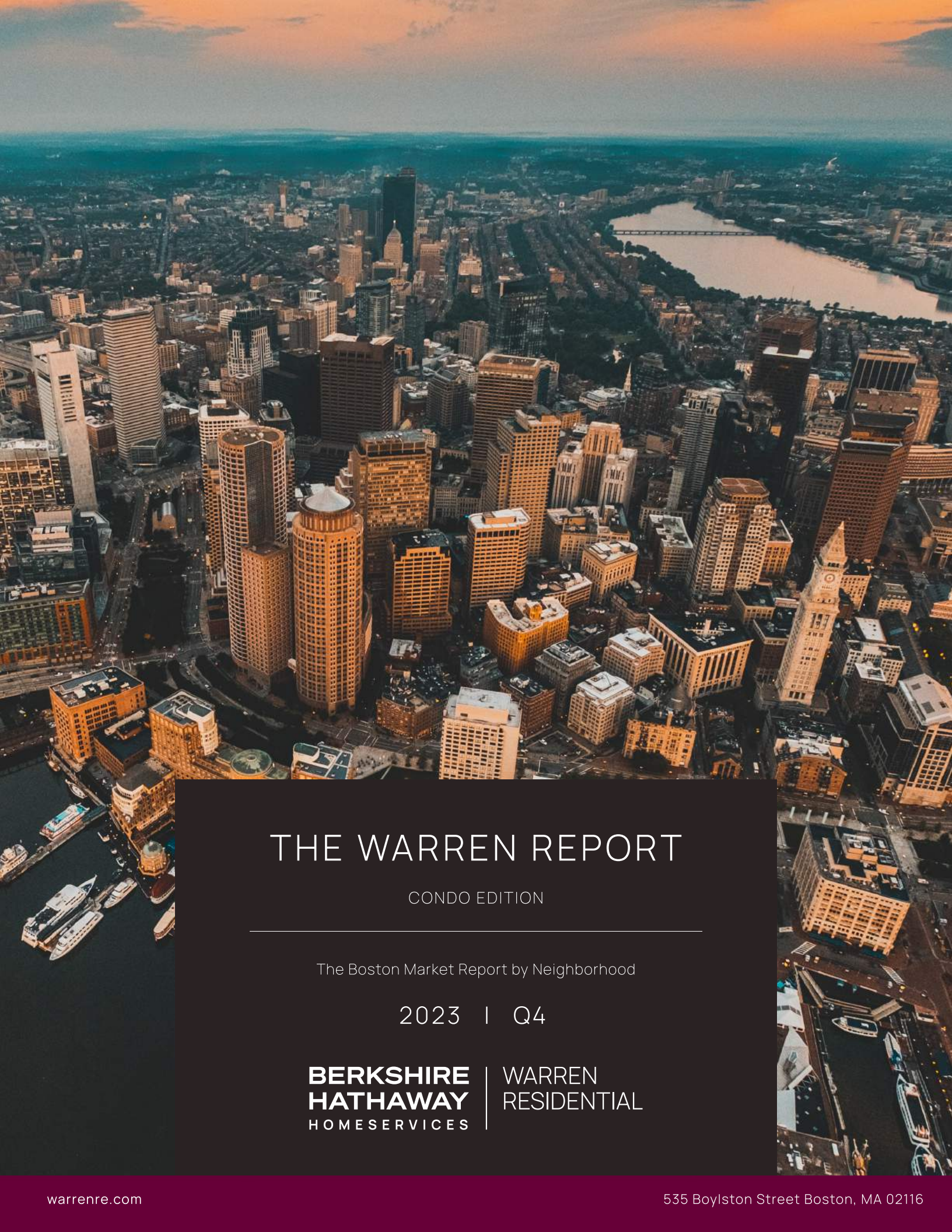


An aerial photograph of the Boston skyline at sunset. The city is densely packed with skyscrapers and buildings, with the harbor visible in the foreground. The sky is a mix of orange, pink, and blue, and the water reflects the warm colors of the setting sun. The overall scene is a vibrant and detailed representation of the city's urban landscape.

THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2023 | Q4

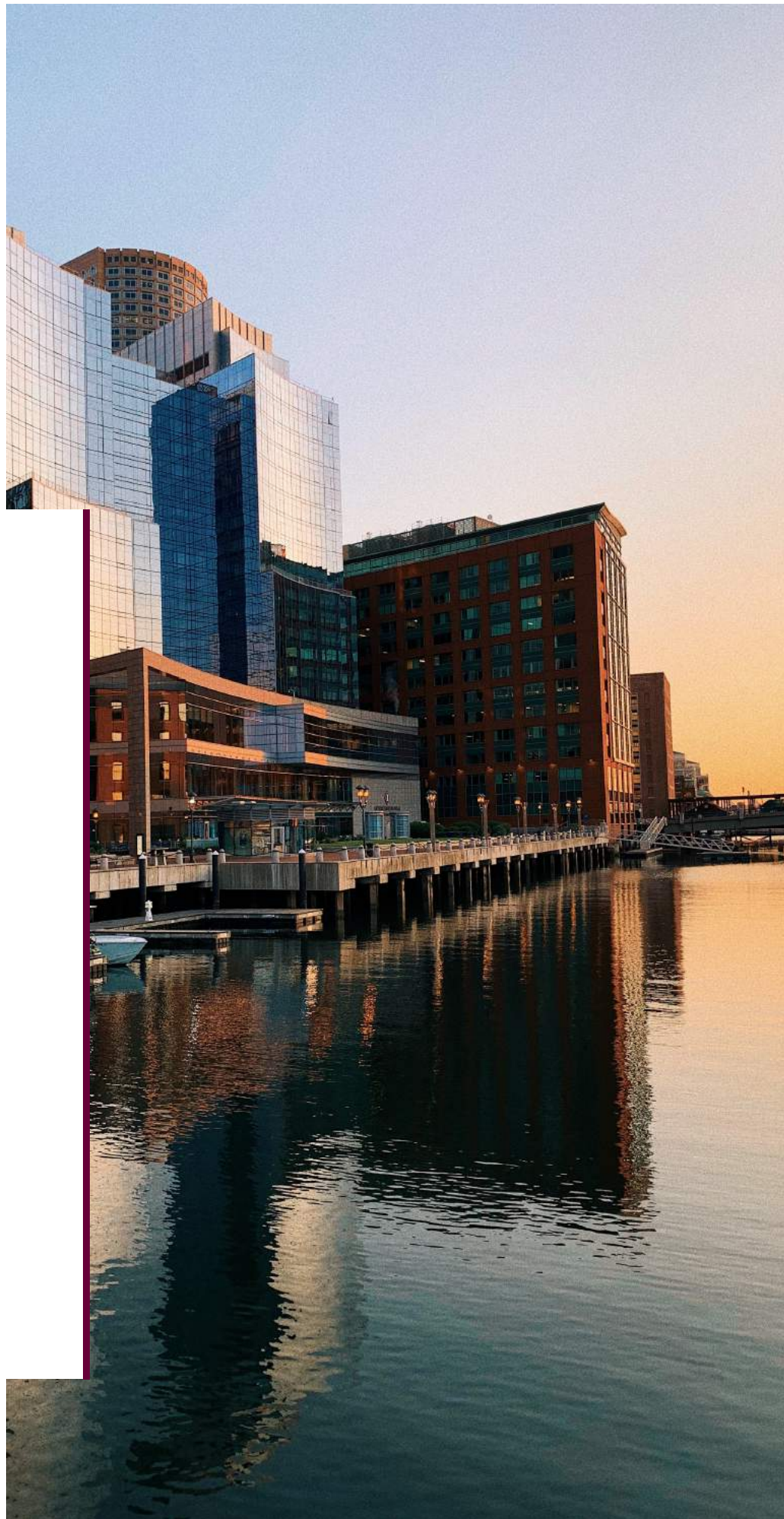
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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.

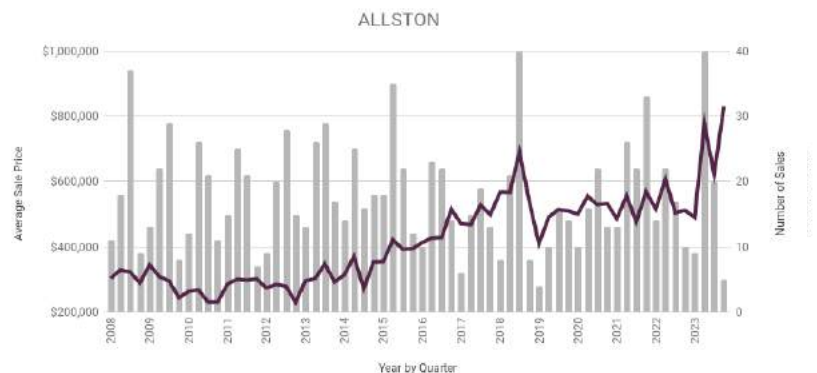
ALLSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$647	\$609	\$657	\$558	vs.	\$639	+ 14.5%
AVERAGE SALES PRICE	\$509,728	\$531,492	\$569,572	\$511,300	vs.	\$831,000	+ 62.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.85%	98.86%	99.74%	97.54%	vs.	97.82%	+ 0.2%
AVERAGE DOM (DAYS ON MARKET)	44	28	45	94	vs.	25	- 73.4%
TOTAL TRANSACTIONS	14	13	33	10	vs.	5	- 50%
TOTAL DOLLAR VOLUME SOLD	\$7,136,193	\$6,922,400	\$18,795,897	\$5,113,000	vs.	\$4,155,000	- 18.7%
AVERAGE ABSORPTION RATE	46.88%	41.03%	98.96%	42.95%	vs.	89.29%	+ 107.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.13	2.44	1.01	2.33	vs.	1.12	- 51.9%
TOTAL # OF UNITS LISTED	14	22	20	17	vs.	9	- 47%

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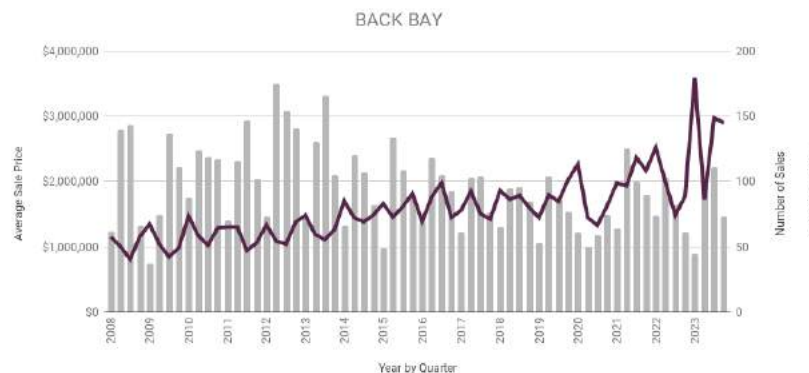


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BACK BAY MARKET DATA

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,254	\$1,212	\$1,362	\$1,305	vs.	\$1,595	+ 22.2%
AVERAGE SALES PRICE	\$2,026,370	\$1,629,370	\$2,166,194	\$1,722,274	vs.	\$2,899,076	+ 63.5%
AVERAGE SALES PRICE VS. LIST PRICE	94.4%	93.83%	94.99%	96.7%	vs.	96.36%	- .36%
AVERAGE DOM (DAYS ON MARKET)	84	74	75	59	vs.	53	- 10.1%
TOTAL TRANSACTIONS	77	75	90	61	vs.	73	+ 19.6%
TOTAL DOLLAR VOLUME SOLD	\$156,030,500	\$122,202,795	\$194,957,500	\$108,108,750	vs.	\$211,632,580	+ 95.7%
AVERAGE ABSORPTION RATE	36.26%	17.37%	50.66%	36.94%	vs.	38.97%	+ 6.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.76	5.76	1.97	2.74	vs.	2.57	- 6.2%
TOTAL # OF UNITS LISTED	75	93	75	70	vs.	75	+ 7.1%

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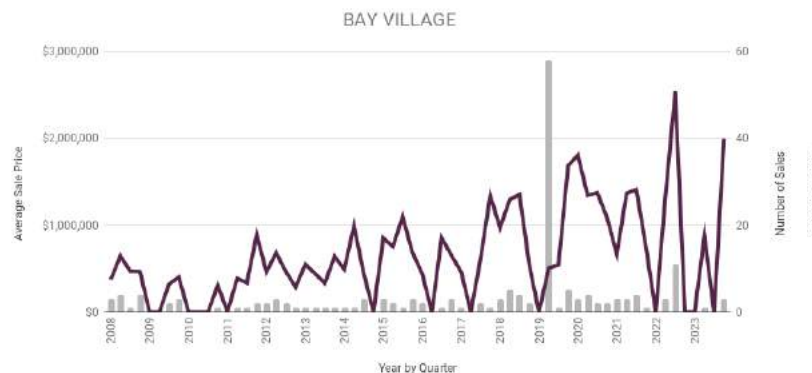
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,231	\$828	\$977	\$0	vs.	\$1,233	N/A
AVERAGE SALES PRICE	\$1,682,000	\$1,080,000	\$745,000	\$0	vs.	\$1,991,666	N/A
AVERAGE SALES PRICE VS. LIST PRICE	100.3%	100.51%	99.47%	0%	vs.	98.1%	N/A
AVERAGE DOM (DAYS ON MARKET)	22	41	108	0	vs.	72	N/A
TOTAL TRANSACTIONS	5	2	1	0	vs.	3	N/A
TOTAL DOLLAR VOLUME SOLD	\$8,410,000	\$2,160,000	\$745,000	\$0	vs.	\$5,975,000	N/A
AVERAGE ABSORPTION RATE	66.6%	30.56%	100%	58.33%	vs.	16.67%	- 71.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.5	3.27	1.0	1.71	vs.	6	+ 250.8%
TOTAL # OF UNITS LISTED	0	6	0	2	vs.	2	+ 0%

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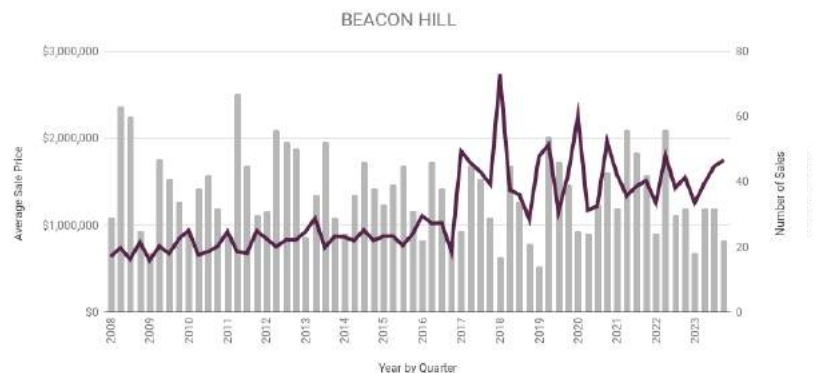
BEACON HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,197	\$1,326	\$1,215	\$1,214	vs.	\$1,349	+ 11.1%
AVERAGE SALES PRICE	\$1,581,848	\$1,957,755	\$1,510,277	\$1,547,566	vs.	\$1,748,477	+ 12.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.33%	96.21%	96.14%	94.5%	vs.	96.99%	+ 2.6%
AVERAGE DOM (DAYS ON MARKET)	57	46	54	83	vs.	59	- 28.9%
TOTAL TRANSACTIONS	39	43	42	32	vs.	22	- 31.2%
TOTAL DOLLAR VOLUME SOLD	\$61,692,089	\$84,183,499	\$63,431,650	\$49,522,112	vs.	\$38,466,500	- 22.3%
AVERAGE ABSORPTION RATE	55.8%	23.7%	52.01%	37.5%	vs.	56.25%	+ 50%
AVERAGE MONTHS INVENTORY SUPPLY	1.79	4.22	1.92	2.67	vs.	1.78	- 33.3%
TOTAL # OF UNITS LISTED	42	33	38	26	vs.	24	- 7.6%

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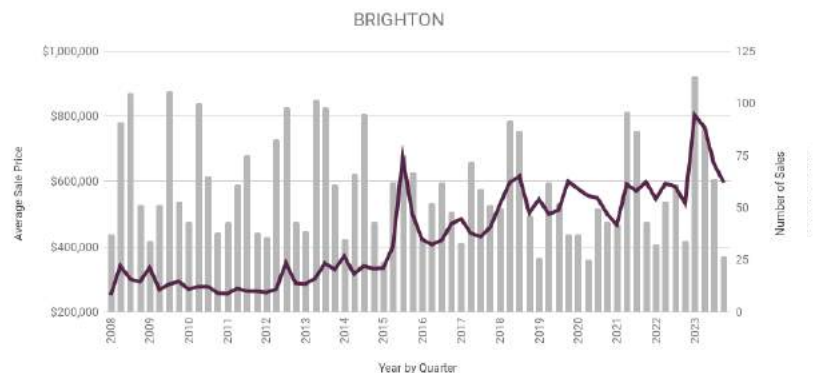
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$686	\$568	\$621	\$601	vs.	\$686	+ 14%
AVERAGE SALES PRICE	\$600,289	\$500,566	\$598,558	\$534,264	vs.	\$596,259	+ 11.6%
AVERAGE SALES PRICE VS. LIST PRICE	98.89%	97.97%	98.43%	97.58%	vs.	98.75%	+ 1.2%
AVERAGE DOM (DAYS ON MARKET)	46	43	60	74	vs.	39	- 47.3%
TOTAL TRANSACTIONS	37	43	43	34	vs.	27	- 20.5%
TOTAL DOLLAR VOLUME SOLD	\$22,210,700	\$21,524,376	\$25,738,000	\$18,165,001	vs.	\$16,099,000	- 11.3%
AVERAGE ABSORPTION RATE	86.27%	34.65%	86.54%	73.02%	vs.	97.6%	+ 33.7%
AVERAGE MONTHS INVENTORY SUPPLY	116	2.89	116	1.37	vs.	1.02	- 25.5%
TOTAL # OF UNITS LISTED	31	53	58	46	vs.	41	- 10.8%

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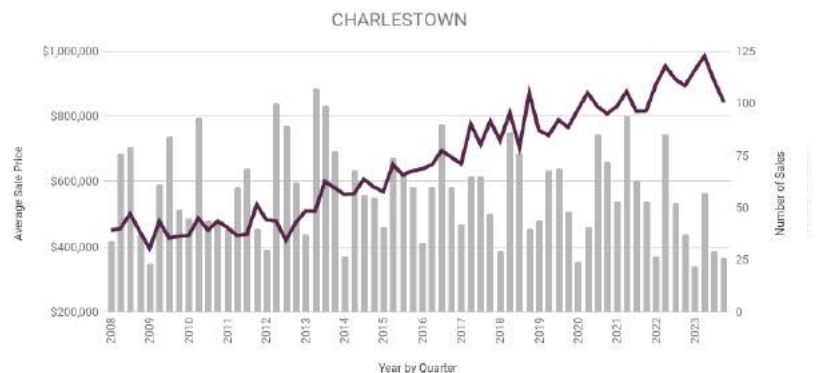
CHARLESTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$721	\$759	\$797	\$820	vs.	\$796	- 2.8%
AVERAGE SALES PRICE	\$766,854	\$807,954	\$815,790	\$984,079	vs.	\$842,826	- 5.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.25%	98.94%	100.18%	99.13%	vs.	99.5%	+ .4%
AVERAGE DOM (DAYS ON MARKET)	40	39	30	38	vs.	40	+ 5.2%
TOTAL TRANSACTIONS	48	72	53	37	vs.	26	- 29.7%
TOTAL DOLLAR VOLUME SOLD	\$36,809,018	\$58,172,749	\$43,236,900	\$33,080,950	vs.	\$21,913,500	- 33.7%
AVERAGE ABSORPTION RATE	298.61%	51.39%	184.03%	154.55%	vs.	225%	+ 45.5%
AVERAGE MONTHS INVENTORY SUPPLY	.33	1.95	.54	.65	vs.	.44	- 32.3%
TOTAL # OF UNITS LISTED	35	65	37	26	vs.	25	- 3.8%

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MATTERS.

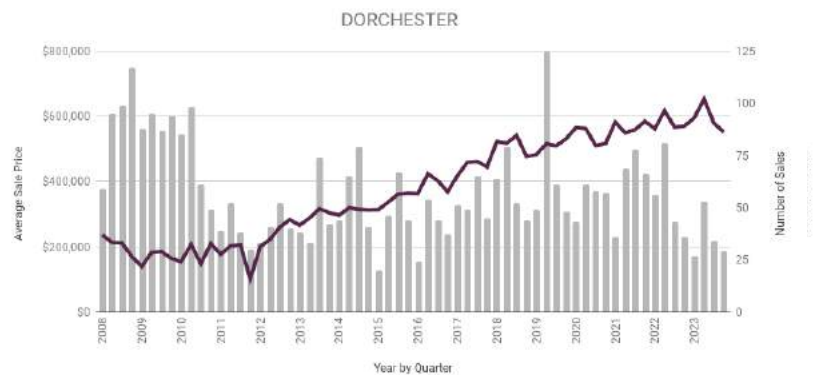


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DORCHESTER MARKET DATA

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$467	\$454	\$481	\$467	vs.	\$474	+ 1.4%
AVERAGE SALES PRICE	\$530,533	\$516,192	\$584,963	\$570,511	vs.	\$551,618	- 3.3%
AVERAGE SALES PRICE VS. LIST PRICE	98.52%	99.07%	99.61%	98.36%	vs.	99.62%	+ 1.2%
AVERAGE DOM (DAYS ON MARKET)	51	37	43	39	vs.	33	- 15.3%
TOTAL TRANSACTIONS	48	57	66	36	vs.	29	- 19.4%
TOTAL DOLLAR VOLUME SOLD	\$25,465,610	\$29,423,000	\$38,607,599	\$20,538,400	vs.	\$15,996,949	- 22.1%
AVERAGE ABSORPTION RATE	110.1%	71.15%	95.83%	105.88%	vs.	41.11%	- 61.1%
AVERAGE MONTHS INVENTORY SUPPLY	2.46	.91	1.41	1.04	vs.	2.43	+ 158.5%
TOTAL # OF UNITS LISTED	51	55	69	29	vs.	52	+ 79.3%

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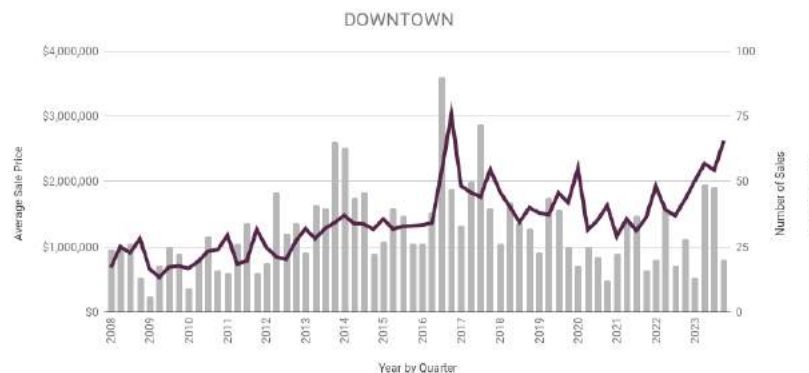
DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,149	\$1,055	\$996	\$1,142	vs.	\$1,492	+ 30.6%
AVERAGE SALES PRICE	\$1,678,960	\$1,630,416	\$1,443,743	\$1,726,196	vs.	\$2,629,350	+ 52.3%
AVERAGE SALES PRICE VS. LIST PRICE	94.75%	95.25%	97.27%	94.08%	vs.	96.85%	+ 2.9%
AVERAGE DOM (DAYS ON MARKET)	78	46	81	75	vs.	108	+ 44%
TOTAL TRANSACTIONS	25	12	16	28	vs.	20	- 28.5%
TOTAL DOLLAR VOLUME SOLD	\$41,974,000	\$19,565,000	\$23,099,890	\$48,333,500	vs.	\$52,587,000	+ 8.8%
AVERAGE ABSORPTION RATE	22.9%	9.31%	22.71%	15.79%	vs.	16.42%	+ 3.9%
AVERAGE MONTHS INVENTORY SUPPLY	4.36	10.74	4.4	6.33	vs.	6.09	- 3.7%
TOTAL # OF UNITS LISTED	31	38	28	46	vs.	58	+ 26%

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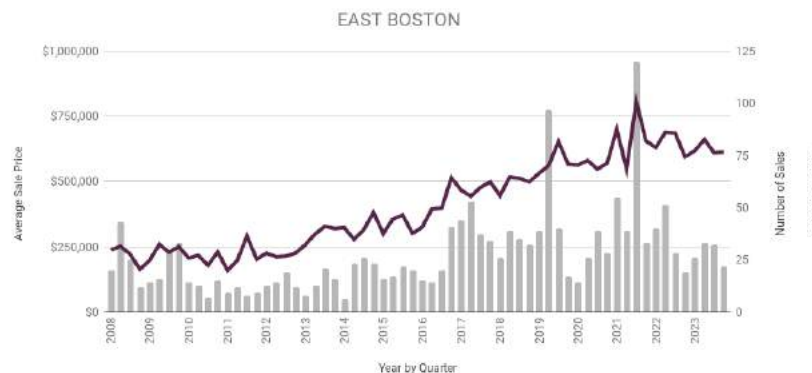
EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$609	\$524	\$798	\$645	vs.	\$666	+ 3.2%
AVERAGE SALES PRICE	\$566,958	\$570,519	\$655,790	\$595,068	vs.	\$613,200	+ 3.05%
AVERAGE SALES PRICE VS. LIST PRICE	97.94%	98.86%	99.69%	97.79%	vs.	97.6%	- .1%
AVERAGE DOM (DAYS ON MARKET)	56	57	84	36	vs.	49	+ 36.1%
TOTAL TRANSACTIONS	17	28	33	19	vs.	22	+ 15.7%
TOTAL DOLLAR VOLUME SOLD	\$9,638,299	\$15,974,555	\$21,641,100	\$11,306,300	vs.	\$13,490,400	+ 19.3%
AVERAGE ABSORPTION RATE	48.33%	15.66%	113.58%	48.61%	vs.	63.89%	+ 31.4%
AVERAGE MONTHS INVENTORY SUPPLY	2.07	6.39	.88	2.06	vs.	1.57	- 23.7%
TOTAL # OF UNITS LISTED	41	72	49	30	vs.	37	+ 23.3%

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FENWAY / KENMORE

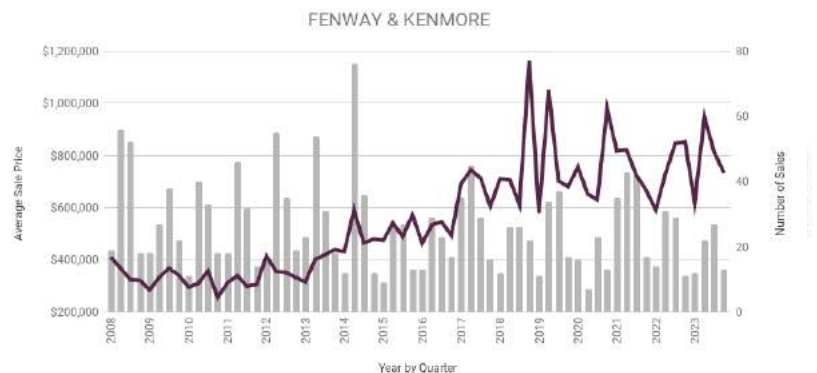
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,021	\$1,003	\$935	\$918	vs.	\$914	- .52%
AVERAGE SALES PRICE	\$680,538	\$979,461	\$667,671	\$853,181	vs.	\$732,803	- 14.1%
AVERAGE SALES PRICE VS. LIST PRICE	101.62%	96.46%	99.27%	96.7%	vs.	97.26%	+ .5%
AVERAGE DOM (DAYS ON MARKET)	64	53	42	79	vs.	60	- 24%
TOTAL TRANSACTIONS	17	13	17	11	vs.	13	+ 18.1%
TOTAL DOLLAR VOLUME SOLD	\$11,569,150	\$12,733,000	\$11,350,416	\$9,385,000	vs.	\$9,526,450	+ 1.5%
AVERAGE ABSORPTION RATE	85.83%	29.9%	144.79%	145%	vs.	88.10%	- 39.2%
AVERAGE MONTHS INVENTORY SUPPLY	1.17	3.34	.69	.69	vs.	1.14	+ 65.2%
TOTAL # OF UNITS LISTED	16	22	16	13	vs.	9	- 30.7%

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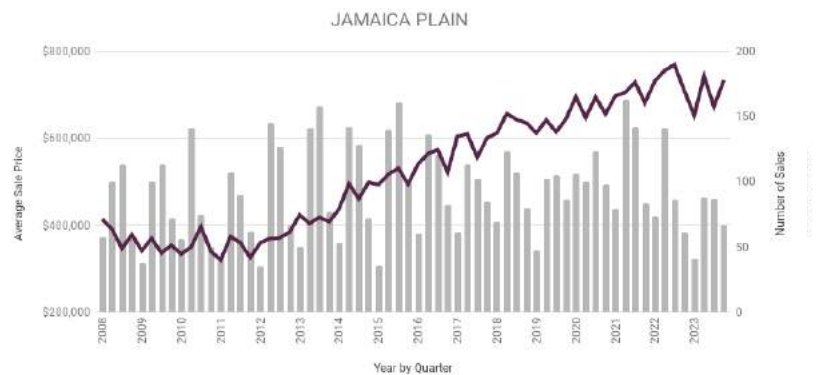
JAMAICA PLAIN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$517	\$548	\$580	\$592	vs.	\$610	+ 2.9%
AVERAGE SALES PRICE	\$643,670	\$655,408	\$680,814	\$693,283	vs.	\$733,187	+ 5.7%
AVERAGE SALES PRICE VS. LIST PRICE	101.03%	100.9%	100.94%	99.5%	vs.	100.44%	+ .9%
AVERAGE DOM (DAYS ON MARKET)	33	37	35	36	vs.	46	+ 27.7%
TOTAL TRANSACTIONS	64	98	83	61	vs.	67	+ 9.8%
TOTAL DOLLAR VOLUME SOLD	\$55,355,699	\$64,229,995	\$56,507,588	\$42,290,292	vs.	\$49,123,549	+ 16.1%
AVERAGE ABSORPTION RATE	88.54%	73.13%	243.23%	104.6%	vs.	170.83%	+ 63.2%
AVERAGE MONTHS INVENTORY SUPPLY	1.13	1.37	.41	.96	vs.	.59	- 38.5%
TOTAL # OF UNITS LISTED	68	116	57	59	vs.	51	- 13.5%

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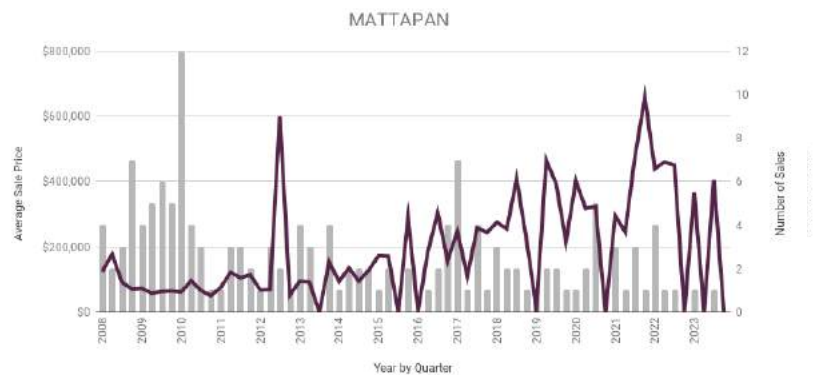
MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$267	\$0	\$212	\$0	vs.	\$0	N/A
AVERAGE SALES PRICE	\$215,000	\$0	\$660,000	\$0	vs.	\$0	N/A
AVERAGE SALES PRICE VS. LIST PRICE	95.56%	0%	97.2%	0%	vs.	0%	N/A
AVERAGE DOM (DAYS ON MARKET)	67	0	26	0	vs.	0	N/A
TOTAL TRANSACTIONS	1	0	1	0	vs.	0	N/A
TOTAL DOLLAR VOLUME SOLD	\$215,000	\$0	\$660,000	\$0	vs.	\$0	N/A
AVERAGE ABSORPTION RATE	22.22%	50%	33.8%	13.3%	vs.	25%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	4.5	1	3	7.5	vs.	4	N/A
TOTAL # OF UNITS LISTED	1	1	2	3	vs.	1	-50%

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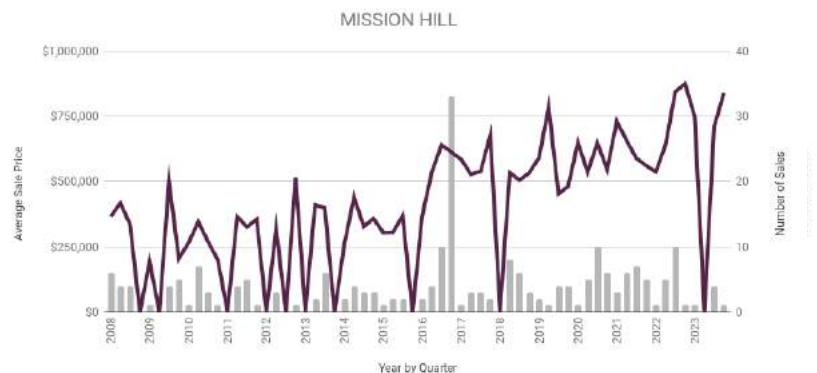
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$429	\$522	\$542	\$770	vs.	\$772	+ .2%
AVERAGE SALES PRICE	\$481,250	\$547,146	\$561,100	\$875,000	vs.	\$840,000	- 4%
AVERAGE SALES PRICE VS. LIST PRICE	102.2%	98.26%	100.3%	97.33%	vs.	88.51%	- 9%
AVERAGE DOM (DAYS ON MARKET)	69	88	38	104	vs.	15	- 85.5%
TOTAL TRANSACTIONS	4	6	5	1	vs.	1	N/A
TOTAL DOLLAR VOLUME SOLD	\$1,925,000	\$3,282,881	\$2,805,500	\$875,000	vs.	\$840,000	- 4%
AVERAGE ABSORPTION RATE	45.83%	91.67%	58.33%	70.83%	vs.	25%	- 64.7%
AVERAGE MONTHS INVENTORY SUPPLY	2.18	1.09	1.71	1.41	vs.	4	+ 183.6%
TOTAL # OF UNITS LISTED	4	7	1	2	vs.	2	N/A

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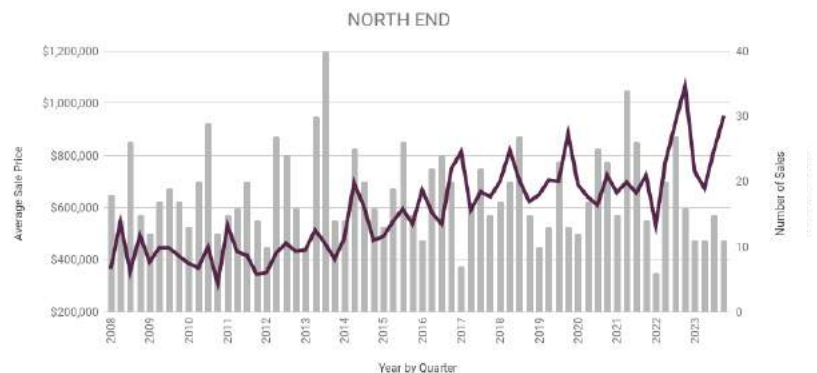
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$937	\$907	\$972	\$1,011	vs.	\$992	- 1.8%
AVERAGE SALES PRICE	\$881,307	\$723,326	\$724,250	\$1,065,125	vs.	\$952,840	- 10.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.75%	98.3%	97.22%	98.21%	vs.	98.08%	- .1%
AVERAGE DOM (DAYS ON MARKET)	41	55	65	43	vs.	45	+ 4.6%
TOTAL TRANSACTIONS	13	23	14	16	vs.	11	- 31.2%
TOTAL DOLLAR VOLUME SOLD	\$11,456,999	\$16,636,500	\$10,139,500	\$17,042,000	vs.	\$10,481,240	- 38.5%
AVERAGE ABSORPTION RATE	98.33%	32.92%	82.41%	97.22%	vs.	3712%	- 61.8%
AVERAGE MONTHS INVENTORY SUPPLY	1.02	3.04	1.21	1.03	vs.	2.69	+ 1611%
TOTAL # OF UNITS LISTED	17	26	14	16	vs.	30	+ 87.5%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$414	\$418	\$454	\$495	vs.	\$470	- 4.9%
AVERAGE SALES PRICE	\$437,287	\$538,783	\$565,584	\$579,048	vs.	\$669,032	+15.5%
AVERAGE SALES PRICE VS. LIST PRICE	99.85%	100.47%	100.26%	99.78%	vs.	100.85%	+ 1%
AVERAGE DOM (DAYS ON MARKET)	46	35	33	29	vs.	28	- 3.4%
TOTAL TRANSACTIONS	40	60	40	28	vs.	31	+10.7%
TOTAL DOLLAR VOLUME SOLD	\$17,491,500	\$32,327,000	\$22,623,373	\$16,213,362	vs.	\$20,739,999	+27.9%
AVERAGE ABSORPTION RATE	108.33%	98.44%	435.42%	105.13%	vs.	220%	+ 109.2%
AVERAGE MONTHS INVENTORY SUPPLY	.92	1.02	.23	.95	vs.	.45	- 52.6%
TOTAL # OF UNITS LISTED	43	50	30	33	vs.	28	- 15.5%

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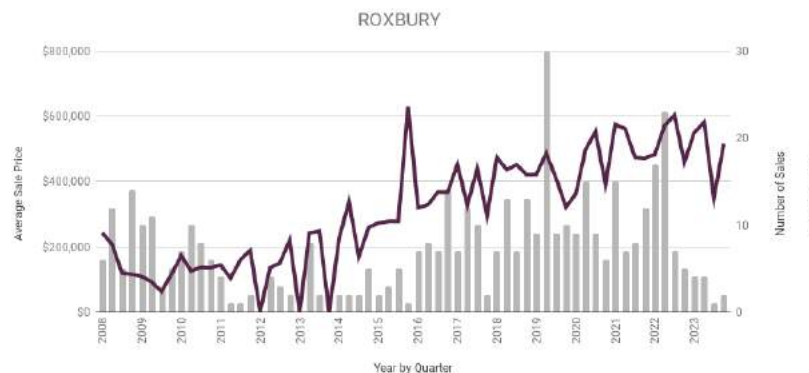


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ROXBURY MARKET DATA

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$249	\$395	\$533	\$462	vs.	\$373	-19.2%
AVERAGE SALES PRICE	\$321,317	\$391,733	\$471,833	\$459,300	vs.	\$517,000	+12.5%
AVERAGE SALES PRICE VS. LIST PRICE	99.7%	98.89%	96.94%	97.43%	vs.	98.6%	+1.2%
AVERAGE DOM (DAYS ON MARKET)	27	31	29	32	vs.	96	+200%
TOTAL TRANSACTIONS	10	6	12	5	vs.	2	-60%
TOTAL DOLLAR VOLUME SOLD	\$3,213,178	\$2,350,400	\$5,662,000	\$2,296,500	vs.	\$1,034,000	-54.9%
AVERAGE ABSORPTION RATE	70%	47.62%	30.56%	44.44%	vs.	14.2%	-90.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.43	2.1	3.27	.69	vs.	7	+914.4%
TOTAL # OF UNITS LISTED	15	10	23	8	vs.	4	-50%

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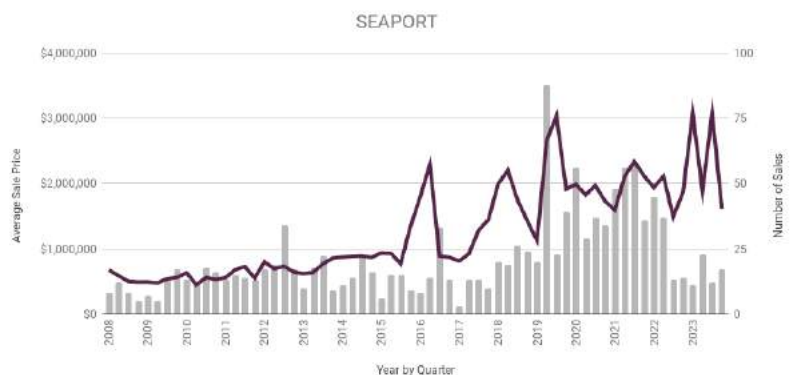
SEAPORT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,813	\$1,606	\$1,637	\$1,538	vs.	\$1,454	- 5.4%
AVERAGE SALES PRICE	\$21,915,419	\$1,728,721	\$2,117,918	\$1,864,714	vs.	\$1,609,915	- 13.6%
AVERAGE SALES PRICE VS. LIST PRICE	98.5%	97.09%	99.23%	96.76%	vs.	97.88%	+ 11%
AVERAGE DOM (DAYS ON MARKET)	61	51	59	73	vs.	57	- 21.9%
TOTAL TRANSACTIONS	39	34	36	14	vs.	17	+ 21.4%
TOTAL DOLLAR VOLUME SOLD	\$74,701,372	\$58,776,543	\$76,245,050	\$26,106,000	vs.	\$27,368,555	+ 4.8%
AVERAGE ABSORPTION RATE	27.43%	42.47%	35.11%	46.43%	vs.	15.9%	- 65.6%
AVERAGE MONTHS INVENTORY SUPPLY	3.65	2.35	2.85	2.15	vs.	6.28	+ 192%
TOTAL # OF UNITS LISTED	76	49	70	17	vs.	38	+ 123.5%

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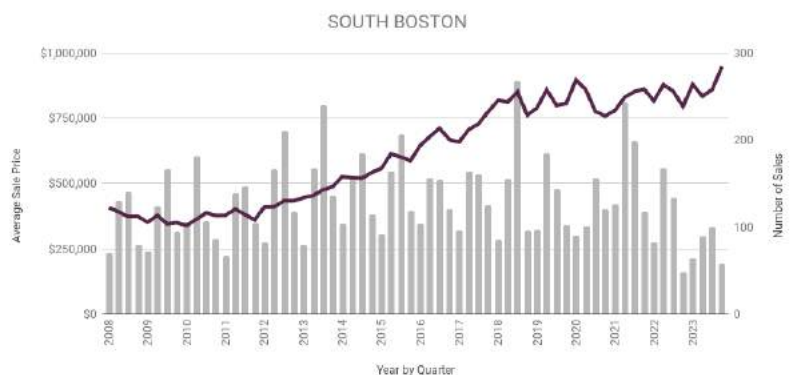
SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$725	\$740	\$792	\$779	vs.	\$825	+ 5.8%
AVERAGE SALES PRICE	\$806,247	\$759,120	\$862,315	\$795,906	vs.	\$948,311	+19.1%
AVERAGE SALES PRICE VS. LIST PRICE	97.81%	97.56%	99.02%	97.04%	vs.	98.17%	+ 1.1%
AVERAGE DOM (DAYS ON MARKET)	57	59	45	62	vs.	47	- 24.1%
TOTAL TRANSACTIONS	102	121	117	71	vs.	58	+20.8%
TOTAL DOLLAR VOLUME SOLD	\$82,237,249	\$91,853,541	\$100,890,899	\$38,203,500	vs.	\$55,002,050	+43.9%
AVERAGE ABSORPTION RATE	60.53%	35.32%	113.24%	104.76%	vs.	75.95%	- 27.5%
AVERAGE MONTHS INVENTORY SUPPLY	1.65	2.83	.88	.95	vs.	1.32	+ 38.9%
TOTAL # OF UNITS LISTED	98	165	101	71	vs.	75	+5.6%

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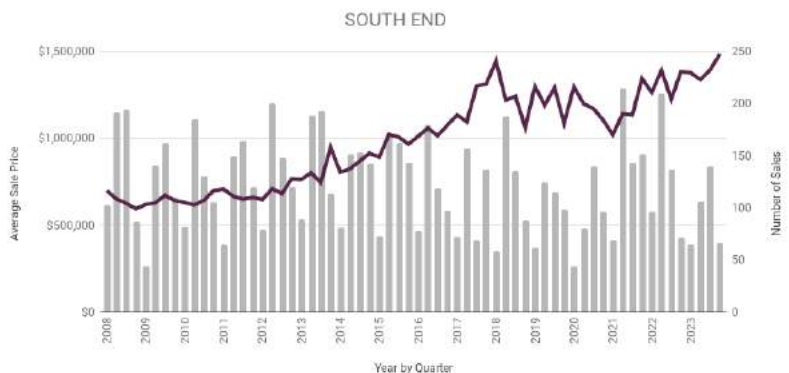
SOUTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,014	\$977	\$1,116	\$1,169	vs.	\$1,172	+ .2%
AVERAGE SALES PRICE	\$1,087,101	\$1,103,283	\$1,342,906	\$1,381,827	vs.	\$1,484,578	+7.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.5%	97.51%	100%	99.74%	vs.	98.91%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	46	61	46	40	vs.	44	+ 10%
TOTAL TRANSACTIONS	98	96	151	71	vs.	66	- 7%
TOTAL DOLLAR VOLUME SOLD	\$106,535,902	\$1,103,283	\$202,778,942	\$98,109,750	vs.	\$97,982,153	- 13%
AVERAGE ABSORPTION RATE	73.73%	27.85%	72.26%	75.88%	vs.	73.6%	- 3.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.36	3.59	1.38	1.32	vs.	1.37	+ 3.7%
TOTAL # OF UNITS LISTED	96	117	111	107	vs.	76	- 28.9%

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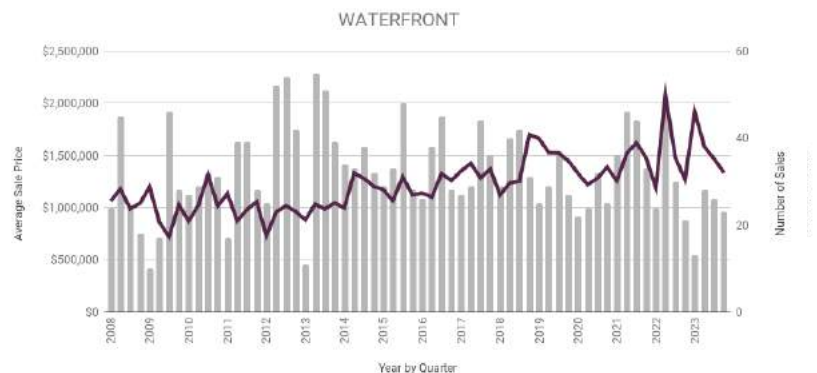


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WATERFRONT MARKET DATA

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$1,031	\$1,005	\$1,062	\$1,004	vs.	\$1,083	+ 7.8%
AVERAGE SALES PRICE	\$1,450,657	\$1,385,977	\$1,479,669	\$1,270,909	vs.	\$1,333,739	+ 4.9%
AVERAGE SALES PRICE VS. LIST PRICE	95.99%	95.18%	97.1%	95.57%	vs.	97.35%	+ 1.6%
AVERAGE DOM (DAYS ON MARKET)	121	112	66	97	vs.	68	- 29.9%
TOTAL TRANSACTIONS	27	25	33	21	vs.	23	+ 9.5%
TOTAL DOLLAR VOLUME SOLD	\$39,167,750	\$34,649,425	\$48,829,100	\$26,689,100	vs.	\$30,676,000	+ 14.9%
AVERAGE ABSORPTION RATE	25%	14.94%	45.98%	60.78%	vs.	25.83%	- 57.5%
AVERAGE MONTHS INVENTORY SUPPLY	4	6.69	2.18	1.65	vs.	3.87	+ 134.5%
TOTAL # OF UNITS LISTED	38	31	23	16	vs.	30	+ 87.5%

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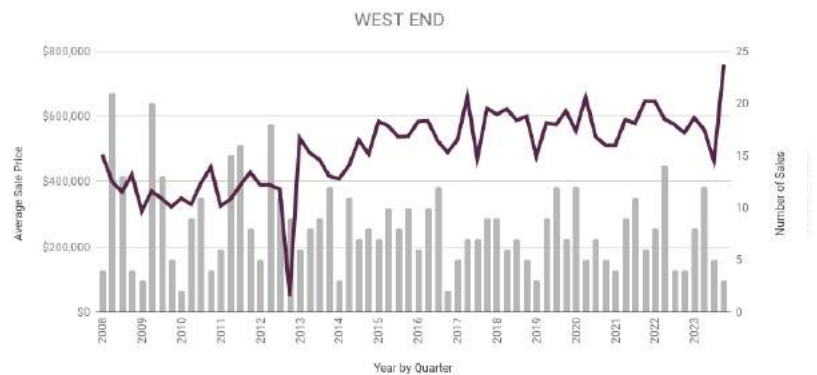
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$691	\$668	\$663	\$534	vs.	\$607	+ 13.6%
AVERAGE SALES PRICE	\$616,642	\$511,800	\$646,333	\$549,750	vs.	\$758,000	+ 37.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.99%	95.46%	98.28%	95.94%	vs.	92.89%	- 3.1%
AVERAGE DOM (DAYS ON MARKET)	71	63	41	125	vs.	101	- 19.2%
TOTAL TRANSACTIONS	7	5	6	4	vs.	3	- 25%
TOTAL DOLLAR VOLUME SOLD	\$4,316,500	\$2,599,000	\$3,878,000	\$2,199,000	vs.	\$2,274,000	+ 3.4%
AVERAGE ABSORPTION RATE	64.58%	24.17%	25.83%	16.67%	vs.	48.33%	+ 189.2%
AVERAGE MONTHS INVENTORY SUPPLY	1.55	4.14	3.87	6	vs.	2.07	- 65.5%
TOTAL # OF UNITS LISTED	5	12	12	6	vs.	5	- 16.6%

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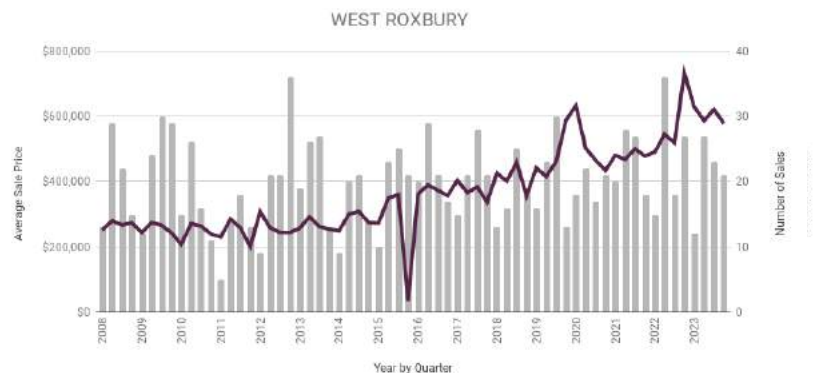
WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:19	Q4:20	Q4:21	Year-Over-Year			Change
				Q4:22	vs.	Q4:23	
AVERAGE PRICE PER FOOT	\$433	\$424	\$419	\$482	vs.	\$506	+ 4.9%
AVERAGE SALES PRICE	\$587,461	\$434,128	\$478,080	\$732,440	vs.	\$578,261	- 21%
AVERAGE SALES PRICE VS. LIST PRICE	99.33%	99.2%	101.15%	100.41%	vs.	99.5%	- .9%
AVERAGE DOM (DAYS ON MARKET)	48	43	39	22	vs.	45	+ 104.5%
TOTAL TRANSACTIONS	13	21	18	27	vs.	21	- 22.2%
TOTAL DOLLAR VOLUME SOLD	\$7,637,000	\$9,116,900	\$8,605,450	\$19,775,900	vs.	\$12,143,500	- 38.5%
AVERAGE ABSORPTION RATE	63.33%	82.92%	195.83%	200%	vs.	118.06%	- 40.9%
AVERAGE MONTHS INVENTORY SUPPLY	1.58	1.22	.51	.50	vs.	.85	+ 70%
TOTAL # OF UNITS LISTED	26	22	12	27	vs.	11	- 59.2%

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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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