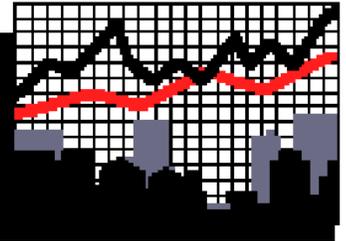




Real Estate TRENDS



Annual Report For 2004(Final Version)

DEPARTMENT OF NEIGHBORHOOD DEVELOPMENT POLICY DEVELOPMENT AND RESEARCH DIVISION CITY OF BOSTON THOMAS M. MENINO, MAYOR

BOSTON Housing Summary

Volume of Housing Sales (1)

| | |
|--------|-------|
| 2003 | 7205 |
| 2004 | 11076 |
| Change | 53.7% |

Median Sales Price (1)

| | |
|--------|-----------|
| 2003 | \$340,000 |
| 2004 | \$380,000 |
| Change | 11.8% |

Foreclosure Deeds (2)

| | |
|--------|--------|
| 2003 | 47 |
| 2004 | 23 |
| Change | -51.1% |

Median Advertised Rents (3)

| | |
|---------|---------|
| 2003 | \$1,500 |
| 2004 | \$1,450 |
| Change: | -3.3% |

Number of Rentals Advertised (3)

| | |
|--------|--------|
| 2003 | 5944 |
| 2004 | 4582 |
| Change | -22.9% |

Abandoned Buildings (4)

| | |
|---------|--------|
| 2003 | 449 |
| 2004 | 390 |
| Change: | -13.1% |

Sales Citywide Rising residential sales prices continued in 2004 with an 11.8% increase in the median sales price to \$380,000. Despite rising prices, the housing market saw a 53.7% increase in the sales volume from 2003 to 2004, up dramatically from the 8.7% decrease from 2002 to 2003.

Sales by Property Type Rising demand in the condominium market fueled a 61.2% increase in the number of condominium sales, though prices increased at a more stable rate of 10.5%, to \$349,025.

The three-family housing market had the largest increase in median sales price, increasing 12.7% to \$510,000. It had the smallest increase in sales volume (36.6%) compared with single- and two-family homes and condominiums.

The single-family median sales price increased 10% to \$370,000, with an increase in the sales volume of 40.4%. Two-family home sales volume increased 46.4%, possibly fueled by the smallest median price increase (8.9%) of the four residential types, to \$450,000.

Sales by Neighborhood (5) The median sales price exceeded \$500,000 for the first time in two Boston neighborhoods: Central (\$520,000) and the South End (\$513,000). Back Bay/Beacon Hill followed closely behind with a median sales price of \$491,500. It is also notable that single-family home prices in Back Bay/Beacon Hill and the South End again surpassed the \$1 million mark. Dominated by the sales of smaller condominiums, Allston/Brighton had the lowest median sales price (\$285,000). The South End led the increases in median sales prices (26%), while Roxbury and Charlestown had the smallest change in median sales prices with 1.4% and 1.7% increases, respectively.

Sales volume increased the most in South Boston (90%), as new construction condominiums became available and conversion of three-family homes to condominiums continued. The South End had the smallest increase in the number of sales, at 15.1%. (Continued on p. 4)

(1) one to three-family homes and condominiums with purchase price greater than \$25,000 and less than \$10,000,000

(2) foreclosure deed recordings as listed on-line at the Suffolk Registry of Deeds, georeferenced by DND for properties with R1-R3 and CD land use.

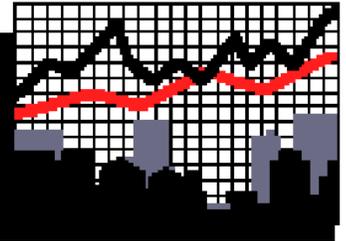
(3) one to three bedroom apartment listings without utilities or parking, as advertised in The Boston Globe on the first Sunday of each month

(4) For information on annual DND survey of abandoned property, see www.cityofboston.gov/dnd/U4_Abandoned_Buildings_Information.asp. (5) "Neighborhood" refers to Boston Redevelopment Authority defined Planning Districts. See map on page 4.

Real Estate Trends is published by the Policy Development and Research Division of the Department of Neighborhood Development. For more information about this publication, contact Tim Davis at (617) 635-0269 or e-mail tdavis.dnd@cityofboston.gov.



Real Estate TRENDS



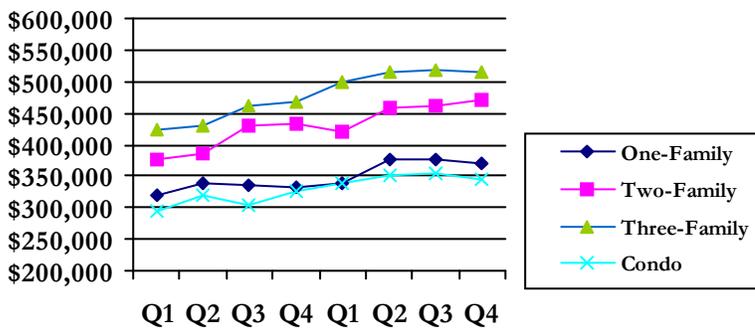
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Table 1: Residential Median Sale Prices And Sales Volume

| YEAR | QTR | MEDIAN 1-FAM | COUNT 1-FAM | MEDIAN 2-FAM | COUNT 2-FAM | MEDIAN 3-FAM | COUNT 3-FAM | MEDIAN CONDO | COUNT CONDO | MEDIAN ALL | COUNT ALL |
|------|-----|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|------------|-----------|
| 2003 | Q1 | \$319,500 | 176 | \$375,000 | 115 | \$424,000 | 128 | \$294,000 | 599 | \$325,000 | 1018 |
| | Q2 | \$338,950 | 331 | \$386,000 | 180 | \$430,000 | 200 | \$319,000 | 1285 | \$340,000 | 1996 |
| | Q3 | \$335,000 | 332 | \$430,000 | 155 | \$460,000 | 163 | \$302,500 | 1341 | \$329,900 | 1991 |
| | Q4 | \$331,750 | 396 | \$434,000 | 216 | \$466,500 | 264 | \$326,000 | 1324 | \$359,000 | 2200 |
| 2004 | Q1 | \$340,000 | 278 | \$420,000 | 181 | \$500,000 | 210 | \$339,500 | 1122 | \$370,000 | 1791 |
| | Q2 | \$377,500 | 492 | \$458,500 | 276 | \$516,220 | 270 | \$350,000 | 2165 | \$380,000 | 3203 |
| | Q3 | \$375,000 | 508 | \$460,000 | 270 | \$518,000 | 279 | \$354,950 | 2372 | \$385,000 | 3429 |
| | Q4 | \$370,000 | 456 | \$469,500 | 248 | \$515,000 | 272 | \$345,000 | 1677 | \$387,450 | 2653 |

Median Price By Quarter



Sales Volume By Quarter

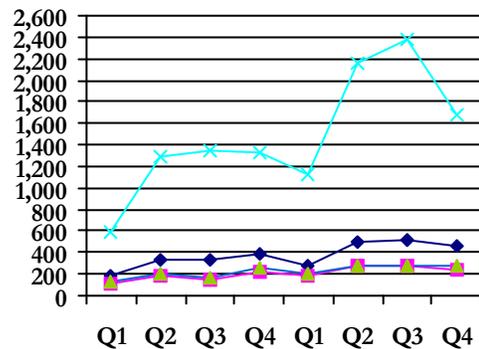


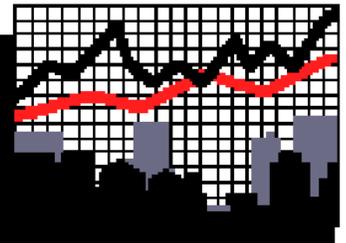
Table 2: Median Sale Prices and Sales Volume By Neighborhood For All Residential Property*

| Neighborhood | Median 2003 | Median 2004 | Change | Count 2003 | Count 2004 | Change |
|----------------------|------------------|------------------|--------------|-------------|--------------|--------------|
| ALLSTON/BRIGHTON | \$259,900 | \$285,000 | 9.7% | 767 | 1131 | 47.5% |
| BACK BAY/BEACON HILL | \$453,750 | \$491,500 | 8.3% | 720 | 1019 | 41.5% |
| CENTRAL | \$441,000 | \$520,000 | 17.9% | 423 | 939 | 22.0% |
| CHARLESTOWN | \$415,000 | \$422,000 | 1.7% | 352 | 665 | 88.9% |
| DORCHESTER | \$315,000 | \$357,000 | 13.3% | 830 | 1199 | 44.5% |
| EAST BOSTON | \$331,750 | \$375,500 | 13.2% | 306 | 420 | 37.3% |
| FENWAY/KENMORE | \$260,500 | \$300,000 | 15.2% | 235 | 368 | 56.6% |
| HYDE PARK | \$299,500 | \$337,000 | 12.5% | 302 | 505 | 67.2% |
| JAMAICA PLAIN | \$334,000 | \$375,000 | 12.3% | 480 | 637 | 32.7% |
| MATTAPAN | \$315,000 | \$334,350 | 6.1% | 208 | 324 | 55.8% |
| ROSLINDALE | \$330,000 | \$337,000 | 2.1% | 389 | 596 | 53.2% |
| ROXBURY | \$345,000 | \$349,950 | 1.4% | 313 | 526 | 68.1% |
| SOUTH BOSTON | \$325,000 | \$369,000 | 13.5% | 613 | 1165 | 90.0% |
| SOUTH END | \$407,000 | \$513,000 | 26.0% | 857 | 986 | 15.1% |
| WEST ROXBURY | \$340,000 | \$368,250 | 8.3% | 410 | 596 | 45.4% |
| CITYWIDE | \$340,000 | \$380,000 | 11.8% | 7205 | 11076 | 53.7% |

*Data Source: recorded sales transactions over \$25,000 for 1-3 family properties and residential condominiums in the City of Boston, as listed in *Banker & Tradesman*



Real Estate TRENDS



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DEPARTMENT OF NEIGHBORHOOD DEVELOPMENT POLICY DEVELOPMENT AND RESEARCH DIVISION CITY OF BOSTON THOMAS M. MENINO, MAYOR

RESIDENTIAL SALES AND PRICES

Table 3: 2003 and 2004 Single Family Home Sales

| Neighborhood | 2003 Median | 2004 Median | Change Median | 2003 Sales | 2004 Sales | Change # Sales |
|----------------------|------------------|------------------|---------------|-------------|-------------|----------------|
| ALLSTON/BRIGHTON | \$380,000 | \$439,000 | 13.4% | 73 | 90 | 23.3% |
| BACK BAY/BEACON HILL | \$2,262,500 | \$1,837,500 | -23.1% | 28 | 33 | 17.9% |
| CENTRAL | * | * | * | 4 | 5 | * |
| CHARLESTOWN | \$463,000 | \$546,500 | 15.3% | 60 | 67 | 11.7% |
| DORCHESTER | \$315,000 | \$350,000 | 10.0% | 186 | 233 | 25.3% |
| EAST BOSTON | \$242,000 | \$280,000 | 13.6% | 44 | 67 | 52.3% |
| FENWAY/KENMORE | * | * | * | 1 | 6 | * |
| HYDE PARK | \$295,000 | \$323,250 | 8.7% | 162 | 292 | 80.2% |
| JAMAICA PLAIN | \$510,000 | \$520,000 | 1.9% | 63 | 103 | 63.5% |
| MATTAPAN | \$255,000 | \$295,000 | 13.6% | 83 | 103 | 24.1% |
| ROSLINDALE | \$333,000 | \$370,000 | 10.0% | 163 | 203 | 24.5% |
| ROXBURY | \$300,000 | \$301,250 | 0.4% | 43 | 64 | 48.8% |
| SOUTH BOSTON | \$325,000 | \$380,000 | 14.5% | 63 | 109 | 73.0% |
| SOUTH END | \$1,025,000 | \$1,043,750 | 1.8% | 20 | 24 | 20.0% |
| WEST ROXBURY | \$360,000 | \$419,900 | 14.3% | 242 | 335 | 38.4% |
| CITYWIDE | \$333,000 | \$370,000 | 10.0% | 1235 | 1734 | 40.4% |

Table 4: 2003 and 2004 Two Family Home Sales

| Neighborhood | 2003 Median | 2004 Median | Change Median | 2003 Sales | 2004 Sales | Change # Sales |
|----------------------|------------------|------------------|---------------|------------|------------|----------------|
| ALLSTON/BRIGHTON | \$520,000 | \$570,000 | 8.8% | 64 | 114 | 78.1% |
| BACK BAY/BEACON HILL | * | * | * | 7 | 5 | * |
| CENTRAL | * | * | * | 1 | 3 | * |
| CHARLESTOWN | \$542,500 | \$627,500 | 13.5% | 26 | 24 | -7.7% |
| DORCHESTER | \$382,000 | \$440,000 | 13.2% | 123 | 191 | 55.3% |
| EAST BOSTON | \$330,000 | \$385,000 | 14.3% | 78 | 95 | 21.8% |
| FENWAY/KENMORE | | | | | | |
| HYDE PARK | \$413,000 | \$449,000 | 8.0% | 62 | 130 | 109.7% |
| JAMAICA PLAIN | \$537,500 | \$561,750 | 4.3% | 36 | 46 | 27.8% |
| MATTAPAN | \$360,000 | \$419,950 | 14.3% | 53 | 74 | 39.6% |
| ROSLINDALE | \$435,000 | \$482,000 | 9.8% | 79 | 82 | 3.8% |
| ROXBURY | \$370,000 | \$390,000 | 5.1% | 51 | 101 | 98.0% |
| SOUTH BOSTON | \$422,500 | \$450,000 | 6.1% | 46 | 47 | 2.2% |
| SOUTH END | \$1,255,000 | \$1,250,000 | -0.4% | 13 | 19 | 46.2% |
| WEST ROXBURY | \$465,000 | \$500,000 | 7.0% | 27 | 44 | 63.0% |
| CITYWIDE | \$410,000 | \$450,000 | 8.9% | 666 | 975 | 46.4% |

Table 5: 2003 and 2004 Three Family Home Sales

| Neighborhood | 2003 Median | 2004 Median | Change Median | 2003 Sales | 2004 Sales | Change # Sales |
|----------------------|------------------|------------------|---------------|------------|-------------|----------------|
| ALLSTON/BRIGHTON | \$687,500 | \$710,000 | 3.2% | 28 | 49 | 75.0% |
| BACK BAY/BEACON HILL | * | * | * | 3 | 2 | * |
| CENTRAL | * | * | * | 3 | 4 | * |
| CHARLESTOWN | * | \$680,000 | * | 8 | 18 | * |
| DORCHESTER | \$449,000 | \$510,000 | 12.0% | 229 | 331 | 44.5% |
| EAST BOSTON | \$400,000 | \$460,000 | 13.0% | 132 | 173 | 31.1% |
| FENWAY/KENMORE | * | * | * | 1 | 1 | * |
| HYDE PARK | \$446,950 | \$506,000 | 11.7% | 14 | 23 | 64.3% |
| JAMAICA PLAIN | \$571,500 | \$642,000 | 11.0% | 66 | 64 | -3.0% |
| MATTAPAN | \$437,000 | \$490,000 | 10.8% | 53 | 80 | 50.9% |
| ROSLINDALE | \$463,500 | \$559,000 | 17.1% | 18 | 24 | 33.3% |
| ROXBURY | \$430,000 | \$500,000 | 14.0% | 123 | 162 | 31.7% |
| SOUTH BOSTON | \$432,500 | \$554,000 | 21.9% | 62 | 89 | 43.5% |
| SOUTH END | \$945,000 | * | * | 15 | 9 | * |
| WEST ROXBURY | * | * | * | 3 | 3 | * |
| CITYWIDE | \$445,400 | \$510,000 | 12.7% | 755 | 1031 | 36.6% |

Table 6: 2003 and 2004 Condominium Sales

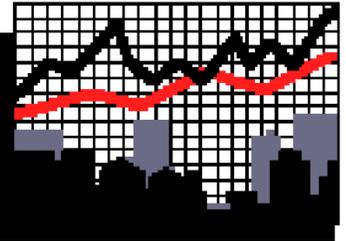
| Neighborhood | 2003 Median | 2004 Median | Change Median | 2003 Sales | 2004 Sales | Change # Sales |
|----------------------|------------------|------------------|---------------|-------------|-------------|----------------|
| ALLSTON/BRIGHTON | \$236,000 | \$253,000 | 6.7% | 602 | 878 | 45.8% |
| BACK BAY/BEACON HILL | \$435,000 | \$480,000 | 9.4% | 682 | 979 | 43.5% |
| CENTRAL | \$439,000 | \$515,000 | 14.8% | 415 | 927 | 123.4% |
| CHARLESTOWN | \$377,400 | \$405,000 | 6.8% | 258 | 556 | 115.5% |
| DORCHESTER | \$233,000 | \$250,000 | 6.8% | 292 | 444 | 52.1% |
| EAST BOSTON | \$173,875 | \$219,000 | 20.6% | 52 | 85 | 63.5% |
| FENWAY/KENMORE | \$260,000 | \$297,750 | 12.7% | 233 | 362 | 55.4% |
| HYDE PARK | \$231,750 | \$256,000 | 9.5% | 64 | 60 | -6.3% |
| JAMAICA PLAIN | \$290,000 | \$323,000 | 10.2% | 315 | 424 | 34.6% |
| MATTAPAN | \$266,000 | \$220,000 | -20.9% | 19 | 67 | 252.6% |
| ROSLINDALE | \$269,000 | \$293,000 | 8.2% | 129 | 287 | 122.5% |
| ROXBURY | \$246,750 | \$250,000 | 1.3% | 96 | 199 | 107.3% |
| SOUTH BOSTON | \$305,000 | \$346,000 | 11.8% | 442 | 920 | 108.1% |
| SOUTH END | \$395,000 | \$495,000 | 20.2% | 809 | 934 | 15.5% |
| WEST ROXBURY | \$218,000 | \$238,500 | 8.6% | 141 | 214 | 51.8% |
| CITYWIDE | \$312,500 | \$349,025 | 10.5% | 4549 | 7336 | 61.3% |

Source: Banker_Tradesman sales transactions greater than \$25,000

* Insufficient data (less than 10 records) for calculating median or percent change



Real Estate TRENDS



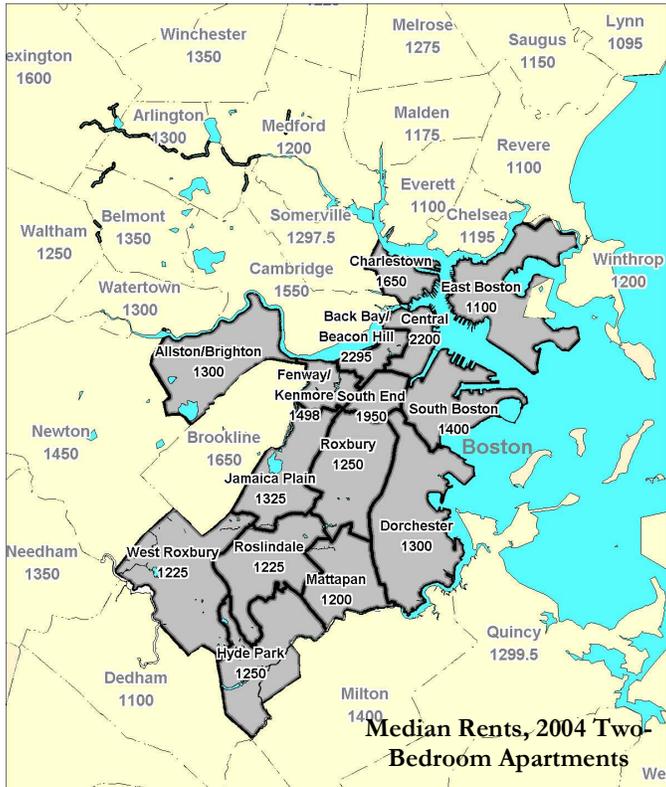
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RESIDENTIAL RENTS

Table 7: Two-Bedroom Median Advertised Asking Rents And Number Of Listings(1)

| Neighborhood | Median Rents | | Percent Change | Number Of Listings | | Percent Change |
|------------------|----------------|----------------|----------------|--------------------|-------------|----------------|
| | 2003 | 2004 | | 2003 | 2004 | |
| ALLSTON/BRIGHTON | \$1,350 | \$1,300 | -3.7% | 463 | 257 | -44.5% |
| BACK BAY/BEACON | \$2,250 | \$2,250 | 0.0% | 556 | 371 | -33.3% |
| CENTRAL | \$2,100 | \$2,200 | 4.8% | 242 | 228 | -5.8% |
| CHARLESTOWN | \$1,700 | \$1,650 | -2.9% | 164 | 154 | -6.1% |
| DORCHESTER | \$1,250 | \$1,300 | 4.0% | 115 | 153 | 33.0% |
| EAST BOSTON | \$1,150 | \$1,100 | -4.3% | 43 | 28 | -34.9% |
| FENWAY/KENMORE | \$1,650 | \$1,498 | -9.2% | 66 | 46 | -30.3% |
| HYDE PARK | \$1,300 | \$1,250 | -3.8% | 53 | 43 | -18.9% |
| JAMAICA PLAIN | \$1,400 | \$1,325 | -5.4% | 230 | 165 | -28.3% |
| MATTAPAN | \$1,350 | \$1,200 | -11.1% | 16 | 15 | -6.3% |
| ROSLINDALE | \$1,250 | \$1,225 | -2.0% | 124 | 109 | -12.1% |
| ROXBURY | \$1,350 | \$1,250 | -7.4% | 23 | 29 | 26.1% |
| SOUTH BOSTON | \$1,400 | \$1,400 | 0.0% | 245 | 163 | -33.5% |
| SOUTH END | \$1,900 | \$1,950 | 2.6% | 148 | 115 | -22.3% |
| WEST ROXBURY | \$1,300 | \$1,225 | -5.8% | 109 | 89 | -18.3% |
| CITYWIDE | \$1,500 | \$1,450 | -3.3% | 2597 | 1965 | -24.3% |



(Continued from p. 1)

Hyde Park and South Boston saw an 80.2% and 73% increase, respectively, in the number of single family home sales. Hyde Park also had the biggest increase in two-family home sales (109.7%), followed by Roxbury (98%). Allston/Brighton three-family home sales increased 75%, with Hyde Park experiencing one of the largest increases in sales in this category as well (64.3%). Condominium sales increased over 100% in the Central, Charlestown, Mattapan, Roslindale, Roxbury and South Boston neighborhoods.

Rents Since the median asking rent for a two-bedroom last increased in 2001, rents have decreased by 15%. For the second year in a row Boston saw a decrease in asking rent levels, falling 3.3%. This decrease was comparable to the 3.2% decrease of 2003. Even with fewer listings (a 24% decrease from 2003 to 2004), rents continue to drop suggesting a stabilizing rental market due in part to increased housing production and supply.

Foreclosures In 2004 there were 23 foreclosure deed recordings for residential properties in Boston, down from 47 in 2003 and a fraction of more than 1,900 foreclosures citywide in 1992. In 1992 two-thirds of all foreclosures were condominiums (at 49%) and three-families (at 18%), and this pattern has persisted as shown in the table below.

| Type | 2003 | 2004 |
|--------------|------|------|
| condo | 45% | 26% |
| one-family | 21% | 30% |
| two-family | 13% | 9% |
| three-family | 21% | 35% |

1) Rental data on one, two and three bedroom apartments are taken from classified listings in *The Boston Globe* on the first Sunday of each month. Rentals with utilities and parking are not included.

* Insufficient data (less than 10 records) for calculating median or percent change.