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Year End 2006 Downtown Condominium Projections
Kevin J. Ahearn, Pres., Otis & Ahearn
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As we projected in the Otis & Ahearn 3Q report, the year end 2006 results will yield a very solid year ending with \$2.2B+ in sales volume with approximately 3,800 sales (this is the third year in a row with sales volume at or over \$2B).

The high end sales for 2006—in particular the \$1M+ price range—held firm and may even achieve new records. Specifically:

	2006 (numbers will be rounded up once all final year-end #s are available on LINK)	2005	2004
Total Transactions \$1Million+	Now at 374	427	395
Transactions \$2Million+	Now at 77	95	72
Transactions \$3Million+	Now at 26	31	24
# of Transactions over \$1,000/SQ'	Now at 81	93	61

As the above chart demonstrates:

- The number of \$1M+ transactions in '06 (currently at 374) may not equal 2004/2005 but in the context of successive years, assuming little to no repeat buyers, it demonstrates there are a lot of affluent people who can afford \$1M+ and the high end of the market continues to expand.
- The number of \$2M+ sales in '06 (currently at 77 but projected to achieve 80+ when all sales are accounted for) has already surpassed '04 (at 72 sales) and will be only slightly less than '05 (at 95 sales).

- The number of \$3M+ sales in '06 (currently at 26) has already surpassed '04 (24) and may exceed '05 (31) once all final numbers have been reported.
- The number of sales transactions that achieved \$1,000+ / Sq' in '06 (currently at 81) has already surpassed '04 (61) and may exceed '05 (93) once all final numbers have been reported.

The total number of sales transactions in Downtown Boston projected for 2006 is 3,800. This number of sales transactions is down from the 4,123 sales transactions in 2005. The reduction in sales transactions and sales volume in 2006 VS 2005 was primarily a result of two factors:

- As the chart below shows, the under \$500,000 share of the market has been in steady decline over the last 5-6 years as the Urban Emerging Markets (such as East Boston, Watertown, Medford, Dorchester, Chelsea, Everett, and others) have been luring the Under \$500,000 buyers from Downtown as upward pressure on pricing continues in Boston. This loss of the under \$500,000 sales transactions will continue as upward pressure on pricing continues and as condominium developments in these Urban Emerging neighborhoods increase.

Condominiums Only

Year	% of Downtown Units Sold at Under \$500,000	Total Sales Transactions in Urban Emerging Markets
2000	78.31%	1,416
2001	73.76%	1,419
2002	72.47%	1,766
2003	72.24%	1,998
2004	63.17%	2,671
2005	55.38%	3,194
2006*	59.31%	2,839

*Total % of market as of sold on November 30, 2006. Numbers will be revised when all year end data has been recorded and made available.

- In addition, the reduction of sales volume in 2006 VS 2005 can be attributed to three of four large developments that closed out the majority of their sales during 2004 and 2005 (including: One Charles [232 units Back Bay], Parris Landing [367 units Charlestown Navy Yard], Ritz Millennium [304 units Midtown]. In addition, Regatta Riverview [402 units East Cambridge] dropped substantially in closings from 2005 to 2006 as they neared completion of their Phase I/Tower I sales, and Channel Center [117 units Fort Point Channel] was closing the last ±30% of the project during 2006. The aggregate of these developments and the

different absorption schedules during 2005 to 2006 resulted in a large variance of units in the specific neighborhood sales. For example:

In Midtown, the Ritz Millennium closed the majority of its 304 units in 2004 and 2005 creating a jump of activity in the neighborhood for 2005 as compared to the years immediately before and after:

MIDTOWN	2006*	2005	2004
# of Sales Transactions	110	226	176
Sales Volume	+/- \$136 Million*	+/- \$219 Million	+/- \$181 Million

Similarly, when One Charles closed most of its units out in 2004 and 2005 it created a noticeable variance in the sales activity for the Back Bay neighborhood in 2006:

BACK BAY	2006*	2005	2004
# of Sales Transactions	553	659	709
Sales Volume	+/- \$472 Million*	+/- \$605 Million	+/- \$549 Million

*Will be revised upwards when all final numbers are in.

- The commencement of closings at 500 Atlantic and Folio’s sales closings resulted in a jump of over 100 units in the Waterfront sales transactions in 2006 VS 2005 bringing an additional ± \$80M in sales volume differential for that neighborhood. In addition, the closings at the Metropolitan added 100+ closings in Chinatown, although categorized as Leather District by LINK in 2006.

The last two months of the 4Q of 2006 saw a significant pick up in activity. It appears that those buyers who had been hesitant on the direction of pricing and held off purchasing during 2006 have re-entered the market. This increase of buyers coming off the sidelines is reflected in the drop in inventory during 2006. (See neighborhood breakdown)

Inventory continued to drop dramatically during 2006 and, as of year end, projected total inventory is trending between 3.5 – 4 months’ supply which should, with continued demand, put upward pressure on unit pricing in 2007 (See inventory trend 2000-2006 Downtown). Note NAR national existing single family home(s) inventory increased consistently during 2006 to 7.3 months’ supply, which is a completely different trend compared to Downtown Boston condominiums during 2006.

A comparison of 4Q 2006 with 4Q 2005 shows the Downtown market putting upward pressure on pricing. Even with fewer sales transactions, the average sales

price has increased more than 6% from 4Q 2005 to 4Q 2006 and the median price increased by 2%:

	4Q 2006	4Q 2005
# of Sales Transactions	630	786
Sales Volume	+/- \$418 Million	+/- \$492 Million
Average Sale Price	\$663,878	\$626,009
Median Price	\$484,750	\$475,000

Note: Data figures are reported in LINK as of 12/30/06 and have not yet been cross-checked with the Registry of Deeds. Typically, after all sales are reported from the Registry and reported in LINK the end of year sales transactions and sales volumes are revised upward.

Price per square foot segmentation trending over \$500/sq' for years 2000-2006 demonstrated the dramatic growth in the high end of the market. It also showed similar results for 2006 versus 2005.

The downtown residential market will start 2007 with a much more positive psychology than in 2006 due to:

- Subsiding of the bubble theories & stories
- Increasing consumer confidence levels
- Record stock market year (2006 being best year since 2003)
- More certainty of mortgage rate(s) direction
- Expanding economy (locally and globally) other than national housing & automobile
- Leveling off/reduction in housing inventory
- Continued strengthening of the commercial real estate market
- Continued population shift and demographic housing trend to downtown and urban neighborhoods by the substantial number of potential buyers that fall into one of three categories – young professional singles & couples, divorced middle age singles and empty nesters

We fully expect there will be national and local problems in the sub prime mortgage market. Unfortunately, the rise in foreclosures is inevitable with the expansion of exotic mortgage programs promoted by some sectors of the mortgage industry; however, this issue will have very little, if any, impact on the Downtown condominium market valuations. Beyond our usual review of leverage trends in the Downtown market, we are currently researching the percentage of sub prime mortgages of the total mortgages for the Downtown

Boston condominium market. The foreclosure activity will, unfortunately, have a definite negative impact on many of the poorer neighborhoods in the city.

**January - December
Calendar Years 2000-2006**

**Condominiums Sales Data
Downtown Market**

**Source: LINK Listing Information Network
(2006 Data Downloaded: 1-8-07 May NOT Be Complete)**

Neighborhood	Total Transactions 2000		Total Transactions 2001		Total Transactions 2002		Total Transactions 2003		Total Transactions 2004		Total Transactions 2005		Total Transactions 2006	
	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	
Back Bay	660	20.70%	470	17.10%	644	18.55%	612	17.03%	709	15.15%	659	15.86%	553	14.86%
Beacon Hill	273	8.56%	235	8.55%	269	7.75%	235	6.54%	341	7.28%	301	7.24%	204	5.48%
Bay Village	9	0.28%	13	0.47%	25	0.72%	22	0.61%	33	0.70%	20	0.48%	2	0.05%
East Cambridge	50	1.57%	42	1.53%	44	1.27%	32	0.89%	92	1.97%	250	6.02%	188	5.05%
Charlestown / Navy Yard	244	7.65%	309	11.24%	355	10.22%	286	7.96%	383	8.18%	291	7.00%	291	7.82%
Chinatown	44	1.38%	42	1.53%	47	1.35%	45	1.25%	154	3.29%	185	4.45%	16	0.43%
Fenway	0	0.00%	1	0.04%	2	0.06%	2	0.06%	2	0.04%	4	0.10%	3	0.08%
Leather District	272	8.53%	205	7.46%	251	7.23%	259	7.21%	323	6.90%	280	6.74%	276	7.42%
Midtown	34	1.07%	8	0.29%	30	0.86%	31	0.86%	132	2.82%	72	1.73%	157	4.22%
North End	43	1.35%	139	5.06%	147	4.23%	104	2.89%	176	3.76%	226	5.44%	110	2.96%
South Boston	102	3.20%	63	2.29%	82	2.36%	94	2.62%	194	4.14%	144	3.46%	144	3.87%
South End	328	10.29%	378	13.76%	452	13.02%	521	14.50%	778	16.62%	634	15.26%	623	16.74%
Seaport	778	24.40%	630	22.93%	867	24.97%	1061	29.53%	982	20.98%	798	19.20%	779	20.93%
West End	97	3.04%	40	1.46%	17	0.49%	34	0.95%	102	2.18%	68	1.64%	29	0.78%
Waterfront	68	2.13%	60	2.18%	90	2.59%	86	2.39%	89	1.90%	58	1.40%	59	1.59%
Total	186	5.83%	113	4.11%	150	4.32%	169	4.70%	191	4.08%	166	3.99%	288	7.74%

(See NOTE #1)
(See NOTE #2)
(See NOTE #2)

Neighborhood	Absorption 2000		Absorption 2001		Absorption 2002		Absorption 2003		Absorption 2004		Absorption 2005		Absorption 2006	
	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	% Share	
Back Bay	\$481,119,316	34.45%	\$345,934,900	26.49%	\$449,646,643	27.19%	\$442,919,788	25.58%	\$549,144,568	21.45%	\$604,938,225	24.30%	\$472,775,121	21.73%
Beacon Hill	\$160,647,813	11.50%	\$110,143,584	8.44%	\$133,679,050	8.08%	\$113,929,422	6.58%	\$186,249,312	7.27%	\$192,910,094	7.75%	\$121,911,145	5.60%
Bay Village	\$3,922,000	0.28%	\$3,962,300	0.30%	\$8,507,390	0.51%	\$10,650,400	0.62%	\$16,997,500	0.66%	\$11,200,500	0.45%	\$856,000	0.04%
East Cambridge	\$28,039,900	2.01%	\$30,997,500	2.37%	\$27,498,400	1.66%	\$23,459,500	1.35%	\$44,070,754	1.72%	\$137,714,624	5.53%	\$117,553,027	5.40%
Charlestown / Navy Yard	\$77,902,802	5.58%	\$121,361,862	9.29%	\$138,162,871	8.35%	\$111,773,097	6.46%	\$171,646,522	6.70%	\$133,984,239	5.38%	\$134,547,053	6.18%
Chinatown	\$24,668,666	1.77%	\$25,391,090	1.94%	\$23,496,000	1.42%	\$23,583,650	1.36%	\$72,124,218	2.82%	\$93,915,434	3.77%	\$12,068,353	0.55%
Fenway	\$0	0.00%	\$375,000	0.03%	\$845,000	0.05%	\$570,000	0.03%	\$867,500	0.03%	\$1,109,000	0.04%	\$1,110,000	0.05%
Leather District	\$50,418,865	3.61%	\$47,774,097	3.66%	\$61,231,070	3.70%	\$70,463,082	4.07%	\$100,236,803	3.91%	\$90,107,755	3.62%	\$90,856,637	4.18%
Midtown	\$15,711,750	1.13%	\$4,134,000	0.32%	\$16,654,500	1.01%	\$16,449,750	0.95%	\$59,963,810	2.34%	\$44,188,005	1.77%	\$84,046,370	3.86%
North End	\$15,212,900	1.09%	\$140,096,887	10.73%	\$116,950,071	7.07%	\$105,083,060	6.07%	\$181,971,637	7.11%	\$219,539,537	8.82%	\$136,182,532	6.26%
South Boston	\$28,645,700	2.05%	\$23,196,800	1.78%	\$26,159,275	1.58%	\$37,792,450	2.18%	\$92,029,726	3.59%	\$64,116,228	2.58%	\$70,731,951	3.25%
South End	\$75,879,861	5.43%	\$96,043,253	7.36%	\$130,420,600	7.89%	\$165,659,669	9.57%	\$274,215,643	10.71%	\$228,881,268	9.19%	\$225,848,404	10.38%
Seaport	\$284,217,125	20.35%	\$257,587,210	19.73%	\$392,427,601	23.73%	\$467,975,591	27.03%	\$592,014,990	23.12%	\$461,494,286	18.54%	\$430,822,508	19.80%
West End	\$32,639,225	2.34%	\$14,992,856	1.15%	\$6,231,992	0.38%	\$14,265,186	0.82%	\$61,987,705	2.42%	\$46,448,665	1.87%	\$19,191,000	0.88%
Waterfront	\$19,198,751	1.37%	\$20,349,527	1.56%	\$30,336,240	1.83%	\$30,036,840	1.73%	\$33,340,225	1.30%	\$22,318,790	0.90%	\$22,838,500	1.05%
Total	\$98,284,900	7.04%	\$63,400,649	4.86%	\$91,761,233	5.55%	\$96,840,520	5.59%	\$123,834,174	4.84%	\$136,633,396	5.49%	\$234,468,274	10.78%

(See NOTE #1)
(See NOTE #2)
(See NOTE #2)

Average Sales Price **\$438,052** **\$475,161** **\$476,385** **\$481,896** **\$547,040** **\$599,013** **\$584,580**

PRICE SEGMENTATION	2000	% Share	2001	% Share	2002	% Share	2003	% Share	2004	% Share	2005	% Share	2006	% Share
\$0 - \$499 K	2492	78.17%	2021	73.54%	2515	72.44%	2595	72.22%	2955	63.13%	2303	55.41%	2194	58.95%
\$500 - \$999K	503	15.78%	550	20.01%	734	21.14%	789	21.96%	1329	28.39%	1423	34.24%	1145	30.76%
\$1M - \$1.499M	91	2.85%	87	3.17%	116	3.34%	114	3.17%	242	5.17%	237	5.70%	211	5.67%
\$1.5M - \$1.99M	47	1.47%	37	1.35%	45	1.30%	45	1.25%	82	1.75%	95	2.29%	92	2.47%
\$2M - \$2.49M	13	0.41%	23	0.84%	28	0.81%	22	0.61%	28	0.60%	41	0.99%	29	0.78%
\$2.5M - \$2.99M	20	0.63%	12	0.44%	19	0.55%	12	0.33%	20	0.43%	23	0.55%	23	0.62%
\$3+M	20	0.63%	17	0.62%	10	0.29%	16	0.45%	24	0.51%	31	0.75%	27	0.73%
\$1,000 / Sq'	29	0.91%	30	1.09%	40	1.15%	37	1.03%	61	1.30%	93	2.24%	81	2.18%

NIC Presales
360 Newbury
500 Atlantic
80 Broad (Folio)
only those in LINK system

Total Jan - Dec Transactions **3,186** **2,748** **3,472** **3,593** **4,681** **4,156** **3,722**
Total Jan - Dec Absorption **\$1,396,509,574** **\$1,305,741,515** **\$1,654,007,936** **\$1,731,452,005** **\$2,560,695,087** **\$2,489,500,046** **\$2,175,806,875**

PRICE CATAGORIES	2000	% Share	2001	% Share	2002	% Share	2003	% Share	2004	% Share	2005	% Share	2006	% Share
\$0 - \$499 K	2492	78.17%	2021	73.54%	2515	72.44%	2595	72.22%	2955	63.13%	2303	55.41%	2194	58.95%
\$500 - \$999K	503	15.78%	550	20.01%	734	21.14%	789	21.96%	1329	28.39%	1423	34.24%	1145	30.76%
\$1m +	191	5.99%	176	6.40%	218	6.28%	209	5.82%	396	8.46%	427	10.27%	382	10.26%

NOTE # 1 Link only covers a limited number of transactions in East Cambridge. 2006 data was cross referenced with MLS which covers the entire Cambridge market. 2006 numbers are correct. LINK only shows 30 transactions (2006) in their database V 139 in MLS. Prior years (2000 - 2005) numbers will be cross referenced at a later date.

NOTE # 2 Charlestown proper and the Charlestown Navy Yard data has been revised to correct the miscategorization of sales for Parris Landing, located in the Navy Yard, during 2005 and 2006. Prior years data will be rechecked for the proper totals for Charlestown Proper and the Navy Yard at a later date.

NOTE # 3 LINK data for DECEMBER '06 has NOT been cross referenced with Registry data and is NOT complete. LINK has only completed cross checking through 2nd week of December '06.

Sales Data Year To Year Comparison Downtown Condominiums

	Full Year <u>2000</u>	Full Year <u>2001</u>	Full Year <u>2002</u>	Full Year <u>2003</u>	Full Year <u>2004</u>	Full Year <u>2005</u>	Full Year <u>2006 *</u>
Total Sales	3,188	2,748	3,472	3,593	4,681	4,156	3,722
Total Volume	\$1,396,509,574	\$1,305,741,515	\$1,654,007,936	\$1,731,452,005	\$2,560,695,087	\$2,489,500,046	\$2,175,806,875
Average	\$438,308	\$475,334	\$476,388	\$481,896	\$547,088	\$599,157	\$584,597
Median Price Point	\$315,000	\$355,000	\$365,000	\$377,500	\$423,000	\$468,000	\$450,000
	4th Q <u>2000</u>	4th Q <u>2001</u>	4th Q <u>2002</u>	4th Q <u>2003</u>	4th Q <u>2004</u>	4th Q <u>2005</u>	4th Q <u>2006 *</u>
Total Sales	633	597	672	846	1,027	796	784
Total Volume	\$285,553,522	\$334,911,105	\$338,976,309	\$441,454,963	\$570,644,673	\$496,669,619	\$504,185,957
Average	\$451,111	\$560,990	\$505,935	\$521,814	\$555,642	\$623,957	\$643,094
Median Price Point	\$325,000	\$383,983	\$385,000	\$390,000	\$430,000	\$475,000	\$484,750

* Not complete and revised after cross referencing with Registry of Deeds. Final year estimates + approximately 3%.

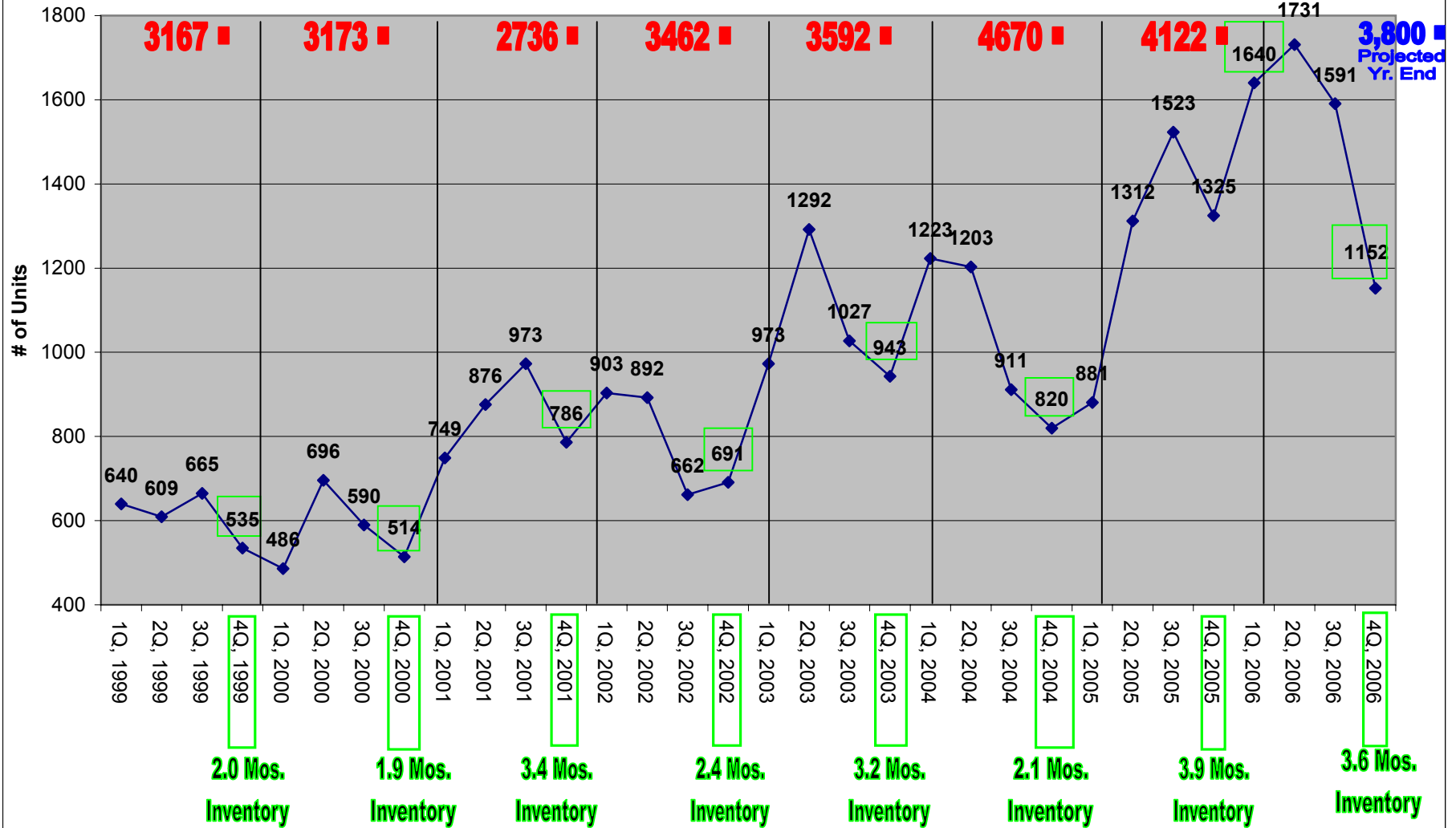
**Condominiums Sold
Sales Summary
FULL YEARS 2000-2006**

	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>
Total Sales Downtown Market Place (1)	3,722	4,156	4,681	3,593	3,472	2,748	3,188
Total Sales "Emerging" Markets (2)	2,839	3,194	2,671	1,998	1,766	1,419	1,416
Total	6,561	7,350	7,352	5,591	5,238	4,167	4,604

- (1) **Downtown Market = Back Bay, Bay Village, Beacon Hill, Charlestown, Chinatown, Fenway, Leather District, Midtown, Navy Yard, North End, Seaport, South Boston, South End, Waterfront and West End.**
Sales data historically has been revised upward during the year once checked against Registry of Deeds. Not all units available for sale are originally listed in LINK. At the end of the year, LINK cross-references its data with the Registry of Deeds to include closed sales that were not listed in their system. 2006 data is still being compiled by LINK.
- (2) **"Emerging" Markets = Allston, Brighton, Dorchester, East Boston, Everett, Malden, Medford, Quincy, Somerville and Watertown.**
Emerging Markets include urban areas adjacent to or in very close proximity to the "Downtown Market". These areas have experienced increased transaction activity as a result of BOTH upward price pressure on units located in the Downtown market and a lack of available new development(s) inventory in the Downtown market at lower price points.
Source data is taken from MLS and includes only data in their system which may or may not include 100% of the market but historically been a good indicator of overall market activity.

Downtown Condominium Quarterly Inventory
 (Source: LINK Listing Information Network)

1-2-07
Annual Transactions - Including East Cambridge



Disclaimer: Data is taken from sources deemed reliable but is subject to errors and omissions.

2006 Inventory includes MLS data for E. Camb. NOT included in LINK database

**LINK Current Inventory Of Unsold Condominiums
As Of December 28, 2006**

	<u>Units (1)</u>	<u>Total Year 2005 Transactions</u>	<u>Months Supply</u>	<u>Total Year 2006 Transactions (2)</u>	<u>Months Supply</u>
Back Bay	166	659	3.0	553	3.6
Beacon Hill	59	301	2.4	204	3.5
Bay Village	1	20	0.6	2	6.0
East Cambridge	48	250	2.3	188	3.1
Charlestown / Navy Yard	154	476	3.9	307	6.0
Chinatown	1	4	3.0	3	4.0
Fenway	49	280	2.1	276	2.1
Leather District	24	72	4.0	157	1.8
Midtown	44	226	2.3	110	4.8
North End	40	144	3.3	144	3.3
South Boston	202	634	3.8	623	3.9
South End	223	798	3.4	779	3.4
Seaport	49	68	8.6	29	20.3
West End	12	58	2.5	59	2.4
Waterfront	104	166	7.5	288	4.3
* Total Downtown Market (Including East Camb.)	1176	4156	3.4	3722	3.8

**(1) * MLS Current Inventory Of Unsold Condominiums
As Of December 28, 2006 1130**

(2) Not complete and revised with Registry of Deeds

Notes: Inventory does not include all units in new developments only sample units.
LINK - when cross referenced with MLS, East Cambridge shows 14 less listings so the LINK database number has been increased to 48 from 34. Also there were 2 available condominium units (1 in Bay Village / 1 in Chinatown) which were in MLS and not in LINK.

Disclaimer: Data is taken from sources deemed reliable but is subject to errors and omissions.

Special Comment: Federal Reserve Board (FRB) Leaves Federal Funds Rate Unchanged

“Private Equity”

“Another record year in the offing! Transaction activity is apace to set another record in 2007. According to Real Capital Analytics, approximately \$304.5 billion of commercial and multifamily real estate sale transactions were completed in calendar year 2005 as compared to \$322.9 billion for the 11-month period ended November 30, 2006 and \$368.2 billion on a trailing 12-month basis (from December 1, 2005 to November 30, 2006). All in all, pretty heady numbers, causing some to wonder if they are sustainable for another year”.

“Weary Households”

Inventory Backup...U.S. Existing Home Sales		
	Homes for Sale (in Millions)	Months Supply
2003	2.270	4.7
2004	2.224	4.3
2005	2.846	4.5
Oct-05	2.868	4.9
Nov-05	2.924	5.0
Dec-05	2.846	5.1
Jan-06	2.883	5.3
Feb-06	2.985	5.2
Mar-06	3.198	5.6
Apr-06	3.415	6.1
May-06	3.589	6.4
Jun-06	3.738	6.8
Jul06	3.861	7.3
Aug-06	3.844	7.3
Sep-06	3.783	7.3
Oc-06	3.854	7.4

Public Real Estate Securities Capital Markets

What’s driving the real estate investment trust (REIT) market today? It can’t be multiple expansion as multiples are at all-time highs. It can’t be “stability” as the markets have exhibited greater than usual volatility in recent months. It can’t be dividends as REIT dividends are lower than yields on 10-year Treasury bonds. It can’t be earnings as we are still far away from earnings season. It can’t be that REITs are trading as steep discounts to net asset value because they aren’t.

What’s left is the hope and prayer that the REIT you invested in is going to be taken private at some substantial premium to its most recent trading price. And why not? If Blackstone can buy Equity Office Properties for \$36 billion in the largest privatization of a public company ever, is there any REIT that is “safe” or not at least vulnerable? Interestingly, events leading to the recent contraction in the U.S. REIT market are playing out against the backdrop of an expanding REIT market in terms of both jurisdictions adopting REIT and REIT-like legislation and an increasing number of initial public offerings of real estate securities in both Europe and Asia.

\$ / Sq' Segmentation 2000 - 2006

Trends \$500+ / Sq' Only

Transaction Breakdown By \$'s / Sq. Ft. Category

	<u>2000 - 2006 Total</u> <u>Annual Absorption</u>	<u>2000 - 2006</u> <u>\$500+ / Sq'</u>	<u>% of Sales</u> <u>over</u> <u>\$500+ / Sq'</u>	<u>\$500/Sq' -</u> <u>\$699/Sq'</u>	<u>% (all sales)</u>	<u>\$700/Sq' -</u> <u>\$849/Sq'</u>	<u>% (all sales)</u>	<u>\$850/Sq' -</u> <u>\$999/Sq'</u>	<u>% (all sales)</u>	<u>\$1,000 +/Sq'</u>	<u>% (all sales)</u>
2000 Sales	3,188	525	16%	394	12%	76	2%	26	1%	29	1%
2001 Sales	2,748	755	27%	598	22%	95	3%	32	1%	30	1%
2002 Sales	3,472	1114	32%	889	26%	128	4%	57	2%	40	1%
2003 Sales	3,593	1310	36%	1104	31%	128	4%	41	1%	37	1%
2004 Sales	4,681	2,338	50%	1,860	40%	338	7%	79	2%	61	1%
2005 Sales	4,156	2,644	64%	1,928	46%	486	12%	138	3%	93	2%
* 2006 Sales	3,722	2,217	60%	1,550	42%	436	12%	150	4%	81	2%

	\$700+/Sq' of Total Annual Transactions		
	Year	Transactions	% of Total Sales
* % of sales over \$500/sq' growing dramatically	2000	131	4.1%
* top tier of market \$700+/Sq', \$850+/Sq', \$1,000+ / Sq' as a % of all sales essentially the same 2005 and 2006 (12%, 4%, 2%)	2001	157	5.7%
* Reduction in total transactions 20005-2006 over \$500/Sq' 2644 (2005), 2217 (2006) almost exclusively in the \$500-\$699/sq' categories NOT in the higher price / sq' categories	2002	225	6.5%
	2003	206	5.7%
* 2006 high end pricing trends equaled or nearly reached peak market 2005 trends	2004	478	10.2%
Conclusion: very solid unit values at the high end of the market showing annual expansion of the top of the market and continued upward pressure on pricing as the inventory drops (currently at a low 3.5 - 4 months supply)	2005	717	17.3%
	2006	667	17.9%

* NOTE: Cross referencing 2006 Sales Totals for December with the Registry has not been completed by LINK.