

BOSTON MARKET DATA
BY NEIGHBORHOOD

2021
Q2



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**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.

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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES **+ .35%**
Average Sale Price

SUPPLY **-9.32%**
Approx. Months Supply

SALES **+62.5%**
Closed Sales

ABSORPTION RATE **+10.25%**
Approximate

MARKET TIME **-2 DAYS**
Days On Market

NEGOTIABILITY **-1.42%**
Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$556	\$657	\$626	\$633	\$640
AVERAGE SALES PRICE	\$467,656	\$566,680	\$490,900	\$555,146	\$557,073
AVERAGE SALES PRICE VS. LIST PRICE	103.59%	104.34%	98.46%	100.98%	99.55%
AVERAGE DOM (DAYS ON MARKET)	24	17	37	50	48
TOTAL TRANSACTIONS	15	21	10	16	26
TOTAL DOLLAR VOLUME SOLD	\$7,014,847	\$11,900,299	\$4,909,000	\$8,882,350	\$14,483,900
APPROXIMATE ABSORPTION RATE	98.33%	129.17%	51.67%	35.9%	39.58%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.02	.77	1.94	2.79	2.53
TOTAL NUMBER OF UNITS LISTED	23	23	24	28	47



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES

Average Sale Price

+33.49%

SUPPLY

Approx. Months Supply

+4.04%

SALES

Closed Sales

+150%

ABSORPTION RATE

Approximate

-4.01%

MARKET TIME

Days On Market

+14 DAYS

NEGOTIABILITY

Listing Discount

-.33%

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AVERAGE PRICE PER FOOT	\$1,217	\$1,264	\$1,257	\$1,144	\$1,295
AVERAGE SALES PRICE	\$1,850,462	\$1,728,162	\$1,796,409	\$1,447,901	\$1,932,780
AVERAGE SALES PRICE VS. LIST PRICE	97.83%	99.41%	98.34%	96.85%	96.54%
AVERAGE DOM (DAYS ON MARKET)	45	53	65	76	90
TOTAL TRANSACTIONS	103	95	104	50	125
TOTAL DOLLAR VOLUME SOLD	\$190,597,548	\$164,175,413	\$186,826,550	\$72,395,095	\$241,597,500
APPROXIMATE ABSORPTION RATE	35.04%	32.66%	22.53%	20.21%	19.4%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.85	3.06	4.44	4.95	5.15
TOTAL NUMBER OF UNITS LISTED	175	156	193	119	192



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +1.75%

Average Sale Price

SUPPLY -13.36%

Approx. Months Supply

SALES -25%

Closed Sales

ABSORPTION RATE +15.4%

Approximate

MARKET TIME -122 DAYS

Days On Market

NEGOTIABILITY -.08%

Listing Discount

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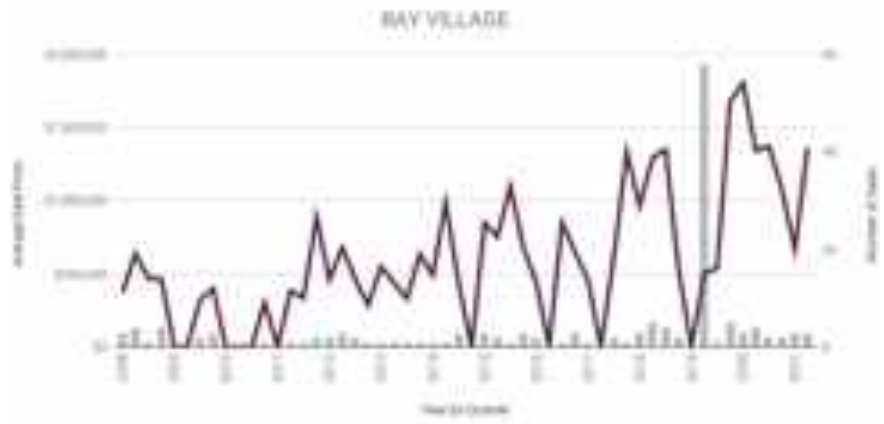


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AVERAGE PRICE PER FOOT	\$0	\$1,039	\$416	\$1,168	\$1,177
AVERAGE SALES PRICE	\$0	\$1,293,800	\$505,800	\$1,341,500	\$1,365,000
AVERAGE SALES PRICE VS. LIST PRICE	0%	92.75%	103.4%	100.52%	100.44%
AVERAGE DOM (DAYS ON MARKET)	0	61	34	132	10
TOTAL TRANSACTIONS	0	5	58	4	3
TOTAL DOLLAR VOLUME SOLD	\$0	\$6,469,000	\$29,336,400	\$5,366,000	\$4,095,000
APPROXIMATE ABSORPTION RATE	41.67%	20.56%	104.44%	36.11%	41.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	3.27	.96	2.77	2.40
TOTAL NUMBER OF UNITS LISTED	2	7	60	3	17



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +14.16%

Average Sale Price

SUPPLY -14.79%

Approx. Months Supply

SALES +133%

Closed Sales

ABSORPTION RATE +17.45%

Approximate

MARKET TIME +1 DAYS

Days On Market

NEGOTIABILITY -1.84%

Listing Discount

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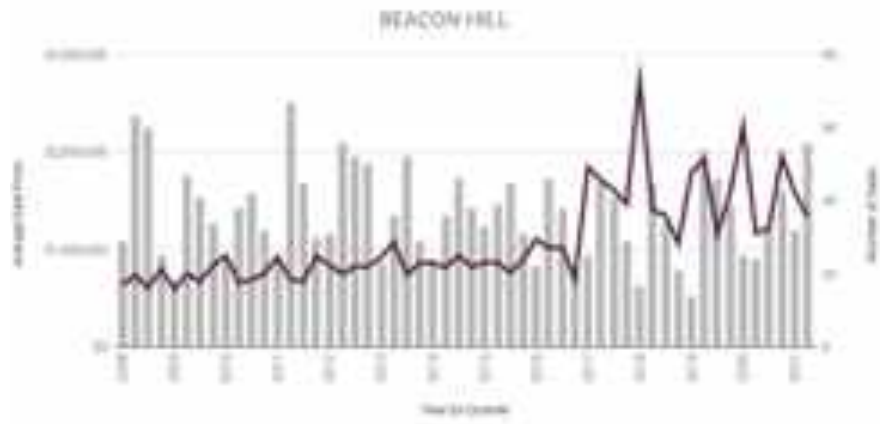


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AVERAGE PRICE PER FOOT	\$1,148	\$1,224	\$1,284	\$1,190	\$1,216
AVERAGE SALES PRICE	\$1,711,409	\$1,402,390	\$1,926,066	\$1,168,395	\$1,333,864
AVERAGE SALES PRICE VS. LIST PRICE	100.12%	98.95%	98.58%	97.41%	95.62%
AVERAGE DOM (DAYS ON MARKET)	67	64	51	58	59
TOTAL TRANSACTIONS	45	45	54	24	56
TOTAL DOLLAR VOLUME SOLD	\$77,013,445	\$63,107,550	\$104,007,582	\$28,041,499	\$74,696,400
APPROXIMATE ABSORPTION RATE	52.78%	37.63%	25.41%	22.06%	25.91%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.89	2.66	3.94	4.53	3.86
TOTAL NUMBER OF UNITS LISTED	60	66	74	59	77



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +6.19%
Average Sale Price

SUPPLY +13.09%
Approx. Months Supply

SALES +284%
Closed Sales

ABSORPTION RATE -11.56%
Approximate

MARKET TIME +32 DAYS
Days On Market

NEGOTIABILITY +.79%
Listing Discount

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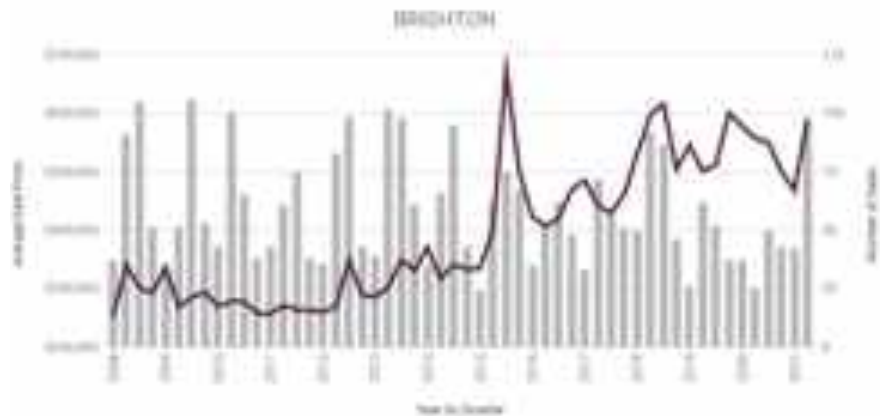


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$582	\$699	\$555	\$633	\$698
AVERAGE SALES PRICE	\$441,590	\$596,980	\$500,694	\$557,000	\$591,458
AVERAGE SALES PRICE VS. LIST PRICE	105.43%	102.15%	99.42%	99.21%	100%
AVERAGE DOM (DAYS ON MARKET)	24	21	37	19	51
TOTAL TRANSACTIONS	72	92	62	25	96
TOTAL DOLLAR VOLUME SOLD	\$31,794,547	\$54,922,225	\$31,043,049	\$13,925,000	\$56,780,019
APPROXIMATE ABSORPTION RATE	123.89%	66.93%	51.54%	33.55%	29.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.81	1.49	1.94	2.98	3.37
TOTAL NUMBER OF UNITS LISTED	95	107	107	61	147



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +.58%

Average Sale Price

SUPPLY -44.33%

Approx. Months Supply

SALES +129.2%

Closed Sales

ABSORPTION RATE +79.9%

Approximate

MARKET TIME +3 DAYS

Days On Market

NEGOTIABILITY +2.55%

Listing Discount

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AVERAGE PRICE PER FOOT	\$668	\$756	\$726	\$773	\$779
AVERAGE SALES PRICE	\$776,030	\$809,903	\$741,735	\$871,504	\$876,585
AVERAGE SALES PRICE VS. LIST PRICE	102.53%	103.24%	99.88%	99.29%	101.82%
AVERAGE DOM (DAYS ON MARKET)	29	30	43	27	30
TOTAL TRANSACTIONS	65	86	68	41	94
TOTAL DOLLAR VOLUME SOLD	\$50,442,000	\$69,651,667	\$50,438,045	\$35,731,684	\$82,399,009
APPROXIMATE ABSORPTION RATE	81.79%	101.32%	52.29%	49.19%	88.51%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.22	.99	1.91	2.03	1.13
TOTAL NUMBER OF UNITS LISTED	103	106	127	94	119



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES -2.38%

Average Sale Price

SUPPLY +65.52%

Approx. Months Supply

SALES +13.11%

Closed Sales

ABSORPTION RATE -39.8%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY +1.57%

Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$419	\$425	\$455	\$462	\$469
AVERAGE SALES PRICE	\$459,059	\$517,930	\$515,878	\$562,775	\$549,396
AVERAGE SALES PRICE VS. LIST PRICE	102.66%	101.24%	99.39%	99.37%	100.92%
AVERAGE DOM (DAYS ON MARKET)	20	27	45	38	34
TOTAL TRANSACTIONS	49	79	125	61	69
TOTAL DOLLAR VOLUME SOLD	\$22,493,899	\$40,916,499	\$64,484,850	\$34,329,329	\$37,908,350
APPROXIMATE ABSORPTION RATE	58.01%	79.01%	44.22%	86.51%	52.08%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.72	1.27	2.26	1.16	1.92
TOTAL NUMBER OF UNITS LISTED	98	98	192	76	120



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +13.39%

Average Sale Price

SUPPLY +4.79%

Approx. Months Supply

SALES +36%

Closed Sales

ABSORPTION RATE -4.58%

Approximate

MARKET TIME +66 DAYS

Days On Market

NEGOTIABILITY +.5%

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Q2:17

Q2:18

Q2:19

Q2:20

Q2:21

AVERAGE
PRICE PER FOOT

\$1,168

\$1,158

\$1,043

\$954

\$994

AVERAGE
SALES PRICE

\$1,833,845

\$1,614,357

\$1,488,251

\$1,258,443

\$1,426,957

AVERAGE
SALES PRICE VS. LIST PRICE

97.09%

96.79%

94.57%

95.78%

96.25%

AVERAGE
DOM (DAYS ON MARKET)

64

93

101

69

135

**TOTAL
TRANSACTIONS**

50

42

44

25

34

**TOTAL
DOLLAR VOLUME SOLD**

\$91,692,299

\$67,802,999

\$65,483,073

\$31,461,075

\$48,516,558

**APPROXIMATE
ABSORPTION RATE**

24.24%

19.76%

13.35%

13.31%

12.7%

**APPROXIMATE
MONTHS INVENTORY SUPPLY**

4.12

5.06

7.49

7.51

7.87

**TOTAL
NUMBER OF UNITS LISTED**

1

0

84

55

57



*Downtown includes Chinatown, Faneuil Hall, Financial District, Leather District, Midtown, and Theater District.

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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +38.57%

Average Sale Price

SUPPLY -60.32%

Approx. Months Supply

SALES +361%

Closed Sales

ABSORPTION RATE +152%

Approximate

MARKET TIME -21 DAYS

Days On Market

NEGOTIABILITY +1%

Listing Discount

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AVERAGE PRICE PER FOOT	\$494	\$534	\$593	\$649	\$839
AVERAGE SALES PRICE	\$443,774	\$517,694	\$561,422	\$580,961	\$805,062
AVERAGE SALES PRICE VS. LIST PRICE	100.14%	101.91%	99.37%	99.14%	100.13%
AVERAGE DOM (DAYS ON MARKET)	34	52	47	67	46
TOTAL TRANSACTIONS	53	39	97	26	120
TOTAL DOLLAR VOLUME SOLD	\$23,520,040	\$20,190,099	\$54,457,999	\$15,104,995	\$96,607,480
APPROXIMATE ABSORPTION RATE	54.86%	41.07%	38.51%	15.87%	40.03%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.82	2.43	2.6	6.3	2.5
TOTAL NUMBER OF UNITS LISTED	64	77	122	70	114



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Q2:21 vs. Q2:20

PRICES +25.9%

Average Sale Price

SUPPLY -21.41%

Approx. Months Supply

SALES +514%

Closed Sales

ABSORPTION RATE +27.47%

Approximate

MARKET TIME +34 DAYS

Days On Market

NEGOTIABILITY +.40%

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AVERAGE PRICE PER FOOT	\$948	\$1,043	\$1,046	\$957	\$968
AVERAGE SALES PRICE	\$744,103	\$706,296	\$1,053,514	\$652,142	\$821,019
AVERAGE SALES PRICE VS. LIST PRICE	101.52%	102.52%	93.63%	99.24%	99.64%
AVERAGE DOM (DAYS ON MARKET)	22	22	34	12	46
TOTAL TRANSACTIONS	45	26	34	7	43
TOTAL DOLLAR VOLUME SOLD	\$33,484,675	\$18,363,714	\$35,819,500	\$4,565,000	\$35,303,833
APPROXIMATE ABSORPTION RATE	93.18%	31.82%	30.77%	27.08%	34.52%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.07	3.14	3.25	3.69	2.9
TOTAL NUMBER OF UNITS LISTED	54	54	57	43	70



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Q2:21 vs. Q2:20

PRICES +9%
Average Sale Price

SUPPLY -16.67%
Approx. Months Supply

SALES +63%
Closed Sales

ABSORPTION RATE +20.42%
Approximate

MARKET TIME +5 DAYS
Days On Market

NEGOTIABILITY +1.53%
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AVERAGE PRICE PER FOOT	\$506	\$537	\$555	\$568	\$601
AVERAGE SALES PRICE	\$609,666	\$656,041	\$641,778	\$646,769	\$704,972
AVERAGE SALES PRICE VS. LIST PRICE	104.57%	104.9%	102.32%	101.88%	103.43%
AVERAGE DOM (DAYS ON MARKET)	27	22	27	27	32
TOTAL TRANSACTIONS	113	123	102	100	163
TOTAL DOLLAR VOLUME SOLD	\$68,892,364	\$80,693,115	\$65,461,363	\$64,676,925	\$114,910,548
APPROXIMATE ABSORPTION RATE	138.77%	95.34%	51.64%	72.28%	87.04%
APPROXIMATE MONTHS INVENTORY SUPPLY	.72	1.05	1.94	1.38	1.15
TOTAL NUMBER OF UNITS LISTED	154	171	179	141	209



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YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES -22.83%

Average Sale Price

SUPPLY +600%

Approx. Months Supply

SALES -50%

Closed Sales

ABSORPTION RATE +25%

Approximate

MARKET TIME +106 DAYS

Days On Market

NEGOTIABILITY -3.7%

Listing Discount

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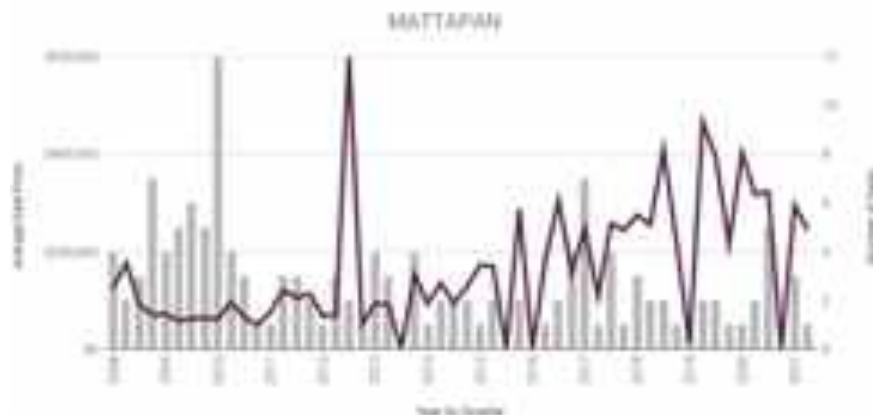


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$126	\$240	\$340	\$349	\$281
AVERAGE SALES PRICE	\$108,000	\$255,000	\$465,750	\$317,500	\$245,000
AVERAGE SALES PRICE VS. LIST PRICE	98.18%	103.26%	97.64%	101.76%	98%
AVERAGE DOM (DAYS ON MARKET)	50	46	165	20	126
TOTAL TRANSACTIONS	1	2	2	2	1
TOTAL DOLLAR VOLUME SOLD	\$108,000	\$510,000	\$931,500	\$635,000	\$245,000
APPROXIMATE ABSORPTION RATE	116.67%	41.67%	0%	0%	25%
APPROXIMATE MONTHS INVENTORY SUPPLY	.86	2.4	0	0	6
TOTAL NUMBER OF UNITS LISTED	2	8	2	4	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +22.5%

Average Sale Price

SUPPLY -72.01%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE +257%

Approximate

MARKET TIME -72 DAYS

Days On Market

NEGOTIABILITY +2.87%

Listing Discount

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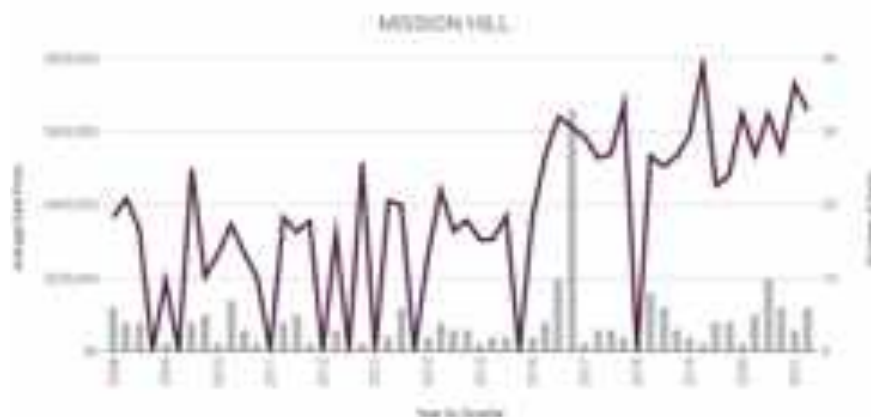


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$444	\$554	\$508	\$506	\$569
AVERAGE SALES PRICE	\$528,333	\$533,595	\$787,000	\$536,600	\$657,566
AVERAGE SALES PRICE VS. LIST PRICE	109.84%	106.62%	98.5%	99.75%	102.61%
AVERAGE DOM (DAYS ON MARKET)	15	27	82	88	16
TOTAL TRANSACTIONS	3	8	1	5	6
TOTAL DOLLAR VOLUME SOLD	\$1,584,999	\$4,268,763	\$787,000	\$2,683,000	\$3,945,400
APPROXIMATE ABSORPTION RATE	200%	27.08%	25%	29.17%	104.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	.5	3.69	4	3.43	.96
TOTAL NUMBER OF UNITS LISTED	6	6	7	11	8



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +8.76%

Average Sale Price

SUPPLY -49.7%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +98.4%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY +1.99%

Listing Discount

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Q2:17

Q2:18

Q2:19

Q2:20

Q2:21

**AVERAGE
PRICE PER FOOT**

\$859

\$1,006

\$927

\$886

\$876

**AVERAGE
SALES PRICE**

\$590,364

\$818,900

\$705,700

\$641,764

\$698,015

**AVERAGE
SALES PRICE VS. LIST PRICE**

100.94%

101.18%

98.8%

96.52%

98.44%

**AVERAGE
DOM (DAYS ON MARKET)**

326

24

49

56

47

**TOTAL
TRANSACTIONS**

16

20

13

17

34

**TOTAL
DOLLAR VOLUME SOLD**

\$9,445,832

\$16,378,000

\$9,175,010

\$10,910,000

\$23,732,516

**APPROXIMATE
ABSORPTION RATE**

100.94%

41.11%

17.74%

29.39%

58.33%

**APPROXIMATE
MONTHS INVENTORY SUPPLY**

1.94

2.43

5.64

3.4

1.71

**TOTAL
NUMBER OF UNITS LISTED**

27

39

44

36

39



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +12.6%

Average Sale Price

SUPPLY -28.7%

Approx. Months Supply

SALES +81.8%

Closed Sales

ABSORPTION RATE +40.2%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY +2.27%

Listing Discount

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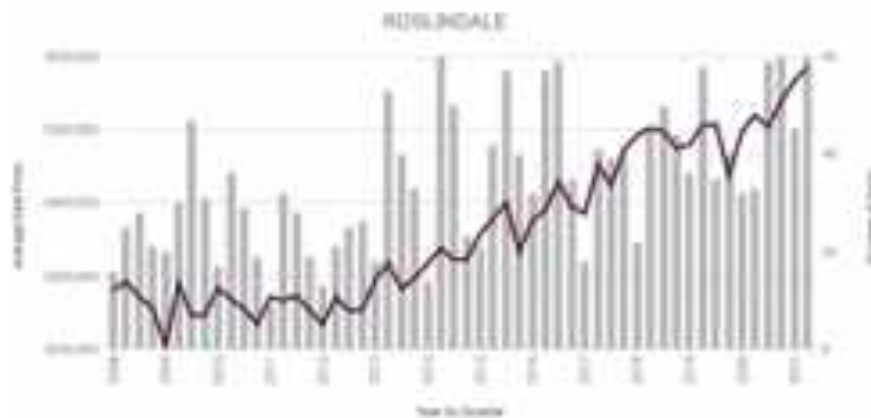


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$361	\$406	\$416	\$449	\$496
AVERAGE SALES PRICE	\$452,052	\$502,096	\$505,800	\$519,639	\$585,506
AVERAGE SALES PRICE VS. LIST PRICE	106.11%	104.01%	103.4%	101.82%	104.12%
AVERAGE DOM (DAYS ON MARKET)	40	22	34	18	23
TOTAL TRANSACTIONS	41	45	58	33	60
TOTAL DOLLAR VOLUME SOLD	\$18,534,163	\$22,592,325	\$29,336,400	\$17,148,099	\$35,130,373
APPROXIMATE ABSORPTION RATE	185.71%	64.47%	104.44%	99.31%	139.29%
APPROXIMATE MONTHS INVENTORY SUPPLY	.54	1.55	.96	1.01	.72
TOTAL NUMBER OF UNITS LISTED	50	70	60	49	74



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +12.5%
Average Sale Price

SUPPLY -9.27%
Approx. Months Supply

SALES -53.3%
Closed Sales

ABSORPTION RATE +10.18%
Approximate

MARKET TIME +9 DAYS
Days On Market

NEGOTIABILITY +2.29%
Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$256	\$334	\$397	\$476	\$488
AVERAGE SALES PRICE	\$325,620	\$436,187	\$486,926	\$499,026	\$561,571
AVERAGE SALES PRICE VS. LIST PRICE	100.27%	100.38%	100.36%	98.55%	100.8%
AVERAGE DOM (DAYS ON MARKET)	68	28	49	26	35
TOTAL TRANSACTIONS	12	13	30	15	7
TOTAL DOLLAR VOLUME SOLD	\$3,907,446	\$5,670,438	\$14,607,795	\$7,485,400	\$3,931,000
APPROXIMATE ABSORPTION RATE	33.33%	17.19%	39.58%	31.94%	35.19%
APPROXIMATE MONTHS INVENTORY SUPPLY	3	5.82	2.53	3.13	2.84
TOTAL NUMBER OF UNITS LISTED	18	27	32	16	19



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +15.2%

Average Sale Price

SUPPLY -6.07%

Approx. Months Supply

SALES +93.1%

Closed Sales

ABSORPTION RATE +6.41%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY -1.08%

Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$865	\$1,322	\$1,716	\$1,450	\$1,604
AVERAGE SALES PRICE	\$918,634	\$2,201,830	\$2,658,942	\$1,826,600	\$2,104,969
AVERAGE SALES PRICE VS. LIST PRICE	97.81%	99.72	99.15%	98.55%	97.48%
AVERAGE DOM (DAYS ON MARKET)	51	83	24	49	58
TOTAL TRANSACTIONS	13	19	88	29	56
TOTAL DOLLAR VOLUME SOLD	\$11,942,242	\$41,834,770	\$233,986,983	\$52,971,422	\$117,878,300
APPROXIMATE ABSORPTION RATE	30.88%	18.45%	25.45%	28.88%	30.73%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.24	5.42	3.78	3.46	3.25
TOTAL NUMBER OF UNITS LISTED	21	61	111	45	83



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES

Average Sale Price

-3.54%

SUPPLY

Approx. Months Supply

-59.3%

SALES

Closed Sales

+140.5%

ABSORPTION RATE

Approximate

+146.7%

MARKET TIME

Days On Market

+2 DAYS

NEGOTIABILITY

Listing Discount

-.28%

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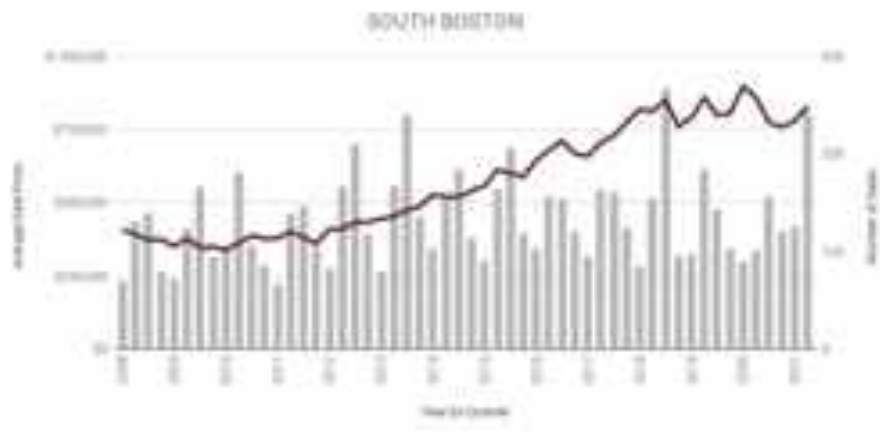


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$671	\$711	\$748	\$774	\$768
AVERAGE SALES PRICE	\$707,259	\$812,889	\$859,749	\$860,749	\$830,245
AVERAGE SALES PRICE VS. LIST PRICE	101.31%	99.51%	99.29%	99.27%	98.99%
AVERAGE DOM (DAYS ON MARKET)	31	34	58	50	48
TOTAL TRANSACTIONS	164	155	185	101	243
TOTAL DOLLAR VOLUME SOLD	\$115,990,536	\$125,997,926	\$159,053,698	\$86,935,680	\$201,749,562
APPROXIMATE ABSORPTION RATE	48.23%	43.45%	37.98%	23.46%	57.89%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.07	2.3	2.63	4.26	1.73
TOTAL NUMBER OF UNITS LISTED	278	299	323	264	301



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES -4.8%

Average Sale Price

SUPPLY -53.2%

Approx. Months Supply

SALES +167.5%

Closed Sales

ABSORPTION RATE +113.9%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY +.49%

Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$994	\$1,073	\$1,046	\$1,040	\$1,054
AVERAGE SALES PRICE	\$1,093,683	\$1,218,286	\$1,188,197	\$1,196,907	\$1,139,441
AVERAGE SALES PRICE VS. LIST PRICE	102.16%	101.76%	99.31%	99.13%	99.62%
AVERAGE DOM (DAYS ON MARKET)	35	36	44	35	48
TOTAL TRANSACTIONS	157	187	124	80	214
TOTAL DOLLAR VOLUME SOLD	\$171,708,359	\$227,819,609	\$147,336,430	\$95,572,634	\$243,840,393
APPROXIMATE ABSORPTION RATE	54.95%	66.54%	53.78%	16.87%	36.09%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.82	1.5	1.86	5.93	2.77
TOTAL NUMBER OF UNITS LISTED	221	230	167	255	265



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES +24.1%

Average Sale Price

SUPPLY -28.6%

Approx. Months Supply

SALES +91.67%

Closed Sales

ABSORPTION RATE +40.2%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY +.21%

Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$1,017	\$1,037	\$1,139	\$1,038	\$1,130
AVERAGE SALES PRICE	\$1,423,551	\$1,235,575	\$1,526,769	\$1,220,050	\$1,515,082
AVERAGE SALES PRICE VS. LIST PRICE	97.53%	97.39%	97.25%	96.43%	96.62%
AVERAGE DOM (DAYS ON MARKET)	56	68	82	81	93
TOTAL TRANSACTIONS	29	40	29	24	46
TOTAL DOLLAR VOLUME SOLD	\$41,282,999	\$49,423,000	\$44,276,312	\$29,281,200	\$69,693,800
APPROXIMATE ABSORPTION RATE	20.75%	25.17%	13.11%	13.21%	18.52%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.82	3.97	7.63	7.57	5.4
TOTAL NUMBER OF UNITS LISTED	74	75	84	71	84



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES -10.45%
Average Sale Price

SUPPLY +118%
Approx. Months Supply

SALES +80%
Closed Sales

ABSORPTION RATE -54.04%
Approximate

MARKET TIME -13 DAYS
Days On Market

NEGOTIABILITY +1.93%
Listing Discount

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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$660	\$687	\$633	\$634	\$632
AVERAGE SALES PRICE	\$660,985	\$622,083	\$579,888	\$658,300	\$589,522
AVERAGE SALES PRICE VS. LIST PRICE	95.91%	101.01%	100.75%	97.5%	99.38%
AVERAGE DOM (DAYS ON MARKET)	71	14	80	62	49
TOTAL TRANSACTIONS	7	6	9	5	9
TOTAL DOLLAR VOLUME SOLD	\$4,626,901	\$3,732,499	\$5,219,000	\$3,291,500	\$5,305,700
APPROXIMATE ABSORPTION RATE	45%	33.33%	28.57%	42.86%	19.7%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.22	3	3.5	2.33	5.08
TOTAL NUMBER OF UNITS LISTED	9	16	15	10	17



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:21 vs. Q2:20

PRICES

Average Sale Price

-6.77%

SUPPLY

Approx. Months Supply

-13.2%

SALES

Closed Sales

+27.2%

ABSORPTION RATE

Approximate

+15.3%

MARKET TIME

Days On Market

-18 DAYS

NEGOTIABILITY

Listing Discount

+1.52%

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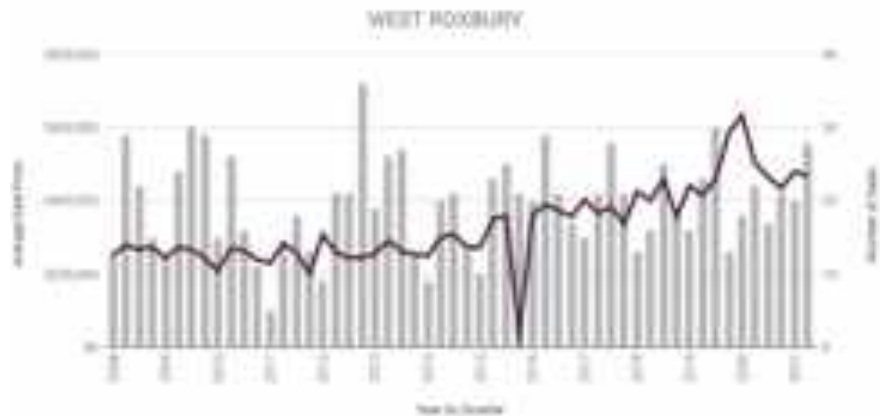


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	Q2:17	Q2:18	Q2:19	Q2:20	Q2:21
AVERAGE PRICE PER FOOT	\$364	\$367	\$413	\$429	\$414
AVERAGE SALES PRICE	\$365,552	\$401,343	\$415,413	\$501,945	\$467,966
AVERAGE SALES PRICE VS. LIST PRICE	104.31%	101.87%	101.94%	99.6%	101.12%
AVERAGE DOM (DAYS ON MARKET)	23	21	42	50	32
TOTAL TRANSACTIONS	21	16	23	22	28
TOTAL DOLLAR VOLUME SOLD	\$7,676,599	\$6,421,500	\$9,554,499	\$11,042,799	\$13,103,067
APPROXIMATE ABSORPTION RATE	205.56%	109.72%	87.96%	62.88%	72.5%
APPROXIMATE MONTHS INVENTORY SUPPLY	.49	.91	1.14	1.59	1.38
TOTAL NUMBER OF UNITS LISTED	32	33	42	28	36



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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 Q2 and Q3 vs. Q1 and Q4.

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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