

BOSTON MARKET DATA
BY NEIGHBORHOOD

2021
Q4



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
Home Services
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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THE WARREN REPORT

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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +6.96%

Average Sale Price

SUPPLY -58.6%

Approx. Months Supply

SALES +153.8%

Closed Sales

ABSORPTION RATE +141.1%

Approximate

MARKET TIME +17 DAYS

Days On Market

NEGOTIABILITY +.89%

Listing Discount

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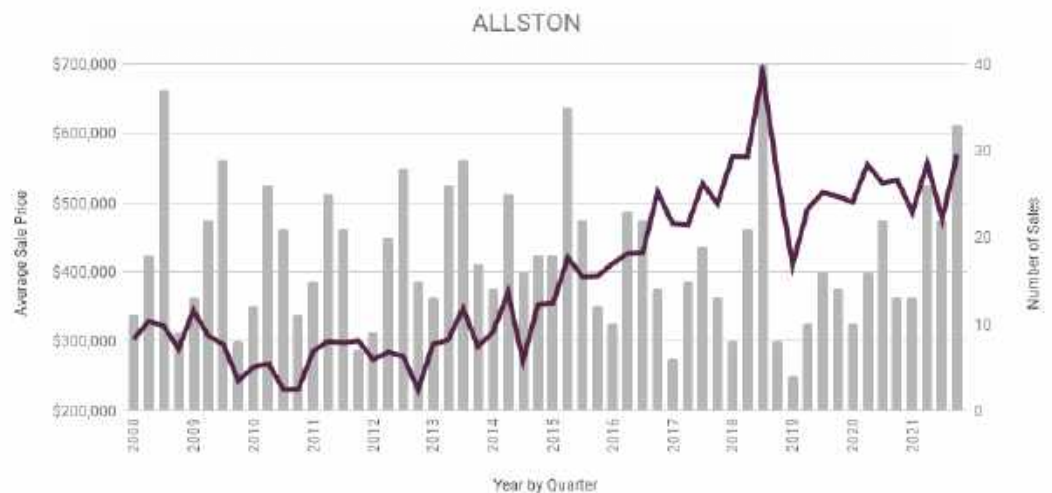


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$551	\$600	\$647	\$609	\$657
AVERAGE SALES PRICE	\$498,615	\$539,587	\$509,728	\$532,492	\$569,572
AVERAGE SALES PRICE VS. LIST PRICE	101.32%	101.2%	97.85%	98.86%	99.74%
AVERAGE DOM (DAYS ON MARKET)	25	20	44	28	45
TOTAL TRANSACTIONS	13	8	14	13	33
TOTAL DOLLAR VOLUME SOLD	\$6,481,999	\$4,316,700	\$7,136,193	\$6,922,400	\$18,795,897
APPROXIMATE ABSORPTION RATE	441.67%	213.8%	46.88%	41.03%	98.96%
APPROXIMATE MONTHS INVENTORY SUPPLY	.23	.47	2.13	2.44	1.01
TOTAL NUMBER OF UNITS LISTED	9	3	14	22	20



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +32.9%

Average Sale Price

SUPPLY -66.2%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE +191.6%

Approximate

MARKET TIME -1 DAYS

Days On Market

NEGOTIABILITY +1.23%

Listing Discount

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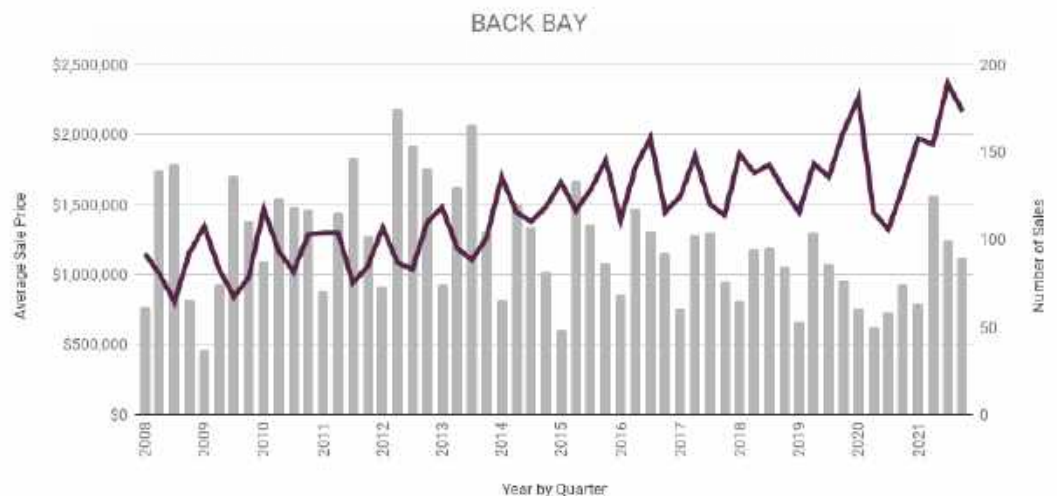


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$1,156	\$1,249	\$1,254	\$1,212	\$1,362
AVERAGE SALES PRICE	\$1,425,670	\$1,600,390	\$2,026,370	\$1,629,370	\$2,166,194
AVERAGE SALES PRICE VS. LIST PRICE	97.03%	98.41%	94.4%	93.83%	94.99%
AVERAGE DOM (DAYS ON MARKET)	62	66	84	74	75
TOTAL TRANSACTIONS	76	85	77	75	90
TOTAL DOLLAR VOLUME SOLD	\$108,350,900	\$136,033,150	\$156,030,500	\$122,202,795	\$194,957,500
APPROXIMATE ABSORPTION RATE	54.09%	45.07%	36.26%	17.37%	50.66%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	2.19	2.76	5.76	1.97
TOTAL NUMBER OF UNITS LISTED	77	79	75	93	75



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES -31.02%

Average Sale Price

SUPPLY -69.4%

Approx. Months Supply

SALES -50%

Closed Sales

ABSORPTION RATE +227.2%

Approximate

MARKET TIME +67 DAYS

Days On Market

NEGOTIABILITY -1.04%

Listing Discount

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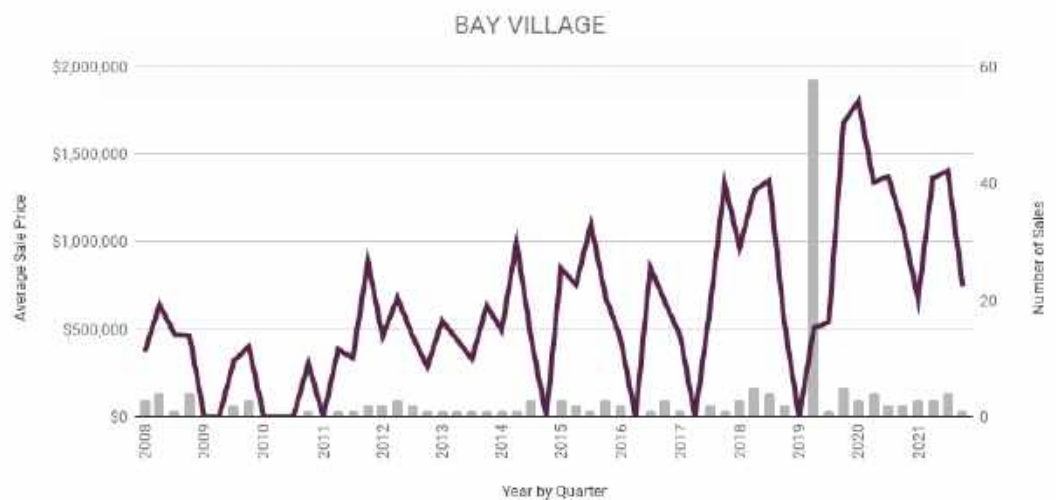


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$890	\$1,088	\$1,231	\$828	\$977
AVERAGE SALES PRICE	\$1,335,000	\$544,375	\$1,682,000	\$1,080,000	\$745,000
AVERAGE SALES PRICE VS. LIST PRICE	95.7%	99.16%	100.3%	100.51%	99.47%
AVERAGE DOM (DAYS ON MARKET)	77	41	22	41	108
TOTAL TRANSACTIONS	1	2	5	2	1
TOTAL DOLLAR VOLUME SOLD	\$1,335,000	\$1,088,750	\$8,410,000	\$2,160,000	\$745,000
APPROXIMATE ABSORPTION RATE	5.56%	38.89%	66.67%	30.56%	100%
APPROXIMATE MONTHS INVENTORY SUPPLY	18	2.57	1.5	3.27	1.0
TOTAL NUMBER OF UNITS LISTED	9	8	0	6	0



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES

Average Sale Price

-22.86%

SUPPLY

Approx. Months Supply

-54.5%

SALES

Closed Sales

-2.33%

ABSORPTION RATE

Approximate

+119.4%

MARKET TIME

Days On Market

+8 DAYS

NEGOTIABILITY

Listing Discount

-.07%

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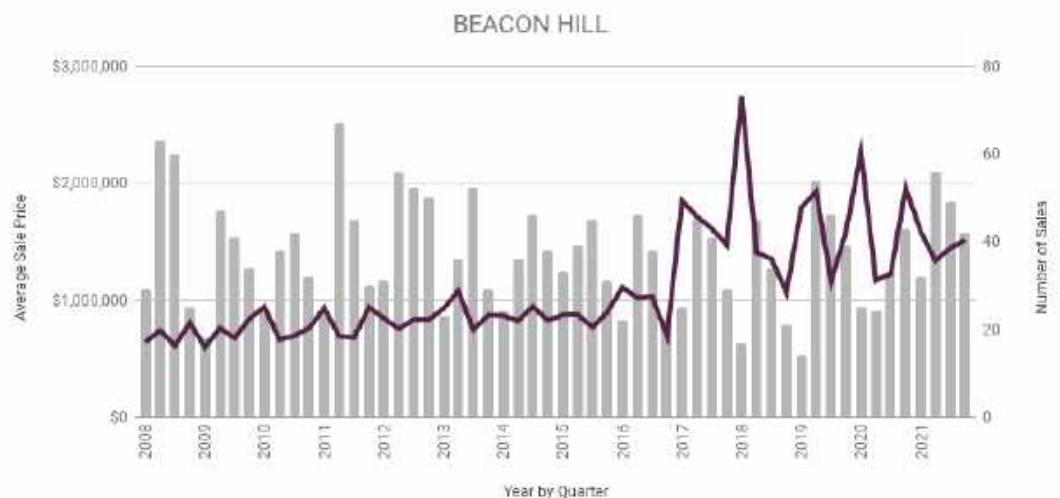


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$1,191	\$1,079	\$1,197	\$1,326	\$1,215
AVERAGE SALES PRICE	\$1,468,327	\$1,064,345	\$1,581,848	\$1,957,755	\$1,510,277
AVERAGE SALES PRICE VS. LIST PRICE	97.84%	98.36%	99.33%	96.21%	96.14%
AVERAGE DOM (DAYS ON MARKET)	49	53	57	46	54
TOTAL TRANSACTIONS	29	21	39	43	42
TOTAL DOLLAR VOLUME SOLD	\$42,581,500	\$22,351,250	\$61,692,089	\$84,183,499	\$63,431,650
APPROXIMATE ABSORPTION RATE	72.92%	58.33%	55.8%	23.7%	52.01%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	1.72	1.79	4.22	1.92
TOTAL NUMBER OF UNITS LISTED	18	29	42	33	38



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +19.5%

Average Sale Price

SUPPLY -59.8%

Approx. Months Supply

SALES +0%

Closed Sales

ABSORPTION RATE +149%

Approximate

MARKET TIME +17 DAYS

Days On Market

NEGOTIABILITY +.47%

Listing Discount

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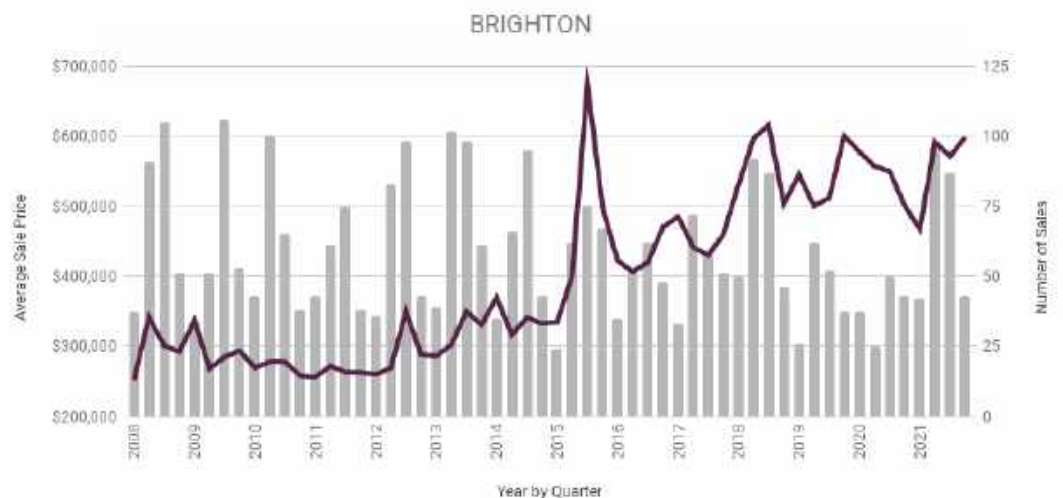


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$563	\$605	\$686	\$568	\$621
AVERAGE SALES PRICE	\$459,867	\$503,436	\$600,289	\$500,566	\$598,558
AVERAGE SALES PRICE VS. LIST PRICE	101.8%	100.01%	98.89%	97.97%	98.43%
AVERAGE DOM (DAYS ON MARKET)	28	38	46	43	60
TOTAL TRANSACTIONS	51	46	37	43	43
TOTAL DOLLAR VOLUME SOLD	\$23,453,217	\$23,158,100	\$22,210,700	\$21,524,376	\$25,738,000
APPROXIMATE ABSORPTION RATE	99.54%	164.29%	86.27%	34.65%	86.54%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	.61	1.16	2.89	1.16
TOTAL NUMBER OF UNITS LISTED	88	36	31	53	58



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +.97%

Average Sale Price

SUPPLY -72.3%

Approx. Months Supply

SALES -26.3%

Closed Sales

ABSORPTION RATE +258%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY +1.25%

Listing Discount

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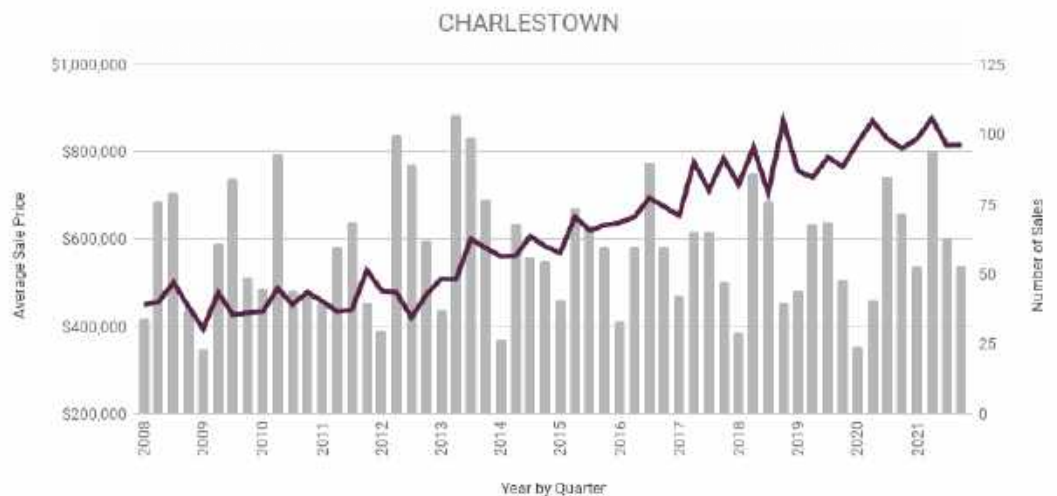


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$676	\$727	\$721	\$759	\$797
AVERAGE SALES PRICE	\$785,564	\$871,903	\$766,854	\$807,954	\$815,790
AVERAGE SALES PRICE VS. LIST PRICE	100.53%	100.75%	99.25%	98.94%	100.18%
AVERAGE DOM (DAYS ON MARKET)	50	38	40	39	30
TOTAL TRANSACTIONS	47	40	48	72	53
TOTAL DOLLAR VOLUME SOLD	\$36,921,549	\$34,876,121	\$36,809,018	\$58,172,749	\$43,236,900
APPROXIMATE ABSORPTION RATE	152.08%	128.89%	298.61%	51.39%	184.03%
APPROXIMATE MONTHS INVENTORY SUPPLY	.66	.78	.33	1.95	.54
TOTAL NUMBER OF UNITS LISTED	37	44	35	65	37



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +13.32%

Average Sale Price

SUPPLY -26.4%

Approx. Months Supply

SALES +15.7%

Closed Sales

ABSORPTION RATE -+34.6%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY +.55%

Listing Discount

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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$361	\$418	\$455	\$454	\$481
AVERAGE SALES PRICE	\$444,845	\$476,634	\$530,533	\$516,192	\$584,963
AVERAGE SALES PRICE VS. LIST PRICE	99.39%	98.82%	98.52%	99.07%	99.61%
AVERAGE DOM (DAYS ON MARKET)	31	40	51	37	43
TOTAL TRANSACTIONS	45	44	48	57	66
TOTAL DOLLAR VOLUME SOLD	\$20,018,050	\$20,971,902	\$25,465,610	\$29,423,000	\$38,607,599
APPROXIMATE ABSORPTION RATE	97.22%	40.65%	110.19%	71.15%	95.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.03	2.46	.91	1.41	1.04
TOTAL NUMBER OF UNITS LISTED	65	67	51	55	69



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES -11.45%

Average Sale Price

SUPPLY -59.03%

Approx. Months Supply

SALES +33.3%

Closed Sales

ABSORPTION RATE +143.9%

Approximate

MARKET TIME +35 DAYS

Days On Market

NEGOTIABILITY +2.12%

Listing Discount

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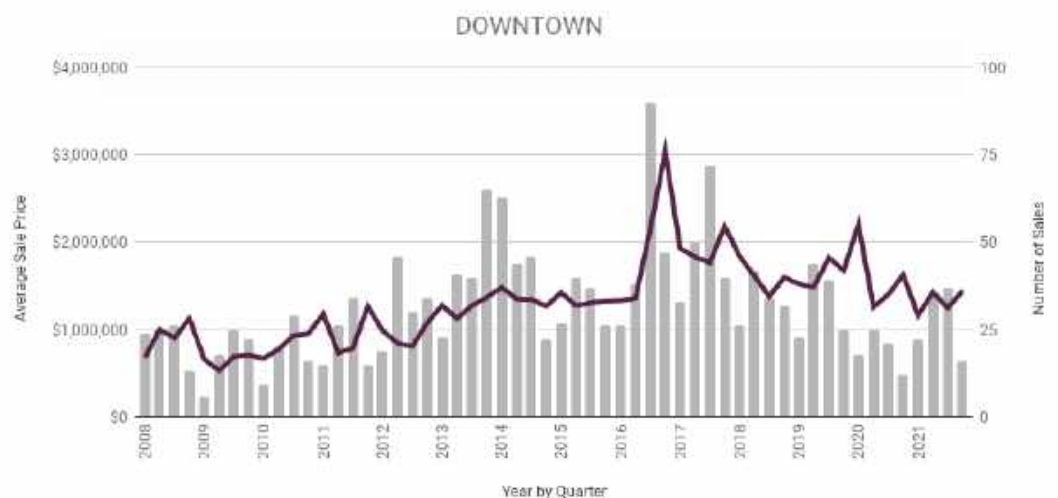


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$1,230	\$1,175	\$1,149	\$1,055	\$996
AVERAGE SALES PRICE	\$2,184,178	\$1,378,764	\$1,678,960	\$1,630,416	\$1,443,743
AVERAGE SALES PRICE VS. LIST PRICE	92.44%	96.98%	94.75%	95.25%	97.27%
AVERAGE DOM (DAYS ON MARKET)	115	103	78	46	81
TOTAL TRANSACTIONS	40	32	25	12	16
TOTAL DOLLAR VOLUME SOLD	\$87,367,146	\$51,192,000	\$41,974,000	\$19,565,000	\$23,099,890
APPROXIMATE ABSORPTION RATE	33.1%	17.4%	22.9%	9.31%	22.71%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.02	5.73	4.36	10.74	4.4
TOTAL NUMBER OF UNITS LISTED	0	1	31	38	28



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

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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +14.95%

Average Sale Price

SUPPLY -86.2%

Approx. Months Supply

SALES +17.86%

Closed Sales

ABSORPTION RATE +625%

Approximate

MARKET TIME +27 DAYS

Days On Market

NEGOTIABILITY +.84%

Listing Discount

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AVERAGE PRICE PER FOOT	\$485	\$534	\$609	\$524	\$798
AVERAGE SALES PRICE	\$498,344	\$498,421	\$566,958	\$570,519	\$655,790
AVERAGE SALES PRICE VS. LIST PRICE	98.86%	99.7%	97.94%	98.86%	99.69%
AVERAGE DOM (DAYS ON MARKET)	55	37	56	57	84
TOTAL TRANSACTIONS	34	32	17	28	33
TOTAL DOLLAR VOLUME SOLD	\$16,943,700	\$15,949,500	\$9,638,299	\$15,974,555	\$21,641,100
APPROXIMATE ABSORPTION RATE	155.56%	55%	48.33%	15.66%	113.58%
APPROXIMATE MONTHS INVENTORY SUPPLY	.64	1.82	2.07	6.39	.88
TOTAL NUMBER OF UNITS LISTED	31	57	41	72	49



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YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES

Average Sale Price

-31.83%

SUPPLY

Approx. Months Supply

-79.3%

SALES

Closed Sales

+30.7%

ABSORPTION RATE

Approximate

+384.2%

MARKET TIME

Days On Market

-11 DAYS

NEGOTIABILITY

Listing Discount

+2.91%

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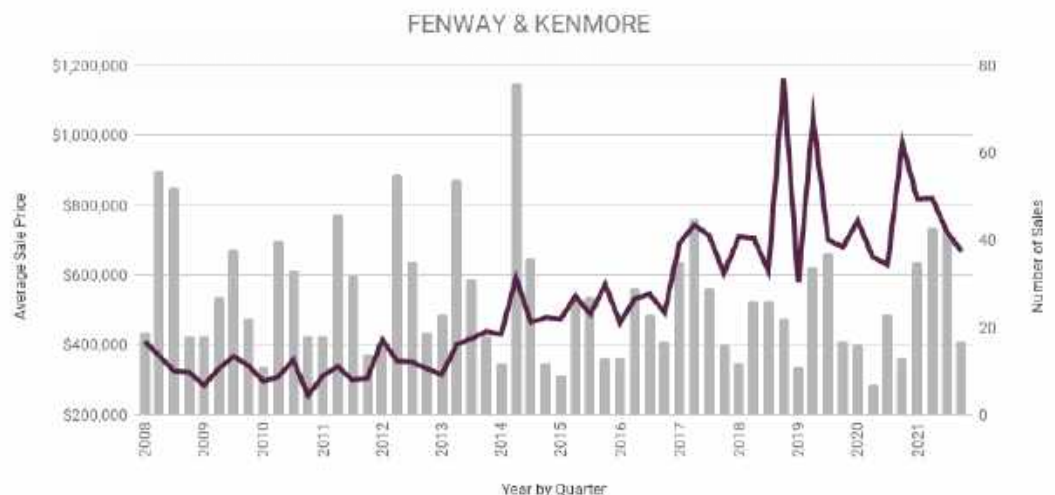


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AVERAGE PRICE PER FOOT	\$932	\$1,140	\$1,021	\$1,003	\$935
AVERAGE SALES PRICE	\$605,143	\$1,164,436	\$680,538	\$979,461	\$667,671
AVERAGE SALES PRICE VS. LIST PRICE	99.44%	95.75%	101.62%	96.46%	99.27%
AVERAGE DOM (DAYS ON MARKET)	26	52	64	53	42
TOTAL TRANSACTIONS	16	22	17	13	17
TOTAL DOLLAR VOLUME SOLD	\$9,682,300	\$25,617,599	\$11,569,150	\$12,733,000	\$11,350,416
APPROXIMATE ABSORPTION RATE	260.42%	55.13%	85.83%	29.9%	144.79%
APPROXIMATE MONTHS INVENTORY SUPPLY	.38	1.81	1.17	3.34	.69
TOTAL NUMBER OF UNITS LISTED	19	24	16	22	16



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Q4:21 vs. Q4:20

PRICES +3.88%

Average Sale Price

SUPPLY -70.07%

Approx. Months Supply

SALES -15.3%

Closed Sales

ABSORPTION RATE +232.6%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY +.04%

Listing Discount

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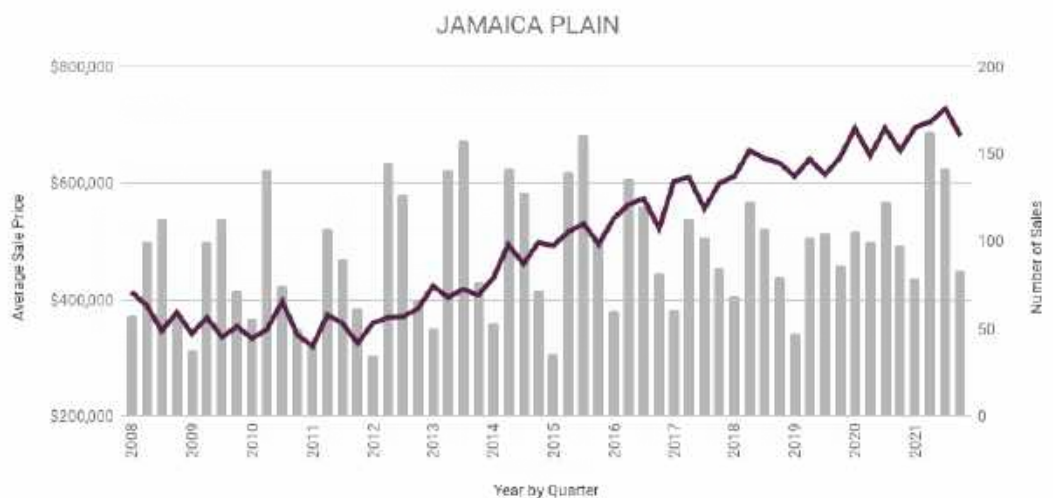


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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$488	\$513	\$517	\$548	\$580
AVERAGE SALES PRICE	\$600,070	\$634,784	\$643,670	\$655,408	\$680,814
AVERAGE SALES PRICE VS. LIST PRICE	101.94%	103.22%	101.03%	100.9%	100.94%
AVERAGE DOM (DAYS ON MARKET)	28	36	33	37	35
TOTAL TRANSACTIONS	85	80	64	98	83
TOTAL DOLLAR VOLUME SOLD	\$51,005,955	\$50,782,768	\$55,355,699	\$64,229,995	\$56,507,588
APPROXIMATE ABSORPTION RATE	176.96%	126.67%	88.54%	73.13%	243.23%
APPROXIMATE MONTHS INVENTORY SUPPLY	.57	.79	1.13	1.37	.41
TOTAL NUMBER OF UNITS LISTED	68	86	68	116	57



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES

Average Sale Price

N/A

SUPPLY

Approx. Months Supply

+150%

SALES

Closed Sales

+100%

ABSORPTION RATE

Approximate

N/A

MARKET TIME

Days On Market

+26 DAYS

NEGOTIABILITY

Listing Discount

+97.2%

Smart matters.

Our expert agents can provide a deeper analysis of this data. Contact our office to get started.

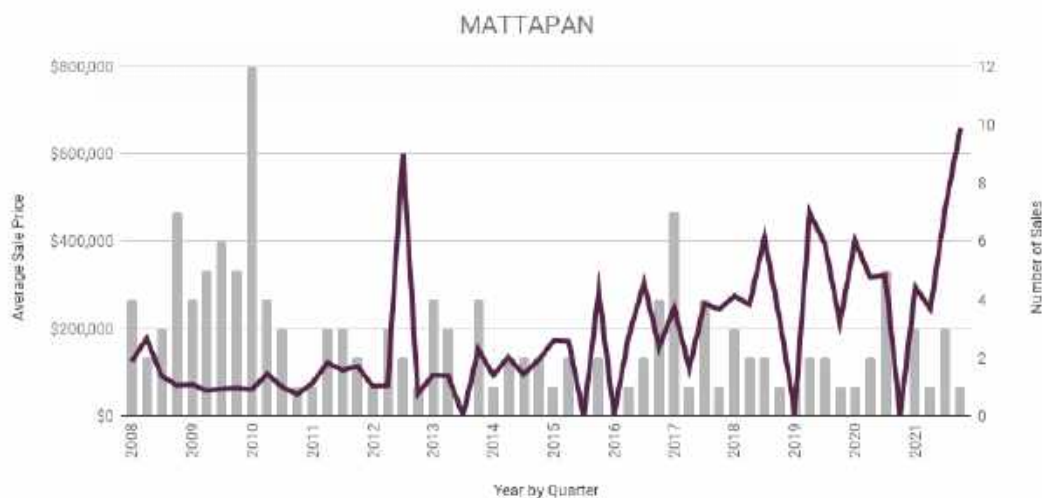


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$175	\$294	\$267	\$0	\$212
AVERAGE SALES PRICE	\$244,000	\$220,000	\$215,000	\$0	\$660,000
AVERAGE SALES PRICE VS. LIST PRICE	90.71%	104.76%	95.56%	0%	97.2%
AVERAGE DOM (DAYS ON MARKET)	66	6	67	0	26
TOTAL TRANSACTIONS	1	1	1	0	1
TOTAL DOLLAR VOLUME SOLD	\$244,000	\$220,000	\$215,000	\$0	\$660,000
APPROXIMATE ABSORPTION RATE	54.17%	22.22%	50%	33.3%	13.3%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	4.5	2	3	7.5
TOTAL NUMBER OF UNITS LISTED	3	1	1	2	3



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +2.55%

Average Sale Price

SUPPLY +56.8%

Approx. Months Supply

SALES -16.6%

Closed Sales

ABSORPTION RATE -36.3%

Approximate

MARKET TIME -50 DAYS

Days On Market

NEGOTIABILITY +2.08%

Listing Discount

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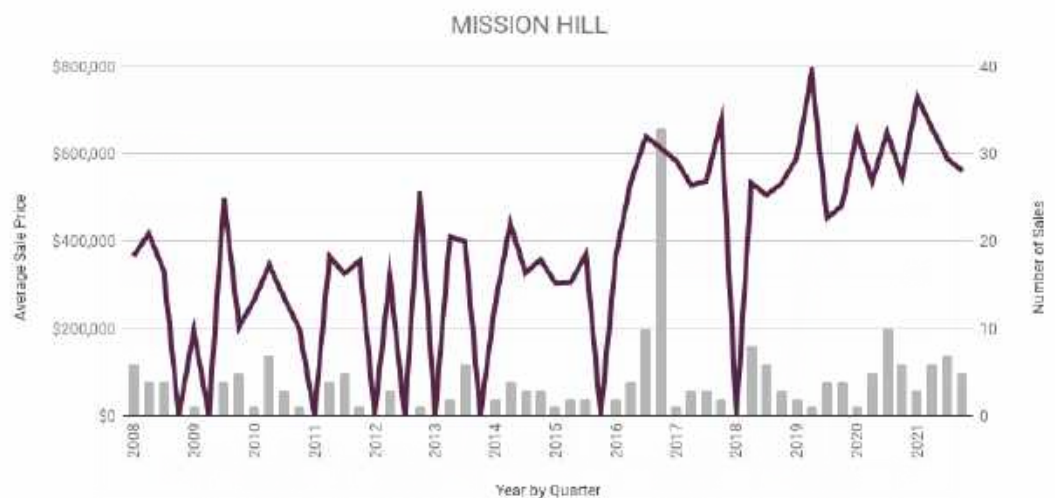


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$527	\$519	\$429	\$522	\$542
AVERAGE SALES PRICE	\$677,500	\$533,333	\$481,250	\$547,146	\$561,100
AVERAGE SALES PRICE VS. LIST PRICE	102.34%	100.07%	102.2%	98.26%	100.3%
AVERAGE DOM (DAYS ON MARKET)	3	24	69	88	38
TOTAL TRANSACTIONS	2	3	4	6	5
TOTAL DOLLAR VOLUME SOLD	\$1,355,000	\$1,599,999	\$1,925,000	\$3,282,881	\$2,805,500
APPROXIMATE ABSORPTION RATE	0%	0%	45.83%	91.67%	58.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	0	2.18	1.09	1.71
TOTAL NUMBER OF UNITS LISTED	1	4	4	7	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +.13%

Average Sale Price

SUPPLY -60.2%

Approx. Months Supply

SALES -39.1%

Closed Sales

ABSORPTION RATE +150.3%

Approximate

MARKET TIME +10 DAYS

Days On Market

NEGOTIABILITY -1.19%

Listing Discount

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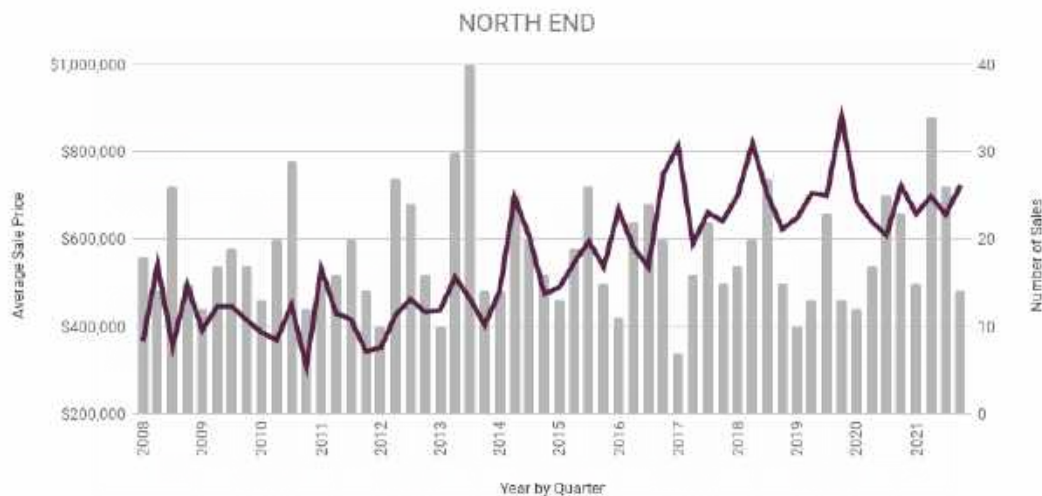


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HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$939	\$900	\$937	\$907	\$972
AVERAGE SALES PRICE	\$641,926	\$623,233	\$881,307	\$723,326	\$724,250
AVERAGE SALES PRICE VS. LIST PRICE	98.2%	98.91%	97.75%	98.3%	97.22%
AVERAGE DOM (DAYS ON MARKET)	34	48	41	55	65
TOTAL TRANSACTIONS	15	15	13	23	14
TOTAL DOLLAR VOLUME SOLD	\$9,628,900	\$9,348,499	\$11,456,999	\$16,636,500	\$10,139,500
APPROXIMATE ABSORPTION RATE	50%	95.24%	98.33%	32.92%	82.41%
APPROXIMATE MONTHS INVENTORY SUPPLY	2	1.05	1.02	3.04	1.21
TOTAL NUMBER OF UNITS LISTED	17	15	17	26	14



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +4.97%

Average Sale Price

SUPPLY -77.4%

Approx. Months Supply

SALES -33.3%

Closed Sales

ABSORPTION RATE +342.3%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -.22%

Listing Discount

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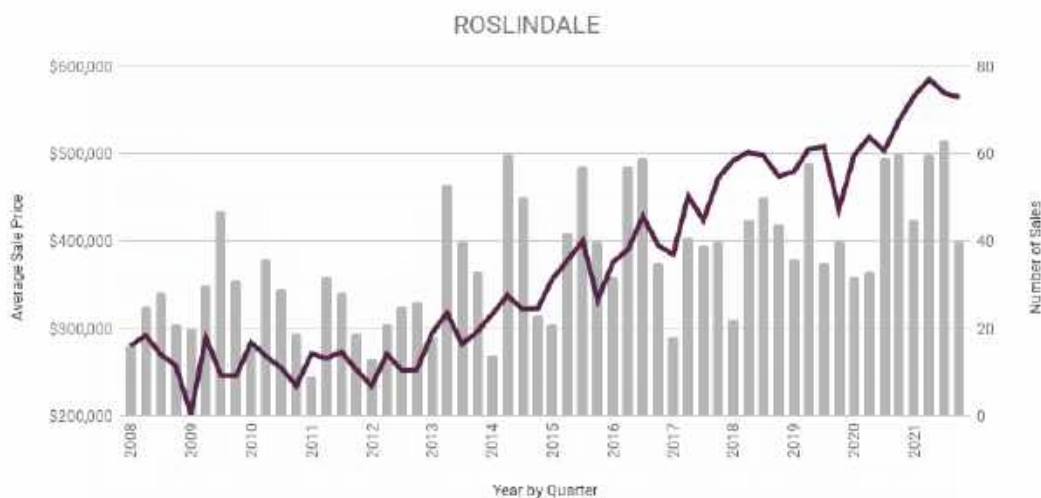


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$378	\$418	\$414	\$418	\$454
AVERAGE SALES PRICE	\$472,397	\$474,423	\$437,287	\$538,783	\$565,584
AVERAGE SALES PRICE VS. LIST PRICE	102.42%	100.68%	99.85%	100.47%	100.26%
AVERAGE DOM (DAYS ON MARKET)	40	36	46	35	33
TOTAL TRANSACTIONS	24	44	40	60	40
TOTAL DOLLAR VOLUME SOLD	\$18,895,900	\$20,874,519	\$17,491,500	\$32,327,000	\$22,623,373
APPROXIMATE ABSORPTION RATE	143.75%	111.81%	108.33%	98.44%	435.42%
APPROXIMATE MONTHS INVENTORY SUPPLY	.07	.89	.92	1.02	.23
TOTAL NUMBER OF UNITS LISTED	43	40	43	50	30



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +20.45%

Average Sale Price

SUPPLY +55.7%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE -35.8%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -1.97%

Listing Discount

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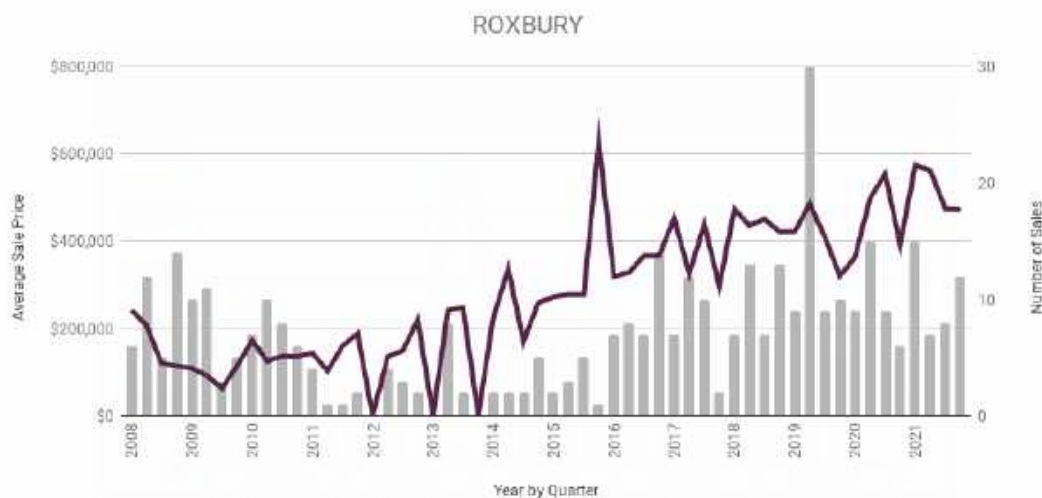


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535 Boylston Street
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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$218	\$315	\$249	\$395	\$533
AVERAGE SALES PRICE	\$296,450	\$421,384	\$321,317	\$391,733	\$471,833
AVERAGE SALES PRICE VS. LIST PRICE	97.29%	98.08%	99.7%	98.89%	96.94%
AVERAGE DOM (DAYS ON MARKET)	45	46	27	31	29
TOTAL TRANSACTIONS	2	7	10	6	12
TOTAL DOLLAR VOLUME SOLD	\$592,900	\$3,159,814	\$3,213,178	\$2,350,400	\$5,662,000
APPROXIMATE ABSORPTION RATE	51.67%	66.67%	70%	47.62%	30.56%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.94	1.5	1.43	2.1	3.27
TOTAL NUMBER OF UNITS LISTED	13	13	15	10	23



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +22.5%

Average Sale Price

SUPPLY +21.28%

Approx. Months Supply

SALES +5.88%

Closed Sales

ABSORPTION RATE -17.3%

Approximate

MARKET TIME +8 DAYS

Days On Market

NEGOTIABILITY +2.2%

Listing Discount

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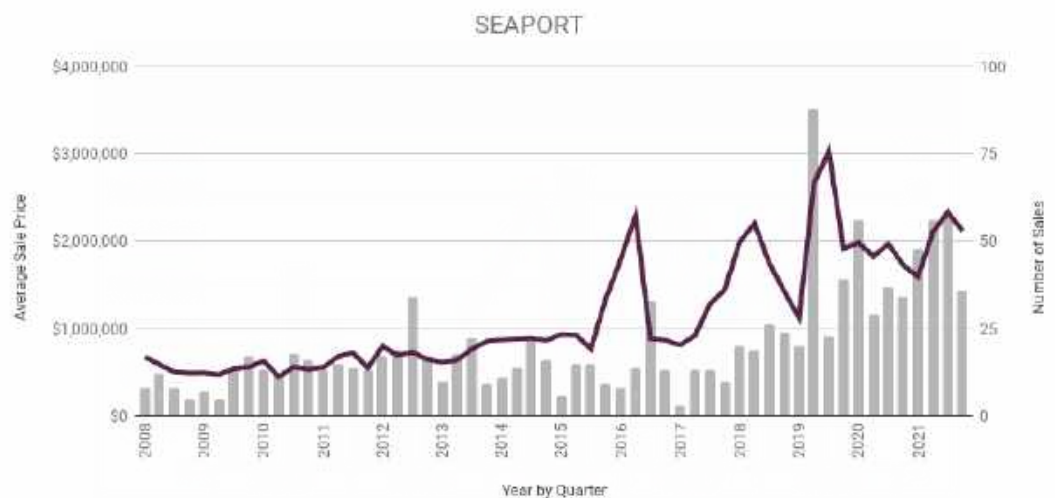


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535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$1,026	\$1,249	\$1,813	\$1,606	\$1,637
AVERAGE SALES PRICE	\$1,442,050	\$1,427,708	\$21,915,419	\$1,728,721	\$2,117,918
AVERAGE SALES PRICE VS. LIST PRICE	95.41%	95.72%	98.5%	97.09%	99.23%
AVERAGE DOM (DAYS ON MARKET)	47	71	61	51	59
TOTAL TRANSACTIONS	10	24	39	34	36
TOTAL DOLLAR VOLUME SOLD	\$14,420,500	\$34,264,999	\$74,701,372	\$58,776,543	\$76,245,050
APPROXIMATE ABSORPTION RATE	27.08%	23.18%	27.43%	42.47%	35.11%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.69	4.31	3.65	2.35	2.85
TOTAL NUMBER OF UNITS LISTED	14	35	76	49	70



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +13.5%

Average Sale Price

SUPPLY -68.9%

Approx. Months Supply

SALES -3.3%

Closed Sales

ABSORPTION RATE -68.9%

Approximate

MARKET TIME -14 DAYS

Days On Market

NEGOTIABILITY +1.49%

Listing Discount

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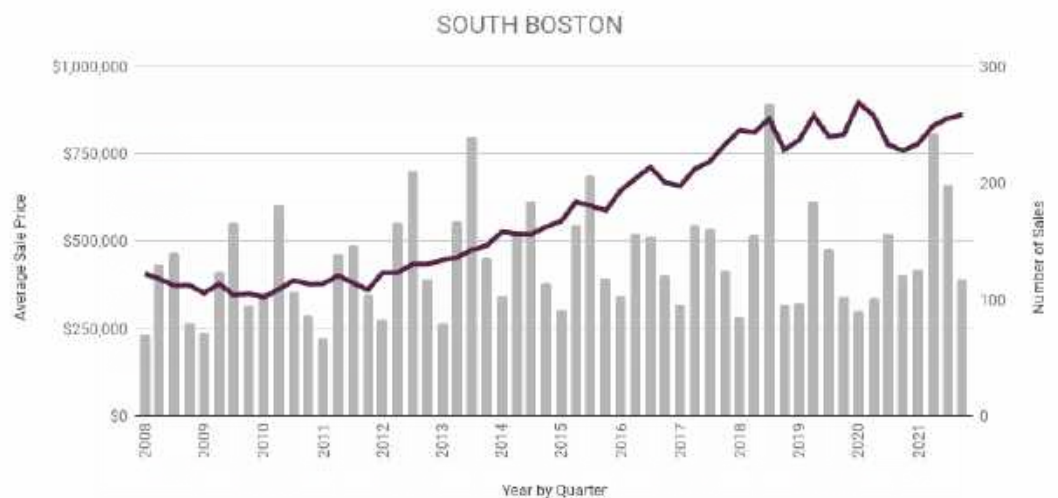


**BERKSHIRE
HATHAWAY**
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535 Boylston Street
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	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$682	\$731	\$725	\$740	\$792
AVERAGE SALES PRICE	\$775,952	\$761,525	\$806,247	\$759,120	\$862,315
AVERAGE SALES PRICE VS. LIST PRICE	99.51%	99.08%	97.81%	97.56%	99.02%
AVERAGE DOM (DAYS ON MARKET)	43	45	57	59	45
TOTAL TRANSACTIONS	125	96	102	121	117
TOTAL DOLLAR VOLUME SOLD	\$96,994,058	\$73,106,400	\$82,237,249	\$91,853,541	\$100,890,899
APPROXIMATE ABSORPTION RATE	89.38%	61.04%	60.53%	35.32%	113.24%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.12	1.64	1.65	2.83	.88
TOTAL NUMBER OF UNITS LISTED	135	161	98	165	101



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +21.72%

Average Sale Price

SUPPLY -61.56%

Approx. Months Supply

SALES +57.29%

Closed Sales

ABSORPTION RATE +159.4%

Approximate

MARKET TIME -15 DAYS

Days On Market

NEGOTIABILITY +2.56%

Listing Discount

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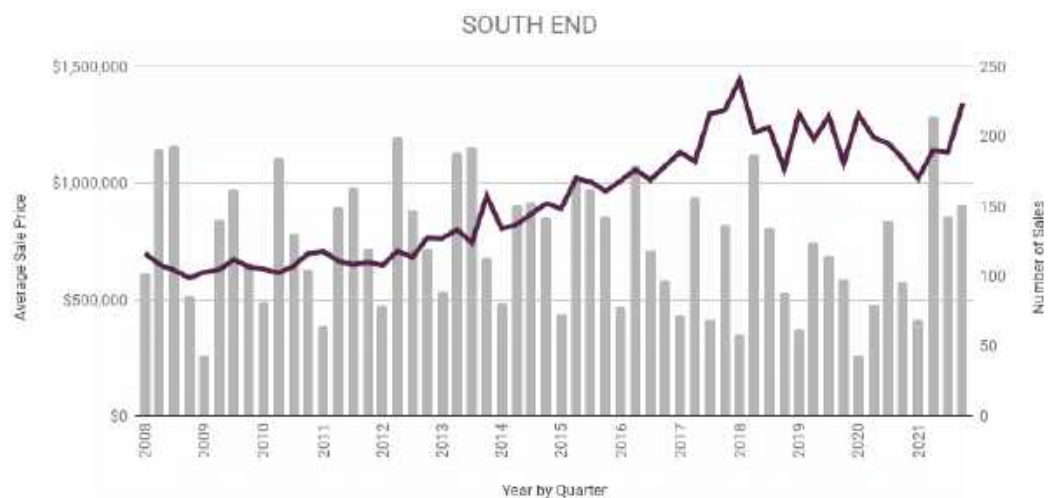


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$972	\$1,013	\$1,014	\$977	\$1,116
AVERAGE SALES PRICE	\$1,312,346	\$1,059,311	\$1,087,101	\$1,103,283	\$1,342,906
AVERAGE SALES PRICE VS. LIST PRICE	100.05%	99.12%	98.5%	97.51%	100%
AVERAGE DOM (DAYS ON MARKET)	36	38	46	61	46
TOTAL TRANSACTIONS	137	88	98	96	151
TOTAL DOLLAR VOLUME SOLD	\$179,791,475	\$93,219,369	\$106,535,902	\$1,103,283	\$202,778,942
APPROXIMATE ABSORPTION RATE	115.95%	86.97%	73.73%	27.85%	72.26%
APPROXIMATE MONTHS INVENTORY SUPPLY	.86	1.15	1.36	3.59	1.38
TOTAL NUMBER OF UNITS LISTED	81	92	96	117	111



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +6.76%

Average Sale Price

SUPPLY -67.4%

Approx. Months Supply

SALES +32%

Closed Sales

ABSORPTION RATE +207.7%

Approximate

MARKET TIME -46 DAYS

Days On Market

NEGOTIABILITY +2.03%

Listing Discount

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BERKSHIRE
HATHAWAY
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Q4:17

Q4:18

Q4:19

Q4:20

Q4:21

AVERAGE
PRICE PER FOOT

\$1,020

\$1,141

\$1,031

\$1,005

\$1,062

AVERAGE
SALES PRICE

\$1,368,958

\$1,698,285

\$1,450,657

\$1,385,977

\$1,479,669

AVERAGE
SALES PRICE VS. LIST PRICE

95.44%

99.18%

95.99%

95.18%

97.1%

AVERAGE
DOM (DAYS ON MARKET)

68

80

121

112

66

TOTAL
TRANSACTIONS

36

31

27

25

33

TOTAL
DOLLAR VOLUME SOLD

\$49,282,499

\$52,646,849

\$39,167,750

\$34,649,4425

\$48,829,100

APPROXIMATE
ABSORPTION RATE

26.98%

33.1%

25%

14.94%

45.98%

APPROXIMATE
MONTHS INVENTORY SUPPLY

3.71

3.02

4

6.69

2.18

TOTAL
NUMBER OF UNITS LISTED

40

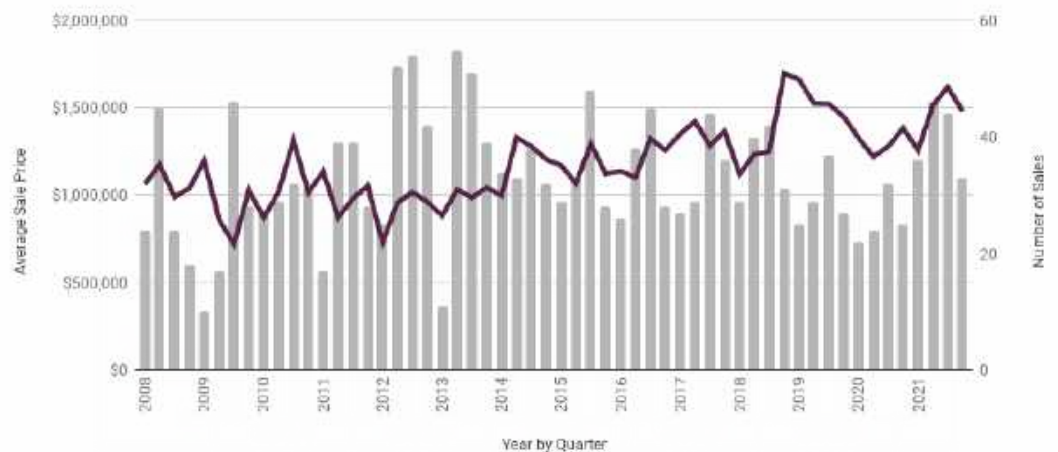
34

38

31

23

WATERFRONT



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +26.2%

Average Sale Price

SUPPLY -6.52%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE +6.87%

Approximate

MARKET TIME -22 DAYS

Days On Market

NEGOTIABILITY +2.95%

Listing Discount

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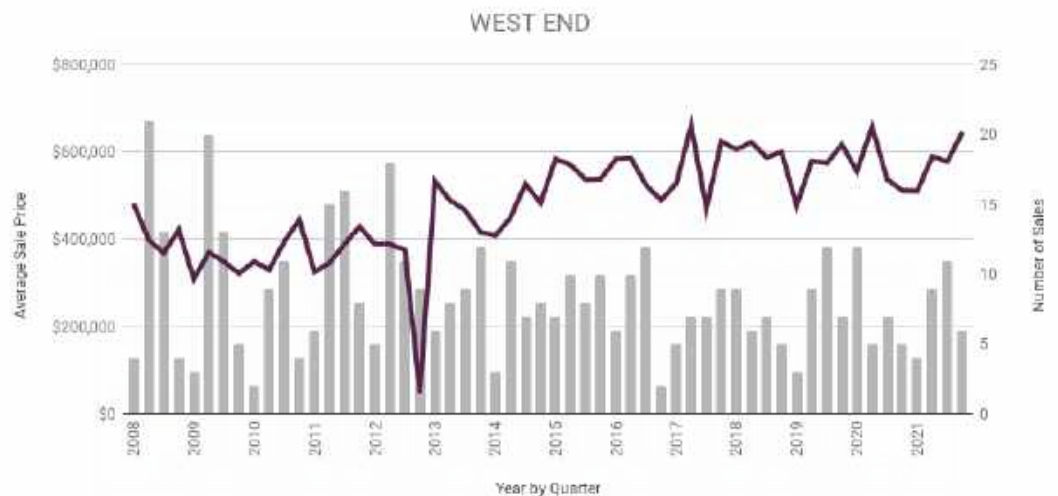


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$622	\$562	\$691	\$668	\$663
AVERAGE SALES PRICE	\$623,994	\$599,800	\$616,642	\$511,800	\$646,333
AVERAGE SALES PRICE VS. LIST PRICE	100.12%	97.63%	99.99%	95.46%	98.28%
AVERAGE DOM (DAYS ON MARKET)	103	59	71	63	41
TOTAL TRANSACTIONS	9	5	7	5	6
TOTAL DOLLAR VOLUME SOLD	\$5,615,949	\$2,999,000	\$4,316,500	\$2,599,000	\$3,878,000
APPROXIMATE ABSORPTION RATE	58.33%	56.25%	64.58%	24.17%	25.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.71	1.78	1.55	4.14	3.87
TOTAL NUMBER OF UNITS LISTED	8	4	5	12	12



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q4:21 vs. Q4:20

PRICES +10.12%

Average Sale Price

SUPPLY -58.2%

Approx. Months Supply

SALES -14.2%

Closed Sales

ABSORPTION RATE +137.9%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY +1.97%

Listing Discount

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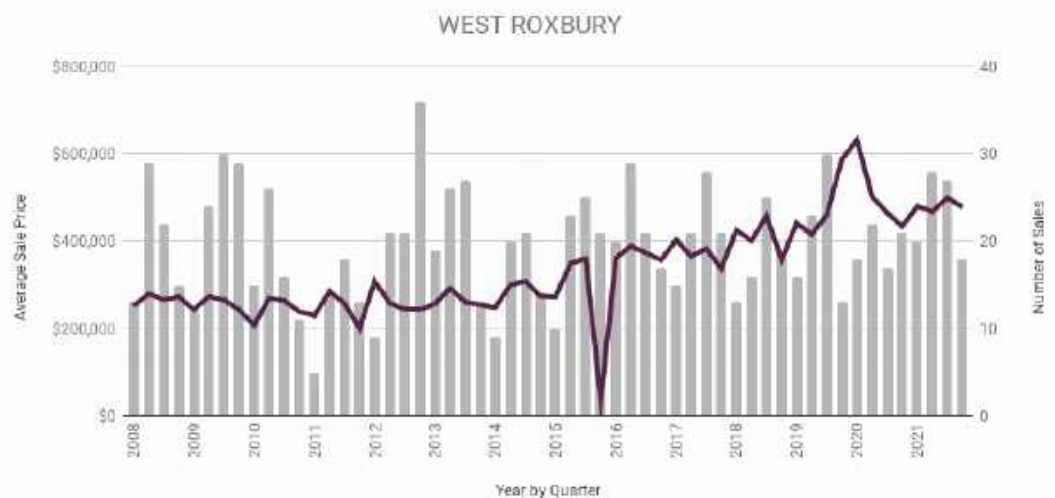


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q4:17	Q4:18	Q4:19	Q4:20	Q4:21
AVERAGE PRICE PER FOOT	\$377	\$395	\$433	\$424	\$419
AVERAGE SALES PRICE	\$337,047	\$357,516	\$587,461	\$434,138	\$478,080
AVERAGE SALES PRICE VS. LIST PRICE	101.45%	100.35%	99.33%	99.2%	101.15%
AVERAGE DOM (DAYS ON MARKET)	32	31	48	43	39
TOTAL TRANSACTIONS	21	19	13	21	18
TOTAL DOLLAR VOLUME SOLD	\$7,078,000	\$6,792,808	\$7,637,000	\$9,116,900	\$8,605,450
APPROXIMATE ABSORPTION RATE	141.67%	89.29%	63.33%	82.92%	195.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	.71	1.12	1.58	1.22	.51
TOTAL NUMBER OF UNITS LISTED	20	17	26	22	12



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SOUTH END

ALLSTON

BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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