



# The Real Estate Insider

Timely Boston Real Estate Market Data, Offerings and Sales Reports

January 2011

## 2010 - Year In Review

### All Condominium Sales By Neighborhood: 2010 vs. 2009

The Boston real estate market rebounded well in 2010. The Back Bay achieved the best sales growth (18.3% ↑), the Waterfront logged in the best average sale price growth (23% ↑) and the Seaport enjoyed the highest average price per square foot growth (18% ↑). Beacon Hill sales dropped the most (7.3% ↓). The North End suffered the only average sale price decline (2.4% ↓). Of the three neighborhoods with average price per square foot declines, the Midtown dropped the most (4.2% ↓).

Time Frame: 2010 vs. 2009

Price Level: All sales

Property Types: Condominiums

Key: # Sales: number of sales that have closed. Avg. Sale Price: average closing sale price.  
Avg. PPSF: average closing sale price per square foot. DOM: average days on market.

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

Neighborhood	2010						2009		
	# Sales	%+/-	Avg. Sale Price	%+/-	Avg. PPSF	%+/-	# Sales	Avg. Sale Price	Avg. PPSF
Back Bay	485	18.3% ↑	\$1,188,710	18% ↑	\$785	3.2% ↑	410	\$1,006,876	\$761
Beacon Hill	165	7.3% ↓	\$710,667	3% ↑	\$703	.3% ↓	178	\$689,988	\$705
Charlestown	246	2.4% ↓	\$459,736	3.1% ↑	\$433	.2% ↓	252	\$445,808	\$434
Midtown	87	17.6% ↑	\$986,280	9.6% ↑	\$733	4.2% ↓	74	\$900,037	\$765
North End	75	2.6% ↓	\$471,047	2.5% ↓	\$581	.3% ↑	77	\$483,074	\$579
Seaport	82	4.6% ↓	\$568,563	17% ↑	\$498	18% ↑	86	\$486,016	\$422
South Boston	537	7.8% ↑	\$343,000	1% ↑	\$367	2.2% ↑	498	\$340,933	\$359
South End	550	5.3% ↓	\$640,302	7.2% ↑	\$600	4.5% ↑	581	\$597,443	\$574
Waterfront	133	16.7% ↑	\$1,021,956	23% ↑	\$667	4.2% ↑	114	\$830,550	\$640



Tim  
Marsh  
Owner/  
Broker



## Single Family Home Sales in 2010

<u>Neighborhood</u>	<u>Sales</u>	<u>Average Sale Price</u>	<u>Average Price/SF</u>	
Back Bay	6	\$4,110,333	\$720	
	<u>Address</u>	<u>Sale Price</u>	<u>Description</u>	
Lowest Sale	113 St. Botolph Ave.	\$2,150,000	4 bedrooms, 3 baths, 3,825 SF, 2 gar. pkg.	
Highest Sale	58 Commonwealth Ave.	\$9,350,000	5.5 bedrooms, 5.5 baths, 9,786 SF, 4 gated pkg.	
Beacon Hill	33	\$2,451,655	\$763	
	<u>Address</u>	<u>Sale Price</u>	<u>Description</u>	
Lowest Price	76 Revere St.	\$395,079	3 bedrooms, 2 baths, 2,999 SF, no pkg.	
Highest Price	70 Beacon St.	\$6,500,000	5 bedrooms, 5.5 baths, 6,417 SF, 2 pkg. (1-gar.)	
Charlestown	70	\$727,856	\$350	
	<u>Address</u>	<u>Sale Price</u>	<u>Description</u>	
Lowest Price	18 St. Martin - rear	\$205,010	3 bedrooms, 1 bath, 963 SF, no pkg.	
Highest Price	60 Monument Ave.	\$1,665,000	5 bedrooms, 4.5 baths, 3,180 SF, 2 pkg.	
South Boston	60	\$436,043	\$275	
	<u>Address</u>	<u>Sale Price</u>	<u>Description</u>	
Lowest Price	27-27R Dexter St.	\$40,000	6 bedrooms, 1 bath, 1,864 SF, no pkg.	
Highest Price	619 E. Fourth St.	\$1,450,000	3 bedrooms, 1.5 baths, 1,605 SF, no pkg.	
South End	32	\$1,627,797	\$554	
	<u>Address</u>	<u>Sale Price</u>	<u>Description</u>	
Lowest Price	27 Gray St.	\$925,010	5 bedrooms, 2 baths, 1,934 SF, no pkg.	
Highest Price	40 Union Park	\$2,725,000	5.5 bedrooms, 4.5 baths, 5,500 SF, 2 gar. pkg.	

**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](http://BostonLuxuryRealEstate.com)**

**New Owner/Broker e-mail addresses:**

**[TimMarsh@BostonLuxuryRealEstate.com](mailto:TimMarsh@BostonLuxuryRealEstate.com)**

**[CherylMarsh@BostonLuxuryRealEstate.com](mailto: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](mailto:info@BostonLuxuryRealEstate.com) or call Tim

## Boston's Tier-1 Doorman Condominiums Sold

### Average Price Per Square Foot (PPSF)

BUILDING	2005		2006		2007		2008		2009		2010	
	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales	PPSF	Sales
1 Charles	\$ 842	131	\$ 896	36	\$ 848	23	\$ 861	26	\$ 883	7	\$ 823	17
45 Province									\$1,008	15	\$ 742	12
Atelier 505	\$ 802	8	\$ 934	11	\$ 800	12	\$ 848	32	\$ 976	10	\$ 934	4
Battery Wharf							\$1,084	48	\$ 899	8	\$1,008	17
Belvedere	\$ 949	3	\$1,230	3	\$ 944	2	\$1,175	3	\$ 897	2	\$1,122	3
Carlton House	\$1,211	1	\$1,843	2	\$1,808	2	\$1,601	1	-	0	\$ 991	2
Clarendon									\$ 987	6	\$1,119	42
Four Seasons	\$ 963	5	\$1,089	6	\$ 969	2	\$1,107	5	\$1,228	3	\$1,031	7
Heritage	\$1,011	6	\$ 896	6	\$ 856	1	\$ 894	5	\$1,012	4	\$ 909	4
Intercontinental			\$ 814	57	\$ 888	36	\$ 917	15	\$ 881	12	\$ 850	11
Le Jardin	\$1,168	1	\$1,284	2	\$1,106	1	-	0	\$ 972	1	\$1,230	1
Mandarin							\$1,540	51	\$1,092	4	\$1,634	6
Ritz Tower I	\$ 837	28	\$ 886	19	\$ 947	18	\$ 912	13	\$ 848	10	\$ 718	9
Ritz Tower II	\$ 893	53	\$ 956	37	\$1,044	17	\$1,162	23	\$ 913	7	\$1,009	12
Rowes Wharf	\$1,174	9	\$ 993	8	\$ 754	5	\$ 996	5	\$ 804	3	\$1,147	3
Trinity Place	\$ 871	13	\$ 775	7	\$ 865	6	\$ 986	5	\$ 984	6	\$ 890	6
W Boston											\$ 895	20

### Marsh Properties 2010 Sales Sample

Sellers and buyers want to know their broker is selling in the current market. Below is a sample of properties we have sold in 2010. Marsh Properties represented the seller, buyer or both in these transactions. In order to protect the privacy of our clients and customers, we have listed the asking prices vs. the selling prices. How can we help you?

<u>1 Charles, Unit 1512, Boston, MA</u>	<b>Two bedroom, 2 bath condominium</b> Rear 1,238 SF unit with views of the Hancock.	Offered @ \$1,049,000
<u>Four Seasons Place, Unit 1007, Boston, MA</u>	<b>One bedroom, 1.5 bath condominium</b> Front, 985 SF unit overlooking the Public Garden.	Offered @ \$1,295,000
<u>Battery Wharf, Unit 3408, Boston, MA</u>	<b>Two bedroom, 2.5 bath condominium</b> Front, 1633 SF unit with views of Boston Harbor.	Offered @ \$1,825,000
<u>Four Seasons Place, Unit 1014/16, Boston, MA</u>	<b>Three bedroom, 2.5 bath condominium</b> Rear, 2,674 SF south facing unit.	Offered @ \$3,200,000
<u>Four Seasons Place, Unit 9017, Boston, MA</u>	<b>Two bedroom, 2.5 bath condominium</b> Front, 2,199 SF unit overlooking the Public Garden.	Offered @ \$3,450,000
<u>Trinity Place, Unit 1401, Boston, MA</u>	<b>Three bedroom, 3.5 bath condominium</b> Front, 3,108 SF unit overlooking Copley Square.	Offered @ \$3,850,000
<u>96 Beacon, Unit 3, Boston, MA</u>	<b>Three bedroom, 2.5 bath condominium</b> Front 2,920 SF unit overlooking the Public Garden.	Offered @ \$3,990,000

## Four Seasons Place Condominiums

**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 space. 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 1<sup>st</sup> right of refusal on all units sold. Pet Restriction: One dog per unit; maximum of 35 lbs.

**RESIDENCE 1010:**

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

**PRICE: \$1,325,000**

**SIZE: 1369 SF**

**2010 CONDO FEE: \$2,645.68**

**2010 R.E. TAXES (no Residential Exemption): \$14,973.25**

**RESIDENCE 9007:**

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**

**2010 CONDO FEE: \$2,087.42**

**2010 R.E. TAXES (no Residential Exemption): \$11,943.30**

**RESIDENCE 9001:**

Front corner two-bedroom condo that overlook the Boston Common. Features unique curved living room and two large bedroom suites.

**PRICE: \$1,725,000**

**SIZE: 1557 SF**

**2010 CONDO FEE: \$3,430.73**

**2010 R.E. TAXES (w/ Residential Exemption): \$16,430.10**

**RESIDENCE 1118:**

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

**PRICE: \$2,300,000**

**SIZE: 1695 SF**

**2010 CONDO FEE: \$3,146.08**

**2010 R.E. TAXES (no Residential Exemption): \$19,493.24**

**RESIDENCE 1109:**

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

**PRICE: \$2,395,000**

**SIZE: 1621 SF**

**2010 CONDO FEE: \$3,318.18**

**2010 R.E. TAXES (no Residential Exemption): \$18,839.67**

**RESIDENCE 1415:**

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

**PRICE: \$2,875,000**

**SIZE: 1951 SF**

**2010 CONDO FEE: \$4,098.91**

**2010 R.E. TAXES (no Residential Exemption): \$22,936.31**

**Exclusive Listing Agent: Tim Marsh**

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.

## 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