

LINK

LISTING · INFORMATION · NETWORK

2006  
ANNUAL  
SALES SUMMARY  
(Including Fourth Quarter)

Revised

118 Newbury Street  
Boston, MA 02116  
617-267-5465

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# LINK

## Citywide

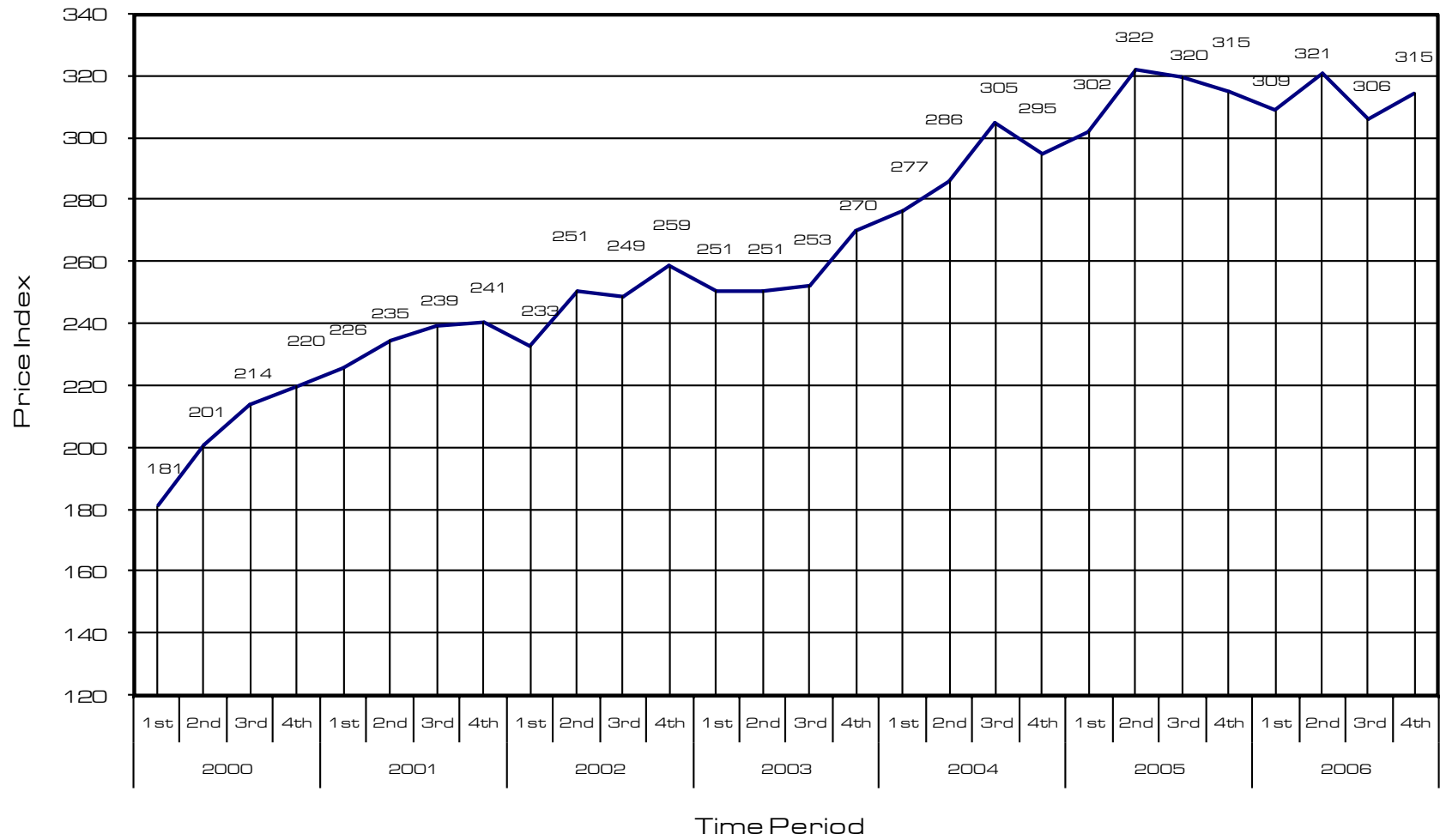
### 2006 Sales Summary

(% Change Compared to 2005 Summary)

Year	Sales	% + -	Avg Selling	% + -	Med Selling	% + -	Avg PSF	% + -	Med PSF	% + -	Avg DOM
<b>Back Bay</b>	555	-15.65%	\$864,295	-5.97%	\$625,000	-6.51%	\$727.20	-0.93%	\$692.00	-0.79%	101
<b>Beacon Hill</b>	208	-30.90%	\$594,681	-7.21%	\$460,500	-0.75%	\$687.34	0.16%	\$691.00	2.45%	97
<b>Charlestown</b>	311	-34.53%	\$477,123	0.77%	\$433,000	-1.59%	\$470.29	-4.10%	\$465.00	-6.44%	91
<b>Fenway</b>	277	-0.36%	\$329,128	1.86%	\$295,000	-2.40%	\$508.64	0.97%	\$510.00	0.10%	50
<b>Leather District</b>	148	42.31%	\$576,364	-5.18%	\$542,500	-1.57%	\$508.74	-2.05%	\$518.00	-0.19%	138
<b>Midtown</b>	106	-43.32%	\$1,256,174	17.94%	\$922,750	17.55%	\$794.19	8.50%	\$777.00	12.77%	133
<b>North End</b>	135	-6.25%	\$503,511	13.08%	\$465,000	16.98%	\$641.50	8.26%	\$624.50	4.08%	79
<b>Seaport</b>	28	-56.92%	\$679,857	-0.25%	\$685,000	13.98%	\$451.41	1.87%	\$444.00	2.07%	273
<b>South Boston</b>	618	-0.32%	\$357,300	-2.93%	\$344,500	0.58%	\$388.58	-4.59%	\$384.50	-5.06%	96
<b>South End</b>	754	-7.82%	\$569,696	-1.41%	\$486,875	-2.43%	\$568.62	-2.42%	\$562.50	-5.06%	90
<b>Waterfront</b>	289	73.05%	\$827,405	-1.04%	\$688,000	6.67%	\$690.75	6.83%	\$660.50	9.72%	91
<b>West End</b>	60	3.45%	\$387,558	0.72%	\$379,500	6.11%	\$432.76	-3.10%	\$439.50	-1.24%	60

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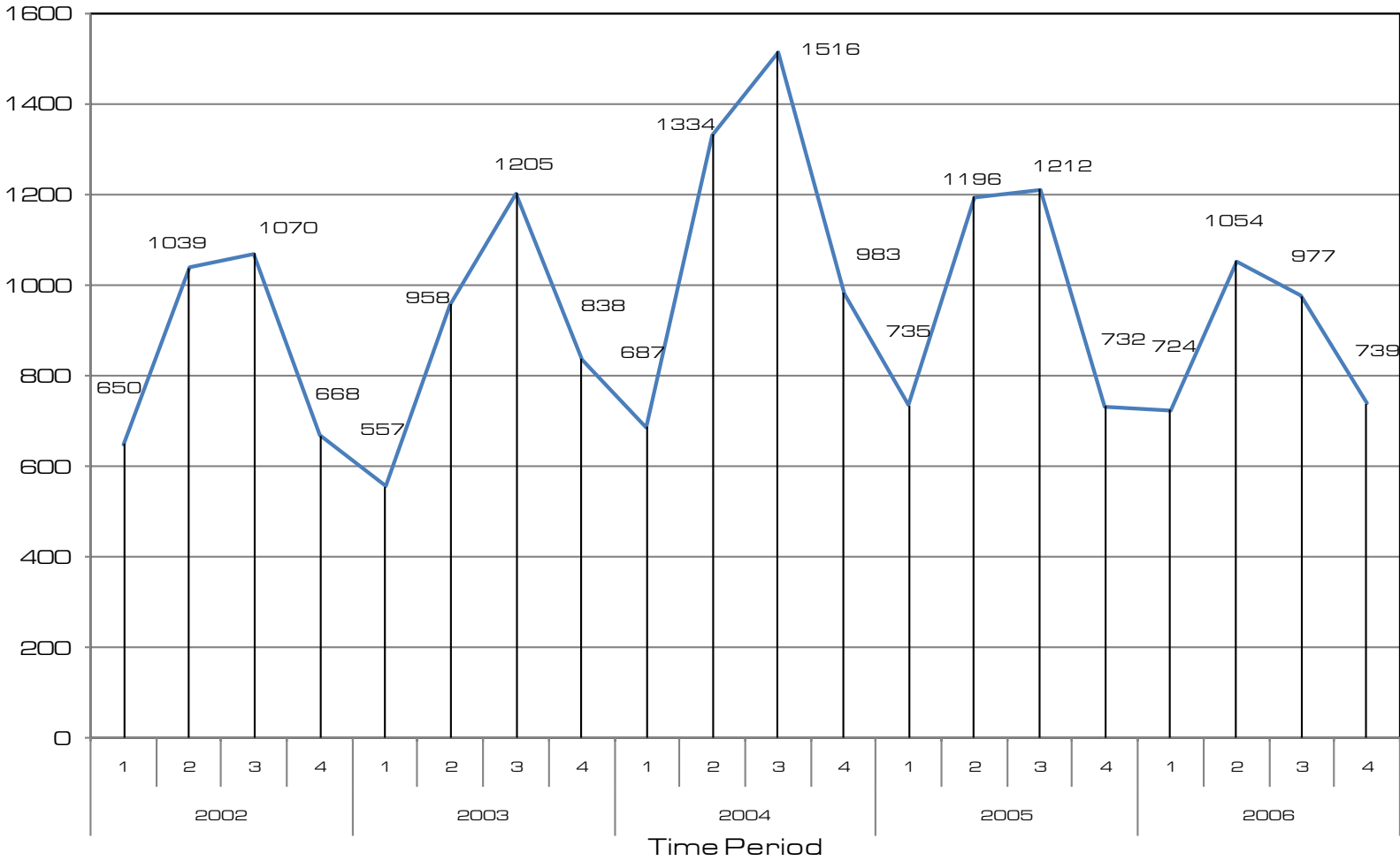
## City-Wide Price Index (Appreciation Rate)



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## Citywide

### Total Sales by Quarter 2002 - 2006



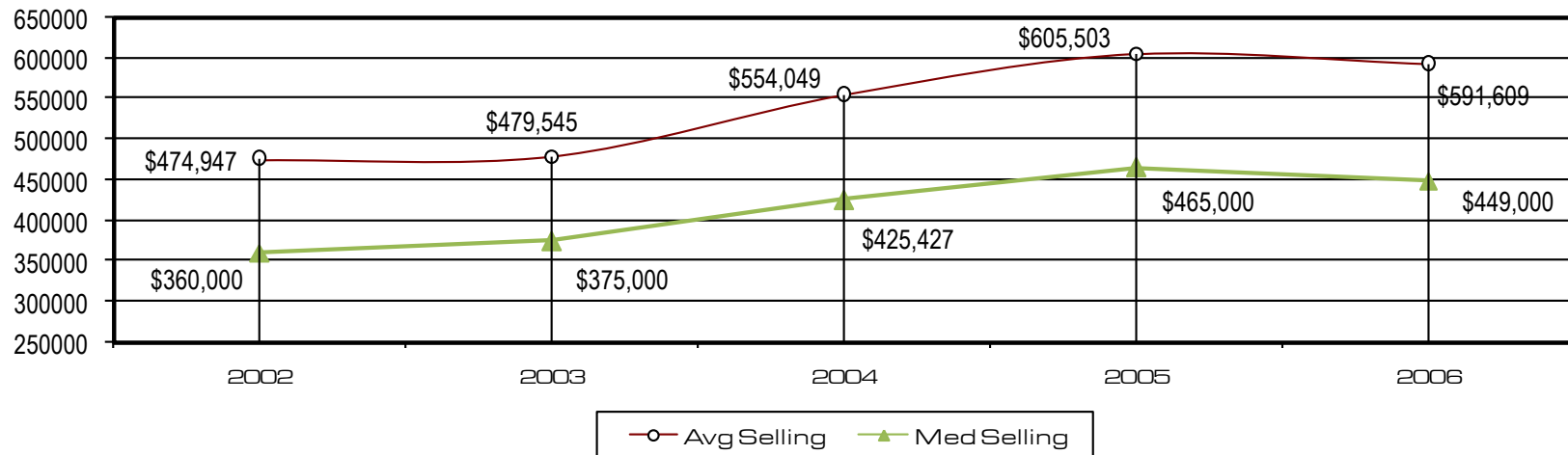
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## Citywide

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	3427	26.69%	\$474,947	0.78%	\$360,000	2.42%	\$462.28	5.06%	\$444.00	5.97%	74
<b>2003</b>	3558	3.82%	\$479,545	0.97%	\$375,000	4.17%	\$467.54	1.14%	\$459.00	3.38%	82
<b>2004</b>	4520	27.04%	\$554,049	15.54%	\$425,427	13.45%	\$527.20	12.76%	\$509.00	10.89%	78
<b>2005</b>	3875	-14.27%	\$605,503	9.29%	\$465,000	9.30%	\$578.83	9.79%	\$561.00	10.22%	74
<b>2006</b>	3494	-9.83%	\$591,609	-2.29%	\$449,000	-3.44%	\$572.32	-1.13%	\$552.00	-1.60%	94

Average and Median Selling Prices



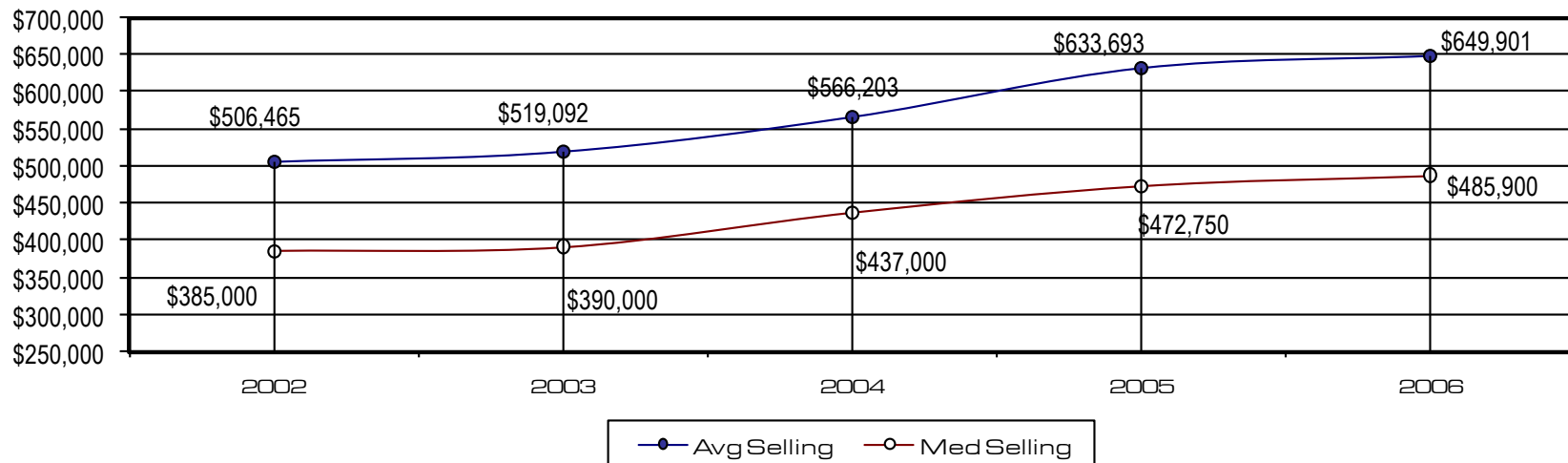
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## Citywide

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	668	13.03%	\$506,465	-8.74%	\$385,000	1.34%	\$486.50	1.31%	\$456.00	4.11%	63
<b>2003</b>	838	25.45%	\$519,092	2.49%	\$390,000	1.30%	\$486.06	-0.09%	\$471.00	3.29%	86
<b>2004</b>	983	17.30%	\$566,203	9.08%	\$437,000	12.05%	\$539.26	10.94%	\$519.00	10.19%	70
<b>2005</b>	732	-25.53%	\$633,693	11.92%	\$472,750	8.18%	\$582.03	7.93%	\$564.00	8.67%	85
<b>2006</b>	739	0.96%	\$649,901	2.56%	\$485,900	2.78%	\$594.37	2.12%	\$560.00	-0.71%	108

Average and Median Selling Prices



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## Citywide

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	222	35.37%	\$260,927	16.08%	\$235,750	12.26%	\$555.89	9.07%	60
	2005	153	-31.08%	\$286,236	9.70%	\$285,000	20.89%	\$620.74	11.67%	49
	2006	168	9.80%	\$302,041	5.52%	\$281,000	-1.40%	\$615.32	-0.87%	83
One Bed	2004	1718	28.69%	\$396,218	13.35%	\$365,000	11.62%	\$528.72	9.61%	64
	2005	1466	-14.67%	\$422,562	6.65%	\$388,000	6.30%	\$581.16	9.92%	65
	2006	1294	-11.73%	\$422,113	-0.11%	\$385,000	-0.77%	\$586.61	0.94%	79
Two Beds	2004	1965	33.86%	\$622,909	19.53%	\$515,000	17.31%	\$520.28	13.23%	83
	2005	1603	-18.42%	\$671,571	7.81%	\$560,000	8.74%	\$563.78	8.36%	77
	2006	1470	-8.30%	\$666,075	-0.82%	\$550,000	-1.79%	\$556.54	-1.29%	99
Three Plus Beds	2004	376	25.75%	\$1,142,660	15.43%	\$790,000	21.54%	\$542.54	12.08%	118
	2005	356	-5.32%	\$1,303,177	14.05%	\$957,000	21.14%	\$624.92	15.19%	106
	2006	271	-23.88%	\$1,292,650	-0.81%	\$962,500	0.57%	\$592.89	-5.13%	144

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## Citywide

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	40	0.00%	\$256,713	8.69%	\$252,500	0.00%	\$548.63	2.89%	61
	2005	36	-10.00%	\$284,175	10.70%	\$285,000	12.87%	\$621.39	13.26%	46
	2006	29	-19.44%	\$263,948	-7.12%	\$265,000	-7.02%	\$622.96	0.25%	73
One Bed	2004	416	35.95%	\$409,316	14.14%	\$369,844	10.40%	\$538.82	12.24%	52
	2005	246	-40.87%	\$440,349	7.58%	\$392,500	6.13%	\$588.09	9.14%	74
	2006	249	1.22%	\$462,318	4.99%	\$390,000	-0.64%	\$606.44	3.12%	88
Two Beds	2004	391	10.45%	\$643,921	16.68%	\$550,000	21.49%	\$532.61	8.66%	76
	2005	290	-25.83%	\$661,607	2.75%	\$571,450	3.90%	\$559.29	5.01%	86
	2006	319	10.00%	\$753,117	13.83%	\$616,000	7.80%	\$587.26	5.00%	107
Three Plus Beds	2004	72	5.88%	\$1,196,938	5.04%	\$893,750	26.59%	\$558.63	7.22%	113
	2005	73	1.39%	\$1,488,884	24.39%	\$1,180,000	32.03%	\$642.37	14.99%	150
	2006	51	-30.14%	\$1,383,034	-7.11%	\$1,110,000	-5.93%	\$606.49	-5.59%	178

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## Citywide

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	1219	23.01%	\$302,215	9.94%	\$299,000	8.73%	\$552.89	8.96%	50
	<b>2005</b>	1121	-8.04%	\$325,760	7.79%	\$319,900	6.99%	\$598.36	8.22%	54
	<b>2006</b>	990	-11.69%	\$325,590	-0.05%	\$314,500	-1.69%	\$595.16	-0.53%	74
701-1000	<b>2004</b>	1205	20.98%	\$421,044	11.37%	\$405,000	9.46%	\$500.10	10.60%	67
	<b>2005</b>	984	-18.34%	\$455,867	8.27%	\$447,250	10.43%	\$543.32	8.64%	57
	<b>2006</b>	965	-1.93%	\$444,085	-2.58%	\$430,000	-3.86%	\$532.53	-1.98%	84
1001-1500	<b>2004</b>	1250	27.16%	\$589,894	13.43%	\$555,000	13.50%	\$488.42	14.30%	91
	<b>2005</b>	1002	-19.84%	\$661,751	12.18%	\$637,250	14.82%	\$544.01	11.38%	86
	<b>2006</b>	908	-9.38%	\$658,607	-0.48%	\$608,289	-4.54%	\$543.26	-0.14%	104
1501-1800	<b>2004</b>	303	56.99%	\$938,153	21.05%	\$900,000	26.94%	\$571.61	20.82%	107
	<b>2005</b>	265	-12.54%	\$980,775	4.54%	\$950,000	5.56%	\$595.56	4.19%	99
	<b>2006</b>	231	-12.83%	\$1,029,389	4.96%	\$935,000	-1.58%	\$635.37	6.68%	106
1801-2400	<b>2004</b>	244	55.41%	\$1,197,274	15.04%	\$1,100,000	17.03%	\$583.98	14.08%	126
	<b>2005</b>	190	-22.13%	\$1,365,383	14.04%	\$1,330,500	20.95%	\$670.84	14.87%	117
	<b>2006</b>	152	-20.00%	\$1,275,335	-6.60%	\$1,241,000	-6.73%	\$632.53	-5.71%	146
Over 2400	<b>2004</b>	90	-10.00%	\$2,387,960	36.53%	\$2,110,845	36.18%	\$777.54	43.59%	186
	<b>2005</b>	98	8.89%	\$2,517,264	5.41%	\$2,450,000	16.07%	\$844.66	8.63%	206
	<b>2006</b>	90	-8.16%	\$2,347,558	-6.74%	\$2,337,500	-4.59%	\$777.46	-7.96%	189

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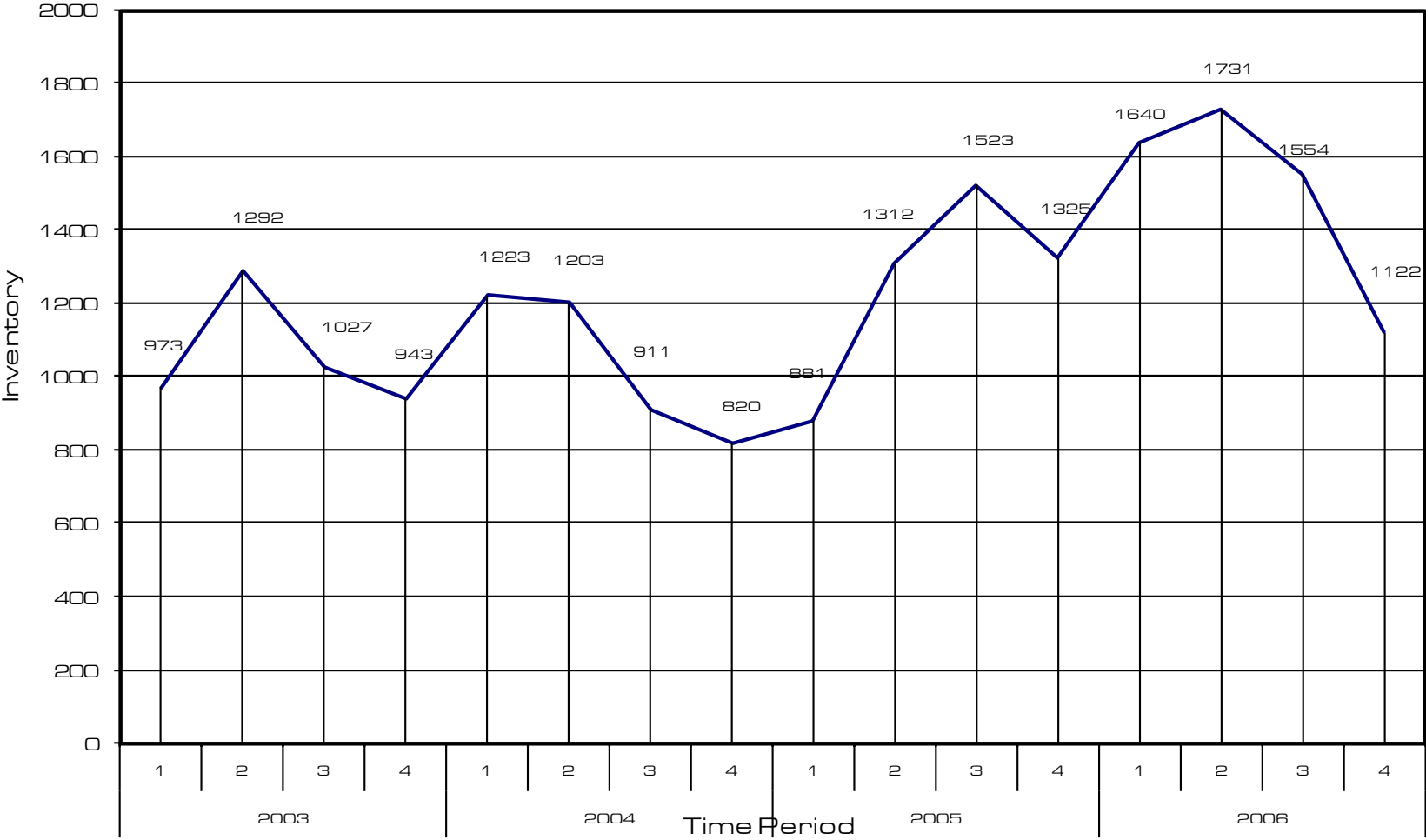
## Citywide

### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	270	32.35%	\$309,851	11.85%	\$309,500	16.14%	\$560.27	6.56%	49
	<b>2005</b>	202	-25.19%	\$332,123	7.19%	\$326,765	5.58%	\$606.41	8.24%	55
	<b>2006</b>	160	-20.79%	\$321,771	-3.12%	\$311,500	-4.67%	\$597.59	-1.45%	89
701-1000	<b>2004</b>	271	3.83%	\$436,091	14.79%	\$415,620	12.94%	\$518.51	14.34%	49
	<b>2005</b>	177	-34.69%	\$457,177	4.84%	\$449,000	8.03%	\$546.80	5.46%	63
	<b>2006</b>	189	6.78%	\$440,597	-3.63%	\$415,000	-7.57%	\$529.41	-3.18%	89
1001-1500	<b>2004</b>	258	15.18%	\$614,472	6.52%	\$604,250	12.00%	\$506.47	8.16%	77
	<b>2005</b>	176	-31.78%	\$683,519	11.24%	\$650,000	7.57%	\$548.51	8.30%	94
	<b>2006</b>	207	17.61%	\$703,164	2.87%	\$650,000	0.00%	\$579.69	5.68%	124
1501-1800	<b>2004</b>	63	57.50%	\$912,703	14.21%	\$878,000	15.22%	\$563.05	14.49%	109
	<b>2005</b>	50	-20.63%	\$878,558	-3.74%	\$871,000	-0.80%	\$521.50	-7.38%	86
	<b>2006</b>	62	24.00%	\$1,139,992	29.76%	\$1,126,250	29.31%	\$709.63	36.07%	109
1801-2400	<b>2004</b>	43	-6.52%	\$1,181,658	6.12%	\$1,169,000	10.81%	\$572.35	4.59%	111
	<b>2005</b>	47	9.30%	\$1,335,689	13.04%	\$1,220,000	4.36%	\$657.68	14.91%	147
	<b>2006</b>	43	-8.51%	\$1,425,706	6.74%	\$1,325,000	8.61%	\$712.37	8.32%	156
Over 2400	<b>2004</b>	24	4.35%	\$2,236,321	6.43%	\$1,975,000	11.74%	\$768.75	40.73%	168
	<b>2005</b>	24	0.00%	\$2,672,792	19.52%	\$2,675,000	35.44%	\$860.33	11.91%	259
	<b>2006</b>	16	-33.33%	\$2,433,203	-8.96%	\$2,373,750	-11.26%	\$756.06	-12.12%	166

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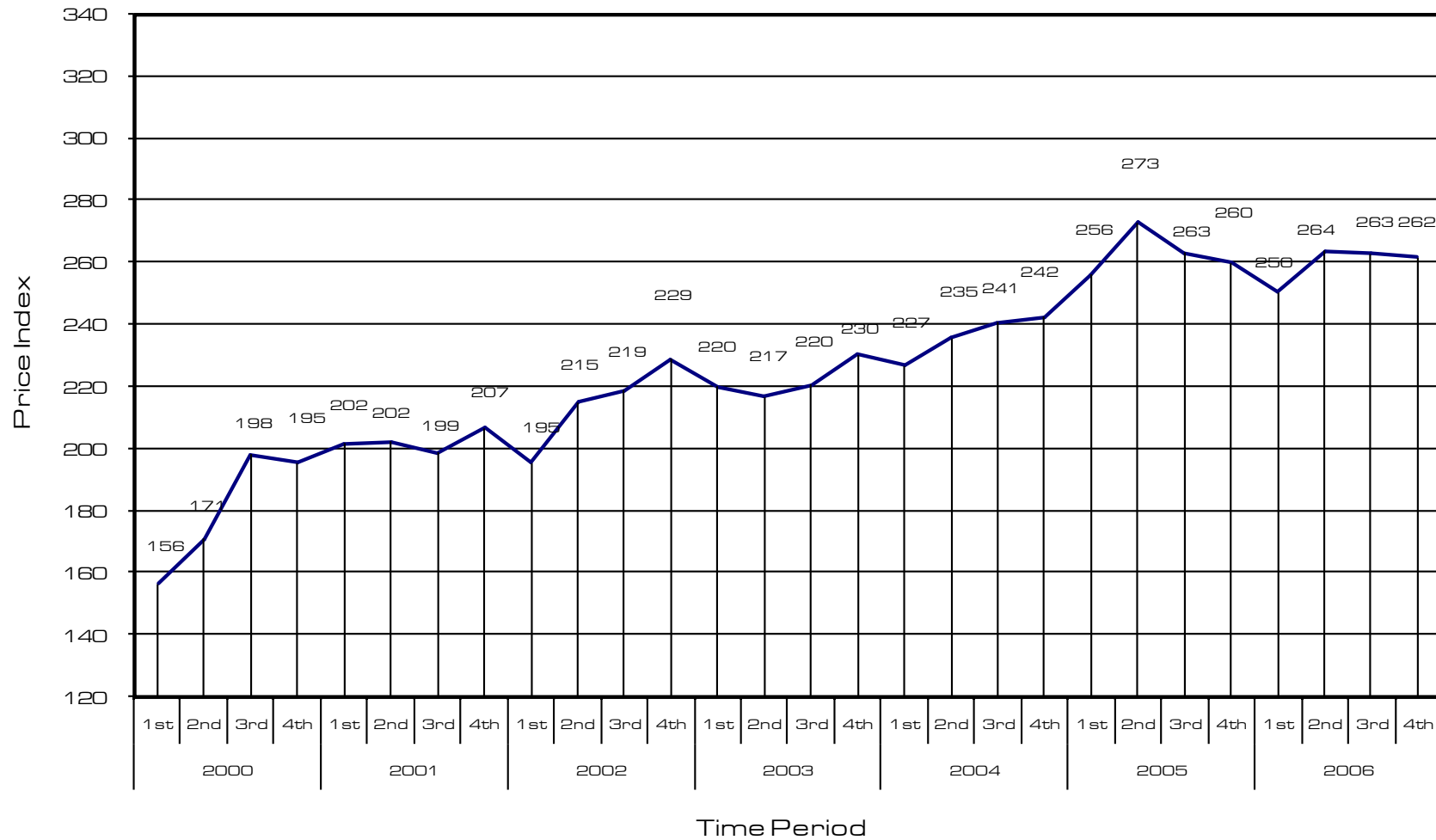
## Citywide Inventory 2003 to 2006



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## Back Bay

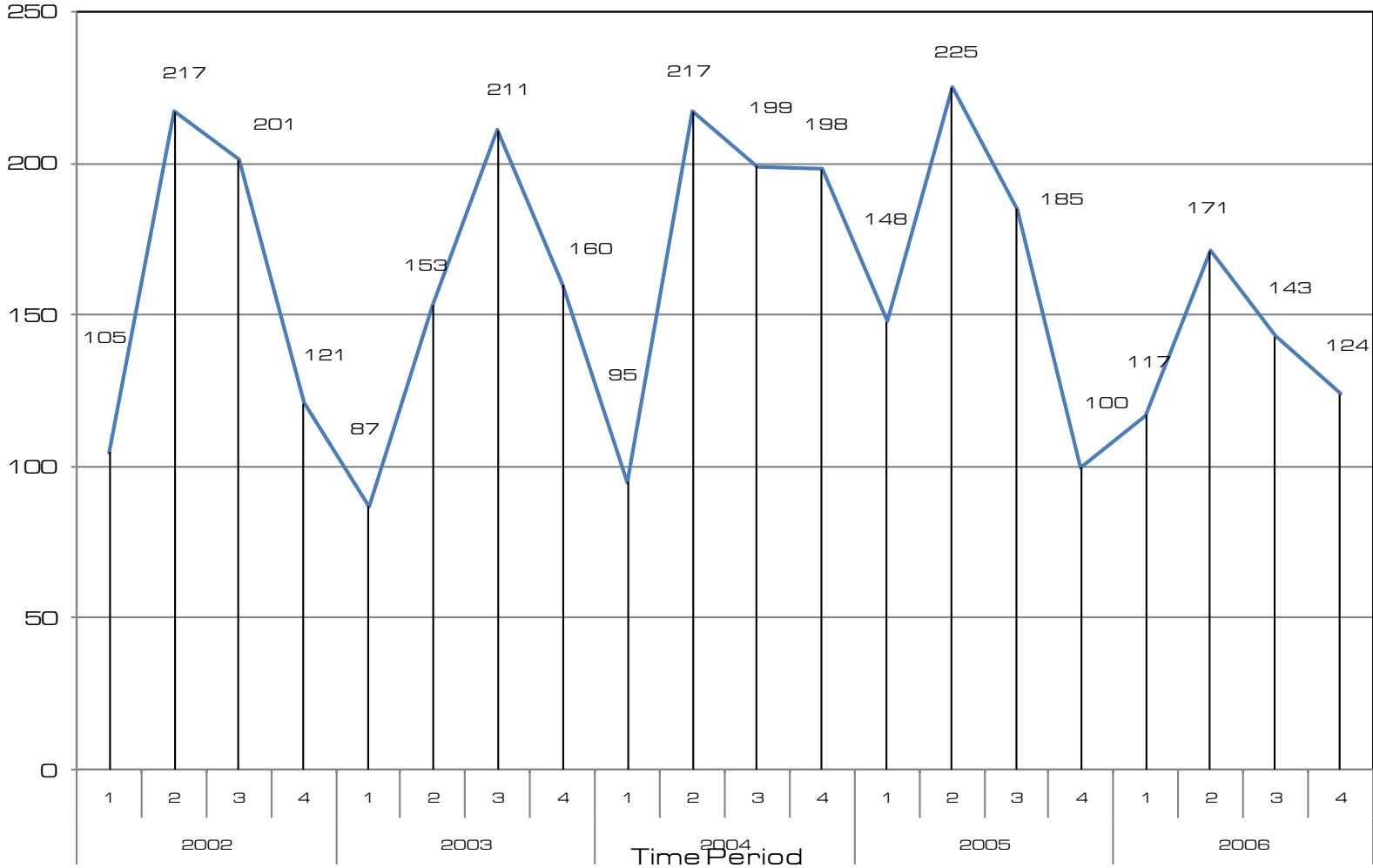
Price Index  
(Appreciation Rate)



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## Back Bay

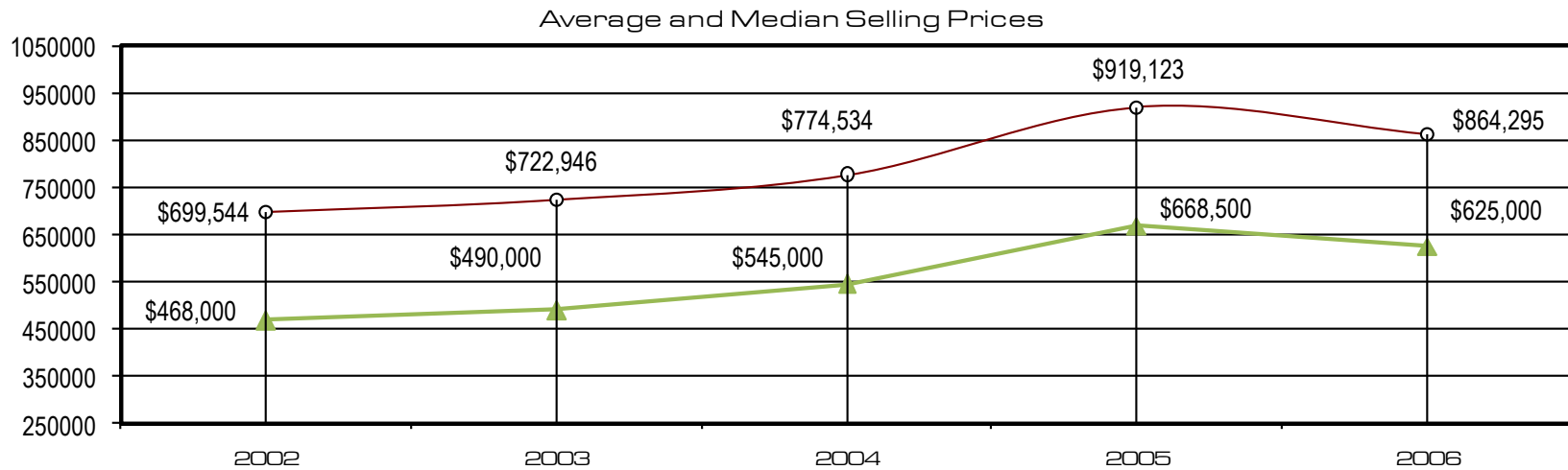
Total Sales by Quarter  
2002 - 2006



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## Back Bay Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
2002	644	37.02%	\$699,544	-4.96%	\$468,000	1.52%	\$593.00	5.60%	\$564.00	8.05%	85
2003	611	-5.12%	\$722,946	3.35%	\$490,000	4.70%	\$604.14	1.88%	\$579.00	2.66%	97
2004	709	16.04%	\$774,534	7.14%	\$545,000	11.22%	\$653.70	8.20%	\$626.00	8.12%	86
2005	658	-7.19%	\$919,123	18.67%	\$668,500	22.66%	\$734.04	12.29%	\$697.50	11.42%	77
2006	555	-15.65%	\$864,295	-5.97%	\$625,000	-6.51%	\$727.20	-0.93%	\$692.00	-0.79%	101



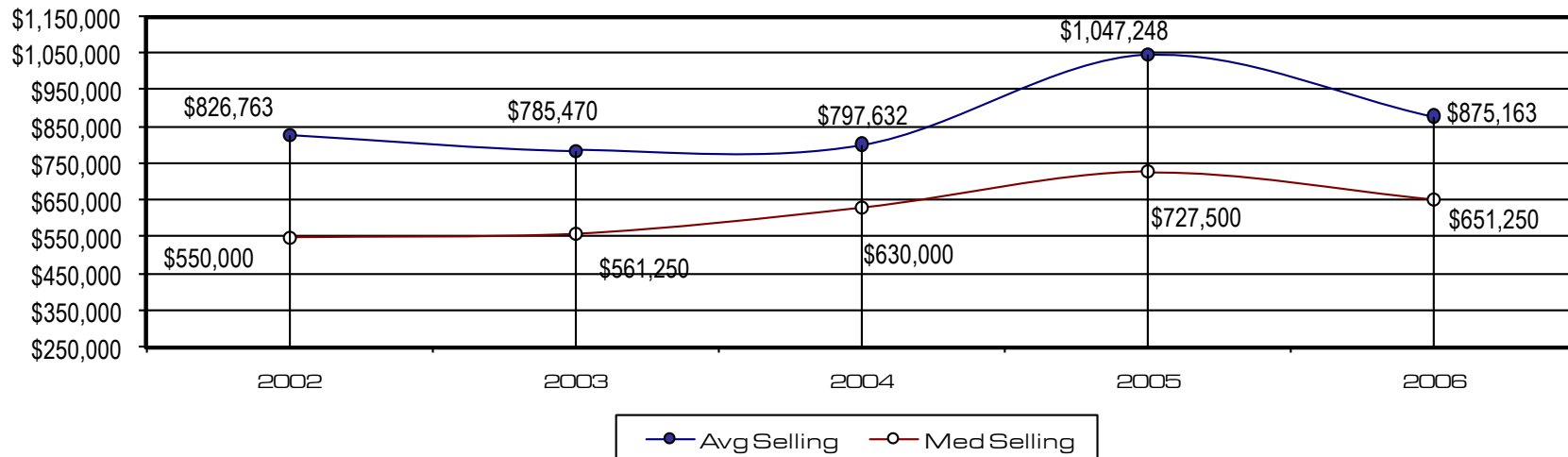
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## Back Bay

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	121	13.08%	\$826,763	40.08%	\$550,000	30.39%	\$656.75	19.92%	\$597.00	14.15%	71
<b>2003</b>	160	32.23%	\$785,470	-4.99%	\$561,250	2.05%	\$632.23	-3.73%	\$620.00	3.85%	92
<b>2004</b>	198	23.75%	\$797,632	1.55%	\$630,000	12.25%	\$661.78	4.67%	\$633.00	2.10%	80
<b>2005</b>	100	-49.49%	\$1,047,248	31.29%	\$727,500	15.48%	\$761.59	15.08%	\$734.50	16.03%	112
<b>2006</b>	124	24.00%	\$875,163	-16.43%	\$651,250	-10.48%	\$734.43	-3.57%	\$685.00	-6.74%	115

Average and Median Selling Prices



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## Back Bay

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	73	0.00%	\$271,947	7.96%	\$263,500	0.00%	\$634.16	7.94%	71
	2005	46	-36.99%	\$318,284	17.04%	\$318,500	20.87%	\$708.33	11.69%	56
	2006	57	23.91%	\$300,044	-5.73%	\$276,500	-13.19%	\$681.86	-3.74%	86
One Bed	2004	290	22.88%	\$450,873	11.47%	\$409,500	11.66%	\$620.31	9.86%	59
	2005	235	-18.97%	\$497,946	10.44%	\$460,000	12.33%	\$680.28	9.67%	51
	2006	205	-12.77%	\$499,354	0.28%	\$447,500	-2.72%	\$690.21	1.46%	91
Two Beds	2004	263	11.91%	\$900,395	12.99%	\$759,000	18.59%	\$652.12	8.28%	92
	2005	271	3.04%	\$1,027,985	14.17%	\$865,000	13.97%	\$742.56	13.87%	75
	2006	206	-23.99%	\$987,896	-3.90%	\$856,250	-1.01%	\$732.75	-1.32%	88
Three Plus Beds	2004	67	1.52%	\$2,261,282	17.28%	\$1,800,000	4.35%	\$824.94	9.25%	166
	2005	91	35.82%	\$2,061,068	-8.85%	\$1,875,000	4.17%	\$873.24	5.86%	156
	2006	67	-26.37%	\$2,136,058	3.64%	\$2,030,000	8.27%	\$849.46	-2.72%	186

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## Back Bay

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	12	0.00%	\$279,320	12.59%	\$276,000	0.00%	\$627.17	2.03%	112
	2005	6	-50.00%	\$304,350	8.96%	\$308,000	11.59%	\$771.00	22.93%	63
	2006	8	33.33%	\$239,750	-21.23%	\$234,500	-23.86%	\$638.71	-17.16%	71
One Bed	2004	84	71.43%	\$504,715	21.48%	\$485,000	26.47%	\$631.82	3.96%	49
	2005	35	-58.33%	\$528,114	4.64%	\$475,000	-2.06%	\$692.60	9.62%	51
	2006	51	45.71%	\$572,389	8.38%	\$549,000	15.58%	\$696.35	0.54%	111
Two Beds	2004	82	17.14%	\$971,485	23.85%	\$792,500	8.60%	\$664.55	8.64%	97
	2005	39	-52.44%	\$1,068,005	9.94%	\$875,000	10.41%	\$757.59	14.00%	92
	2006	48	23.08%	\$1,032,378	-3.34%	\$952,500	8.86%	\$735.75	-2.88%	97
Three Plus Beds	2004	14	-33.33%	\$2,098,036	-1.75%	\$1,850,000	4.67%	\$827.86	7.00%	96
	2005	18	28.57%	\$2,295,417	9.41%	\$2,125,000	14.86%	\$901.28	8.87%	299
	2006	10	-44.44%	\$2,145,075	-6.55%	\$2,178,500	2.52%	\$899.60	-0.19%	252

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## Back Bay

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	236	19.19%	\$326,112	7.24%	\$326,750	5.74%	\$635.56	10.41%	59
	<b>2005</b>	178	-24.58%	\$373,588	14.56%	\$380,500	16.45%	\$696.75	9.63%	44
	<b>2006</b>	169	-5.06%	\$350,742	-6.12%	\$340,000	-10.64%	\$692.70	-0.58%	83
701-1000	<b>2004</b>	147	1.38%	\$510,940	11.72%	\$500,000	12.61%	\$603.54	10.90%	58
	<b>2005</b>	135	-8.16%	\$544,532	6.57%	\$540,000	8.00%	\$650.93	7.85%	52
	<b>2006</b>	121	-10.37%	\$561,448	3.11%	\$537,000	-0.56%	\$663.81	1.98%	84
1001-1500	<b>2004</b>	181	24.83%	\$734,628	3.37%	\$720,000	8.27%	\$609.91	4.06%	77
	<b>2005</b>	175	-3.31%	\$875,736	19.21%	\$797,500	10.76%	\$714.09	17.08%	65
	<b>2006</b>	121	-30.86%	\$872,878	-0.33%	\$795,000	-0.31%	\$714.13	0.01%	96
1501-1800	<b>2004</b>	38	35.71%	\$1,093,296	-1.14%	\$1,052,500	11.38%	\$672.50	1.13%	97
	<b>2005</b>	66	73.68%	\$1,293,143	18.28%	\$1,285,000	22.09%	\$781.64	16.23%	103
	<b>2006</b>	47	-28.79%	\$1,291,729	-0.11%	\$1,200,000	-6.61%	\$796.83	1.94%	102
1801-2400	<b>2004</b>	58	9.43%	\$1,549,966	4.34%	\$1,397,500	-0.18%	\$766.09	5.17%	162
	<b>2005</b>	58	0.00%	\$1,734,648	11.92%	\$1,727,500	23.61%	\$855.40	11.66%	131
	<b>2006</b>	43	-25.86%	\$1,662,198	-4.18%	\$1,692,000	-2.05%	\$825.19	-3.53%	119
Over 2400	<b>2004</b>	40	8.11%	\$3,130,066	16.36%	\$2,633,750	19.72%	\$962.00	14.77%	208
	<b>2005</b>	42	5.00%	\$2,900,042	-7.35%	\$2,755,000	4.60%	\$999.88	3.94%	239
	<b>2006</b>	38	-9.52%	\$2,792,520	-3.71%	\$2,665,750	-3.24%	\$926.16	-7.37%	236

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## Back Bay

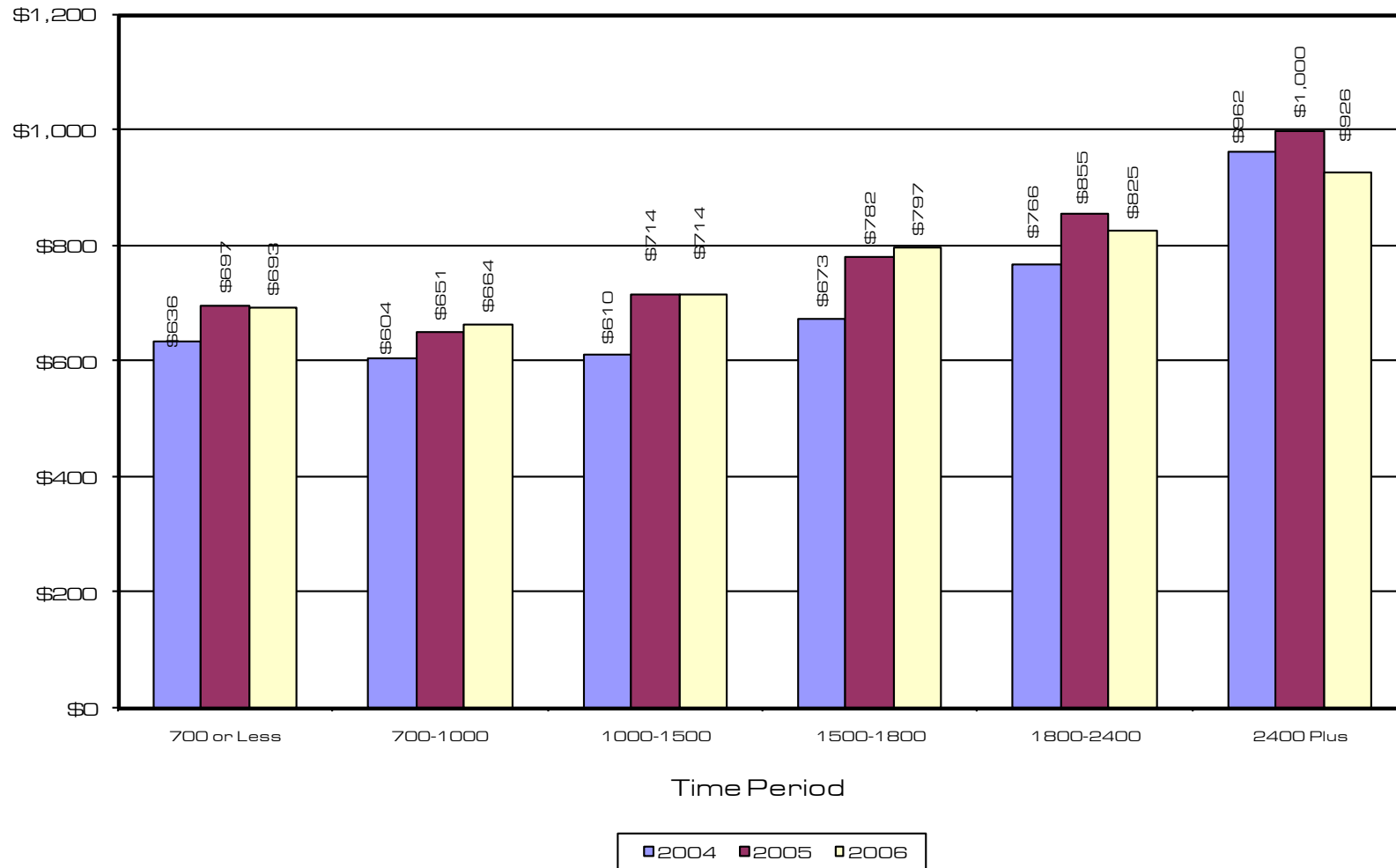
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	44	-12.00%	\$319,624	8.53%	\$313,500	5.38%	\$659.00	8.11%	72
	<b>2005</b>	25	-43.18%	\$401,160	25.51%	\$378,500	20.73%	\$734.68	11.48%	43
	<b>2006</b>	27	8.00%	\$352,851	-12.04%	\$314,000	-17.04%	\$707.77	-3.66%	102
701-1000	<b>2004</b>	47	62.07%	\$542,455	10.76%	\$540,000	8.22%	\$641.72	9.37%	45
	<b>2005</b>	15	-68.09%	\$546,473	0.74%	\$575,100	6.50%	\$672.53	4.80%	53
	<b>2006</b>	31	106.67%	\$567,661	3.88%	\$572,500	-0.45%	\$686.48	2.07%	102
1001-1500	<b>2004</b>	62	44.19%	\$730,359	-4.60%	\$705,000	-2.76%	\$606.63	-1.45%	76
	<b>2005</b>	27	-56.45%	\$940,815	28.82%	\$830,000	17.73%	\$747.78	23.27%	75
	<b>2006</b>	33	22.22%	\$819,848	-12.86%	\$779,000	-6.14%	\$675.36	-9.68%	89
1501-1800	<b>2004</b>	23	91.67%	\$1,098,261	9.43%	\$1,025,000	8.47%	\$676.09	10.94%	90
	<b>2005</b>	9	-60.87%	\$1,218,578	10.96%	\$1,290,000	25.85%	\$726.56	7.46%	83
	<b>2006</b>	12	33.33%	\$1,362,708	11.83%	\$1,262,500	-2.13%	\$826.58	13.77%	115
1801-2400	<b>2004</b>	11	-31.25%	\$1,464,091	-5.86%	\$1,475,000	4.80%	\$728.36	-5.64%	130
	<b>2005</b>	10	-9.09%	\$1,727,150	17.97%	\$1,790,000	21.36%	\$857.90	17.78%	182
	<b>2006</b>	12	20.00%	\$1,787,417	3.49%	\$1,800,000	0.56%	\$894.08	4.22%	152
Over 2400	<b>2004</b>	10	11.11%	\$2,992,500	3.38%	\$2,500,000	21.95%	\$1,003.70	30.94%	136
	<b>2005</b>	12	20.00%	\$2,617,750	-12.52%	\$2,755,000	10.20%	\$906.08	-9.73%	337
	<b>2006</b>	5	-58.33%	\$2,886,250	10.26%	\$2,475,000	-10.16%	\$955.80	5.49%	316

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## Back Bay

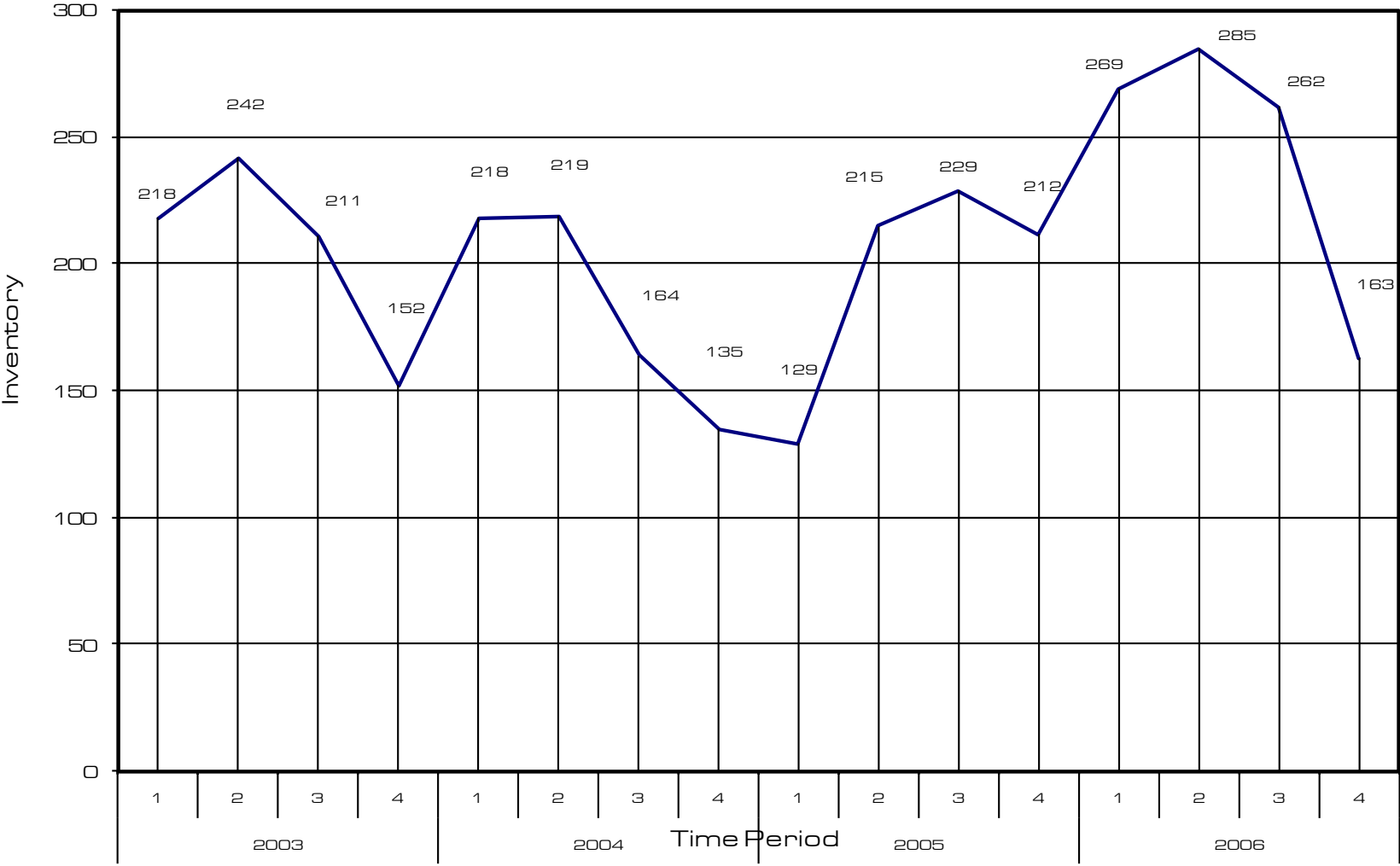
Average Price per Square Foot Comparison  
2004 - 2006



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## Back Bay

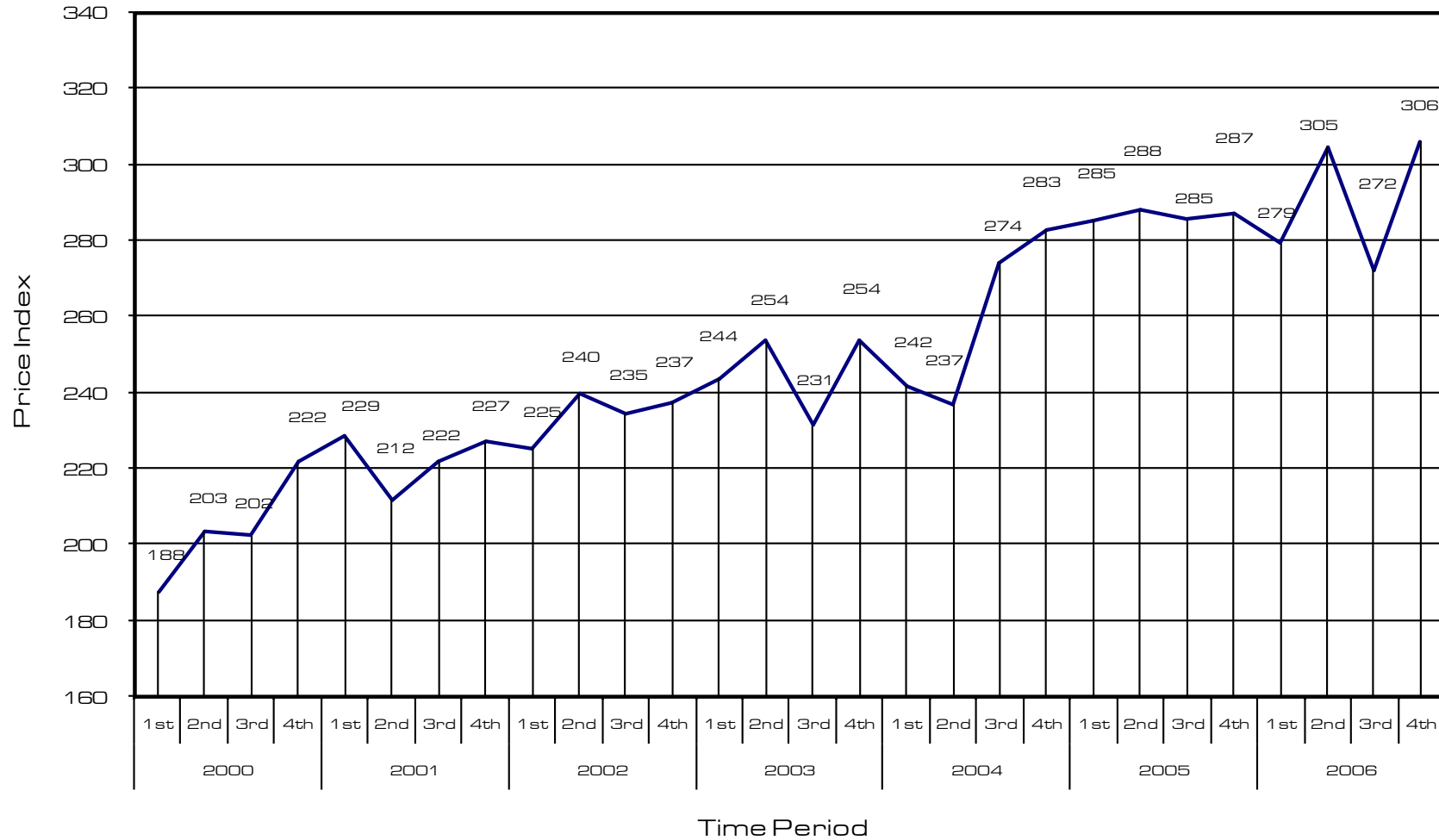
Inventory  
2003 to 2006



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## Beacon Hill

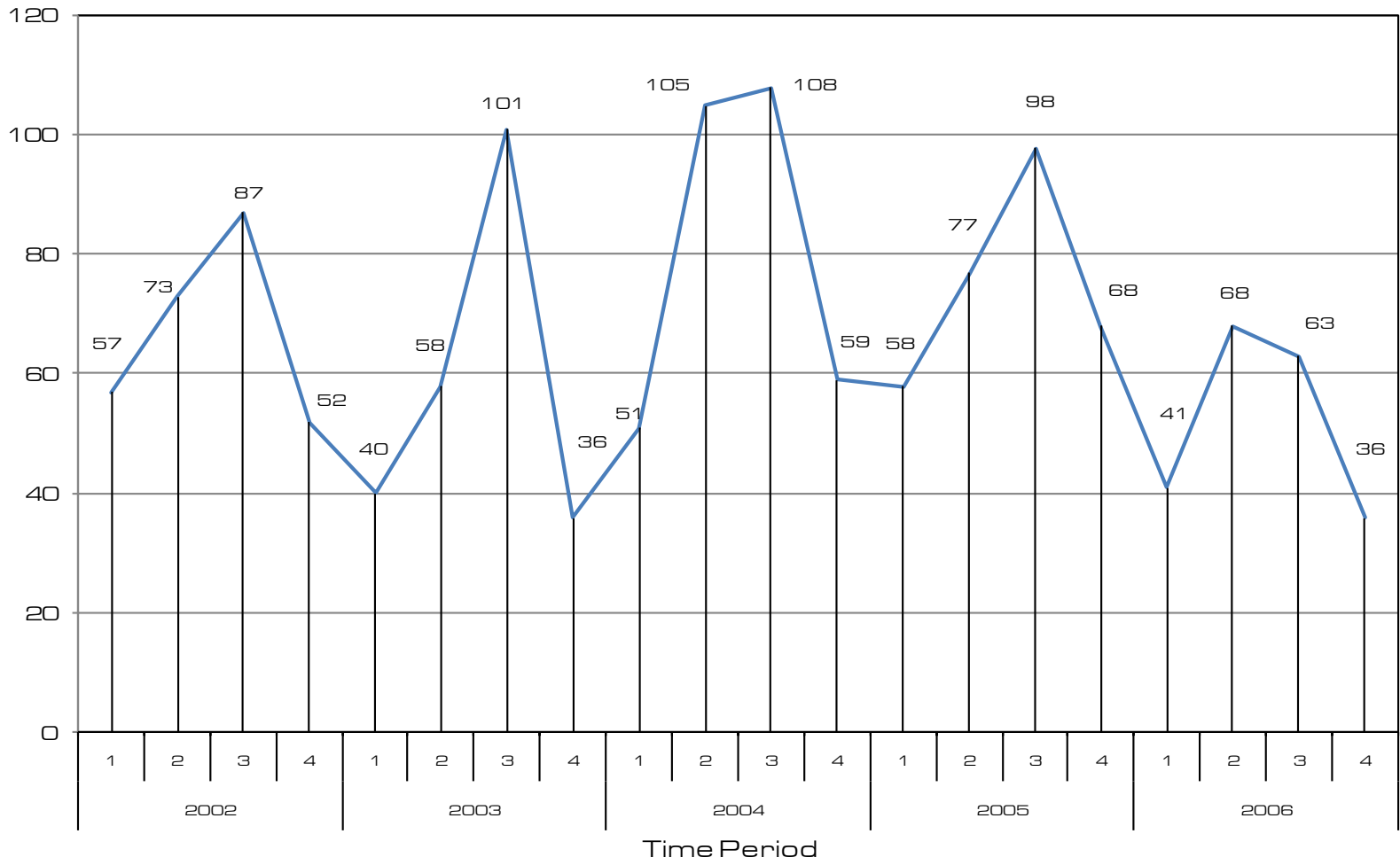
Price Index  
(Appreciation Rate)



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## Beacon Hill

Total Sales by Quarter  
2002 - 2006



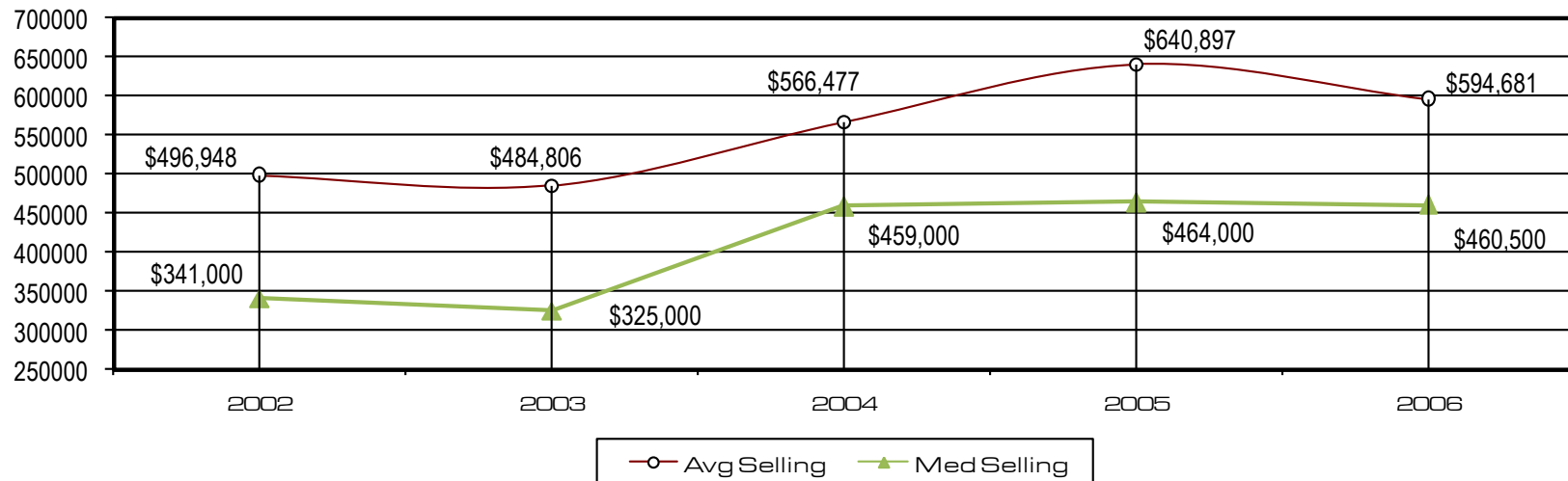
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## Beacon Hill

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	269	14.47%	\$496,948	6.03%	\$341,000	3.65%	\$563.46	6.22%	\$551.00	8.46%	62
<b>2003</b>	235	-12.64%	\$484,806	-2.44%	\$325,000	-4.69%	\$574.76	2.01%	\$571.00	3.63%	74
<b>2004</b>	323	37.45%	\$566,477	16.85%	\$459,000	41.23%	\$649.63	13.03%	\$642.00	12.43%	71
<b>2005</b>	301	-6.81%	\$640,897	13.14%	\$464,000	1.09%	\$686.23	5.63%	\$674.50	5.06%	82
<b>2006</b>	208	-30.90%	\$594,681	-7.21%	\$460,500	-0.75%	\$687.34	0.16%	\$691.00	2.45%	97

Average and Median Selling Prices



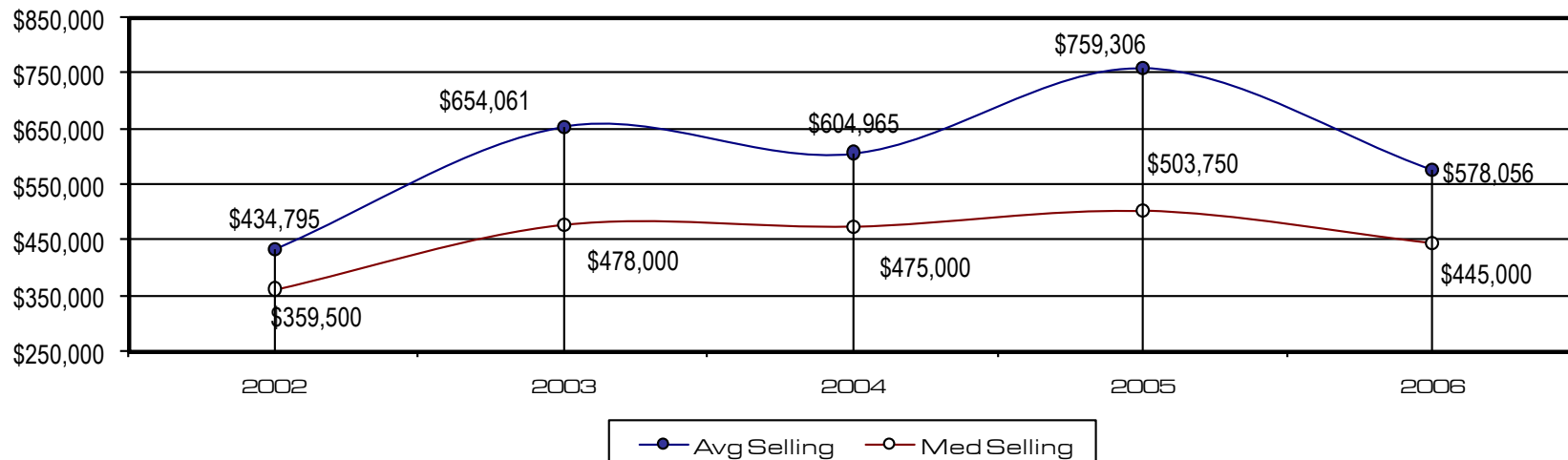
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## Beacon Hill

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	52	40.54%	\$434,795	-25.35%	\$359,500	10.62%	\$562.27	0.63%	\$559.00	8.12%	39
<b>2003</b>	36	-30.77%	\$654,061	50.43%	\$478,000	32.96%	\$621.37	10.51%	\$573.00	2.50%	99
<b>2004</b>	59	63.89%	\$604,965	-7.51%	\$475,000	-0.63%	\$690.72	11.16%	\$669.00	16.75%	77
<b>2005</b>	68	15.25%	\$759,306	25.51%	\$503,750	6.05%	\$707.02	2.36%	\$716.00	7.03%	109
<b>2006</b>	36	-47.06%	\$578,056	-23.87%	\$445,000	-11.66%	\$694.23	-1.81%	\$684.00	-4.47%	85

Average and Median Selling Prices



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## Beacon Hill

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	21	0.00%	\$255,429	22.20%	\$250,000	0.00%	\$618.62	7.28%	32
	2005	15	-28.57%	\$258,400	1.16%	\$285,000	14.00%	\$737.47	19.21%	58
	2006	12	-20.00%	\$349,364	35.20%	\$249,250	-12.54%	\$693.92	-5.91%	76
One Bed	2004	154	30.51%	\$405,808	22.72%	\$368,500	21.62%	\$655.67	12.90%	64
	2005	129	-16.23%	\$410,468	1.15%	\$380,000	3.12%	\$693.58	5.78%	50
	2006	96	-25.58%	\$406,508	-0.96%	\$399,000	5.00%	\$696.89	0.48%	82
Two Beds	2004	110	48.65%	\$709,720	22.59%	\$656,250	21.19%	\$642.72	10.61%	89
	2005	109	-0.91%	\$724,135	2.03%	\$665,000	1.33%	\$657.60	2.32%	108
	2006	74	-32.11%	\$762,527	5.30%	\$675,000	1.50%	\$702.30	6.80%	101
Three Plus Beds	2004	23	53.33%	\$1,288,283	-24.02%	\$1,275,000	-2.30%	\$644.09	-9.58%	73
	2005	28	21.74%	\$1,674,718	30.00%	\$1,265,000	-0.78%	\$737.92	14.57%	130
	2006	13	-53.57%	\$1,345,538	-19.66%	\$1,270,000	0.40%	\$562.00	-23.84%	227

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## Beacon Hill

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	3	0.00%	\$361,334	118.64%	\$395,000	0.00%	\$753.33	36.35%	24
	2005	5	66.67%	\$240,600	-33.41%	\$218,000	-44.81%	\$723.00	-4.03%	52
	2006	2	-60.00%	\$194,500	-19.16%	\$194,500	-10.78%	\$668.00	-7.61%	62
One Bed	2004	24	71.43%	\$380,500	15.80%	\$324,500	5.19%	\$696.75	30.49%	53
	2005	25	4.17%	\$458,488	20.50%	\$389,000	19.88%	\$714.88	2.60%	58
	2006	16	-36.00%	\$427,844	-6.68%	\$427,500	9.90%	\$742.81	3.91%	77
Two Beds	2004	25	56.25%	\$772,797	7.01%	\$662,500	-11.31%	\$671.32	3.92%	111
	2005	27	8.00%	\$769,504	-0.43%	\$679,000	2.49%	\$685.70	2.14%	158
	2006	9	-66.67%	\$589,778	-23.36%	\$463,000	-31.81%	\$669.89	-2.31%	118
Three Plus Beds	2004	2	-33.33%	\$1,582,500	-31.15%	\$1,582,500	-35.94%	\$566.50	-39.99%	24
	2005	8	300.00%	\$2,055,125	29.87%	\$1,436,250	-9.24%	\$762.00	34.51%	118
	2006	4	-50.00%	\$1,382,500	-32.73%	\$1,107,500	-22.89%	\$567.75	-25.49%	56

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## Beacon Hill

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	144	5.88%	\$334,069	15.54%	\$327,000	11.60%	\$654.41	13.20%	44
	<b>2005</b>	147	2.08%	\$356,166	6.61%	\$345,000	5.50%	\$694.35	6.10%	55
	<b>2006</b>	100	-31.97%	\$365,903	2.73%	\$366,000	6.09%	\$702.75	1.21%	67
701-1000	<b>2004</b>	80	150.00%	\$535,108	12.64%	\$506,250	10.60%	\$656.45	18.79%	96
	<b>2005</b>	46	-42.50%	\$558,135	4.30%	\$545,000	7.65%	\$669.61	2.00%	66
	<b>2006</b>	45	-2.17%	\$538,453	-3.53%	\$538,000	-1.28%	\$659.09	-1.57%	97
1001-1500	<b>2004</b>	60	42.86%	\$776,392	9.29%	\$751,000	7.82%	\$623.85	4.51%	84
	<b>2005</b>	56	-6.67%	\$806,918	3.93%	\$810,000	7.86%	\$640.93	2.74%	139
	<b>2006</b>	38	-32.14%	\$928,592	15.08%	\$855,000	5.56%	\$720.18	12.37%	116
1501-1800	<b>2004</b>	11	266.67%	\$1,018,455	0.67%	\$932,000	-5.86%	\$628.55	-3.60%	151
	<b>2005</b>	12	9.09%	\$1,095,125	7.53%	\$1,052,500	12.93%	\$657.25	4.57%	85
	<b>2006</b>	4	-66.67%	\$968,500	-11.56%	\$949,500	-9.79%	\$598.25	-8.98%	211
1801-2400	<b>2004</b>	11	120.00%	\$1,473,364	11.30%	\$1,390,000	6.76%	\$688.55	12.69%	50
	<b>2005</b>	11	0.00%	\$1,487,045	0.93%	\$1,462,500	5.22%	\$727.91	5.72%	113
	<b>2006</b>	6	-45.45%	\$1,246,667	-16.16%	\$1,260,000	-13.85%	\$579.50	-20.39%	271
Over 2400	<b>2004</b>	5	-58.33%	\$2,067,000	35.07%	\$1,850,000	82.72%	\$673.20	39.00%	190
	<b>2005</b>	10	100.00%	\$2,820,910	36.47%	\$2,697,500	45.81%	\$885.90	31.60%	175
	<b>2006</b>	5	-50.00%	\$2,140,000	-24.14%	\$2,000,000	-25.86%	\$584.60	-34.01%	247

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## Beacon Hill

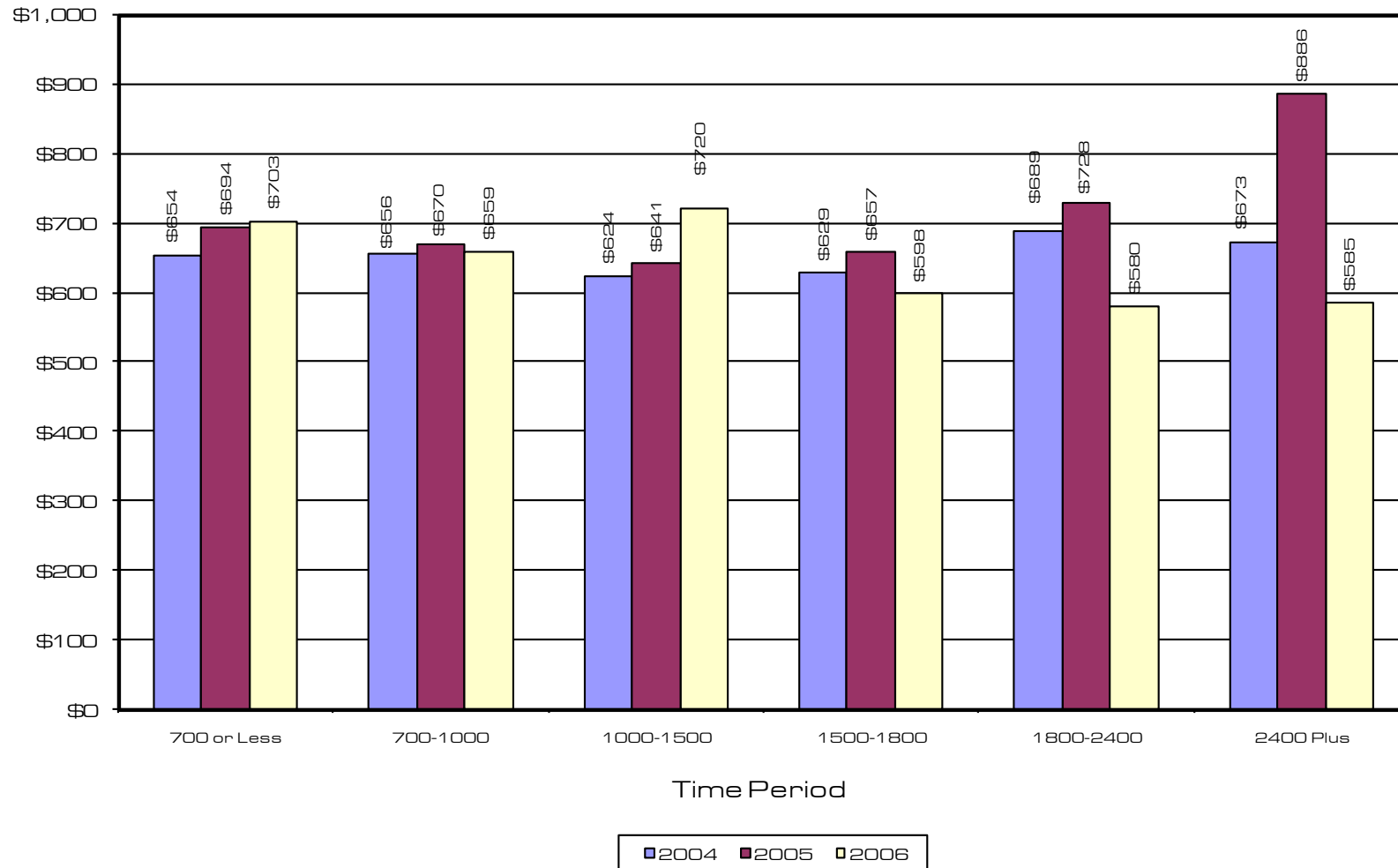
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	32	100.00%	\$360,066	33.09%	\$328,500	11.93%	\$709.50	26.80%	52
	<b>2005</b>	33	3.13%	\$369,233	2.55%	\$375,000	14.16%	\$695.15	-2.02%	76
	<b>2006</b>	17	-48.48%	\$383,353	3.82%	\$394,000	5.07%	\$739.82	6.43%	81
701-1000	<b>2004</b>	11	120.00%	\$612,500	28.51%	\$633,000	31.60%	\$704.73	31.53%	65
	<b>2005</b>	11	0.00%	\$585,284	-4.44%	\$535,000	-15.48%	\$723.73	2.70%	81
	<b>2006</b>	8	-27.27%	\$500,063	-14.56%	\$486,750	-9.02%	\$641.50	-11.36%	100
1001-1500	<b>2004</b>	9	-18.18%	\$860,146	10.10%	\$870,815	15.34%	\$628.22	-3.66%	133
	<b>2005</b>	9	0.00%	\$824,000	-4.20%	\$850,000	-2.39%	\$634.00	0.92%	209
	<b>2006</b>	5	-44.44%	\$991,000	20.27%	\$975,000	14.71%	\$740.80	16.85%	88
1501-1800	<b>2004</b>	2	0.00%	\$957,500	-6.36%	\$957,500	-6.36%	\$594.00	-10.41%	128
	<b>2005</b>	2	0.00%	\$935,000	-2.35%	\$935,000	-2.35%	\$558.50	-5.98%	57
	<b>2006</b>									
1801-2400	<b>2004</b>	1		\$1,390,000		\$1,390,000		\$655.00		2
	<b>2005</b>	7	600.00%	\$1,517,500	9.17%	\$1,462,500	5.22%	\$749.86	14.48%	159
	<b>2006</b>									
Over 2400	<b>2004</b>	2	0.00%	\$2,345,000	-24.30%	\$2,345,000	-24.30%	\$709.00	-34.86%	213
	<b>2005</b>	4	100.00%	\$2,912,875	24.22%	\$3,211,250	36.94%	\$922.50	30.11%	107
	<b>2006</b>	1	-75.00%	\$2,600,000	-10.74%	\$2,600,000	-19.03%	\$108.00	-88.29%	19

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## Beacon Hill

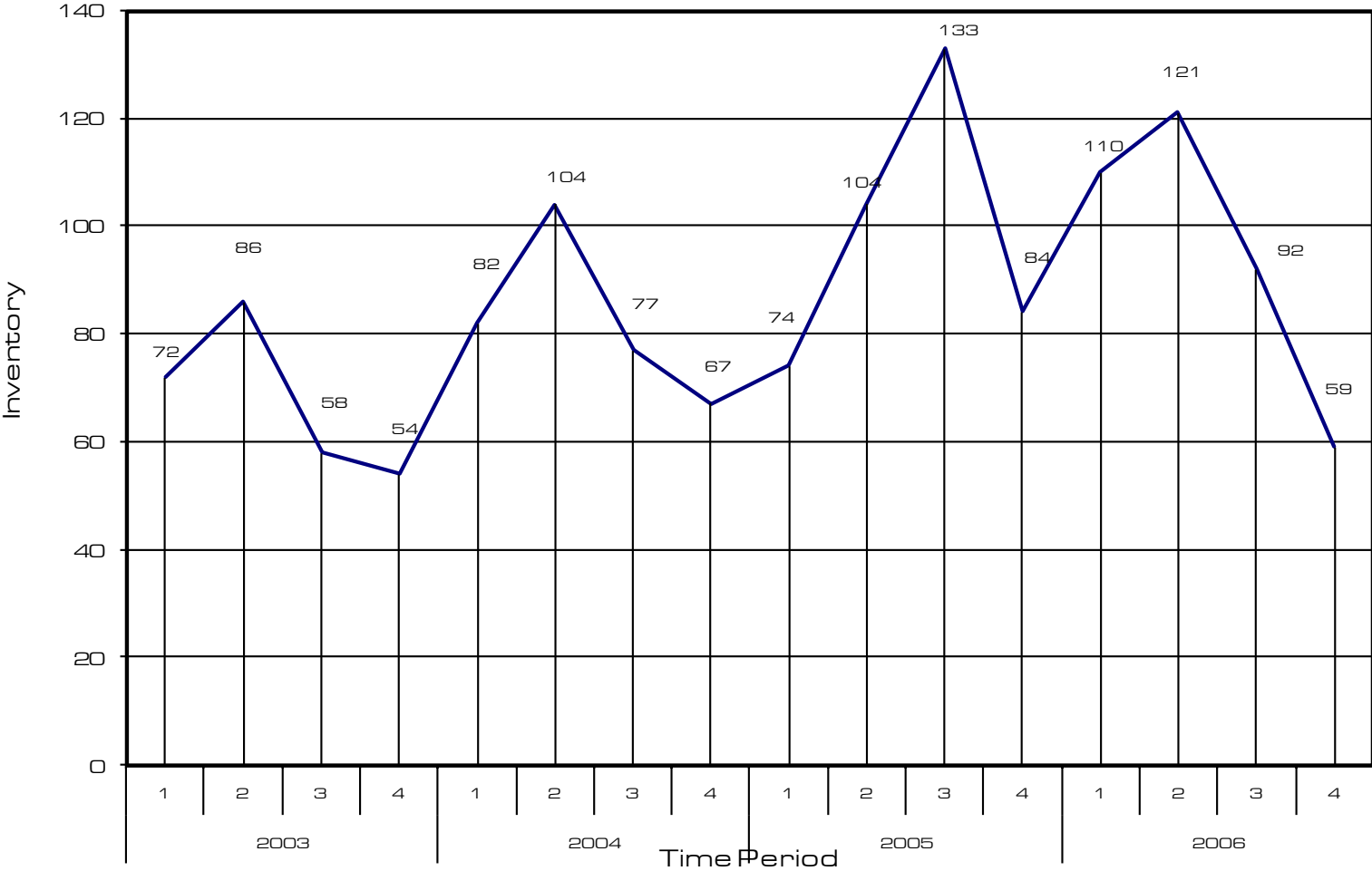
Average Price per Square Foot Comparison  
2004 - 2006



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## Beacon Hill

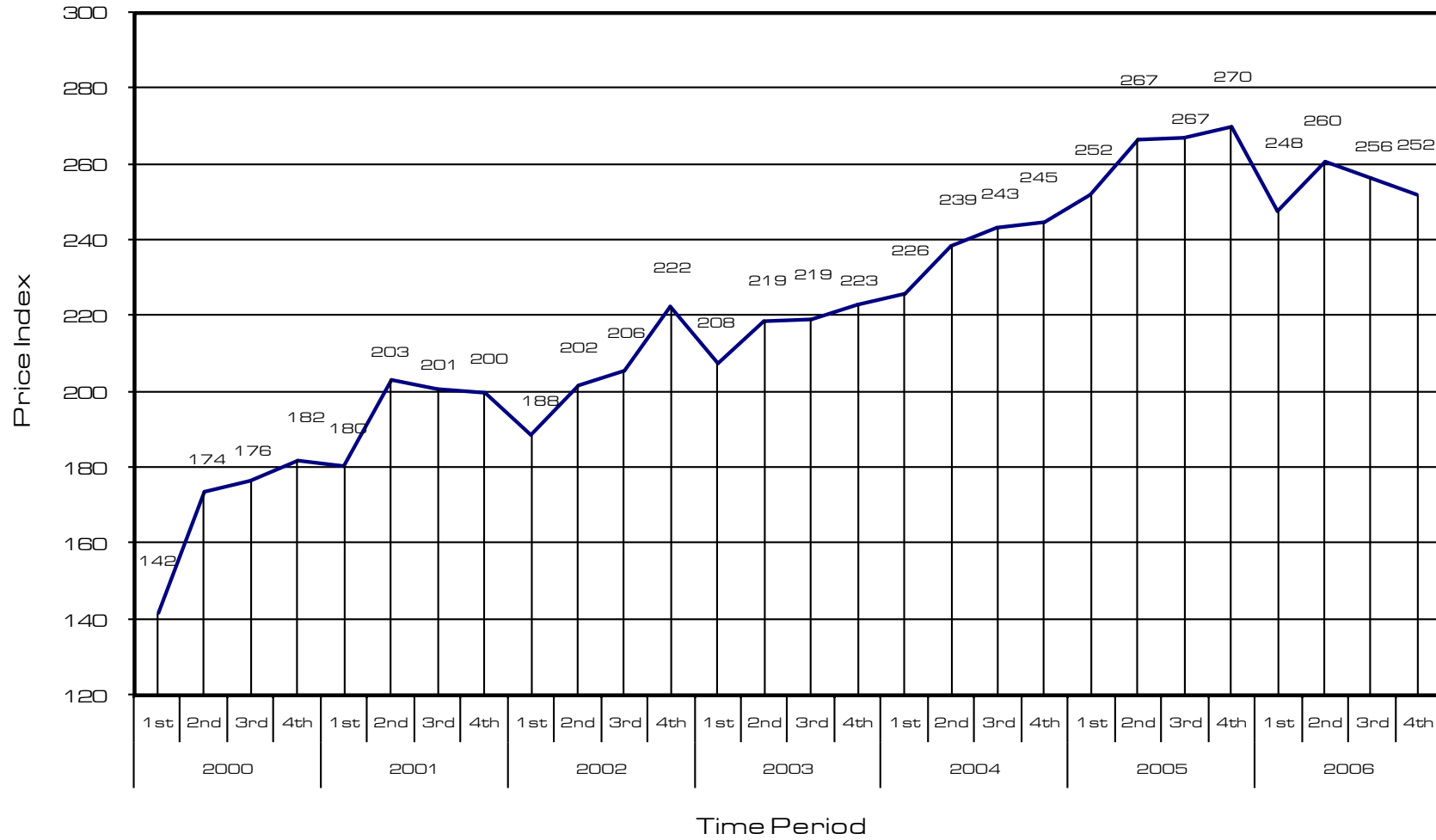
Inventory  
2003 to 2006



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## Charlestown

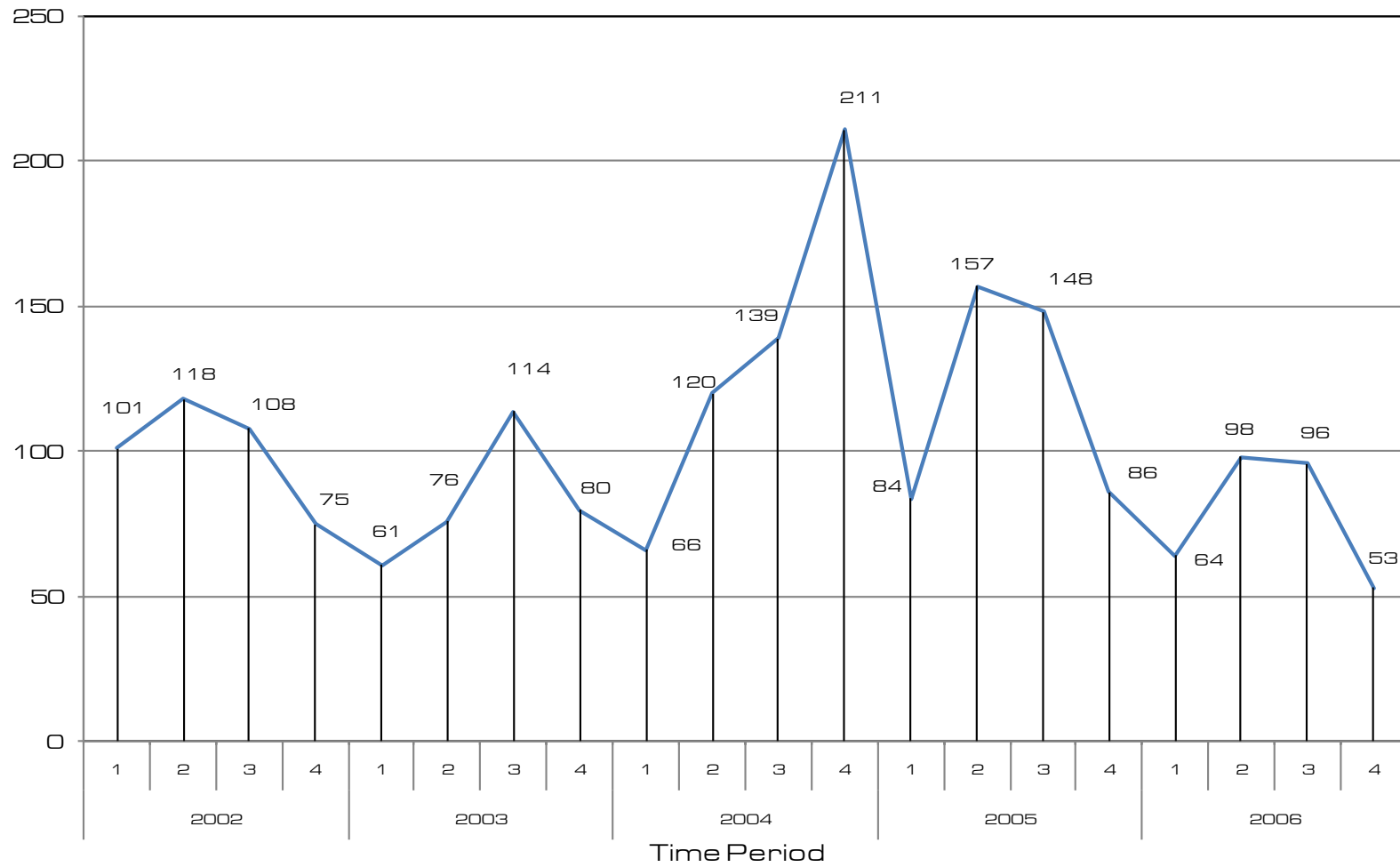
Price Index  
(Appreciation Rate)



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## Charlestown

Total Sales by Quarter  
2002 - 2006



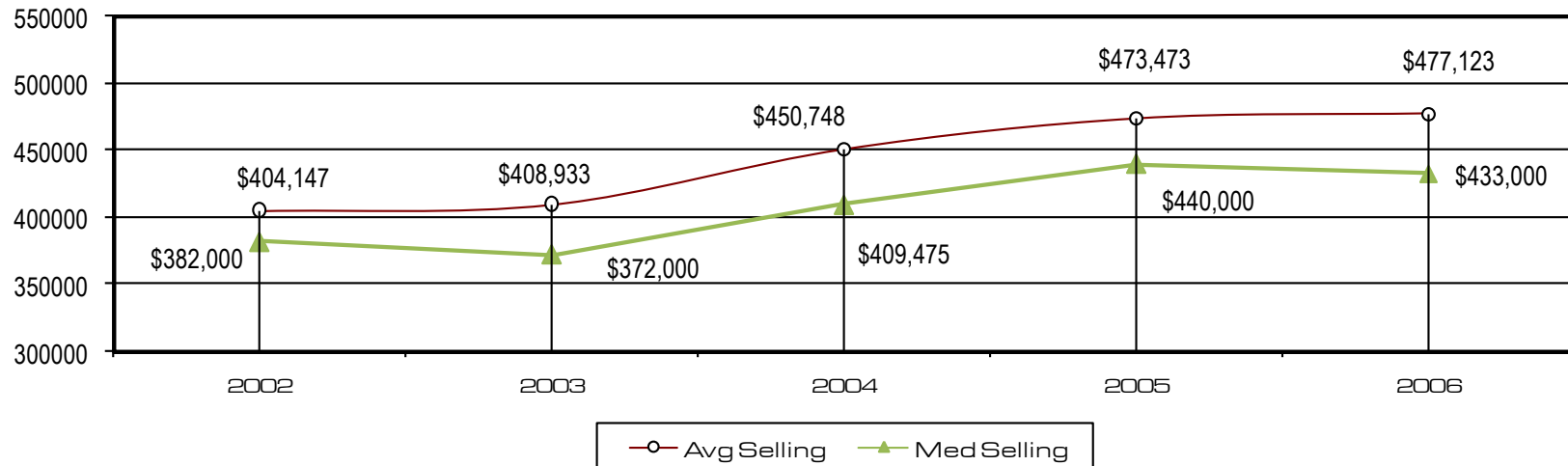
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## Charlestown

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	402	14.53%	\$404,147	-3.34%	\$382,000	3.24%	\$379.93	3.93%	\$385.50	5.47%	68
<b>2003</b>	331	-17.66%	\$408,933	1.18%	\$372,000	-2.62%	\$407.06	7.14%	\$409.50	6.23%	72
<b>2004</b>	536	61.93%	\$450,748	10.23%	\$409,475	10.07%	\$444.03	9.08%	\$439.50	7.33%	76
<b>2005</b>	475	-11.38%	\$473,473	5.04%	\$440,000	7.45%	\$490.41	10.44%	\$497.00	13.08%	80
<b>2006</b>	311	-34.53%	\$477,123	0.77%	\$433,000	-1.59%	\$470.29	-4.10%	\$465.00	-6.44%	91

Average and Median Selling Prices



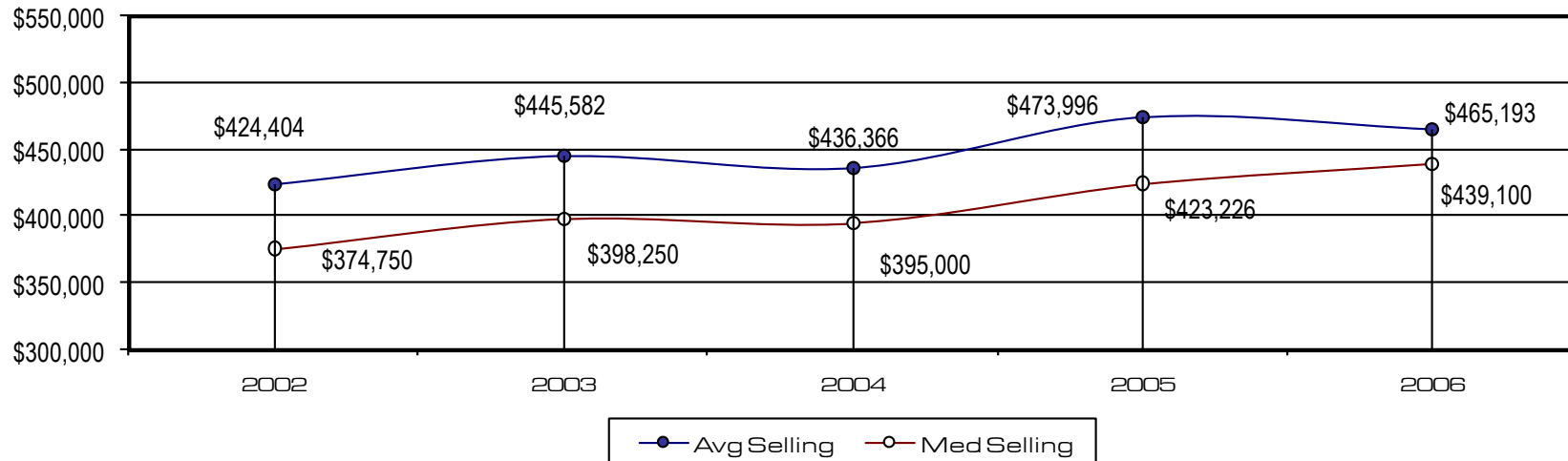
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## Charlestown

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	75	-16.67%	\$424,404	0.47%	\$374,750	-9.70%	\$410.51	9.86%	\$419.00	12.63%	57
<b>2003</b>	80	6.67%	\$445,582	4.99%	\$398,250	6.27%	\$415.32	1.17%	\$415.00	-0.95%	80
<b>2004</b>	211	163.75%	\$436,366	-2.07%	\$395,000	-0.82%	\$451.82	8.79%	\$449.50	8.31%	71
<b>2005</b>	86	-59.24%	\$473,996	8.62%	\$423,226	7.15%	\$510.51	12.99%	\$530.00	17.91%	98
<b>2006</b>	53	-38.37%	\$465,193	-1.86%	\$439,100	3.75%	\$464.38	-9.04%	\$466.00	-12.08%	112

Average and Median Selling Prices



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## Charlestown

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	12	0.00%	\$237,021	53.66%	\$236,750	0.00%	\$479.92	45.65%	84
	2005	7	-41.67%	\$251,061	5.92%	\$237,150	0.17%	\$564.50	17.62%	72
	2006	6	-14.29%	\$315,000	25.47%	\$310,000	30.72%	\$560.83	-0.65%	98
One Bed	2004	185	65.18%	\$346,278	7.28%	\$338,850	12.95%	\$467.51	7.87%	59
	2005	185	0.00%	\$378,449	9.29%	\$367,000	8.31%	\$518.91	11.00%	84
	2006	113	-38.92%	\$390,879	3.28%	\$385,000	4.90%	\$523.63	0.91%	67
Two Beds	2004	262	66.88%	\$489,576	12.69%	\$443,900	8.93%	\$437.89	8.34%	76
	2005	225	-14.12%	\$527,430	7.73%	\$511,470	15.22%	\$474.84	8.44%	80
	2006	149	-33.78%	\$518,110	-1.77%	\$490,000	-4.20%	\$438.91	-7.57%	104
Three Plus Beds	2004	60	62.16%	\$643,801	12.53%	\$575,500	3.69%	\$388.73	4.96%	105
	2005	36	-40.00%	\$706,604	9.76%	\$641,500	11.47%	\$421.03	8.31%	75
	2006	31	-13.89%	\$646,145	-8.56%	\$574,000	-10.52%	\$412.93	-1.92%	117

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## Charlestown

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	8		\$238,406		\$236,750		\$490.63		
	2005	2	-75.00%	\$277,015	16.19%	\$277,015	17.01%	\$632.50	28.92%	51
	2006									
One Bed	2004	98	366.67%	\$352,609	13.52%	\$348,750	15.10%	\$465.40	8.80%	49
	2005	40	-59.18%	\$381,713	8.25%	\$383,850	10.06%	\$540.93	16.23%	135
	2006	19	-52.50%	\$356,239	-6.67%	\$367,500	-4.26%	\$502.68	-7.07%	90
Two Beds	2004	86	109.76%	\$486,492	10.75%	\$453,000	13.25%	\$440.03	5.37%	59
	2005	35	-59.30%	\$540,903	11.18%	\$545,000	20.31%	\$487.31	10.74%	84
	2006	22	-37.14%	\$522,078	-3.48%	\$494,500	-9.27%	\$444.82	-8.72%	122
Three Plus Beds	2004	15	114.29%	\$785,660	21.50%	\$575,000	3.60%	\$410.87	4.09%	126
	2005	6	-60.00%	\$676,417	-13.90%	\$655,500	14.00%	\$402.33	-2.08%	74
	2006	4	-33.33%	\$675,750	-0.10%	\$674,000	2.82%	\$390.00	-3.07%	179

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## Charlestown

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	111	50.00%	\$294,469	13.75%	\$308,000	13.65%	\$489.48	9.78%	70
	<b>2005</b>	117	5.41%	\$331,996	12.74%	\$337,500	9.58%	\$543.88	11.11%	84
	<b>2006</b>	67	-42.74%	\$331,949	-0.01%	\$319,000	-5.48%	\$538.06	-1.07%	60
701-1000	<b>2004</b>	182	78.43%	\$385,296	8.03%	\$377,695	7.15%	\$453.51	7.21%	61
	<b>2005</b>	151	-17.03%	\$422,514	9.66%	\$409,000	8.29%	\$496.20	9.41%	66
	<b>2006</b>	82	-45.70%	\$405,249	-4.09%	\$401,500	-1.83%	\$485.52	-2.15%	96
1001-1500	<b>2004</b>	167	68.69%	\$494,490	8.23%	\$479,000	3.57%	\$414.79	9.69%	76
	<b>2005</b>	141	-15.57%	\$560,514	13.35%	\$550,000	14.82%	\$466.41	12.45%	73
	<b>2006</b>	114	-19.15%	\$522,014	-6.87%	\$522,000	-5.09%	\$435.51	-6.63%	98
1501-1800	<b>2004</b>	23	4.55%	\$624,880	-2.95%	\$595,000	-8.46%	\$375.30	-2.98%	108
	<b>2005</b>	22	-4.35%	\$708,773	13.43%	\$666,250	11.97%	\$425.14	13.28%	134
	<b>2006</b>	18	-18.18%	\$722,000	1.87%	\$714,000	7.17%	\$429.00	0.91%	98
1801-2400	<b>2004</b>	26	62.50%	\$876,565	29.80%	\$757,500	14.77%	\$431.92	23.76%	118
	<b>2005</b>	18	-30.77%	\$704,953	-19.58%	\$668,500	-11.75%	\$363.56	-15.83%	71
	<b>2006</b>	12	-33.33%	\$824,723	16.99%	\$851,388	27.36%	\$431.25	18.62%	116
Over 2400	<b>2004</b>	9	200.00%	\$1,167,644	34.26%	\$1,185,000	37.95%	\$445.11	38.95%	106
	<b>2005</b>	5	-44.44%	\$1,272,000	8.94%	\$1,240,000	4.64%	\$485.00	8.96%	203
	<b>2006</b>	5	0.00%	\$969,000	-23.82%	\$1,050,000	-15.32%	\$347.60	-28.33%	158

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## Charlestown

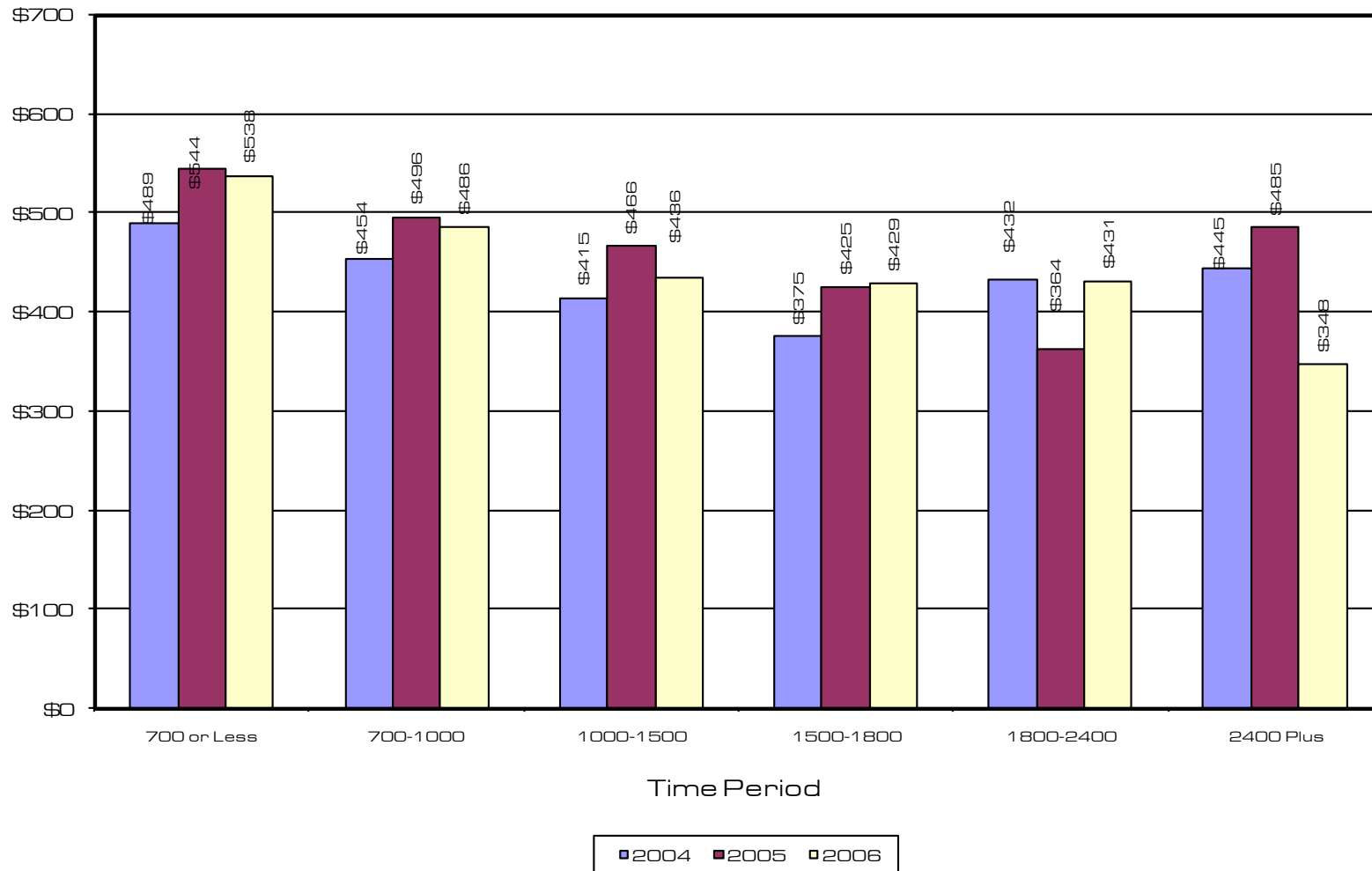
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	51	240.00%	\$301,602	17.37%	\$314,550	22.39%	\$486.31	3.82%	54
	<b>2005</b>	27	-47.06%	\$339,997	12.73%	\$339,000	7.77%	\$567.96	16.79%	97
	<b>2006</b>	9	-66.67%	\$318,756	-6.25%	\$315,000	-7.08%	\$511.11	-10.01%	147
701-1000	<b>2004</b>	83	207.41%	\$384,941	5.77%	\$377,500	4.57%	\$456.80	8.98%	43
	<b>2005</b>	28	-66.27%	\$416,169	8.11%	\$409,950	8.60%	\$501.43	9.77%	101
	<b>2006</b>	16	-42.86%	\$395,290	-5.02%	\$395,000	-3.65%	\$475.00	-5.27%	57
1001-1500	<b>2004</b>	59	210.53%	\$499,752	3.51%	\$469,000	0.86%	\$416.27	7.72%	81
	<b>2005</b>	20	-66.10%	\$595,355	19.13%	\$568,750	21.27%	\$483.00	16.03%	98
	<b>2006</b>	17	-15.00%	\$539,636	-9.36%	\$499,000	-12.26%	\$434.00	-10.14%	146
1501-1800	<b>2004</b>	4	-20.00%	\$629,750	9.33%	\$597,000	3.83%	\$366.25	2.94%	100
	<b>2005</b>	4	0.00%	\$727,750	15.56%	\$678,250	13.61%	\$420.00	14.68%	139
	<b>2006</b>	1	-75.00%	\$770,000	5.81%	\$770,000	13.53%	\$467.00	11.19%	215
1801-2400	<b>2004</b>	4	33.33%	\$913,750	3.45%	\$842,500	-10.36%	\$440.00	-6.32%	78
	<b>2005</b>	4	0.00%	\$790,475	-13.49%	\$777,450	-7.72%	\$414.25	-5.85%	54
	<b>2006</b>	1	-75.00%	\$920,000	16.39%	\$920,000	18.34%	\$509.00	22.87%	
Over 2400	<b>2004</b>	5	150.00%	\$1,346,780	53.92%	\$1,350,000	54.29%	\$514.80	67.41%	170
	<b>2005</b>									
	<b>2006</b>	1		\$900,000		\$900,000		\$343.00		92

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## Charlestown

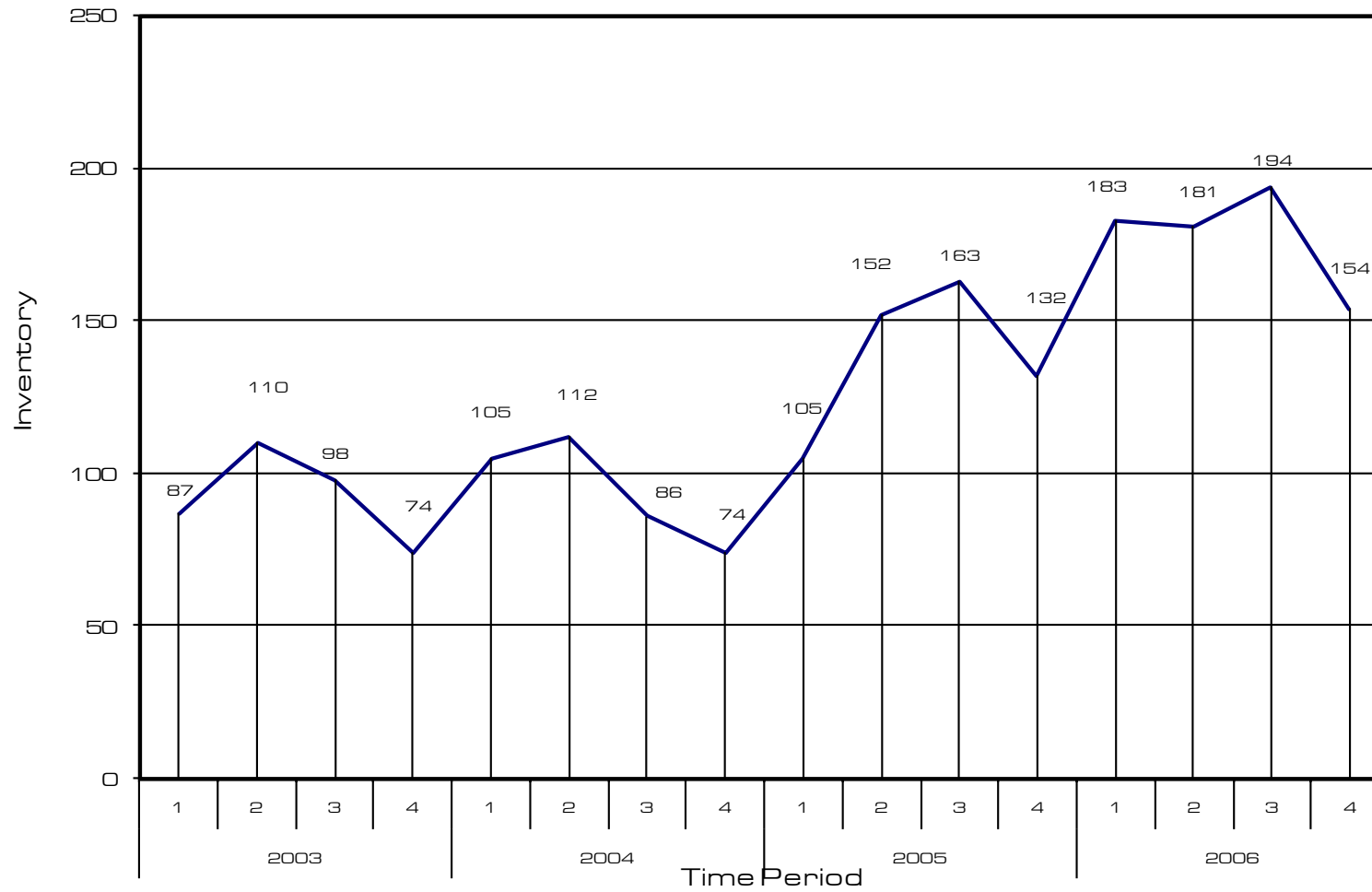
Average Price per Square Foot Comparison  
2004 - 2006



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## Charlestown

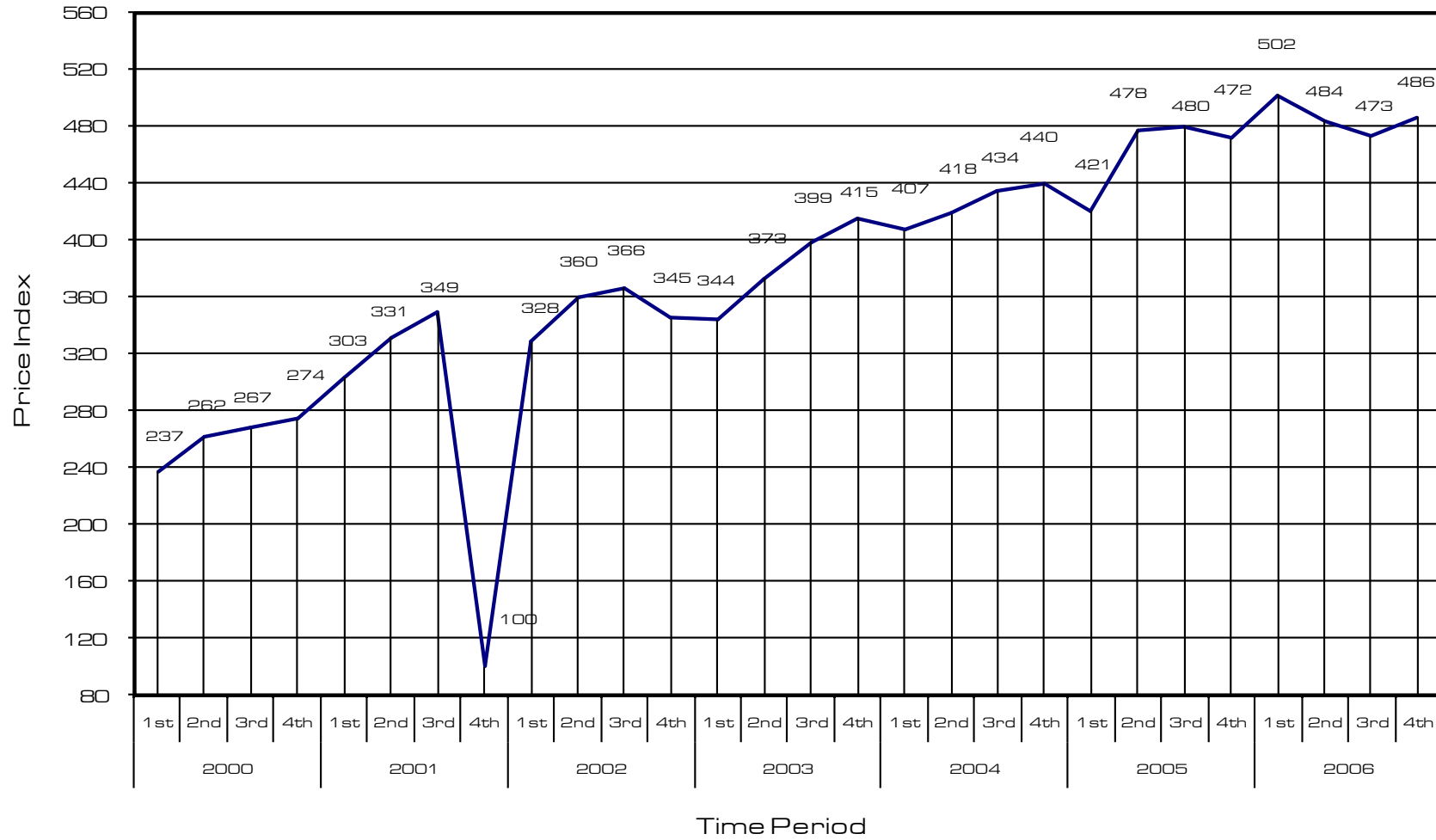
Inventory  
2003 to 2006



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## Fenway

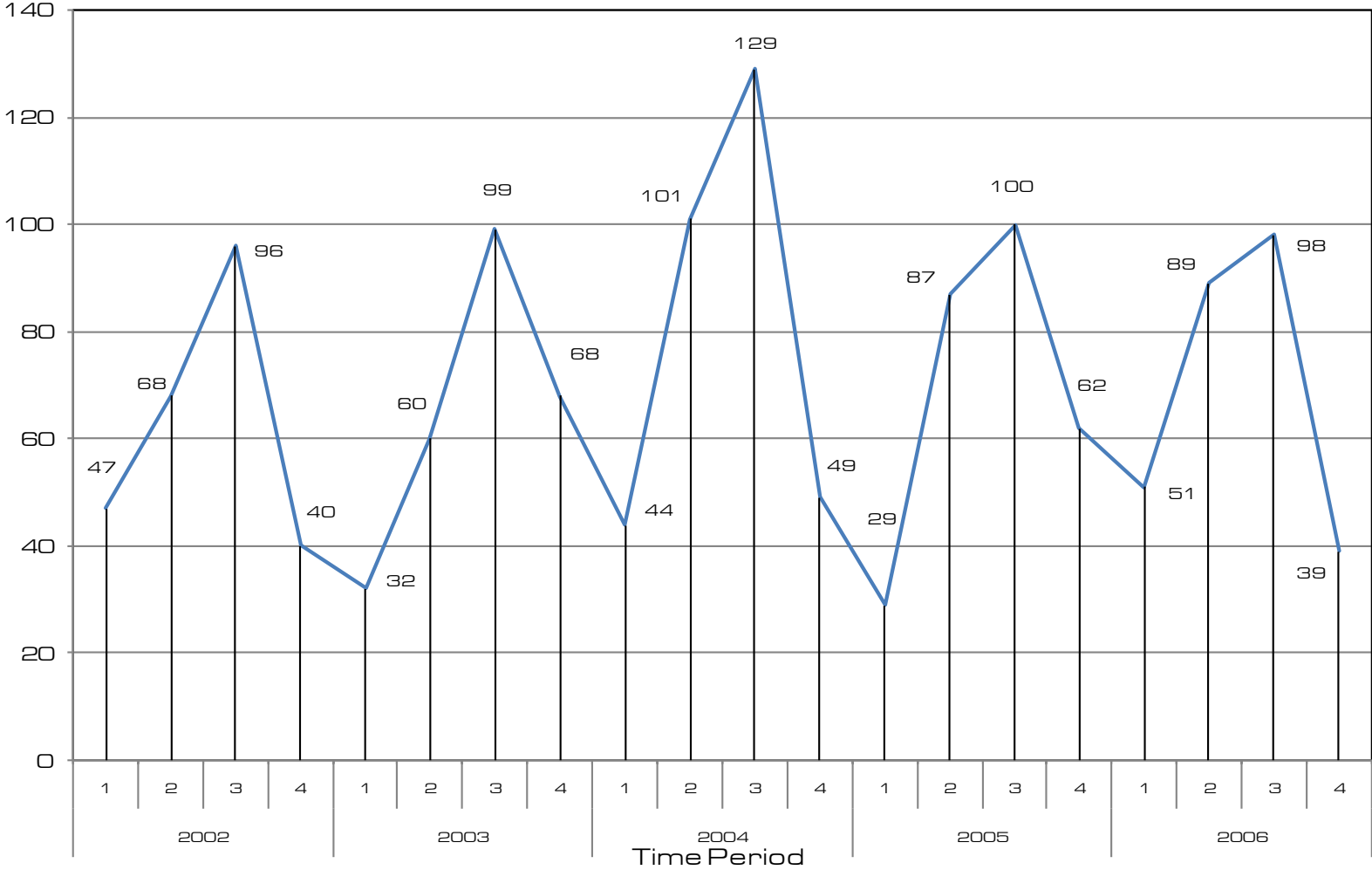
Price Index  
(Appreciation Rate)



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## Fenway

Total Sales by Quarter  
2002 - 2006



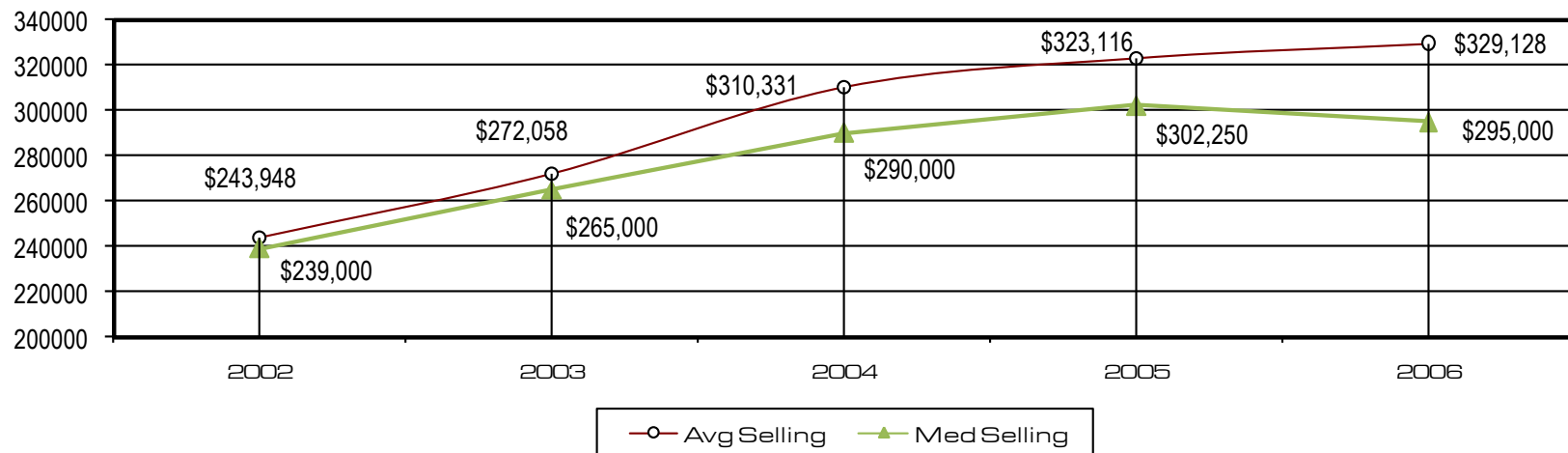
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## Fenway

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	251	22.44%	\$243,948	4.17%	\$239,000	9.13%	\$370.81	5.44%	\$381.00	7.02%	52
<b>2003</b>	259	3.19%	\$272,058	11.52%	\$265,000	10.88%	\$400.12	7.90%	\$420.00	10.24%	47
<b>2004</b>	323	24.71%	\$310,331	14.07%	\$290,000	9.43%	\$442.34	10.55%	\$449.00	6.90%	45
<b>2005</b>	278	-13.93%	\$323,116	4.12%	\$302,250	4.22%	\$503.75	13.88%	\$509.50	13.47%	48
<b>2006</b>	277	-0.36%	\$329,128	1.86%	\$295,000	-2.40%	\$508.64	0.97%	\$510.00	0.10%	50

Average and Median Selling Prices



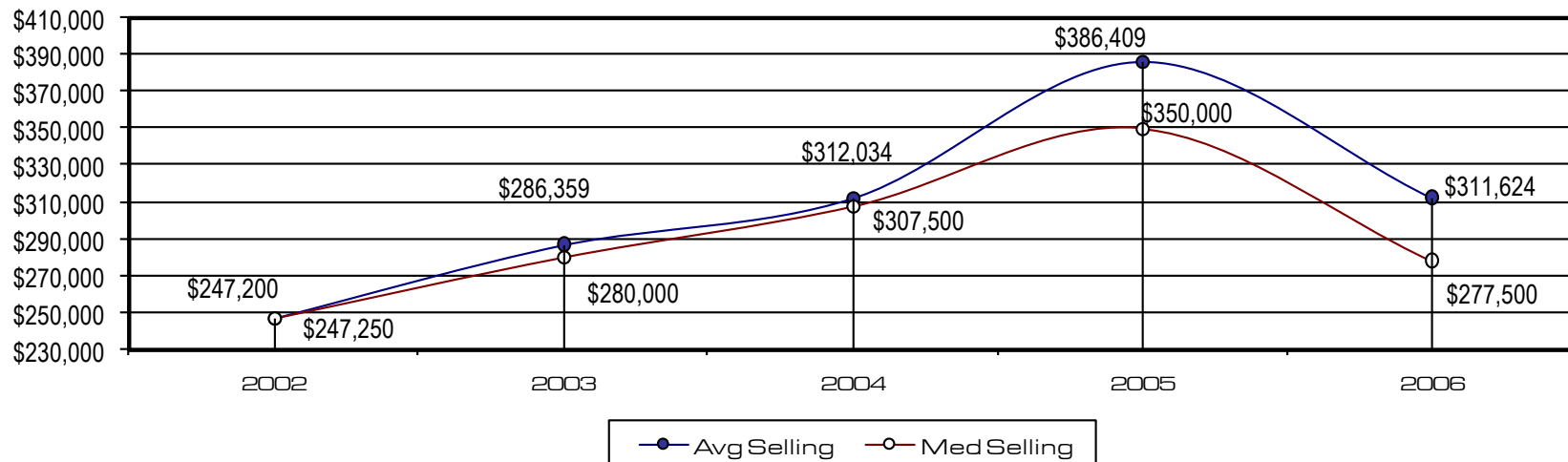
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## Fenway

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	40	81.82%	\$247,200	10.41%	\$247,250	18.87%	\$368.30	11.27%	\$384.50	10.65%	44
<b>2003</b>	68	70.00%	\$286,359	15.84%	\$280,000	13.25%	\$402.06	9.17%	\$442.50	15.08%	51
<b>2004</b>	49	-27.94%	\$312,034	8.97%	\$307,500	9.82%	\$462.47	15.02%	\$469.00	5.99%	44
<b>2005</b>	62	26.53%	\$386,409	23.84%	\$350,000	13.82%	\$514.00	11.14%	\$542.00	15.57%	63
<b>2006</b>	39	-37.10%	\$311,624	-19.35%	\$277,500	-20.71%	\$515.94	0.38%	\$527.50	-2.68%	32

Average and Median Selling Prices



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## Fenway

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	43	0.00%	\$191,128	13.13%	\$192,000	0.00%	\$489.00	8.43%	48
	2005	26	-39.53%	\$195,949	2.52%	\$191,750	-0.13%	\$534.35	9.27%	54
	2006	23	-11.54%	\$220,659	12.61%	\$208,500	8.74%	\$541.26	1.29%	49
One Bed	2004	150	25.00%	\$261,776	6.13%	\$270,000	8.00%	\$452.51	3.46%	41
	2005	153	2.00%	\$276,730	5.71%	\$277,500	2.78%	\$510.94	12.91%	43
	2006	146	-4.58%	\$279,569	1.03%	\$279,950	0.88%	\$525.11	2.77%	45
Two Beds	2004	111	35.37%	\$396,811	21.89%	\$387,500	16.02%	\$418.84	13.99%	47
	2005	77	-30.63%	\$443,934	11.88%	\$450,000	16.13%	\$487.42	16.37%	47
	2006	84	9.09%	\$441,689	-0.51%	\$424,250	-5.72%	\$469.29	-3.72%	70
Three Plus Beds	2004	9	28.57%	\$450,167	8.47%	\$420,000	5.00%	\$332.00	7.64%	82
	2005	10	11.11%	\$497,200	10.45%	\$420,500	0.12%	\$398.90	20.15%	156
	2006	2	-80.00%	\$384,500	-22.67%	\$384,500	-8.56%	\$335.00	-16.02%	1

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## Fenway

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	7	0.00%	\$168,643	-1.78%	\$163,000	0.00%	\$509.86	13.20%	67
	2005	3	-57.14%	\$199,729	18.43%	\$214,286	31.46%	\$537.33	5.39%	79
	2006	3	0.00%	\$254,917	27.63%	\$255,000	19.00%	\$609.33	13.40%	25
One Bed	2004	20	-28.57%	\$272,350	3.23%	\$269,750	1.79%	\$480.75	4.24%	36
	2005	23	15.00%	\$288,549	5.95%	\$275,000	1.95%	\$547.57	13.90%	59
	2006	24	4.35%	\$267,338	-7.35%	\$260,000	-5.45%	\$517.04	-5.57%	29
Two Beds	2004	18	-14.29%	\$413,967	26.56%	\$414,001	23.95%	\$426.17	8.30%	40
	2005	30	66.67%	\$470,056	13.55%	\$489,500	18.24%	\$502.23	17.85%	59
	2006	9	-70.00%	\$413,389	-12.06%	\$410,000	-16.24%	\$513.33	2.21%	44
Three Plus Beds	2004	2		\$400,000		\$400,000		\$399.00		
	2005	4	100.00%	\$506,750	26.69%	\$406,500	1.63%	\$391.75	-1.82%	120
	2006	1	-75.00%	\$270,000	-46.72%	\$270,000	-33.58%	\$234.00	-40.27%	

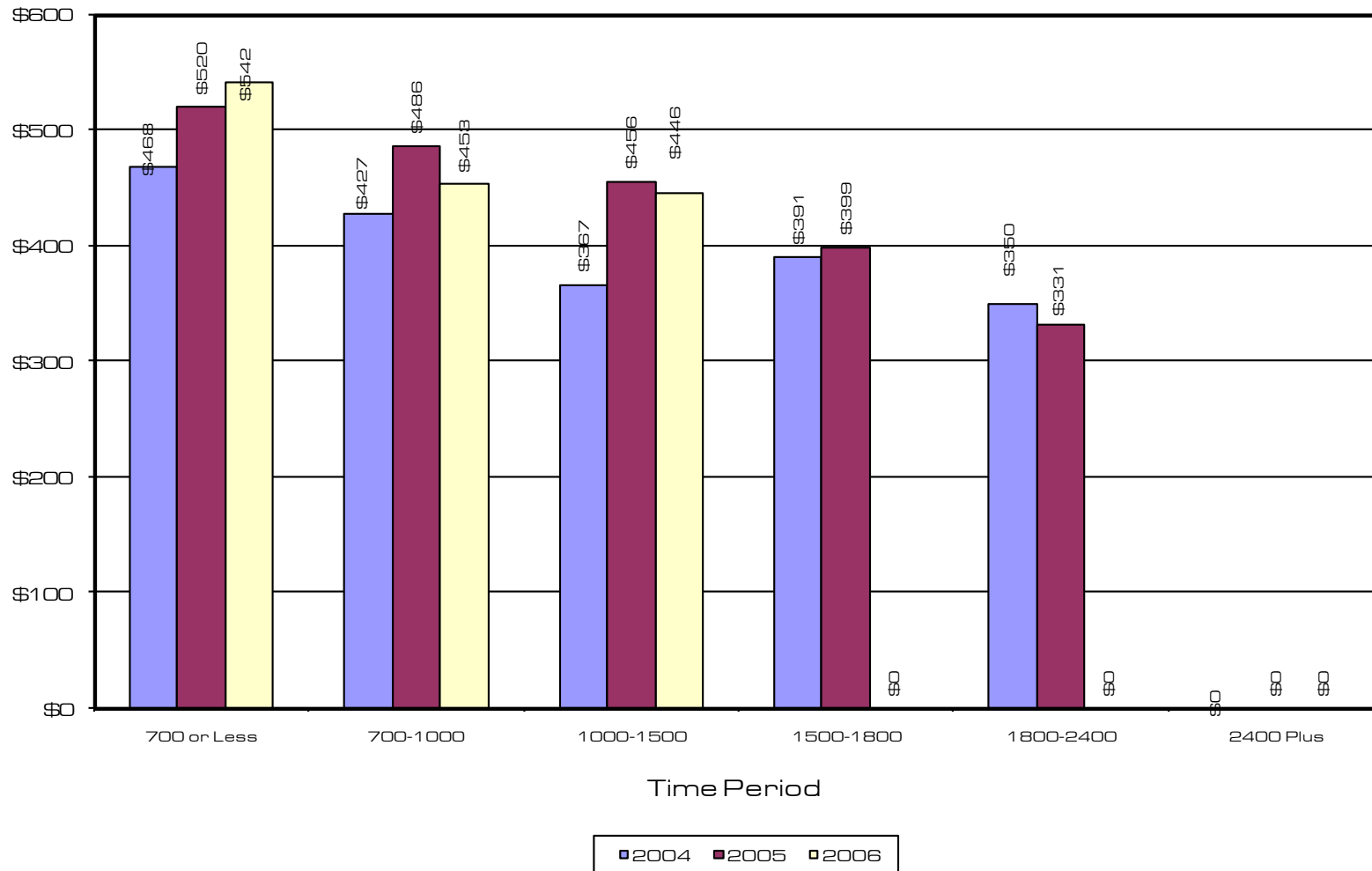




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## Fenway

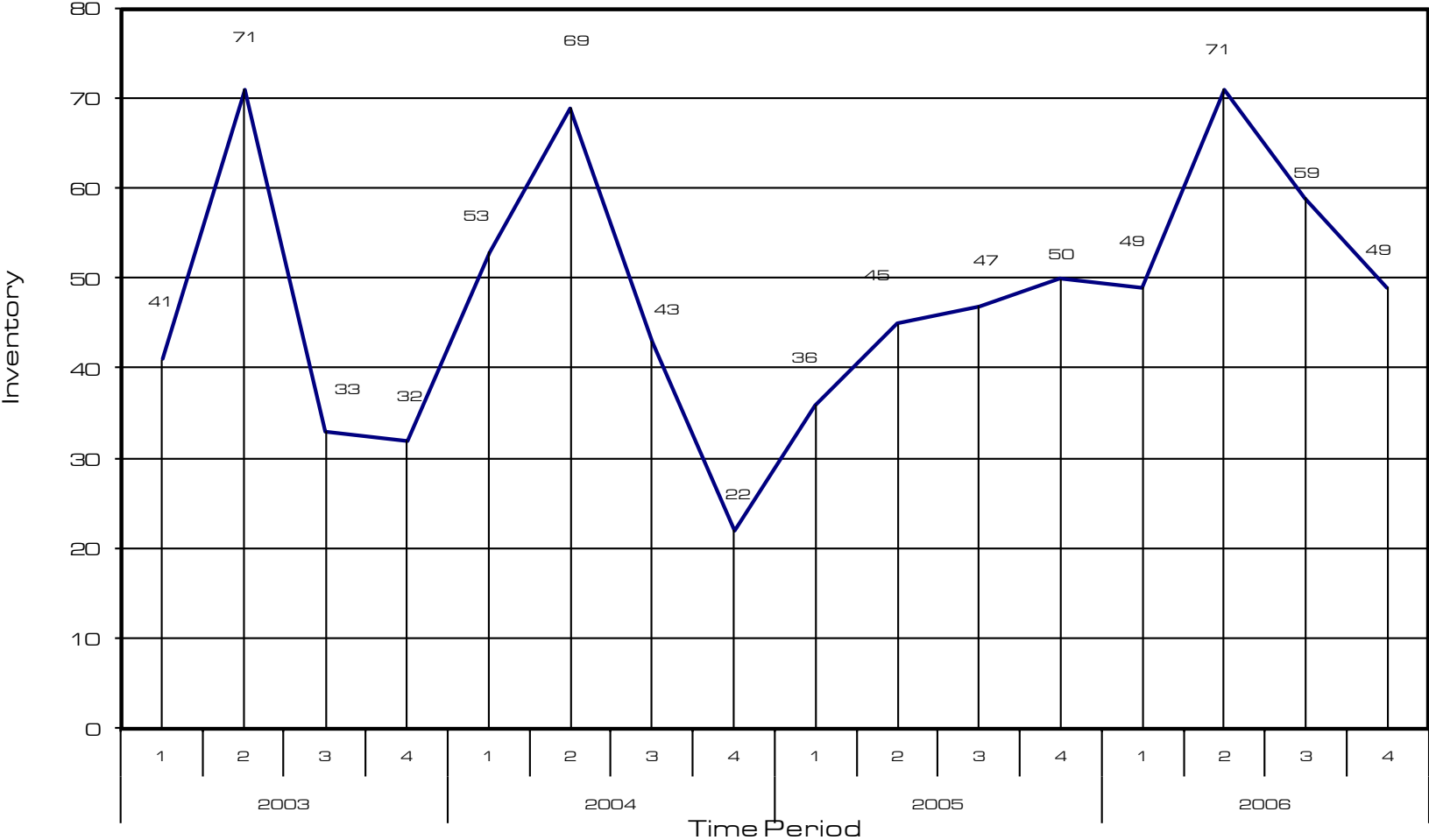
Average Price per Square Foot Comparison  
2004 - 2006



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## Fenway

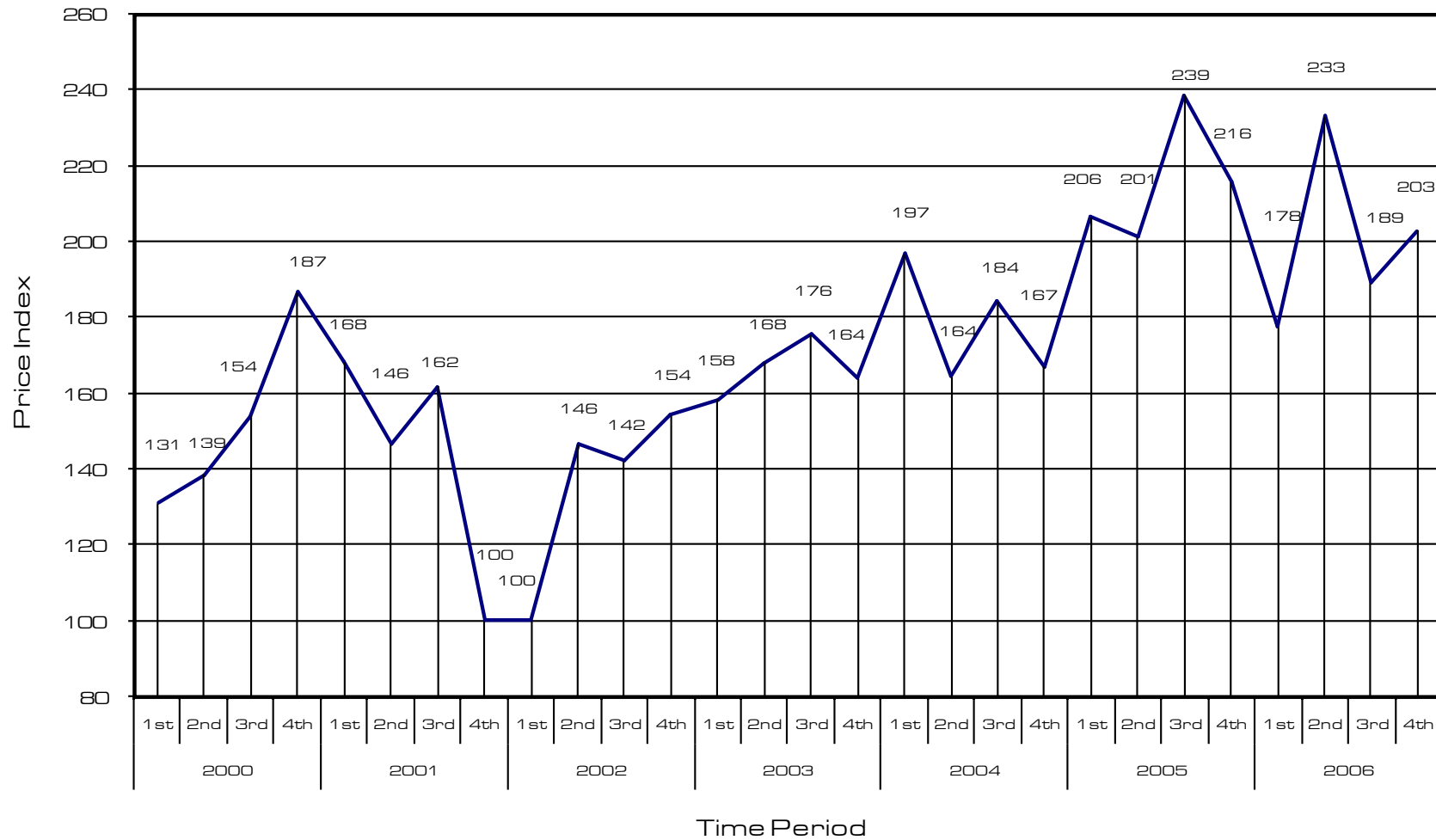
### Inventory 2003 to 2006



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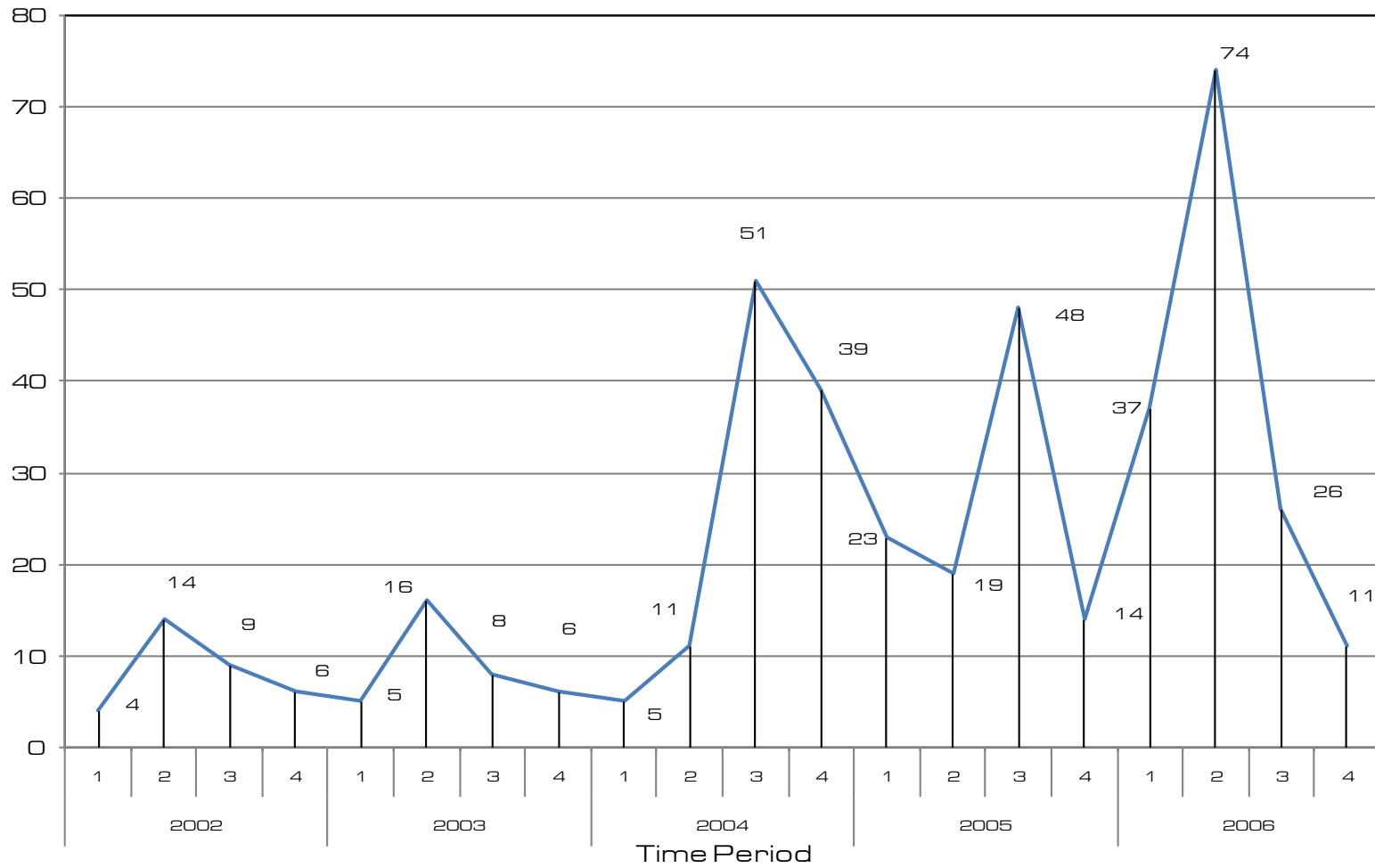
## Leather District

Price Index  
(Appreciation Rate)



# LINK

## Leather District Total Sales by Quarter 2002 - 2006

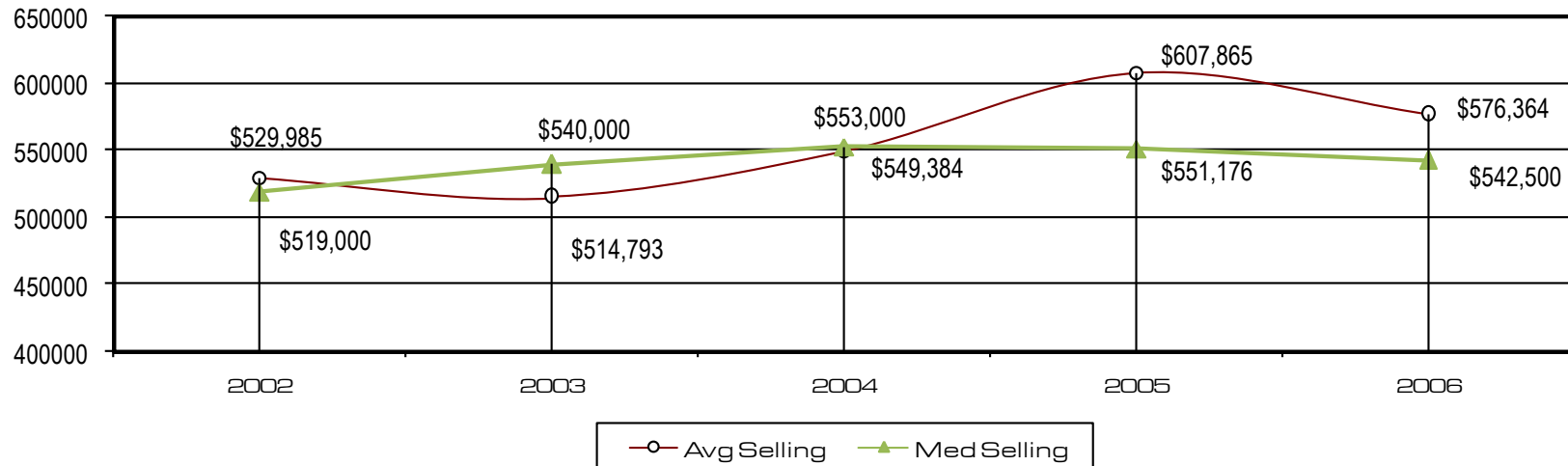


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## Leather District Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	33	26.92%	\$529,985	1.01%	\$519,000	-5.94%	\$339.44	-4.35%	\$354.00	0.85%	162
<b>2003</b>	35	6.06%	\$514,793	-2.87%	\$540,000	4.05%	\$375.48	10.62%	\$372.00	5.08%	107
<b>2004</b>	106	202.86%	\$549,384	6.72%	\$553,000	2.41%	\$499.64	33.06%	\$505.00	35.75%	97
<b>2005</b>	104	-1.89%	\$607,865	10.64%	\$551,176	-0.33%	\$519.40	3.96%	\$519.00	2.77%	74
<b>2006</b>	148	42.31%	\$576,364	-5.18%	\$542,500	-1.57%	\$508.74	-2.05%	\$518.00	-0.19%	138

Average and Median Selling Prices

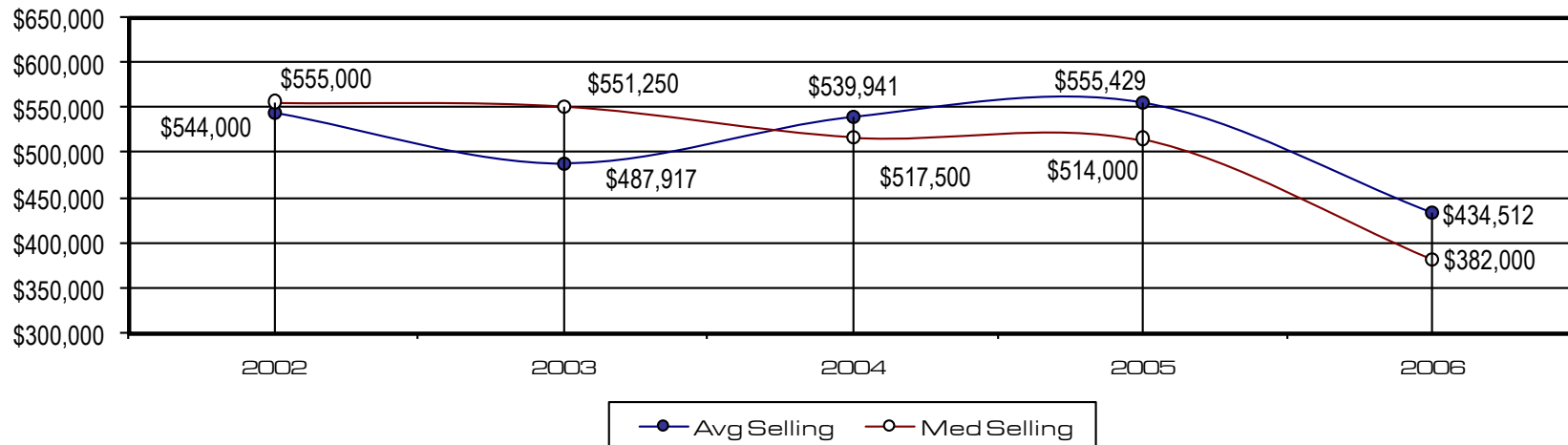


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## Leather District Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	6		\$544,000		\$555,000		\$349.50		\$374.00		109
<b>2003</b>	6	0.00%	\$487,917	-10.31%	\$551,250	-0.68%	\$368.33	5.39%	\$380.00	1.60%	48
<b>2004</b>	39	550.00%	\$539,941	10.66%	\$517,500	-6.12%	\$508.03	37.93%	\$491.00	29.21%	69
<b>2005</b>	14	-64.10%	\$555,429	2.87%	\$514,000	-0.68%	\$484.29	-4.67%	\$465.00	-5.30%	84
<b>2006</b>	11	-21.43%	\$434,512	-21.77%	\$382,000	-25.68%	\$515.36	6.42%	\$498.00	7.10%	169

Average and Median Selling Prices



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## Leather District

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004									
	2005	2		\$495,250		\$495,250		\$561.00		6
	2006	8	300.00%	\$370,063	-25.28%	\$313,750	-36.65%	\$518.50	-7.58%	131
One Bed	2004	40	81.82%	\$498,445	-3.85%	\$492,000	-9.31%	\$483.46	27.41%	108
	2005	56	40.00%	\$539,525	8.24%	\$502,750	2.18%	\$518.79	7.31%	71
	2006	78	39.29%	\$488,917	-9.38%	\$430,000	-14.47%	\$525.45	1.28%	126
Two Beds	2004	55	450.00%	\$583,773	8.15%	\$564,000	3.77%	\$508.94	34.00%	79
	2005	36	-34.55%	\$713,890	22.29%	\$688,100	22.00%	\$518.42	1.86%	90
	2006	47	30.56%	\$754,494	5.69%	\$650,000	-5.54%	\$505.72	-2.45%	141
Three Plus Beds	2004	5		\$713,000		\$719,000		\$561.40		
	2005	3	-40.00%	\$755,000	5.89%	\$710,000	-1.25%	\$505.67	-9.93%	
	2006	1	-66.67%	\$1,395,000	84.77%	\$1,395,000	96.48%	\$748.00	47.92%	662



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## Leather District

### Sales Comparison by Square Footage 2004 - 2006

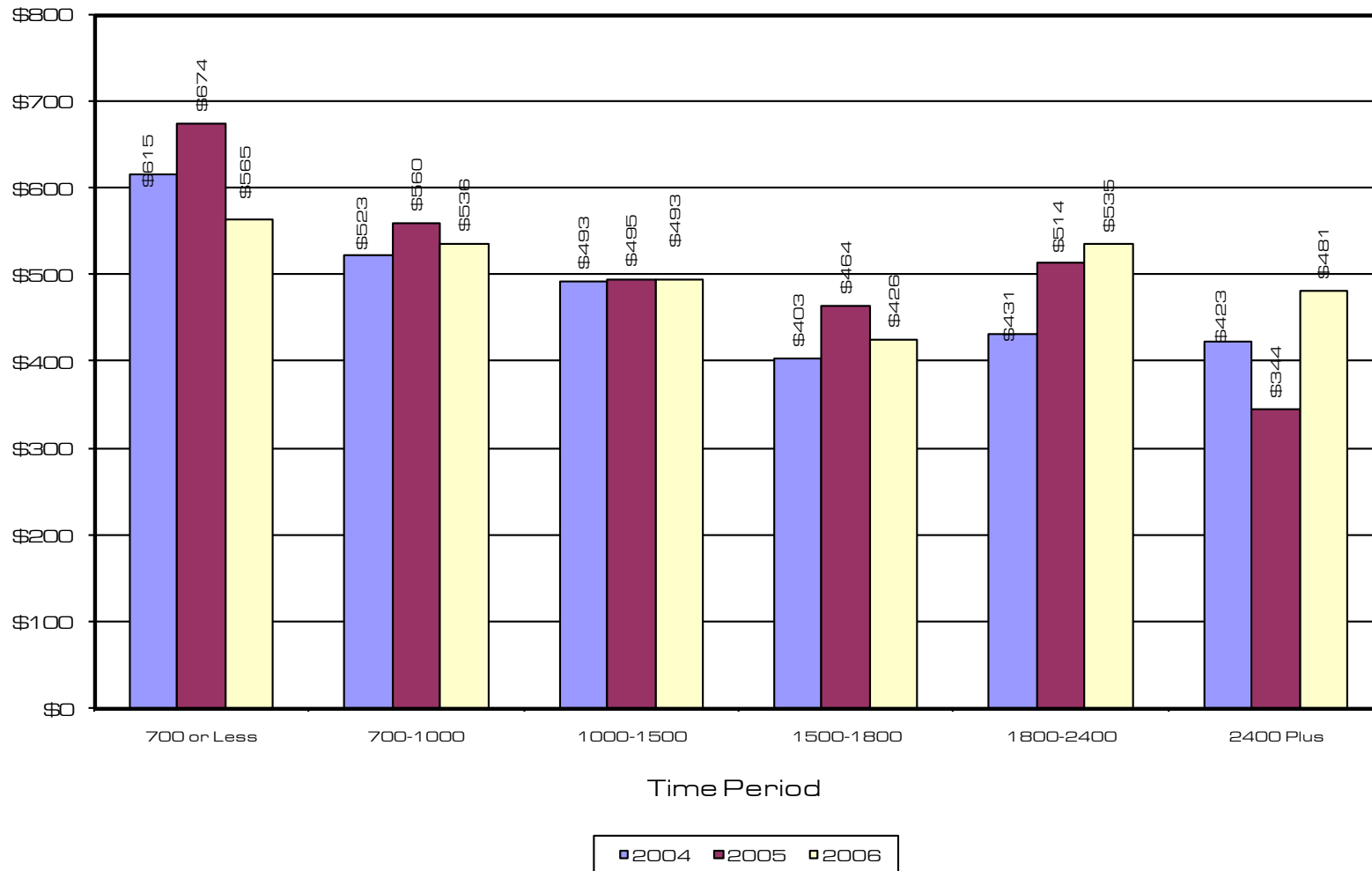
Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	14	1300.00%	\$325,135	-3.81%	\$336,000	-0.59%	\$615.00	6.40%	57
	<b>2005</b>	6	-57.14%	\$378,833	16.52%	\$367,000	9.23%	\$674.00	9.59%	93
	<b>2006</b>	24	300.00%	\$343,833	-9.24%	\$342,500	-6.68%	\$564.54	-16.24%	130
701-1000	<b>2004</b>	11	450.00%	\$442,227	84.26%	\$444,000	85.00%	\$523.36	75.04%	60
	<b>2005</b>	31	181.82%	\$466,081	5.39%	\$458,000	3.15%	\$559.65	6.93%	86
	<b>2006</b>	39	25.81%	\$424,838	-8.85%	\$425,000	-7.21%	\$536.10	-4.21%	127
1001-1500	<b>2004</b>	57	185.00%	\$584,658	17.10%	\$573,000	11.37%	\$492.67	31.83%	87
	<b>2005</b>	42	-26.32%	\$612,719	4.80%	\$575,000	0.35%	\$495.05	0.48%	49
	<b>2006</b>	52	23.81%	\$570,907	-6.82%	\$575,000	0.00%	\$493.38	-0.34%	141
1501-1800	<b>2004</b>	11	37.50%	\$660,727	12.54%	\$637,500	10.10%	\$403.36	9.31%	150
	<b>2005</b>	17	54.55%	\$771,896	16.83%	\$746,900	17.16%	\$463.82	14.99%	97
	<b>2006</b>	18	5.88%	\$711,778	-7.79%	\$700,500	-6.21%	\$425.72	-8.21%	134
1801-2400	<b>2004</b>	5	150.00%	\$834,000	12.51%	\$655,000	-11.64%	\$431.00	9.25%	35
	<b>2005</b>	6	20.00%	\$968,000	16.07%	\$930,000	41.98%	\$514.00	19.26%	60
	<b>2006</b>	5	-16.67%	\$1,117,400	15.43%	\$1,160,000	24.73%	\$535.40	4.16%	317
Over 2400	<b>2004</b>	1		\$1,142,812		\$1,142,812		\$423.00		46
	<b>2005</b>	1	0.00%	\$975,000	-14.68%	\$975,000	-14.68%	\$344.00	-18.68%	9
	<b>2006</b>	9	800.00%	\$1,338,333	37.26%	\$1,295,000	32.82%	\$481.33	39.92%	79



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## Leather District

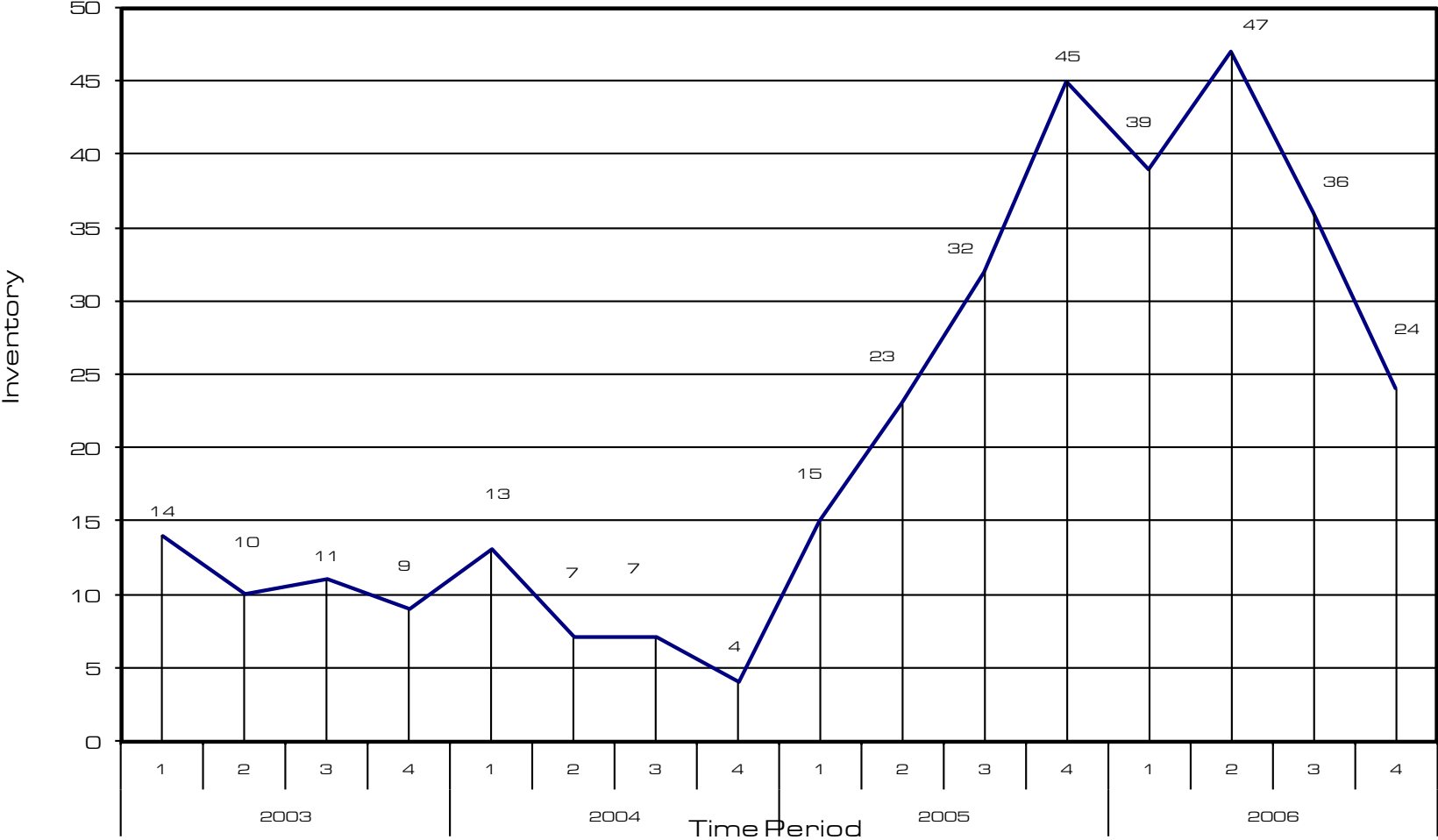
Average Price per Square Foot Comparison  
2004 - 2006



# LINK

## Leather District

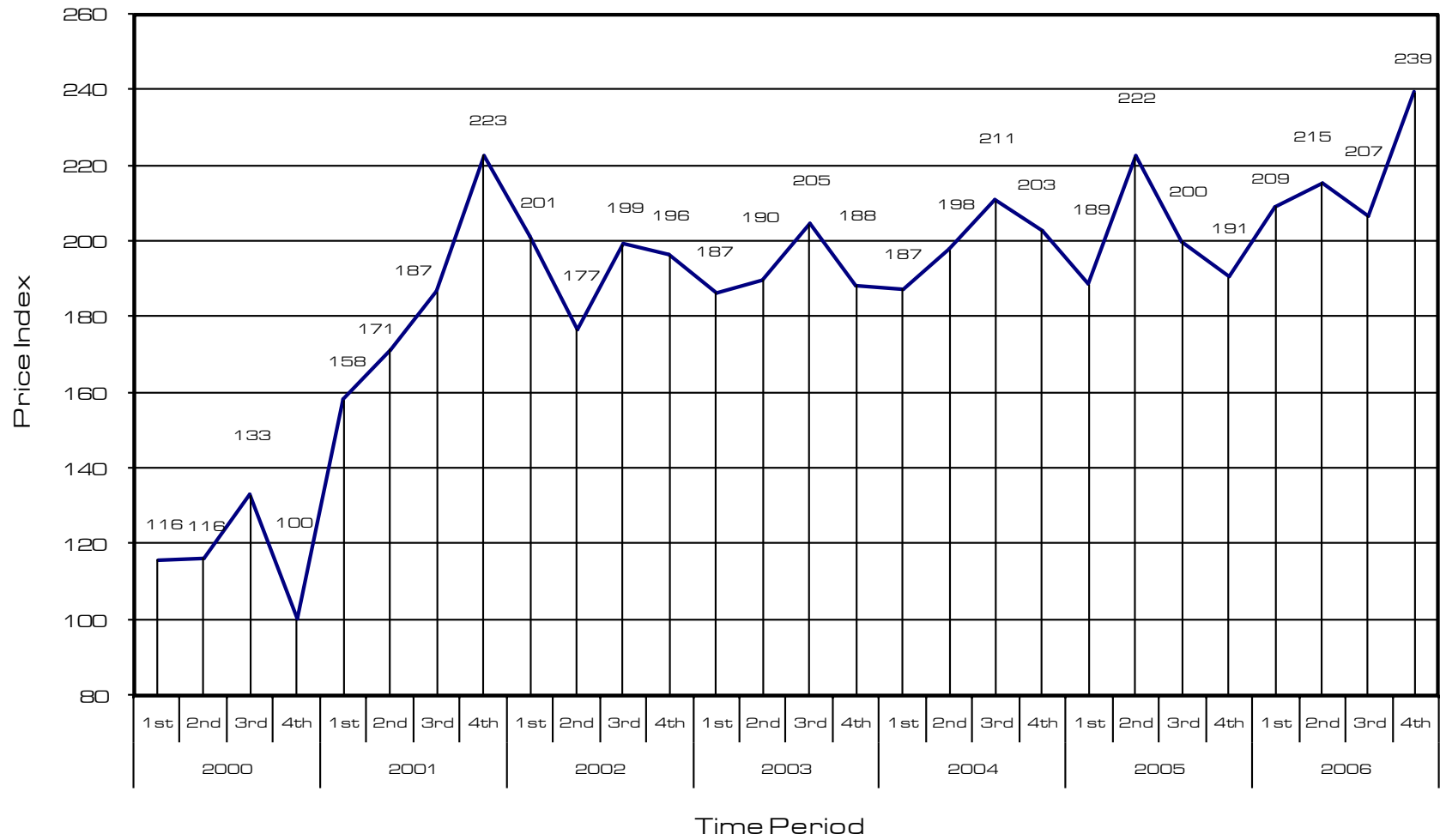
Inventory  
2003 to 2006



# LINK

## Midtown

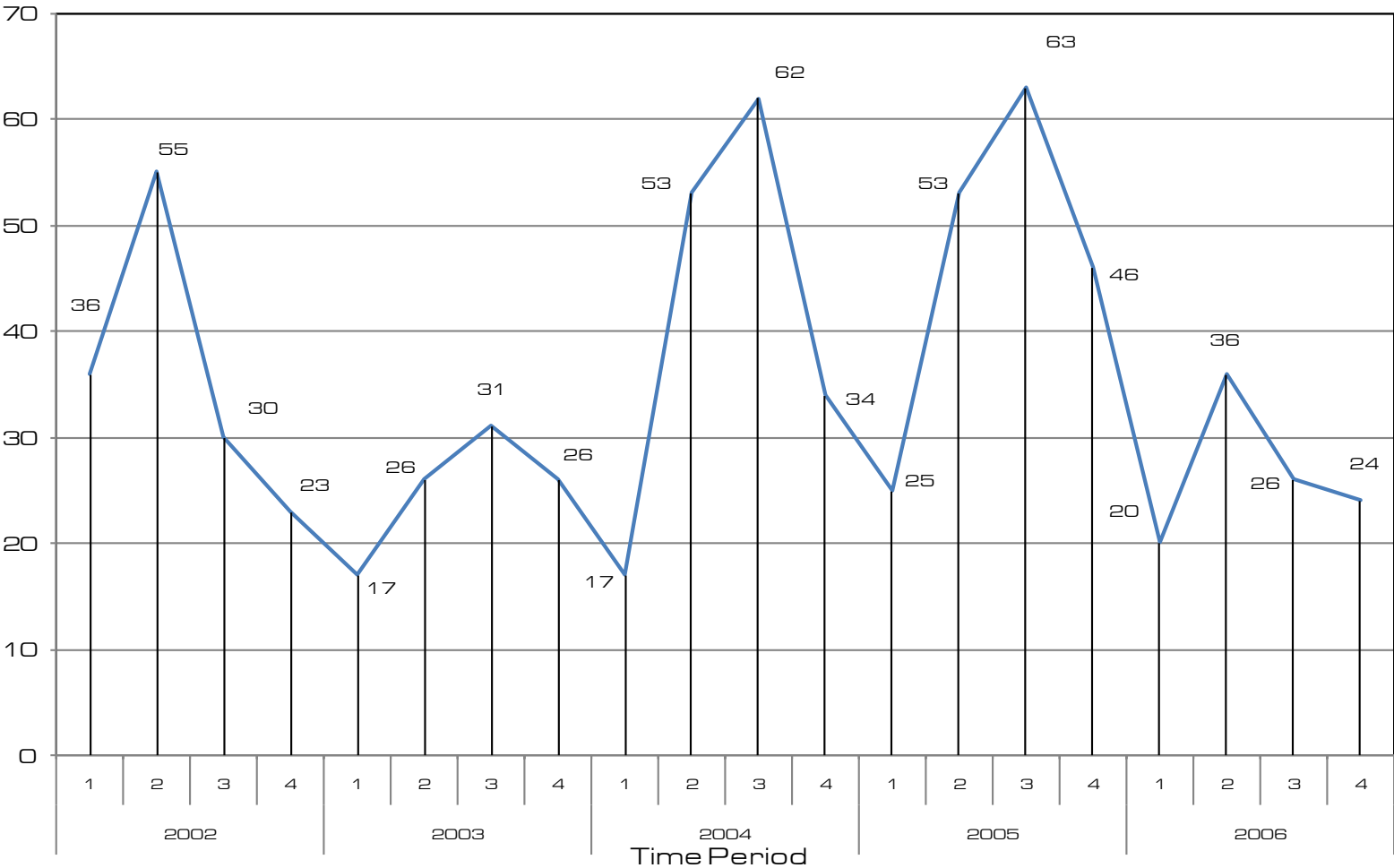
Price Index  
(Appreciation Rate)



# LINK

## Midtown

Total Sales by Quarter  
2002 - 2006



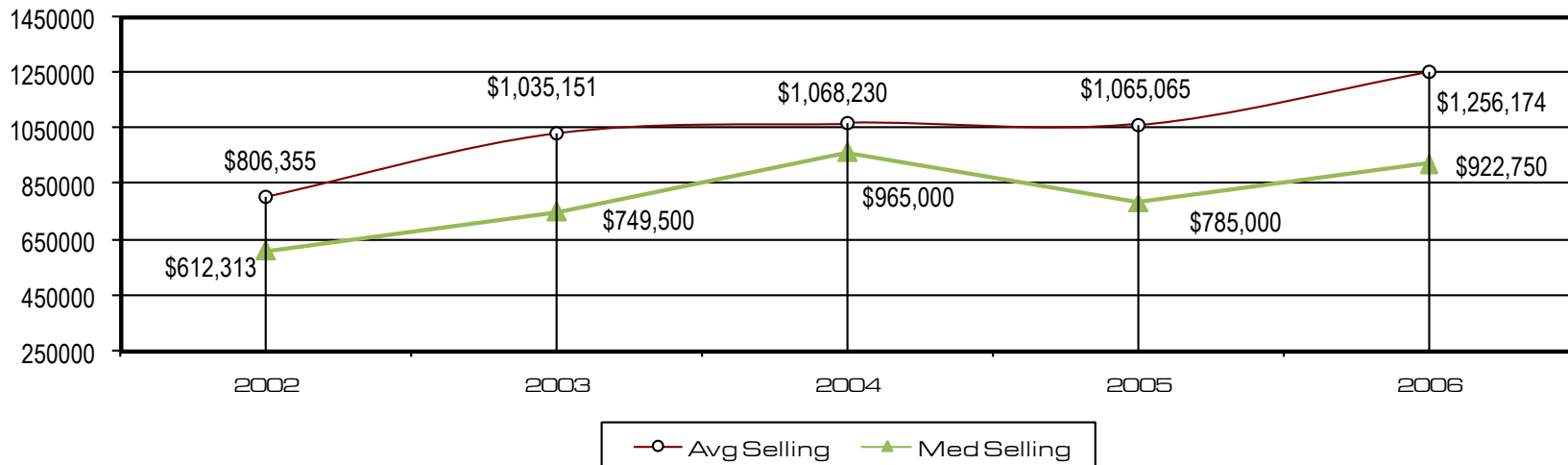
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## Midtown

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	144	19.01%	\$806,355	-25.29%	\$612,313	-15.54%	\$679.47	-7.38%	\$691.00	-2.88%	140
<b>2003</b>	100	-30.56%	\$1,035,151	28.37%	\$749,500	22.40%	\$699.73	2.98%	\$652.00	-5.64%	112
<b>2004</b>	166	66.00%	\$1,068,230	3.20%	\$965,000	28.75%	\$728.59	4.12%	\$722.00	10.74%	114
<b>2005</b>	187	12.65%	\$1,065,065	-0.30%	\$785,000	-18.65%	\$731.99	0.47%	\$689.00	-4.57%	112
<b>2006</b>	106	-43.32%	\$1,256,174	17.94%	\$922,750	17.55%	\$794.19	8.50%	\$777.00	12.77%	133

Average and Median Selling Prices



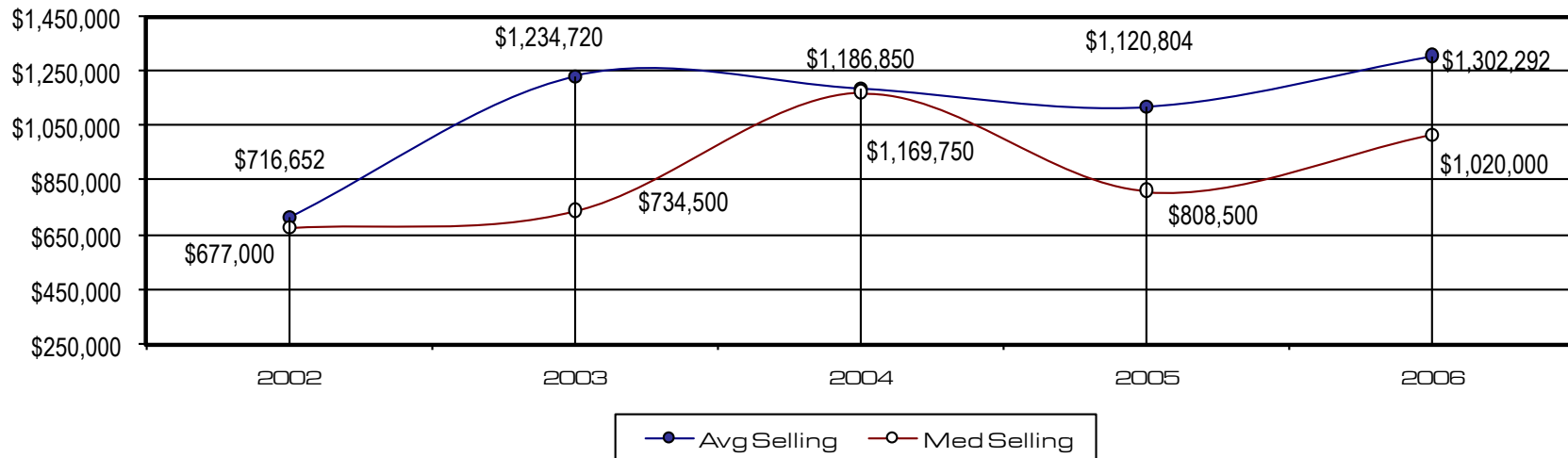
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## Midtown

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	23	-69.74%	\$716,652	-46.91%	\$677,000	-28.44%	\$672.78	-16.41%	\$702.00	-11.42%	111
<b>2003</b>	26	13.04%	\$1,234,720	72.29%	\$734,500	8.49%	\$715.85	6.40%	\$672.50	-4.20%	115
<b>2004</b>	34	30.77%	\$1,186,850	-3.88%	\$1,169,750	59.26%	\$716.68	0.12%	\$700.00	4.09%	106
<b>2005</b>	46	35.29%	\$1,120,804	-5.56%	\$808,500	-30.88%	\$701.00	-2.19%	\$622.00	-11.14%	119
<b>2006</b>	24	-47.83%	\$1,302,292	16.19%	\$1,020,000	26.16%	\$869.29	24.01%	\$926.00	48.87%	100

Average and Median Selling Prices



# LINK

## Midtown

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	8	0.00%	\$353,719	-11.90%	\$346,500	0.00%	\$613.00	-9.89%	125
	2005	8	0.00%	\$378,750	7.08%	\$392,500	13.28%	\$659.63	7.61%	18
	2006	4	-50.00%	\$372,625	-1.62%	\$375,000	-4.46%	\$658.50	-0.17%	92
One Bed	2004	42	2.44%	\$512,856	11.69%	\$437,000	13.51%	\$615.55	4.00%	82
	2005	83	97.62%	\$640,123	24.82%	\$645,000	47.60%	\$672.52	9.26%	77
	2006	35	-57.83%	\$630,160	-1.56%	\$612,500	-5.04%	\$728.17	8.27%	103
Two Beds	2004	78	136.36%	\$1,158,172	2.23%	\$1,130,000	2.73%	\$777.05	6.41%	125
	2005	61	-21.79%	\$1,147,377	-0.93%	\$1,020,000	-9.73%	\$749.70	-3.52%	143
	2006	44	-27.87%	\$1,277,075	11.30%	\$1,110,000	8.82%	\$830.18	10.73%	102
Three Plus Beds	2004	20	150.00%	\$2,033,510	-25.33%	\$1,750,000	-35.42%	\$826.45	-13.55%	151
	2005	24	20.00%	\$2,719,063	33.71%	\$2,480,000	41.71%	\$923.71	11.77%	205
	2006	20	-16.67%	\$2,523,500	-7.19%	\$2,675,000	7.86%	\$873.95	-5.39%	228

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## Midtown

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	1	0.00%	\$340,000	-20.19%	\$340,000	0.00%	\$576.00	-20.22%	7
	2005									
	2006									
One Bed	2004	9	-10.00%	\$498,000	-4.85%	\$429,000	-3.05%	\$631.33	0.71%	81
	2005	21	133.33%	\$620,643	24.63%	\$650,000	51.52%	\$653.20	3.46%	78
	2006	6	-71.43%	\$725,833	16.95%	\$710,000	9.23%	\$854.50	30.82%	141
Two Beds	2004	9	0.00%	\$1,174,944	-8.08%	\$1,170,500	-4.45%	\$769.44	0.51%	163
	2005	17	88.89%	\$1,068,294	-9.08%	\$956,000	-18.33%	\$655.47	-14.81%	122
	2006	15	-11.76%	\$1,313,000	22.91%	\$1,030,000	7.74%	\$884.67	34.97%	83
Three Plus Beds	2004	6		\$1,761,500		\$1,635,000		\$789.00		90
	2005	6	0.00%	\$3,237,083	83.77%	\$2,562,500	56.73%	\$989.33	25.39%	188
	2006	3	-50.00%	\$2,401,667	-25.81%	\$2,050,000	-20.00%	\$822.00	-16.91%	92

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## Midtown

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	22	4.76%	\$387,695	5.68%	\$376,500	3.15%	\$623.41	7.88%	106
	<b>2005</b>	22	0.00%	\$434,795	12.15%	\$411,750	9.36%	\$698.91	12.11%	59
	<b>2006</b>	13	-40.91%	\$429,085	-1.31%	\$430,000	4.43%	\$696.46	-0.35%	85
701-1000	<b>2004</b>	22	0.00%	\$512,318	-0.31%	\$441,000	-0.34%	\$639.59	1.17%	58
	<b>2005</b>	35	59.09%	\$587,163	14.61%	\$550,000	24.72%	\$715.23	11.83%	51
	<b>2006</b>	20	-42.86%	\$626,450	6.69%	\$601,250	9.32%	\$743.60	3.97%	81
1001-1500	<b>2004</b>	41	115.79%	\$906,826	14.45%	\$865,000	10.90%	\$794.66	24.67%	110
	<b>2005</b>	60	46.34%	\$856,467	-5.55%	\$823,500	-4.80%	\$695.85	-12.43%	101
	<b>2006</b>	27	-55.00%	\$858,870	0.28%	\$806,000	-2.13%	\$701.89	0.87%	126
1501-1800	<b>2004</b>	25	25.00%	\$1,098,571	-8.81%	\$1,155,000	3.36%	\$713.84	-5.61%	147
	<b>2005</b>	28	12.00%	\$1,100,750	0.20%	\$1,097,500	-4.98%	\$683.39	-4.27%	151
	<b>2006</b>	19	-32.14%	\$1,413,726	28.43%	\$1,350,000	23.01%	\$897.47	31.33%	90
1801-2400	<b>2004</b>	31	342.86%	\$1,493,706	-16.52%	\$1,545,000	-11.71%	\$713.71	-14.45%	129
	<b>2005</b>	13	-58.06%	\$1,768,269	18.38%	\$1,745,000	12.94%	\$829.69	16.25%	154
	<b>2006</b>	9	-30.77%	\$1,915,556	8.33%	\$1,900,000	8.88%	\$917.89	10.63%	172
Over 2400	<b>2004</b>	11	22.22%	\$2,766,182	-22.51%	\$2,775,000	-5.93%	\$946.18	-9.93%	278
	<b>2005</b>	19	72.73%	\$2,984,211	7.88%	\$2,675,000	-3.60%	\$920.11	-2.76%	288
	<b>2006</b>	16	-15.79%	\$2,829,063	-5.20%	\$2,850,000	6.54%	\$900.38	-2.14%	234

# LINK

## Midtown

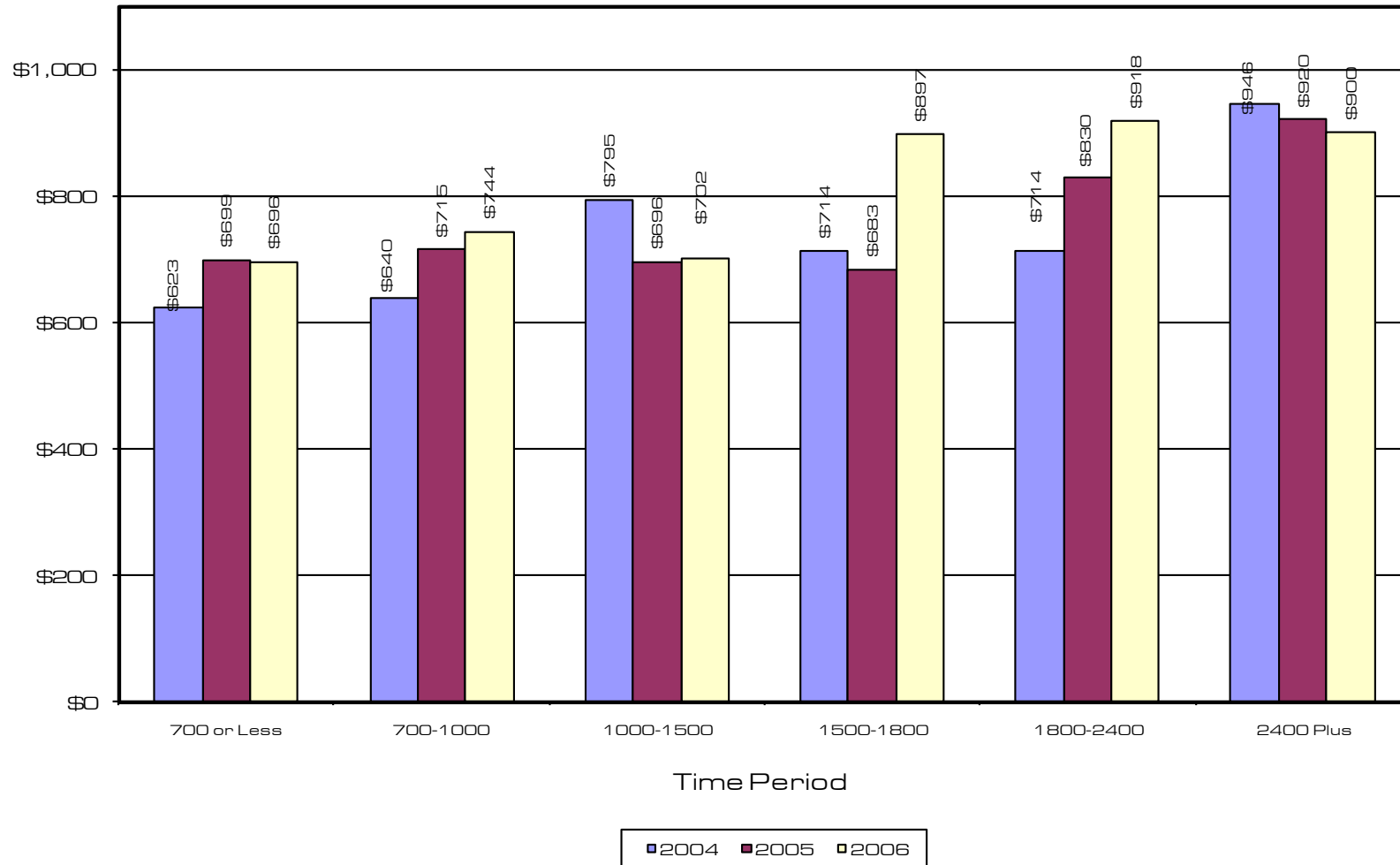
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	2	-33.33%	\$365,000	-1.44%	\$365,000	-6.41%	\$610.00	2.18%	104
	<b>2005</b>	1	-50.00%	\$540,000	47.95%	\$540,000	47.95%	\$782.00	28.20%	70
	<b>2006</b>	1	0.00%	\$430,000	-20.37%	\$430,000	-20.37%	\$710.00	-9.21%	
701-1000	<b>2004</b>	7	0.00%	\$505,000	-8.75%	\$429,000	-9.68%	\$649.43	-0.79%	69
	<b>2005</b>	13	85.71%	\$570,192	12.91%	\$546,000	27.27%	\$677.08	4.26%	84
	<b>2006</b>	4	-69.23%	\$656,250	15.09%	\$710,000	30.04%	\$845.75	24.91%	30
1001-1500	<b>2004</b>	6	-25.00%	\$837,917	17.30%	\$847,500	25.09%	\$665.17	11.19%	93
	<b>2005</b>	12	100.00%	\$845,917	0.95%	\$808,500	-4.60%	\$647.67	-2.63%	21
	<b>2006</b>	11	-8.33%	\$945,455	11.77%	\$1,000,000	23.69%	\$800.00	23.52%	179
1501-1800	<b>2004</b>	2	0.00%	\$1,292,500	-5.79%	\$1,292,500	-5.79%	\$858.50	1.84%	322
	<b>2005</b>	8	300.00%	\$980,750	-24.12%	\$954,000	-26.19%	\$577.63	-32.72%	70
	<b>2006</b>	2	-75.00%	\$1,817,500	85.32%	\$1,817,500	90.51%	\$1,144.00	98.05%	16
1801-2400	<b>2004</b>	7	75.00%	\$1,616,143	-11.44%	\$1,730,000	-2.67%	\$770.86	-8.04%	98
	<b>2005</b>	5	-28.57%	\$1,638,500	1.38%	\$1,750,000	1.16%	\$782.60	1.52%	130
	<b>2006</b>	3	-40.00%	\$2,320,000	41.59%	\$2,540,000	45.14%	\$1,072.00	36.98%	64
Over 2400	<b>2004</b>	1	-50.00%	\$2,775,000	-51.14%	\$2,775,000	-51.14%	\$1,047.00	-13.26%	8
	<b>2005</b>	4	300.00%	\$3,956,250	42.57%	\$3,912,500	40.99%	\$1,063.25	1.55%	301
	<b>2006</b>	3	-25.00%	\$2,401,667	-39.29%	\$2,050,000	-47.60%	\$822.00	-22.69%	92

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## Midtown

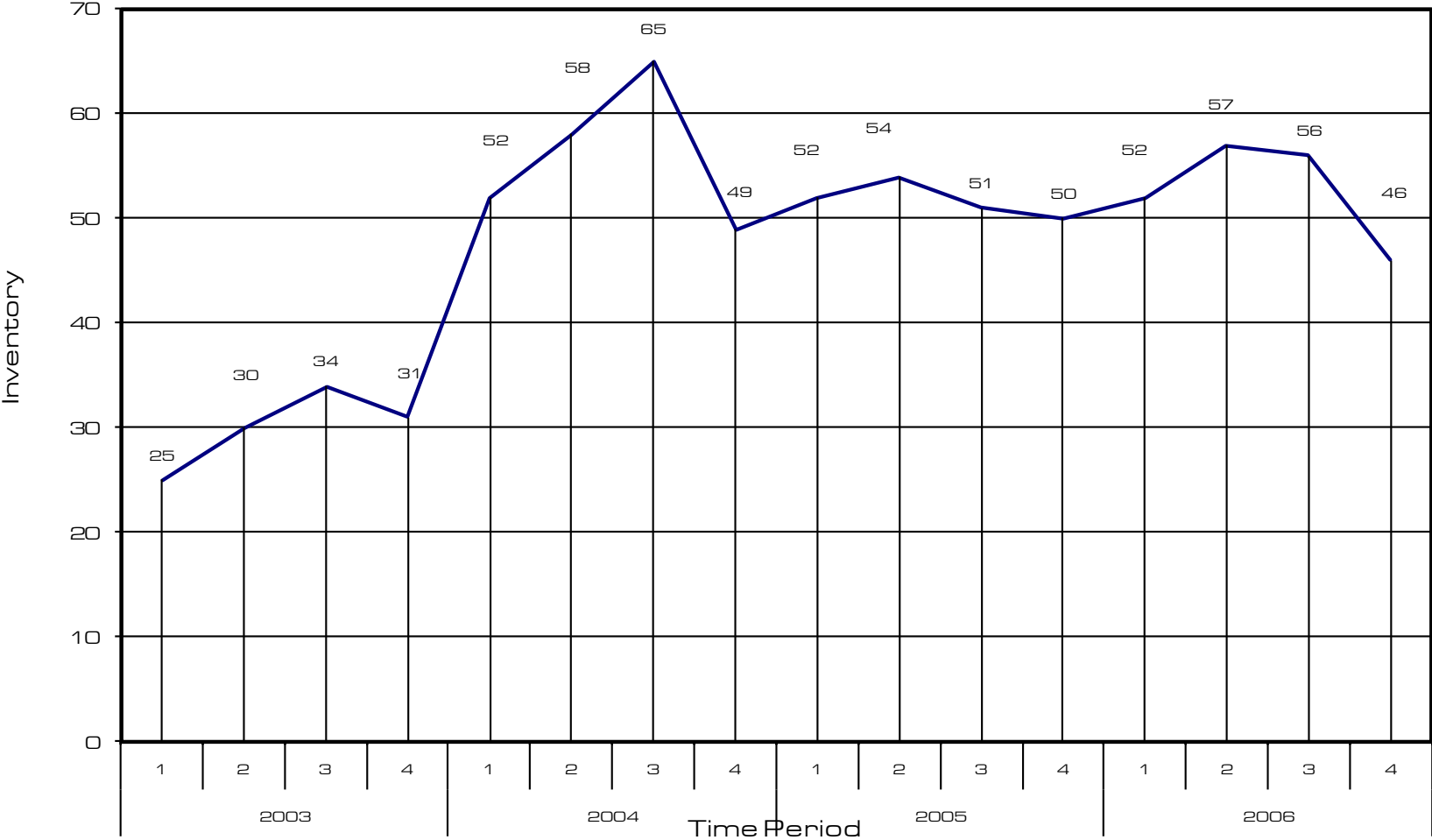
Average Price per Square Foot Comparison  
2004 - 2006



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## Midtown

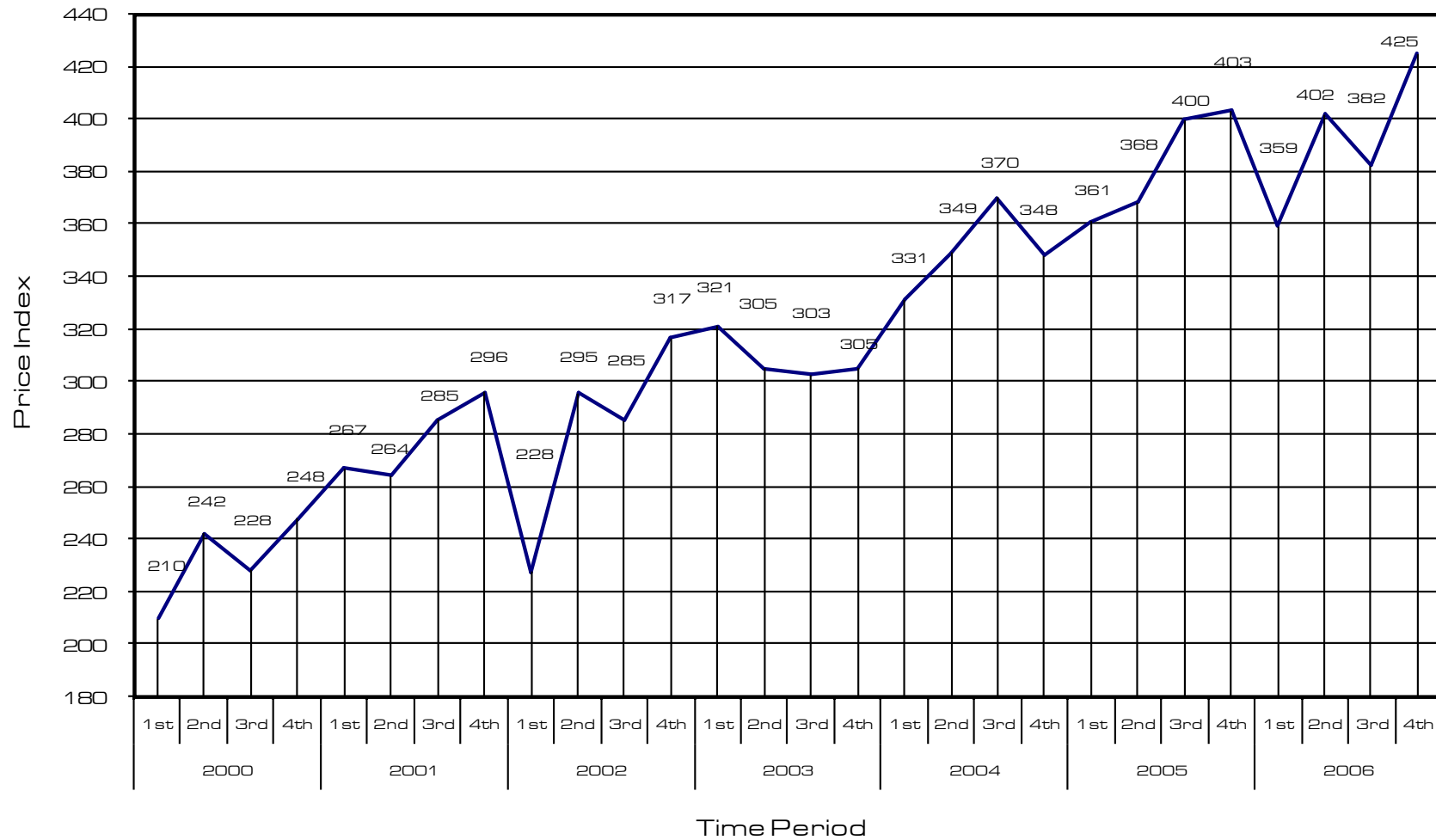
### Inventory 2003 to 2006



# LINK

## North End

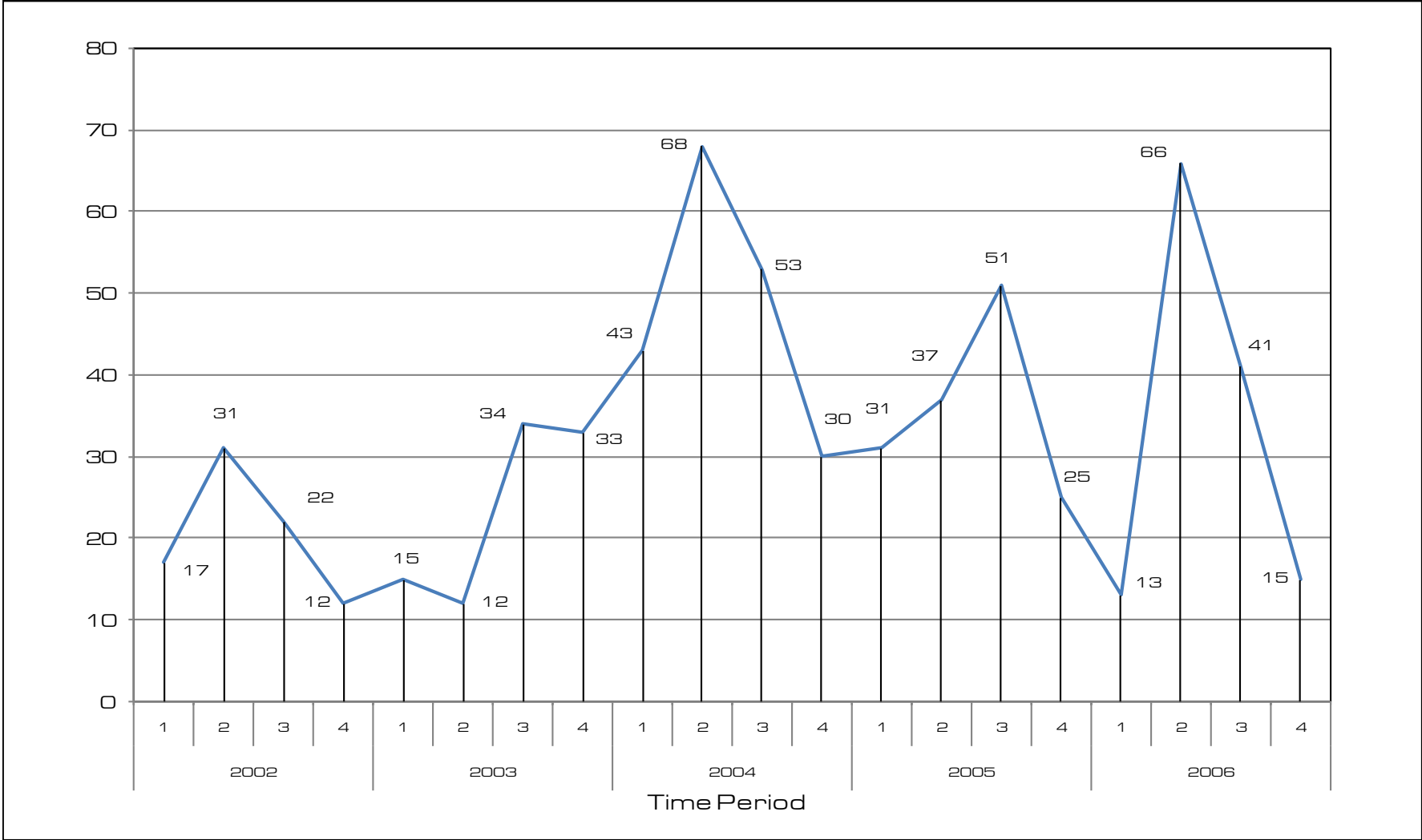
Price Index  
(Appreciation Rate)



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## North End

Total Sales by Quarter  
2002 - 2006



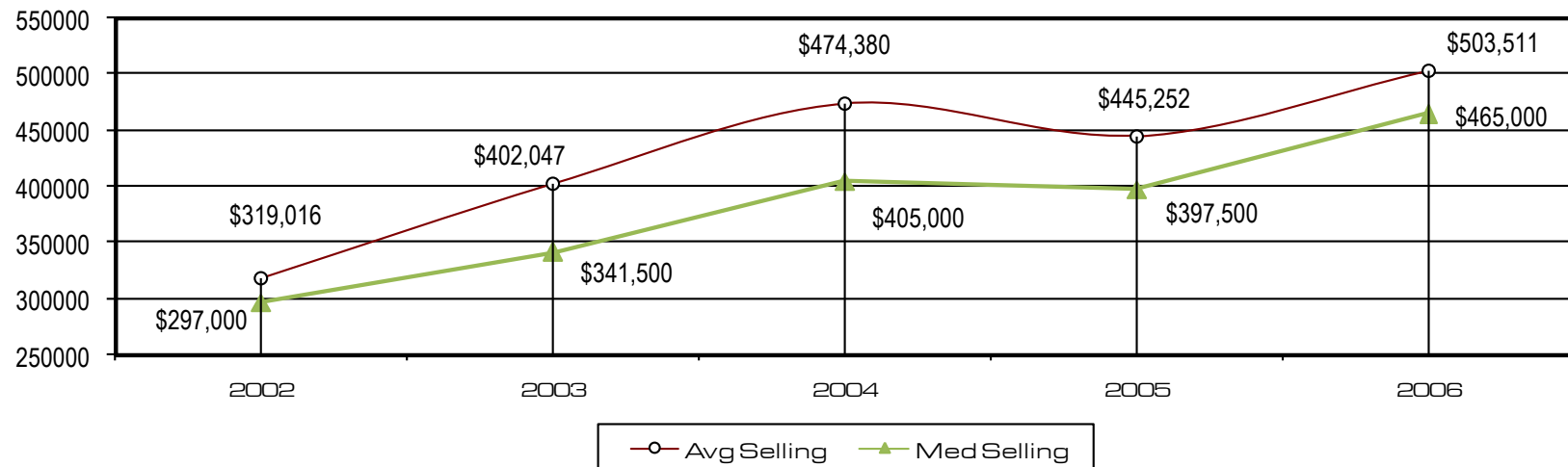
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## North End

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	82	30.16%	\$319,016	-13.36%	\$297,000	-0.67%	\$441.37	1.62%	\$444.50	10.30%	73
<b>2003</b>	94	14.63%	\$402,047	26.03%	\$341,500	14.98%	\$469.80	6.44%	\$476.00	7.09%	90
<b>2004</b>	194	106.38%	\$474,380	17.99%	\$405,000	18.59%	\$541.82	15.33%	\$541.00	13.66%	76
<b>2005</b>	144	-25.77%	\$445,252	-6.14%	\$397,500	-1.85%	\$592.57	9.37%	\$600.00	10.91%	69
<b>2006</b>	135	-6.25%	\$503,511	13.08%	\$465,000	16.98%	\$641.50	8.26%	\$624.50	4.08%	79

Average and Median Selling Prices



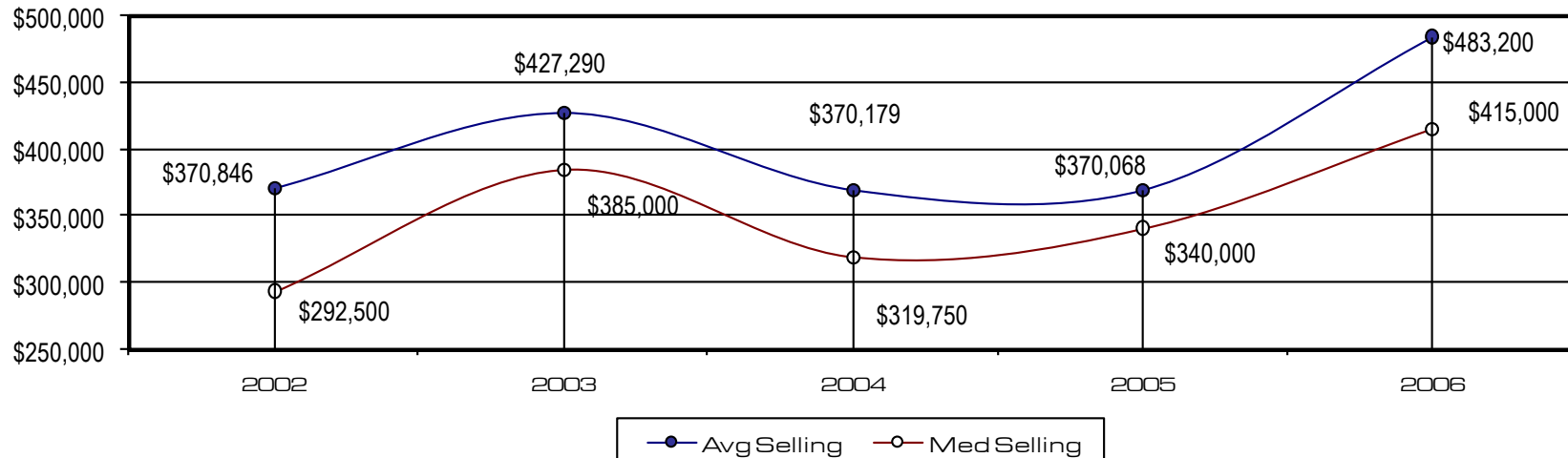
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## North End

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	12	-7.69%	\$370,846	0.46%	\$292,500	-10.00%	\$487.92	5.80%	\$473.00	9.24%	69
<b>2003</b>	33	175.00%	\$427,290	15.22%	\$385,000	31.62%	\$470.72	-3.52%	\$486.50	2.85%	62
<b>2004</b>	30	-9.09%	\$370,179	-13.37%	\$319,750	-16.95%	\$549.03	16.64%	\$556.50	14.39%	56
<b>2005</b>	25	-16.67%	\$370,068	-0.03%	\$340,000	6.33%	\$632.14	15.14%	\$630.00	13.21%	43
<b>2006</b>	15	-40.00%	\$483,200	30.57%	\$415,000	22.06%	\$659.36	4.31%	\$661.50	5.00%	115

Average and Median Selling Prices



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## North End

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	8	0.00%	\$254,875	10.53%	\$199,500	0.00%	\$552.50	25.85%	70
	2005	2	-75.00%	\$282,500	10.84%	\$282,500	41.60%	\$591.50	7.06%	68
	2006	4	100.00%	\$250,250	-11.42%	\$244,500	-13.45%	\$636.25	7.57%	127
One Bed	2004	100	127.27%	\$371,721	8.62%	\$334,350	13.34%	\$535.87	16.70%	54
	2005	67	-33.00%	\$390,444	5.04%	\$350,000	4.68%	\$611.87	14.18%	59
	2006	72	7.46%	\$451,014	15.51%	\$424,250	21.21%	\$657.17	7.40%	65
Two Beds	2004	77	126.47%	\$598,866	29.69%	\$500,000	27.88%	\$555.92	9.78%	99
	2005	37	-51.95%	\$555,422	-7.25%	\$479,000	-4.20%	\$570.35	2.60%	82
	2006	48	29.73%	\$632,874	13.94%	\$516,500	7.83%	\$625.46	9.66%	94
Three Plus Beds	2004	6	50.00%	\$931,000	31.97%	\$797,000	49.11%	\$503.67	2.06%	104
	2005	11	83.33%	\$556,082	-40.27%	\$520,000	-34.76%	\$505.36	0.34%	73
	2006	2	-81.82%	\$466,500	-16.11%	\$466,500	-10.29%	\$538.00	6.46%	133



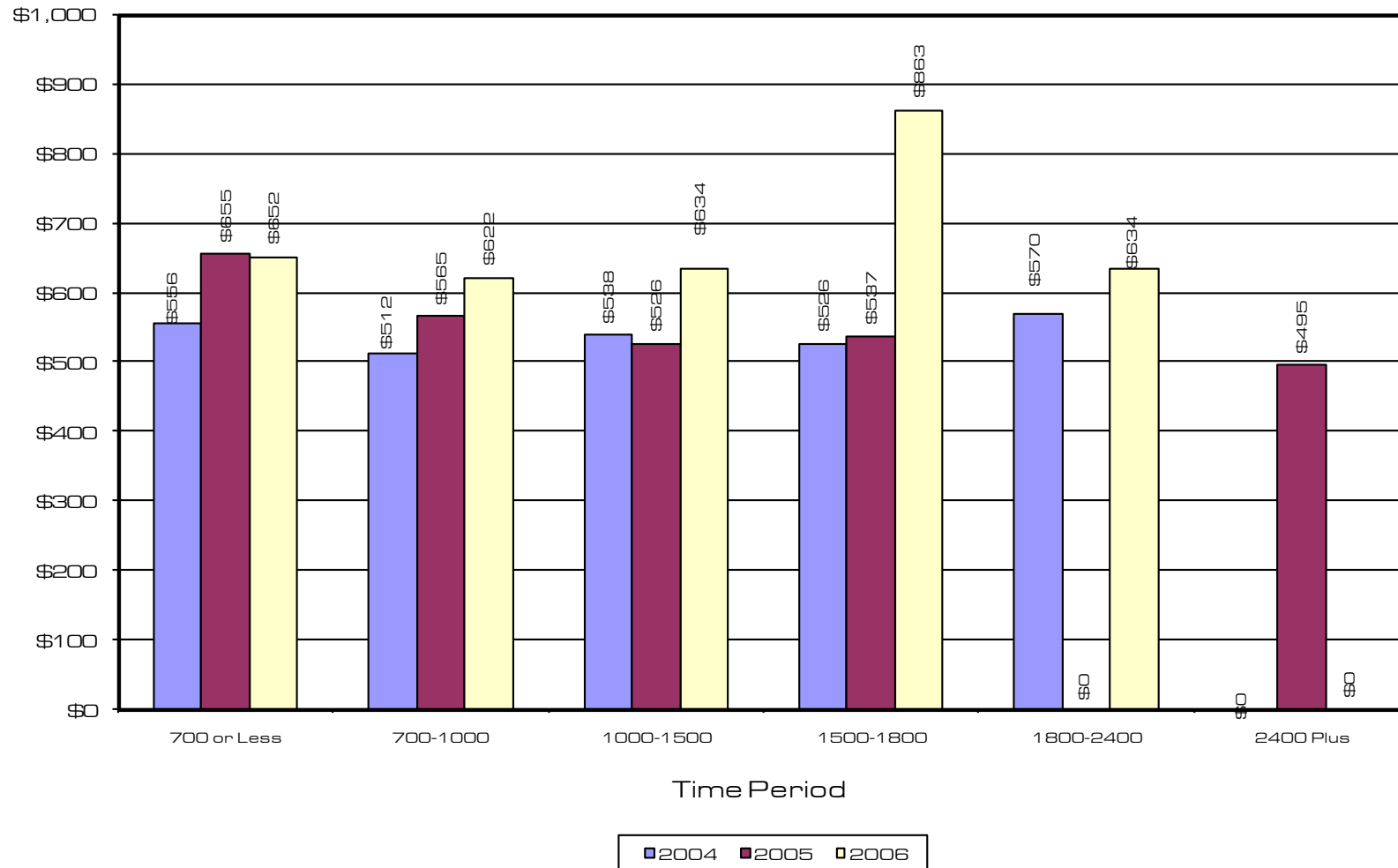




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## North End

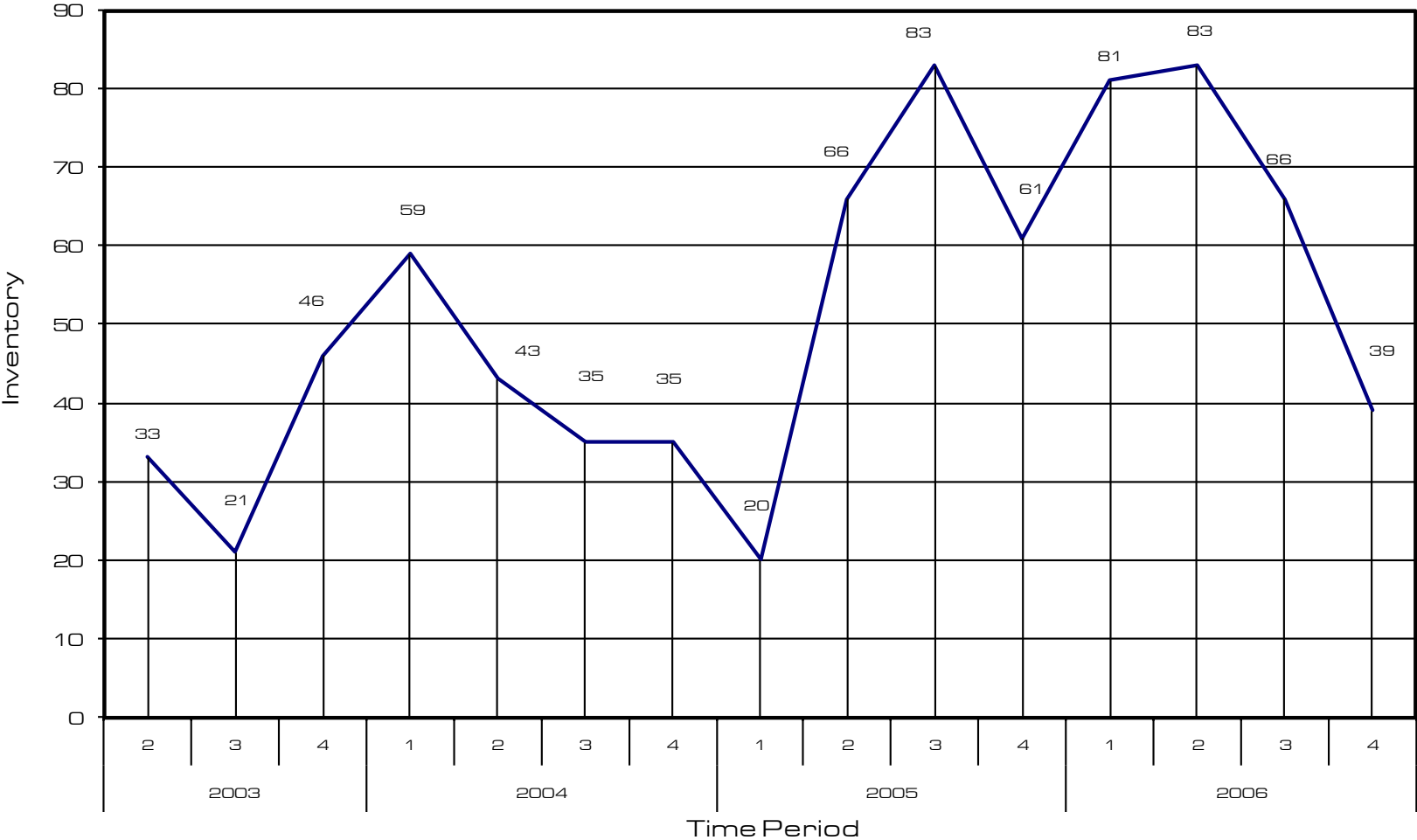
Average Price per Square Foot Comparison  
2004 - 2006



# LINK

## North End

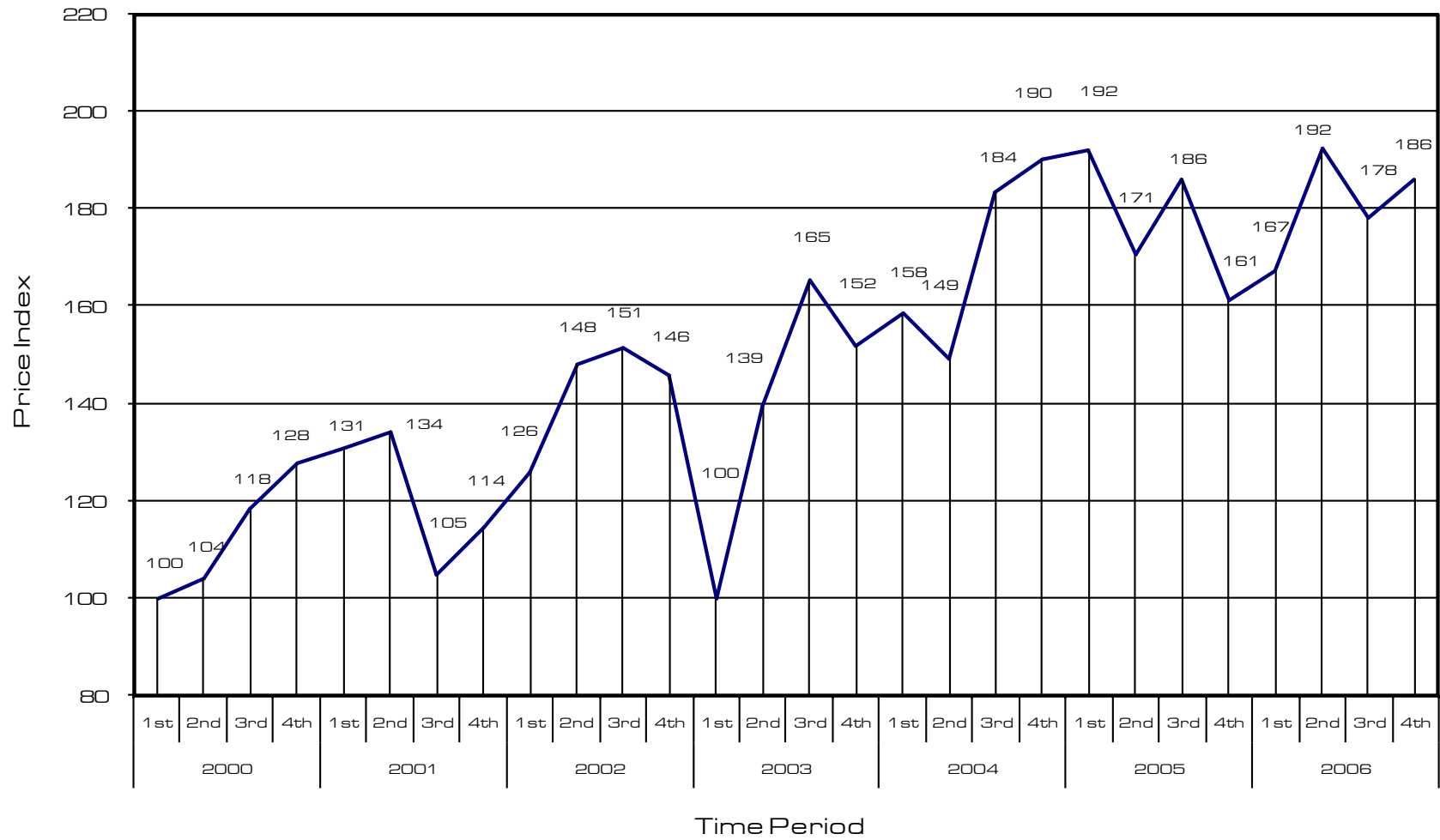
Inventory  
2003 to 2006



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## Seaport

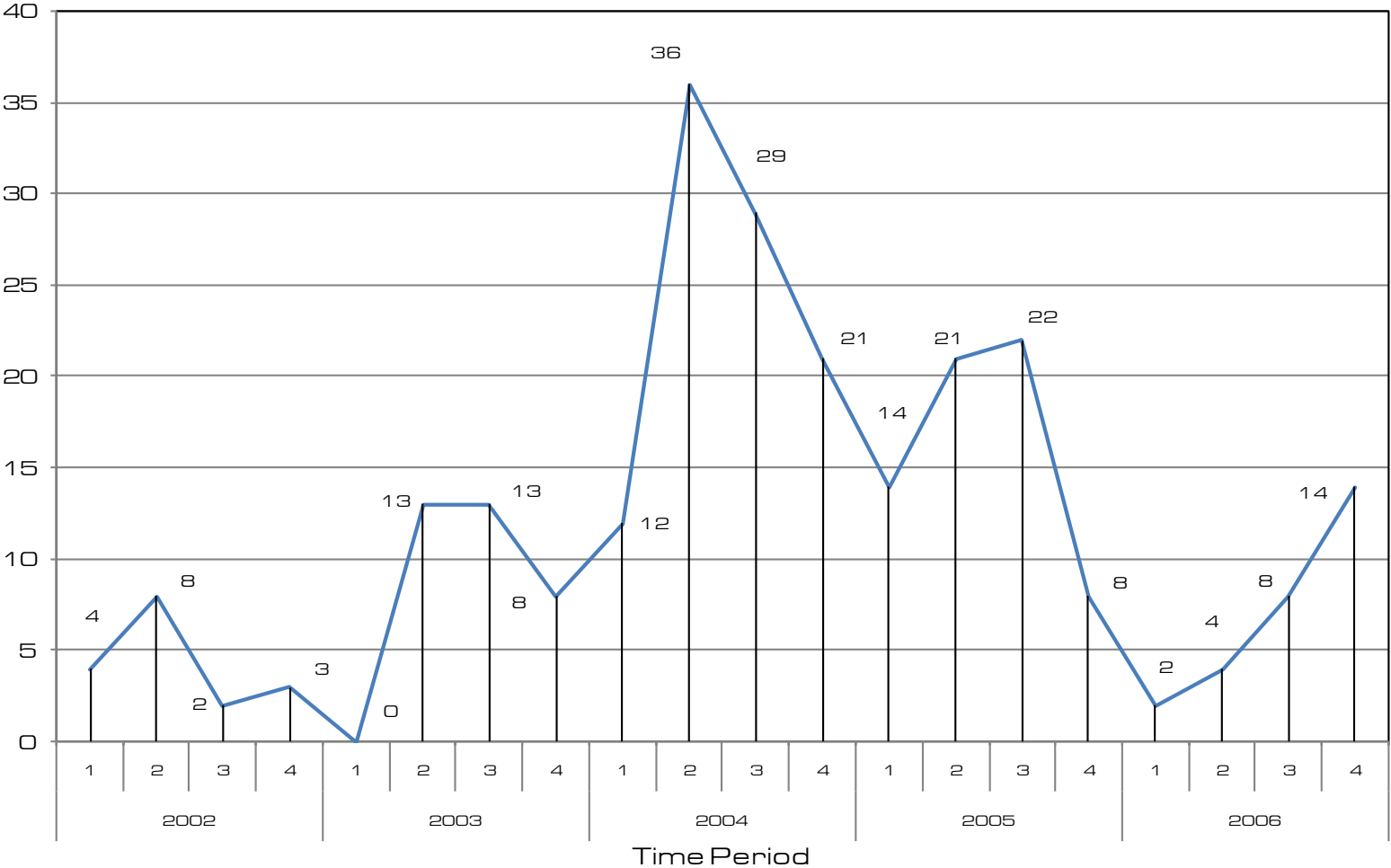
Price Index  
(Appreciation Rate)



# LINK

## Seaport

Total Sales by Quarter  
2002 - 2006



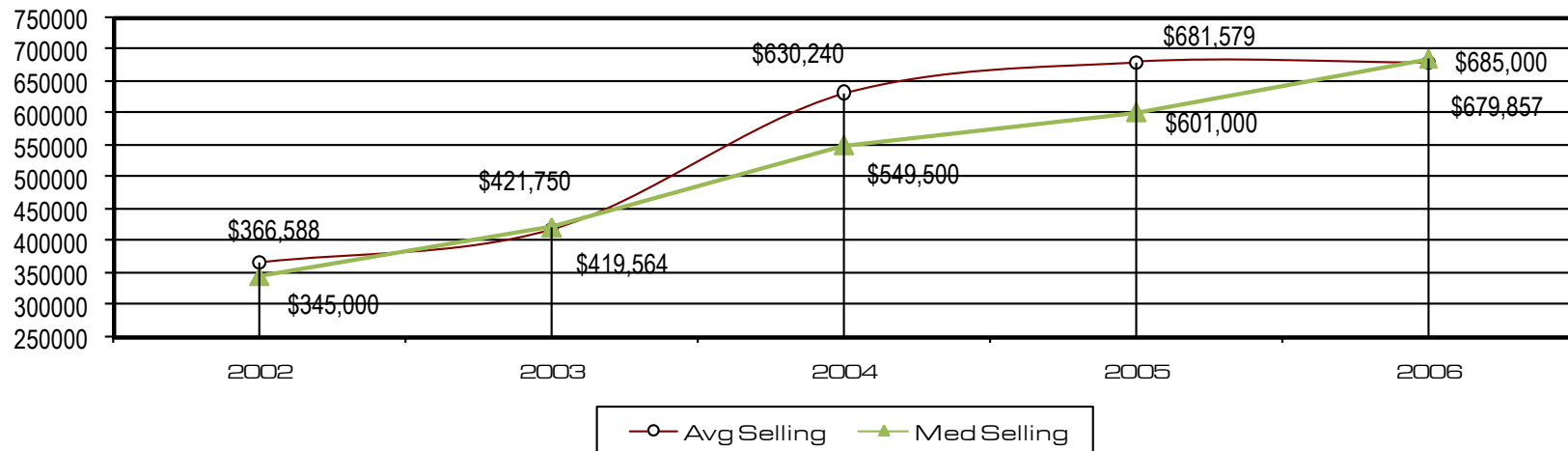
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## Seaport

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	17	-57.50%	\$366,588	-2.20%	\$345,000	-7.38%	\$352.12	13.62%	\$357.00	9.34%	76
<b>2003</b>	34	100.00%	\$419,564	14.45%	\$421,750	22.25%	\$371.26	5.44%	\$367.00	2.80%	81
<b>2004</b>	98	188.24%	\$630,240	50.21%	\$549,500	30.29%	\$431.63	16.26%	\$413.00	12.53%	137
<b>2005</b>	65	-33.67%	\$681,579	8.15%	\$601,000	9.37%	\$443.13	2.66%	\$435.00	5.33%	180
<b>2006</b>	28	-56.92%	\$679,857	-0.25%	\$685,000	13.98%	\$451.41	1.87%	\$444.00	2.07%	273

Average and Median Selling Prices



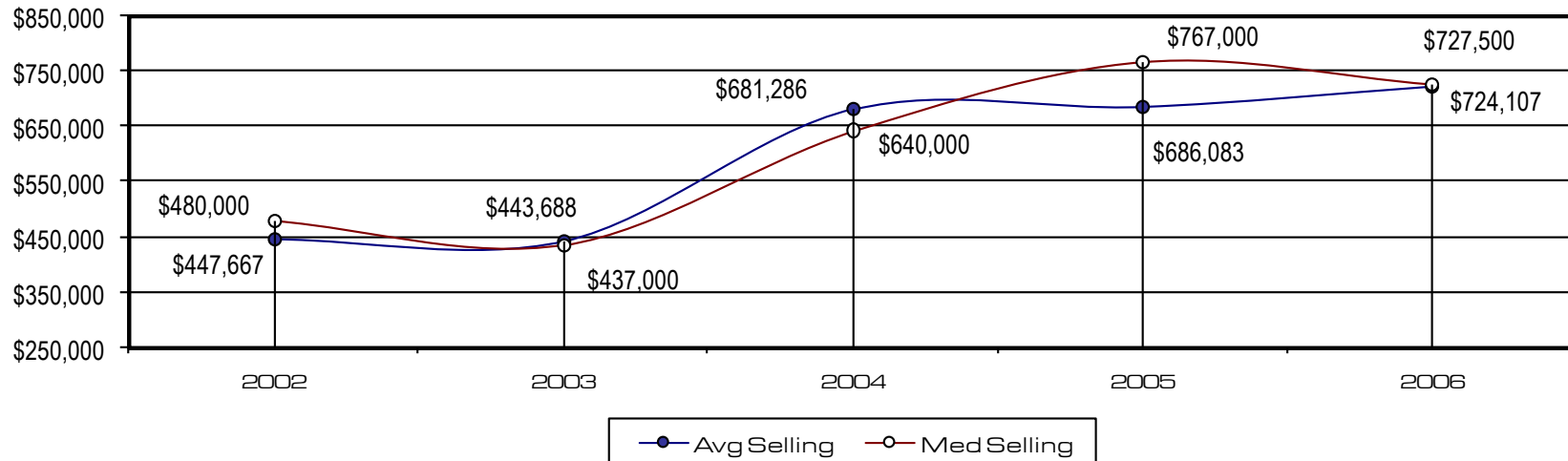
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## Seaport

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	3	200.00%	\$447,667	24.35%	\$480,000	33.33%	\$358.67	28.55%	\$367.00	31.54%	66
<b>2003</b>	8	166.67%	\$443,688	-0.89%	\$437,000	-8.96%	\$372.00	3.72%	\$379.50	3.41%	31
<b>2004</b>	21	162.50%	\$681,286	53.55%	\$640,000	46.45%	\$474.10	27.44%	\$431.00	13.57%	143
<b>2005</b>	8	-61.90%	\$686,083	0.70%	\$767,000	19.84%	\$399.75	-15.68%	\$419.00	-2.78%	210
<b>2006</b>	14	75.00%	\$724,107	5.54%	\$727,500	-5.15%	\$455.07	13.84%	\$447.00	6.68%	312

Average and Median Selling Prices



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## Seaport

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	1	0.00%	\$395,000	22.92%	\$395,000	0.00%	\$351.00	-17.99%	71
	2005									
	2006									
One Bed	2004	59	84.38%	\$533,602	26.91%	\$525,000	24.48%	\$412.47	11.71%	87
	2005	35	-40.68%	\$566,248	6.12%	\$538,000	2.48%	\$447.77	8.56%	158
	2006	9	-74.29%	\$475,222	-16.08%	\$491,000	-8.74%	\$426.44	-4.76%	127
Two Beds	2004	30	2900.00%	\$704,308	44.03%	\$662,625	35.51%	\$443.80	17.10%	237
	2005	25	-16.67%	\$841,020	19.41%	\$849,000	28.13%	\$431.40	-2.79%	193
	2006	12	-52.00%	\$797,417	-5.18%	\$752,500	-11.37%	\$466.67	8.17%	298
Three Plus Beds	2004	4		\$1,849,173		\$1,870,845		\$654.25		
	2005	2	-50.00%	\$1,282,500	-30.64%	\$1,282,500	-31.45%	\$472.00	-27.86%	445
	2006	4	100.00%	\$985,000	-23.20%	\$1,030,000	-19.69%	\$477.25	1.11%	560

# LINK

## Seaport

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004									
	2005									
	2006									
One Bed	2004	15	87.50%	\$622,667	40.34%	\$640,000	46.45%	\$439.07	18.03%	117
	2005	3	-80.00%	\$442,222	-28.98%	\$500,000	-21.88%	\$356.67	-18.77%	128
	2006	3	0.00%	\$469,500	6.17%	\$461,000	-7.80%	\$428.33	20.09%	116
Two Beds	2004	5		\$907,000		\$930,000		\$589.80		355
	2005	5	0.00%	\$832,400	-8.22%	\$860,000	-7.53%	\$425.60	-27.84%	243
	2006	6	20.00%	\$750,667	-9.82%	\$742,500	-13.66%	\$454.50	6.79%	314
Three Plus Beds	2004									
	2005									
	2006	4		\$985,000		\$1,030,000		\$477.25		560

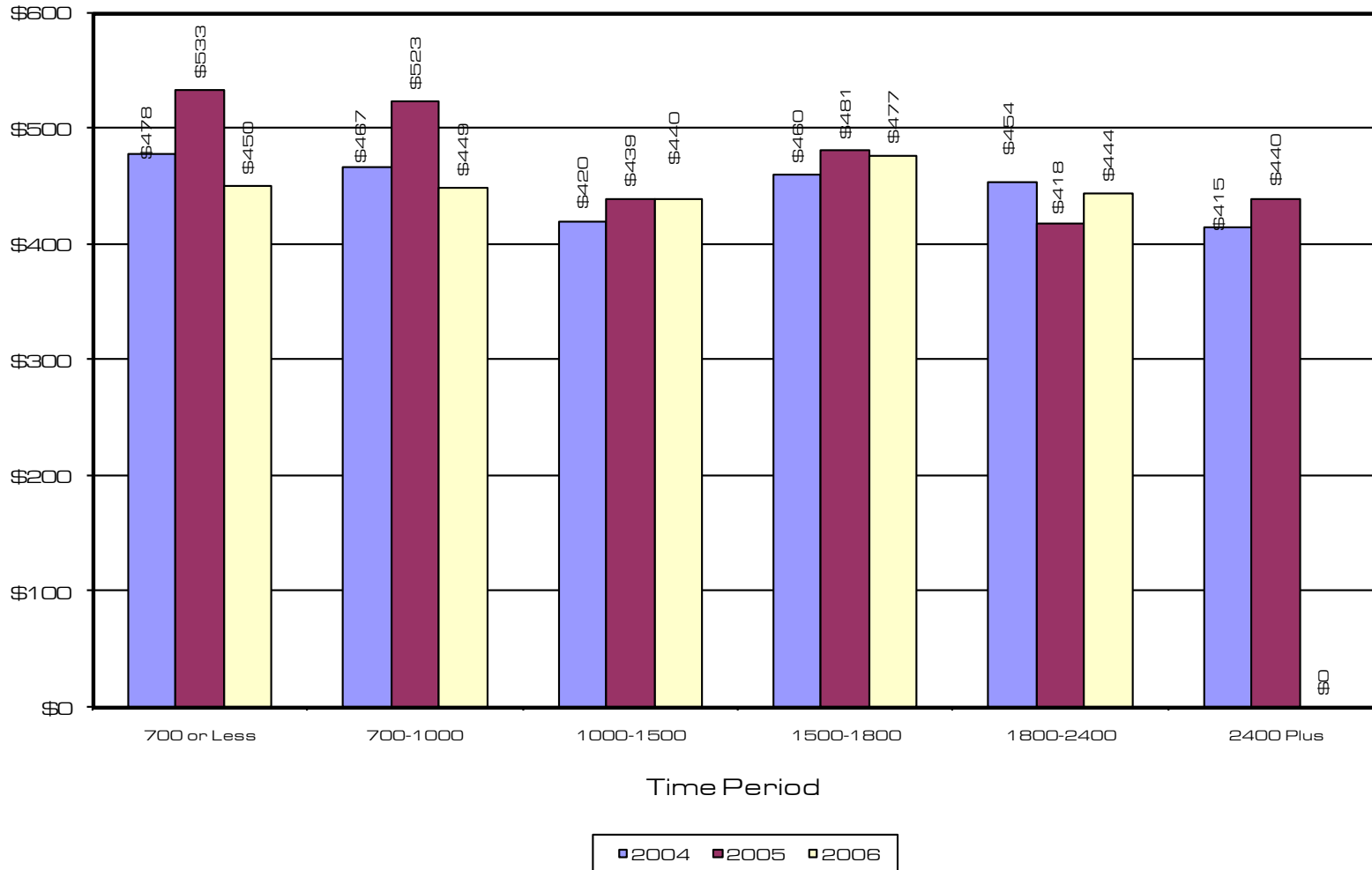




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## Seaport

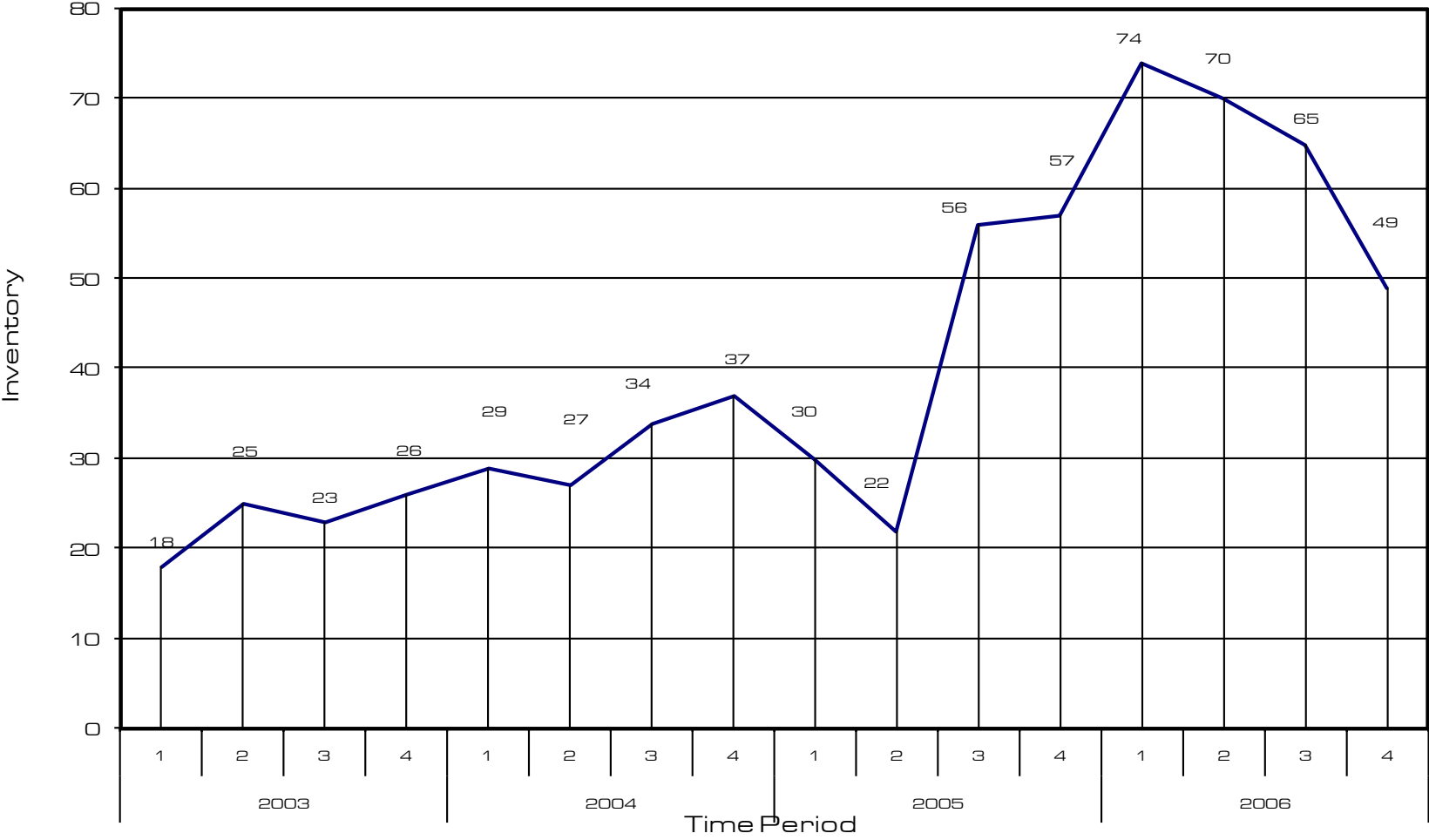
Average Price per Square Foot Comparison  
2004 - 2006



# LINK

## Seaport

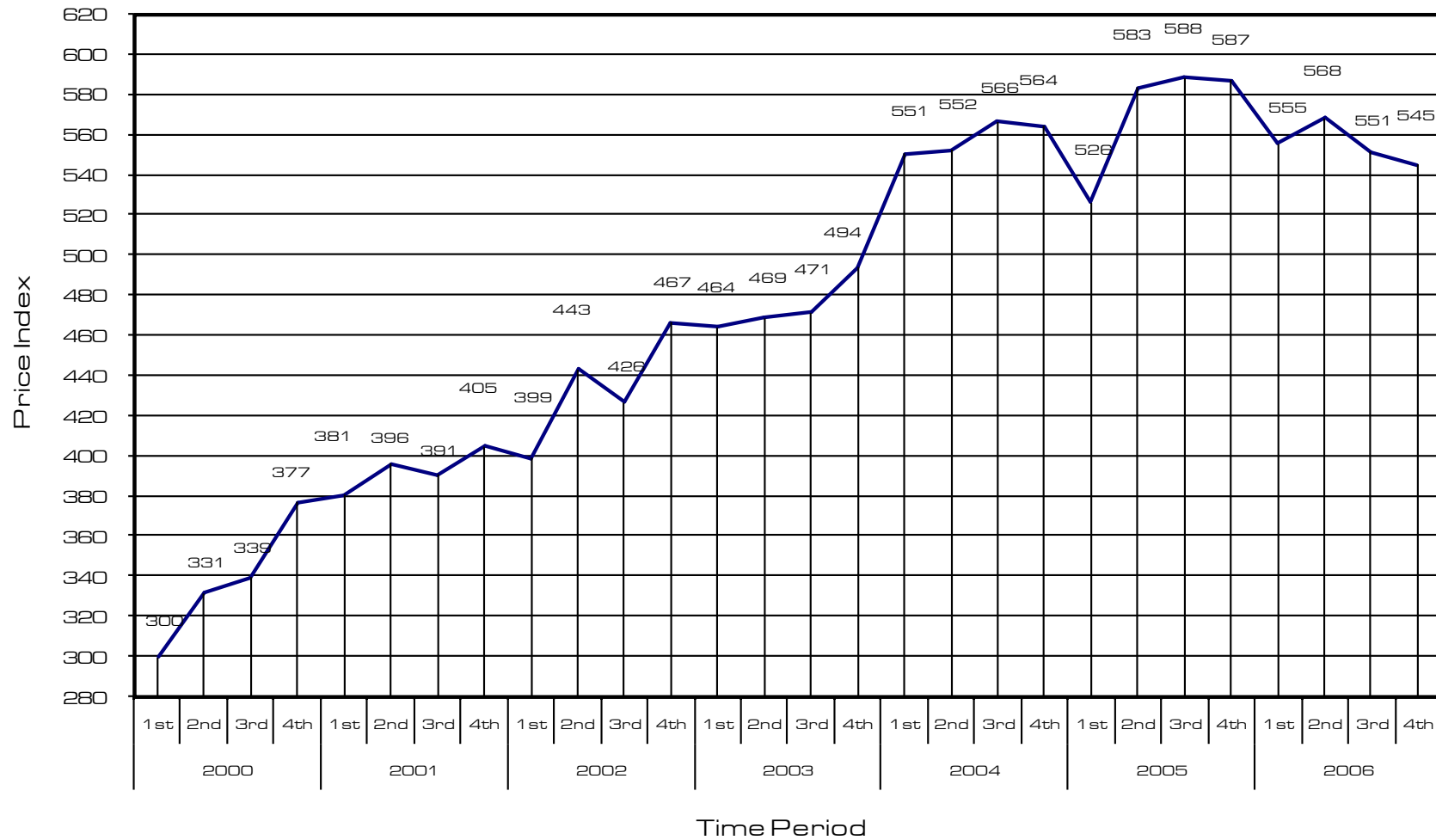
Inventory  
2003 to 2006



# LINK

## South Boston

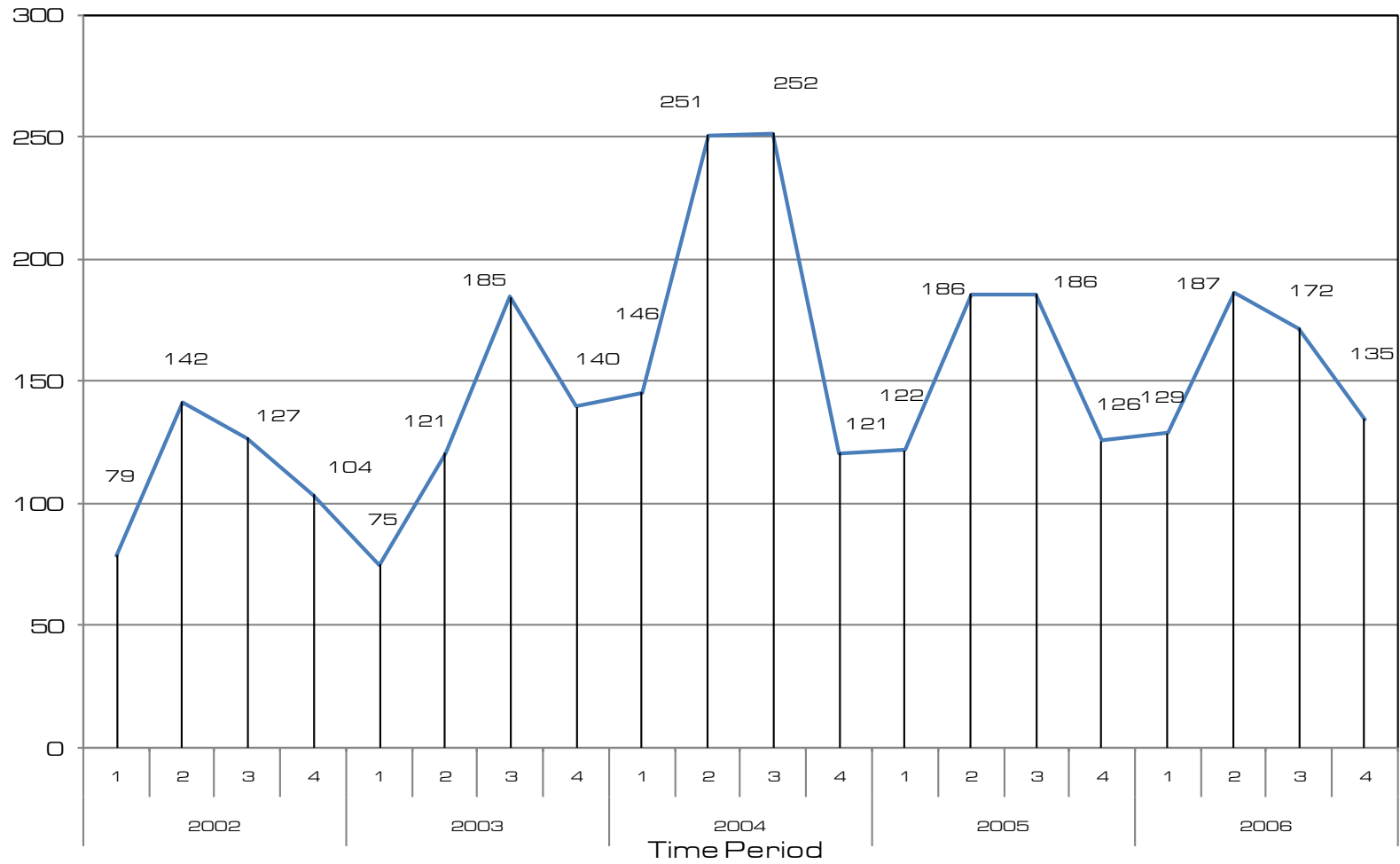
Price Index  
(Appreciation Rate)



# LINK

## South Boston

Total Sales by Quarter  
2002 - 2006



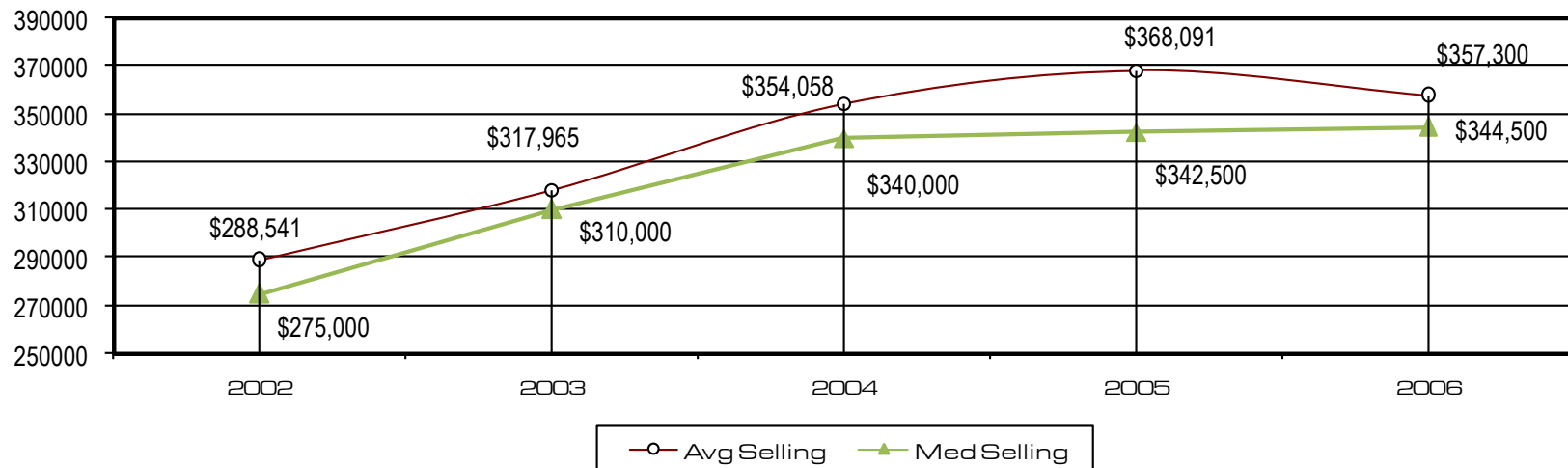
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## South Boston

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	452	19.58%	\$288,541	13.56%	\$275,000	14.58%	\$298.52	8.25%	\$298.50	12.22%	73
<b>2003</b>	521	15.27%	\$317,965	10.20%	\$310,000	12.73%	\$321.91	7.84%	\$326.00	9.21%	75
<b>2004</b>	770	47.79%	\$354,058	11.35%	\$340,000	9.68%	\$386.99	20.22%	\$381.50	17.02%	102
<b>2005</b>	620	-19.48%	\$368,091	3.96%	\$342,500	0.74%	\$407.29	5.25%	\$405.00	6.16%	82
<b>2006</b>	618	-0.32%	\$357,300	-2.93%	\$344,500	0.58%	\$388.58	-4.59%	\$384.50	-5.06%	96

Average and Median Selling Prices



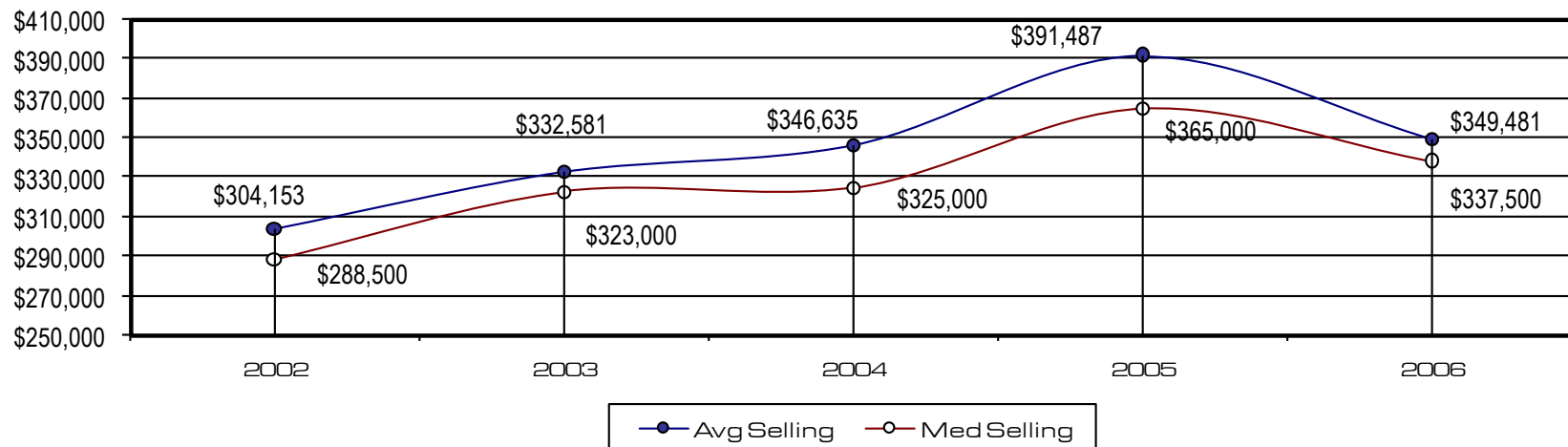
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## South Boston

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	104	50.72%	\$304,153	19.76%	\$288,500	17.76%	\$323.20	12.80%	\$326.00	12.80%	64
<b>2003</b>	140	34.62%	\$332,581	9.35%	\$323,000	11.96%	\$334.62	3.53%	\$343.00	5.21%	93
<b>2004</b>	121	-13.57%	\$346,635	4.23%	\$325,000	0.62%	\$391.56	17.02%	\$402.00	17.20%	69
<b>2005</b>	126	4.13%	\$391,487	12.94%	\$365,000	12.31%	\$395.21	0.93%	\$402.00	0.00%	82
<b>2006</b>	135	7.14%	\$349,481	-10.73%	\$337,500	-7.53%	\$374.70	-5.19%	\$378.00	-5.97%	111

Average and Median Selling Prices



# LINK

## South Boston

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	9	0.00%	\$361,189	26.64%	\$374,850	0.00%	\$414.67	17.39%	200
	2005	4	-55.56%	\$256,000	-29.12%	\$244,500	-34.77%	\$445.75	7.50%	105
	2006	7	75.00%	\$285,000	11.33%	\$210,000	-14.11%	\$395.86	-11.19%	45
One Bed	2004	228	96.55%	\$319,731	24.38%	\$300,000	26.32%	\$440.13	19.39%	102
	2005	159	-30.26%	\$317,028	-0.85%	\$285,500	-4.83%	\$467.21	6.15%	83
	2006	142	-10.69%	\$284,642	-10.22%	\$265,000	-7.18%	\$439.11	-6.02%	91
Two Beds	2004	364	35.32%	\$376,900	15.35%	\$369,500	15.47%	\$370.47	13.71%	97
	2005	301	-17.31%	\$381,685	1.27%	\$370,000	0.14%	\$391.58	5.70%	77
	2006	349	15.95%	\$373,765	-2.08%	\$362,500	-2.03%	\$379.32	-3.13%	103
Three Plus Beds	2004	70	22.81%	\$435,963	8.56%	\$417,000	11.50%	\$300.84	6.73%	117
	2005	62	-11.43%	\$466,684	7.05%	\$446,750	7.13%	\$336.10	11.72%	80
	2006	62	0.00%	\$440,381	-5.64%	\$421,000	-5.76%	\$325.48	-3.16%	76

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## South Boston

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	1	0.00%	\$582,000	77.47%	\$582,000	0.00%	\$498.00	29.69%	
	2005									
	2006	3		\$196,667		\$200,000		\$417.33		19
One Bed	2004	39	8.33%	\$291,390	1.30%	\$280,000	-1.06%	\$442.65	18.13%	65
	2005	20	-48.72%	\$393,820	35.15%	\$299,000	6.79%	\$455.26	2.85%	100
	2006	29	45.00%	\$283,224	-28.08%	\$254,000	-15.05%	\$404.25	-11.21%	120
Two Beds	2004	52	-23.53%	\$377,021	9.30%	\$376,250	13.35%	\$375.02	10.68%	61
	2005	61	17.31%	\$385,643	2.29%	\$370,000	-1.66%	\$391.05	4.27%	74
	2006	73	19.67%	\$370,918	-3.82%	\$365,000	-1.35%	\$366.70	-6.23%	113
Three Plus Beds	2004	10	-33.33%	\$436,450	13.60%	\$458,000	20.84%	\$277.90	-1.27%	127
	2005	14	40.00%	\$507,964	16.39%	\$489,750	6.93%	\$332.14	19.52%	108
	2006	6	-57.14%	\$547,833	7.85%	\$512,500	4.65%	\$330.67	-0.44%	96

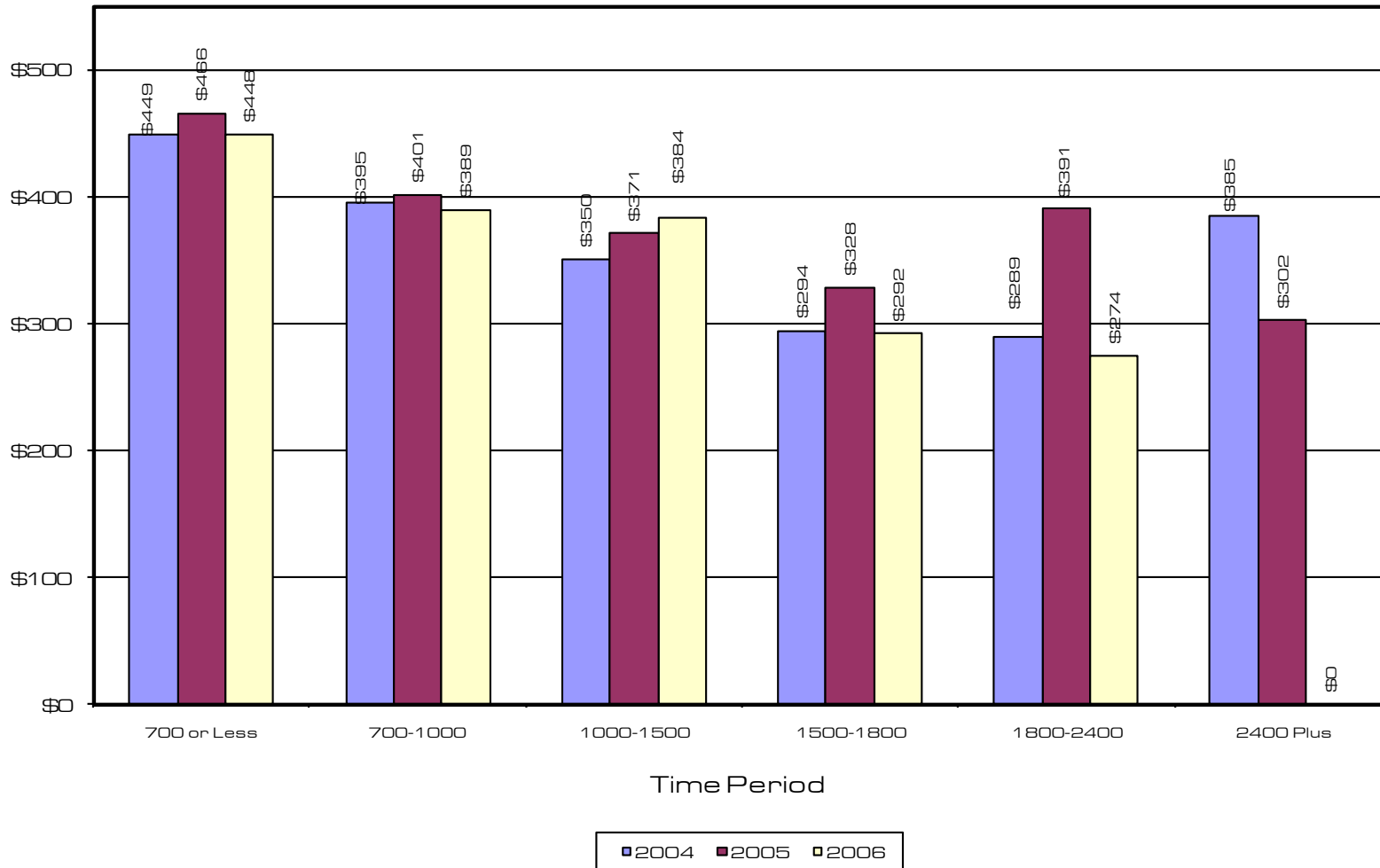




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## South Boston

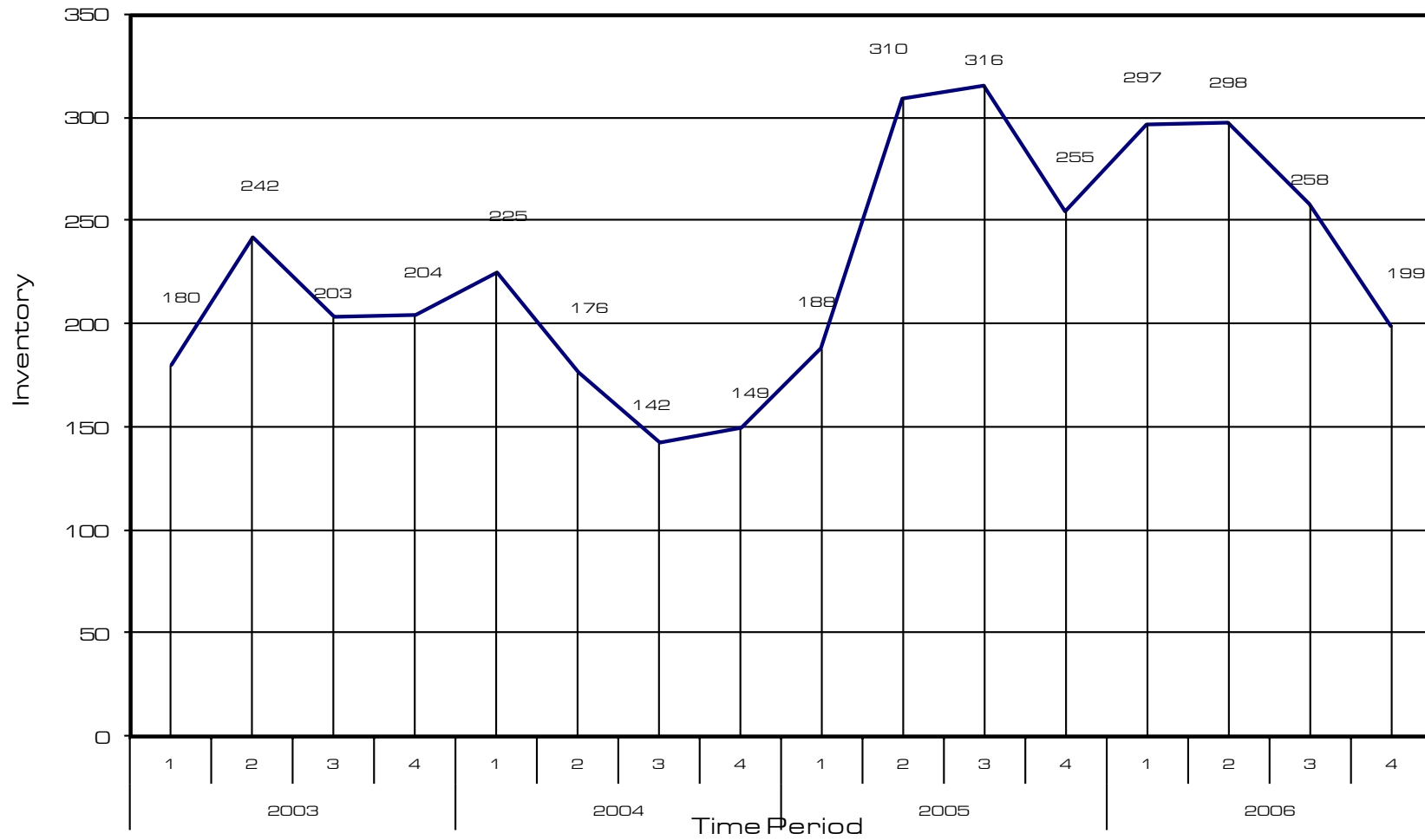
Average Price per Square Foot Comparison  
2004 - 2006



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## South Boston

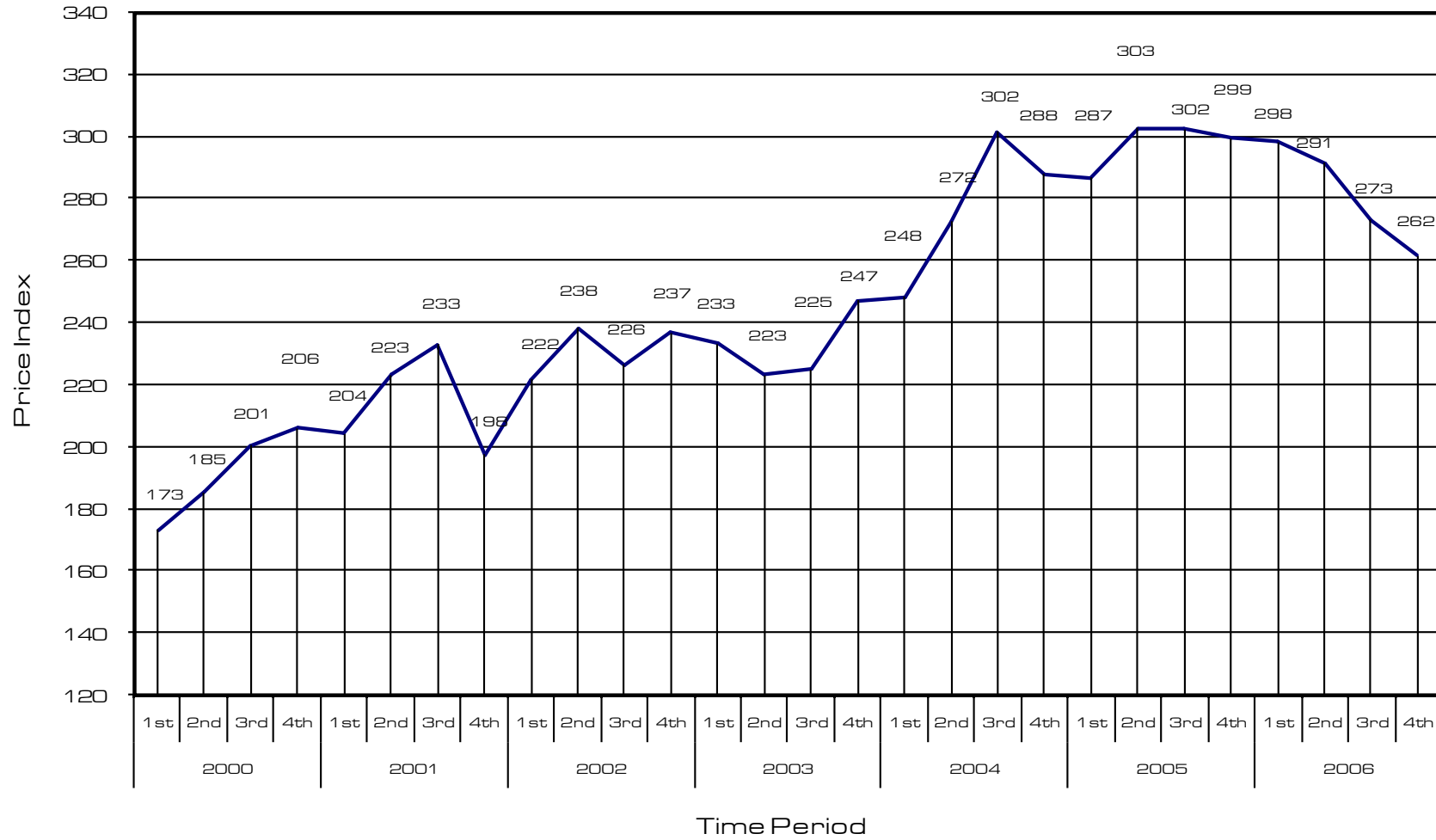
Inventory  
2003 to 2006



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## South End

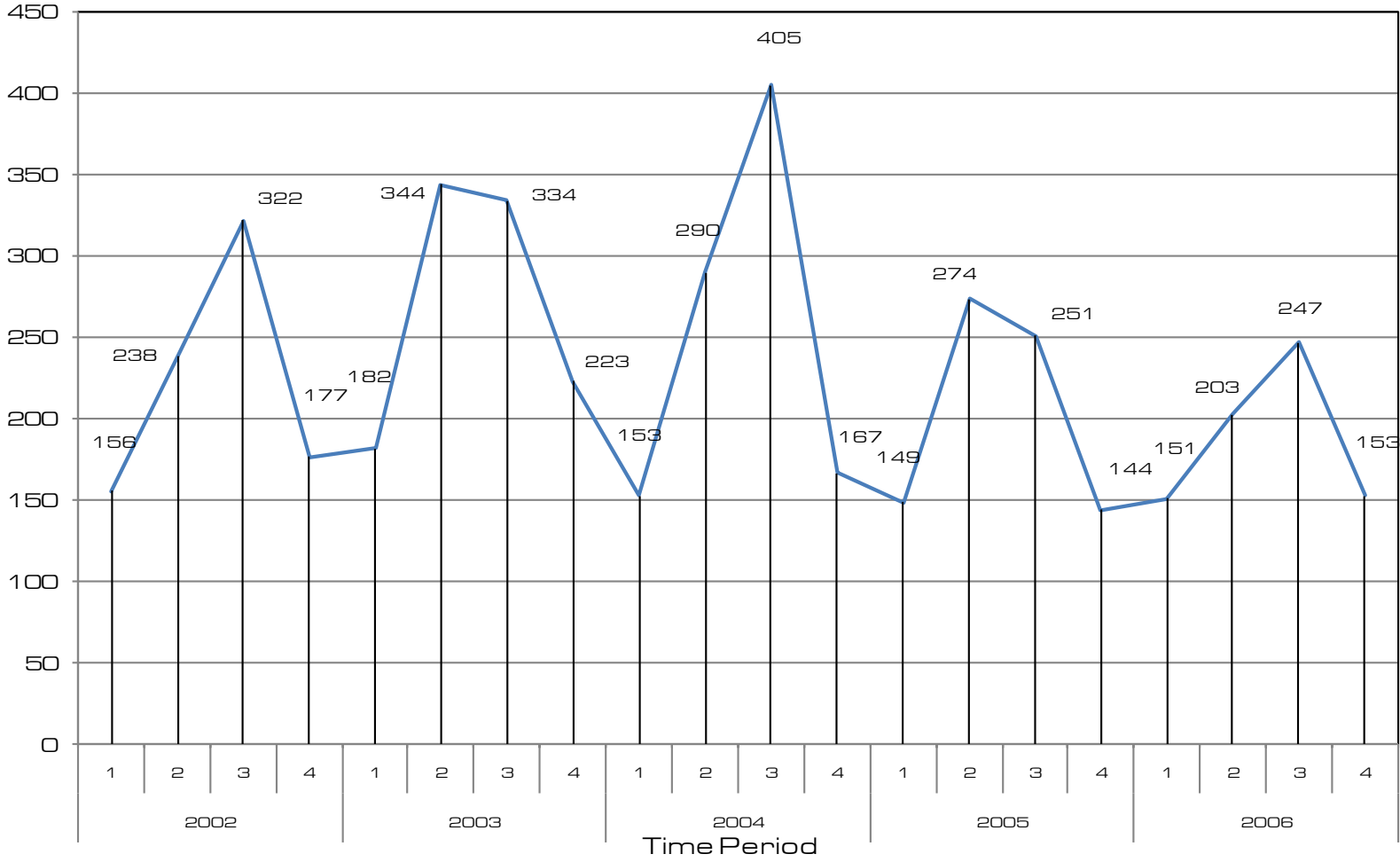
Price Index  
(Appreciation Rate)



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## South End

Total Sales by Quarter  
2002 - 2006



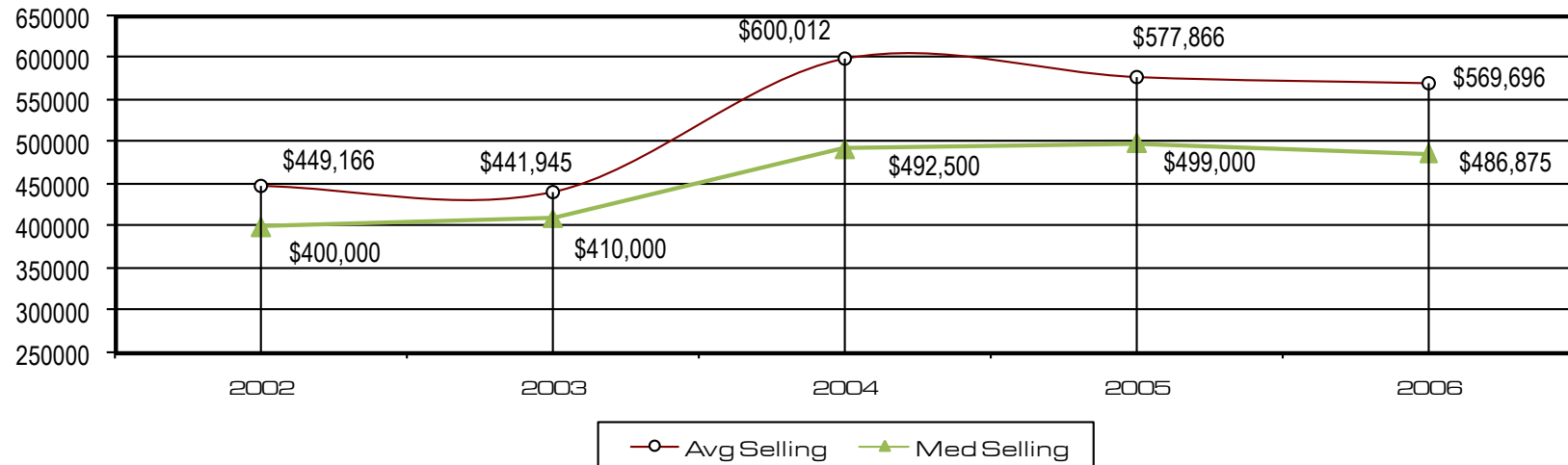
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## South End

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	893	38.88%	\$449,166	10.42%	\$400,000	8.40%	\$450.32	6.32%	\$456.00	7.29%	62
<b>2003</b>	1083	21.28%	\$441,945	-1.61%	\$410,000	2.50%	\$457.63	1.62%	\$472.00	3.51%	77
<b>2004</b>	1015	-6.28%	\$600,012	35.77%	\$492,500	20.12%	\$551.15	20.44%	\$544.00	15.25%	62
<b>2005</b>	818	-19.41%	\$577,866	-3.69%	\$499,000	1.32%	\$582.74	5.73%	\$592.50	8.92%	57
<b>2006</b>	754	-7.82%	\$569,696	-1.41%	\$486,875	-2.43%	\$568.62	-2.42%	\$562.50	-5.06%	90

Average and Median Selling Prices



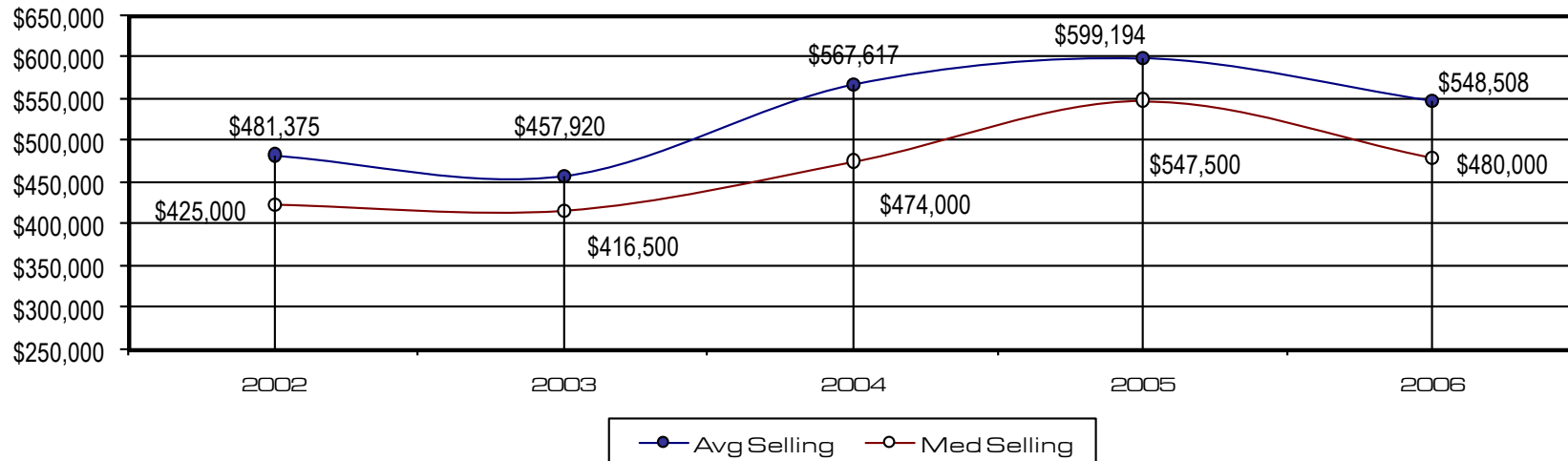
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## South End

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	177	22.07%	\$481,375	20.32%	\$425,000	14.50%	\$458.20	15.53%	\$457.00	13.68%	48
<b>2003</b>	223	25.99%	\$457,920	-4.87%	\$416,500	-2.00%	\$483.71	5.57%	\$491.50	7.55%	72
<b>2004</b>	167	-25.11%	\$567,617	23.96%	\$474,000	13.81%	\$558.63	15.49%	\$557.50	13.43%	46
<b>2005</b>	144	-13.77%	\$599,194	5.56%	\$547,500	15.51%	\$585.46	4.80%	\$588.00	5.47%	59
<b>2006</b>	153	6.25%	\$548,508	-8.46%	\$480,000	-12.33%	\$539.26	-7.89%	\$546.00	-7.14%	127

Average and Median Selling Prices



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## South End

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	28	0.00%	\$305,661	45.19%	\$232,000	0.00%	\$588.41	15.66%	41
	2005	23	-17.86%	\$274,909	-10.06%	\$275,000	18.53%	\$615.50	4.60%	49
	2006	19	-17.39%	\$279,074	1.52%	\$268,000	-2.55%	\$622.05	1.06%	141
One Bed	2004	351	-9.77%	\$418,959	18.84%	\$390,500	16.55%	\$539.05	11.94%	50
	2005	285	-18.80%	\$418,543	-0.10%	\$396,000	1.41%	\$590.85	9.61%	61
	2006	264	-7.37%	\$418,701	0.04%	\$395,000	-0.25%	\$571.04	-3.35%	75
Two Beds	2004	511	6.68%	\$668,792	36.86%	\$572,000	22.48%	\$557.19	22.07%	64
	2005	366	-28.38%	\$633,141	-5.33%	\$599,500	4.81%	\$580.57	4.20%	56
	2006	306	-16.39%	\$644,014	1.72%	\$600,000	0.08%	\$575.40	-0.89%	92
Three Plus Beds	2004	92	-4.17%	\$1,048,730	61.91%	\$872,500	38.49%	\$555.96	38.04%	96
	2005	75	-18.48%	\$962,164	-8.25%	\$949,050	8.77%	\$562.15	1.11%	59
	2006	56	-25.33%	\$1,097,000	14.01%	\$991,500	4.47%	\$565.20	0.54%	102

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## South End

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004									
	2005	10		\$261,600		\$275,000		\$621.50		61
	2006	5	-50.00%	\$280,450	7.21%	\$268,000	-2.55%	\$569.20	-8.42%	264
One Bed	2004	71	-22.83%	\$414,730	13.96%	\$386,000	4.61%	\$561.40	16.37%	32
	2005	42	-40.85%	\$444,968	7.29%	\$433,500	12.31%	\$570.93	1.70%	71
	2006	46	9.52%	\$370,783	-16.67%	\$367,500	-15.22%	\$536.00	-6.12%	85
Two Beds	2004	72	-22.58%	\$608,070	18.77%	\$582,500	25.46%	\$553.29	9.42%	48
	2005	47	-34.72%	\$637,994	4.92%	\$599,000	2.83%	\$590.55	6.73%	54
	2006	58	23.40%	\$640,095	0.33%	\$600,000	0.17%	\$560.62	-5.07%	116
Three Plus Beds	2004	16	-23.81%	\$1,146,163	71.26%	\$1,028,900	58.05%	\$568.00	37.26%	86
	2005	14	-12.50%	\$1,070,464	-6.60%	\$1,137,500	10.55%	\$570.29	0.40%	90
	2006	11	-21.43%	\$1,105,909	3.31%	\$1,175,000	3.30%	\$554.18	-2.82%	156

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## South End

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	213	-9.36%	\$338,842	13.77%	\$353,000	17.67%	\$587.62	10.73%	37
	<b>2005</b>	209	-1.88%	\$352,534	4.04%	\$360,000	1.98%	\$634.91	8.05%	44
	<b>2006</b>	197	-5.74%	\$350,510	-0.57%	\$357,000	-0.83%	\$601.86	-5.21%	73
701-1000	<b>2004</b>	305	-14.80%	\$445,916	15.70%	\$440,100	12.85%	\$531.06	13.02%	49
	<b>2005</b>	252	-17.38%	\$471,748	5.79%	\$463,250	5.26%	\$564.99	6.39%	46
	<b>2006</b>	232	-7.94%	\$460,074	-2.47%	\$458,175	-1.10%	\$560.76	-0.75%	77
1001-1500	<b>2004</b>	268	-15.46%	\$618,636	23.36%	\$601,500	17.94%	\$502.00	22.49%	81
	<b>2005</b>	210	-21.64%	\$675,481	9.19%	\$670,750	11.51%	\$556.22	10.80%	77
	<b>2006</b>	199	-5.24%	\$654,147	-3.16%	\$634,000	-5.48%	\$541.01	-2.74%	111
1501-1800	<b>2004</b>	121	75.36%	\$1,059,618	50.94%	\$1,049,000	49.86%	\$634.62	48.79%	76
	<b>2005</b>	65	-46.28%	\$935,879	-11.68%	\$927,500	-11.58%	\$568.46	-10.42%	58
	<b>2006</b>	51	-21.54%	\$952,360	1.76%	\$889,000	-4.15%	\$583.47	2.64%	97
1801-2400	<b>2004</b>	59	59.46%	\$1,121,886	41.20%	\$975,000	29.65%	\$548.58	36.61%	92
	<b>2005</b>	34	-42.37%	\$1,251,875	11.59%	\$1,220,000	25.13%	\$612.65	11.68%	77
	<b>2006</b>	38	11.76%	\$1,137,541	-9.13%	\$1,117,500	-8.40%	\$557.79	-8.95%	133
Over 2400	<b>2004</b>	11	0.00%	\$1,865,682	153.72%	\$1,425,000	147.40%	\$695.73	167.40%	180
	<b>2005</b>	8	-27.27%	\$1,320,938	-29.20%	\$1,323,750	-7.11%	\$464.38	-33.25%	104
	<b>2006</b>	11	37.50%	\$1,641,773	24.29%	\$1,490,000	12.56%	\$607.09	30.73%	132

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## South End

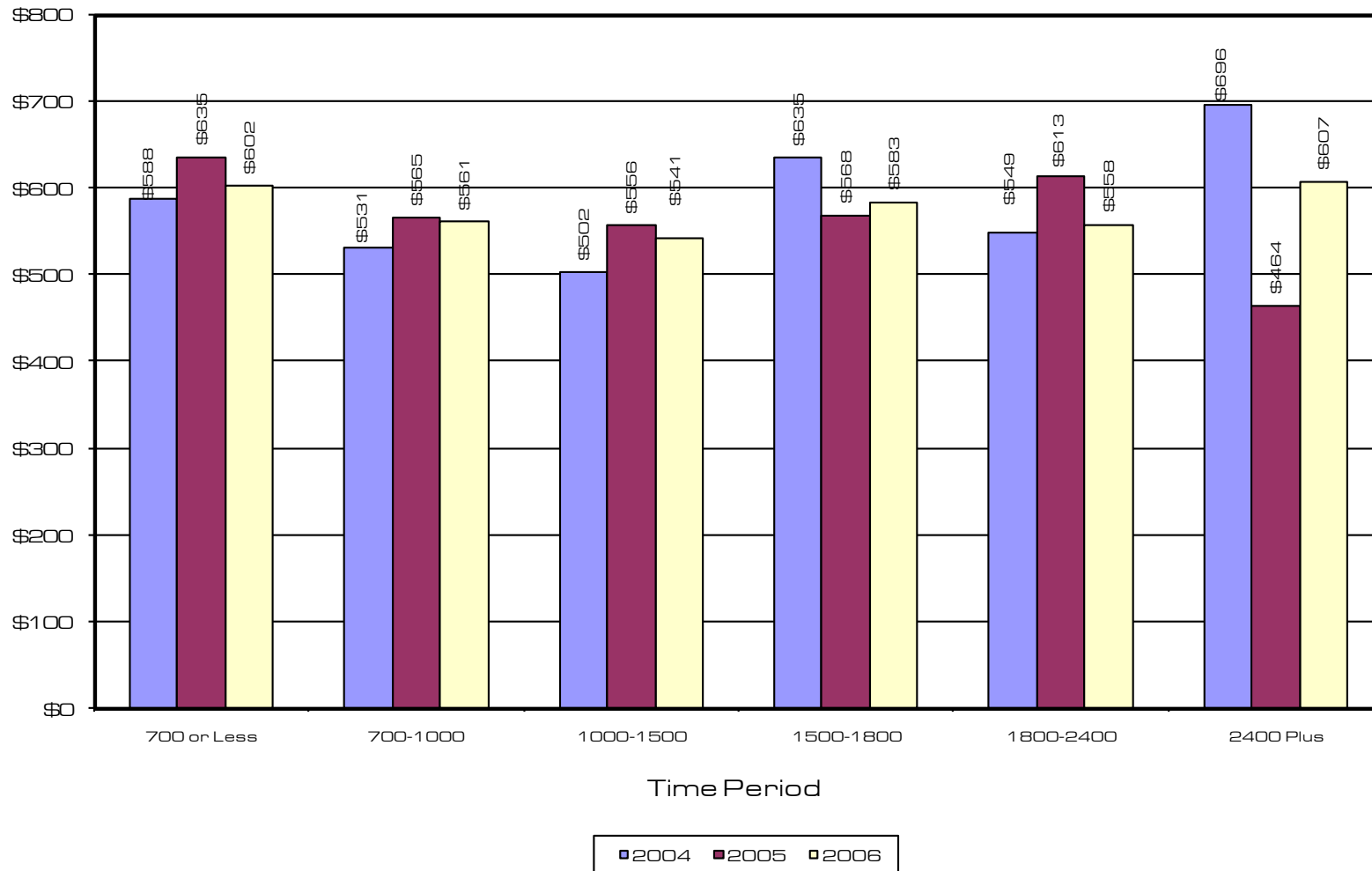
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	42	-6.67%	\$362,393	12.46%	\$369,500	20.36%	\$595.38	7.76%	18
	<b>2005</b>	42	0.00%	\$336,345	-7.19%	\$337,000	-8.80%	\$617.98	3.80%	36
	<b>2006</b>	33	-21.43%	\$319,280	-5.07%	\$335,000	-0.59%	\$563.88	-8.75%	103
701-1000	<b>2004</b>	54	-43.75%	\$457,717	16.96%	\$451,550	16.19%	\$552.00	15.79%	41
	<b>2005</b>	33	-38.89%	\$483,221	5.57%	\$490,000	8.52%	\$570.55	3.36%	35
	<b>2006</b>	47	42.42%	\$436,071	-9.76%	\$435,000	-11.22%	\$526.81	-7.67%	106
1001-1500	<b>2004</b>	39	-22.00%	\$639,414	11.78%	\$648,000	17.60%	\$521.49	13.49%	63
	<b>2005</b>	39	0.00%	\$696,348	8.90%	\$689,000	6.33%	\$568.26	8.97%	77
	<b>2006</b>	46	17.95%	\$605,538	-13.04%	\$610,539	-11.39%	\$514.46	-9.47%	159
1501-1800	<b>2004</b>	15	25.00%	\$904,087	32.21%	\$875,000	23.72%	\$554.07	31.14%	80
	<b>2005</b>	10	-33.33%	\$958,216	5.99%	\$915,000	4.57%	\$577.70	4.27%	90
	<b>2006</b>	7	-30.00%	\$1,047,571	9.33%	\$965,000	5.46%	\$650.29	12.56%	98
1801-2400	<b>2004</b>	8	-11.11%	\$1,129,850	31.55%	\$989,400	27.66%	\$536.00	24.55%	54
	<b>2005</b>	9	12.50%	\$1,245,556	10.24%	\$1,240,000	25.33%	\$599.78	11.90%	119
	<b>2006</b>	8	-11.11%	\$1,196,921	-3.90%	\$1,217,500	-1.81%	\$578.50	-3.55%	142
Over 2400	<b>2004</b>	2		\$2,287,500		\$2,287,500		\$814.50		119
	<b>2005</b>	3	50.00%	\$1,450,833	-36.58%	\$1,400,000	-38.80%	\$501.00	-38.49%	130
	<b>2006</b>	2	-33.33%	\$1,497,500	3.22%	\$1,497,500	6.96%	\$450.50	-10.08%	450

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## South End

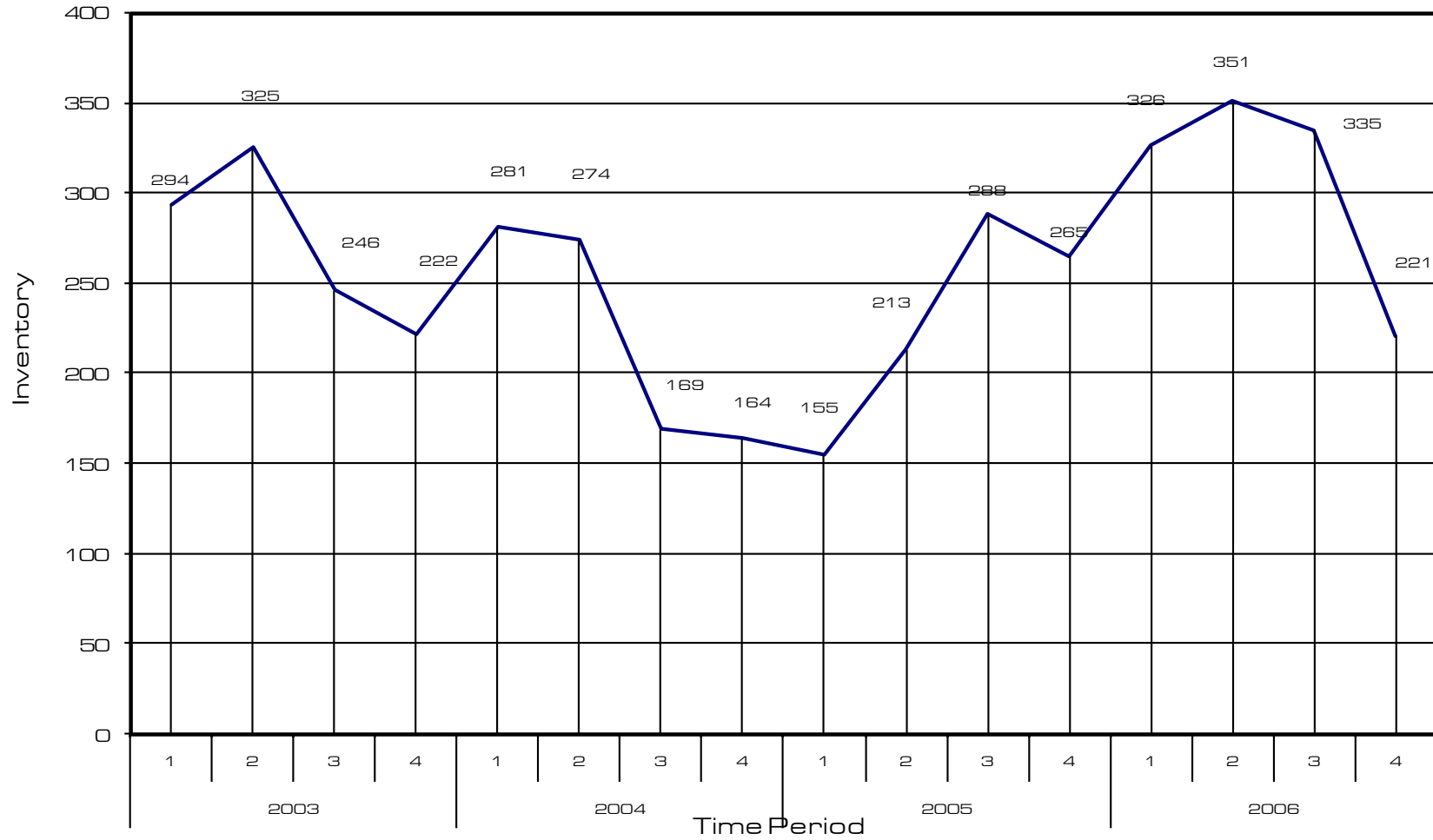
Average Price per Square Foot Comparison  
2004 - 2006



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## South End

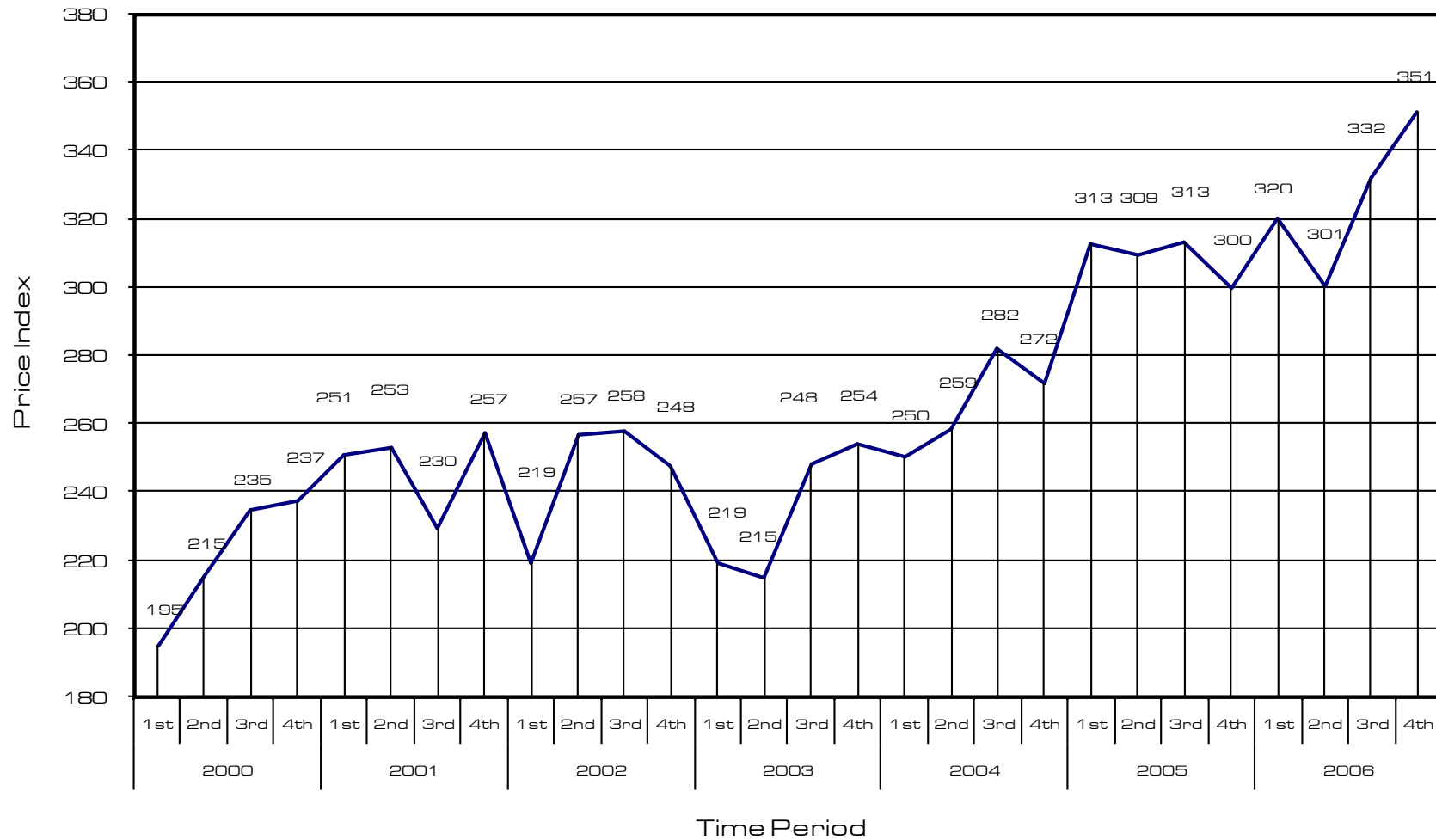
Inventory  
2003 to 2006



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## Waterfront

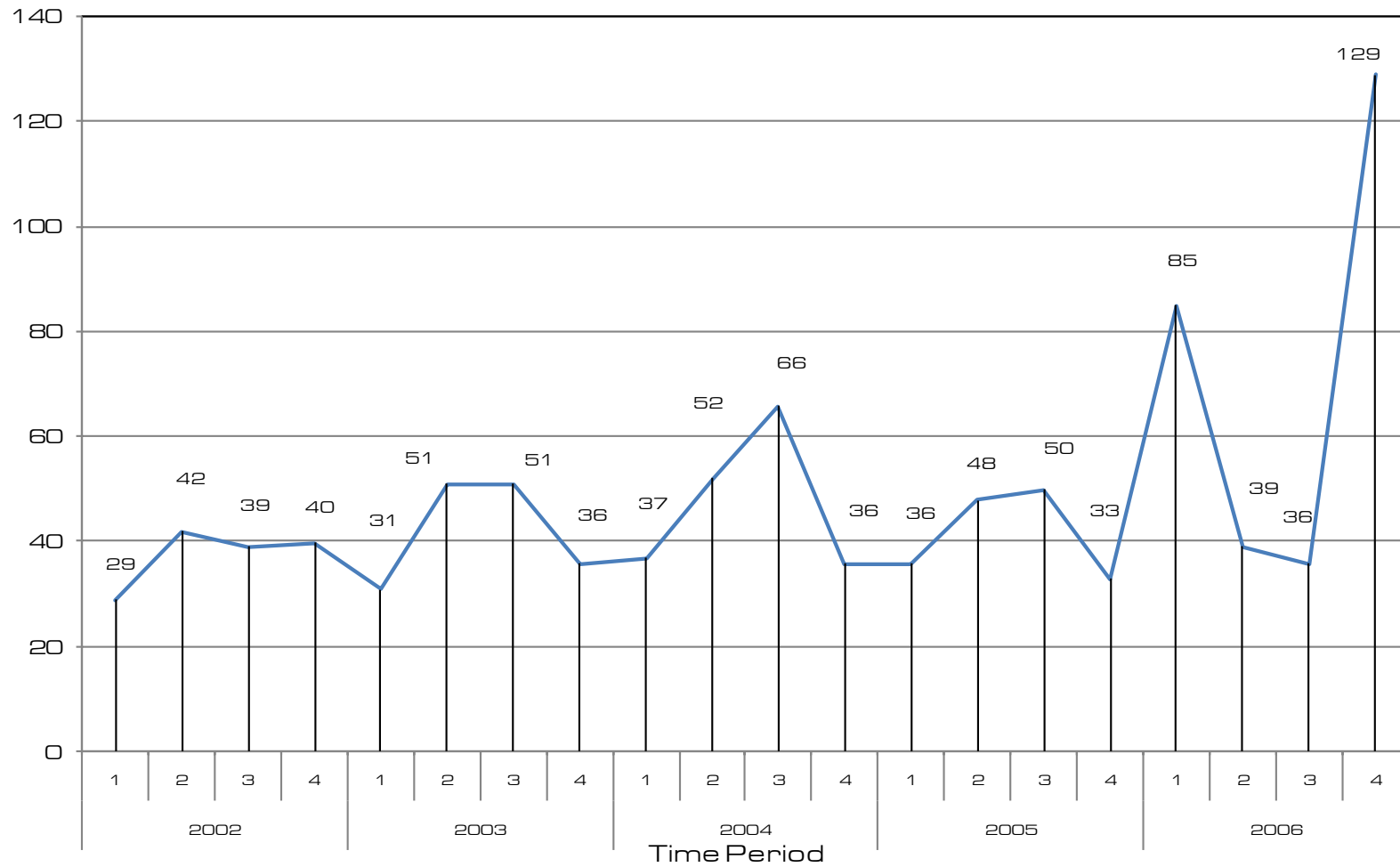
Price Index  
(Appreciation Rate)



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## Waterfront

Total Sales by Quarter  
2002 - 2006



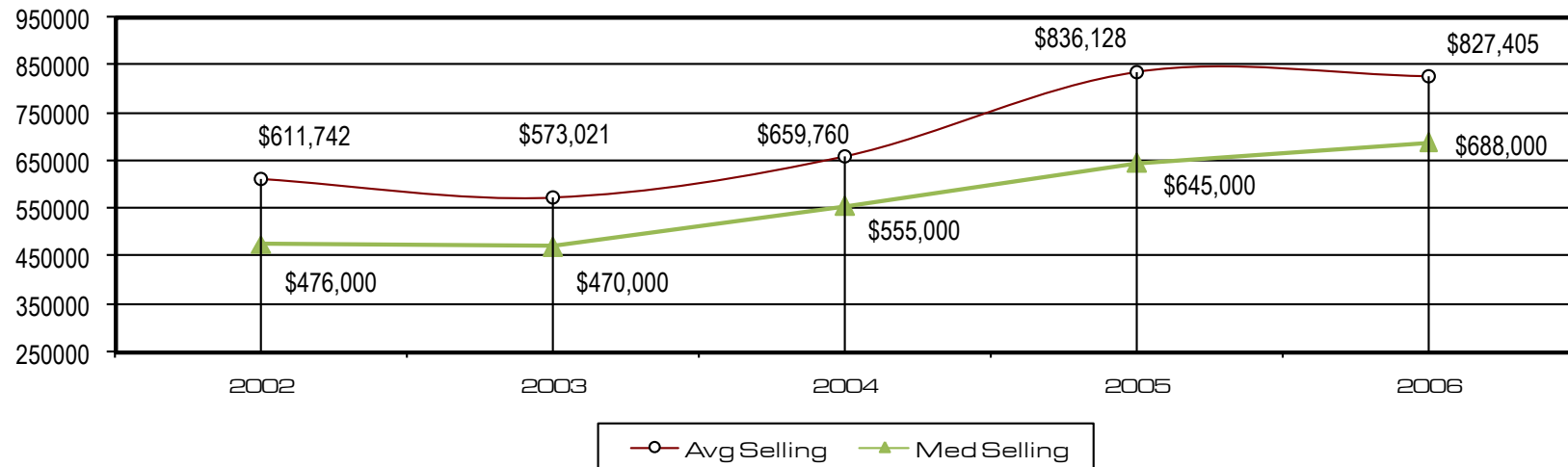
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## Waterfront

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	150	32.74%	\$611,742	9.03%	\$476,000	0.21%	\$515.57	2.62%	\$480.50	-3.32%	114
<b>2003</b>	169	12.67%	\$573,021	-6.33%	\$470,000	-1.26%	\$483.76	-6.17%	\$479.00	-0.31%	124
<b>2004</b>	191	13.02%	\$659,760	15.14%	\$555,000	18.09%	\$550.68	13.83%	\$543.50	13.47%	85
<b>2005</b>	167	-12.57%	\$836,128	26.73%	\$645,000	16.22%	\$646.59	17.42%	\$602.00	10.76%	87
<b>2006</b>	289	73.05%	\$827,405	-1.04%	\$688,000	6.67%	\$690.75	6.83%	\$660.50	9.72%	91

Average and Median Selling Prices



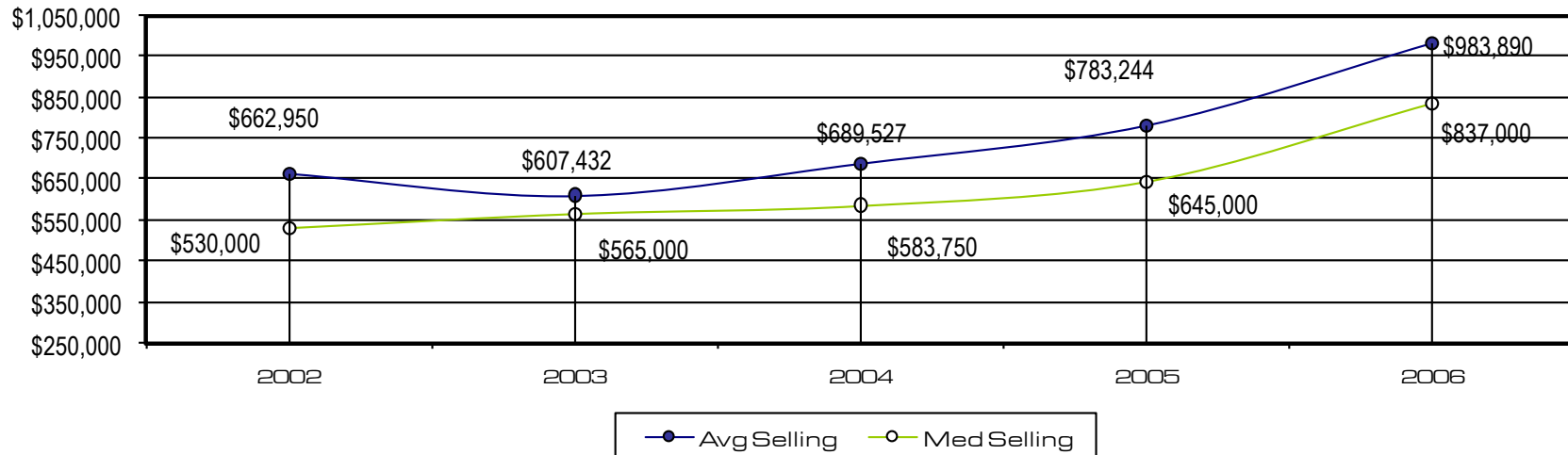
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## Waterfront

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	40	100.00%	\$662,950	1.42%	\$530,000	7.72%	\$533.18	-1.50%	\$473.50	-5.96%	106
<b>2003</b>	36	-10.00%	\$607,432	-8.37%	\$565,000	6.60%	\$525.35	-1.47%	\$534.00	12.78%	175
<b>2004</b>	36	0.00%	\$689,527	13.52%	\$583,750	3.32%	\$557.46	6.11%	\$552.00	3.37%	103
<b>2005</b>	33	-8.33%	\$783,244	13.59%	\$645,000	10.49%	\$622.10	11.60%	\$560.50	1.54%	85
<b>2006</b>	129	290.91%	\$983,890	25.62%	\$837,000	29.77%	\$737.77	18.59%	\$745.00	32.92%	70

Average and Median Selling Prices



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## Waterfront

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	2	0.00%	\$214,975	-18.26%	\$214,975	0.00%	\$490.50	-1.64%	67
	2005	4	100.00%	\$472,500	119.79%	\$382,500	77.93%	\$658.75	34.30%	53
	2006	17	325.00%	\$382,523	-19.04%	\$395,000	3.27%	\$671.12	1.88%	58
One Bed	2004	78	18.18%	\$508,681	18.34%	\$485,000	18.29%	\$555.50	13.72%	70
	2005	54	-30.77%	\$542,395	6.63%	\$502,500	3.61%	\$611.24	10.03%	69
	2006	107	98.15%	\$577,205	6.42%	\$505,000	0.50%	\$671.79	9.91%	79
Two Beds	2004	80	21.21%	\$710,981	0.17%	\$647,500	-4.43%	\$560.46	6.79%	84
	2005	81	1.25%	\$928,748	30.63%	\$690,000	6.56%	\$665.32	18.71%	96
	2006	136	67.90%	\$984,421	5.99%	\$853,500	23.70%	\$705.95	6.11%	95
Three Plus Beds	2004	17	112.50%	\$1,141,853	2.79%	\$1,040,000	2.72%	\$547.24	16.06%	127
	2005	12	-29.41%	\$1,679,833	47.11%	\$1,707,500	64.18%	\$740.42	35.30%	96
	2006	12	0.00%	\$1,890,175	12.52%	\$1,810,000	6.00%	\$775.92	4.79%	99

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## Waterfront

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	1	0.00%	\$192,450		\$192,450	0.00%	\$481.00		105
	2005	2	100.00%	\$562,500	192.28%	\$562,500	192.28%	\$709.50	47.51%	21
	2006	5	150.00%	\$340,000	-39.56%	\$345,000	-38.67%	\$801.60	12.98%	1
One Bed	2004	18	20.00%	\$532,163	18.19%	\$470,000	8.05%	\$567.28	16.58%	61
	2005	5	-72.22%	\$623,713	17.20%	\$725,000	54.26%	\$585.40	3.19%	70
	2006	41	720.00%	\$715,007	14.64%	\$725,000	0.00%	\$724.02	23.68%	64
Two Beds	2004	10	-33.33%	\$691,160	-12.69%	\$680,000	-2.86%	\$562.30	-1.25%	89
	2005	20	100.00%	\$774,300	12.03%	\$602,500	-11.40%	\$621.80	10.58%	82
	2006	68	240.00%	\$1,106,331	42.88%	\$1,100,000	82.57%	\$746.28	20.02%	74
Three Plus Beds	2004	5		\$1,218,000		\$1,040,000		\$585.40		227
	2005	1	-80.00%	\$2,000,000	64.20%	\$2,000,000	92.31%	\$872.00	48.96%	148
	2006	7	600.00%	\$1,891,286	-5.44%	\$1,500,000	-25.00%	\$709.71	-18.61%	122

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## Waterfront

### Sales Comparison by Square Footage 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	14	27.27%	\$301,849	-1.52%	\$305,000	0.49%	\$543.79	4.43%	55
	<b>2005</b>	17	21.43%	\$383,559	27.07%	\$370,000	21.31%	\$660.12	21.39%	73
	<b>2006</b>	35	105.88%	\$396,943	3.49%	\$385,000	4.05%	\$694.60	5.22%	58
701-1000	<b>2004</b>	58	18.37%	\$444,977	10.79%	\$431,000	10.80%	\$535.50	9.20%	63
	<b>2005</b>	46	-20.69%	\$502,105	12.84%	\$484,250	12.35%	\$592.37	10.62%	61
	<b>2006</b>	75	63.04%	\$503,467	0.27%	\$489,000	0.98%	\$617.09	4.17%	86
1001-1500	<b>2004</b>	73	0.00%	\$672,975	13.05%	\$675,000	20.54%	\$557.82	16.31%	85
	<b>2005</b>	55	-24.66%	\$708,472	5.27%	\$675,000	0.00%	\$582.05	4.34%	93
	<b>2006</b>	103	87.27%	\$844,249	19.16%	\$795,000	17.78%	\$689.04	18.38%	112
1501-1800	<b>2004</b>	24	60.00%	\$923,699	18.19%	\$874,500	14.61%	\$563.50	17.92%	100
	<b>2005</b>	16	-33.33%	\$1,075,723	16.46%	\$1,080,000	23.50%	\$661.13	17.32%	93
	<b>2006</b>	42	162.50%	\$1,252,342	16.42%	\$1,249,926	15.73%	\$781.00	18.13%	85
1801-2400	<b>2004</b>	10	-9.09%	\$1,278,000	26.71%	\$1,397,500	47.11%	\$602.20	24.12%	98
	<b>2005</b>	17	70.00%	\$1,789,382	40.01%	\$1,650,000	18.07%	\$895.12	48.64%	110
	<b>2006</b>	15	-11.76%	\$1,491,273	-16.66%	\$1,500,000	-9.09%	\$772.13	-13.74%	71
Over 2400	<b>2004</b>	5	25.00%	\$1,335,700	22.40%	\$1,282,500	35.36%	\$477.40	20.86%	266
	<b>2005</b>	6	20.00%	\$2,380,833	78.25%	\$2,450,000	91.03%	\$872.67	82.80%	188
	<b>2006</b>	6	0.00%	\$2,375,000	-0.25%	\$2,097,500	-14.39%	\$783.33	-10.24%	51

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## Waterfront

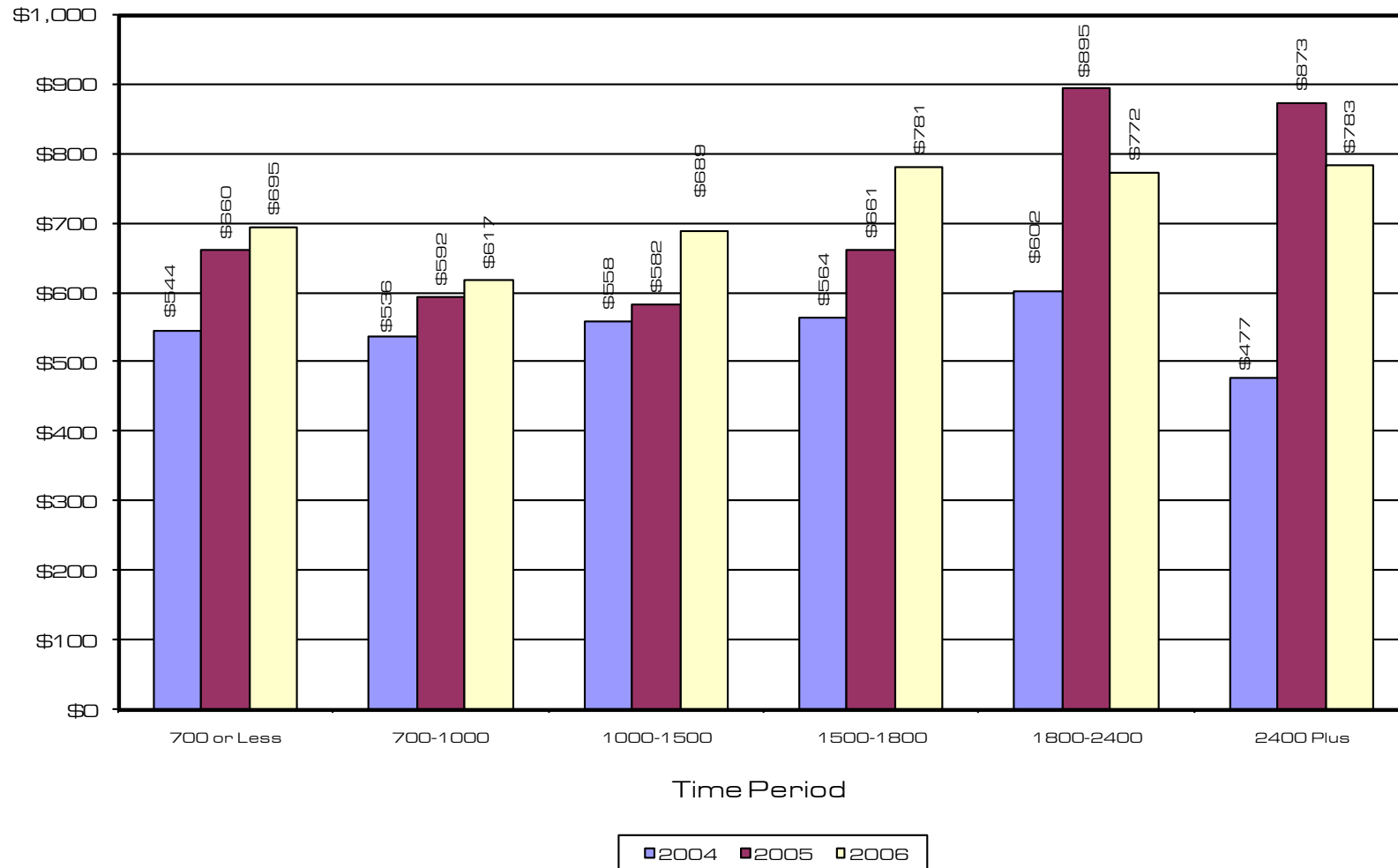
### Sales Comparison by Square Footage Fourth Quarter 2004 - 2006

Sq Feet	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
700 or Less	<b>2004</b>	3	50.00%	\$302,379	24.18%	\$345,000	41.68%	\$524.33	5.50%	56
	<b>2005</b>	3	0.00%	\$376,667	24.57%	\$380,000	10.14%	\$603.33	15.07%	52
	<b>2006</b>	9	200.00%	\$386,778	2.68%	\$345,000	-9.21%	\$754.11	24.99%	16
701-1000	<b>2004</b>	9	12.50%	\$436,861	11.76%	\$437,500	15.89%	\$550.22	16.26%	72
	<b>2005</b>	7	-22.22%	\$563,429	28.97%	\$529,000	20.91%	\$653.71	18.81%	49
	<b>2006</b>	19	171.43%	\$539,147	-4.31%	\$609,000	15.12%	\$643.84	-1.51%	63
1001-1500	<b>2004</b>	17	-15.00%	\$667,300	-2.06%	\$680,000	3.42%	\$565.65	2.19%	64
	<b>2005</b>	15	-11.76%	\$714,800	7.12%	\$645,000	-5.15%	\$565.80	0.03%	102
	<b>2006</b>	52	246.67%	\$888,163	24.25%	\$795,000	23.26%	\$719.06	27.09%	100
1501-1800	<b>2004</b>	3	200.00%	\$896,667	1.61%	\$1,000,000	13.31%	\$552.00	2.41%	150
	<b>2005</b>	3	0.00%	\$886,189	-1.17%	\$799,283	-20.07%	\$523.33	-5.19%	112
	<b>2006</b>	26	766.67%	\$1,298,442	46.52%	\$1,308,000	63.65%	\$821.46	56.97%	41
1801-2400	<b>2004</b>	1	-50.00%	\$1,500,000	11.73%	\$1,500,000	11.73%	\$626.00	0.32%	171
	<b>2005</b>	2	100.00%	\$2,250,000	50.00%	\$2,250,000	50.00%	\$1,110.00	77.32%	148
	<b>2006</b>	12	500.00%	\$1,374,250	-38.92%	\$1,408,500	-37.40%	\$728.25	-34.39%	80
Over 2400	<b>2004</b>	2	100.00%	\$1,625,000	173.11%	\$1,625,000	173.11%	\$544.00	142.86%	431
	<b>2005</b>									
	<b>2006</b>	4		\$2,700,000		\$2,912,500		\$875.00		19

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## Waterfront

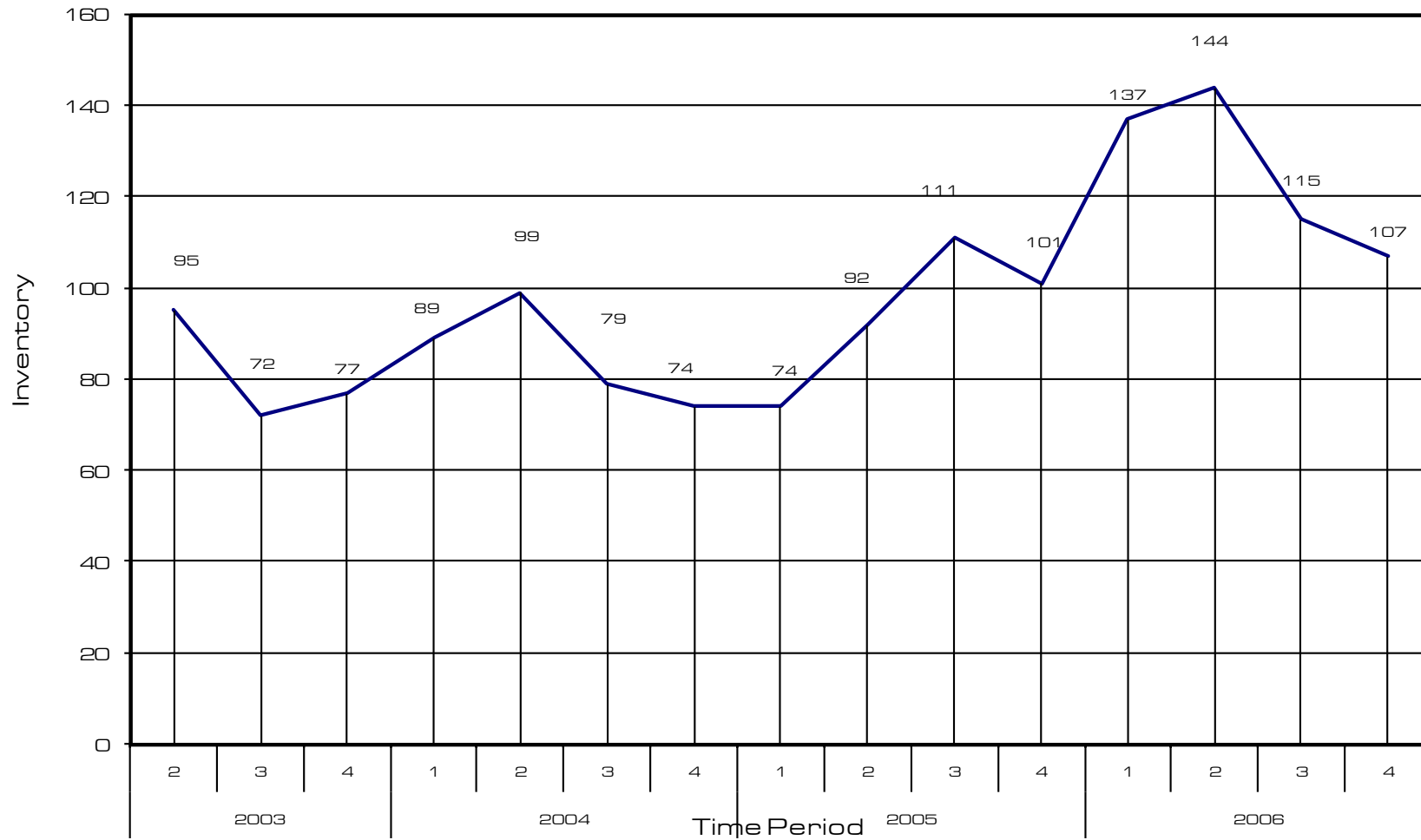
Average Price per Square Foot Comparison  
2004 - 2006



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## Waterfront

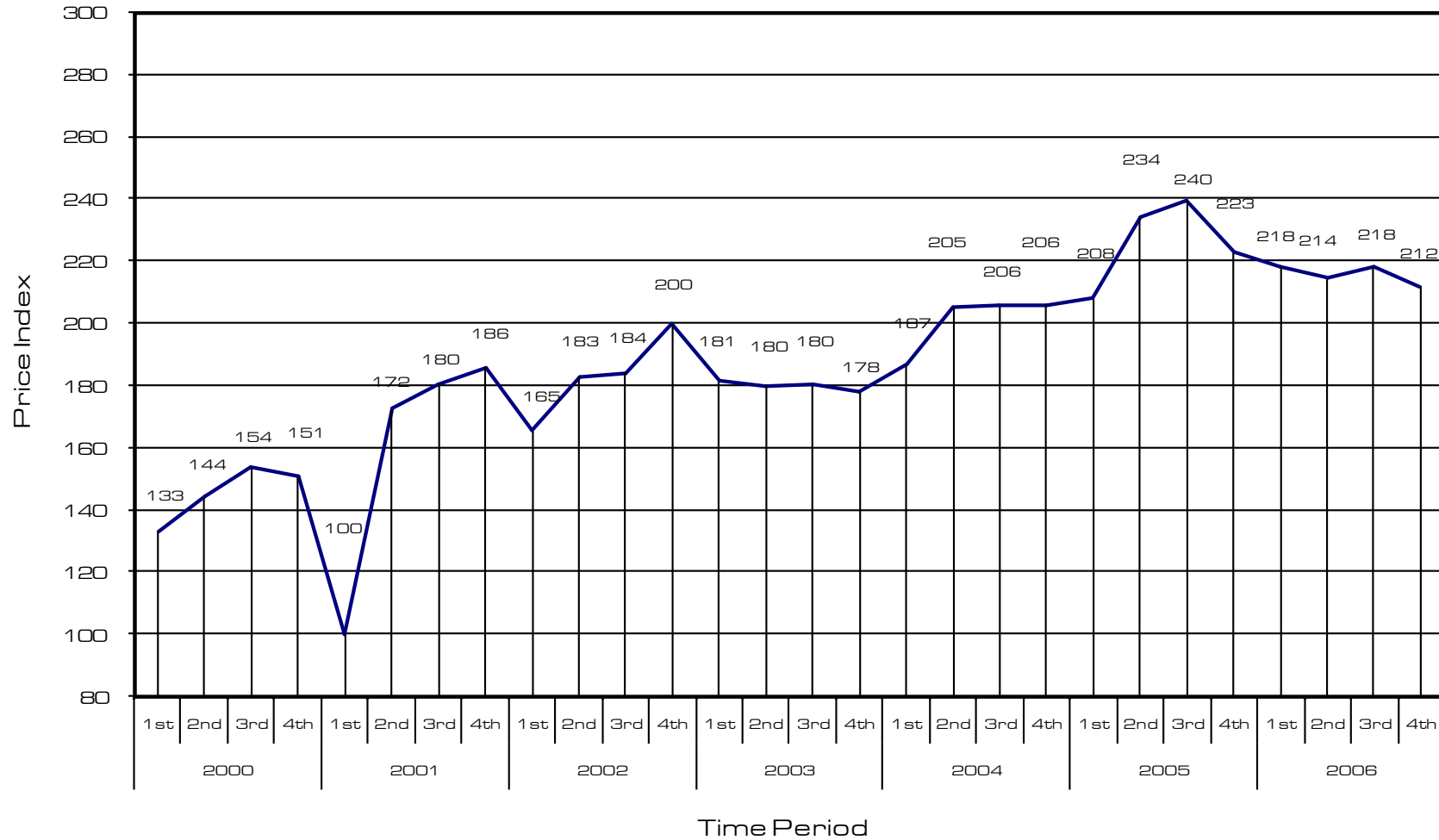
Inventory  
2003 to 2006



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## West End

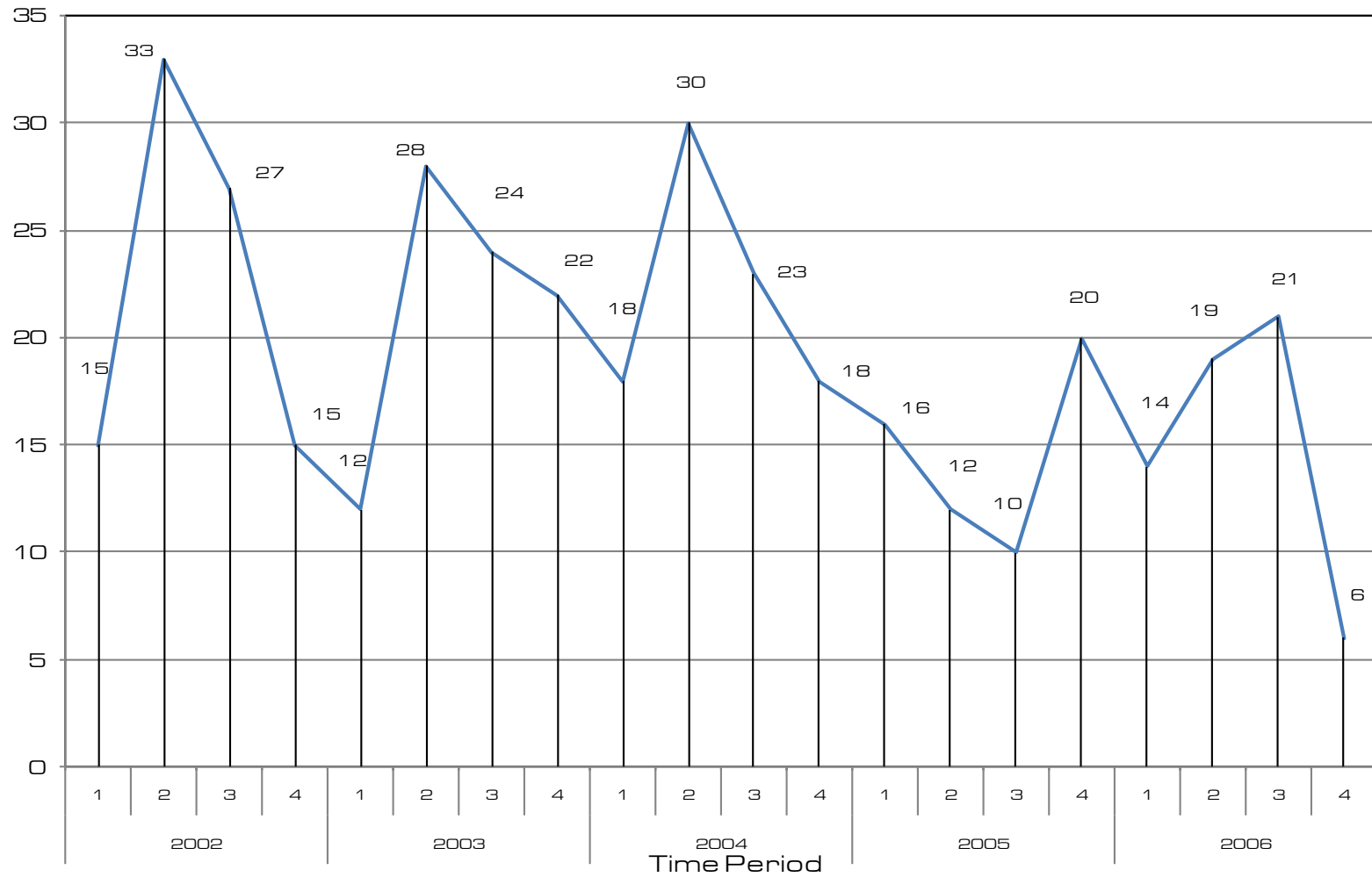
Price Index  
(Appreciation Rate)



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## West End

Total Sales by Quarter  
2002 - 2006



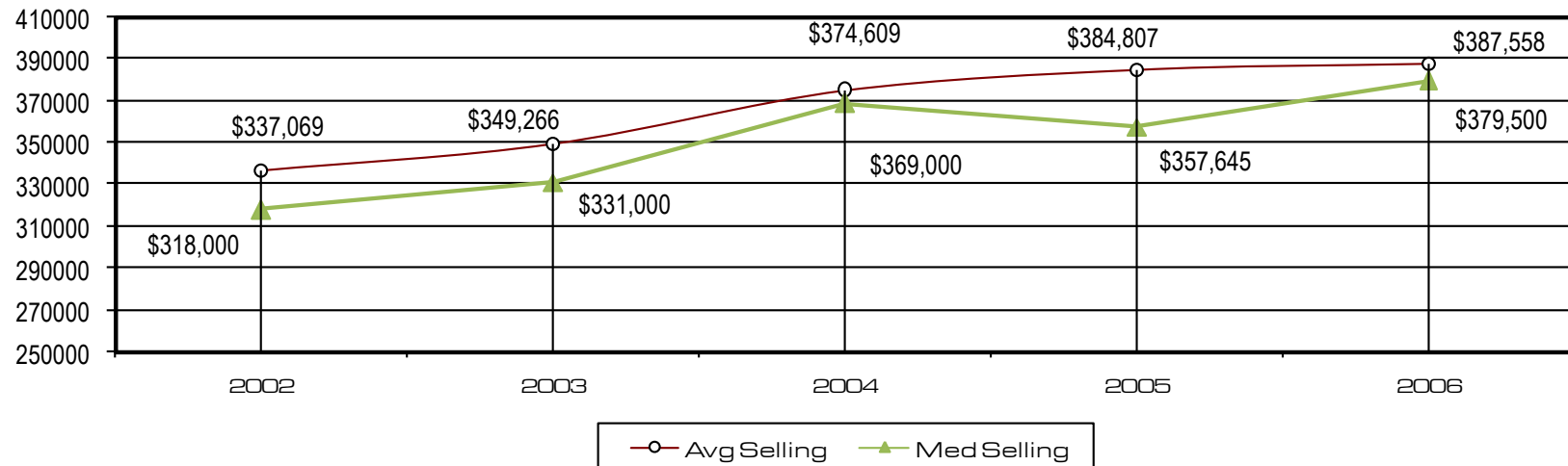
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## West End

### Annual Sales Summary 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	90	50.00%	\$337,069	-0.62%	\$318,000	-0.24%	\$369.45	4.19%	\$357.00	2.59%	57
<b>2003</b>	86	-4.44%	\$349,266	3.62%	\$331,000	4.09%	\$357.77	-3.16%	\$354.00	-0.84%	68
<b>2004</b>	89	3.49%	\$374,609	7.26%	\$369,000	11.48%	\$401.79	12.31%	\$398.00	12.43%	47
<b>2005</b>	58	-34.83%	\$384,807	2.72%	\$357,645	-3.08%	\$446.62	11.16%	\$445.00	11.81%	56
<b>2006</b>	60	3.45%	\$387,558	0.72%	\$379,500	6.11%	\$432.76	-3.10%	\$439.50	-1.24%	60

Average and Median Selling Prices



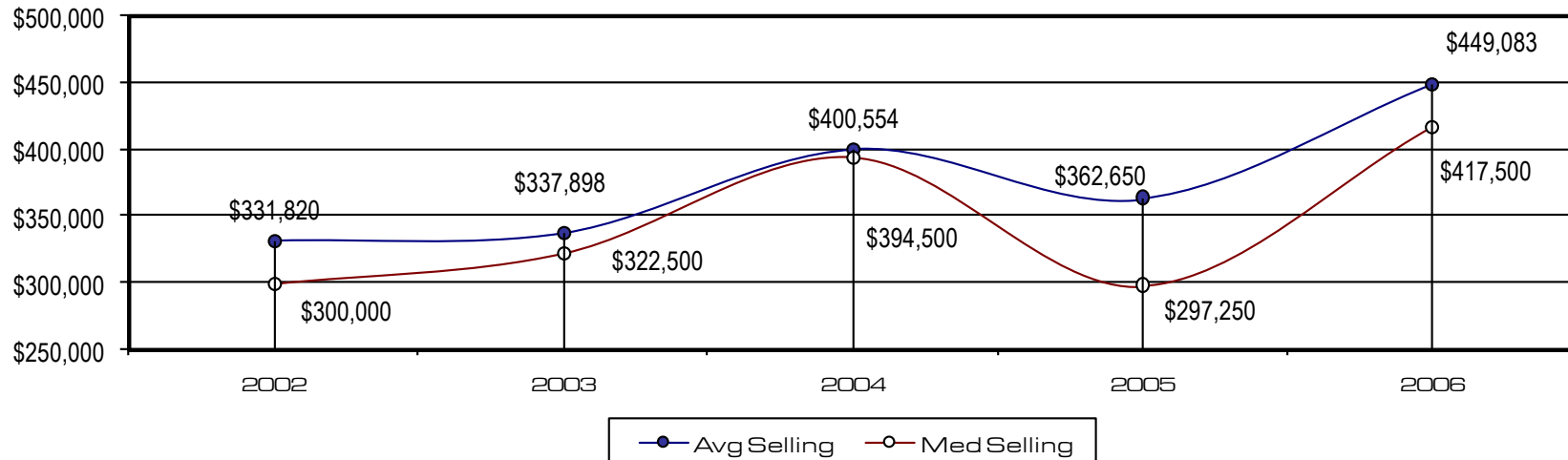
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## West End

### Quarterly Sales Summary Fourth Quarter 2002 - 2006

Year	Sales	% +/-	Avg Selling	% +/-	Med Selling	% +/-	Avg PSF	% +/-	Med PSF	% +/-	Avg DOM
<b>2002</b>	15	36.36%	\$331,820	-8.51%	\$300,000	-15.37%	\$437.71	18.19%	\$379.00	6.16%	62
<b>2003</b>	22	46.67%	\$337,898	1.83%	\$322,500	7.50%	\$356.35	-18.59%	\$351.00	-7.39%	142
<b>2004</b>	18	-18.18%	\$400,554	18.54%	\$394,500	22.33%	\$409.82	15.01%	\$406.00	15.67%	41
<b>2005</b>	20	11.11%	\$362,650	-9.46%	\$297,250	-24.65%	\$446.10	8.85%	\$447.50	10.22%	49
<b>2006</b>	6	-70.00%	\$449,083	23.83%	\$417,500	40.45%	\$426.67	-4.36%	\$430.50	-3.80%	54

Average and Median Selling Prices



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## West End

### Sales Comparison by Number of Bedrooms 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	17	0.00%	\$243,765	8.32%	\$236,000	0.00%	\$382.65	9.06%	23
	2005	16	-5.88%	\$287,656	18.01%	\$289,500	22.67%	\$454.13	18.68%	13
	2006	11	-31.25%	\$293,682	2.09%	\$293,000	1.21%	\$464.27	2.23%	42
One Bed	2004	41	5.13%	\$350,366	10.68%	\$354,000	9.77%	\$405.63	11.69%	24
	2005	25	-39.02%	\$349,852	-0.15%	\$372,000	5.08%	\$440.92	8.70%	91
	2006	27	8.00%	\$376,907	7.73%	\$385,000	3.49%	\$440.59	-0.07%	63
Two Beds	2004	24	-14.29%	\$471,624	7.98%	\$477,500	7.18%	\$398.21	11.11%	75
	2005	14	-41.67%	\$503,429	6.74%	\$522,500	9.42%	\$433.29	8.81%	70
	2006	15	7.14%	\$493,567	-1.96%	\$485,000	-7.18%	\$398.53	-8.02%	92
Three Plus Beds	2004	3	200.00%	\$731,417	13.40%	\$739,250	14.61%	\$409.00	84.23%	216
	2005	2	-33.33%	\$806,500	10.27%	\$806,500	9.10%	\$532.00	30.07%	63
	2006	1	-50.00%	\$745,000	-7.63%	\$745,000	-7.63%	\$447.00	-15.98%	27

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## West End

### Sales Comparison by Number of Bedrooms Fourth Quarter 2004 - 2006

Beds	Year	Sales	Change	Avg Selling	Change	Med Selling	Change	Avg PSF	Change	Avg DOM
Studio	2004	5	0.00%	\$259,500	12.83%	\$255,000	0.00%	\$406.00	12.47%	6
	2005	8	60.00%	\$288,375	11.13%	\$288,000	12.94%	\$452.25	11.39%	9
	2006	1	-87.50%	\$283,500	-1.69%	\$283,500	-1.56%	\$523.00	15.64%	36
One Bed	2004	7	-46.15%	\$367,286	23.49%	\$399,000	26.67%	\$419.14	19.94%	13
	2005	9	28.57%	\$323,000	-12.06%	\$335,000	-16.04%	\$428.67	2.27%	99
	2006	2	-77.78%	\$415,500	28.64%	\$415,500	24.03%	\$453.00	5.68%	23
Two Beds	2004	4	-33.33%	\$482,869	12.20%	\$452,738	18.48%	\$397.50	7.29%	42
	2005	2	-50.00%	\$585,000	21.15%	\$585,000	29.21%	\$436.50	9.81%	111
	2006	2	0.00%	\$417,500	-28.63%	\$417,500	-28.63%	\$342.00	-21.65%	159
Three Plus Beds	2004	1		\$910,000		\$910,000		\$413.00		261
	2005	1	0.00%	\$869,000	-4.51%	\$869,000	-4.51%	\$573.00	38.74%	3
	2006	1	0.00%	\$745,000	-14.27%	\$745,000	-14.27%	\$447.00	-21.99%	27

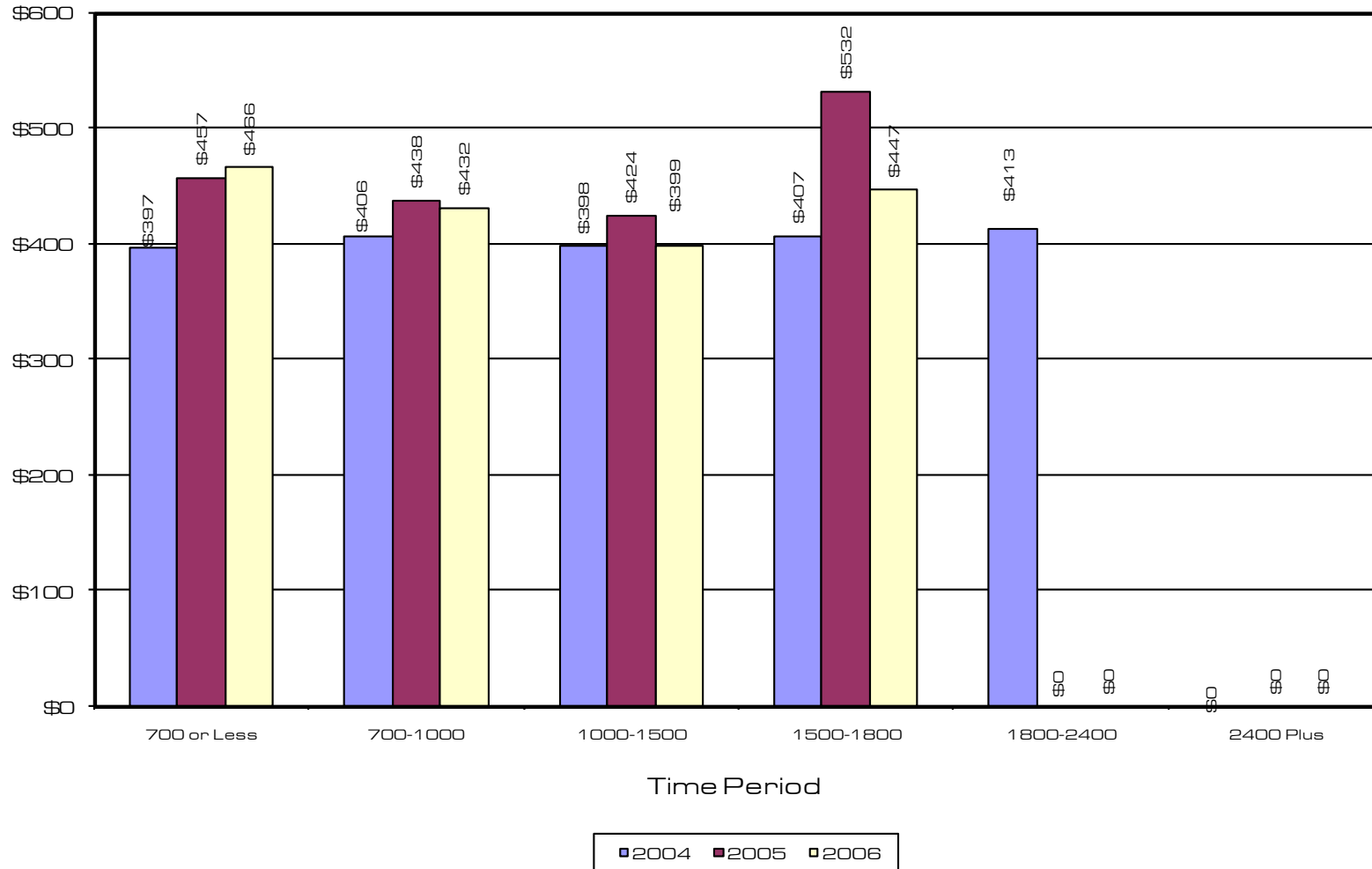




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## West End

Average Price per Square Foot Comparison  
2004 - 2006



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## West End

Inventory  
2003 to 2006

