

LINK

data | tools | analysis > smart

Midtown

2011

Sales Summary

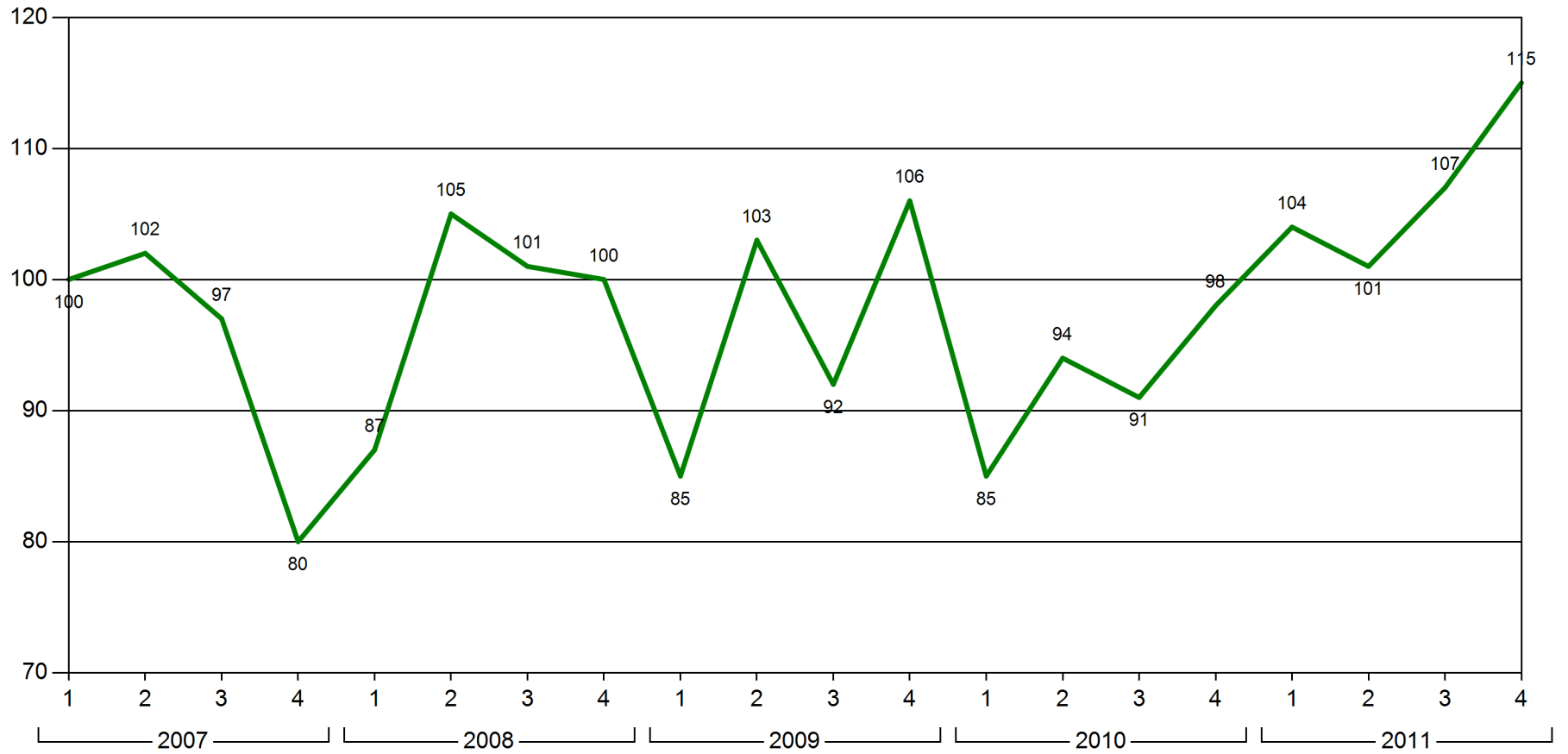
140 Newbury Street
Boston, MA 02116

617-267-5465

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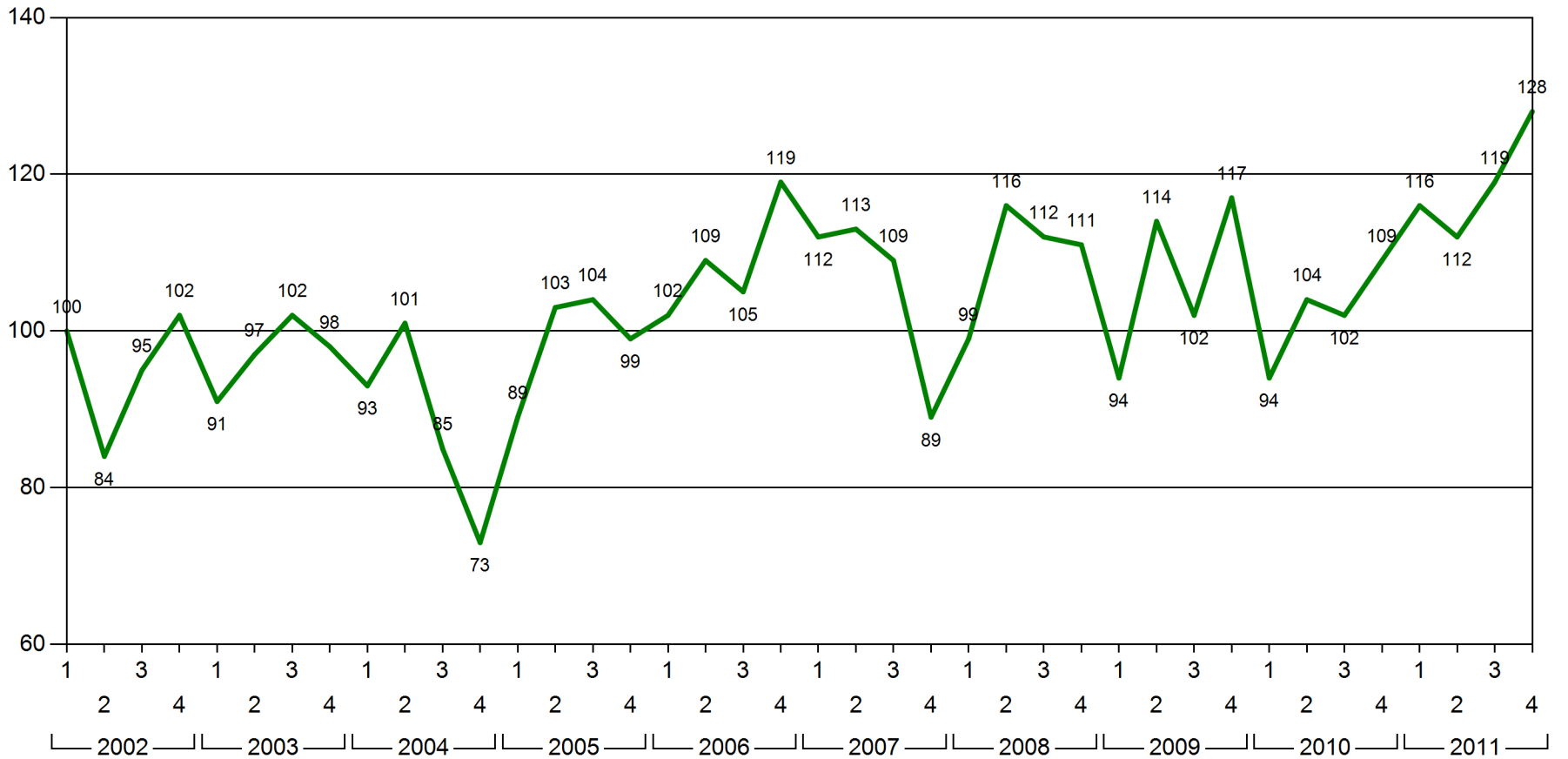
Five Year Price Index
(Appreciation Rate)



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Ten Year Price Index
(Appreciation Rate)



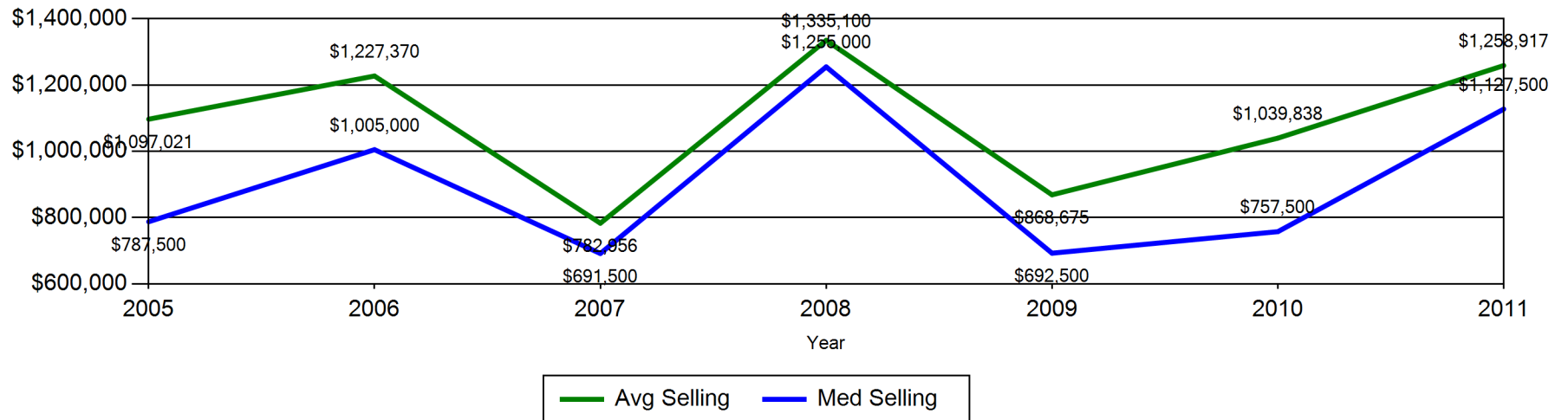
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Midtown

Quarterly Sales Summary Fourth Quarter 2011

| Year | Sales | %+- | Avg Selling | %+- | Med Selling | %+- | Avg Psf | %+- | Med Psf | %+- | Avg DOM |
|------|-------|----------|-------------|----------|-------------|----------|----------|----------|----------|---------|---------|
| 2005 | 48 | -17.24 % | \$1,097,021 | 20.49 % | \$787,500 | 25.10 % | \$689.06 | 9.81 % | \$617.66 | 4.28% | 51 |
| 2006 | 26 | -45.83 % | \$1,227,370 | 11.88 % | \$1,005,000 | 27.62 % | \$844.60 | 22.57 % | \$911.30 | 47.54% | 99 |
| 2007 | 22 | -15.38 % | \$782,956 | -36.21 % | \$691,500 | -31.19 % | \$621.46 | -26.42 % | \$548.05 | -39.86% | 84 |
| 2008 | 10 | -54.55 % | \$1,335,100 | 70.52 % | \$1,255,000 | 81.49 % | \$796.93 | 28.23 % | \$800.85 | 46.13% | 73 |
| 2009 | 20 | 100.00 % | \$868,675 | -34.94 % | \$692,500 | -44.82 % | \$790.28 | -0.83 % | \$819.45 | 2.32% | 92 |
| 2010 | 26 | 30.00 % | \$1,039,838 | 19.70 % | \$757,500 | 9.39 % | \$800.82 | 1.33 % | \$815.28 | -0.51% | 89 |
| 2011 | 26 | 0.00 % | \$1,258,917 | 21.07 % | \$1,127,500 | 48.84 % | \$900.81 | 12.49 % | \$874.82 | 7.30% | 154 |

Average and Median Selling Prices



LINK

Midtown

Sales Comparison by Number of Bedrooms Fourth Quarter 2011

| Sq Feet | Year | Sales | %± | Avg Selling | %± | Med Selling | %± | Avg PSF | %± | Med PSF | %± | Avg DOM |
|-----------------|-------------|-------|----------|-------------|----------|-------------|----------|----------|----------|------------|----------|---------|
| Studio | 2009 | 4 | | \$383,750 | | \$385,000 | | \$790.10 | | \$761.72 | | 1 |
| | 2010 | 3 | -25.00 % | \$431,830 | 12.53 % | \$427,758 | 11.11 % | \$913.18 | 15.58 % | \$966.59 | 26.90 % | -1 |
| | 2011 | 1 | -66.67 % | \$475,000 | 10.00 % | \$475,000 | 11.04 % | \$785.12 | -14.02 % | \$785.12 | -18.77 % | |
| One Bed | 2009 | 9 | 200.00 % | \$616,222 | 11.97 % | \$650,000 | 23.81 % | \$743.38 | 20.96 % | \$809.46 | 23.35 % | 98 |
| | 2010 | 9 | 0.00 % | \$601,200 | -2.44 % | \$635,000 | -2.31 % | \$747.99 | 0.62 % | \$666.67 | -17.64 % | 19 |
| | 2011 | 10 | 11.11 % | \$636,400 | 5.86 % | \$665,000 | 4.72 % | \$781.56 | 4.49 % | \$825.00 | 23.75 % | 96 |
| Two Beds | 2009 | 6 | 50.00 % | \$1,469,583 | -9.21 % | \$1,700,000 | 20.14 % | \$877.36 | -1.25 % | \$913.57 | -4.13 % | 124 |
| | 2010 | 10 | 66.67 % | \$1,204,450 | -18.04 % | \$1,035,000 | -39.12 % | \$825.59 | -5.90 % | \$773.45 | -15.34 % | 131 |
| | 2011 | 12 | 20.00 % | \$1,570,653 | 30.40 % | \$1,414,000 | 36.62 % | \$994.32 | 20.44 % | \$952.07 | 23.09 % | 216 |
| Three Plus Beds | 2009 | 1 | -66.67 % | \$1,475,000 | -15.31 % | \$1,475,000 | -24.36 % | \$690.54 | -19.45 % | \$690.54 | -16.36 % | 325 |
| | 2010 | 3 | 200.00 % | \$2,663,333 | 80.56 % | \$3,050,000 | 106.78 % | \$894.59 | 29.55 % | \$1,126.71 | 63.16 % | 310 |
| | 2011 | 3 | 0.00 % | \$2,348,333 | -11.83 % | \$2,100,000 | -31.15 % | \$962.85 | 7.63 % | \$936.66 | -16.87 % | 82 |

LINK

Midtown

Sales Comparison by Square Footage Fourth Quarter 2011

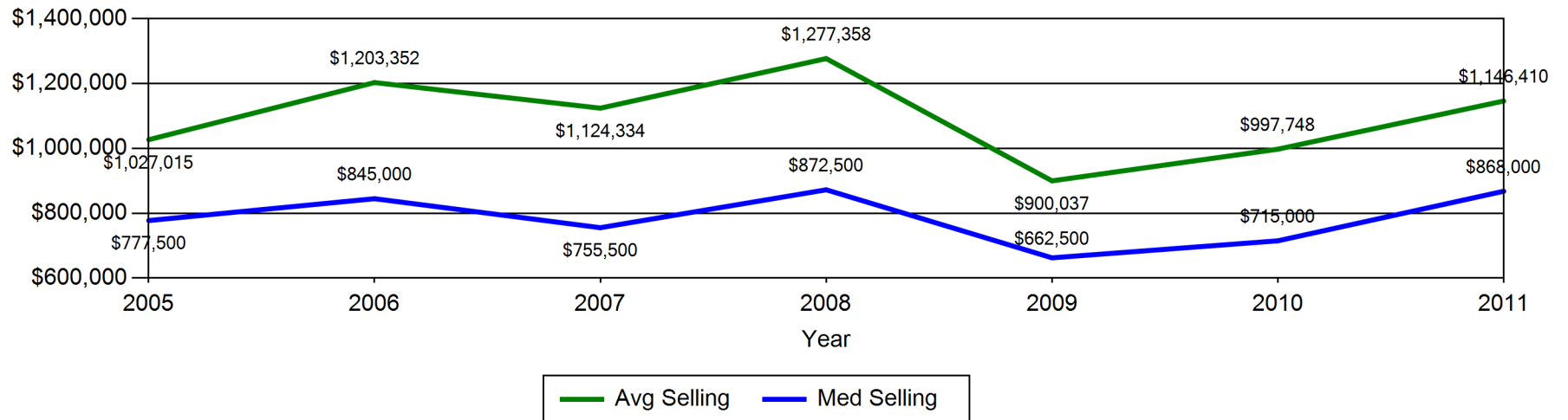
| Sq Feet | Year | Sales | %+- | Avg Selling | %+- | Med Selling | %+- | Avg PSF | %+- | Med PSF | %+- | Avg DOM |
|-------------|-------------|-------|-----------|-------------|----------|-------------|----------|------------|----------|------------|---------|---------|
| 700 or Less | 2009 | 6 | | \$386,167 | | \$385,000 | | \$740.36 | | \$711.43 | | 1 |
| | 2010 | 7 | 16.67 % | \$435,827 | 12.86 % | \$440,000 | 14.29 % | \$847.59 | 14.48 % | \$859.38 | 20.80% | -1 |
| | 2011 | 4 | -42.86 % | \$396,000 | -9.14 % | \$389,500 | -11.48 % | \$617.44 | -27.15 % | \$577.04 | -32.85% | 10 |
| 701-1000 | 2009 | 5 | 150.00 % | \$700,200 | 60.05 % | \$710,000 | 62.29 % | \$843.20 | 48.92 % | \$848.42 | 49.84% | 117 |
| | 2010 | 5 | 0.00 % | \$643,100 | -8.15 % | \$638,000 | -10.14 % | \$722.23 | -14.35 % | \$647.06 | -23.73% | 13 |
| | 2011 | 6 | 20.00 % | \$730,000 | 13.51 % | \$707,500 | 10.89 % | \$881.60 | 22.07 % | \$867.58 | 34.08% | 103 |
| 1001-1500 | 2009 | 4 | 33.33 % | \$738,875 | -12.42 % | \$740,000 | -4.64 % | \$703.11 | 3.26 % | \$703.92 | -1.03% | 86 |
| | 2010 | 6 | 50.00 % | \$869,917 | 17.74 % | \$877,500 | 18.58 % | \$693.91 | -1.31 % | \$636.90 | -9.52% | 145 |
| | 2011 | 6 | 0.00 % | \$1,323,805 | 52.18 % | \$1,250,000 | 42.45 % | \$1,009.05 | 45.42 % | \$937.09 | 47.13% | 274 |
| 1501-1800 | 2009 | 1 | -50.00 % | \$1,600,000 | 9.59 % | \$1,600,000 | 9.59 % | \$930.77 | 0.45 % | \$930.77 | 0.45% | |
| | 2010 | 4 | 300.00 % | \$1,715,000 | 7.19 % | \$1,787,500 | 11.72 % | \$1,011.63 | 8.69 % | \$1,086.22 | 16.70% | 125 |
| | 2011 | 5 | 25.00 % | \$1,426,000 | -16.85 % | \$1,380,000 | -22.80 % | \$901.40 | -10.90 % | \$917.55 | -15.53% | 83 |
| 1800-2400 | 2009 | 4 | 100.00 % | \$1,750,000 | -10.83 % | \$1,812,500 | -7.64 % | \$851.05 | -5.21 % | \$890.23 | -0.84% | 175 |
| | 2010 | 1 | -75.00 % | \$700,000 | -60.00 % | \$700,000 | -61.38 % | \$383.35 | -54.96 % | \$383.35 | -56.94% | |
| | 2011 | 4 | 300.00 % | \$2,098,750 | 199.82 % | \$2,212,500 | 216.07 % | \$962.13 | 150.98 % | \$986.84 | 157.42% | 248 |
| Over 2400 | 2009 | 0 | -100.00 % | | | | | | | | | |
| | 2010 | 3 | | \$2,663,333 | | \$3,050,000 | | \$894.59 | | \$1,126.71 | | 310 |
| | 2011 | 1 | -66.67 % | \$3,300,000 | 23.90 % | \$3,300,000 | 8.20 % | \$1,251.90 | 39.94 % | \$1,251.90 | 11.11% | 2 |

LINK

Midtown Yearly Sales Summary 2011

| Year | Sales | %+- | Avg Selling | %+- | Med Selling | %+- | Avg Psf | %+- | Med Psf | %+- | Avg DOM |
|------|-------|----------|-------------|----------|-------------|----------|----------|---------|----------|--------|---------|
| 2005 | 208 | -10.73 % | \$1,027,015 | 12.70 % | \$777,500 | 17.09 % | \$708.40 | 5.33 % | \$643.70 | 2.55% | 71 |
| 2006 | 111 | -46.63 % | \$1,203,352 | 17.17 % | \$845,000 | 8.68 % | \$780.93 | 10.24 % | \$751.88 | 16.81% | 125 |
| 2007 | 94 | -15.32 % | \$1,124,334 | -6.57 % | \$755,500 | -10.59 % | \$762.02 | -2.42 % | \$766.44 | 1.94% | 78 |
| 2008 | 84 | -10.64 % | \$1,277,358 | 13.61 % | \$872,500 | 15.49 % | \$799.15 | 4.87 % | \$762.71 | -0.49% | 93 |
| 2009 | 74 | -11.90 % | \$900,037 | -29.54 % | \$662,500 | -24.07 % | \$764.71 | -4.31 % | \$750.94 | -1.54% | 84 |
| 2010 | 86 | 16.22 % | \$997,748 | 10.86 % | \$715,000 | 7.92 % | \$741.36 | -3.05 % | \$696.40 | -7.26% | 114 |
| 2011 | 114 | 32.56 % | \$1,146,410 | 14.90 % | \$868,000 | 21.40 % | \$832.44 | 12.29 % | \$814.29 | 16.93% | 107 |

Average and Median Selling Prices



LINK

Midtown

Sales Comparison by Number of Bedrooms 2011

| Sq Feet | Year | Sales | %± | Avg Selling | %± | Med Selling | %± | Avg PSF | %± | Med PSF | %± | Avg DOM |
|-----------------|-------------|-------|----------|-------------|----------|-------------|----------|------------|----------|------------|----------|---------|
| Studio | 2009 | 9 | 200.00 % | \$389,333 | 4.10 % | \$400,000 | 10.50 % | \$745.04 | 8.79 % | \$722.66 | 6.20 % | 30 |
| | 2010 | 6 | -33.33 % | \$399,665 | 2.65 % | \$410,116 | 2.53 % | \$792.36 | 6.35 % | \$730.93 | 1.15 % | 4 |
| | 2011 | 8 | 33.33 % | \$422,500 | 5.71 % | \$427,500 | 4.24 % | \$799.12 | 0.85 % | \$744.62 | 1.87 % | 51 |
| One Bed | 2009 | 32 | 0.00 % | \$521,609 | -3.16 % | \$450,250 | -5.56 % | \$679.29 | 16.18 % | \$695.04 | 20.14 % | 115 |
| | 2010 | 35 | 9.38 % | \$598,433 | 14.73 % | \$630,000 | 39.92 % | \$671.07 | -1.21 % | \$666.67 | -4.08 % | 45 |
| | 2011 | 41 | 17.14 % | \$634,280 | 5.99 % | \$649,000 | 3.02 % | \$732.32 | 9.13 % | \$730.14 | 9.52 % | 81 |
| Two Beds | 2009 | 29 | -17.14 % | \$1,313,043 | 0.05 % | \$1,125,000 | -7.02 % | \$854.98 | -3.11 % | \$835.83 | -6.50 % | 72 |
| | 2010 | 31 | 6.90 % | \$1,053,287 | -19.78 % | \$910,000 | -19.11 % | \$753.90 | -11.82 % | \$679.06 | -18.76 % | 182 |
| | 2011 | 50 | 61.29 % | \$1,290,425 | 22.51 % | \$1,160,000 | 27.47 % | \$871.81 | 15.64 % | \$867.47 | 27.75 % | 120 |
| Three Plus Beds | 2009 | 4 | -69.23 % | \$2,082,250 | -36.58 % | \$1,767,000 | -42.07 % | \$837.93 | -25.80 % | \$759.22 | -33.61 % | 113 |
| | 2010 | 13 | 225.00 % | \$2,270,482 | 9.04 % | \$2,100,000 | 18.85 % | \$902.64 | 7.72 % | \$888.86 | 17.07 % | 186 |
| | 2011 | 13 | 0.00 % | \$2,708,154 | 19.28 % | \$2,825,000 | 34.52 % | \$1,017.29 | 12.70 % | \$1,059.24 | 19.17 % | 153 |

LINK

Midtown

Sales Comparison by Square Footage 2011

| Sq Feet | Year | Sales | %+- | Avg Selling | %+- | Med Selling | %+- | Avg PSF | %+- | Med PSF | %+- | Avg DOM |
|-------------|-------------|-------|----------|-------------|----------|-------------|----------|------------|----------|------------|---------|---------|
| 700 or Less | 2009 | 22 | 144.44 % | \$394,159 | -7.43 % | \$400,000 | -11.11 % | \$702.91 | -1.90 % | \$693.90 | -0.52% | 49 |
| | 2010 | 15 | -31.82 % | \$391,288 | -0.73 % | \$419,040 | 4.76 % | \$715.18 | 1.75 % | \$666.67 | -3.92% | 13 |
| | 2011 | 18 | 20.00 % | \$403,306 | 3.07 % | \$403,750 | -3.65 % | \$711.73 | -0.48 % | \$698.86 | 4.83% | 43 |
| 701-1000 | 2009 | 15 | 0.00 % | \$584,467 | 25.37 % | \$620,000 | 43.02 % | \$707.24 | 21.82 % | \$728.69 | 29.94% | 126 |
| | 2010 | 21 | 40.00 % | \$576,638 | -1.34 % | \$611,000 | -1.45 % | \$662.11 | -6.38 % | \$647.06 | -11.20% | 43 |
| | 2011 | 24 | 14.29 % | \$739,125 | 28.18 % | \$735,000 | 20.29 % | \$849.20 | 28.26 % | \$857.64 | 32.54% | 74 |
| 1001-1500 | 2009 | 19 | -26.92 % | \$954,895 | 13.72 % | \$845,000 | 9.56 % | \$799.26 | 13.56 % | \$774.04 | 15.66% | 52 |
| | 2010 | 23 | 21.05 % | \$792,379 | -17.02 % | \$750,000 | -11.24 % | \$695.14 | -13.03 % | \$669.11 | -13.56% | 148 |
| | 2011 | 34 | 47.83 % | \$961,728 | 21.37 % | \$871,500 | 16.20 % | \$772.11 | 11.07 % | \$721.26 | 7.79% | 117 |
| 1501-1800 | 2009 | 7 | -56.25 % | \$1,334,429 | -14.60 % | \$1,283,000 | -16.55 % | \$849.93 | -13.66 % | \$835.83 | -18.21% | 143 |
| | 2010 | 12 | 71.43 % | \$1,519,167 | 13.84 % | \$1,400,000 | 9.12 % | \$910.22 | 7.09 % | \$930.23 | 11.29% | 123 |
| | 2011 | 16 | 33.33 % | \$1,294,844 | -14.77 % | \$1,292,500 | -7.68 % | \$810.78 | -10.92 % | \$833.61 | -10.39% | 105 |
| 1800-2400 | 2009 | 7 | 0.00 % | \$1,672,286 | -3.27 % | \$1,800,000 | 0.00 % | \$826.60 | 0.21 % | \$884.09 | 4.35% | 128 |
| | 2010 | 7 | 0.00 % | \$1,450,981 | -13.23 % | \$1,466,666 | -18.52 % | \$707.82 | -14.37 % | \$720.37 | -18.52% | 108 |
| | 2011 | 12 | 71.43 % | \$1,945,667 | 34.09 % | \$1,899,000 | 29.48 % | \$960.82 | 35.74 % | \$961.95 | 33.54% | 168 |
| Over 2400 | 2009 | 4 | -60.00 % | \$2,493,563 | -33.00 % | \$2,727,000 | -17.68 % | \$898.62 | -20.81 % | \$954.64 | -18.46% | 4 |
| | 2010 | 8 | 100.00 % | \$2,652,000 | 6.35 % | \$2,950,000 | 8.18 % | \$907.40 | 0.98 % | \$974.72 | 2.10% | 319 |
| | 2011 | 8 | 0.00 % | \$3,418,750 | 28.91 % | \$3,250,000 | 10.17 % | \$1,160.96 | 27.94 % | \$1,221.86 | 25.36% | 148 |

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Midtown Inventory Fourth Quarter 2011

