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Seaport

2011

Sales Summary

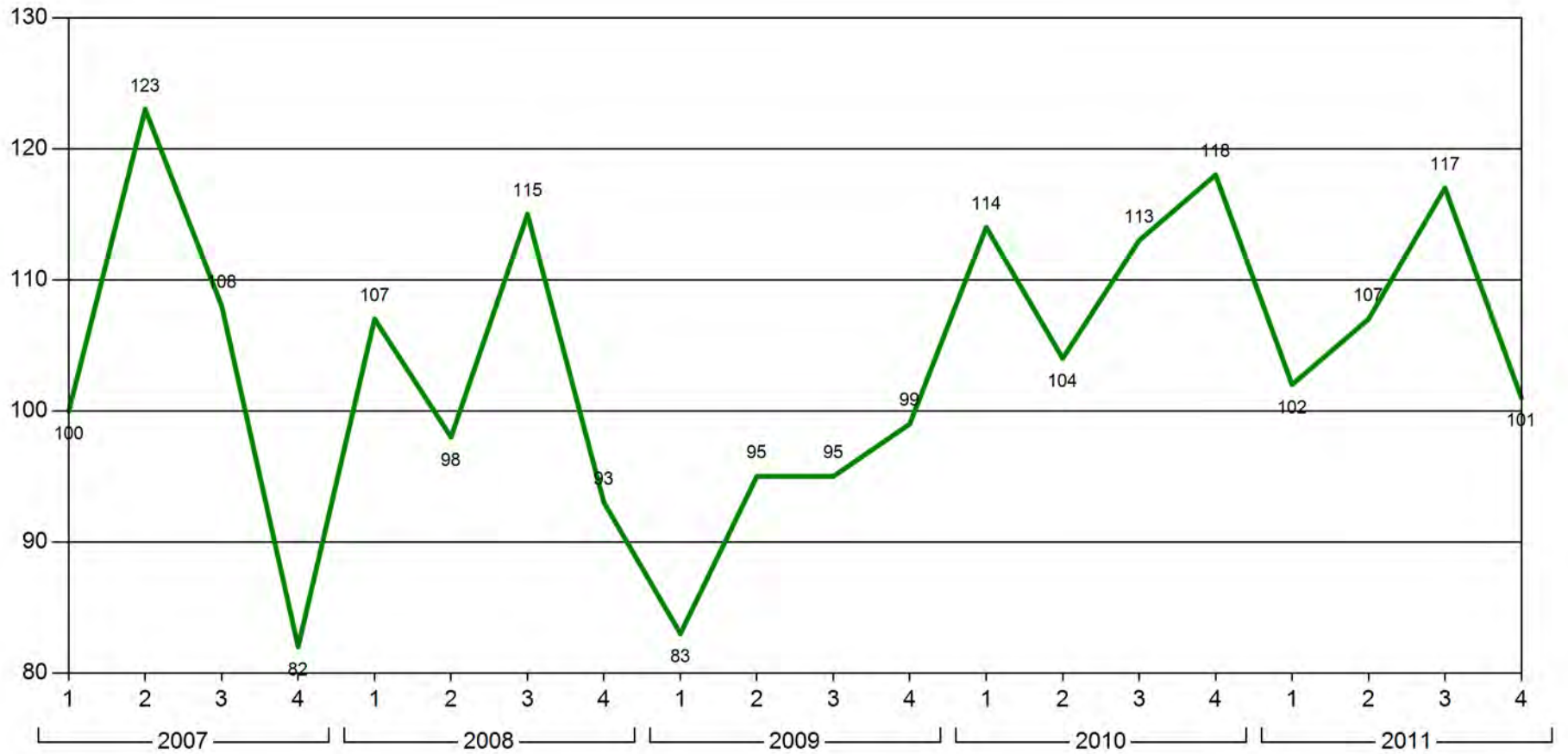
140 Newbury Street
Boston, MA 02116

617-267-5465

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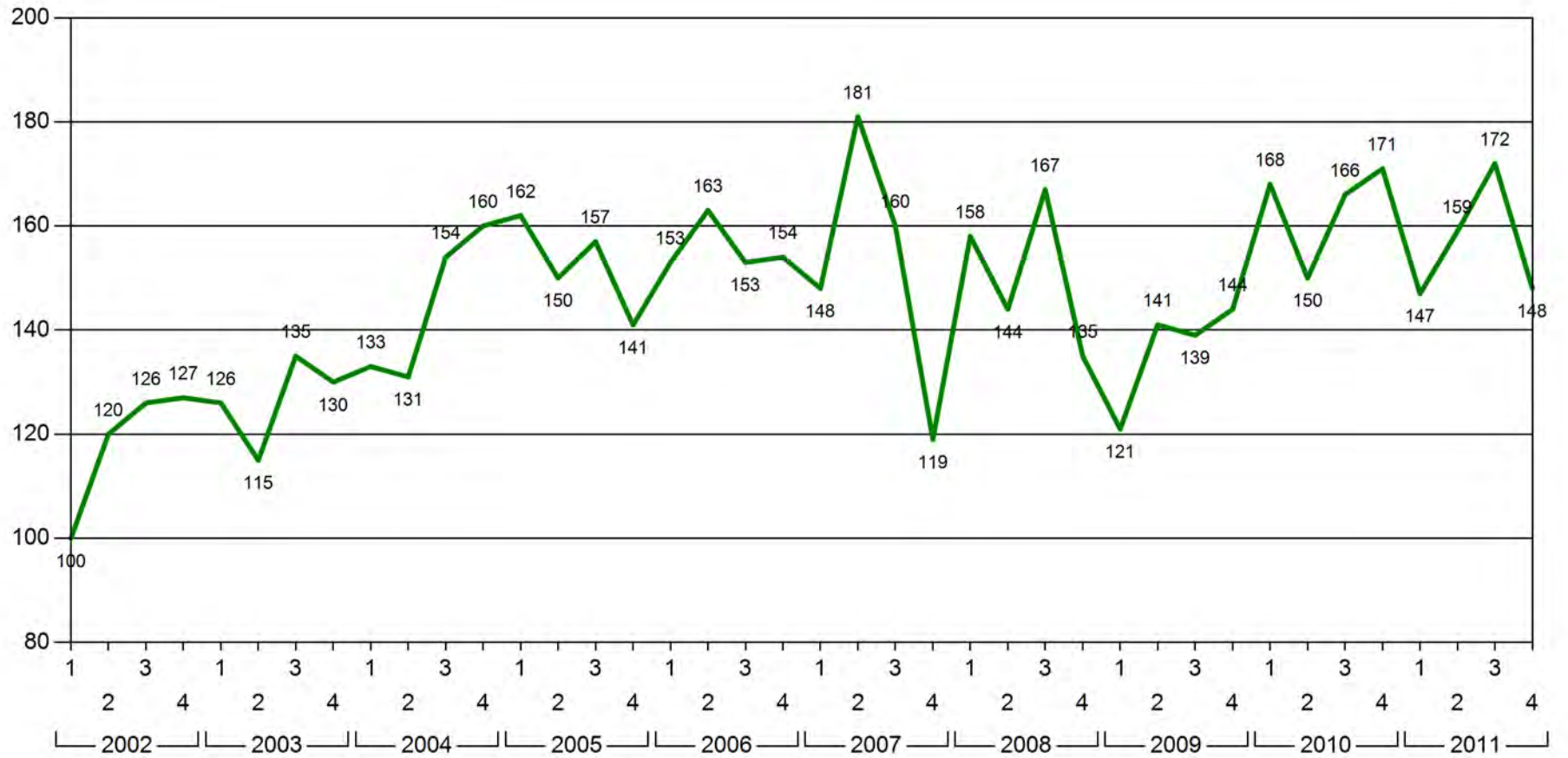
Five Year Price Index
(Appreciation Rate)



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Ten Year Price Index
(Appreciation Rate)



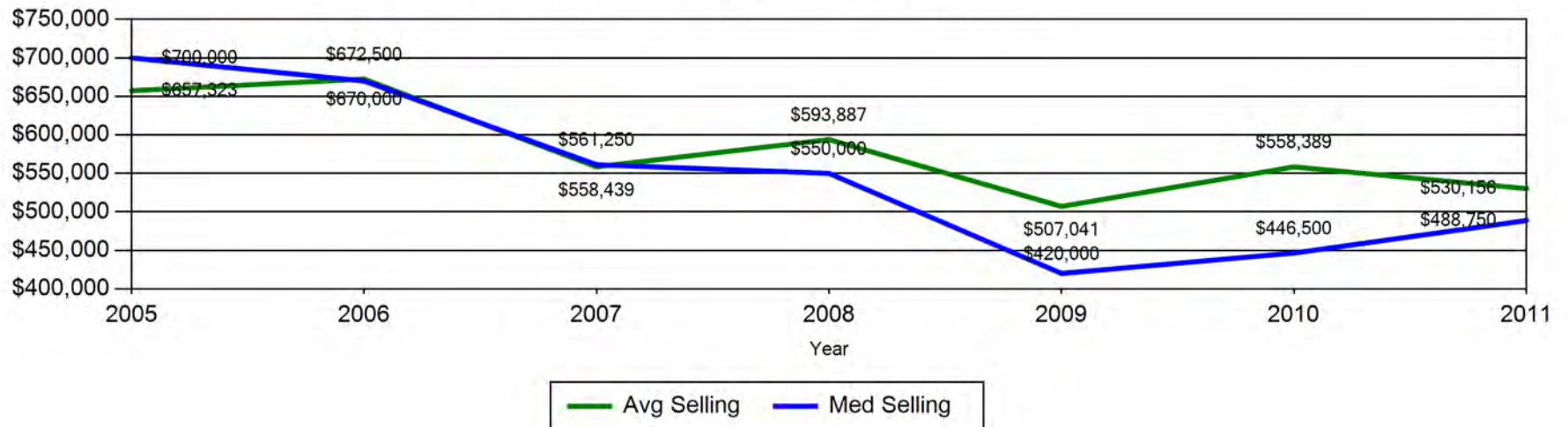
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Quarterly Sales Summary Fourth Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	16	-27.27 %	\$657,323	-2.87 %	\$700,000	9.38 %	\$425.17	-10.63 %	\$432.62	-0.93%	181
2006	19	18.75 %	\$672,500	2.31 %	\$670,000	-4.29 %	\$454.18	6.82 %	\$444.34	2.71%	291
2007	15	-21.05 %	\$558,439	-16.96 %	\$561,250	-16.23 %	\$501.16	10.34 %	\$494.79	11.35%	83
2008	10	-33.33 %	\$593,887	6.35 %	\$550,000	-2.00 %	\$506.21	1.01 %	\$516.00	4.29%	47
2009	27	170.00 %	\$507,041	-14.62 %	\$420,000	-23.64 %	\$443.29	-12.43 %	\$475.96	-7.76%	151
2010	18	-33.33 %	\$558,389	10.13 %	\$446,500	6.31 %	\$528.56	19.23 %	\$508.42	6.82%	73
2011	16	-11.11 %	\$530,156	-5.06 %	\$488,750	9.46 %	\$438.79	-16.98 %	\$447.03	-12.07%	45

Average and Median Selling Prices



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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	2009	1	-50.00 %	\$300,000	-31.03 %	\$300,000	-31.03 %	\$462.96	-28.92 %	\$462.96	-28.92%	224
	2010	4	300.00 %	\$368,250	22.75 %	\$360,000	20.00 %	\$570.49	23.23 %	\$543.13	17.32%	23
	2011	0	-100.00 %									
701-1000	2009	8	700.00 %	\$369,813	-15.95 %	\$372,500	-15.34 %	\$483.94	9.77 %	\$497.70	12.89%	7
	2010	6	-25.00 %	\$414,917	12.20 %	\$396,750	6.51 %	\$532.44	10.02 %	\$508.42	2.15%	72
	2011	5	-16.67 %	\$393,000	-5.28 %	\$410,000	3.34 %	\$470.72	-11.59 %	\$498.98	-1.86%	68
1001-1500	2009	16	220.00 %	\$475,725	-22.74 %	\$504,500	-21.17 %	\$416.24	-18.57 %	\$457.76	-7.45%	217
	2010	5	-68.75 %	\$609,700	28.16 %	\$665,000	31.81 %	\$498.13	19.67 %	\$504.94	10.31%	87
	2011	8	60.00 %	\$496,000	-18.65 %	\$495,250	-25.53 %	\$422.92	-15.10 %	\$423.11	-16.21%	36
1501-1800	2009	1		\$670,000		\$670,000		\$378.96		\$378.96		
	2010	2	100.00 %	\$770,000	14.93 %	\$770,000	14.93 %	\$435.52	14.93 %	\$435.52	14.93%	18
	2011	1	-50.00 %	\$950,000	23.38 %	\$950,000	23.38 %	\$532.21	22.20 %	\$532.21	22.20%	1
1800-2400	2009	0	-100.00 %									
	2010	1		\$1,500,000		\$1,500,000		\$675.68		\$675.68		282
	2011	1	0.00 %	\$850,000	-43.33 %	\$850,000	-43.33 %	\$444.56	-34.21 %	\$444.56	-34.21%	
Over 2400	2009	1	0.00 %	\$2,150,000	437.50 %	\$2,150,000	437.50 %	\$595.57	263.59 %	\$595.57	263.59%	220
	2010	0	-100.00 %									
	2011	1		\$749,500		\$749,500		\$306.92		\$306.92		

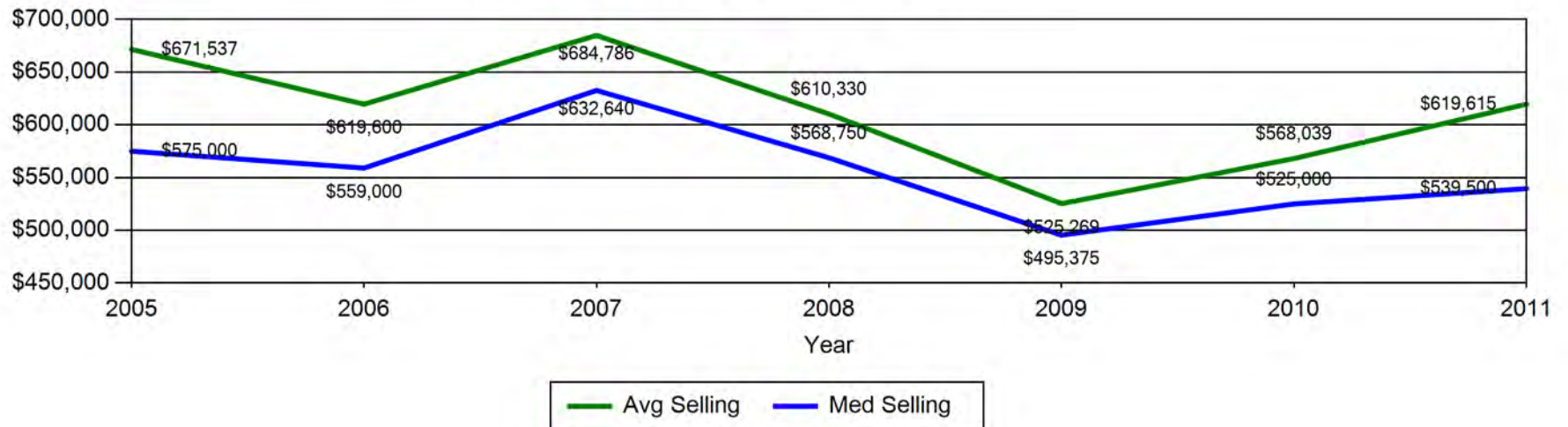
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Yearly Sales Summary 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	93	-51.05 %	\$671,537	23.52 %	\$575,000	21.95 %	\$459.62	7.33 %	\$448.86	8.32%	125
2006	45	-51.61 %	\$619,600	-7.73 %	\$559,000	-2.78 %	\$464.13	0.98 %	\$459.40	2.35%	220
2007	133	195.56 %	\$684,786	10.52 %	\$632,640	13.17 %	\$507.02	9.24 %	\$497.07	8.20%	121
2008	68	-48.87 %	\$610,330	-10.87 %	\$568,750	-10.10 %	\$500.99	-1.19 %	\$494.63	-0.49%	125
2009	78	14.71 %	\$525,269	-13.94 %	\$495,375	-12.90 %	\$443.48	-11.48 %	\$445.87	-9.86%	157
2010	83	6.41 %	\$568,039	8.14 %	\$525,000	5.98 %	\$497.02	12.07 %	\$485.83	8.96%	128
2011	78	-6.02 %	\$619,615	9.08 %	\$539,500	2.76 %	\$473.74	-4.68 %	\$465.81	-4.12%	125

Average and Median Selling Prices



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Sales Comparison by Number of Bedrooms 2011

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
Studio	2009	10	400.00 %	\$382,500	-12.94 %	\$372,500	-15.21 %	\$479.74	-23.93 %	\$472.75	-25.03 %	122
	2010	14	40.00 %	\$344,329	-9.98 %	\$343,500	-7.79 %	\$505.20	5.31 %	\$505.96	7.02 %	40
	2011	5	-64.29 %	\$354,500	2.95 %	\$370,000	7.71 %	\$519.27	2.78 %	\$515.54	1.89 %	53
One Bed	2009	41	7.89 %	\$444,530	-16.45 %	\$450,000	-15.23 %	\$441.13	-12.27 %	\$445.26	-10.41 %	198
	2010	44	7.32 %	\$510,286	14.79 %	\$507,500	12.78 %	\$496.62	12.58 %	\$485.93	9.13 %	133
	2011	40	-9.09 %	\$509,025	-0.25 %	\$470,750	-7.24 %	\$465.94	-6.18 %	\$460.08	-5.32 %	183
Two Beds	2009	24	9.09 %	\$637,589	-14.46 %	\$599,500	-16.45 %	\$433.62	-15.63 %	\$427.01	-13.36 %	109
	2010	22	-8.33 %	\$760,568	19.29 %	\$760,000	26.77 %	\$487.66	12.46 %	\$448.30	4.99 %	186
	2011	29	31.82 %	\$725,069	-4.67 %	\$665,000	-12.50 %	\$471.18	-3.38 %	\$456.03	1.72 %	80
Three Plus Beds	2009	3	50.00 %	\$1,206,033	30.24 %	\$1,200,000	29.59 %	\$433.73	21.95 %	\$438.60	23.31 %	110
	2010	2	-33.33 %	\$1,339,500	11.07 %	\$1,339,500	11.63 %	\$613.95	41.55 %	\$613.95	39.98 %	282
	2011	2	0.00 %	\$1,995,000	48.94 %	\$1,995,000	48.94 %	\$622.98	1.47 %	\$622.98	1.47 %	197

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Sales Comparison by Square Footage 2011

Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2009	6	50.00 %	\$328,773	-6.53 %	\$342,250	-11.56 %	\$499.84	-8.06 %	\$517.35	-14.11%	79
	2010	12	100.00 %	\$344,583	4.81 %	\$336,250	-1.75 %	\$531.79	6.39 %	\$505.96	-2.20%	40
	2011	5	-58.33 %	\$346,500	0.56 %	\$370,000	10.04 %	\$532.69	0.17 %	\$541.73	7.07%	30
701-1000	2009	18	50.00 %	\$387,963	-19.98 %	\$380,750	-17.78 %	\$474.06	-17.40 %	\$486.52	-14.55%	102
	2010	19	5.56 %	\$430,379	10.93 %	\$398,500	4.66 %	\$510.77	7.74 %	\$509.07	4.63%	50
	2011	19	0.00 %	\$428,105	-0.53 %	\$422,000	5.90 %	\$497.90	-2.52 %	\$498.98	-1.98%	139
1001-1500	2009	46	24.32 %	\$514,703	-13.78 %	\$510,000	-10.53 %	\$418.93	-16.14 %	\$418.62	-12.55%	196
	2010	36	-21.74 %	\$566,708	10.10 %	\$535,000	4.90 %	\$488.77	16.67 %	\$467.39	11.65%	170
	2011	37	2.78 %	\$572,892	1.09 %	\$547,500	2.34 %	\$452.54	-7.41 %	\$449.51	-3.83%	135
1501-1800	2009	4	-33.33 %	\$792,783	-0.24 %	\$812,500	2.43 %	\$460.02	-3.95 %	\$476.16	-1.40%	-1
	2010	6	50.00 %	\$895,000	12.89 %	\$872,500	7.38 %	\$537.99	16.95 %	\$505.50	6.16%	13
	2011	7	16.67 %	\$786,357	-12.14 %	\$777,500	-10.89 %	\$471.48	-12.36 %	\$458.94	-9.21%	64
1800-2400	2009	2	-66.67 %	\$908,750	-1.12 %	\$908,750	1.80 %	\$457.08	-1.52 %	\$457.08	0.33%	
	2010	10	400.00 %	\$906,350	-0.26 %	\$786,000	-13.51 %	\$434.25	-4.99 %	\$403.87	-11.64%	319
	2011	7	-30.00 %	\$898,929	-0.82 %	\$865,000	10.05 %	\$453.96	4.54 %	\$448.86	11.14%	230
Over 2400	2009	2	0.00 %	\$1,675,000	201.14 %	\$1,675,000	201.14 %	\$517.08	185.79 %	\$517.08	185.79%	220
	2010	0	-100.00 %									
	2011	3		\$1,823,167		\$1,620,000		\$535.18		\$546.01		20

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Inventory

Fourth Quarter 2011

