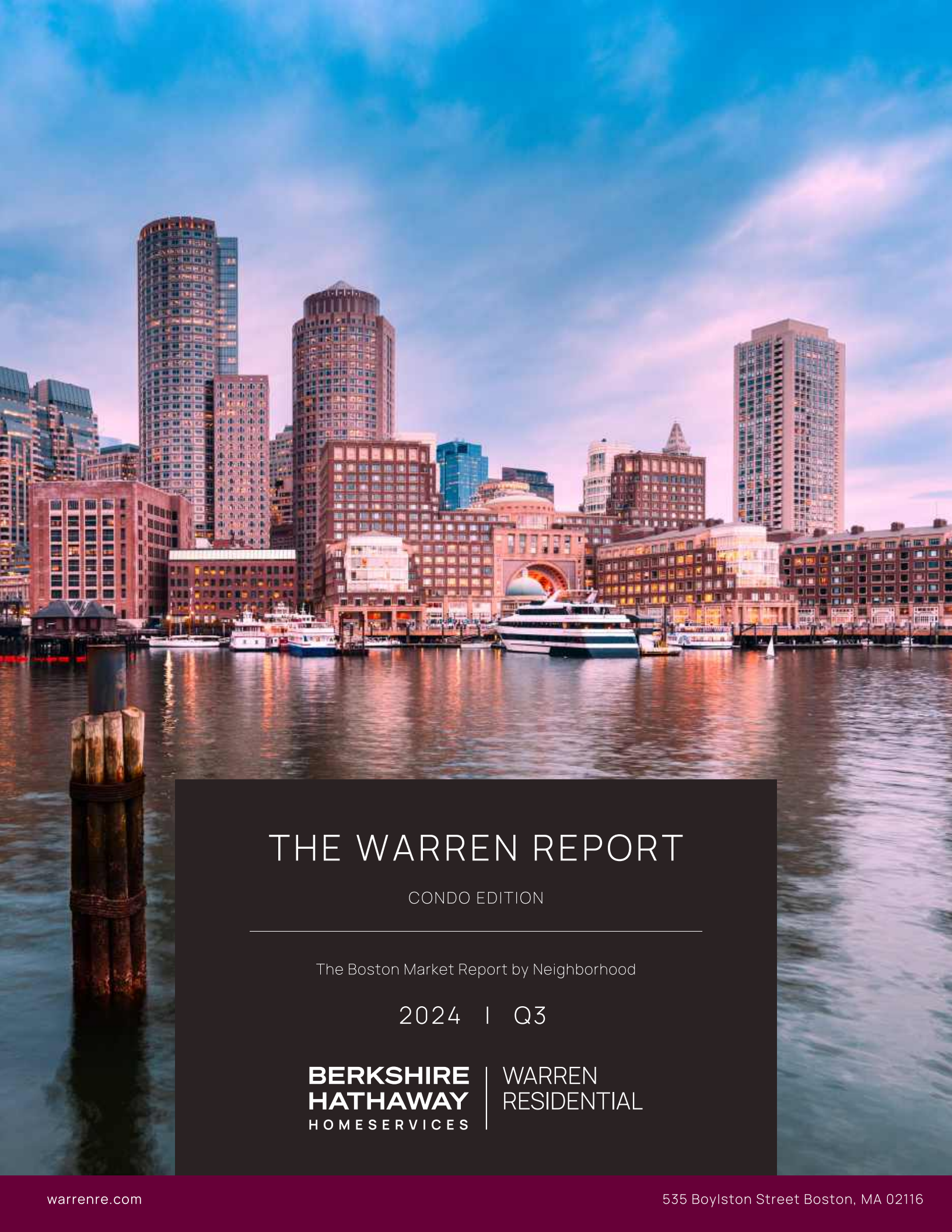




THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2024 | Q3

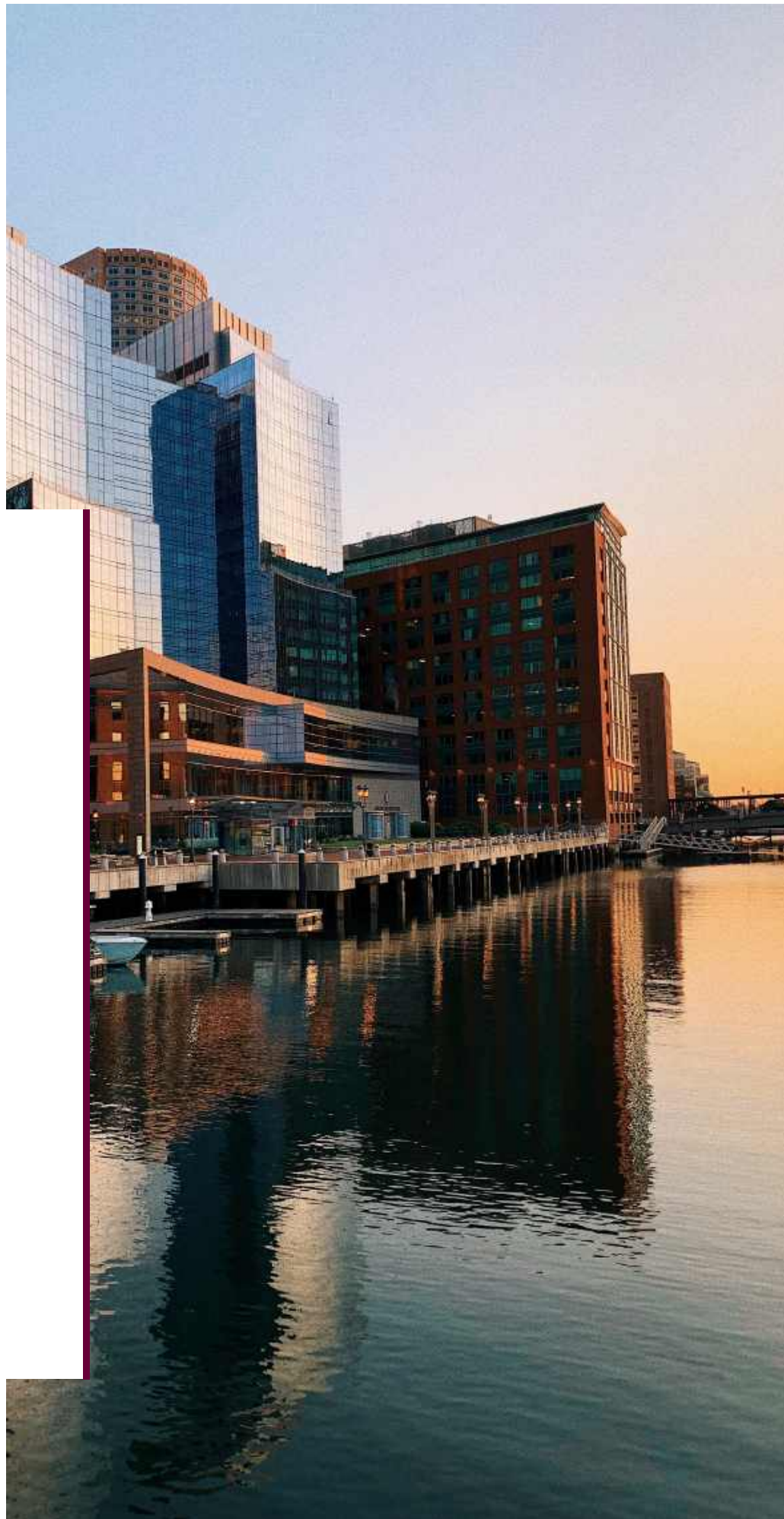
**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL



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GLOSSARY OF TERMS

Average Price Per Foot

The average price per square foot cost is computed by adding the square foot cost of each home that has sold in an area and dividing by the number of homes sold.

Average Sales Price

The average sales price is computed by taking the total sales dollar volume for the area and dividing it by the total transactions.

Average Sales Price vs List Price

The average sales vs list price is computed by finding the difference between all the listing and sales prices and then dividing by the number of sales.

Average DOM

Average days on market is computed by taking the total number of days for each listing before it went pending and dividing by the total number of listings.

Total Dollar Volume Sold

Total dollar volume sold is computed by adding the sales price of every listing together during a certain time period.

Total Transactions

The total transactions for a period are the number of listings that transferred ownership in that area.

Approximate Absorption Rate

The absorption rate is the percentage of current on market listings which should sell over the next month. It is calculated by dividing the average number of homes sold per month by the total number of active listings. (The average number of homes sold per month is calculated by taking the total number of homes sold over the past 12 months and dividing it by 12).

Approximate Months Inventory Supply

Approximate months inventory supply is the number of months it would take to sell the current active inventory. It is computed by dividing the active listings on a certain date by the average number of homes sold in a month (The average number of homes sold per month is calculated by taking the total number of homes sold over the past 12 months and dividing it by 12).

Total Number of Units Listed

The total number of units listed is the number of listings that went active during the time period.

BOSTON SNAPSHOT

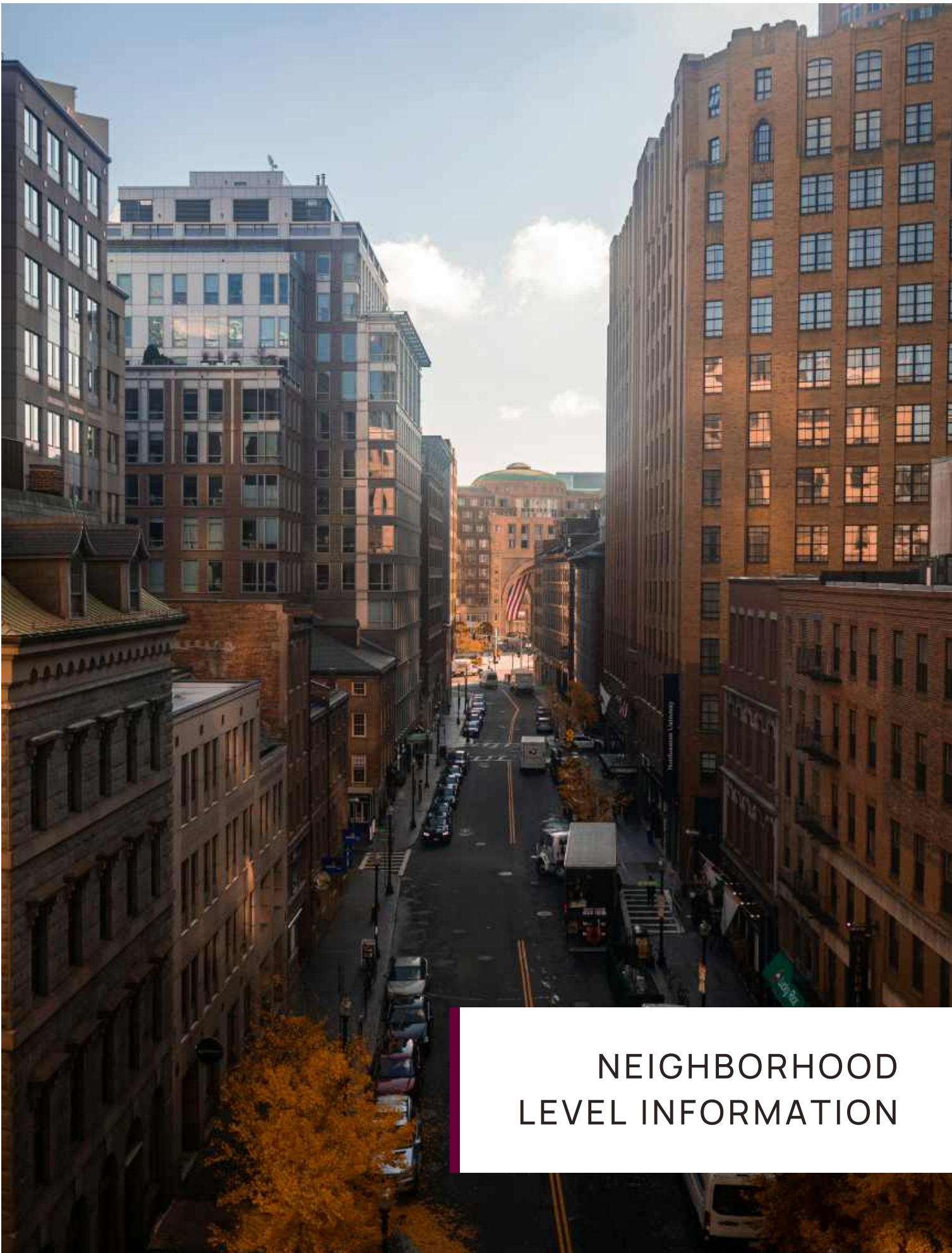


BOSTON MARKET DATA

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$751	\$816	\$830	\$938	vs.	\$887	- 5.4%
AVERAGE SALES PRICE	\$803,737	\$928,814	\$917,773	\$1,168,494	vs.	\$1,033,449	- 11.5%
AVERAGE SALES PRICE VS. LIST PRICE	98.74%	98.76%	98.94%	98.83%	vs.	98.52%	- .3%
AVERAGE DOM (DAYS ON MARKET)	40	69	37	42	vs.	44	+ 4.7%
TOTAL TRANSACTIONS	1,292	1,775	1,163	1,059	vs.	1,005	- 5.1%
TOTAL DOLLAR VOLUME SOLD	\$1,038,428,307	\$1,648,645,223	\$1,067,370,720	\$1,237,435,771	vs.	\$1,038,616,456	- 16%
AVERAGE ABSORPTION RATE	19.14%	38.94%	39.78%	32.56%	vs.	24.44%	- 24.9%
AVERAGE MONTHS INVENTORY SUPPLY	5.23	2.57	2.51	3.07	vs.	4.09	+ 33.2%
TOTAL # OF UNITS LISTED	2,503	1,984	1,588	1,403	vs.	1,484	+ 5.7%

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NEIGHBORHOOD
LEVEL INFORMATION

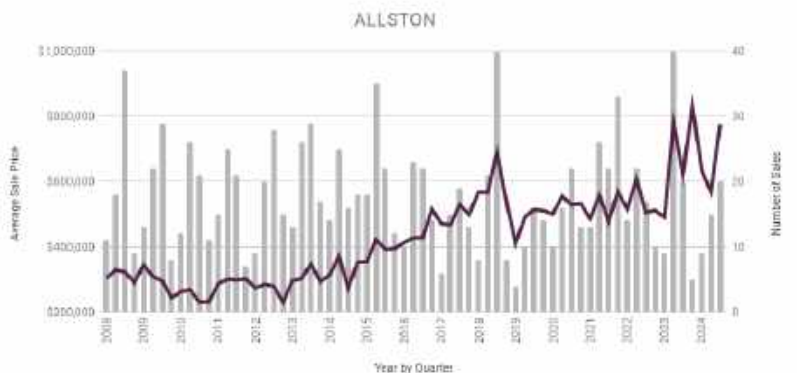
ALLSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$637	\$639	\$585	\$754	vs.	\$709	- 6%
AVERAGE SALES PRICE	\$528,718	\$476,545	\$504,318	\$622,616	vs.	\$776,735	+ 24.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.28%	99.74%	99.16%	99.97%	vs.	99.79%	- .19%
AVERAGE DOM (DAYS ON MARKET)	28	45	28	46	vs.	30	- 34.7%
TOTAL TRANSACTIONS	22	22	17	20	vs.	20	N/C
TOTAL DOLLAR VOLUME SOLD	\$11,631,799	\$10,484,000	\$8,573,422	\$12,452,321	vs.	\$15,534,700	+ 24.7%
AVERAGE ABSORPTION RATE	22.83%	29.76%	32.61%	66.67%	vs.	21.49%	- 67.7%
AVERAGE MONTHS INVENTORY SUPPLY	4.38	3.36	3.07	1.5	vs.	4.65	+ 210%
TOTAL # OF UNITS LISTED	37	39	32	17	vs.	25	+ 47%

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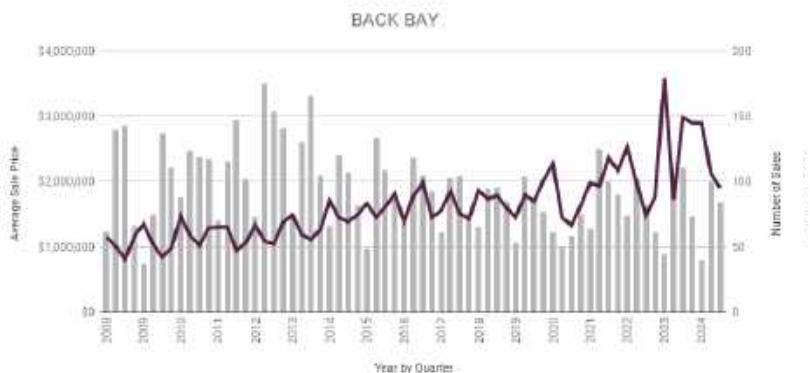
BACK BAY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$1,215	\$1,330	\$1,247	\$1,788	vs.	\$1,462	- 18.2%
AVERAGE SALES PRICE	\$1,325,309	\$2,368,620	\$1,479,293	\$2,977,100	vs.	\$1,903,528	- 36%
AVERAGE SALES PRICE VS. LIST PRICE	95.79%	94.18%	96.66%	97.8%	vs.	96.3%	- 1.5%
AVERAGE DOM (DAYS ON MARKET)	60	73	62	59	vs.	63	+ 6.7%
TOTAL TRANSACTIONS	59	100	82	111	vs.	84	- 24.3%
TOTAL DOLLAR VOLUME SOLD	\$78,193,250	\$238,862,043	\$121,302,090	\$330,458,197	vs.	\$159,896,399	- 51.6%
AVERAGE ABSORPTION RATE	10.75%	24.8%	27.91%	22.43%	vs.	16.5%	- 26.4%
AVERAGE MONTHS INVENTORY SUPPLY	9.3	4.03	3.58	4.46	vs.	6.06	+ 35.8%
TOTAL # OF UNITS LISTED	202	132	118	134	vs.	137	+ 2.2%

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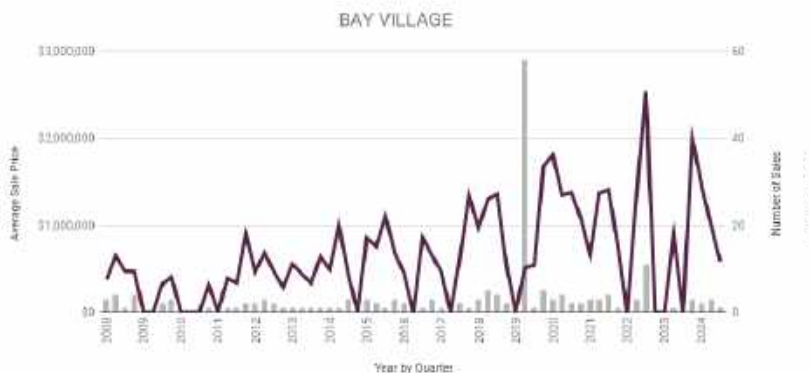
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$1,182	\$1,095	\$1,165	\$0	vs.	\$1,397	N/A
AVERAGE SALES PRICE	\$1,372,000	\$1,405,750	\$2,539,409	\$0	vs.	\$580,000	N/A
AVERAGE SALES PRICE VS. LIST PRICE	102.86%	99.66%	100.2%	0%	vs.	95.08%	N/A
AVERAGE DOM (DAYS ON MARKET)	5	23	25	0	vs.	13	N/A
TOTAL TRANSACTIONS	2	4	11	0	vs.	1	N/A
TOTAL DOLLAR VOLUME SOLD	\$2,744,000	\$5,623,000	\$27,933,500	\$0	vs.	\$580,000	N/A
AVERAGE ABSORPTION RATE	29.17%	33.33%	62.5%	2.08%	vs.	37.5%	+ 1702%
AVERAGE MONTHS INVENTORY SUPPLY	3.43	3	1.6	48	vs.	2.67	- 94.4%
TOTAL # OF UNITS LISTED	7	3	2	6	vs.	4	- 33.3%

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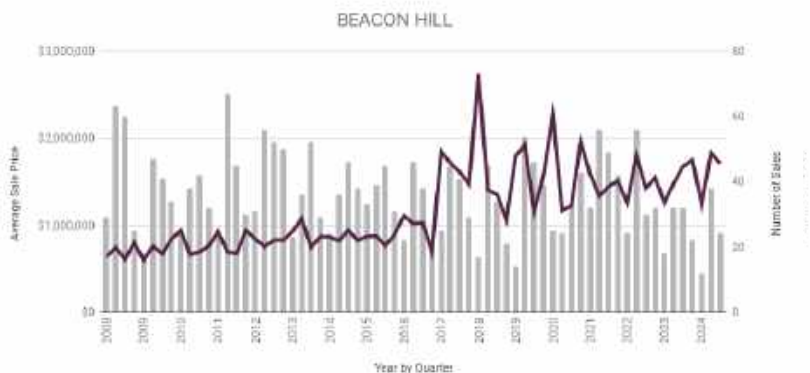
BEACON HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$1,195	\$1,197	\$1,194	\$1,265	vs.	\$1,293	+ 2.2%
AVERAGE SALES PRICE	\$1,218,109	\$1,443,304	\$1,423,453	\$1,672,334	vs.	\$1,708,554	+ 2.1%
AVERAGE SALES PRICE VS. LIST PRICE	96.09%	96.42%	93.87%	98.24%	vs.	97.77%	- .4%
AVERAGE DOM (DAYS ON MARKET)	46	50	46	61	vs.	64	+ 4.9%
TOTAL TRANSACTIONS	33	49	30	32	vs.	24	- 25%
TOTAL DOLLAR VOLUME SOLD	\$40,197,625	\$70,721,925	\$42,703,600	\$53,514,703	vs.	\$41,005,300	- 23.3%
AVERAGE ABSORPTION RATE	12.4%	28.55%	25.49%	37.65%	vs.	14.37%	- 61.8%
AVERAGE MONTHS INVENTORY SUPPLY	8.06	3.5	3.92	2.66	vs.	6.96	+ 161.6%
TOTAL # OF UNITS LISTED	99	62	53	38	vs.	59	+ 55.2%

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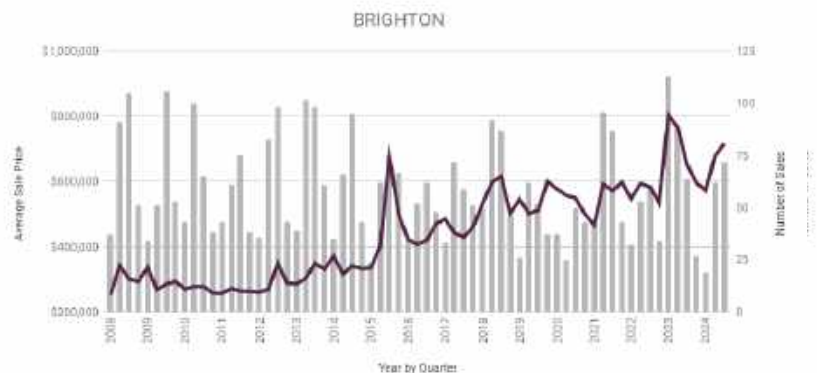
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$589	\$674	\$731	\$750	vs.	\$801	+ 6.7%
AVERAGE SALES PRICE	\$550,032	\$571,251	\$584,288	\$652,769	vs.	\$715,987	+ 9.6%
AVERAGE SALES PRICE VS. LIST PRICE	99.13%	99.72%	99.44%	100.36%	vs.	99.34%	- 1%
AVERAGE DOM (DAYS ON MARKET)	37	46	35	26	vs.	40	+ 53.8%
TOTAL TRANSACTIONS	50	87	61	64	vs.	72	+ 12.5%
TOTAL DOLLAR VOLUME SOLD	\$27,501,600	\$49,698,850	\$35,641,600	\$41,777,227	vs.	\$51,551,133	+ 23.4%
AVERAGE ABSORPTION RATE	16.67%	32.61%	35.46%	67.79%	vs.	29.4%	- 56.6%
AVERAGE MONTHS INVENTORY SUPPLY	6	3.07	2.82	1.48	vs.	3.4	+ 129.7%
TOTAL # OF UNITS LISTED	113	129	92	80	vs.	71	- 11.2%

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CHARLESTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$780	\$776	\$830	\$858	vs.	\$880	+ 2.5%
AVERAGE SALES PRICE	\$830,733	\$815,219	\$913,759	\$908,965	vs.	\$1,098,310	+ 20.8%
AVERAGE SALES PRICE VS. LIST PRICE	100.4%	100.67%	101.04%	100.4%	vs.	100.3%	- .1%
AVERAGE DOM (DAYS ON MARKET)	25	40	23	21	vs.	30	+ 42.8%
TOTAL TRANSACTIONS	69	63	52	29	vs.	48	+ 65.5%
TOTAL DOLLAR VOLUME SOLD	\$70,615,739	\$51,359,470	\$47,515,500	\$26,360,000	vs.	\$52,718,908	+ 100%
AVERAGE ABSORPTION RATE	22.95%	59.38%	53.92%	53.26%	vs.	61.6%	+ 15.7%
AVERAGE MONTHS INVENTORY SUPPLY	4.36	1.68	1.85	1.88	vs.	1.62	- 13.8%
TOTAL # OF UNITS LISTED	123	72	63	42	vs.	49	+ 16.6%

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DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$441	\$499	\$478	\$526	vs.	\$537	+ 2%
AVERAGE SALES PRICE	\$510,675	\$559,192	\$566,843	\$579,052	vs.	\$648,096	+ 11.9%
AVERAGE SALES PRICE VS. LIST PRICE	100.27%	100.32%	99.97%	100.5%	vs.	98.84%	- 1.6%
AVERAGE DOM (DAYS ON MARKET)	31	36	28	31	vs.	35	+ 12.9%
TOTAL TRANSACTIONS	58	78	43	34	vs.	40	+ 17.6%
TOTAL DOLLAR VOLUME SOLD	\$29,619,150	\$43,617,000	\$24,374,254	\$19,687,799	vs.	\$25,923,865	+ 31.6%
AVERAGE ABSORPTION RATE	37.94%	65.05%	54.17%	34.68%	vs.	38.1%	+ 9.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.64	1.54	1.85	2.88	vs.	2.63	- 8.6%
TOTAL # OF UNITS LISTED	94	71	56	71	vs.	60	- 15.4%

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DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$996	\$991	\$1,061	\$1,408	vs.	\$1,422	+ 1%
AVERAGE SALES PRICE	\$1,401,047	\$1,247,864	\$1,457,416	\$2,176,346	vs.	\$2,281,838	+ 4.8%
AVERAGE SALES PRICE VS. LIST PRICE	93.65%	96.8%	96.95%	98.62%	vs.	97.59%	- 1%
AVERAGE DOM (DAYS ON MARKET)	109	145	117	56	vs.	86	+ 53.5%
TOTAL TRANSACTIONS	21	37	18	48	vs.	26	- 45.8%
TOTAL DOLLAR VOLUME SOLD	\$29,422,004	\$46,171,000	\$26,557,500	\$104,464,650	vs.	\$59,327,800	- 43.2%
AVERAGE ABSORPTION RATE	7.58%	16.99%	10.23%	15.06%	vs.	9.48%	- 37%
AVERAGE MONTHS INVENTORY SUPPLY	13.39	5.89	9.77	6.64	vs.	10.55	+ 58.8%
TOTAL # OF UNITS LISTED	74	45	73	78	vs.	66	- 15.3%

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EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$582	\$877	\$690	\$611	vs.	\$684	+ 12%
AVERAGE SALES PRICE	\$547,147	\$767,281	\$685,375	\$610,006	vs.	\$691,853	+ 13.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.44%	99.85%	99.26%	100.17%	vs.	99.37%	- .8%
AVERAGE DOM (DAYS ON MARKET)	54	319	37	38	vs.	41	+ 7.8%
TOTAL TRANSACTIONS	39	152	28	32	vs.	32	N/C
TOTAL DOLLAR VOLUME SOLD	\$21,338,750	\$116,626,859	\$19,190,510	\$19,520,197	vs.	\$22,139,310	+ 13.4%
AVERAGE ABSORPTION RATE	11.15%	53.42%	37.38%	31.94%	vs.	24%	- 24.8%
AVERAGE MONTHS INVENTORY SUPPLY	8.97	1.87	2.68	3.13	vs.	4.17	+ 33.2%
TOTAL # OF UNITS LISTED	84	80	57	45	vs.	66	+ 46.6%

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FENWAY / KENMORE

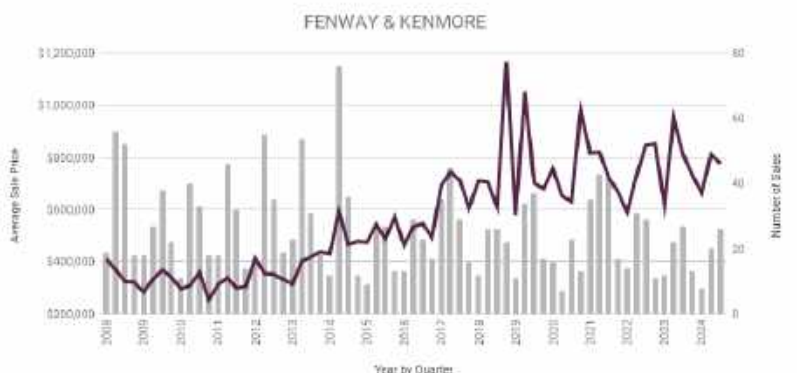
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$989	\$923	\$1,044	\$1,035	vs.	\$1,110	+ 7.1%
AVERAGE SALES PRICE	\$630,300	\$724,132	\$846,616	\$813,073	vs.	\$776,935	- 4.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.79%	97.89%	99.58%	99.7	vs.	98.64%	- 1%
AVERAGE DOM (DAYS ON MARKET)	32	33	42	31	vs.	40	+ 29%
TOTAL TRANSACTIONS	23	42	39	27	vs.	26	- 3.7%
TOTAL DOLLAR VOLUME SOLD	\$14,496,900	\$30,413,562	\$24,551,888	\$21,952,988	vs.	\$20,200,333	- 7.9%
AVERAGE ABSORPTION RATE	12.6%	59.65%	59.62%	37.5%	vs.	22.12%	- 41%
AVERAGE MONTHS INVENTORY SUPPLY	7.94	1.68	1.68	2.67	vs.	4.5	+ 69.2%
TOTAL # OF UNITS LISTED	58	33	22	30	vs.	24	- 20%

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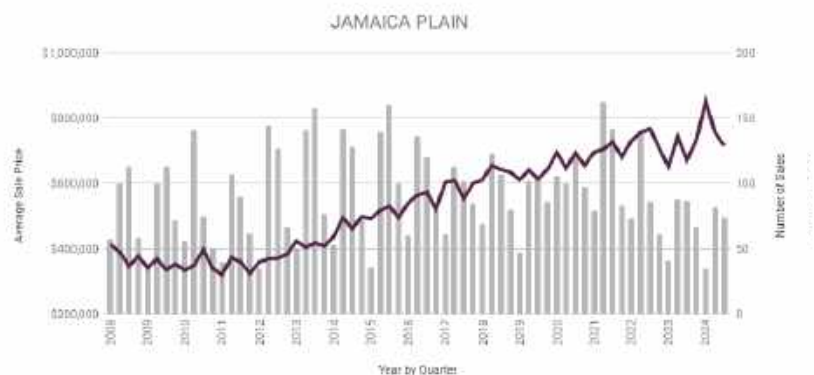
JAMAICA PLAIN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$571	\$596	\$614	\$610	vs.	\$645	+ 5.6%
AVERAGE SALES PRICE	\$694,653	\$728,725	\$768,989	\$672,410	vs.	\$716,712	+ 6.5%
AVERAGE SALES PRICE VS. LIST PRICE	100.98%	102.41%	103.2%	101.36%	vs.	101.6%	+ .2%
AVERAGE DOM (DAYS ON MARKET)	33	25	21	41	vs.	30	- 26.8%
TOTAL TRANSACTIONS	123	142	86	87	vs.	74	- 14.9%
TOTAL DOLLAR VOLUME SOLD	\$85,442,337	\$103,415,149	\$66,133,112	\$58,499,749	vs.	\$53,036,693	- 9.3%
AVERAGE ABSORPTION RATE	47.72%	57.98%	66.3%	48.96%	vs.	43.17%	- 11.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.1	1.72	1.51	2.04	vs.	2.32	+ 13.7%
TOTAL # OF UNITS LISTED	159	122	108	91	vs.	77	- 15.3%

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MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$335	\$331	\$359	\$384	vs.	\$343	- 10.5%
AVERAGE SALES PRICE	\$323,190	\$477,666	\$450,000	\$405,000	vs.	\$441,375	+ 8.9%
AVERAGE SALES PRICE VS. LIST PRICE	101.71%	100.36%	104.9%	96.43%	vs.	99.8%	+ 3.5%
AVERAGE DOM (DAYS ON MARKET)	62	11	7	53	vs.	29	- 45.2%
TOTAL TRANSACTIONS	5	3	1	1	vs.	4	+ 300%
TOTAL DOLLAR VOLUME SOLD	\$1,615,950	\$1,433,000	\$450,000	\$405,000	vs.	\$1,765,500	+ 335.9%
AVERAGE ABSORPTION RATE	41.67%	14.58%	0%	8.33%	vs.	22.22%	+ 166.7%
AVERAGE MONTHS INVENTORY SUPPLY	2.4	6.86	0	12	vs.	4.5	- 62.5%
TOTAL # OF UNITS LISTED	3	1	0	2	vs.	8	+ 300%

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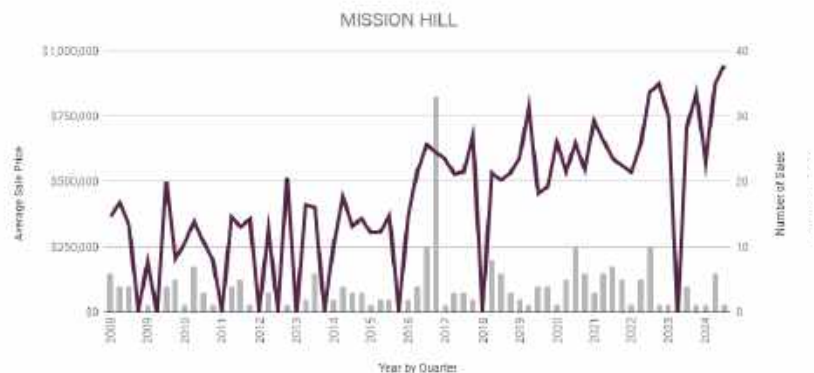
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$596	\$554	\$805	\$565	vs.	\$648	+ 14.6%
AVERAGE SALES PRICE	\$648,450	\$589,428	\$843,899	\$711,250	vs.	\$945,000	+ 32.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.56%	101.11%	99.04%	97.3%	vs.	108.63%	+ 11.6%
AVERAGE DOM (DAYS ON MARKET)	41	19	45	19	vs.	14	- 26.3%
TOTAL TRANSACTIONS	10	7	10	4	vs.	1	- 75%
TOTAL DOLLAR VOLUME SOLD	\$8,484,500	\$4,126,000	\$8,439,999	\$2,845,000	vs.	\$945,000	- 66.7%
AVERAGE ABSORPTION RATE	2.83%	30.56%	29.17%	25%	vs.	25%	N/C
AVERAGE MONTHS INVENTORY SUPPLY	4.8	3.27	3.43	4	vs.	4	N/C
TOTAL # OF UNITS LISTED	16	11	9	2	vs.	3	+ 50%

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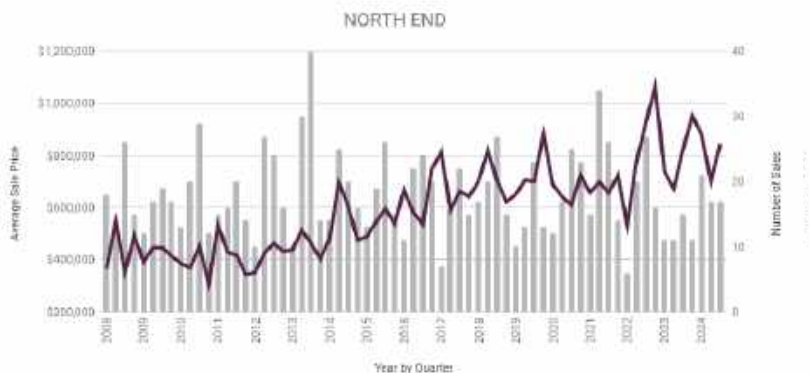
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$907	\$939	\$1,026	\$1,051	vs.	\$1,113	+ 5.8%
AVERAGE SALES PRICE	\$609,283	\$656,557	\$923,848	\$822,433	vs.	\$843,458	+ 2.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.69%	97.9%	97.57%	96.99%	vs.	98.05%	+ 1.1%
AVERAGE DOM (DAYS ON MARKET)	25	54	44	64	vs.	37	- 42.1%
TOTAL TRANSACTIONS	25	26	27	15	vs.	17	+ 13.3%
TOTAL DOLLAR VOLUME SOLD	\$15,232,099	\$17,070,500	\$24,943,900	\$12,336,500	vs.	\$14,338,799	+ 16.2%
AVERAGE ABSORPTION RATE	18.49%	82.5%	63.89%	29.1%	vs.	43.59%	+ 49.4%
AVERAGE MONTHS INVENTORY SUPPLY	5.41	1.21	1.57	3.43	vs.	2.29	- 33.2%
TOTAL # OF UNITS LISTED	60	22	23	26	vs.	22	- 15.3%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$440	\$500	\$476	\$508	vs.	\$504	- 8%
AVERAGE SALES PRICE	\$503,841	\$569,761	\$632,212	\$552,961	vs.	\$670,955	+ 21.3%
AVERAGE SALES PRICE VS. LIST PRICE	114.8%	101.4%	103.4%	102.35%	vs.	101.69%	- 6%
AVERAGE DOM (DAYS ON MARKET)	26	30	26	23	vs.	27	+ 17.3%
TOTAL TRANSACTIONS	59	63	40	34	vs.	18	- 47%
TOTAL DOLLAR VOLUME SOLD	\$29,726,646	\$35,895,000	\$25,288,500	\$18,800,700	vs.	\$12,077,200	- 35.7%
AVERAGE ABSORPTION RATE	38.66%	88.26%	87.2%	123.15%	vs.	43.63%	- 64.5%
AVERAGE MONTHS INVENTORY SUPPLY	2.59	1.13	1.15	.81	vs.	2.29	+ 182.7%
TOTAL # OF UNITS LISTED	93	58	49	34	vs.	30	- 11.7%

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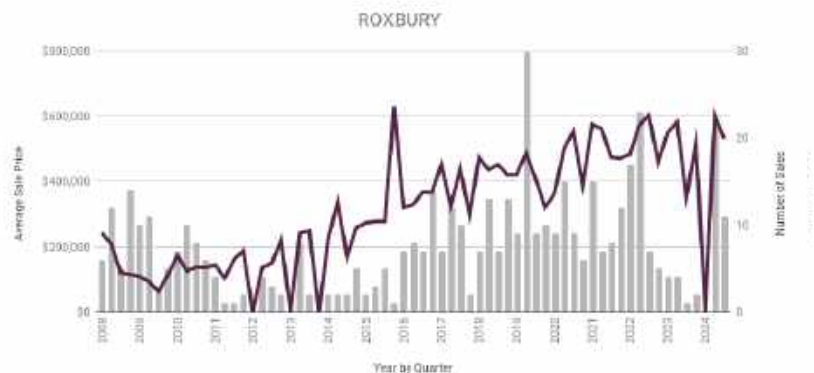
ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$395	\$414	\$495	\$320	vs.	\$728	+ 126.9%
AVERAGE SALES PRICE	\$553,888	\$474,184	\$603,994	\$350,000	vs.	\$531,668	+ 51.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.3%	100.73%	99.02%	94.62%	vs.	98.84%	+ 4.4%
AVERAGE DOM (DAYS ON MARKET)	46	30	81	70	vs.	71	+ 1.4%
TOTAL TRANSACTIONS	9	8	7	1	vs.	11	+ 1,000%
TOTAL DOLLAR VOLUME SOLD	\$4,985,000	\$3,793,500	\$4,227,960	\$350,000	vs.	\$5,848,350	+ 1,570.9%
AVERAGE ABSORPTION RATE	31.25%	22.62%	83.3%	12.12%	vs.	20.83%	+ 71.8%
AVERAGE MONTHS INVENTORY SUPPLY	3.2	4.23	1.2	8.25	vs.	4.8	- 41.8%
TOTAL # OF UNITS LISTED	16	23	16	13	vs.	23	+ 76.9%

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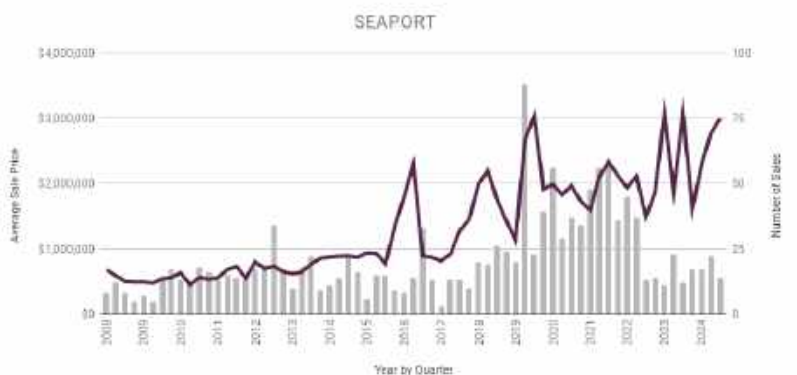


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SEAPORT MARKET DATA

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$1,630	\$1,675	\$1,380	\$1,998	vs.	\$1,744	- 12.7%
AVERAGE SALES PRICE	\$1,969,695	\$2,337,122	\$1,487,122	\$3,073,500	vs.	\$2,997,285	- 2.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.72%	98.48%	98.93%	96.85%	vs.	98.97%	+ 2.1%
AVERAGE DOM (DAYS ON MARKET)	51	58	69	128	vs.	63	- 50.7%
TOTAL TRANSACTIONS	37	58	13	12	vs.	14	+ 16.6%
TOTAL DOLLAR VOLUME SOLD	\$72,878,726	\$135,553,100	\$19,342,290	\$36,882,000	vs.	\$41,962,000	+ 13.7%
AVERAGE ABSORPTION RATE	19.85%	31.89%	27.18%	10.06%	vs.	11.44%	+ 13.7%
AVERAGE MONTHS INVENTORY SUPPLY	5.04	3.14	3.68	9.94	vs.	8.74	- 12%
TOTAL # OF UNITS LISTED	80	89	50	43	vs.	39	- 9.3%

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SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$755	\$807	\$795	\$811	vs.	\$799	- 1.4%
AVERAGE SALES PRICE	\$776,559	\$852,256	\$853,731	\$860,154	vs.	\$929,212	+ 8%
AVERAGE SALES PRICE VS. LIST PRICE	99.19%	99.63%	99.02%	98.27%	vs.	98.29%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	45	45	32	40	vs.	44	+ 10%
TOTAL TRANSACTIONS	156	199	167	100	vs.	101	+ 1%
TOTAL DOLLAR VOLUME SOLD	\$121,143,325	\$169,599,069	\$114,400,000	\$86,015,489	vs.	\$93,850,500	+ 9.1%
AVERAGE ABSORPTION RATE	18.46%	50.43%	51.51%	28.26%	vs.	34.7%	+ 22.7%
AVERAGE MONTHS INVENTORY SUPPLY	5.42	1.98	1.94	3.54	vs.	2.88	- 18.6%
TOTAL # OF UNITS LISTED	291	190	127	131	vs.	122	- 6.8%

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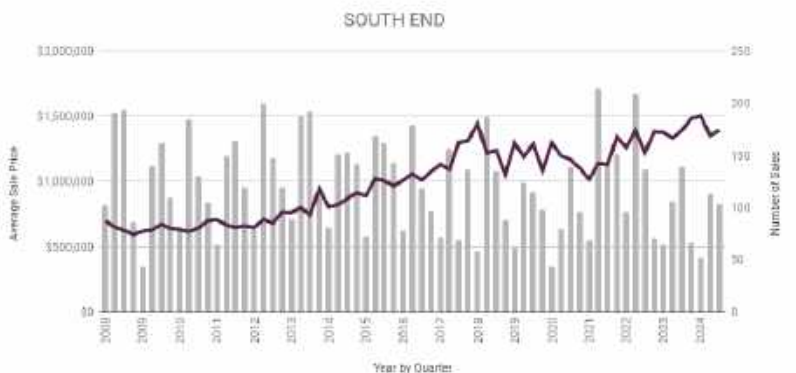
SOUTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$1,037	\$1,032	\$1,122	\$1,139	vs.	\$1,144	+ .4%
AVERAGE SALES PRICE	\$1,216,990	\$1,132,286	\$1,221,973	\$1,392,239	vs.	\$1,392,151	-.1%
AVERAGE SALES PRICE VS. LIST PRICE	97.99%	99.36%	99.67%	99.2%	vs.	99.12%	-.1%
AVERAGE DOM (DAYS ON MARKET)	38	40	36	36	vs.	42	+ 16.6%
TOTAL TRANSACTIONS	139	143	137	139	vs.	103	- 25.9%
TOTAL DOLLAR VOLUME SOLD	\$162,628,293	\$161,916,949	\$167,410,397	\$193,521,254	vs.	\$152,730,814	- 25.9%
AVERAGE ABSORPTION RATE	12.92%	29.36%	43.48%	34.04%	vs.	25.38%	- 25.4%
AVERAGE MONTHS INVENTORY SUPPLY	7.74	3.41	2.3	2.94	vs.	3.94	+ 34%
TOTAL # OF UNITS LISTED	276	206	149	125	vs.	136	+ 8.8%

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WATERFRONT MARKET DATA

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$994	\$1,093	\$1,070	\$1,104	vs.	\$1,049	- 4.9%
AVERAGE SALES PRICE	\$1,280,312	\$1,621,965	\$1,482,033	\$1,467,519	vs.	\$1,405,672	- 4.2%
AVERAGE SALES PRICE VS. LIST PRICE	96.59%	97.51%	96.37%	95.49%	vs.	96.25%	+ .7%
AVERAGE DOM (DAYS ON MARKET)	71	77	56	97	vs.	66	- 31.9%
TOTAL TRANSACTIONS	32	44	30	26	vs.	29	+ 11.5%
TOTAL DOLLAR VOLUME SOLD	\$40,970,000	\$71,366,500	\$44,461,000	\$38,155,500	vs.	\$40,764,500	+ 6.8%
AVERAGE ABSORPTION RATE	9.17%	23.03%	27.13%	15.8%	vs.	13.73%	- 13.1%
AVERAGE MONTHS INVENTORY SUPPLY	10.91	4.34	3.69	6.33	vs.	7.28	+ 15%
TOTAL # OF UNITS LISTED	100	50	42	39	vs.	56	+ 43.5%

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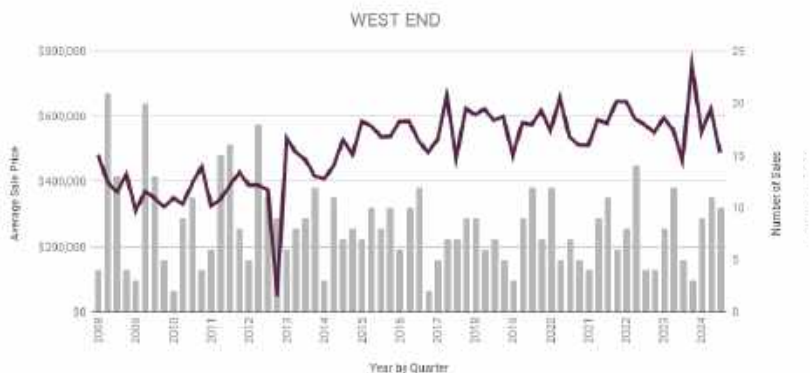
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$635	\$642	\$673	\$660	vs.	\$631	- 4.3%
AVERAGE SALES PRICE	\$537,857	\$578,407	\$574,687	\$463,960	vs.	\$488,440	+ 5.2%
AVERAGE SALES PRICE VS. LIST PRICE	100.72%	99.35%	96.71%	98.22%	vs.	98.56%	+ .3%
AVERAGE DOM (DAYS ON MARKET)	57	53	44	165	vs.	105	- 36.3%
TOTAL TRANSACTIONS	7	11	4	5	vs.	10	+ 100%
TOTAL DOLLAR VOLUME SOLD	\$3,764,999	\$6,362,477	\$2,298,750	\$2,319,800	vs.	\$4,884,400	+ 110.5%
AVERAGE ABSORPTION RATE	33.33%	17.86%	14.81%	25%	vs.	22.92%	- 8.3%
AVERAGE MONTHS INVENTORY SUPPLY	3.0	5.6	6.75	4	vs.	4.36	+ 9%
TOTAL # OF UNITS LISTED	11	17	9	13	vs.	12	- 7.6%

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WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q3:20	Q3:21	Q3:22	Year-Over-Year			Change
				Q3:23	vs.	Q3:24	
AVERAGE PRICE PER FOOT	\$427	\$445	\$451	\$563	vs.	\$594	+ 5.4%
AVERAGE SALES PRICE	\$465,435	\$499,962	\$518,511	\$621,086	vs.	\$602,916	- 2.9%
AVERAGE SALES PRICE VS. LIST PRICE	101.48%	103.77%	99.97%	99.02%	vs.	99.97%	+ .9%
AVERAGE DOM (DAYS ON MARKET)	23	23	24	42	vs.	43	+ 2.3%
TOTAL TRANSACTIONS	17	27	18	23	vs.	12	- 47.8%
TOTAL DOLLAR VOLUME SOLD	\$7,912,399	\$13,498,999	\$9,335,000	\$14,285,000	vs.	\$7,235,000	- 49.3%
AVERAGE ABSORPTION RATE	34.8%	90.74%	57.05%	58.97%	vs.	27.94%	- 52.6%
AVERAGE MONTHS INVENTORY SUPPLY	2.87	1.1	1.75	1.7	vs.	3.58	+ 110.5%
TOTAL # OF UNITS LISTED	33	32	23	32	vs.	27	- 15.6%

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NOTES

Does Seasonality Impact Quarterly Reports?

Depending on the weather, the spring market generally runs from early March through Memorial Day in May. The Fall market generally begins after Labor Day and goes through the end of October or early November. What this means is that we will see a larger amount of closed sales volume in 0z and 03 vs. 01 and 04.

Do Closings in New Developments Impact Quarterly Reports?

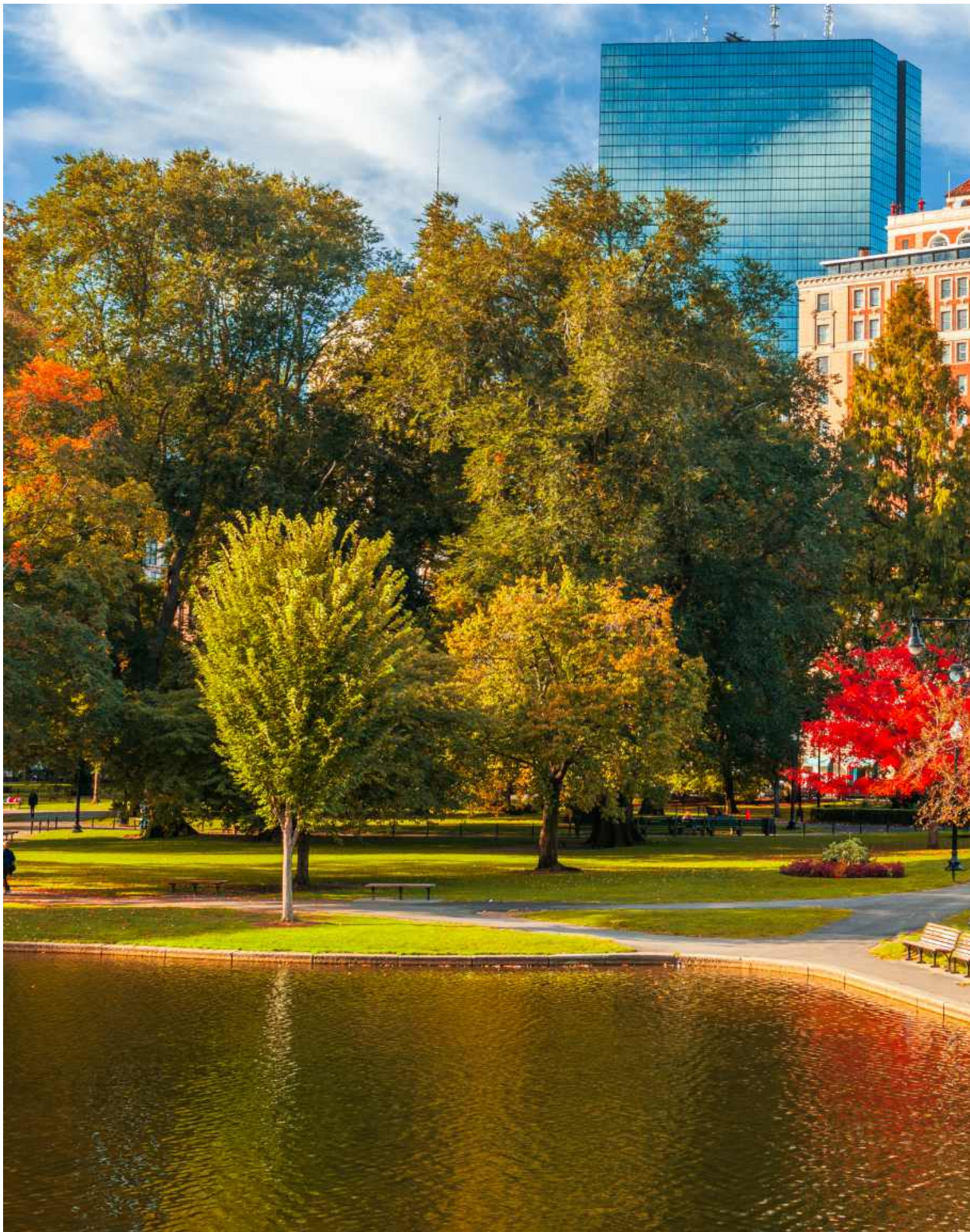
When a new development is completed, we often see large amounts of closings happen in a short period of time. This can dramatically skew the quarterly market statistics for a particular neighborhood. With that said, there are also cases where new construction units were never listed on MLS and therefore don't show up in the report.

Does Sample Size Impact Quarterly Reports?

Certain neighborhoods with lower market activity may see significant variations from one report to the next due to the small sample size.

What is Included in Downtown Neighborhoods?

In order to prevent extremely small sample sizes and eliminate a real estate agent's subjective choice of which neighborhood to include their listing on MLSpin in, we've combined five areas into one neighborhood called Downtown. These areas include any properties listed in Chinatown, Faneuil, Financial District, Leather District, Midtown, and the Theatre District.







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