



The Real Estate Insider

Timely Data, Offerings and Sales Reports on The Boston Real Estate Market Since 1992

January 2012

All Condominium Sales By Neighborhood - 2011 vs. 2010

Time Frame: 2011 vs. 2010

Key: # Sales: number of sales that have closed. Avg. Sale Price: average closing sale price.

Avg. PPSF: average closing sale price per square foot.

Information Sources: LINK (Listing Information Network). Marsh Properties, Inc. research.

Neighborhood	2011						2010		
	# Sales	% Change	Avg. Sale Price	% Change	Avg. PPSF	% Change	# Sales	Avg. Sale Price	Avg. PPSF
Back Bay	451	2.6%↓	\$1,147,529	4.8%↓	\$807	2.0%↑	463	\$1,205,338	\$791
Beacon Hill	184	12.9%↑	\$701,808	1.8%↓	\$701	1.0%↓	163	\$714,801	\$707
Charlestown	256	4.9%↑	\$422,000	7.2%↓	\$439	1.4%↑	244	\$459,926	\$433
Midtown	117	3.6%↑	\$1,125,485	12.8%↑	\$823	11.1%↑	86	\$997,748	\$741
North End	70	5.4%↓	\$448,653	3.7%↓	\$556	3.8%↓	74	\$465,926	\$578
Seaport	78	6.0%↓	\$619,615	9.1%↑	\$474	4.6%↓	83	\$568,039	\$497
South Boston	516	13.0%↓	\$375,368	6.0%↑	\$372	1.6%↑	532	\$354,214	\$366
South End	568	—	\$650,159	3.5%↓	\$605	—	569	\$673,527	\$607
Waterfront	128	—	\$967,381	6.1%↓	\$648	3.1%↓	129	\$1,030,427	\$669

NOTES: The major averages in the stock market ended 2011 virtually unchanged. No surprise that most of our neighborhoods experienced similar year over year results. When we focus on the popular measure - average sale price per square foot - we see that other than the Midtown, values were virtually unchanged from those in 2010.

- ◆ **Back Bay** saw the number of sales drop 2.6%, the average sale price fall by less than 5% and the average price per SF increased 2%.
- ◆ **Beacon Hill** enjoyed the largest increase in the number of sales (↑12.9%) yet the average price per SF dropped 1%.
- ◆ **Charlestown's** average sale price topped the field by dropping 7.2% but the avg. price per SF increased by 1.4%.
- ◆ **Midtown**, lead by the Ritz Towers, 45 Province and W Boston, was the top performing neighborhood in 2011 vs. 2010; the avg. price per SF increased by 11.1%.
- ◆ **North End** was the laggard, logging decreases in the number of sales, average sale price and average price per SF; the latter by 3.8%.
- ◆ **Seaport** had the second highest drop in the number of sales, the second highest average sale price (↑9.1%) and the avg. price per SF fell by 4.6%.
- ◆ **South Boston** endured the biggest drop in the number of sales (↓13%), saw its average sale price rise by 6% and the avg. price per SF rise by 1.6%.
- ◆ **South End** was flat in terms of the number of sales and the average price per SF; the average sale price was down by 3.5%.
- ◆ The **Waterfront** equaled its sales volume of 2010 but registered the third worst performance in the categories of average sale price (↓6.1%) and average price per SF (↓3.1%).



Tim
Marsh
Owner/
Broker

MARSH PROPERTIES

Thirty Four \$1+ Million Single Family Homes Sold on Beacon Hill in 2011

<u>Address</u>	<u>Sale Price</u>	<u>Sale Price/SF</u>	<u>Square Feet</u>	<u>Condition</u>	<u>Beds/Baths</u>	<u>Outdoor Space</u>	<u>Parking</u>
28 Irving St.	\$1,040,000	\$548	1,897	PR	3/3	Deck	No
117 Myrtle St.	\$1,112,000	\$706	1,574	AC	3/3	Deck	No
1 River St. Pl.	\$1,399,000	\$874	1,600	AC	2/2.5	No	No
128 Myrtle St.	\$1,475,000	\$833	1,770	PR	3/3	Deck	Rental
6 Sentry Hill Pl.	\$1,580,000	\$720	2,193	R	3+/2	Deck/Patio	No
127 Pinckney St.	\$1,600,000	\$901	1,776	R	3+/2.5	Deck	No
99 Revere St.	\$1,660,000	\$718	\$2,311	R	3+/3	Deck/Garden	No
58 Brimmer St.	\$1,700,000	\$473	3,595	AC	3+/2	Deck/Garden	No
90 Pinckney St.	\$1,975,000	\$758	2,605	AC	4/3.5	Garden	No
18 Joy St.	\$1,875,000	\$630	2,977	PR	5/3.5	Garden	No
25 Joy St.	\$1,900,000	\$464	4,095	AC	4+/3.5	Garden	Rental
8 Acorn St.	\$1,935,000	\$1,347	1,437	AC	3/2.5	Deck	No
19 Pinckney St.	\$2,000,000	\$625	3,200	PR	5+/3.5	Garden	1-Outside
105 Myrtle St.	\$2,100,000	\$924	2,272	R	3/2.5	Deck/Patio	No
20 Charles River Sq.	\$2,100,000	\$871	2,412	R	3+/2.5	Deck	1-Outside
88 Pinckney St.	\$2,200,000	\$750	2,935	R	4+/3.5	Deck/Garden	No
38 Pinckney St.	\$2,205,000	\$646	3,411	AC	5/5.5	Deck/Patio	No
22 Joy St.	\$2,300,000	\$579	3,974	R	4+/3+	Deck/Garden	No
15 Byron St.	\$2,350,000	\$674	3,488	AC	3/3	Deck/Garden	1-Outside
31-35 Beaver Pl.	\$2,500,000	\$541	4,620	Shell	4/4.5	Deck	4 (2Gar.)
5 Charles River Sq.	\$2,550,000	\$750	3,401	R	4+/3.5	Deck	1-Outside
70 River St.	\$2,558,000	\$858	2,983	AC	3+/3.5	Deck	2-Garage
33 Pinckney St.	\$2,700,000	\$879	3,070	R	3+/3.5	Deck/Patio	Rental
37 W. Cedar St.	\$2,845,000	\$620	4,587	R	4+/4.5	Deck/Garden	No
32 W. Cedar St.	\$2,850,000	\$570	5,000	PR	5/4.5	Garden	No
90 Chestnut St.	\$3,450,000	\$525	6,576	PR	5+/5.5	Deck	No
130 Chestnut St.	\$4,162,500	\$929	4,482	R	4+/4.5	Deck/Patio	Rental
9 Brimmer St.	\$4,425,000	\$536	8,250	R	7/4+	Deck/Garden	Rental
37 Chestnut St.	\$4,450,000	\$856	5,198	PR	4+/5.5	Deck/Garden	No
2 Spruce St.	\$4,925,000	\$670	7,348	PR	4/5	Garden	No
46 Mt. Vernon St.	\$4,950,000	\$901	5,492	R	5/4.5	Deck/Garden	No
79 Pinckney St.	\$5,750,000	\$1,427	4,030	R	5+/5.5	Deck/Patio	1-Outside
8 Mt. Vernon Pl.	\$10,890,000	\$1,146	9,500	R	5+/4+	Garden	2-Outside
20 Louisburg Sq.	\$11,500,000	\$1,499	7,674	R	4+/5+	Deck/Garden	2-outside

Condition: AC (Average Condition). PR (Partially Renovated). R (Renovated). Shell (totally unrenovated).



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Boston's Premier Doorman 2011 Condominium Sales

Average Price Per Square Foot (PPSF)

<u>BUILDING</u>	<u>2008</u>		<u>2009</u>		<u>2010</u>		<u>2011</u>		<u>2011 Sales Price Range</u>	
	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>PPSF</u>	<u>Sales</u>	<u>Low</u>	<u>High</u>
1 Charles	\$ 861	26	\$ 883	7	\$ 823	17	\$ 942	14	\$450,000 (S)	\$4,800,000 (3BR)
45 Province			\$1,008	15	\$ 742	12	\$ 844	28	\$621,000 (2BR)	\$3,300,000 (3BR)
Atelier 505	\$ 848	32	\$ 976	10	\$ 934	4	\$ 956	7	\$720,000 (1BR)	\$3,200,000 (3BR)
Battery Wharf	\$1,084	48	\$ 899	8	\$1,008	17	\$ 884	23	\$710,000 (1BR)	\$2,050,000 (2BR)
Belvedere	\$1,175	3	\$ 897	2	\$1,122	3	\$ 905	2	\$810,000 (1BR)	\$2,000,000 (3BR)
Carlton House	\$1,601	1			\$ 991	2	\$1,460	3	\$2,825,000 (2BR)	\$3,495,000 (2BR)
Clarendon			\$ 987	6	\$1,119	42	\$1,129	36	\$600,000 (S)	\$4,100,000 (3BR)
Four Seasons	\$1,107	5	\$1,228	3	\$1,031	7	\$1,069	10	\$985,000 (2BR)	\$2,300,000 (2BR)
Grandview	\$ 925	6	\$ 691	1	\$ 889	1	\$ 790	4	\$412,500 (1BR)	\$1,325,000 (2BR)
Heritage	\$ 894	5	\$1,012	4	\$ 909	4	\$1,015	4	\$715,000 (1BR)	\$3,600,000 (2BR)
Intercontinental	\$ 917	15	\$ 881	12	\$ 850	11	\$ 899	13	\$312,500 (S)	\$6,000,000 (4BR)
Le Jardin			\$ 972	1	\$1,230	1				
Mandarin	\$1,540	51	\$1,092	4	\$1,634	6	\$1,777	6	\$3,550,000 (3BR)	\$13,200,000 (4BR)
Ritz Tower I	\$ 912	13	\$ 848	10	\$ 718	9	\$ 993	12	\$850,000 (2BR)	\$5,550,000 (4BR)
Ritz Tower II	\$1,162	23	\$ 913	7	\$1,009	12	\$ 997	11	\$625,000 (1BR)	\$2,300,000 (3BR)
Rowes Wharf	\$ 996	5	\$ 804	3	\$1,147	3	\$1,093	3	\$1,300,000 (2BR)	\$4,500,000 (3BR)
Trinity Place	\$ 986	5	\$ 984	6	\$ 890	6	\$ 861	4	\$400,000 (1BR)	\$1,787,500 (2BR)
W Boston					\$ 895	20	\$ 905	32	\$355,000 (S)	\$3,700,000 (3BR)

2011 vs. 2010

Carlton House: Greatest increase in the avg. sale price per SF: 47.3%↑

Belvedere: Greatest decrease in the avg. sale price per SF: 19.3%↓

45 Province: Greatest increase in the number of sales (> 5 sales): 133%↑

1 Charles: Greatest decrease in the number of sales (> 5 sales): 17.6%↓

Sources: Marsh Properties research, LINK
Key: PPSF: Average sale price per SF

Marsh Properties Internet Exposure

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frontdoor.com
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homefinder.com
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redcapemarketing.com
renorth.com
suburbanrealestatenews.com

sunchroniclehomefinder.com
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trulia.com
uniquehomes.com
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worldproperties.com
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zillow.com
zipvo.com

January 2012 Featured Listings



Four Seasons Place (220 Boylston St.), Boston, MA 02116

Building Features:

- ◆ The Four Seasons boasts one of Boston's premier locations across from the Public Garden.
- ◆ Tier-1 luxury doorman building offers 93 condominiums above the Four Seasons Hotel.
- ◆ Enjoy a pampered lifestyle courtesy of the world-class 24 hr. concierge services. On-site management.
- ◆ Porte-cochere. Self or valet-park garage parking.
- ◆ Private storage space.
- ◆ Complimentary health spa, lap pool overlooking the Public Garden, sauna/steam. Available massage.
- ◆ Five diamond Four Seasons Hotel services available.
- ◆ Renovation of Common Halls completed in 2010.
- ◆ Both sales listings below include one garage space and one storage space.

Residence 1110: Two bedroom home

Rear corner, two bedroom home features a fireplaced corner living room, views of the Financial District from every room, Four Seasons kitchen, two marble-accented baths.

PRICE: \$1,300,000 SIZE: 1363 SF
2012 CONDO FEE: \$2,867.69
2012 R.E. TAXES (no Residential Exemption): \$15,713.20

Residence 1002: Two bedroom home

Exquisite new renovation of this rear two bedroom, two bath home with a bright southern exposure. All the right touches!

PRICE: \$1,295,000 SIZE: 1227 SF
2012 CONDO FEE: \$2,338
2012 R.E. TAXES (no Residential Exemption): \$13,354.26

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22 River Street, Boston, MA 02018

Coveted location at the corner of Chestnut on the "Flat" of Beacon Hill. Steps from historic Charles Street and The Public Garden.

Residence Features:

- ◆ Elegant corner living room with fireplace flanked by paladian-Style glass front cabinets.
- ◆ Cook's kitchen with stainless steel appliances, glass tile back-splash, custom cabinetry, built-in desk and a chandelier.
- ◆ Lovely master bedroom outfitted with four closets and fireplace.
- ◆ Ample second bedroom with closet.
- ◆ Two gorgeous bathrooms. Central air. Washer & dryer.
- ◆ Common roofdeck. Elevator.

PRICE: \$995,000 SIZE: 1369 SF
2012 CONDO FEE: \$450
2012 R.E. TAXES: \$9,433.96



Trinity Place

Rare studio condo for rent in one of Boston's top doorman buildings.

Includes valet garage parking, 24-hour concierge, on-site management and fitness center. Steps from Copley Square and Newbury Street.

\$2,200 per month (unfurnished)



Windsor Place

Spacious two bedroom 1.5 bath condo overlooks Commonwealth Avenue. 24-hour concierge. Seasonal outdoor pool. Garage parking.

Classic bow windowed living room. Beautifully renovated kitchen. Sumptuous master bedroom with bay. Newly renovated full bathroom.

\$4,500 per month (unfurnished)

Marsh Properties, Inc.

Local Brokerage ◆ Global Network

Serving Boston's Premier Downtown Neighborhoods & Surrounding Communities Since 1984

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