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Fenway

2012 First Quarter
Sales Summary

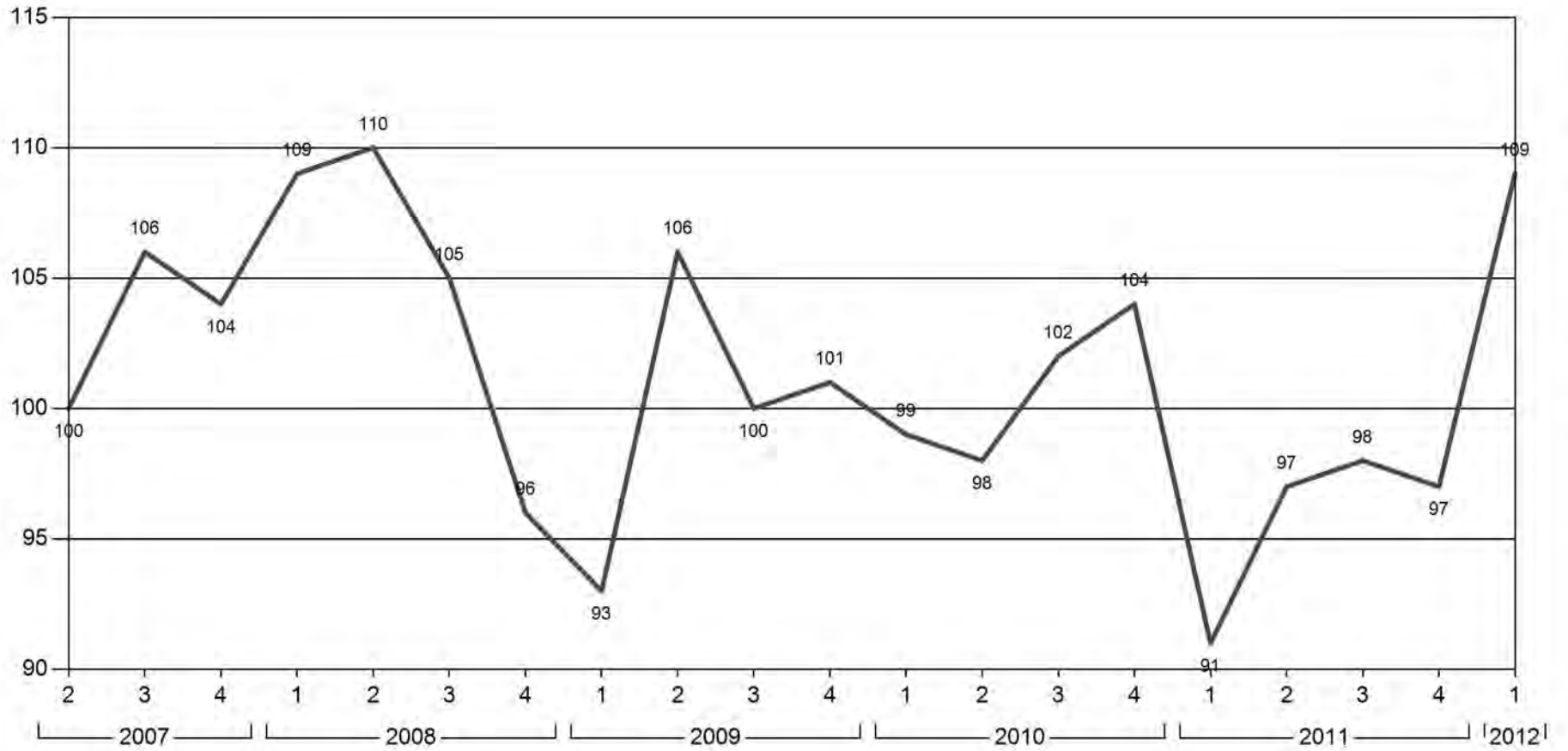
140 Newbury Street
Boston, MA 02116

617-267-5465

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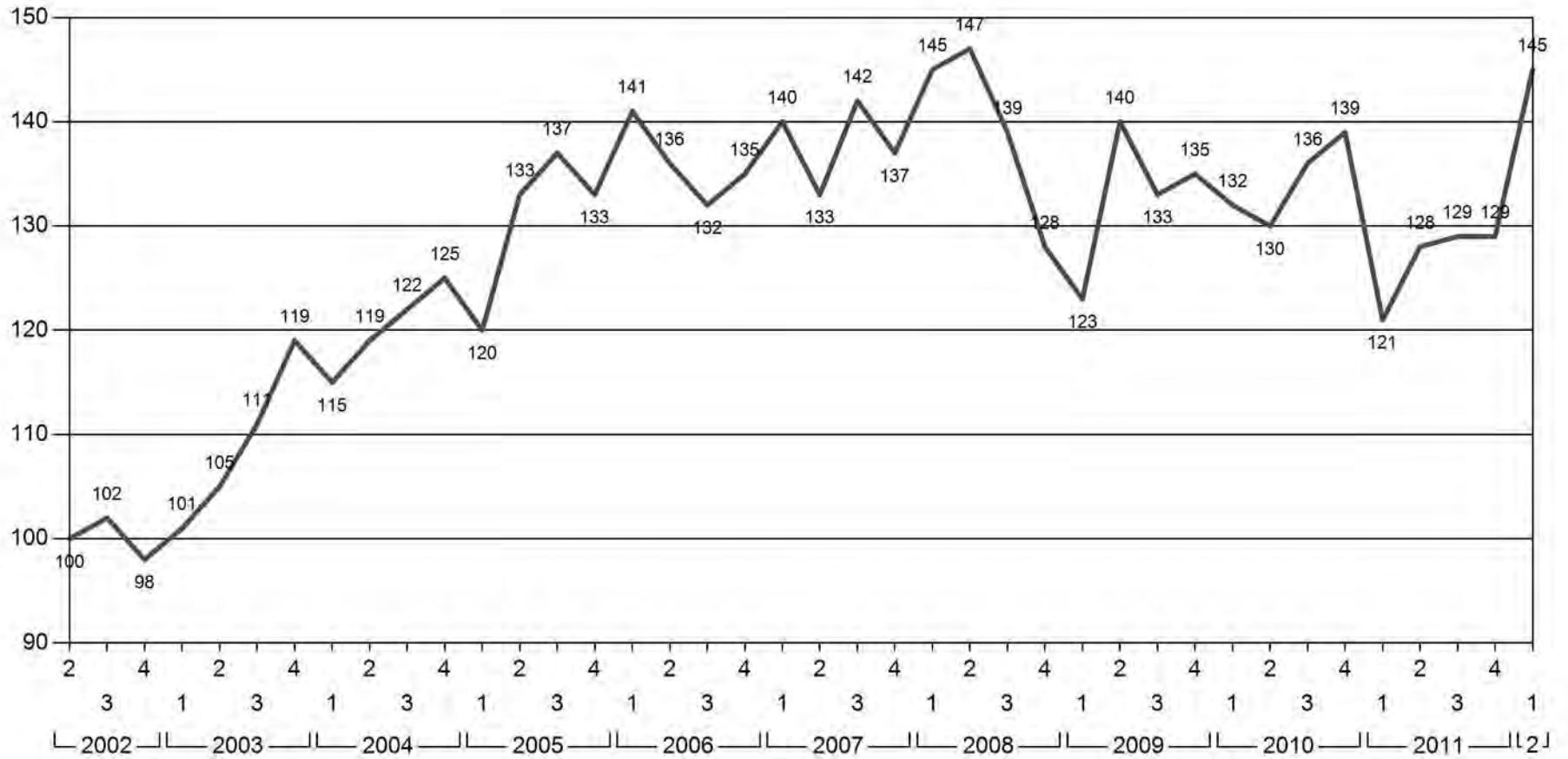
Five Year Price Index
[Appreciation Rate]



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Ten Year Price Index
[Appreciation Rate]



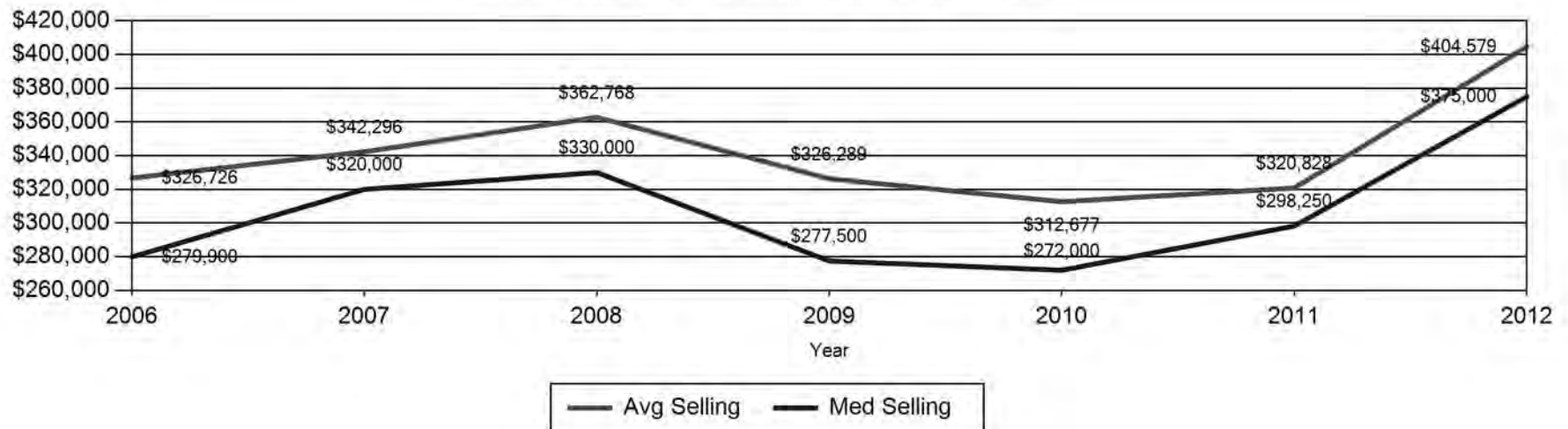
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Quarterly Sales Summary First Quarter 2012

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2006	51	70.00 %	\$326,726	21.72 %	\$279,900	10.74 %	\$560.72	22.58 %	\$575.76	22.93%	50
2007	35	-31.37 %	\$342,296	4.77 %	\$320,000	14.33 %	\$540.35	-3.63 %	\$514.06	-10.72%	90
2008	31	-11.43 %	\$362,768	5.98 %	\$330,000	3.13 %	\$538.90	-0.27 %	\$514.53	0.09%	81
2009	27	-12.90 %	\$326,289	-10.06 %	\$277,500	-15.91 %	\$504.25	-6.43 %	\$480.09	-6.69%	84
2010	13	-51.85 %	\$312,677	-4.17 %	\$272,000	-1.98 %	\$568.20	12.68 %	\$566.54	18.01%	66
2011	20	53.85 %	\$320,828	2.61 %	\$298,250	9.65 %	\$436.18	-23.24 %	\$433.19	-23.54%	165
2012	19	-5.00 %	\$404,579	26.10 %	\$375,000	25.73 %	\$512.84	17.58 %	\$523.84	20.93%	51

Average and Median Selling Prices



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Fenway

Sales Comparison by Number of Bedrooms First Quarter 2012

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	2010	2	-33.33 %	\$176,500	-4.34 %	\$176,500	-5.87 %	\$571.85	14.77 %	\$571.85	23.26 %	77
	2011	1	-50.00 %	\$139,000	-21.25 %	\$139,000	-21.25 %	\$427.69	-25.21 %	\$427.69	-25.21 %	
	2012	0	-100.00 %									
One Bed	2010	7	-50.00 %	\$270,757	-11.69 %	\$262,000	4.80 %	\$565.99	-0.59 %	\$493.65	-6.78 %	89
	2011	10	42.86 %	\$294,206	8.66 %	\$288,750	10.21 %	\$473.45	-16.35 %	\$470.28	-4.73 %	131
	2012	5	-50.00 %	\$287,700	-2.21 %	\$275,000	-4.76 %	\$579.66	22.43 %	\$550.42	17.04 %	17
Two Beds	2010	4	-50.00 %	\$454,125	13.53 %	\$463,000	13.62 %	\$570.24	33.36 %	\$588.55	39.46 %	16
	2011	7	75.00 %	\$355,929	-21.62 %	\$315,000	-31.97 %	\$403.08	-29.32 %	\$409.42	-30.44 %	266
	2012	11	57.14 %	\$454,409	27.67 %	\$420,000	33.33 %	\$486.55	20.71 %	\$505.22	23.40 %	76
Three Plus Beds	2010	0	-100.00 %									
	2011	1		\$635,000		\$635,000		\$418.31		\$418.31		
	2012	2	100.00 %	\$440,000	-30.71 %	\$440,000	-30.71 %	\$395.44	-5.47 %	\$395.44	-5.47 %	21

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Fenway Inventory First Quarter 2012

