



The Real Estate Insider

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

January 2013

2012 Condominium Sales Review By Price Range

2012 outperforms 2011 in virtually every category

Time Frame: 2012 vs. 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	<u>Less Than \$1M</u>			<u>\$1 - \$3M</u>			<u>Greater Than \$3M</u>		
		# Sales	Avg. PPSF	Avg. DOM	# Sales	Avg. PPSF	Avg. DOM	# Sales	Avg. PPSF	Avg. DOM
Back Bay	2011	274	\$658	110	149	\$9317	126	24	\$1,439	305
	2012	373	\$688	73	162	\$1,005	111	45	\$1,325	192
Beacon Hill	2011	156	\$667	78	27	\$843	132	2	\$1,090	280
	2012	179	\$708	70	38	\$846	95	3	\$1,106	111
Charlestown	2011	250	\$438	84	5	\$520	55	0	NA	NA
	2012	358	\$445	73	8	\$575	102	0	NA	NA
Midtown	2011	70	\$714	80	42	\$947	163	5	\$1,253	230
	2012	85	\$736	120	62	\$971	101	4	\$1,556	404
North End	2011	68	\$549	126	1	\$912	0	0	NA	NA
	2012	96	\$606	60	3	\$901	76	0	NA	NA
Seaport	2011	75	\$469	140	3	\$512	200	1	\$753	0
	2012	105	\$487	118	18	\$613	98	0	NA	NA
South Boston	2011	517	\$367	106	4	\$1,009	0	0	NA	NA
	2012	696	\$388	86	1	\$370	0	0	NA	NA
South End	2011	494	\$589	65	71	\$721	92	1	\$1,265	0
	2012	546	\$614	58	103	\$768	56	2	\$981	281
Waterfront	2011	91	\$550	114	37	\$824	157	3	\$1,347	172
	2012	129	\$592	86	58	\$923	131	0	NA	NA



Tim Marsh



Cheryl Marsh



\$2+ 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>
52 Bay State	\$2,250,000	\$523	4,298	R	4+/3.5	Yard	2-Garage
315 Marlborough	\$2,750,000	\$615	4,468	AC	4/4	Garden, Deck	2-Deeded
434 Marlborough	\$2,774,500	\$625	4,440	R	7/3.5	Garden/Deck	2-Deeded
1 Exeter	\$3,100,000	\$674	4,600	R	5+/4.5	None	1-Deeded
294 Marlborough	\$3,262,500	\$673	4,848	PR	5+/5.5	Patio/Deck	3-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
9 Fairfield	\$3,575,000	\$584	6,126	R	5/5	Garden/Deck	1-Deeded
292 Marlborough	\$3,837,500	\$634	6,054	PR	5+/5.5	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>
9 Lime	\$2,350,000	\$691	3,402	PR	4/3.5	Deck	Street
22 W. Cedar	\$2,350,000	\$510	4,604	AC	5/4.5	Garden	Street
103 Mt. Vernon	\$2,500,000	\$910	2,748	R	3/3.5	Deck	Street
55 Pinckney	\$2,560,000	\$689	3,715	PR	5/4.5	Garden	Street
12 Charles River Sq.	\$2,750,000	\$537	5,123	AC	5/4.5	Deck	1-Deeded
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
31-35 Beaver Pl.	\$5,400,000	\$1,158	4,664	R	4+/4.5	Deck	4-Deeded
6 Otis Pl.	\$5,700,000	\$1,118	5,100	R	4/5.5	Garden/Deck	1-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



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“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 and 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, send your request to info@BostonLuxuryRealEstate.com or call Tim Marsh at (B) 617-716-0241 or (C) 617-548-7145.**

Tier-1 Doorman Condominium Sales in Boston

<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	\$ 834	17	\$540,000 (1BR)	\$1,675,000 (2BR)
45 Province	\$1,008	15	\$ 742	12	\$ 844	28	\$ 925	36	\$475,000 (ST)	\$3,450,000 (2BR)
Atelier 505	\$ 976	10	\$ 934	4	\$ 956	7	\$1,029	7	\$1,260,000 (2BR)	\$3,500,000 (3BR)
Battery Wharf	\$ 899	8	\$1,008	17	\$ 884	23	\$ 915	23	\$776,000 (1BR)	\$2,495,000 (3BR)
Belvedere	\$ 897	2	\$1,122	3	\$ 905	2	\$1,093	2	\$1,125,000 (1BR)	\$2,150,000 (2BR)
Carlton House	NA	0	\$ 991	2	\$1,460	3	\$1,441	2	\$1,430,000 (1BR)	\$4,400,000 (2BR)
Clarendon	\$ 987	6	\$1,119	42	\$1,129	36	\$1,233	20	\$194,000 (1BR)	\$4,000,000 (4BR)
Four Seasons	\$1,228	3	\$1,031	7	\$1,074	9	\$1,102	9	\$825,000 (1BR)	\$7,350,000 (3BR)
Grandview	\$ 691	1	\$ 889	1	\$ 790	4	\$ 861	6	\$405,000 (1BR)	\$1,510,000 (2BR)
Heritage	\$1,012	4	\$ 909	4	\$1,015	4	\$1,200	9	\$759,000 (S)	\$3,875,000 (3BR)
Intercontinental	\$ 881	12	\$ 850	11	\$ 899	13	\$ 781	12	\$365,000 (ST)	\$1,700,000 (2BR)
Le Jardin	\$ 972	1	\$1,230	1	NA	0	NA	0		
Mandarin	\$1,092	4	\$1,634	6	\$1,777	6	\$1,450	8	\$1,857,500 (1BR)	\$10,300,000 (3BR)
Ritz Tower I	\$ 848	10	\$ 718	9	\$ 993	12	\$ 949	16	\$537,300 (1BR)	\$3,468,000 (2BR)
Ritz Tower II	\$ 913	7	\$1,009	12	\$ 997	11	\$1,029	18	\$700,000 (1BR)	\$3,732,900 (3BR)
Rowes Wharf	\$ 804	3	\$1,147	3	\$1,093	3	\$ 999	6	\$490,000 (1BR)	\$1,875,000 (2BR)
Trinity Place	\$ 984	6	\$ 890	6	\$ 861	4	\$ 958	5	\$369,000 (1BR)	\$1,465,000 (1BR)
W Boston	NA	0	\$ 895	20	\$ 905	32	\$ 935	35	\$390,000 (1BR)	\$2,200,000 (2BR)

2012 Performance: Most Sales: W Boston. Least Sales: Le Jardin. Highest Sale Price: Mandarin.

Lowest Sale Price: Intercontinental. 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

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 frontdoor.com
 homefind.com
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 zipvo.com

Exclusive Homes of the Week

Contact Tim Marsh on cell 617-548-7145 for a private viewing or more information

98 Mount Vernon Street - Beacon Hill

Gorgeous single family home with elevator. A+ location!

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
2013 R.E. Taxes: \$60,420.35



Four Seasons - Showings Begin Soon!

Coveted doorman condo across from the Public Garden. The only unit currently for sale. Enjoy 24/7 world class concierge, Four Seasons Hotel services, fitness center, lap pool, sauna & steam. Self-park or valet garage.

Bedrooms: 2 Baths: 2 full.

Outdoor Space: Adjacent to the Public Garden and Boston Common.

Parking: Includes one garage space.

Price: \$1,100,000 Size: 1,253 SF
2013 R.E. Taxes: \$14,277.92



330 Beacon Street - Back Bay

Not to be matched! Enjoy over 50 feet of frontage on the Charles River with postcard views. A combination unit never offered before for sale!

Bedrooms: Up to five. Baths: Three full. One powder room

Outdoor Space: Two balconies overlooking the Charles River

Parking: 2 garage spaces.

Price: \$5,500,000 Size: 3,737 Square Feet
2013 R.E. Taxes: \$34,401.34



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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