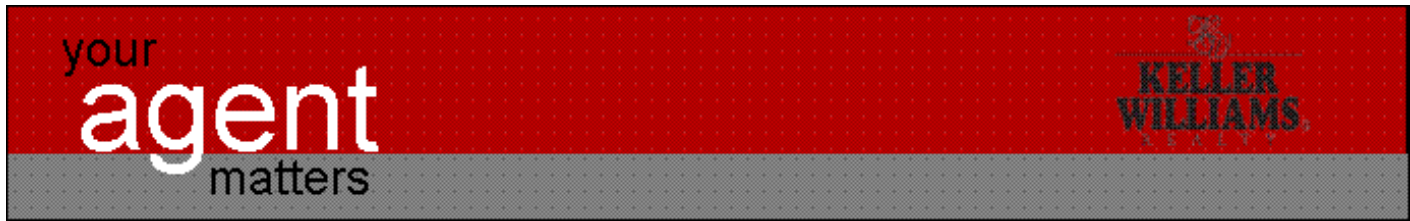


Ken Snyder

Subject: 2007 Market Wrapup



The numbers for the Back Bay, Beacon Hill and South End are in for the 2007. The good news is that 2007 was strong enough to counter balance the down year of 2006 and put us back into positive territory compared to 2005. Totals Sales, Average Sales, and Median Price were all up for the year. This is in stark contrast with many other parts of the country.

The only cautionary note is that Q4 of 2007 did show some cooling compared to Q1 – Q3. Whether or not 2008 will continue the overall positive trend of 2007 or will continue the slowdown of Q4 remains to be seen so be sure to stay tuned. Here are the numbers:

Average price paid is up.

	Avg. Sale Price	Avg. Sale Price	2005 - 2006	Avg. Sale Price	2006 - 2007
	2005	2006	% Change	2007	% Change
Back Bay	\$928,092	\$880,090	-5.17	\$917,262	+4.22
Beacon Hill	\$640,134	\$594,681	-7.10	\$728,829	+22.56
South End	\$576,299	\$566,245	-1.74	\$623,625	+10.13
Neighborhood Avg.	\$714,841	\$680,338	-4.83	\$756,572	+11.2

Likewise, the median price (Median price is the price that is midway between the least expensive and most expensive home sold in an area during a given period of time) is up.

	Median Sale Price	Median Sale Price	2005 - 2006	Median Sale Price	2006 - 2007
	2005	2006	% Change	2007	% Change
Back Bay	\$672,000	\$632,500	-5.88	\$609,500	-3.64
Beacon Hill	\$463,000	\$460,500	-.54	\$500,000	+8.58
South End	\$496,757	\$482,500	-2.87	\$535,000	+10.88
Neighborhood Avg.	\$543,919	\$525,166	-3.45	\$548,166	+4.4

Avg.					
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Furthermore, the number of units sold has slightly increased.

	Units Sold 2005	Units Sold 2006	05 - 06 % Change	Units Sold 2007	06 - 07 % Change
Back Bay	646	537	-16.87	658	+5.77
Beacon Hill	300	208	-30.67	210	+.96
South End	828	761	-8.09	771	+1.31
Neighborhood Avg.	591	502	-15.1	516	+2.88

Moreover, with the exemption of Beacon Hill, inventory has dropped.

	Inventory As of 1/1/2006	Inventory As of 1/1/2007	05 - 06 % Change	Inventory As of 1/1/2008	06 - 07 % Change
Back Bay	212	163	-23.1	153	-6.13
Beacon Hill	84	59	-29.7	67	+13.6
South End	265	221	-16.6	190	-14.03
Neighborhood Avg.	187	148	-20.86	137	-7.43

If you have any questions or would like to review these numbers in more detail, I'm happy to help.