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Citywide Luxury Buildings

2012 First Quarter
Sales Summary

140 Newbury Street
Boston, MA 02116

617-267-5465

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Luxury Building List

Building Name	Address	City	Building Name	Address	City
1 Charles St South	1 Charles St S	Back Bay	D4	7 Warren Ave	South End
285 Columbus Lofts	285 Columbus Ave	Back Bay	Flagship Wharf	197 Eighth St	Charlestown
3 Avery St	3 Avery St	Midtown	Folio	80 Broad St	Waterfront
330 Beacon St (324-332)	330 Beacon St	Back Bay	Fort Point Place	21 Wormwood St	Seaport
360 Newbury	360 Newbury St	Back Bay	Four Seasons	220 Boylston St	Back Bay
44 Prince	44 Prince St	North End	FP3	346 Congress St	Seaport
45 Province	45 Province St	Midtown	Fulton Court	100 Fulton St	Waterfront
Albert A Pope	221 Columbus Ave	Back Bay	Grandview	165 Tremont St	Midtown
Atelier 505	505 Tremont St	South End	Greenway Place	199 State St	Waterfront
Audubon Park	16 Miner St	Fenway	Harbor Towers I (85)	85 E India Row	Waterfront
Barnes Mansion	10 Charlesgate E	Back Bay	Harbor Towers II (65)	65 E India Row	Waterfront
Basilica, The	106 Thirteenth St	Charlestown	Harborview	240 First Ave	Charlestown
Battery Wharf (2)	2 Battery Wharf	Waterfront	Hawthorne Place (2)	2 Hawthorne Pl	West End
Battery Wharf (3)	3 Battery Wharf	Waterfront	Hawthorne Place (9)	9 Hawthorne Pl	West End
Battery Wharf (4)	4 Battery Wharf	Waterfront	Heritage	300 Boylston St	Back Bay
Belvedere	100 Belvidere St	Back Bay	Intercontinental, The	500 Atlantic Ave	Waterfront
Bowdoin Place	10 Bowdoin St	Beacon Hill	Le Jardin	250 Boylston St	Back Bay
Broadluxe (99-107)	99 Broad St	Waterfront	Lewis Wharf	28 Atlantic Ave	Waterfront
Bryant Back Bay, The	303 Columbus Ave	Back Bay	Lincoln Wharf	357 Commercial St	Waterfront
Burroughs Wharf (40-50)	50 Battery St	Waterfront	Lincolnshire	15 River St	Beacon Hill
Carillon, The (183-185)	185 Massachusetts Ave	Back Bay	Macallen Building	141 Dorchester Ave	Seaport
Carlton House, The	2 Commonwealth Ave	Back Bay	Mandarin, The	776 Boylston St	Back Bay
Channel Ctr (25)	25 Channel Ctr	Seaport	Mariner, The	300 Commercial St	Waterfront
Charlesgate, The	4 Charlesgate E	Back Bay	Marlborough, The	416 Marlborough St	Back Bay
Charlesview	534 Beacon St	Back Bay	Metropolitan, The	1 Nassau St	Midtown
Clarendon, The	400 Stuart St	Back Bay	Orchard Hill	342 Bunker Hill St	Charlestown
Columbus Court/N Bennet	21 N Bennet St	North End	Parkside (168-170)	168 Tremont St	Midtown
Columbus Court/Tileston (20&21)	21 Tileston St	North End	Parris Landing	42 Eighth St	Charlestown
Constellation Wharf	Ninth St	Charlestown	Penmark, The	21 Fr Francis Gilday St	South End
Court Square Press Bldg	9 W Broadway	Seaport	Prince, The	201 Newbury St	Back Bay
			Ritz Tower I (1)	1 Avery St	Midtown

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Luxury Building List

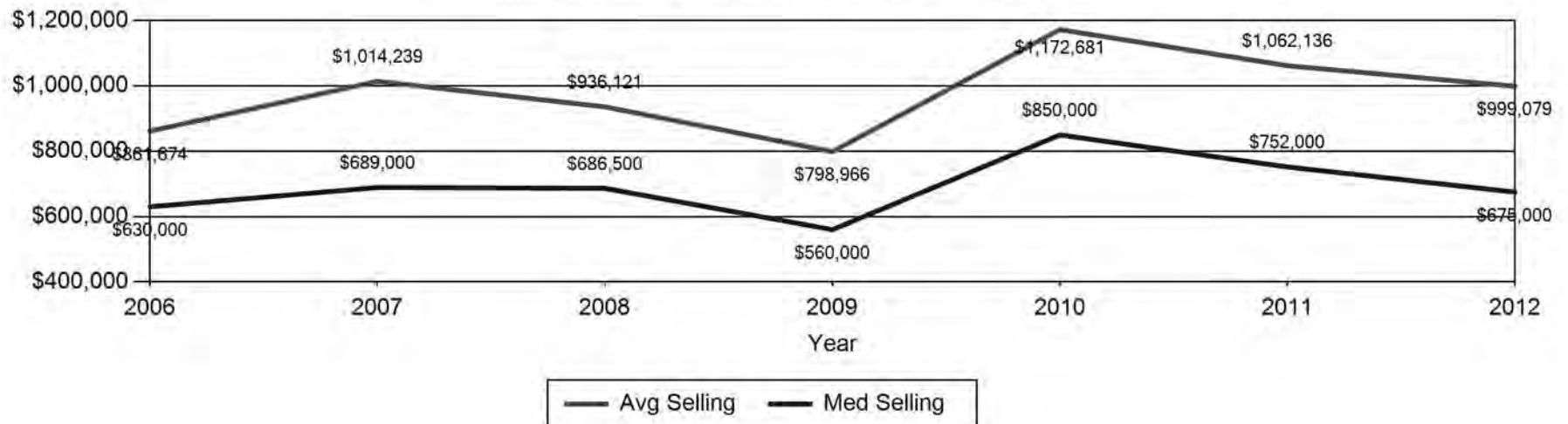
Building Name	Address	City
Ritz Tower II (2)	2 Avery St	Midtown
River House, The	145 Pinckney St	Beacon Hill
Rowes Wharf	Rowes Whf	Waterfront
Somerset	416 Commonwealth Ave	Back Bay
Strada234	234 Causeway St	North End
Trem-On-Comm	151 Tremont St	Midtown
Trinity Place	1 Huntington Ave	Back Bay
Tudor, The	34.5 Beacon St	Beacon Hill
Union Wharf	343 Commercial St	Waterfront
W Boston	110 Stuart St	Midtown
West End Place	150 Staniford St	West End
Whittier Place (6)	6 Whittier Pl	West End
Whittier Place (8)	8 Whittier Pl	West End
Wilkes Passage	1313 Washington St	South End
Windsor Place	390 Commonwealth Ave	Back Bay
Zero Marlborough	6 Arlington St	Back Bay

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Luxury Buildings Quarterly Sales Summary First Quarter 2012

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2006	107	-49.77 %	\$861,674	15.46 %	\$630,000	9.57 %	\$664.63	7.56 %	\$622.27	3.14 %	97
2007	153	42.99 %	\$1,014,239	17.71 %	\$689,000	9.37 %	\$688.50	3.59 %	\$635.69	2.16 %	135
2008	98	-35.95 %	\$936,121	-7.70 %	\$686,500	-0.36 %	\$649.46	-5.67 %	\$581.84	-8.47 %	138
2009	57	-41.84 %	\$798,966	-14.65 %	\$560,000	-18.43 %	\$624.49	-3.84 %	\$606.86	4.30 %	145
2010	107	87.72 %	\$1,172,681	46.77 %	\$850,000	51.79 %	\$766.84	22.80 %	\$700.08	15.36 %	105
2011	96	-10.28 %	\$1,062,136	-9.43 %	\$752,000	-11.53 %	\$735.37	-4.10 %	\$677.20	-3.27 %	104
2012	114	18.75 %	\$999,079	-5.94 %	\$675,000	-10.24 %	\$692.86	-5.78 %	\$615.76	-9.07 %	132

Average and Median Selling Prices



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Luxury Buildings

Sales Comparison by Number of Bedrooms First Quarter 2012

Beds	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	2010	5	-37.50 %	\$336,400	8.63 %	\$345,000	19.38 %	\$544.81	3.96 %	\$512.66	-2.42 %	39
	2011	5	0.00 %	\$342,700	1.87 %	\$370,000	7.25 %	\$547.77	0.54 %	\$541.73	5.67 %	25
	2012	5	0.00 %	\$370,400	8.08 %	\$355,000	-4.05 %	\$592.82	8.22 %	\$551.24	1.76 %	209
One Bed	2010	36	63.64 %	\$604,709	11.12 %	\$565,000	17.95 %	\$627.86	9.78 %	\$567.62	-1.57 %	139
	2011	40	11.11 %	\$555,978	-8.06 %	\$517,500	-8.41 %	\$630.87	0.48 %	\$627.62	10.57 %	75
	2012	51	27.50 %	\$531,208	-4.46 %	\$500,000	-3.38 %	\$609.11	-3.45 %	\$572.74	-8.74 %	101
Two Beds	2010	46	119.05 %	\$1,050,561	3.16 %	\$947,500	2.43 %	\$744.81	6.50 %	\$695.39	-2.32 %	105
	2011	37	-19.57 %	\$1,228,508	16.94 %	\$985,000	3.96 %	\$787.95	5.79 %	\$718.01	3.25 %	119
	2012	47	27.03 %	\$1,154,765	-6.00 %	\$1,100,000	11.68 %	\$748.42	-5.02 %	\$681.11	-5.14 %	157
Three Plus Beds	2010	19	533.33 %	\$2,793,658	8.08 %	\$2,700,000	3.85 %	\$1,144.02	19.51 %	\$1,211.63	27.08 %	68
	2011	13	-31.58 %	\$2,480,591	-11.21 %	\$2,300,000	-14.81 %	\$993.89	-13.12 %	\$911.60	-24.76 %	144
	2012	10	-23.08 %	\$2,587,750	4.32 %	\$1,612,500	-29.89 %	\$885.64	-10.89 %	\$707.49	-22.39 %	92

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Luxury Buildings

Sales Comparison by Square Footage First Quarter 2012

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2010	7	-41.67 %	\$347,714	7.00 %	\$345,000	10.40 %	\$582.92	8.29 %	\$631.58	10.50 %	78
	2011	14	100.00 %	\$337,607	-2.91 %	\$332,500	-3.62 %	\$590.92	1.37 %	\$571.13	-9.57 %	26
	2012	15	7.14 %	\$382,953	13.43 %	\$380,000	14.29 %	\$624.00	5.60 %	\$583.88	2.23 %	148
701-1000	2010	20	33.33 %	\$490,680	11.76 %	\$495,000	26.28 %	\$584.41	9.90 %	\$564.30	13.63 %	81
	2011	26	30.00 %	\$562,501	14.64 %	\$608,750	22.98 %	\$650.09	11.24 %	\$655.06	16.08 %	100
	2012	30	15.38 %	\$511,360	-9.09 %	\$476,200	-21.77 %	\$607.72	-6.52 %	\$548.07	-16.33 %	86
1001-1500	2010	48	182.35 %	\$875,630	9.56 %	\$810,000	3.71 %	\$708.39	8.48 %	\$622.41	-13.42 %	120
	2011	24	-50.00 %	\$794,208	-9.30 %	\$757,000	-6.54 %	\$644.95	-8.96 %	\$622.22	-0.03 %	99
	2012	38	58.33 %	\$810,328	2.03 %	\$702,500	-7.20 %	\$678.16	5.15 %	\$582.89	-6.32 %	149
1501-1800	2010	13	550.00 %	\$1,540,423	23.23 %	\$1,560,000	24.80 %	\$928.66	27.62 %	\$979.28	34.58 %	90
	2011	10	-23.08 %	\$1,596,240	3.62 %	\$1,623,750	4.09 %	\$1,002.85	7.99 %	\$1,036.21	5.81 %	107
	2012	13	30.00 %	\$1,124,808	-29.53 %	\$1,100,000	-32.26 %	\$685.11	-31.68 %	\$665.55	-35.77 %	131
1800-2400	2010	10	11.11 %	\$1,806,100	20.99 %	\$1,850,000	37.04 %	\$867.35	15.09 %	\$937.95	50.21 %	143
	2011	12	20.00 %	\$1,447,098	-19.88 %	\$1,463,839	-20.87 %	\$708.78	-18.28 %	\$646.97	-31.02 %	154
	2012	14	16.67 %	\$1,697,856	17.33 %	\$1,487,500	1.62 %	\$804.10	13.45 %	\$686.49	6.11 %	161
Over 2400	2010	9	350.00 %	\$3,679,167	32.94 %	\$3,950,000	42.73 %	\$1,281.63	40.80 %	\$1,250.50	37.38 %	73
	2011	10	11.11 %	\$3,022,500	-17.85 %	\$3,150,000	-20.25 %	\$1,140.79	-10.99 %	\$1,199.10	-4.11 %	118
	2012	4	-60.00 %	\$5,906,250	95.41 %	\$5,187,500	64.68 %	\$1,365.11	19.66 %	\$1,387.63	15.72 %	87