



The Real Estate Insider

Timely Boston Real Estate Market Data, Offerings and Sales Reports

Spring 2011

2011 Year To Date Review - vs. 2010 & 2009

All Condominium Sales By Neighborhood

2011 - A buying opportunity in some neighborhoods. The Boston real estate market (along with virtually the entire country) bottomed out hard in 2009 and was by many accounts the worst real estate market in the past 25 years. After improving remarkably in 2010, sales of Boston condominiums have gotten off to a slow start so far in 2011 in all neighborhoods except the Midtown and North End. 2011 sales (Seaport excluded) and average prices per SF still remain above 2009 levels, significantly in some cases. The Midtown and North End were the only neighborhoods in 2011 to log increases in both number of sales and average price per SF, compared to both 2009 and 2010. The Seaport had the dubious distinction of suffering the worst sales performance so far in 2011 compared to both previous years, although the average PPSF remains positive. The Seaport appears to be oversold with the average sale price per SF still over 43% higher 2009 levels; the market responding with a 38.9% drop in sale. Back Bay, Beacon Hill and Charlestown appear to be where the best buying opportunities lie with sales volume and the average price per SF down vs. 2010 and with just marginally higher sale prices per SF vs. 2009.

Time Frame: YTD 2011 vs. the same period in 2010 and 2009.

Price Level: All sales

Property Types: Condominiums

Key: # Sales: number of sales that have closed. Avg. PPSF: average sale price per square foot.

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

2011 YTD

Neighborhood	# Sales	%+/- vs 2010	%+/- vs. 2009	Avg. PPSF	%+/- vs 2010	%+/- vs. 2009
Back Bay	65	29.3%↓	51.2%↑	\$785	9.1%↓	0.6%↑
Beacon Hill	19	34.5%↓	5.6%↑	\$703	2.8%↓	5.2%↑
Charlestown	36	2.7%↓	125%↑	\$433	.2%↓	1.6%↑
Midtown	17	41.6%↑	143%↑	\$733	10.2%↑	19.8%↑
North End	14	7.7%↑	40%↑	\$581	6.2%↑	9%↑
Seaport	11	38.9%↓	21.4%↓	\$498	2.7%↑	42.7%↑
South Boston	68	21.8%↓	13.3%↑	\$367	2.2%↑	5.2%↑
South End	64	7.2%↓	18.5%↑	\$600	2.8%↑	12.6%↑
Waterfront	17	32%↓	30.8%↑	\$667	2.8%↑	13.2%↑



Tim
Marsh
Owner/
Broker



Beacon Hill Single Family Homes Sold - Last 6 Months

<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>
117 Myrtle St.	\$1,112,000	\$706	1,574	AC	3/3	Deck	No
5.5 Smith Court	\$1,125,000	\$772	1,458	PR	3+/2	Deck Rights	1-Outdoor
126 Myrtle St.	\$1,400,000	\$636	2,200	PR	3/2.5	3-decks & Patio	No
21 Branch St.	\$1,442,500	\$849	1,700	R	2/2	Deck	1-Garage
33 Pinckney St.	\$1,600,000	\$639	2,503	PC	4/3.5	Deck Rights/Patio	No
127 Pinckney St.	\$1,600,000	\$901	1,776	R	3+/2.5	Deck	No
10 Byron St.	\$1,975,000	\$1,130	1,748	R	2+/2.5	Garden	1-Outdoor
69 Chestnut St.	\$2,320,000	\$604	3,840	AC	4/4	2-Decks	2-Garage
70 River St.	\$2,558,000	\$858	2,983	AC	3+/3.5	Deck	2-Garage
7 West Hill Pl.	\$2,900,000	\$806	3,600	R	4/2.5	Deck/Garden	1-Outdoor
37 Chestnut St.	\$4,450,000	\$856	5,198	PR	4+/5.5	Deck/Garden	No
70 Beacon St.	\$6,500,000	\$1,013	6,417	R	5/5.5	Deck	4-Garage+

Beacon Hill Single Family Homes Under Contract But Not Yet Closed

<u>Address</u>	<u>Ask Price</u>	<u>Ask Price/SF</u>	<u>Square Feet</u>	<u>Condition</u>	<u>Beds/Baths</u>	<u>Outdoor Space</u>	<u>Parking</u>
1 River St. Pl.	\$1,399,000	\$874	1,600	AC	2/2.5	No	No
99 Revere	\$1,660,000	NA	NA	R	3+/3	Deck/Garden	No
90 Pinckney St.	\$1,975,000	\$758	2,605	AC	4/3.5	Garden	No
105 Myrtle St.	\$2,195,000	\$966	2,272	R	3/2.5	Deck/Patio	No
79 Pinckney St.	\$5,900,000	NA	NA	R	5+/5.5	Deck/Patio	1-Outdoor

Condition: AC (Average Condition). PR (Partially Renovated). R (Renovated). PC (Pre-Construction).

FYI In 2010 we launched our new website and email addresses. Add them to your "favorites folder" and email address book, then reach us with a single click. These addresses are not case sensitive.

New website: BostonLuxuryRealEstate.com

New Owner/Broker e-mail addresses:

TimMarsh@BostonLuxuryRealEstate.com

CherylMarsh@BostonLuxuryRealEstate.com



You'll find our new website a valuable resource. Watch videos about our latest listings and the neighborhoods we service. Learn about our services for sellers and buyers, your neighborhood and our brokers; Analyze our timely market updates. Additionally, you can search for every MLS listing for sale by any broker in our region (remember we can show all of them to you). Access our new BLOG and 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 and 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 us at info@BostonLuxuryRealEstate.com or call Tim Marsh (B) 617-716-0241. © 617-548-7145.

Boston's Premier Doorman Condominium Sales

Average Price Per Square Foot (PPSF)

BUILDING	2006		2007		2008		2009		2010		2011 YTD	
	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales
1 Charles	\$ 896	36	\$ 848	23	\$ 861	26	\$ 883	7	\$ 823	17	\$ 926	2
45 Province							\$1,008	15	\$ 742	12	\$ 701	4
Atelier 505	\$ 934	11	\$ 800	12	\$ 848	32	\$ 976	10	\$ 934	4	\$ 765	1
Battery Wharf					\$1,084	48	\$ 899	8	\$1,008	17	\$ 833	2
Belvedere	\$1,230	3	\$ 944	2	\$1,175	3	\$ 897	2	\$1,122	3	\$ 834	1
Carlton House	\$1,843	2	\$1,808	2	\$1,601	1			\$ 991	2	\$1,155	1
Clarendon							\$ 987	6	\$1,119	42	\$1,045	6
Four Seasons	\$1,089	6	\$ 969	2	\$1,107	5	\$1,228	3	\$1,031	7	\$ 803	1
Grandview	\$ 779	4	\$ 880	6	\$ 925	6	\$ 691	1	\$ 889	1		
Heritage	\$ 896	6	\$ 856	1	\$ 894	5	\$1,012	4	\$ 909	4	\$1,392	1
Intercontinental	\$ 814	57	\$ 888	36	\$ 917	15	\$ 881	12	\$ 850	11	\$ 878	1
Le Jardin	\$1,284	2	\$1,106	1			\$ 972	1	\$1,230	1		
Mandarin					\$1,540	51	\$1,092	4	\$1,634	6	\$1,389	1
Ritz Tower I	\$ 886	19	\$ 947	18	\$ 912	13	\$ 848	10	\$ 718	9	\$1,120	3
Ritz Tower II	\$ 956	37	\$1,044	17	\$1,162	23	\$ 913	7	\$1,009	12	\$ 943	3
Rowes Wharf	\$ 993	8	\$ 754	5	\$ 996	5	\$ 804	3	\$1,147	3		
Trinity Place	\$ 775	7	\$ 865	6	\$ 986	5	\$ 984	6	\$ 890	6	\$ 924	1
W Boston									\$ 895	20	\$ 953	3

Marsh Properties Web Sites

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 we may post our exclusive listings.

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|--|--|--|
| boston.com
bostonmagazine.com
clrsearch.com
cyberhomes.com
distinctivehomesonline.com
facebook.com/bostonluxuryre
frontdoor.com
google.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
redcapemarketing.com
renorth.com
suburbanrealestatenews.com | sunchroniclehomefinder.com
thegalleryofhomes.com
trulia.com
uniquehomes.com
vast.com
wellcomemat.com/bostonluxuryrealestate
worldproperties.com
yahoo.com
youtube.com/user/bostonluxuryre (channel)
zillow.com
zipvo.com |
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Four Seasons Place Condominiums

220 Boylston Street, Boston, MA 02116

**BUILDING FEATURES:**

- ◆ The Four Seasons boasts a valuable location across from the Public Garden and Boston Common.
- ◆ Tier-1 Doorman building offers 93 condominiums above the Four Seasons Hotel.
- ◆ Enjoy a pampered lifestyle courtesy of the white-glove 24 hr. concierge services. On-site management.
- ◆ Porte-cochere. Self or valet-park garage parking.
- ◆ Private storage space.
- ◆ Complimentary health spa, lap pool, sauna/steam.
- ◆ Five diamond, Five Star Four Seasons Hotel services available.
- ◆ Renovation of Common Halls completed in 2010.

NOTE: Condominium Association reserves the 1st right of refusal on all units sold. Pet Restriction: Board of Managers must approve all pets. All sales listings below include one garage space and one storage space.

RESIDENCE 1010: Two bedroom home

Rear corner, two bedroom home features a corner exposure with views of the Financial District, fireplaced corner living room, renovated kitchen, two marble-accented baths, wood and marble floors.

PRICE: \$1,225,000 SIZE: 1369 SF
2011 CONDO FEE: \$2,648.68
2011 R.E. TAXES (no Residential Exemption): \$14,973.25

RESIDENCE 9007: One bedroom home

The Four Seasons offer only four one-bedroom condos that overlook the Boston Public Garden. Unit 9007 is the only one for sale. This renovated home is in move-in condition.

PRICE: \$1,495,000 SIZE: 1021 SF
2011 CONDO FEE: \$2,087.42
2011 R.E. TAXES (no Residential Exemption): \$11,943.30

RESIDENCE 9001: Two bedroom home

Front corner two-bedroom condo offers postcard views of the Boston Common. Features a unique curved living room, two large bedroom suites and two marble-accented baths

PRICE: \$1,725,000 SIZE: 1557 SF
2011 CONDO FEE: \$3,430.73
2011 R.E. TAXES (w/ Residential Exemption): \$16,430

RESIDENCE 1118: Two bedroom home

Renovated corner unit with partial views of the Public Garden and postcard views to the west. Features 29 ft. fireplaced living room, chef's kitchen, two baths and a coveted west hall location.

PRICE: \$2,150,000 SIZE: 1695 SF
2011 CONDO FEE: \$3,146.08
2011 R.E. TAXES (no Residential Exemption): \$19,493.24

RESIDENCE 1109: Two bedroom home

Postcard views of the Boston Public Garden from each major room. Features a 26 ft. fireplaced living room, updated kitchen and two marble-accented bathrooms. Not offered for sale since 1985.

PRICE: \$2,295,000 SIZE: 1621 SF
2011 CONDO FEE: \$3,318.18
2011 R.E. TAXES (no Residential Exemption): \$18,839.67

RESIDENCE 1415: Two Bedroom plus den/3rd bedroom home

Postcard views of the Boston Public Garden from each major room. Features a 27 ft. fireplaced living room, updated kitchen and 2.5 marble-accented bathrooms. Not offered for sale since 1985.

PRICE: \$2,725,000 SIZE: 1951 SF
2011 CONDO FEE: \$4,098.91
2011 R.E. TAXES (no Residential Exemption): \$22,936.31

RESIDENCE 1518: Two Bedroom home for rent

Postcard views of the Boston Public Garden and three exposures. Features a 30 ft. fireplaced living room, updated kitchen and 2.5 marble-accented bathrooms. Two garage spaces.

PRICE: \$11,000 SIZE: 1808 SF
Occupancy: Available now. 1-2 year lease.

Contact exclusive listing agent - Tim Marsh for more Information or to schedule a private viewing.

All specifications described above were provided solely by the Seller with out verification by the Broker. Therefore, the Broker accepts no responsibility for the accuracy thereof. This offering is subject to prior sale, price change or withdrawal without notice. All Marsh Agents represent the Seller, not the Buyer, in the marketing, negotiation and sale of property unless otherwise disclosed. However, the agent has an ethical and legal obligation to show honesty and fairness to the Buyer in all transactions.

Marsh Properties, Inc.

Local Brokerage ◆ Global Network

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

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Members: NABB, BHCA & Friends of the Public Garden