

**LINK**  
data | tools | analysis > smart

# Citywide

2011

Sales Summary

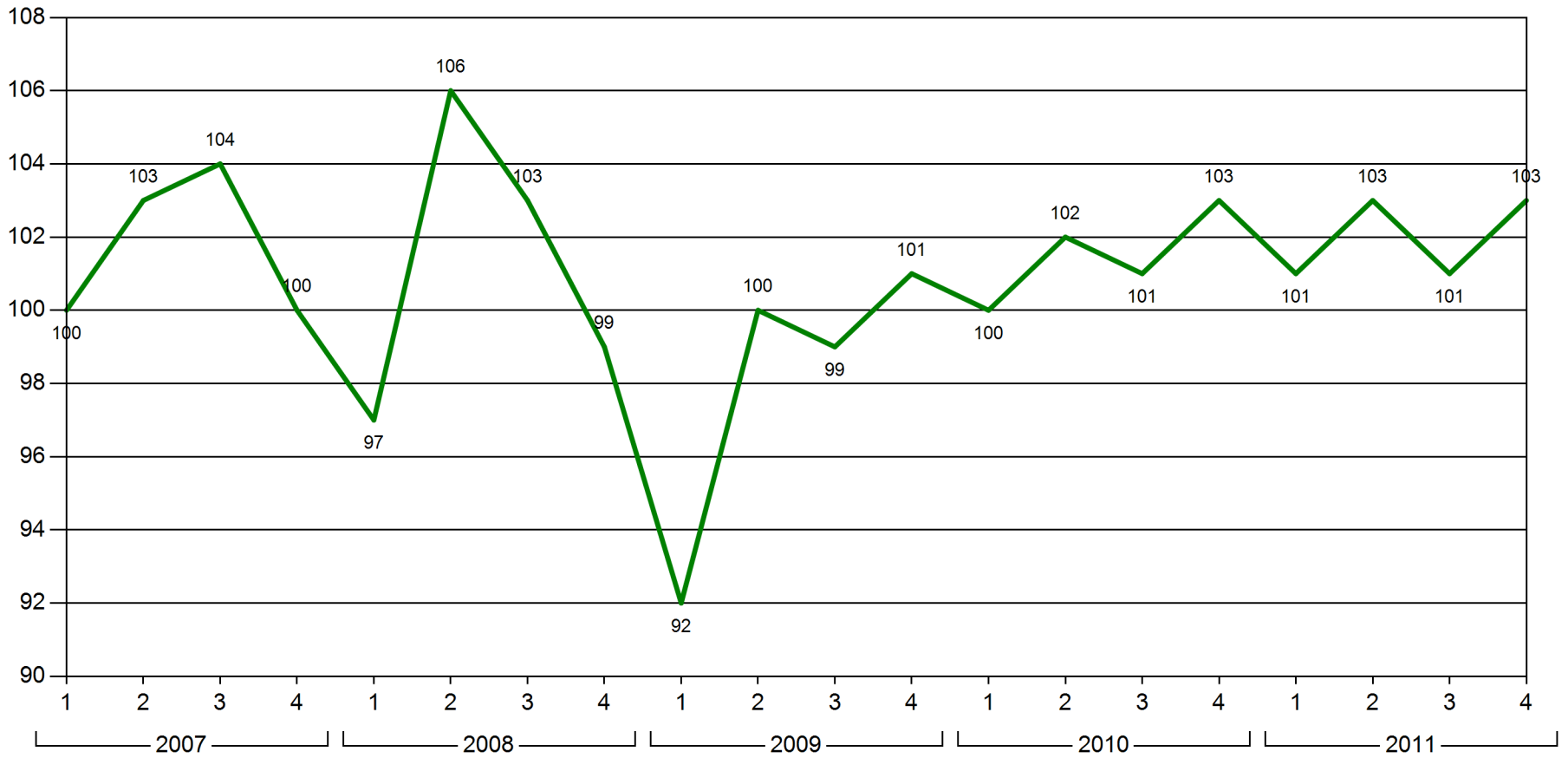
140 Newbury Street  
Boston, MA 02116

617-267-5465

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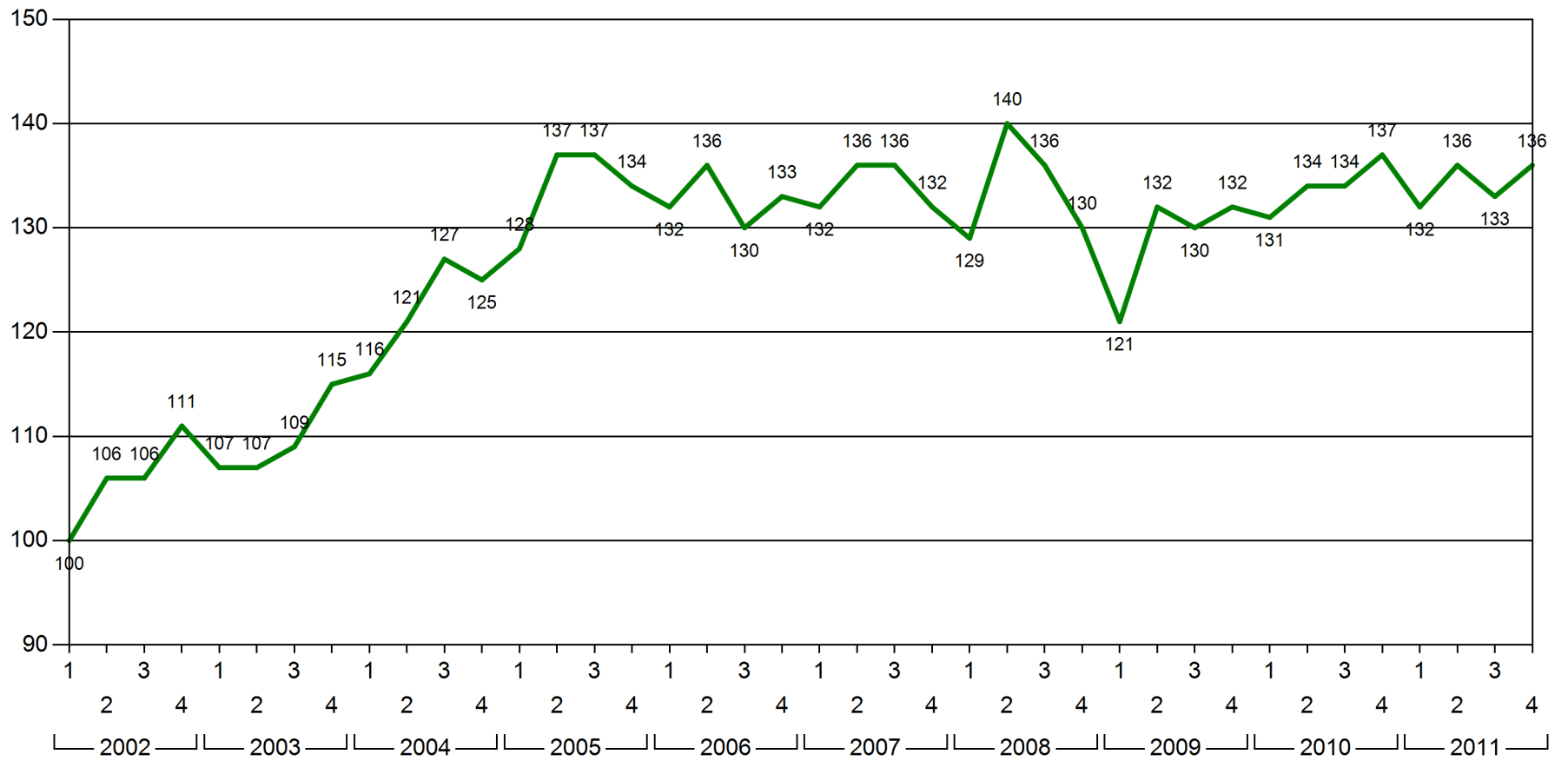
## Citywide

Five Year Price Index  
(Appreciation Rate)



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## Citywide Ten Year Price Index [Appreciation Rate]

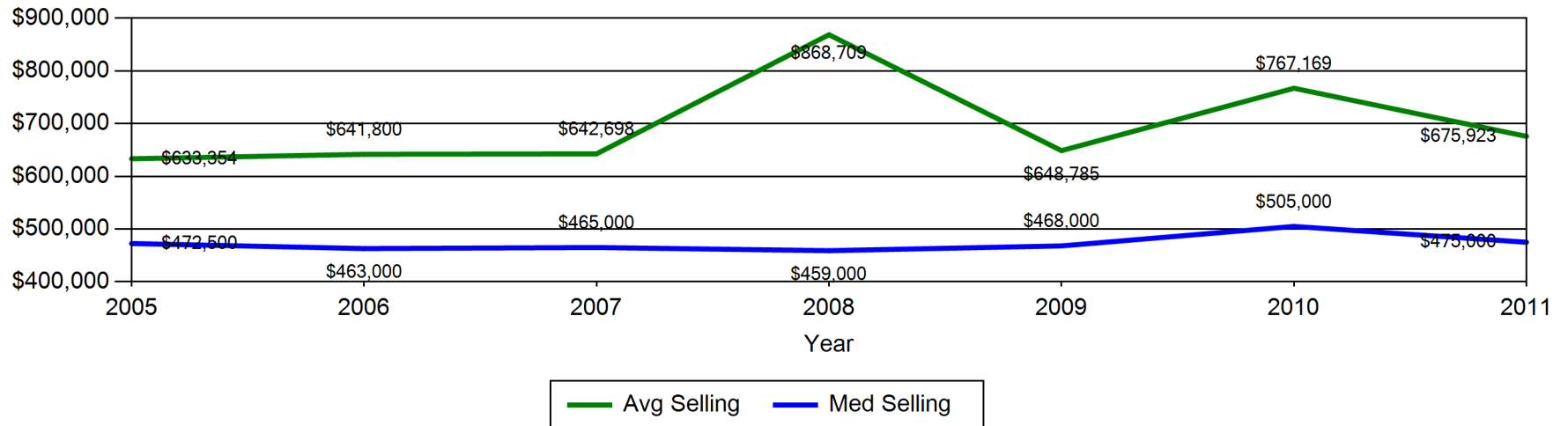


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## Citywide Quarterly Sales Summary Fourth Quarter 2011

Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg Psf	%±	Med Psf	%±	Avg DOM
2005	727	-26.04 %	\$633,354	11.86 %	\$472,500	8.12 %	\$577.37	6.93 %	\$559.72	7.70 %	73
2006	687	-5.76 %	\$641,800	1.25 %	\$463,000	-2.11 %	\$589.85	2.17 %	\$554.45	-0.94 %	106
2007	629	-8.44 %	\$642,698	0.14 %	\$465,000	0.43 %	\$579.42	-1.77 %	\$563.47	1.63 %	86
2008	488	-22.42 %	\$868,709	35.17 %	\$459,000	-1.29 %	\$611.42	5.52 %	\$561.61	-0.33 %	101
2009	603	23.57 %	\$648,785	-25.32 %	\$468,000	1.96 %	\$578.46	-5.39 %	\$550.59	-1.96 %	111
2010	583	-3.32 %	\$767,169	18.25 %	\$505,000	7.91 %	\$597.49	3.29 %	\$556.32	1.04 %	101
2011	566	-2.92 %	\$675,923	-11.89 %	\$475,000	-5.94 %	\$591.74	-0.96 %	\$547.70	-1.55 %	98

Average and Median Selling Prices



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## 2011 Fourth Quarter Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
<b>Back Bay</b>	98	-2.00 %	\$1,045,278	-30.02 %	\$718,250	-24.15 %	\$800.88	-2.23 %	\$731.20	0.11 %	123
<b>Beacon Hill</b>	36	-7.69 %	\$788,612	12.91 %	\$574,375	27.78 %	\$739.44	5.17 %	\$735.32	8.88 %	80
<b>Charlestown</b>	51	4.08 %	\$515,910	7.48 %	\$469,200	7.25 %	\$441.90	-0.82 %	\$464.06	3.18 %	78
<b>Fenway</b>	23	-58.93 %	\$323,565	-22.30 %	\$330,000	-23.02 %	\$481.07	-1.74 %	\$485.71	-0.56 %	32
<b>Leather District</b>	1	-87.50 %	\$488,500	-6.16 %	\$488,500	33.65 %	\$442.08	-12.35 %	\$442.08	-16.20 %	52
<b>Midtown</b>	26	0.00 %	\$1,258,917	21.07 %	\$1,127,500	48.84 %	\$900.81	12.49 %	\$874.82	7.30 %	154
<b>North End</b>	14	16.67 %	\$421,064	-11.96 %	\$359,000	0.77 %	\$629.02	13.10 %	\$535.25	1.90 %	91
<b>Seaport</b>	16	-11.11 %	\$530,156	-5.06 %	\$488,750	9.46 %	\$438.79	-16.98 %	\$447.03	-12.07 %	45
<b>South Boston</b>	130	32.65 %	\$355,484	-1.40 %	\$330,750	-5.84 %	\$363.01	1.13 %	\$366.71	3.03 %	88
<b>South End</b>	135	0.00 %	\$652,848	-14.70 %	\$542,500	-8.05 %	\$608.54	-3.19 %	\$608.79	-4.18 %	81
<b>Waterfront</b>	30	-11.76 %	\$1,126,892	9.75 %	\$764,500	22.03 %	\$638.58	-0.88 %	\$583.59	-1.12 %	156
<b>West End</b>	6	-25.00 %	\$373,333	-8.50 %	\$368,500	-3.72 %	\$419.02	-5.66 %	\$401.16	-9.95 %	66

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## Citywide

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

Beds	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2009</b>	27	22.73 %	\$303,167	14.70 %	\$327,500	24.05 %	\$605.81	-0.82 %	\$553.57	-8.05 %	58
	<b>2010</b>	27	0.00 %	\$320,666	5.77 %	\$315,000	-3.82 %	\$622.84	2.81 %	\$575.47	3.96 %	93
	<b>2011</b>	16	-40.74 %	\$289,656	-9.67 %	\$267,500	-15.08 %	\$627.92	0.82 %	\$604.91	5.12 %	193
One Bed	<b>2009</b>	212	43.24 %	\$433,712	-27.35 %	\$384,248	-1.48 %	\$566.84	-7.40 %	\$557.35	-2.65 %	129
	<b>2010</b>	187	-11.79 %	\$414,611	-4.40 %	\$386,000	0.46 %	\$560.39	-1.14 %	\$541.44	-2.86 %	86
	<b>2011</b>	186	-0.53 %	\$414,390	-0.05 %	\$390,000	1.04 %	\$577.29	3.02 %	\$540.40	-0.19 %	82
Two Beds	<b>2009</b>	285	19.25 %	\$653,278	-30.41 %	\$524,000	-1.69 %	\$570.86	-6.82 %	\$519.42	-7.15 %	94
	<b>2010</b>	250	-12.28 %	\$741,515	13.51 %	\$557,500	6.39 %	\$585.90	2.63 %	\$547.59	5.42 %	104
	<b>2011</b>	259	3.60 %	\$743,216	0.23 %	\$583,000	4.57 %	\$592.32	1.10 %	\$558.42	1.98 %	104
Three Plus Beds	<b>2009</b>	68	17.24 %	\$1,470,416	-8.27 %	\$1,350,000	63.64 %	\$637.94	1.27 %	\$633.80	37.23 %	157
	<b>2010</b>	97	42.65 %	\$1,562,416	6.26 %	\$1,390,000	2.96 %	\$689.68	8.11 %	\$676.64	6.76 %	117
	<b>2011</b>	70	-27.84 %	\$1,332,626	-14.71 %	\$990,000	-28.78 %	\$609.48	-11.63 %	\$501.57	-25.87 %	104

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## Citywide

### Sales Comparison by Square Footage Fourth Quarter 2011

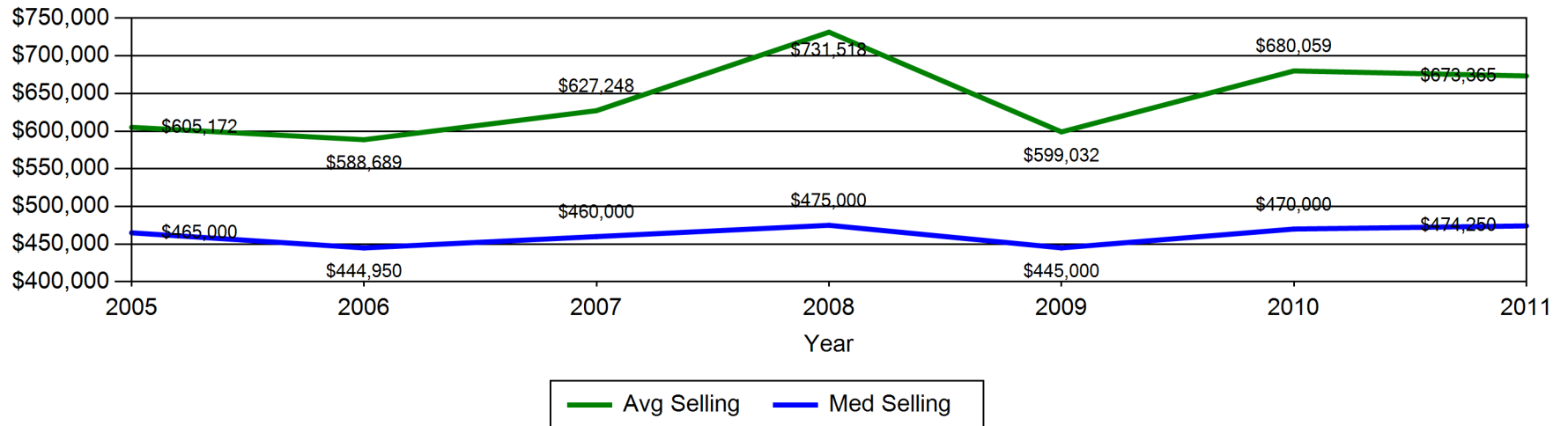
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	<b>2009</b>	141	18.49 %	\$312,216	-3.15 %	\$314,200	2.18 %	\$599.92	1.87 %	\$591.35	2.50 %	84
	<b>2010</b>	134	-4.96 %	\$319,132	2.21 %	\$319,950	1.83 %	\$582.99	-2.82 %	\$568.64	-3.84 %	76
	<b>2011</b>	143	6.72 %	\$317,806	-0.42 %	\$310,000	-3.11 %	\$577.65	-0.92 %	\$568.89	0.04 %	95
701-1000	<b>2009</b>	195	42.34 %	\$444,733	1.76 %	\$415,000	1.22 %	\$529.89	2.09 %	\$497.45	1.89 %	92
	<b>2010</b>	151	-22.56 %	\$463,640	4.25 %	\$465,000	12.05 %	\$542.60	2.40 %	\$538.05	8.16 %	93
	<b>2011</b>	143	-5.30 %	\$462,823	-0.18 %	\$440,000	-5.38 %	\$546.90	0.79 %	\$525.70	-2.30 %	73
1001-1500	<b>2009</b>	151	16.15 %	\$655,835	4.04 %	\$599,500	1.70 %	\$542.68	4.52 %	\$496.69	1.45 %	123
	<b>2010</b>	148	-1.99 %	\$663,832	1.22 %	\$597,500	-0.33 %	\$536.70	-1.10 %	\$495.65	-0.21 %	99
	<b>2011</b>	133	-10.14 %	\$690,564	4.03 %	\$622,000	4.10 %	\$558.11	3.99 %	\$498.15	0.50 %	101
1501-1800	<b>2009</b>	35	25.00 %	\$948,807	-16.92 %	\$925,000	-15.91 %	\$576.44	-16.79 %	\$597.40	-11.04 %	106
	<b>2010</b>	48	37.14 %	\$1,062,625	12.00 %	\$963,008	4.11 %	\$639.13	10.88 %	\$594.56	-0.48 %	96
	<b>2011</b>	56	16.67 %	\$1,085,579	2.16 %	\$1,061,250	10.20 %	\$665.70	4.16 %	\$641.15	7.84 %	97
1800-2400	<b>2009</b>	48	60.00 %	\$1,421,417	-9.20 %	\$1,398,750	-7.52 %	\$695.11	-8.74 %	\$662.43	-10.58 %	108
	<b>2010</b>	51	6.25 %	\$1,532,853	7.84 %	\$1,505,000	7.60 %	\$750.02	7.90 %	\$718.89	8.52 %	145
	<b>2011</b>	38	-25.49 %	\$1,418,152	-7.48 %	\$1,510,000	0.33 %	\$684.01	-8.80 %	\$741.62	3.16 %	125
Over 2400	<b>2009</b>	21	-41.67 %	\$2,611,870	-41.60 %	\$2,513,843	-46.33 %	\$879.31	-25.60 %	\$905.74	-28.61 %	301
	<b>2010</b>	30	42.86 %	\$3,246,845	24.31 %	\$2,608,825	3.78 %	\$912.41	3.76 %	\$817.66	-9.72 %	150
	<b>2011</b>	21	-30.00 %	\$2,429,031	-25.19 %	\$2,020,000	-22.57 %	\$841.78	-7.74 %	\$825.16	0.92 %	188

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## Citywide Yearly Sales Summary 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	3841	-14.98 %	\$605,172	9.23 %	\$465,000	9.30 %	\$576.00	9.14 %	\$559.32	9.73 %	63
2006	3354	-12.68 %	\$588,689	-2.72 %	\$444,950	-4.31 %	\$569.25	-1.17 %	\$548.78	-1.88 %	90
2007	3421	2.00 %	\$627,248	6.55 %	\$460,000	3.38 %	\$572.77	0.62 %	\$550.67	0.35 %	96
2008	2948	-13.83 %	\$731,518	16.62 %	\$475,000	3.26 %	\$604.74	5.58 %	\$566.47	2.87 %	91
2009	2479	-15.91 %	\$599,032	-18.11 %	\$445,000	-6.32 %	\$556.32	-8.01 %	\$528.54	-6.69 %	105
2010	2567	3.55 %	\$680,059	13.53 %	\$470,000	5.62 %	\$575.29	3.41 %	\$546.80	3.45 %	101
2011	2579	0.47 %	\$673,365	-0.98 %	\$474,250	0.90 %	\$582.23	1.21 %	\$545.44	-0.25 %	96

Average and Median Selling Prices



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## 2011 Sales Summary

City	Sales	%+-	Avg Sell	%+-	Med Sell	%+-	Avg Psf	%+-	Med Psf	%+-	DOM
<b>Back Bay</b>	448	-3.03 %	\$1,144,209	-5.19 %	\$770,000	2.33 %	\$786.84	-0.23 %	\$719.89	0.34 %	123
<b>Beacon Hill</b>	183	12.96 %	\$702,364	-2.15 %	\$500,000	2.04 %	\$700.56	-1.27 %	\$676.88	-2.33 %	93
<b>Charlestown</b>	255	4.51 %	\$467,359	1.62 %	\$421,000	1.69 %	\$439.21	1.38 %	\$451.28	3.54 %	87
<b>Fenway</b>	148	-4.52 %	\$315,222	-11.09 %	\$290,000	-9.95 %	\$481.55	-4.70 %	\$494.96	-1.88 %	60
<b>Leather District</b>	23	-50.00 %	\$589,171	20.11 %	\$555,000	34.87 %	\$445.60	-5.33 %	\$442.08	-1.99 %	89
<b>Midtown</b>	114	32.56 %	\$1,146,410	14.90 %	\$868,000	21.40 %	\$832.44	12.29 %	\$814.29	16.93 %	107
<b>North End</b>	70	-5.41 %	\$448,653	-3.71 %	\$374,325	-3.40 %	\$555.98	-3.75 %	\$523.01	-9.04 %	120
<b>Seaport</b>	78	-6.02 %	\$619,615	9.08 %	\$539,500	2.76 %	\$473.74	-4.68 %	\$465.81	-4.12 %	125
<b>South Boston</b>	522	-1.51 %	\$375,605	6.01 %	\$362,500	3.57 %	\$371.81	1.45 %	\$372.28	-0.04 %	93
<b>South End</b>	559	-1.41 %	\$656,579	-2.75 %	\$555,000	0.54 %	\$606.83	-0.27 %	\$609.08	-0.02 %	71
<b>Waterfront</b>	128	-0.78 %	\$967,381	-6.12 %	\$638,000	-9.50 %	\$648.38	-3.12 %	\$585.40	0.96 %	128
<b>West End</b>	51	75.86 %	\$367,564	-4.40 %	\$360,000	-4.00 %	\$420.32	1.50 %	\$419.68	1.11 %	76

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## Citywide

### Sales Comparison by Number of Bedrooms 2011

Beds	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2009</b>	115	-14.18 %	\$282,147	0.16 %	\$275,000	-0.36 %	\$591.47	-5.28 %	\$578.36	-4.91 %	75
	<b>2010</b>	82	-28.70 %	\$297,048	5.28 %	\$291,000	5.82 %	\$595.13	0.62 %	\$572.35	-1.04 %	67
	<b>2011</b>	79	-3.66 %	\$284,107	-4.36 %	\$272,500	-6.36 %	\$617.39	3.74 %	\$599.48	4.74 %	88
One Bed	<b>2009</b>	844	-14.57 %	\$411,872	-18.25 %	\$365,820	-8.66 %	\$564.87	-6.13 %	\$559.43	-3.13 %	98
	<b>2010</b>	843	-0.12 %	\$416,106	1.03 %	\$385,000	5.24 %	\$575.05	1.80 %	\$564.13	0.84 %	91
	<b>2011</b>	856	1.54 %	\$412,201	-0.94 %	\$375,000	-2.60 %	\$565.05	-1.74 %	\$544.04	-3.56 %	89
Two Beds	<b>2009</b>	1186	-14.86 %	\$622,180	-19.74 %	\$520,500	-5.79 %	\$538.24	-9.88 %	\$497.69	-9.63 %	103
	<b>2010</b>	1240	4.55 %	\$655,839	5.41 %	\$525,000	0.86 %	\$551.82	2.52 %	\$513.56	3.19 %	101
	<b>2011</b>	1208	-2.58 %	\$695,153	5.99 %	\$560,000	6.67 %	\$570.89	3.46 %	\$532.41	3.67 %	95
Three Plus Beds	<b>2009</b>	233	-21.28 %	\$1,365,447	-14.33 %	\$1,050,000	3.96 %	\$621.54	-6.78 %	\$594.55	2.28 %	144
	<b>2010</b>	343	47.21 %	\$1,515,486	10.99 %	\$1,150,000	9.52 %	\$660.80	6.32 %	\$600.00	0.92 %	127
	<b>2011</b>	308	-10.20 %	\$1,510,577	-0.32 %	\$1,174,638	2.14 %	\$663.85	0.46 %	\$584.66	-2.56 %	117

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## Citywide

### Sales Comparison by Square Footage 2011

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	<b>2009</b>	624	-14.52 %	\$318,600	-2.74 %	\$315,000	0.00 %	\$588.30	-3.33 %	\$591.48	-1.28 %	71
	<b>2010</b>	611	-2.08 %	\$319,663	0.33 %	\$320,000	1.59 %	\$583.62	-0.80 %	\$584.91	-1.11 %	77
	<b>2011</b>	626	2.45 %	\$312,823	-2.14 %	\$307,000	-4.06 %	\$568.77	-2.54 %	\$557.91	-4.62 %	87
701-1000	<b>2009</b>	765	-6.02 %	\$435,355	-4.72 %	\$407,000	-7.50 %	\$515.32	-5.59 %	\$489.25	-8.37 %	98
	<b>2010</b>	726	-5.10 %	\$442,929	1.74 %	\$421,000	3.44 %	\$524.54	1.79 %	\$508.28	3.89 %	88
	<b>2011</b>	664	-8.54 %	\$460,770	4.03 %	\$439,500	4.39 %	\$547.33	4.34 %	\$527.64	3.81 %	79
1001-1500	<b>2009</b>	654	-21.58 %	\$622,273	-4.42 %	\$570,000	-4.28 %	\$511.40	-4.88 %	\$479.21	-4.51 %	119
	<b>2010</b>	740	13.15 %	\$639,843	2.82 %	\$578,000	1.40 %	\$526.36	2.93 %	\$485.81	1.38 %	99
	<b>2011</b>	702	-5.14 %	\$650,690	1.70 %	\$595,000	2.94 %	\$532.30	1.13 %	\$490.46	0.96 %	96
1501-1800	<b>2009</b>	159	-25.35 %	\$955,310	-12.52 %	\$920,000	-8.00 %	\$586.97	-12.19 %	\$558.77	-9.75 %	112
	<b>2010</b>	174	9.43 %	\$1,040,782	8.95 %	\$942,500	2.45 %	\$633.10	7.86 %	\$578.86	3.60 %	110
	<b>2011</b>	201	15.52 %	\$1,064,890	2.32 %	\$1,000,000	6.10 %	\$655.97	3.61 %	\$634.01	9.53 %	99
1800-2400	<b>2009</b>	134	-17.79 %	\$1,327,107	-18.32 %	\$1,312,500	-12.50 %	\$656.10	-16.52 %	\$623.70	-15.41 %	133
	<b>2010</b>	166	23.88 %	\$1,482,438	11.70 %	\$1,454,770	10.84 %	\$721.26	9.93 %	\$696.81	11.72 %	155
	<b>2011</b>	171	3.01 %	\$1,393,625	-5.99 %	\$1,430,000	-1.70 %	\$686.32	-4.84 %	\$704.64	1.12 %	122
Over 2400	<b>2009</b>	67	-50.37 %	\$2,679,866	-23.79 %	\$2,513,843	-17.93 %	\$892.91	-13.70 %	\$867.06	-17.52 %	195
	<b>2010</b>	101	50.75 %	\$3,054,203	13.97 %	\$2,625,000	4.42 %	\$908.71	1.77 %	\$913.36	5.34 %	187
	<b>2011</b>	94	-6.93 %	\$2,907,329	-4.81 %	\$2,450,000	-6.67 %	\$944.32	3.92 %	\$873.96	-4.31 %	182

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## Citywide Inventory Fourth Quarter 2011

