



South End

2011 Third Quarter
Sales Summary

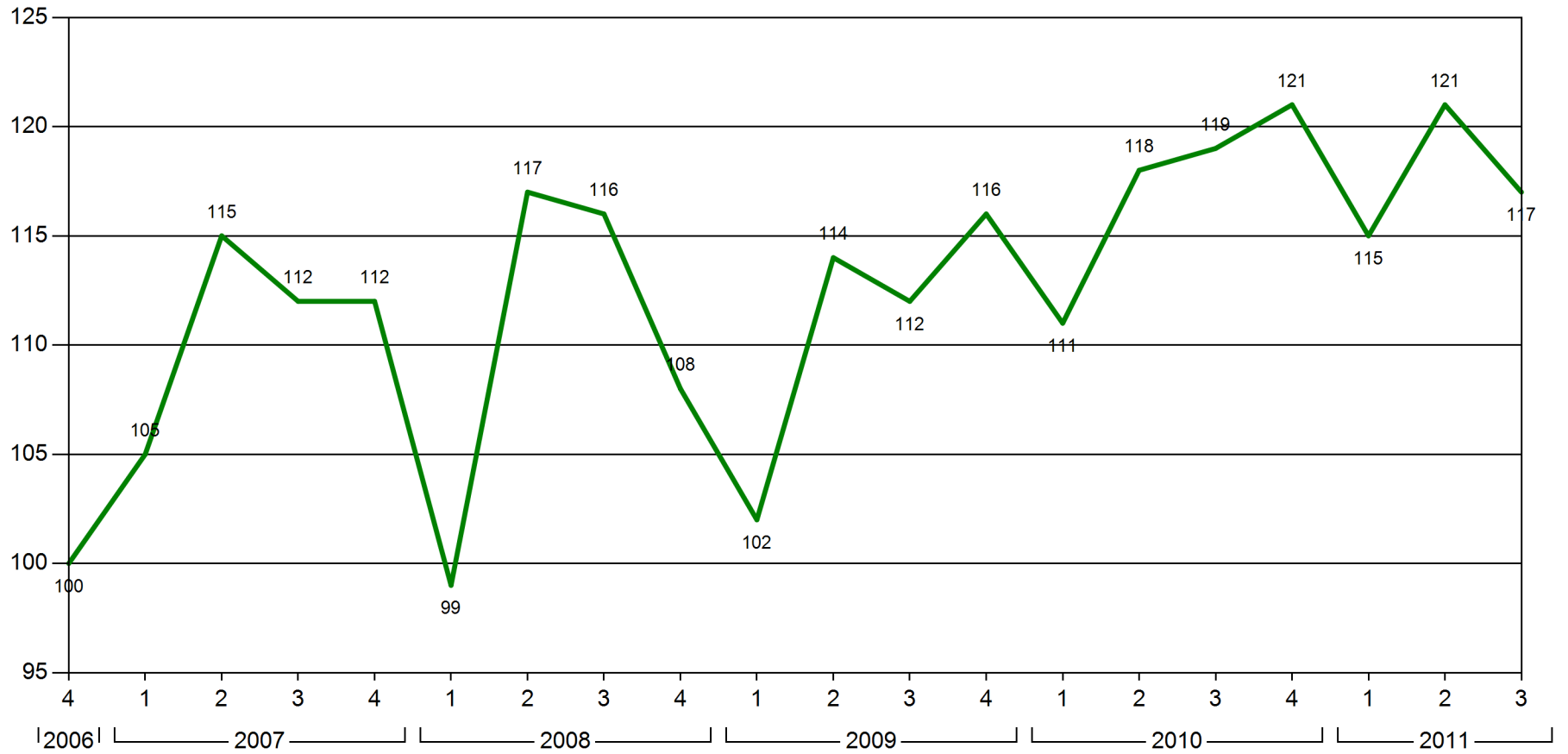
140 Newbury Street
Boston, MA 02116

617-267-5465

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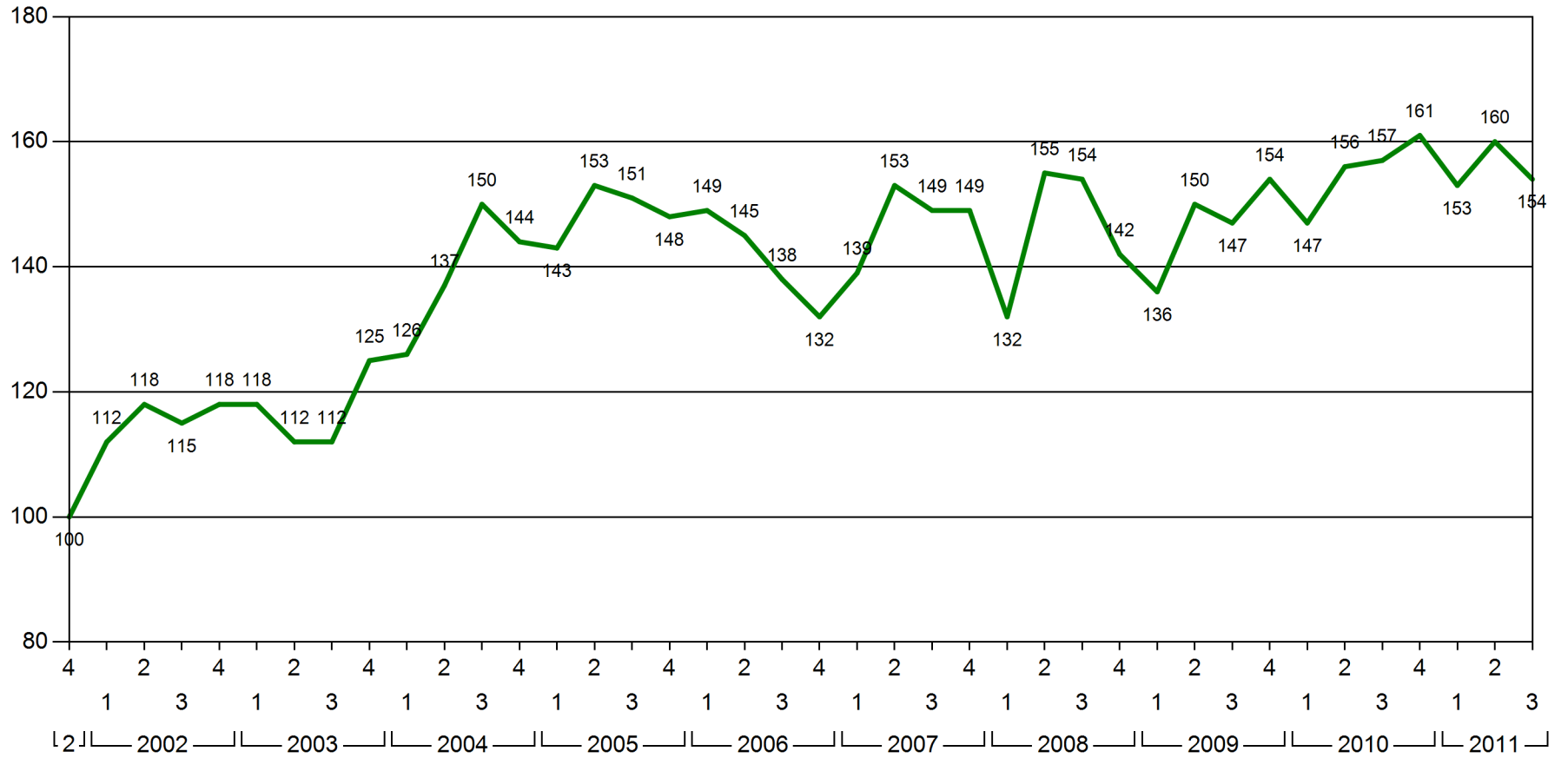
Five Year Price Index
(Appreciation Rate)



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Ten Year Price Index
[Appreciation Rate]



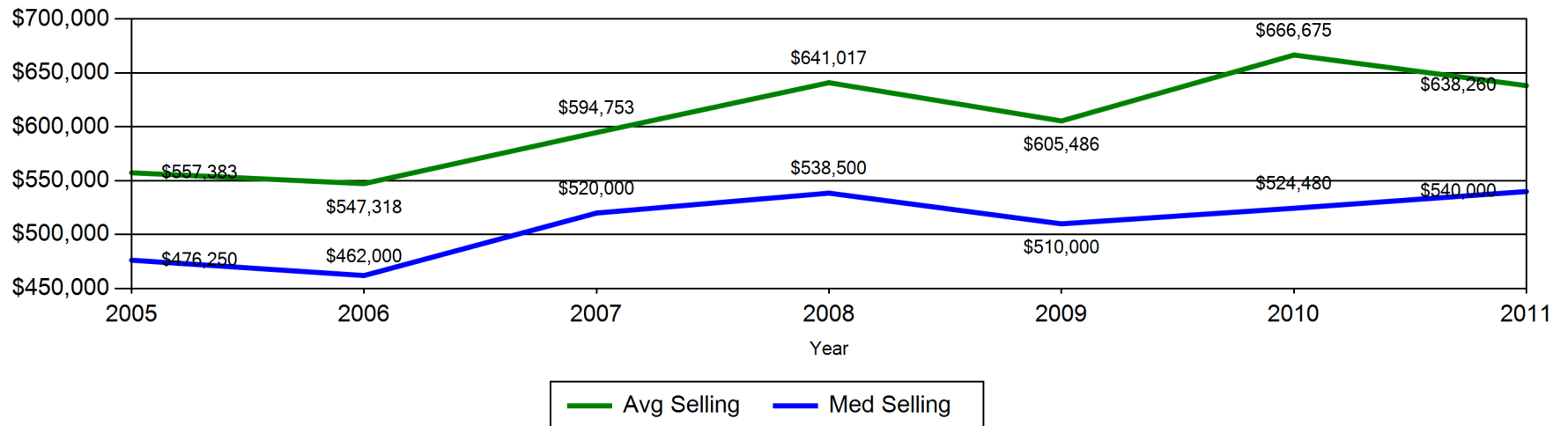
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Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	238	-41.67 %	\$557,383	-20.54 %	\$476,250	-13.33 %	\$590.90	0.23 %	\$607.91	5.49%	48
2006	242	1.68 %	\$547,318	-1.81 %	\$462,000	-2.99 %	\$575.81	-2.55 %	\$564.29	-7.18%	72
2007	231	-4.55 %	\$594,753	8.67 %	\$520,000	12.55 %	\$574.95	-0.15 %	\$573.98	1.72%	89
2008	244	5.63 %	\$641,017	7.78 %	\$538,500	3.56 %	\$606.39	5.47 %	\$611.58	6.55%	65
2009	231	-5.33 %	\$605,486	-5.54 %	\$510,000	-5.29 %	\$576.34	-4.96 %	\$580.00	-5.16%	84
2010	151	-34.63 %	\$666,675	10.11 %	\$524,480	2.84 %	\$608.14	5.52 %	\$606.06	4.49%	83
2011	177	17.22 %	\$638,260	-4.26 %	\$540,000	2.96 %	\$600.47	-1.26 %	\$597.76	-1.37%	62

Average and Median Selling Prices



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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	2	-60.00 %	\$258,000	-7.13 %	\$258,000	-6.86 %	\$596.04	-14.44 %	\$596.04	-25.67 %	131
	2010	1	-50.00 %	\$260,000	0.78 %	\$260,000	0.78 %	\$836.01	40.26 %	\$836.01	40.26 %	58
	2011	5	400.00 %	\$238,000	-8.46 %	\$255,000	-1.92 %	\$622.88	-25.49 %	\$678.10	-18.89 %	49
One Bed	2009	78	-12.36 %	\$431,829	-9.45 %	\$408,000	-6.21 %	\$590.74	-1.10 %	\$610.42	0.39 %	64
	2010	53	-32.05 %	\$445,580	3.18 %	\$437,000	7.11 %	\$606.31	2.64 %	\$613.67	0.53 %	83
	2011	51	-3.77 %	\$451,863	1.41 %	\$415,000	-5.03 %	\$594.68	-1.92 %	\$602.74	-1.78 %	61
Two Beds	2009	102	-19.05 %	\$704,298	5.32 %	\$622,000	3.75 %	\$599.08	-1.13 %	\$602.02	-1.41 %	91
	2010	76	-25.49 %	\$659,902	-6.30 %	\$586,500	-5.71 %	\$592.05	-1.17 %	\$583.57	-3.06 %	75
	2011	92	21.05 %	\$638,259	-3.28 %	\$581,250	-0.90 %	\$583.88	-1.38 %	\$585.04	0.25 %	67
Three Plus Beds	2009	17	0.00 %	\$1,320,483	-0.73 %	\$1,290,705	4.51 %	\$657.18	-1.10 %	\$618.42	-5.63 %	111
	2010	21	23.53 %	\$1,268,554	-3.93 %	\$1,252,875	-2.93 %	\$660.16	0.45 %	\$665.48	7.61 %	111
	2011	20	-4.76 %	\$1,337,513	5.44 %	\$1,151,250	-8.11 %	\$676.02	2.40 %	\$619.77	-6.87 %	47

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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	45	2.27 %	\$359,737	-6.24 %	\$352,000	-11.56 %	\$616.41	-6.14 %	\$632.91	-3.46%	59
	2010	41	-8.89 %	\$384,896	6.99 %	\$395,000	12.22 %	\$646.39	4.86 %	\$661.02	4.44%	74
	2011	35	-14.63 %	\$347,871	-9.62 %	\$362,000	-8.35 %	\$629.94	-2.55 %	\$635.29	-3.89%	77
701-1000	2009	93	1.09 %	\$455,259	-6.31 %	\$467,500	-2.60 %	\$540.76	-8.24 %	\$547.95	-8.19%	75
	2010	41	-55.91 %	\$492,549	8.19 %	\$485,000	3.74 %	\$588.21	8.77 %	\$590.00	7.68%	66
	2011	54	31.71 %	\$499,908	1.49 %	\$489,500	0.93 %	\$602.23	2.38 %	\$612.52	3.82%	47
1001-1500	2009	52	-24.64 %	\$662,833	-3.74 %	\$678,046	2.89 %	\$544.79	-4.95 %	\$571.17	1.45%	120
	2010	40	-23.08 %	\$690,514	4.18 %	\$662,650	-2.27 %	\$562.65	3.28 %	\$572.24	0.19%	66
	2011	52	30.00 %	\$653,255	-5.40 %	\$634,450	-4.26 %	\$543.15	-3.47 %	\$519.65	-9.19%	64
1501-1800	2009	16	-23.81 %	\$1,136,656	6.25 %	\$1,090,000	-2.24 %	\$702.31	6.32 %	\$652.69	-2.54%	46
	2010	11	-31.25 %	\$1,067,227	-6.11 %	\$1,035,000	-5.05 %	\$647.50	-7.80 %	\$648.44	-0.65%	101
	2011	11	0.00 %	\$1,102,614	3.32 %	\$1,044,750	0.94 %	\$656.47	1.39 %	\$662.07	2.10%	40
1800-2400	2009	15	36.36 %	\$1,284,833	5.64 %	\$1,180,000	-5.60 %	\$635.99	2.93 %	\$576.50	-6.89%	97
	2010	13	-13.33 %	\$1,354,375	5.41 %	\$1,375,000	16.53 %	\$659.34	3.67 %	\$652.46	13.18%	155
	2011	11	-15.38 %	\$1,291,500	-4.64 %	\$1,125,000	-18.18 %	\$651.39	-1.21 %	\$610.09	-6.49%	107
Over 2400	2009	4	-33.33 %	\$1,635,176	-11.61 %	\$1,687,500	-4.93 %	\$635.55	-5.20 %	\$643.43	-7.08%	141
	2010	5	25.00 %	\$1,545,150	-5.51 %	\$1,635,750	-3.07 %	\$602.25	-5.24 %	\$665.48	3.43%	159
	2011	5	0.00 %	\$1,929,500	24.87 %	\$1,710,000	4.54 %	\$736.29	22.26 %	\$690.35	3.74%	62

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Inventory Third Quarter 2011

