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# Charlestown

2011

Sales Summary

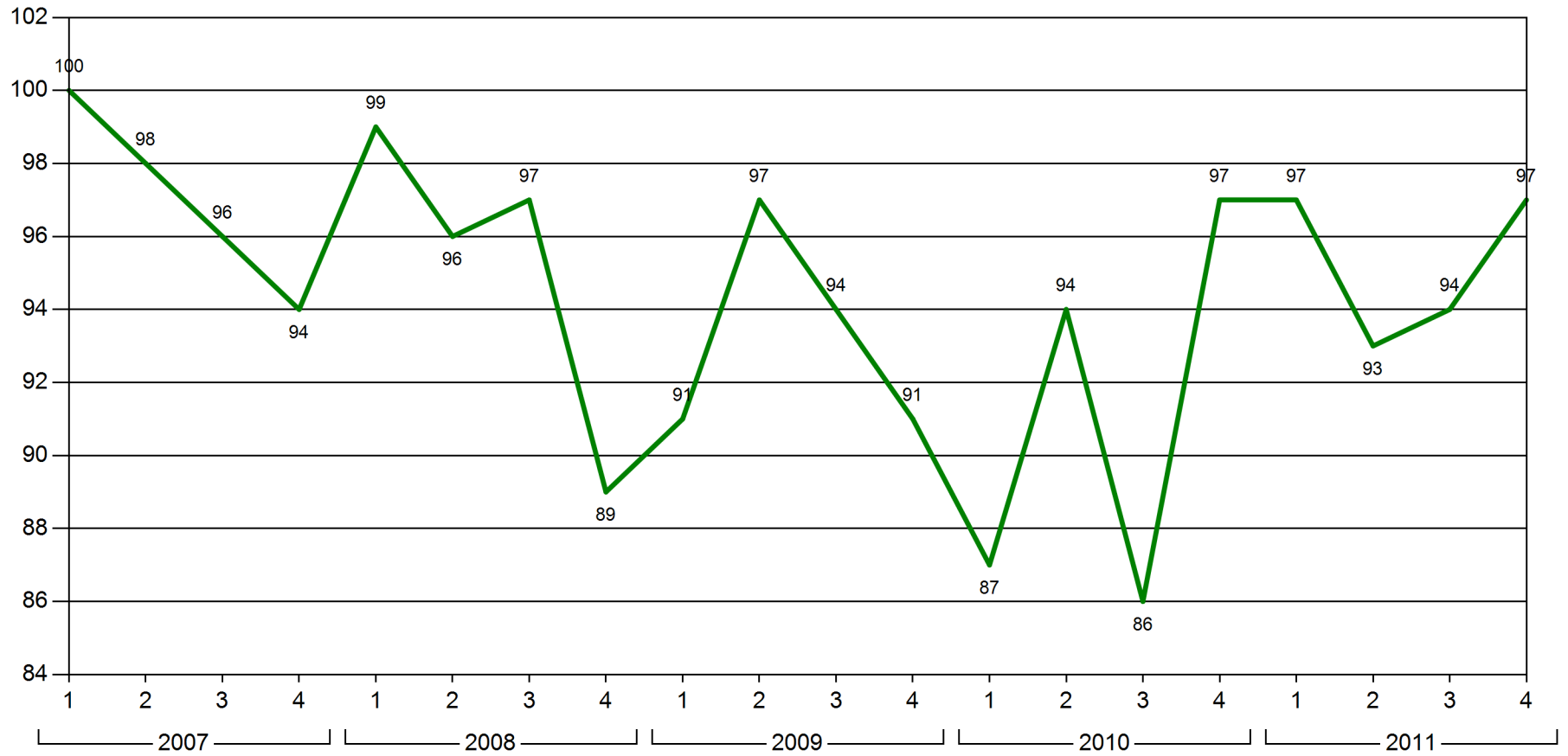
140 Newbury Street  
Boston, MA 02116

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## Charlestown

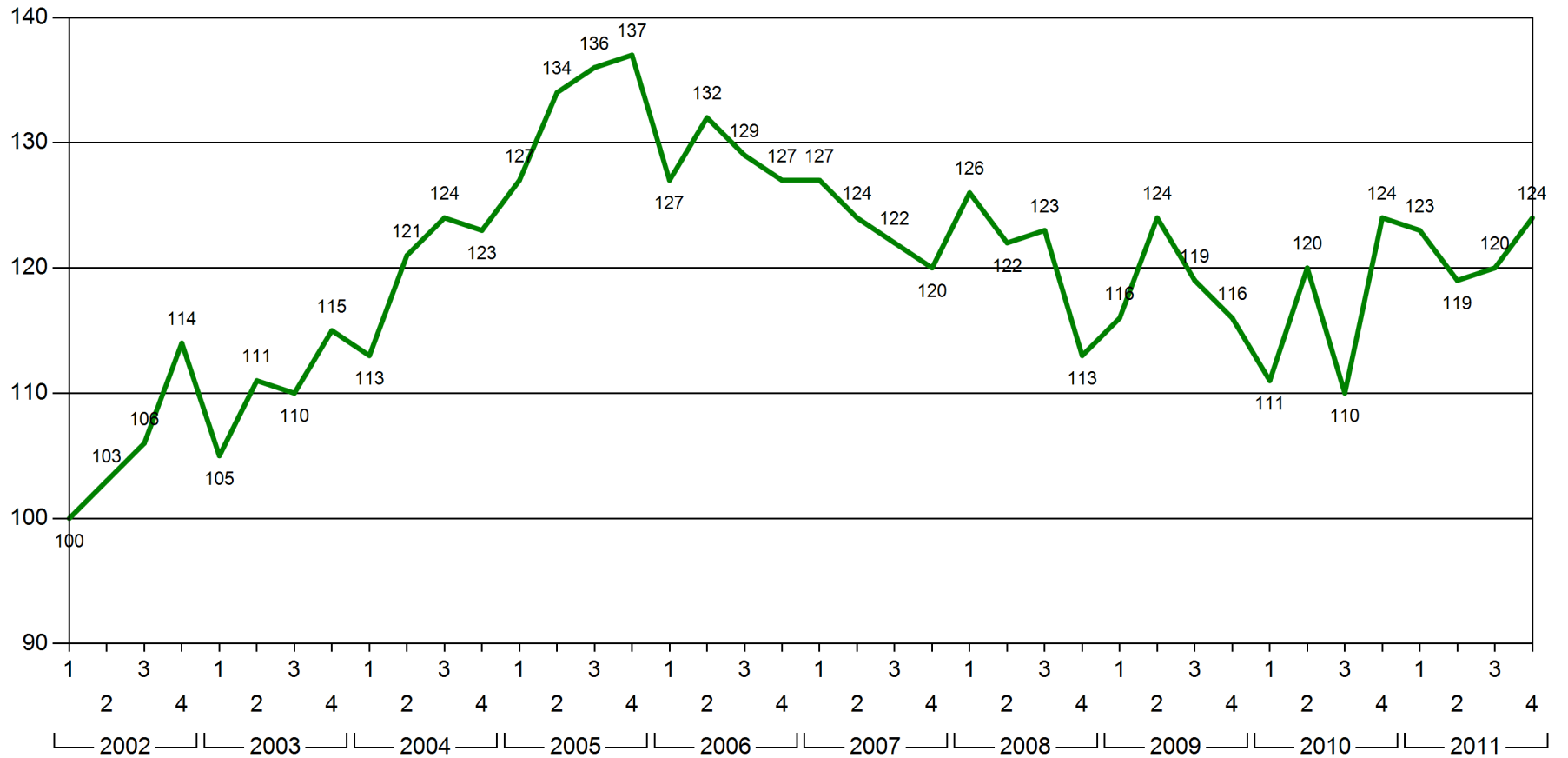
Five Year Price Index  
[Appreciation Rate]



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## Charlestown

Ten Year Price Index  
(Appreciation Rate)



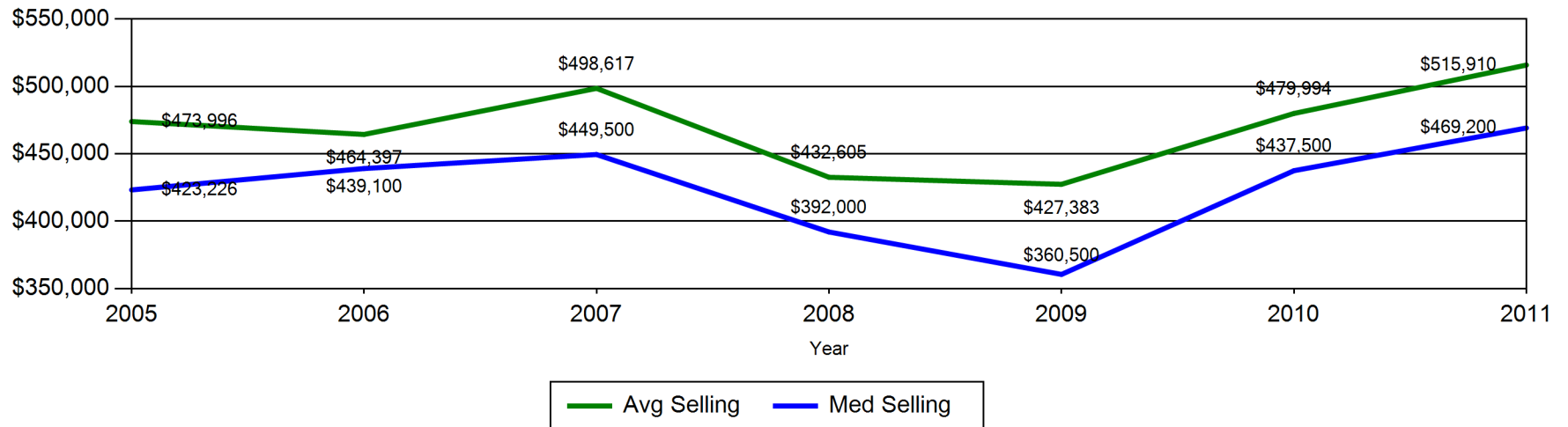
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## Charlestown

### Quarterly Sales Summary Fourth Quarter 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	86	-59.43 %	\$473,996	6.37 %	\$423,226	6.95 %	\$510.28	12.37 %	\$528.85	17.41%	60
2006	51	-40.70 %	\$464,397	-2.03 %	\$439,100	3.75 %	\$462.28	-9.41 %	\$462.25	-12.59%	105
2007	68	33.33 %	\$498,617	7.37 %	\$449,500	2.37 %	\$434.99	-5.90 %	\$419.64	-9.22%	87
2008	49	-27.94 %	\$432,605	-13.24 %	\$392,000	-12.79 %	\$415.39	-4.51 %	\$416.67	-0.71%	95
2009	54	10.20 %	\$427,383	-1.21 %	\$360,500	-8.04 %	\$430.13	3.55 %	\$428.57	2.86%	81
2010	49	-9.26 %	\$479,994	12.31 %	\$437,500	21.36 %	\$445.58	3.59 %	\$449.74	4.94%	85
2011	51	4.08 %	\$515,910	7.48 %	\$469,200	7.25 %	\$441.90	-0.82 %	\$464.06	3.18%	78

Average and Median Selling Prices



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## Charlestown

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

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2009</b>	0	-100.00 %									
	<b>2010</b>	0										
	<b>2011</b>	0										
One Bed	<b>2009</b>	23	91.67 %	\$336,987	-10.57 %	\$320,000	-12.33 %	\$449.41	-4.88 %	\$443.73	-2.29 %	70
	<b>2010</b>	19	-17.39 %	\$433,613	28.67 %	\$437,500	36.72 %	\$494.46	10.02 %	\$505.00	13.81 %	103
	<b>2011</b>	12	-36.84 %	\$407,367	-6.05 %	\$360,000	-17.71 %	\$478.33	-3.26 %	\$488.77	-3.21 %	76
Two Beds	<b>2009</b>	23	-8.00 %	\$477,326	18.34 %	\$405,000	2.53 %	\$432.21	10.04 %	\$428.57	7.01 %	89
	<b>2010</b>	22	-4.35 %	\$443,923	-7.00 %	\$434,150	7.20 %	\$424.43	-1.80 %	\$407.91	-4.82 %	67
	<b>2011</b>	23	4.55 %	\$471,329	6.17 %	\$450,000	3.65 %	\$443.59	4.51 %	\$475.69	16.62 %	65
Three Plus Beds	<b>2009</b>	7	0.00 %	\$571,357	-10.22 %	\$515,000	-11.21 %	\$359.91	-6.71 %	\$343.17	-12.63 %	74
	<b>2010</b>	8	14.29 %	\$689,342	20.65 %	\$689,500	33.88 %	\$379.35	5.40 %	\$378.35	10.25 %	116
	<b>2011</b>	12	50.00 %	\$722,583	4.82 %	\$722,000	4.71 %	\$402.23	6.03 %	\$391.66	3.52 %	102

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## Charlestown

### Sales Comparison by Square Footage Fourth Quarter 2011

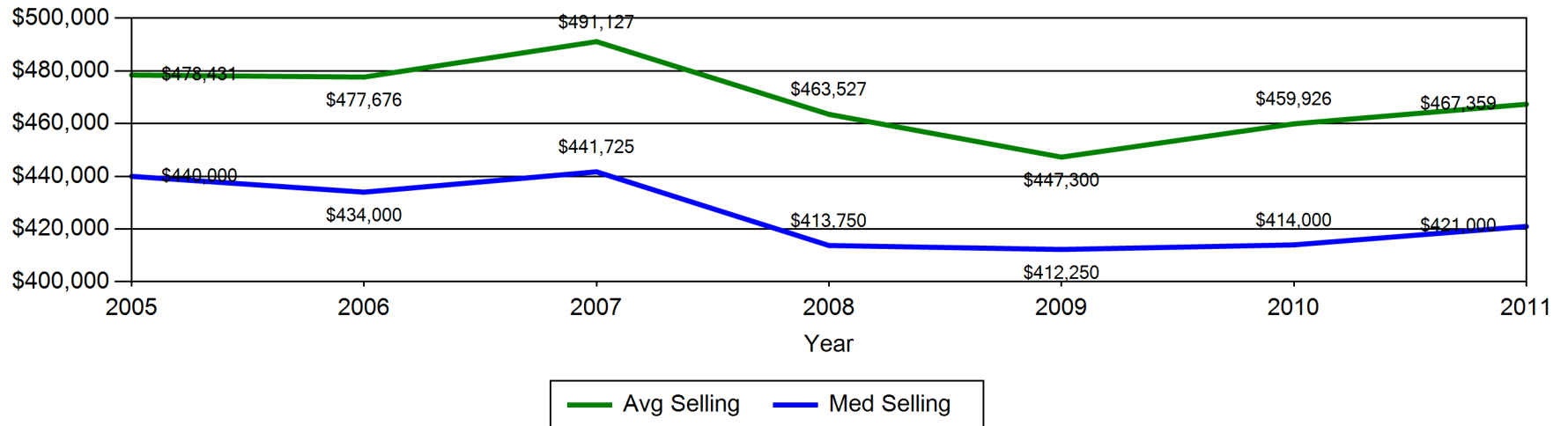
Sq Feet	Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg PSF	%+-	Med PSF	%+-	Avg DOM
700 or Less	2009	12	50.00 %	\$277,850	3.44 %	\$265,000	2.12 %	\$459.11	5.67 %	\$455.63	2.11%	70
	2010	8	-33.33 %	\$299,269	7.71 %	\$312,500	17.92 %	\$507.00	10.43 %	\$505.97	11.05%	87
	2011	8	0.00 %	\$287,813	-3.83 %	\$327,500	4.80 %	\$453.44	-10.56 %	\$478.10	-5.51%	24
701-1000	2009	23	64.29 %	\$365,435	-6.47 %	\$347,000	-8.08 %	\$430.15	-8.68 %	\$443.73	-4.84%	77
	2010	16	-30.43 %	\$411,827	12.70 %	\$397,500	14.55 %	\$472.13	9.76 %	\$501.50	13.02%	58
	2011	13	-18.75 %	\$407,665	-1.01 %	\$400,000	0.63 %	\$468.69	-0.73 %	\$475.69	-5.15%	76
1001-1500	2009	12	-36.84 %	\$564,792	25.12 %	\$500,000	10.62 %	\$445.34	17.06 %	\$430.77	7.56%	92
	2010	18	50.00 %	\$491,961	-12.90 %	\$472,000	-5.60 %	\$399.94	-10.20 %	\$401.90	-6.70%	89
	2011	13	-27.78 %	\$525,833	6.89 %	\$502,500	6.46 %	\$438.38	9.61 %	\$486.54	21.06%	54
1501-1800	2009	1		\$599,000		\$599,000		\$337.46		\$337.46		5
	2010	2	100.00 %	\$731,000	22.04 %	\$731,000	22.04 %	\$428.88	27.09 %	\$428.88	27.09%	232
	2011	5	150.00 %	\$776,900	6.28 %	\$845,000	15.60 %	\$466.70	8.82 %	\$486.19	13.36%	115
1800-2400	2009	5	66.67 %	\$722,600	3.03 %	\$643,000	-1.83 %	\$342.46	3.67 %	\$319.11	-5.92%	104
	2010	2	-60.00 %	\$823,500	13.96 %	\$823,500	28.07 %	\$422.47	23.36 %	\$422.47	32.39%	186
	2011	7	250.00 %	\$728,214	-11.57 %	\$745,000	-9.53 %	\$374.45	-11.37 %	\$349.50	-17.27%	131
Over 2400	2009	0	-100.00 %									
	2010	2		\$1,175,500		\$1,175,500		\$438.01		\$438.01		38
	2011	1	-50.00 %	\$980,000	-16.63 %	\$980,000	-16.63 %	\$395.16	-9.78 %	\$395.16	-9.78%	30

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## Charlestown Yearly Sales Summary 2011

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2005	477	-11.01 %	\$478,431	5.25 %	\$440,000	7.33 %	\$490.42	10.14 %	\$496.43	12.79%	52
2006	308	-35.43 %	\$477,676	-0.16 %	\$434,000	-1.36 %	\$471.03	-3.95 %	\$464.57	-6.42%	87
2007	362	17.53 %	\$491,127	2.82 %	\$441,725	1.78 %	\$447.88	-4.91 %	\$448.31	-3.50%	99
2008	268	-25.97 %	\$463,527	-5.62 %	\$413,750	-6.33 %	\$446.07	-0.40 %	\$455.20	1.54%	103
2009	250	-6.72 %	\$447,300	-3.50 %	\$412,250	-0.36 %	\$434.81	-2.52 %	\$432.34	-5.02%	100
2010	244	-2.40 %	\$459,926	2.82 %	\$414,000	0.42 %	\$433.24	-0.36 %	\$435.85	0.81%	95
2011	255	4.51 %	\$467,359	1.62 %	\$421,000	1.69 %	\$439.21	1.38 %	\$451.28	3.54%	87

Average and Median Selling Prices



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## Charlestown

### Sales Comparison by Number of Bedrooms 2011

Sq Feet	Year	Sales	%±	Avg Selling	%±	Med Selling	%±	Avg PSF	%±	Med PSF	%±	Avg DOM
Studio	<b>2009</b>	4	0.00 %	\$209,500	-22.48 %	\$209,000	-18.52 %	\$453.87	-18.11 %	\$450.65	-15.16 %	102
	<b>2010</b>	0	-100.00 %									
	<b>2011</b>	1		\$230,900		\$230,900		\$493.38		\$493.38		
One Bed	<b>2009</b>	77	-4.94 %	\$355,719	-1.45 %	\$327,500	-6.43 %	\$468.62	-4.46 %	\$472.15	-6.21 %	89
	<b>2010</b>	77	0.00 %	\$353,748	-0.55 %	\$349,000	6.56 %	\$474.93	1.35 %	\$494.51	4.74 %	84
	<b>2011</b>	70	-9.09 %	\$340,758	-3.67 %	\$332,500	-4.73 %	\$462.56	-2.60 %	\$469.64	-5.03 %	86
Two Beds	<b>2009</b>	130	-7.80 %	\$472,947	-0.84 %	\$461,500	4.89 %	\$424.22	-2.16 %	\$420.39	-6.91 %	105
	<b>2010</b>	119	-8.46 %	\$439,805	-7.01 %	\$433,300	-6.11 %	\$419.95	-1.01 %	\$421.48	0.26 %	94
	<b>2011</b>	138	15.97 %	\$470,943	7.08 %	\$435,000	0.39 %	\$436.28	3.89 %	\$443.32	5.18 %	91
Three Plus Beds	<b>2009</b>	35	12.90 %	\$604,240	-16.78 %	\$579,000	-8.82 %	\$398.37	2.88 %	\$379.16	-2.18 %	100
	<b>2010</b>	42	20.00 %	\$731,903	21.13 %	\$663,750	14.64 %	\$390.83	-1.89 %	\$384.14	1.31 %	118
	<b>2011</b>	37	-11.90 %	\$701,411	-4.17 %	\$615,000	-7.34 %	\$404.48	3.49 %	\$395.16	2.87 %	75

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## Charlestown

### 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>	46	-17.86 %	\$290,513	-3.47 %	\$310,000	0.10 %	\$485.16	-1.67 %	\$494.77	-5.55%	93
	<b>2010</b>	43	-6.52 %	\$298,089	2.61 %	\$318,000	2.58 %	\$496.15	2.26 %	\$514.76	4.04%	86
	<b>2011</b>	48	11.63 %	\$284,567	-4.54 %	\$303,500	-4.56 %	\$463.34	-6.61 %	\$491.75	-4.47%	91
701-1000	<b>2009</b>	90	9.76 %	\$377,812	-1.96 %	\$354,000	-5.66 %	\$436.08	-4.98 %	\$443.13	-3.48%	94
	<b>2010</b>	82	-8.89 %	\$382,276	1.18 %	\$379,750	7.27 %	\$444.66	1.97 %	\$448.09	1.12%	77
	<b>2011</b>	81	-1.22 %	\$384,744	0.65 %	\$387,000	1.91 %	\$450.60	1.33 %	\$456.85	1.95%	83
1001-1500	<b>2009</b>	79	-11.24 %	\$518,183	4.19 %	\$514,500	2.90 %	\$425.18	2.18 %	\$426.48	1.49%	99
	<b>2010</b>	81	2.53 %	\$483,936	-6.61 %	\$488,000	-5.15 %	\$399.67	-6.00 %	\$399.10	-6.42%	103
	<b>2011</b>	75	-7.41 %	\$514,364	6.29 %	\$518,000	6.15 %	\$432.55	8.23 %	\$443.49	11.12%	99
1501-1800	<b>2009</b>	17	21.43 %	\$666,546	0.35 %	\$662,500	1.15 %	\$408.66	0.15 %	\$395.57	-3.72%	145
	<b>2010</b>	13	-23.53 %	\$617,332	-7.38 %	\$592,000	-10.64 %	\$381.65	-6.61 %	\$362.90	-8.26%	117
	<b>2011</b>	20	53.85 %	\$629,838	2.03 %	\$600,750	1.48 %	\$388.22	1.72 %	\$381.63	5.16%	67
1800-2400	<b>2009</b>	14	16.67 %	\$688,107	-21.22 %	\$644,000	-16.09 %	\$340.53	-20.27 %	\$318.03	-18.46%	81
	<b>2010</b>	7	-50.00 %	\$778,429	13.13 %	\$787,000	22.20 %	\$392.42	15.24 %	\$393.51	23.73%	198
	<b>2011</b>	17	142.86 %	\$762,382	-2.06 %	\$785,000	-0.25 %	\$395.98	0.91 %	\$395.90	0.61%	88
Over 2400	<b>2009</b>	1	-87.50 %	\$1,450,000	31.46 %	\$1,450,000	38.76 %	\$528.43	28.48 %	\$528.43	32.07%	266
	<b>2010</b>	12	1,100.00 %	\$1,140,986	-21.31 %	\$1,151,667	-20.57 %	\$436.05	-17.48 %	\$449.50	-14.94%	105
	<b>2011</b>	5	-58.33 %	\$1,213,640	6.37 %	\$1,300,000	12.88 %	\$473.85	8.67 %	\$474.28	5.51%	16

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## Charlestown Inventory Fourth Quarter 2011

