



The Real Estate Insider

Timely Boston Real Estate Market Data, Offerings and Sales Reports

September 2011

Year To Date Review - 2011 vs. 2010 All Condominium Sales By Neighborhood

Time Frame: 1/1/11 – 9/25/11 vs. Same Period in 2010.

Price Level: All sales prices.

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

| Neighborhood | # Sales | 2011 YTD | | | | | 2010 Same Period | | |
|--------------|---------|----------|-----------------|--------|-----------|--------|------------------|-----------------|-----------|
| | | %+/- | Avg. Sale Price | %+/- | Avg. PPSF | %+/- | # Sales | Avg. Sale Price | Avg. PPSF |
| Back Bay | 340 | 2.9%↓ | \$1,176,164 | 3↑ | \$781 | - | 350 | \$1,141,572 | \$782 |
| Beacon Hill | 142 | 15.4%↑ | \$686,543 | 3.9%↓ | \$691 | 1.8%↓ | 123 | \$714,342 | \$704 |
| Charlestown | 197 | 2.6%↑ | \$457,670 | - | \$442 | 2.8%↑ | 192 | \$454,686 | \$430 |
| Midtown | 88 | 49%↑ | \$1,077,002 | 10.7%↑ | \$794 | 11.4%↑ | 59 | \$972,636 | \$713 |
| North End | 58 | - | \$451,651 | 5.2%↓ | \$538 | 8.8%↓ | 58 | \$476,621 | \$590 |
| Seaport | 58 | 10.8%↓ | \$647,767 | 13.5↑ | \$484 | - | 65 | \$570,711 | \$488 |
| South Boston | 379 | 11.2%↓ | \$379,702 | 7.5%↑ | \$375 | 1.9%↑ | 427 | \$353,166 | \$368 |
| South End | 423 | - | \$648,836 | - | \$604 | - | 424 | \$648,484 | \$600 |
| Waterfront | 100 | 8.7%↑ | \$948,569 | 8.9%↓ | \$684 | - | 92 | \$1,041,826 | \$684 |

NOTES: The **Midtown** is the big winner to date in 2011 with significant increases over 2010 in all three categories! **Charlestown** is in second place; flatlining in the average sale price but showing positive moves in the number of sales and average price per square foot. **Back Bay** results are rather benign with a slight drop in the number of sales, offset by a similar rise in the average sale price. **Beacon Hill** is logging in the biggest gain in sales volume but dropping marginally otherwise, indicating buyers are more focused on the low end. The **North End** has been the biggest underperformer with sales remaining constant yet experiencing a 5.2% drop in the average sale price and the largest drop (8.8%) in the average price per square foot. The **Seaport** is experiencing the second largest drop in the number of sales but excelling with the highest increase in the average sale price. **South Boston** is logging in the biggest drop in sales volume yet enjoys the third highest increase in the average sale price. Less buyers are focusing on the most valuable condos in these latter two neighborhoods. **South End** performance has been remarkably stable; a mirror image of 2010. The **Waterfront** sales volume has increased as much as the average sale price has decreased while the average price per square foot is duplicating 2010 results.



Tim
Marsh
Owner/
Broker

MARSH PROPERTIES

Beacon Hill Single Family Homes Sold - YTD 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> |
|---------------------|-------------------|----------------------|--------------------|------------------|-------------------|----------------------|----------------|
| 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 |
| 127 Pinckney St. | \$1,600,000 | \$901 | 1,776 | R | 3+/2.5 | Deck | No |
| 99 Revere St. | \$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 |
| 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 |
| 105 Myrtle St. | \$2,100,000 | \$924 | 2,272 | R | 3/2.5 | Deck/Patio | No |
| 88 Pinckney St. | \$2,200,000 | \$750 | 2,935 | R | 4+/3.5 | Deck/Garden | 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 |
| 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 |
| 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). PC (Pre-Construction).

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

Website: BostonLuxuryRealEstate.com

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You'll find our website a valuable resource. Search for every property for sale by any broker in our region through our MLS link (remember we can show you all of them). Watch videos about our latest listings and the neighborhoods we service. Learn about our services for sellers and buyers, meet our brokers and analyze our timely market updates. Access our new BLOG, find us on Facebook and Linked-In, follow us on Twitter, 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 us at info@BostonLuxuryRealEstate.com or call Tim Marsh

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 | \$ 937 | 13 |
| 45 Province | | | | | | | \$1,008 | 15 | \$ 742 | 12 | \$ 738 | 22 |
| Atelier 505 | \$ 934 | 11 | \$ 800 | 12 | \$ 848 | 32 | \$ 976 | 10 | \$ 934 | 4 | \$ 962 | 5 |
| Battery Wharf | | | | | \$1,084 | 48 | \$ 899 | 8 | \$1,008 | 17 | \$ 860 | 13 |
| Belvedere | \$1,230 | 3 | \$ 944 | 2 | \$1,175 | 3 | \$ 897 | 2 | \$1,122 | 3 | \$ 905 | 2 |
| Carlton House | \$1,843 | 2 | \$1,808 | 2 | \$1,601 | 1 | | | \$ 991 | 2 | \$1,272 | 2 |
| Clarendon | | | | | | | \$ 987 | 6 | \$1,119 | 42 | \$1,129 | 25 |
| Four Seasons | \$1,089 | 6 | \$ 969 | 2 | \$1,107 | 5 | \$1,228 | 3 | \$1,031 | 7 | \$1,062 | 8 |
| Grandview | \$ 779 | 4 | \$ 880 | 6 | \$ 925 | 6 | \$ 691 | 1 | \$ 889 | 1 | \$ 790 | 4 |
| Heritage | \$ 896 | 6 | \$ 856 | 1 | \$ 894 | 5 | \$1,012 | 4 | \$ 909 | 4 | \$1,058 | 3 |
| Intercontinental | \$ 814 | 57 | \$ 888 | 36 | \$ 917 | 15 | \$ 881 | 12 | \$ 850 | 11 | \$ 868 | 9 |
| Le Jardin | \$1,284 | 2 | \$1,106 | 1 | | | \$ 972 | 1 | \$1,230 | 1 | | |
| Mandarin | | | | | \$1,540 | 51 | \$1,092 | 4 | \$1,634 | 6 | \$1,739 | 5 |
| Ritz Tower I | \$ 886 | 19 | \$ 947 | 18 | \$ 912 | 13 | \$ 848 | 10 | \$ 718 | 9 | \$1,040 | 7 |
| Ritz Tower II | \$ 956 | 37 | \$1,044 | 17 | \$1,162 | 23 | \$ 913 | 7 | \$1,009 | 12 | \$1,000 | 9 |
| Rowes Wharf | \$ 993 | 8 | \$ 754 | 5 | \$ 996 | 5 | \$ 804 | 3 | \$1,147 | 3 | \$1,200 | 2 |
| Trinity Place | \$ 775 | 7 | \$ 865 | 6 | \$ 986 | 5 | \$ 984 | 6 | \$ 890 | 6 | \$ 853 | 3 |
| W Boston | | | | | | | | | \$ 895 | 20 | \$ 903 | 23 |

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 | marshpropertiesboston.com | sunchroniclehomefinder.com |
| bostonmagazine.com | massachusettsrealestate.com | thegalleryofhomes.com |
| clrsearch.com | masslive.com | trulia.com |
| cyberhomes.com | mlshomefinder.com | uniquehomes.com |
| distinctivehomesonline.com | mprop.com | vast.com |
| facebook.com/Bostonluxuryrealestate | nehomefinder.com | wellcomemat.com/bostonluxuryrealestate |
| frontdoor.com | nytimes.com | worldproperties.com |
| google.com | realestate.com | yahoo.com |
| homefind.com | realestateinsiderboston.com | youtube.com/user/bostonluxuryre (channel) |
| homefinder.com | realtor.com | zillow.com |
| homes.com | redcapemarketing.com | zipvo.com |
| linkedin.com | renorth.com | |
| maprealty.com | suburbanrealestatenews.com | |

Four Seasons Place Condominiums

220 Boylston Street, 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.

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 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
2011 CONDO FEE: \$2,757.40
2011 R.E. TAXES (no Residential Exemption): \$15,411.96

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! Call for details and a private viewing. A must see!

PRICE: \$1,395,000 SIZE: 1227 SF
2011 CONDO FEE: TBD
2011 R.E. TAXES (no Residential Exemption): \$14,332.248
Buy either of the next two offerings or buy both and combine into

2,900+ SF home with approx. 83 ft. of frontage overlooking the Public Garden and Boston Common.

RESIDENCE 9003: One bedroom plus den (2nd bedroom) home

Renovated front corner home offers postcard views of the Public Garden and Boston Common from every room. Features a unique curved 25 ft. living room, large master bedroom suites, 10x13 den (formerly a 2nd bedroom) and two marble-accented baths.

PRICE: \$1,650,000 SIZE: 1369 SF
2011 CONDO FEE: \$2,962.05
2011 R.E. TAXES (no Residential Exemption): \$15,859.60

RESIDENCE 9001: Two bedroom home

Front corner two-bedroom condo offers postcard views of the Boston Common, Beacon Hill and the Financial District from the 29 ft. curved living room, two large bedrooms and two marble-accented baths. Beautiful wood floors.

PRICE: \$1,695,000 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 of the Hancock Buildings and the Back Bay skyline. Features 29 ft. fireplaced living room with gorgeous detail, chef's kitchen, sumptuous master bedroom suite and a private west hall location close to the elevators.

PRICE: \$1,795,000 SIZE: 1695 SF
2011 CONDO FEE: \$3,146.08
2011 R.E. TAXES (no Residential Exemption): \$19,493.24

RESIDENCE 1109: Two bedroom home SOLD!

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.

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

Call Tim Marsh for information about other condos for sale at the Four Seasons and other Tier-1 Doorman Buildings. We sell luxury condos at all of Boston's top doorman buildings, premium townhouse condo buildings and single family homes.

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