



The Real Estate Insider

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

July 2012

Mid-Year Condominium Sales Update By Price Range

2012 outperforms 2011 in the majority of categories

Time Frame: Year to date 2012 vs. same period in 2011.
 Neighborhoods: Back Bay, Beacon Hill, Charlestown, Midtown, North End, Seaport, South Boston, South End & Waterfront.
 Price Ranges: Less than \$1 million (low end). \$1-\$3 million (middle market). Greater than \$3 million (high end).
 Key: # Sales: number of sales that have closed. Avg. PPSF: average closing sale price per square foot.
 Avg. DOM: average number of days it took the property to sell and go to record.
 Information Sources: LINK (Listing Information Network). Marsh Properties research.

Neighborhood	Year	Less Than \$1M			\$1 - \$3M			Greater Than \$3M		
		# Sales	Avg. PPSF	Avg. DOM	# Sales	Avg. PPSF	Avg. DOM	# Sales	Avg. PPSF	Avg. DOM
Back Bay	2011	125	\$669	108	77	\$934	129	17	\$1,382	295
	2012	172	\$685	79	76	\$924	113	15	\$1,337	199
Beacon Hill	2011	83	\$646	98	15	\$843	142	0	NA	NA
	2012	83	\$710	68	16	\$866	123	2	\$1,180	144
Charlestown	2011	121	\$438	90	2	\$509	19	0	NA	NA
	2012	163	\$433	86	3	\$624	141	0	NA	NA
Midtown	2011	34	\$684	97	16	\$927	121	3	\$1,252	294
	2012	42	\$726	109	34	\$941	106	1	\$1,150	0
North End	2011	36	\$524	146	1	\$912	0	0	NA	NA
	2012	50	\$591	64	0	NA	NA	0	NA	NA
Seaport	2011	40	\$468	182	1	\$478	358	1	\$753	0
	2012	46	\$486	142	10	\$647	111	0	NA	NA
South Boston	2011	233	\$366	115	4	\$1,009	0	0	NA	NA
	2012	297	\$383	102	0	NA	NA	0	NA	NA
South End	2011	219	\$593	64	35	\$717	96	0	NA	NA
	2012	273	\$596	72	53	\$771	62	0	NA	NA
Waterfront	2011	45	\$578	112	16	\$849	138	1	\$1,655	37
	2012	63	\$567	127	25	\$961	143	0	NA	NA



Tim
Marsh
Owner/
Broker



\$1+ Million Single Family Homes Sold in 2012

Back Bay

<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>
126 Bay State	\$1,625,000	\$337	4,815	UK	3/2	NA	Street
52 Bay State	\$2,250,000	\$523	4,298	R	4+/3.5	Yard	2-Garage
1 Exeter	\$3,100,000	\$674	4,600	R	5+/4+	None	1-Deeded
367 Beacon	\$3,465,000	\$434	7,989	AC	7+/5	Deck	2-ExRts
344 Marlborough	\$3,525,000	\$654	5,388	R	5/4.5	Garden/Deck	2-Deeded
407 Beacon	\$3,850,000	\$670	5,748	R	6+/3+	Patio	2-Deeded
235 Marlborough	\$3,900,000	\$753	5,180	R	4+/3+	Deck	2-Deeded
231 Marlborough	\$4,800,000	\$795	6,038	R	5+/4+	Deck	1-Garage

Beacon Hill

<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>
7A Smith Court	\$1,199,000	\$691	1,735	R	3+/3	Patio	1-Rental
7 Smith Court	\$1,199,000	\$805	1,489	R	2+/3	Garden/Deck	1-Deeded
5 Rollins Place	\$1,275,000	\$702	1,915	PR	3/2.5	Garden	Street
4 West Hill Place	\$1,540,000	\$595	2,590	UK	3/3	NA*	Street
86 Pinckney	\$1,575,000	\$641	2,457	PR	3+/2.5	NA	Street
131 Myrtle	\$1,575,000	\$602	2,617	UK	4/3	NA	Street
22 Pinckney	\$1,750,000	\$914	1,914	R	3/2.5	None	Street
52 Brimmer	\$1,887,500	\$569	3,317	AC	3+/3	Patio/Deck	Street
82 Revere	\$1,950,000	\$708	2,753	PR	3+/2.5	Garden/Deck	Street
9 Lime	\$2,350,000	\$691	3,402	PR	4/3+	Deck	Street
103 Mt. Vernon	\$2,500,000	\$910	2,748	R	3/3.5	Deck	Street
58 Brimmer	\$2,800,000	\$779	3,595	PR	3+/2	NA	Street
57 Chestnut	\$2,975,000	\$817	3,643	R	4/3	NA	Street
30 West Cedar	\$3,100,000	\$826	3,755	PR	6/3.5	Garden/Decks	Street
9 Chestnut	\$3,450,000	\$702	4,915	PR	4/3.5	Garden/Deck	Street
69 Hancock	\$3,700,000	\$788	4,695	R	5/5.5	Garden/Deck	Street
87 Chestnut	\$3,900,000	\$798	4,889	R	2+/4.5	Deck	Street
74 Chestnut	\$4,050,000	\$1,033	3,920	R	4/2.5	Garden/Deck	2-Deeded
3 Louisburg Sq.	\$11,000,000	\$1,903	NA	R	4+/5.5	Garden/Deck	2-Deeded

Condition: AC (Average Condition). PR (Partially Renovated). R (Renovated). UR (unrenovated). UK (unknown)
NA: not available.



TimMarsh@BostonLuxuryRealEstate.com
CherylMarsh@BostonLuxuryRealEstate.com

We launched our new web site, BostonLuxuryRealEstate.com, in 2010 and have been enhancing it ever since. From our web site you can search for every property for sale or rent by any broker in our region simply by clicking on

the "MLS Property Search" tab on our home page. And remember, we can show you every Brokers listings. Watch videos about our latest listings and the major Boston neighborhoods. Learn about our services for sellers and buyers and meet our brokers. Subscribe to our BLOG, find us on Facebook and Linked-In, follow us on Twitter and read this e-version of the fact-filled newsletter we've been publishing since 1992 - The Real Estate Insider. It is full of in-depth sales and trend analysis, investment opportunities and immediate, if not advance, notice about our new listings as well as significant listings by other brokers. NOTE: In order to provide you with timely information and analysis, we no longer print and mail this newsletter. If you would like us to automatically e-mail every issue to you please send your request to info@BostonLuxuryRealEstate.com or call Tim Marsh at (B) 617-716-0241 or (C) 617-548-7145.

Premier Doorman Condominium Sales in Boston

The Mandarin Leads the Market in 2012

<u>BUILDING</u>	<u>2009</u>		<u>2010</u>		<u>2011</u>		<u>2012 YTD</u>		<u>2012 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	\$ 883	7	\$ 823	17	\$ 942	14	\$ 856	6	\$596,500 (1BR)	\$1,675,000 (2BR)
45 Province	\$1,008	15	\$ 742	12	\$ 844	28	\$ 922	15	\$837,000 (2BR)	\$2,200,000 (2BR)
Atelier 505	\$ 976	10	\$ 934	4	\$ 956	7	\$1,069	2	\$1,562,500 (2BR)	\$1,850,000 (2BR)
Battery Wharf	\$ 899	8	\$1,008	17	\$ 884	23	\$ 927	14	\$970,000 (1BR)	\$2,495,000 (3BR)
Belvedere	\$ 897	2	\$1,122	3	\$ 905	2	NA	0		
Carlton House			\$ 991	2	\$1,460	3	\$1,243	1		\$1,430,000 (1BR)
Clarendon	\$ 987	6	\$1,119	42	\$1,129	36	\$1,117	10	\$194,000 (1BR)	\$1,995,000 (2BR)
Four Seasons	\$1,228	3	\$1,031	7	\$1,069	10	\$ 993	5	\$1,150,000 (2BR)	\$1,740,000 (2BR)
Grandview	\$ 691	1	\$ 889	1	\$ 790	4	\$ 847	5	\$405,000 (1BR)	\$1,510,000 (2BR)
Heritage	\$1,012	4	\$ 909	4	\$1,015	4	\$ 973	2	\$759,000 (S)	\$1,600,000 (2BR)
Intercontinental	\$ 881	12	\$ 850	11	\$ 899	13	\$ 709	5	\$665,000 (1BR)	\$935,000 (2BR)
Le Jardin	\$ 972	1	\$1,230	1	NA	0	NA	0		
Mandarin	\$1,092	4	\$1,634	6	\$1,777	6	\$1,495	6	\$2,295,000 (2BR)	\$10,300,000 (3BR)
Ritz Tower I	\$ 848	10	\$ 718	9	\$ 993	12	\$ 831	9	\$537,300 (1BR)	\$2,320,000 (2BR)
Ritz Tower II	\$ 913	7	\$1,009	12	\$ 997	11	\$ 974	11	\$625,000 (1BR)	\$2,300,000 (3BR)
Rowes Wharf	\$ 804	3	\$1,147	3	\$1,093	3	\$ 905	2	\$490,000 (1BR)	\$1,632,500 (2BR)
Trinity Place	\$ 984	6	\$ 890	6	\$ 861	4	\$ 956	3	\$369,000 (1BR)	\$1,465,000 (1BR)
W Boston			\$ 895	20	\$ 905	32	\$ 901	20	\$390,000 (1BR)	\$2,200,000 (2BR)

2012 Performance: Most Sales: W Boston. Least Sales: Belvedere & Le Jardin. Highest Sale Price: Mandarin. Lowest Sale Price: W Boston. Greatest Sales Price Range: Mandarin. Lowest Sales Price Range: Atelier. Highest Sales Price Per SF: Mandarin. Lowest Sales Price Per SF: Intercontinental.

Key: PPSF: Average sale price per Square Foot. Sales: Number of Sales

Sources: Marsh Properties research, LINK

Marsh Properties Internet Exposure

Sellers want to know their broker is effectively reaching buyers in Boston and around the world. In addition to featuring our listings on our site BostonLuxuryRealEstate.com, below is a sample of local, national and international sites on which our exclusive listings may be posted.

boston.com
 bostonmagazine.com
 clrsearch.com
 cyberhomes.com
 distinctivehomesonline.com
 facebook.com/Bostonluxuryre
 frontdoor.com
 homefind.com
 homefinder.com
 homes.com
 linkedin.com
 maprealty.com

marshpropertiesboston.com
 massachusettsrealestate.com
 masslive.com
 mlshomefinder.com
 mprop.com
 nehomefinder.com
 nytimes.com
 realestate.com
 realestateinsiderboston.com
 realtor.com
 redcapmarketing.com
 renorth.com

suburbanrealestatenews.com
 sunchroniclhomefinder.com
 thegalleryofhomes.com
 trulia.com
 uniquehomes.com
 vast.com
 wellcomemat.com/bostonluxuryrealestate
 worldproperties.com
 realestate.yahoo.com
 youtube.com/user/bostonluxuryre (channel)
 zillow.com
 zipvo.com

Exclusive Homes of the Week

98 Mount Vernon Street - Beacon Hill

Gorgeous Single family home with elevator.

Bedrooms: 5 Baths: 4 full. 2 half.

Outdoor Space: Lovely large "hidden garden" and a roof Deck with panoramic views of the Charles River, Beacon Hill, Back Bay and the Financial District.

Parking: 1-2 garage spaces are available for sale.

Price: \$4,700,000 Size: 5,115 SF per Assessors Office
2012 R.E. TAXES: \$58,182.39



177 Commonwealth Avenue - Back Bay

Quintessential parlor (2nd) floor condominium with dramatic detail and soaring ceilings in a gorgeous 1882 townhouse built for John Quincy Adams. Located on the popular sunny side of the Dartmouth-Exeter block.

Bedrooms: 1-plus. Baths: 2 full.

Parking: 1 full deeded parking space.

Price: \$1,495,000 Size: 1,695 Square Feet
2012 R.E. Taxes: \$13,375.19



Marsh Properties, Inc.

Local Brokerage ♦ Global Network

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

Located Centrally in the Back Bay at 306 Dartmouth Street, Boston, MA 02116

(B) 617-716-0240 (E-FAX) 617-507-8006 Website: BostonLuxuryRealEstate.com

Principal Brokers: TimMarsh@BostonLuxuryRealEstate.com. CherylMarsh@BostonLuxuryRealEstate.com

Members: NABB, BHCA & Friends of the Public Garden