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# Seaport

2012 First Quarter  
Sales Summary

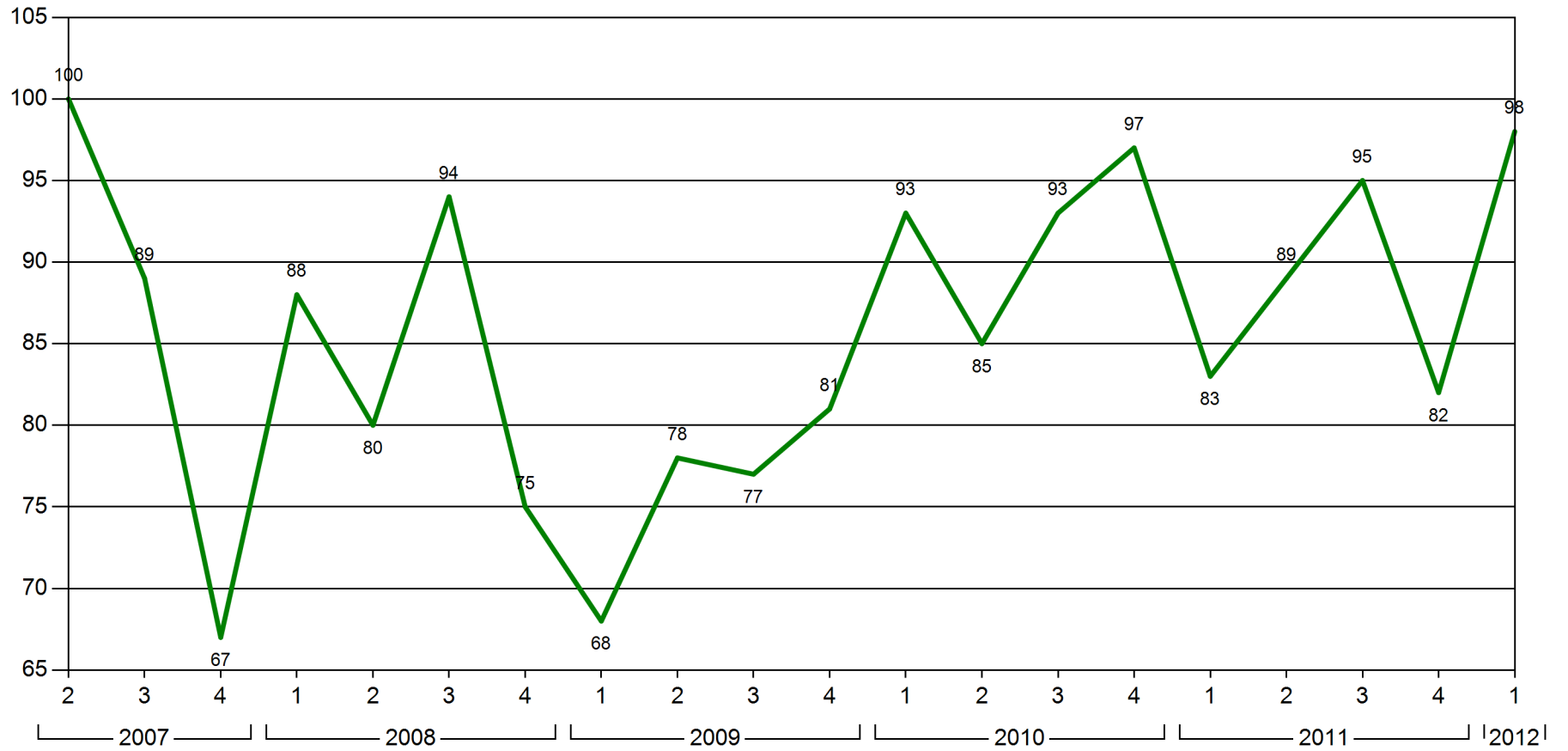
140 Newbury Street  
Boston, MA 02116

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## Seaport

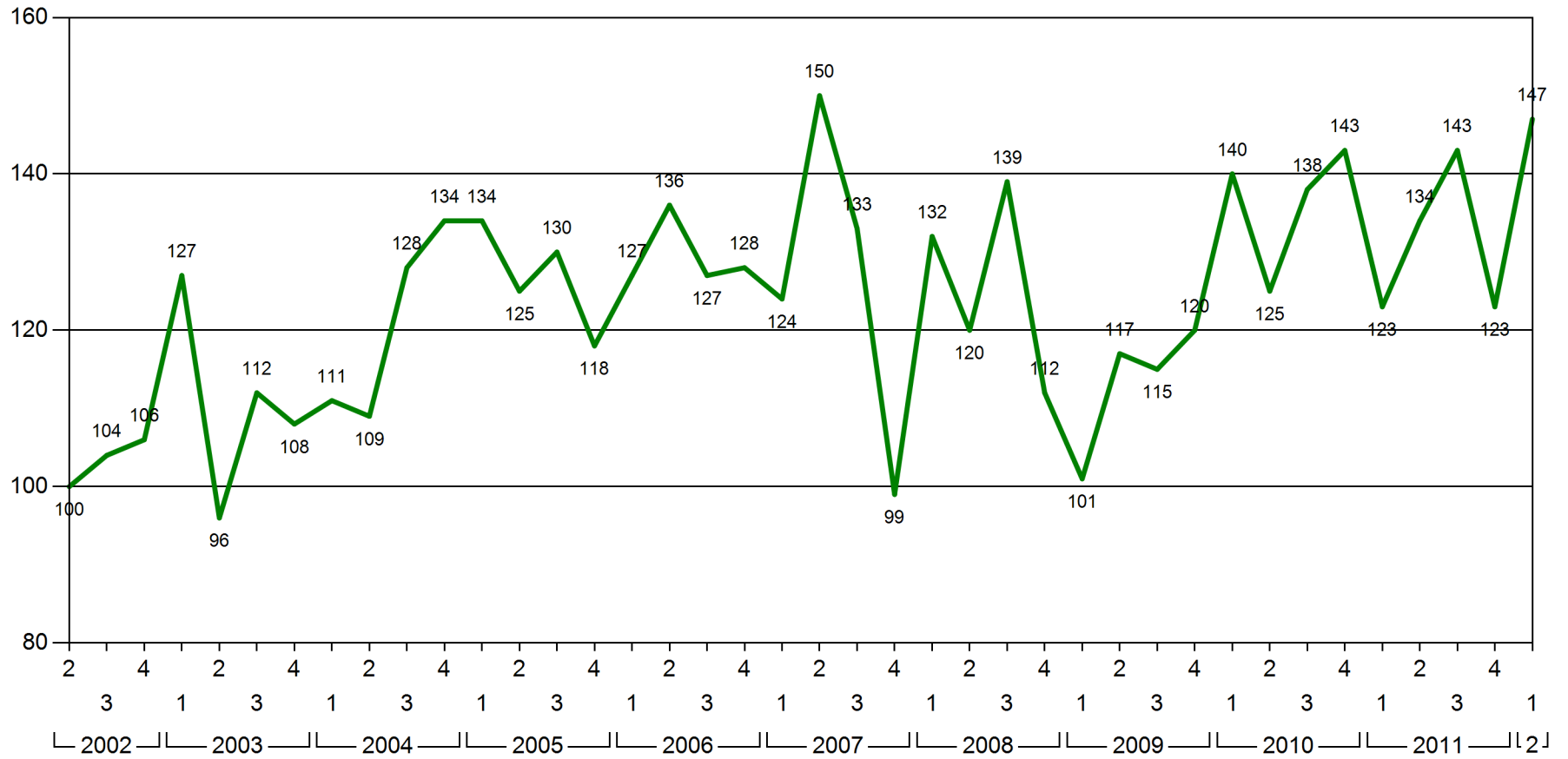
Five Year Price Index  
[Appreciation Rate]



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## Seaport

Ten Year Price Index  
(Appreciation Rate)



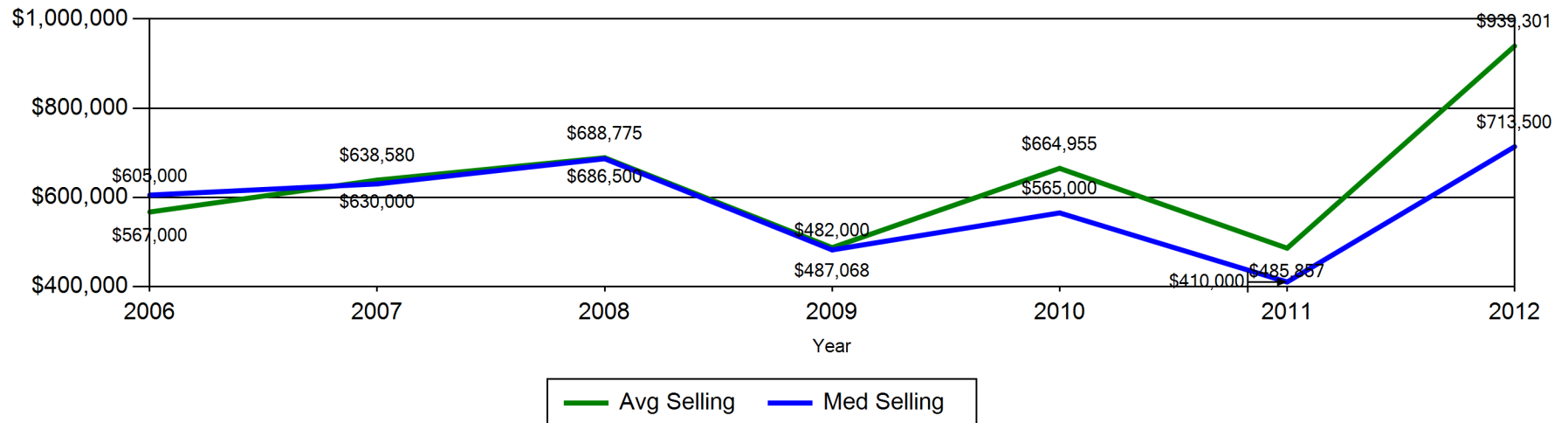
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## Seaport

### Quarterly Sales Summary First Quarter 2012

Year	Sales	%+-	Avg Selling	%+-	Med Selling	%+-	Avg Psf	%+-	Med Psf	%+-	Avg DOM
2006	5	-75.00 %	\$567,000	-12.17 %	\$605,000	13.94 %	\$451.75	-6.62 %	\$445.15	-1.58%	164
2007	20	300.00 %	\$638,580	12.62 %	\$630,000	4.13 %	\$438.51	-2.93 %	\$427.04	-4.07%	251
2008	14	-30.00 %	\$688,775	7.86 %	\$686,500	8.97 %	\$518.95	18.34 %	\$532.93	24.80%	334
2009	13	-7.14 %	\$487,068	-29.28 %	\$482,000	-29.79 %	\$439.31	-15.35 %	\$407.06	-23.62%	80
2010	22	69.23 %	\$664,955	36.52 %	\$565,000	17.22 %	\$503.54	14.62 %	\$497.15	22.13%	209
2011	14	-36.36 %	\$485,857	-26.93 %	\$410,000	-27.43 %	\$460.87	-8.47 %	\$453.26	-8.83%	149
2012	24	71.43 %	\$939,301	93.33 %	\$713,500	74.02 %	\$545.21	18.30 %	\$508.02	12.08%	123

Average and Median Selling Prices



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## Seaport

### 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		\$367,000		\$367,000		\$501.49		\$501.49		57
	2011	4	100.00 %	\$351,875	-4.12 %	\$375,000	2.18 %	\$520.20	3.73 %	\$525.21	4.73 %	25
	2012	2	-50.00 %	\$410,000	16.52 %	\$410,000	9.33 %	\$583.16	12.10 %	\$583.16	11.03 %	70
One Bed	2010	9	0.00 %	\$504,556	18.40 %	\$531,000	16.70 %	\$479.03	5.71 %	\$465.79	14.33 %	208
	2011	8	-11.11 %	\$496,188	-1.66 %	\$445,250	-16.15 %	\$437.44	-8.68 %	\$433.46	-6.94 %	231
	2012	10	25.00 %	\$587,250	18.35 %	\$544,000	22.18 %	\$466.85	6.72 %	\$464.54	7.17 %	117
Two Beds	2010	10	150.00 %	\$817,500	30.98 %	\$780,000	26.83 %	\$521.14	27.67 %	\$494.90	22.05 %	255
	2011	2	-80.00 %	\$712,500	-12.84 %	\$712,500	-8.65 %	\$435.89	-16.36 %	\$435.89	-11.92 %	233
	2012	8	300.00 %	\$846,654	18.83 %	\$739,750	3.82 %	\$542.90	24.55 %	\$512.56	17.59 %	168
Three Plus Beds	2010	1		\$1,179,000		\$1,179,000		\$552.22		\$552.22		
	2011	0	-100.00 %									
	2012	3		\$1,425,833		\$1,375,000		\$660.51		\$645.24		78

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## Seaport

### 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	1	-50.00 %	\$329,000	9.19 %	\$329,000	9.19 %	\$490.31	5.16 %	\$490.31	5.16%	107
	2011	4	300.00 %	\$333,125	1.25 %	\$337,500	2.58 %	\$503.53	2.70 %	\$503.37	2.66%	30
	2012	2	-50.00 %	\$355,000	6.57 %	\$355,000	5.19 %	\$567.56	12.72 %	\$567.56	12.75%	-1
701-1000	2010	3	0.00 %	\$436,667	-6.23 %	\$405,000	-11.96 %	\$476.72	-7.56 %	\$512.66	5.83%	3
	2011	4	33.33 %	\$392,500	-10.11 %	\$382,500	-5.56 %	\$478.15	0.30 %	\$483.52	-5.68%	50
	2012	3	-25.00 %	\$445,833	13.59 %	\$465,000	21.57 %	\$535.27	11.95 %	\$502.51	3.93%	123
1001-1500	2010	12	71.43 %	\$609,500	19.69 %	\$555,000	11.22 %	\$512.23	26.82 %	\$494.90	22.52%	247
	2011	4	-66.67 %	\$511,125	-16.14 %	\$507,750	-8.51 %	\$399.33	-22.04 %	\$409.53	-17.25%	360
	2012	8	100.00 %	\$589,844	15.40 %	\$572,750	12.80 %	\$472.96	18.44 %	\$484.86	18.39%	185
1501-1800	2010	2		\$1,072,500		\$1,072,500		\$662.64		\$662.64		8
	2011	0	-100.00 %									
	2012	3		\$946,667		\$875,000		\$579.02		\$572.64		-1
1800-2400	2010	4	300.00 %	\$882,750	15.02 %	\$786,000	2.41 %	\$421.34	4.31 %	\$378.61	-6.27%	404
	2011	2	-50.00 %	\$927,500	5.07 %	\$927,500	18.00 %	\$464.04	10.13 %	\$464.04	22.56%	190
	2012	6	200.00 %	\$1,199,163	29.29 %	\$1,308,740	41.10 %	\$585.35	26.14 %	\$624.77	34.64%	126
Over 2400	2010	0										
	2011	0										
	2012	2		\$2,871,000		\$2,871,000		\$655.57		\$655.57		173

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## Seaport

### Inventory First Quarter 2012

