

Waterfront

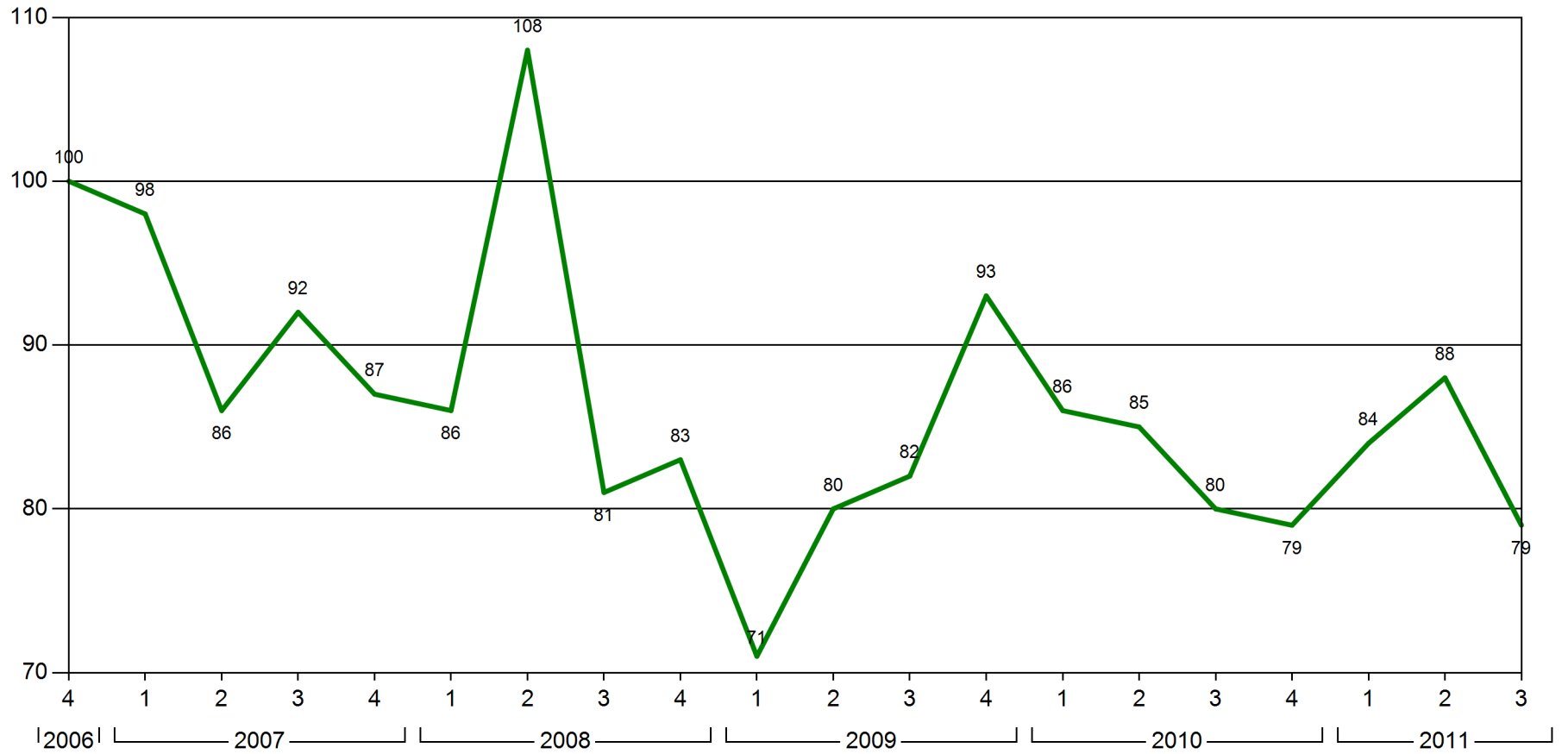
2011 Third Quarter
Sales Summary

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LINK

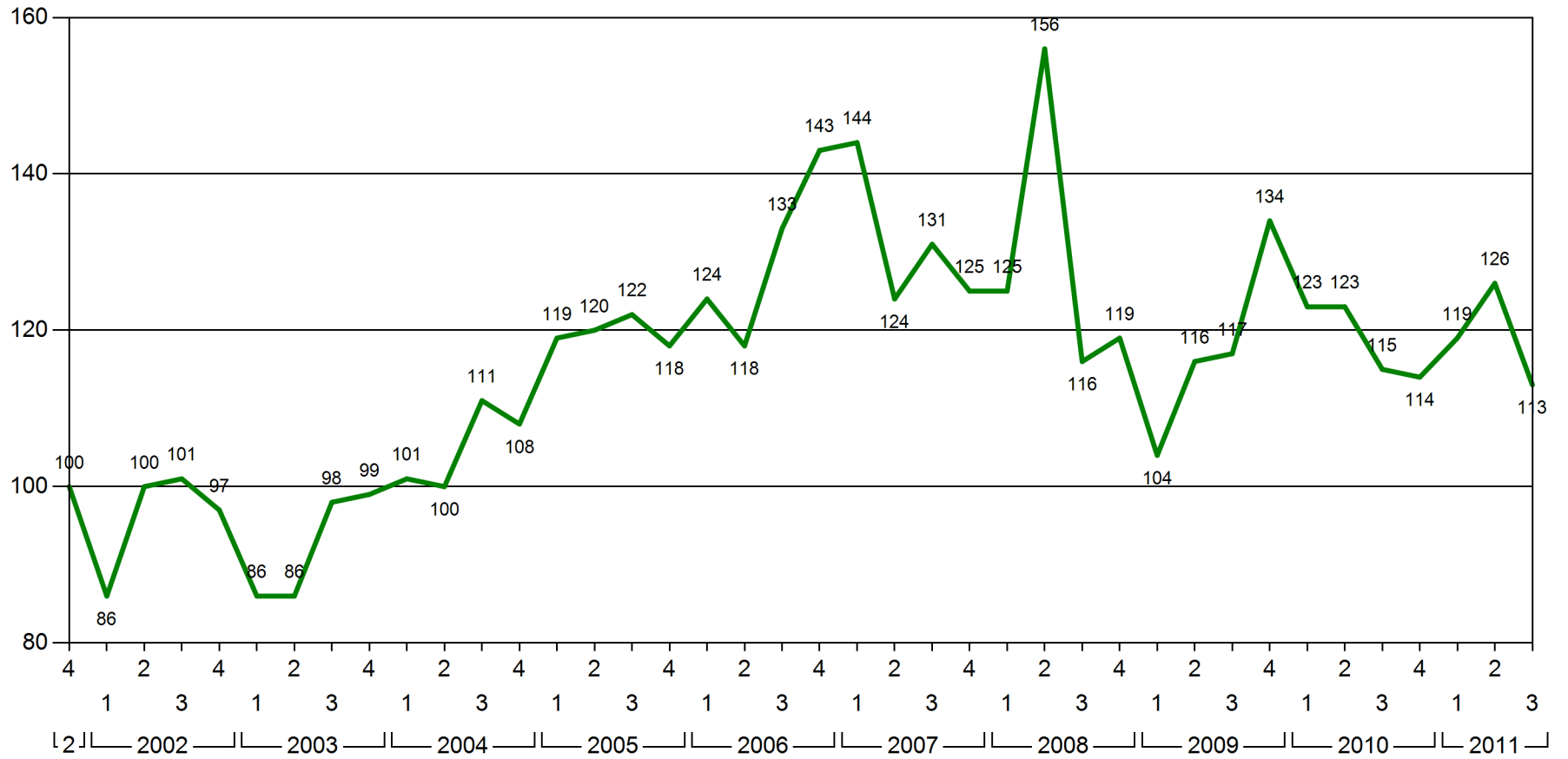
Waterfront Five Year Price Index [Appreciation Rate]



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Ten Year Price Index
(Appreciation Rate)



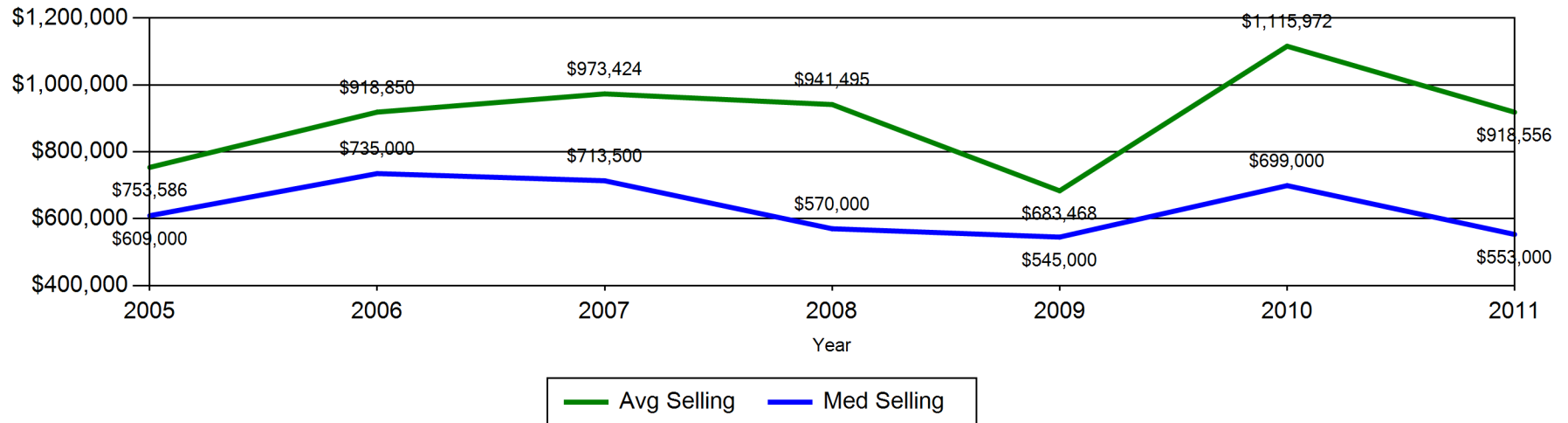
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Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	48	-26.15 %	\$753,586	14.16 %	\$609,000	3.19 %	\$637.27	10.28 %	\$611.97	9.71%	76
2006	30	-37.50 %	\$918,850	21.93 %	\$735,000	20.69 %	\$713.39	11.95 %	\$686.54	12.19%	81
2007	42	40.00 %	\$973,424	5.94 %	\$713,500	-2.93 %	\$720.89	1.05 %	\$717.55	4.52%	114
2008	69	64.29 %	\$941,495	-3.28 %	\$570,000	-20.11 %	\$649.29	-9.93 %	\$554.46	-22.73%	110
2009	44	-36.23 %	\$683,468	-27.41 %	\$545,000	-4.39 %	\$612.17	-5.72 %	\$579.46	4.51%	126
2010	39	-11.36 %	\$1,115,972	63.28 %	\$699,000	28.26 %	\$666.73	8.91 %	\$569.50	-1.72%	122
2011	42	7.69 %	\$918,556	-17.69 %	\$553,000	-20.89 %	\$621.44	-6.79 %	\$557.50	-2.11%	120

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	0.00 %	\$342,500	31.10 %	\$342,500	31.10 %	\$691.13	21.70 %	\$691.13	21.70 %	1
	2010	2	0.00 %	\$232,000	-32.26 %	\$232,000	-32.26 %	\$391.25	-43.39 %	\$391.25	-43.39 %	
	2011	1	-50.00 %	\$335,500	44.61 %	\$335,500	44.61 %	\$585.51	49.65 %	\$585.51	49.65 %	
One Bed	2009	18	-10.00 %	\$512,305	-12.42 %	\$492,500	1.81 %	\$582.53	4.48 %	\$579.46	10.43 %	93
	2010	12	-33.33 %	\$508,167	-0.81 %	\$435,000	-11.68 %	\$562.05	-3.52 %	\$547.87	-5.45 %	101
	2011	16	33.33 %	\$513,342	1.02 %	\$454,250	4.43 %	\$553.31	-1.55 %	\$539.54	-1.52 %	111
Two Beds	2009	23	-4.17 %	\$848,527	-28.24 %	\$629,000	-39.37 %	\$630.60	-16.56 %	\$596.39	-4.79 %	154
	2010	21	-8.70 %	\$954,090	12.44 %	\$810,000	28.78 %	\$669.45	6.16 %	\$569.50	-4.51 %	146
	2011	18	-14.29 %	\$935,194	-1.98 %	\$687,500	-15.12 %	\$630.93	-5.75 %	\$565.48	-0.71 %	134
Three Plus Beds	2009	0	-100.00 %									
	2010	4		\$4,231,250		\$4,112,500		\$1,104.26		\$1,037.11		66
	2011	5	25.00 %	\$2,457,000	-41.93 %	\$2,750,000	-33.13 %	\$853.33	-22.72 %	\$913.91	-11.88 %	94

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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	5	-44.44 %	\$332,399	9.44 %	\$325,000	6.21 %	\$634.91	18.21 %	\$603.49	8.63%	21
	2010	4	-20.00 %	\$291,000	-12.45 %	\$347,000	6.77 %	\$486.74	-23.34 %	\$559.61	-7.27%	53
	2011	5	25.00 %	\$326,100	12.06 %	\$312,000	-10.09 %	\$555.74	14.18 %	\$563.77	0.74%	81
701-1000	2009	14	-6.67 %	\$495,571	7.81 %	\$500,000	19.05 %	\$580.36	3.68 %	\$579.46	11.74%	132
	2010	9	-35.71 %	\$399,889	-19.31 %	\$410,000	-18.00 %	\$493.14	-15.03 %	\$528.74	-8.75%	107
	2011	12	33.33 %	\$443,706	10.96 %	\$454,250	10.79 %	\$537.38	8.97 %	\$527.54	-0.23%	122
1001-1500	2009	17	-29.17 %	\$715,429	17.15 %	\$629,000	13.08 %	\$580.40	12.39 %	\$522.14	7.48%	157
	2010	12	-29.41 %	\$751,742	5.08 %	\$640,000	1.75 %	\$609.84	5.07 %	\$566.94	8.58%	86
	2011	12	0.00 %	\$659,992	-12.20 %	\$594,950	-7.04 %	\$549.11	-9.96 %	\$502.83	-11.31%	84
1501-1800	2009	7	-36.36 %	\$1,265,759	-9.80 %	\$1,250,000	-6.76 %	\$788.51	-10.58 %	\$763.13	-10.07%	77
	2010	10	42.86 %	\$1,281,400	1.24 %	\$1,367,500	9.40 %	\$788.21	-0.04 %	\$823.53	7.92%	206
	2011	5	-50.00 %	\$1,056,400	-17.56 %	\$1,150,000	-15.90 %	\$666.67	-15.42 %	\$731.78	-11.14%	252
1800-2400	2009	1	-80.00 %	\$450,000	-75.81 %	\$450,000	-79.31 %	\$249.45	-71.63 %	\$249.45	-73.55%	
	2010	2	100.00 %	\$2,200,000	388.89 %	\$2,200,000	388.89 %	\$1,017.04	307.72 %	\$1,017.04	307.72%	67
	2011	3	50.00 %	\$2,179,167	-0.95 %	\$1,950,000	-11.36 %	\$1,010.11	-0.68 %	\$944.31	-7.15%	41
Over 2400	2009	0	-100.00 %									
	2010	2		\$6,262,500		\$6,262,500		\$1,191.49		\$1,191.49		65
	2011	5	150.00 %	\$2,377,000	-62.04 %	\$2,725,000	-56.49 %	\$784.04	-34.20 %	\$870.37	-26.95%	102

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Waterfront Inventory Third Quarter 2011

