



West End

2011 Third Quarter
Sales Summary

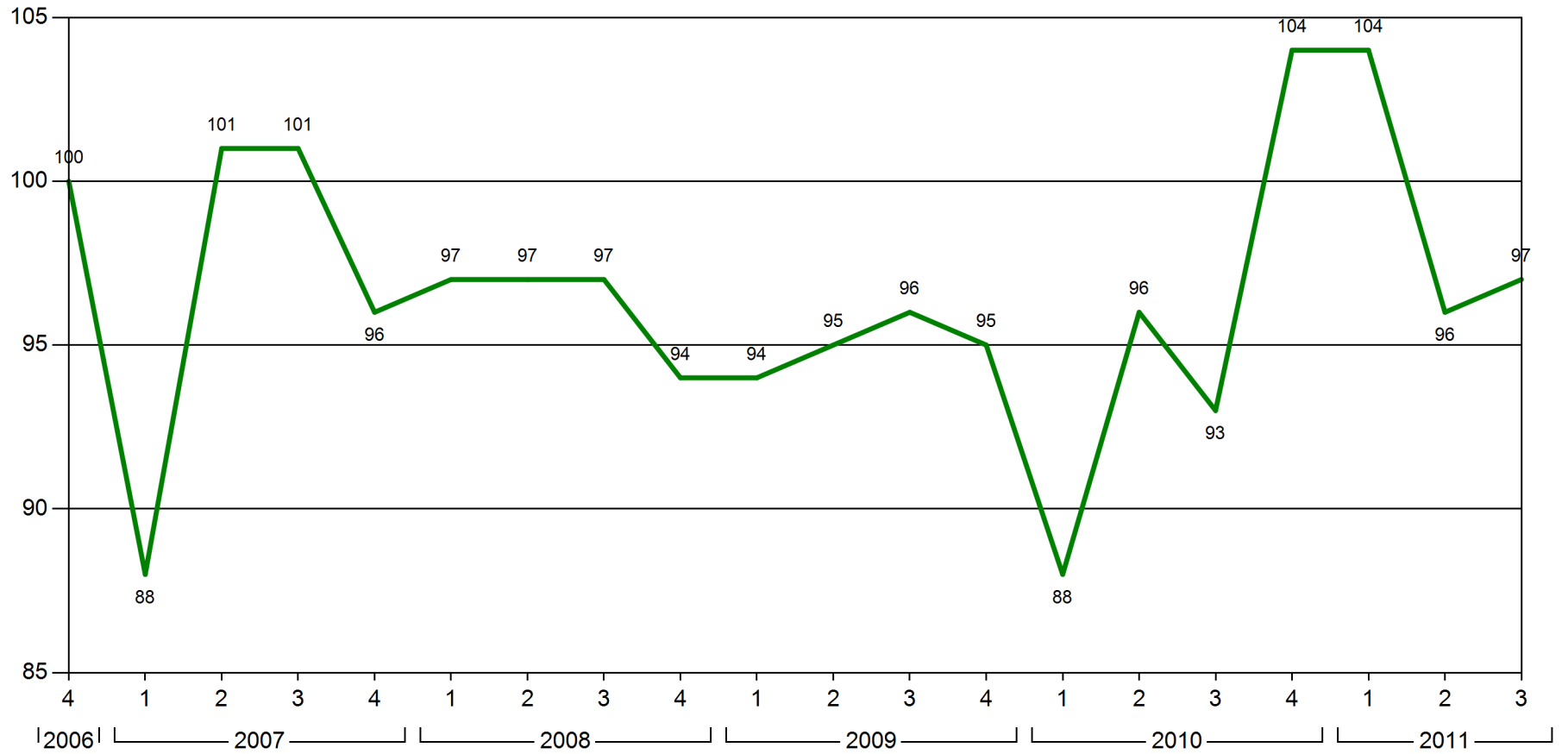
140 Newbury Street
Boston, MA 02116

617-267-5465

LINK

West End

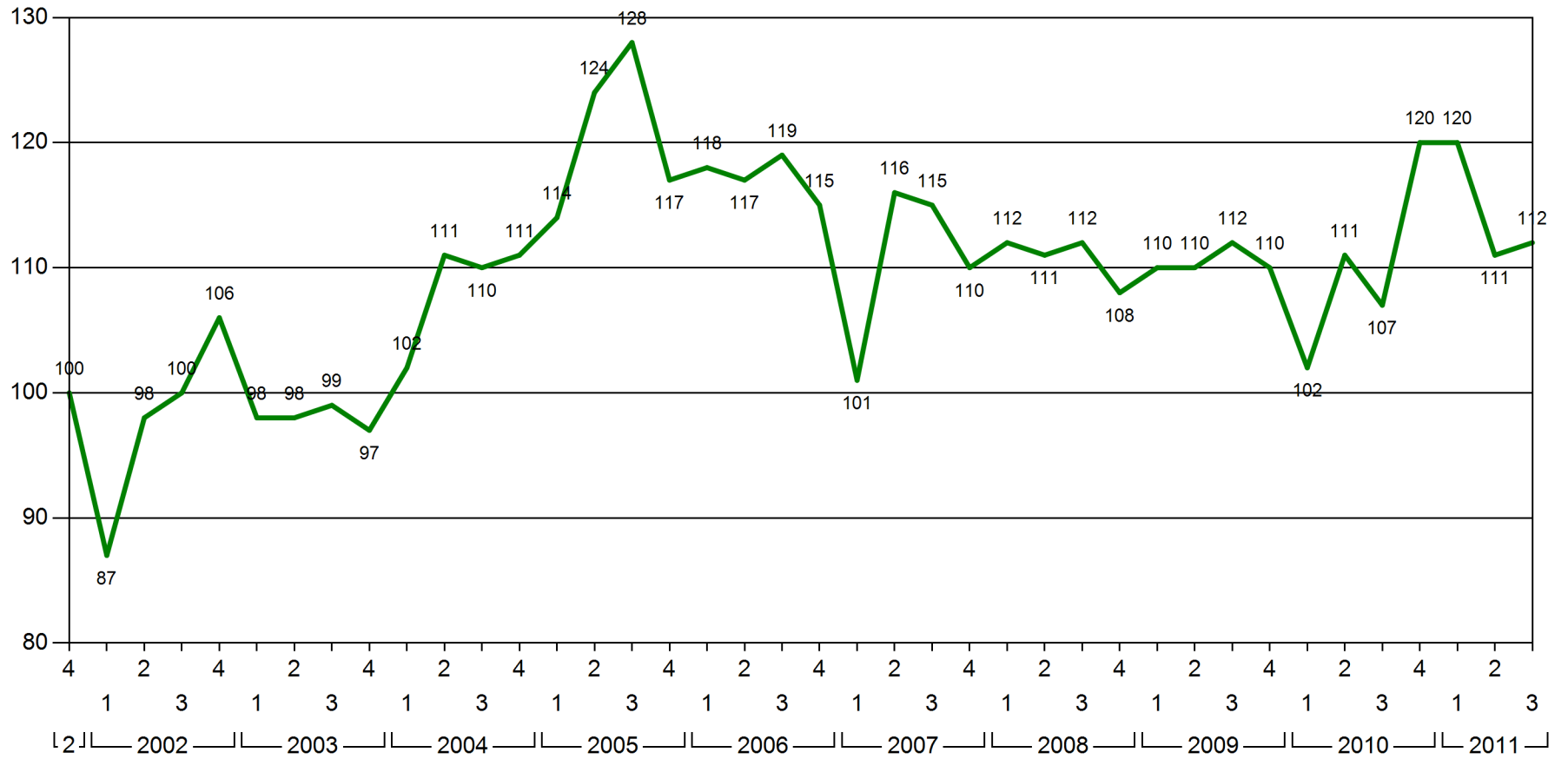
Five Year Price Index
(Appreciation Rate)



LINK

West End

Ten Year Price Index
[Appreciation Rate]



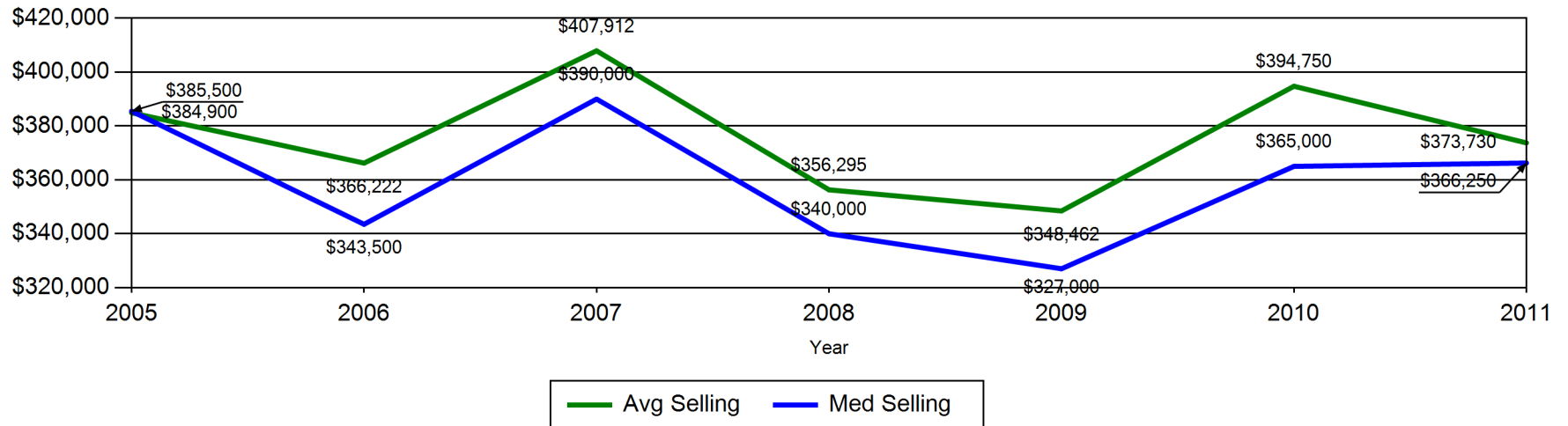
LINK

West End

Quarterly Sales Summary Third Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	10	-56.52 %	\$384,900	13.16 %	\$385,500	8.90 %	\$478.10	15.88 %	\$464.51	15.20%	45
2006	18	80.00 %	\$366,222	-4.85 %	\$343,500	-10.89 %	\$442.32	-7.48 %	\$443.50	-4.52%	67
2007	17	-5.56 %	\$407,912	11.38 %	\$390,000	13.54 %	\$420.34	-4.97 %	\$420.56	-5.17%	71
2008	22	29.41 %	\$356,295	-12.65 %	\$340,000	-12.82 %	\$414.25	-1.45 %	\$406.53	-3.34%	103
2009	13	-40.91 %	\$348,462	-2.20 %	\$327,000	-3.82 %	\$419.00	1.15 %	\$394.01	-3.08%	92
2010	10	-23.08 %	\$394,750	13.28 %	\$365,000	11.62 %	\$404.36	-3.49 %	\$420.75	6.79%	71
2011	22	120.00 %	\$373,730	-5.32 %	\$366,250	0.34 %	\$413.30	2.21 %	\$418.65	-0.50%	60

Average and Median Selling Prices



LINK

West End

Inventory
Third Quarter 2011

