,236,559	-16.13 %	\$1,100,000	-19.85 %	\$611.38	-16.54 %	\$573.55	-11.62 %	156
	<b>2010</b>	41	5.13 %	\$1,415,562	14.48 %	\$1,466,666	33.33 %	\$677.36	10.79 %	\$703.09	22.58 %	142
	<b>2011</b>	49	19.51 %	\$1,335,390	-5.66 %	\$1,294,500	-11.74 %	\$668.95	-1.24 %	\$650.85	-7.43 %	117
Over 2400	<b>2009</b>	19	-54.76 %	\$2,287,019	-43.43 %	\$2,500,000	-28.57 %	\$822.90	-31.20 %	\$950.16	-24.63 %	126
	<b>2010</b>	22	15.79 %	\$2,971,606	29.93 %	\$2,492,036	-0.32 %	\$880.35	6.98 %	\$882.30	-7.14 %	153
	<b>2011</b>	27	22.73 %	\$2,600,915	-12.47 %	\$2,350,000	-5.70 %	\$891.04	1.21 %	\$839.90	-4.80 %	153

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## Citywide Inventory Third Quarter 2011

