

BOSTON MARKET DATA
BY NEIGHBORHOOD

2020
Q1



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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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +22.12%

Average Sale Price

SUPPLY +154.5%

Approx. Months Supply

SALES +150%

Closed Sales

ABSORPTION RATE -60.8%

Approximate

MARKET TIME -22 DAYS

Days On Market

NEGOTIABILITY +1.78%

Listing Discount

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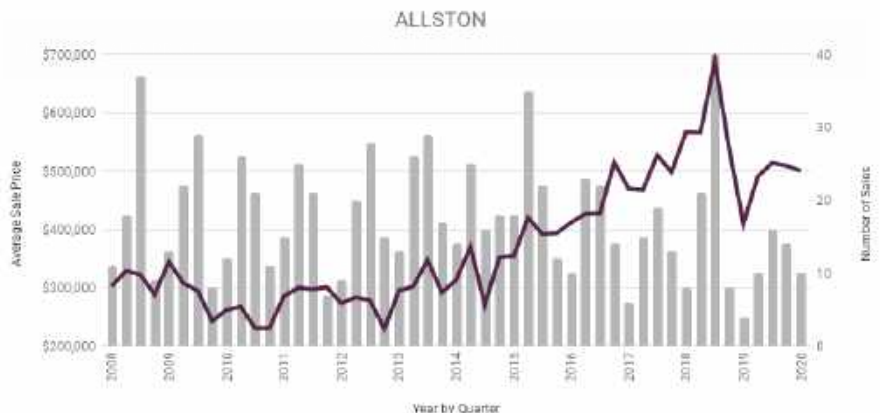


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$460	\$561	\$619	\$520	\$603
AVERAGE SALES PRICE	\$412,360	\$470,083	\$567,050	\$410,000	\$500,700
AVERAGE SALES PRICE VS. LIST PRICE	100.24%	103.59%	99.82%	96.41%	98.13%
AVERAGE DOM (DAYS ON MARKET)	44	36	44	77	55
TOTAL TRANSACTIONS	10	6	8	4	10
TOTAL DOLLAR VOLUME SOLD	\$4,123,600	\$2,820,499	\$4,536,400	\$1,640,000	\$5,007,000
APPROXIMATE ABSORPTION RATE	111.11%	108.33%	76.39%	152.08%	59.52%
APPROXIMATE MONTHS INVENTORY SUPPLY	.9	.92	1.31	.66	1.68
TOTAL NUMBER OF UNITS LISTED	16	16	44	10	19



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +56.7%

Average Sale Price

SUPPLY --22.3%

Approx. Months Supply

SALES +15.09%

Closed Sales

ABSORPTION RATE +28.8%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY -1.69%

Listing Discount

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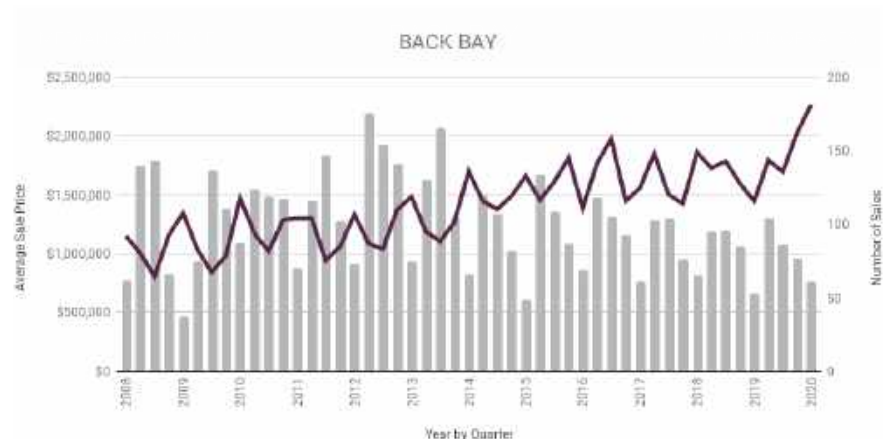


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$1,070	\$1,185	\$1,183	\$1,200	\$1,339
AVERAGE SALES PRICE	\$1,387,425	\$1,559,225	\$1,863,586	\$1,447,454	\$2,268,121
AVERAGE SALES PRICE VS. LIST PRICE	96.44%	96.99%	95.72%	97.88%	96.23%
AVERAGE DOM (DAYS ON MARKET)	73	57	80	62	74
TOTAL TRANSACTIONS	69	61	65	53	61
TOTAL DOLLAR VOLUME SOLD	\$95,732,300	\$95,112,750	\$121,133,122	\$76,715,080	\$138,355,400
APPROXIMATE ABSORPTION RATE	41.36%	42%	42.25%	32.74%	42.18%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.42	2.38	2.37	3.05	2.37
TOTAL NUMBER OF UNITS LISTED	124	130	103	131	92



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +100%

Average Sale Price

SUPPLY +100%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +150%

Approximate

MARKET TIME +83 DAYS

Days On Market

NEGOTIABILITY +100%

Listing Discount

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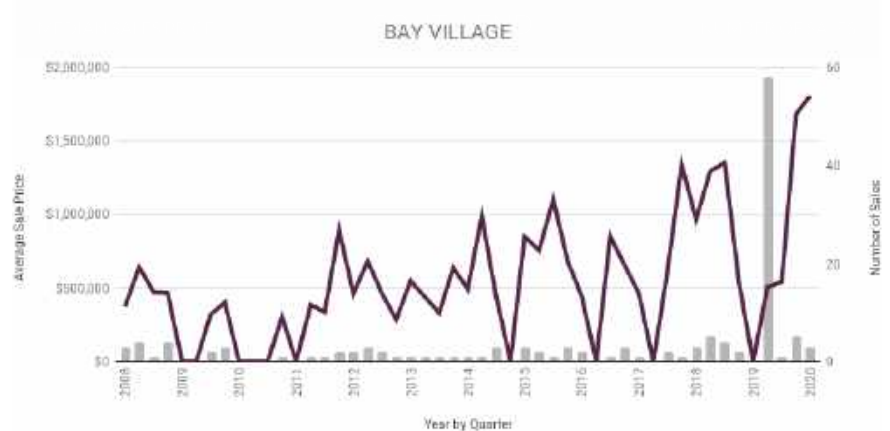


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$702	\$1,038	\$1,097	\$0	\$1,194
AVERAGE SALES PRICE	\$443,750	\$462,000	\$965,666	\$0	\$1,805,333
AVERAGE SALES PRICE VS. LIST PRICE	90.65%	102.67%	97.71%	0%	98.67%
AVERAGE DOM (DAYS ON MARKET)	68	7	60	00	83
TOTAL TRANSACTIONS	2	1	3	0	3
TOTAL DOLLAR VOLUME SOLD	\$887,500	\$462,000	\$2,897,000	\$0	\$5,415,999
APPROXIMATE ABSORPTION RATE	0%	41.67%	16.67%	18.33%	45.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	2.4	6	5.45	2.18
TOTAL NUMBER OF UNITS LISTED	0	2	5	5	6



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES

Average Sale Price

+26.36%

SUPPLY

Approx. Months Supply

-25.6%

SALES

Closed Sales

+78.5%

ABSORPTION RATE

Approximate

+34.5%

MARKET TIME

Days On Market

-33 DAYS

NEGOTIABILITY

Listing Discount

-5.12%

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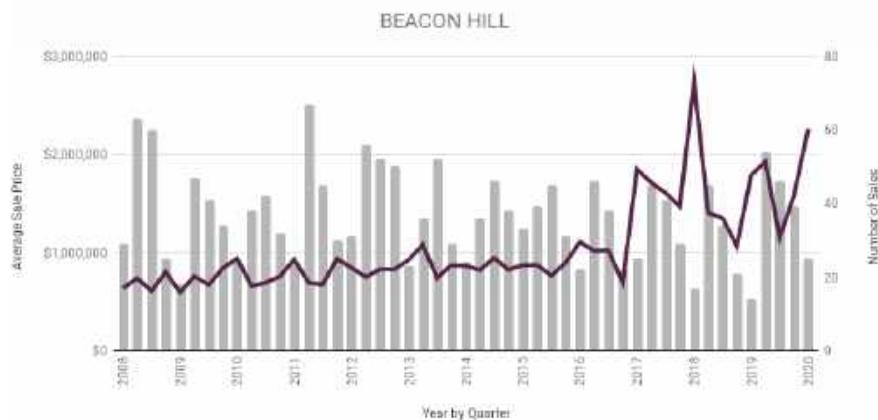


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$963	\$1,134	\$1,488	\$1,239	\$1,230
AVERAGE SALES PRICE	\$1,106,358	\$1,847,640	\$2,740,117	\$1,789,225	\$2,260,880
AVERAGE SALES PRICE VS. LIST PRICE	99.29%	97.13%	109.94%	98.36%	93.32%
AVERAGE DOM (DAYS ON MARKET)	46	76	48	106	73
TOTAL TRANSACTIONS	22	25	17	14	25
TOTAL DOLLAR VOLUME SOLD	\$24,339,899	\$46,191,000	\$46,582,000	\$25,049,1550	\$56,522,000
APPROXIMATE ABSORPTION RATE	29.49%	41.99%	48.19%	27.62%	37.16%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.39	2.38	2.08	3.62	2.69
TOTAL NUMBER OF UNITS LISTED	258	35	42	63	52



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +5.91%

Average Sale Price

SUPPLY +5.45%

Approx. Months Supply

SALES +42.31%

Closed Sales

ABSORPTION RATE -5.68%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -0.09%

Listing Discount

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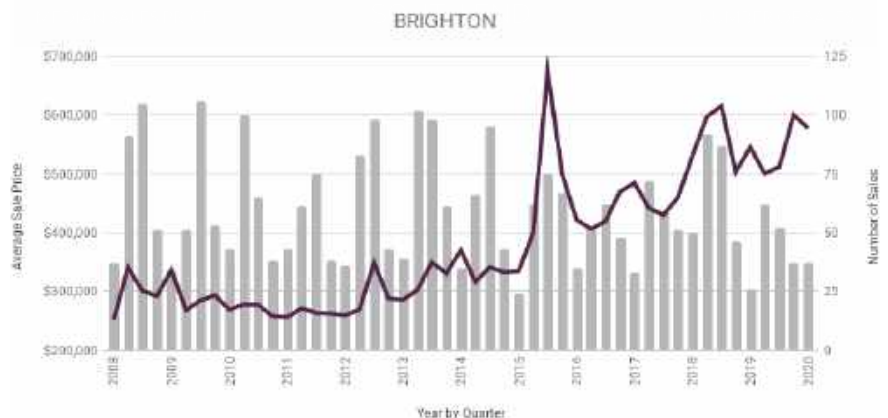


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$525	\$491	\$638	\$585	\$617
AVERAGE SALES PRICE	\$422,300	\$484,936	\$530,736	\$545,460	\$577,713
AVERAGE SALES PRICE VS. LIST PRICE	102.06%	102.74%	102.34%	98.79%	98.7%
AVERAGE DOM (DAYS ON MARKET)	34	26	23	57	55
TOTAL TRANSACTIONS	35	33	50	26	37
TOTAL DOLLAR VOLUME SOLD	\$14,780,500	\$16,002,899	\$26,536,820	\$14,181,983	\$21,375,399
APPROXIMATE ABSORPTION RATE	182.58%	126.28%	103.95%	91.3%	86.11%
APPROXIMATE MONTHS INVENTORY SUPPLY	.55	.79	.96	1.10	1.16
TOTAL NUMBER OF UNITS LISTED	44	49	74	51	56



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +8.51%

Average Sale Price

SUPPLY -3.31%

Approx. Months Supply

SALES -45.4%

Closed Sales

ABSORPTION RATE +3.89%

Approximate

MARKET TIME -5 DAYS

Days On Market

NEGOTIABILITY -.29%

Listing Discount

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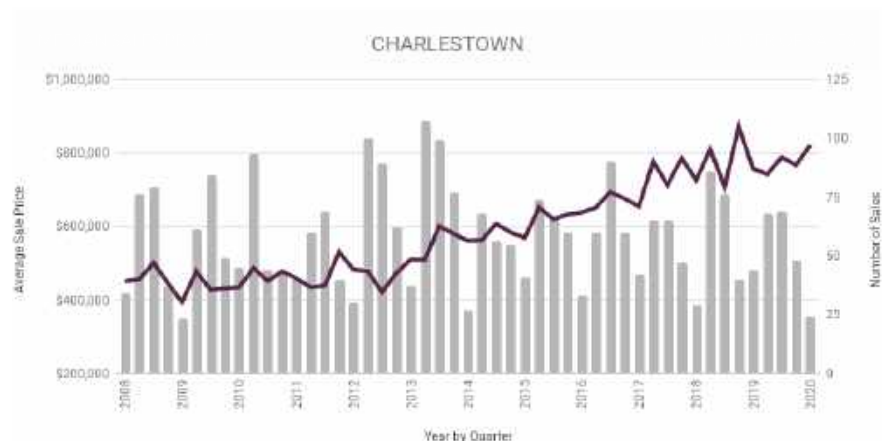


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$608	\$653	\$709	\$709	\$751
AVERAGE SALES PRICE	\$638,090	\$654,466	\$725,209	\$756,336	\$820,687
AVERAGE SALES PRICE VS. LIST PRICE	100.58%	100.30%	101.21%	99.83%	99.54%
AVERAGE DOM (DAYS ON MARKET)	49	53	30	53	48
TOTAL TRANSACTIONS	33	42	29	44	24
TOTAL DOLLAR VOLUME SOLD	\$21,057,000	\$27,487,590	\$21,031,087	\$33,278,824	\$19,696,500
APPROXIMATE ABSORPTION RATE	115.2%	96.59%	216.67%	82.33%	85.53%
APPROXIMATE MONTHS INVENTORY SUPPLY	.87	1.04	.46	1.21	1.17
TOTAL NUMBER OF UNITS LISTED	59	70	52	66	46



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +17.14%

Average Sale Price

SUPPLY -45.22%

Approx. Months Supply

SALES -12.24%

Closed Sales

ABSORPTION RATE +82.38%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY +2.24%

Listing Discount

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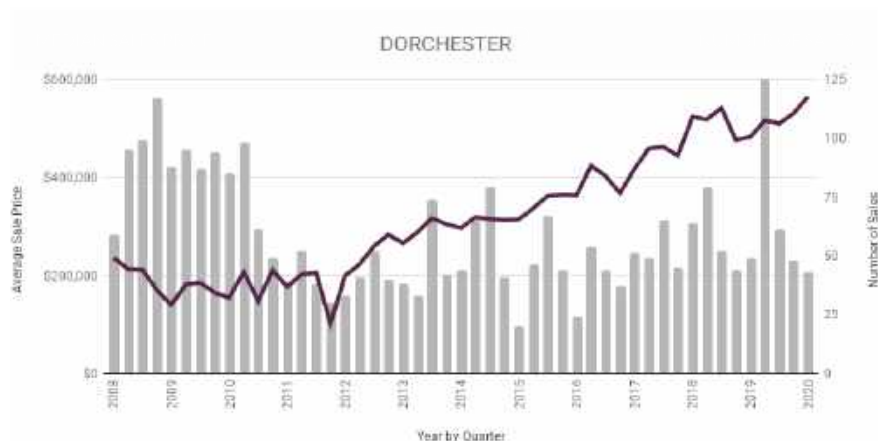


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$293	\$349	\$409	\$430	\$443
AVERAGE SALES PRICE	\$363,518	\$417,598	\$523,378	\$482,538	\$565,232
AVERAGE SALES PRICE VS. LIST PRICE	99.16%	99.94%	100.46%	97.96%	1001.5%
AVERAGE DOM (DAYS ON MARKET)	58	49	50	66	62
TOTAL TRANSACTIONS	24	51	64	49	43
TOTAL DOLLAR VOLUME SOLD	\$8,724,449	\$21,297,500	\$33,496,200	\$23,644,400	\$24,304,998
APPROXIMATE ABSORPTION RATE	83.8%	110.71%	104.63%	43.41%	79.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.19	.9	.96	2.3	1.26
TOTAL NUMBER OF UNITS LISTED	61	50	72	88	72



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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +45.05%

Average Sale Price

SUPPLY -42.13%

Approx. Months Supply

SALES -21.74%

Closed Sales

ABSORPTION RATE +72.6%

Approximate

MARKET TIME +75 DAYS

Days On Market

NEGOTIABILITY +1.44%

Listing Discount

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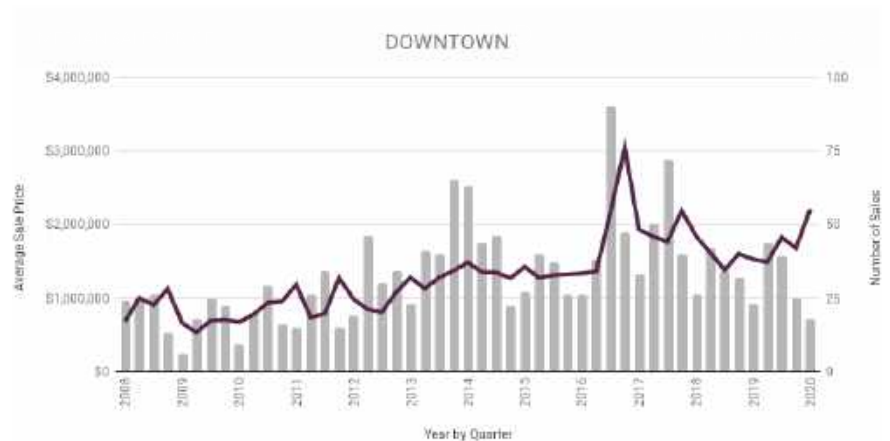


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$933	\$1,277	\$1,159	\$1,080	\$1,245
AVERAGE SALES PRICE	\$1,331,939	\$1,930,434	\$1,841,115	\$1,522,014	\$2,207,722
AVERAGE SALES PRICE VS. LIST PRICE	96.99%	96.07%	95.73%	95.83%	94.45%
AVERAGE DOM (DAYS ON MARKET)	114	113	131	80	155
TOTAL TRANSACTIONS	26	33	26	23	18
TOTAL DOLLAR VOLUME SOLD	\$34,630,437	\$63,704,329	\$47,868,999	\$35,006,330	\$39,738,999
APPROXIMATE ABSORPTION RATE	20.3%	25.74%	29.72%	13.82%	23.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.93	3.89	3.37	7.24	4.19
TOTAL NUMBER OF UNITS LISTED	1	4	1	59	43



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

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YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +5.98%

Average Sale Price

SUPPLY +16.61%

Approx. Months Supply

SALES -64.1%

Closed Sales

ABSORPTION RATE -32.9%

Approximate

MARKET TIME +31 DAYS

Days On Market

NEGOTIABILITY -.11%

Listing Discount

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AVERAGE PRICE PER FOOT	\$337	\$455	\$465	\$560	\$642
AVERAGE SALES PRICE	\$324,466	\$466,858	\$445,401	\$531,407	\$563,194
AVERAGE SALES PRICE VS. LIST PRICE	99.75%	99.27%	99.72%	98.82%	98.71%
AVERAGE DOM (DAYS ON MARKET)	83	59	68	51	82
TOTAL TRANSACTIONS	15	44	26	39	14
TOTAL DOLLAR VOLUME SOLD	\$4,867,000	\$20,541,773	\$11,580,442	\$20,724,894	\$7,884,727
APPROXIMATE ABSORPTION RATE	88.1%	58.82%	180.95%	36.87%	31.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.14	1.7	.55	2.71	3.16
TOTAL NUMBER OF UNITS LISTED	20	55	26	85	55



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Q1:20 vs. Q1:19

PRICES

Average Sale Price

+30.69%

SUPPLY

Approx. Months Supply

-78.7%

SALES

Closed Sales

+45.45%

ABSORPTION RATE

Approximate

+373.4%

MARKET TIME

Days On Market

-8 DAYS

NEGOTIABILITY

Listing Discount

-2.33%

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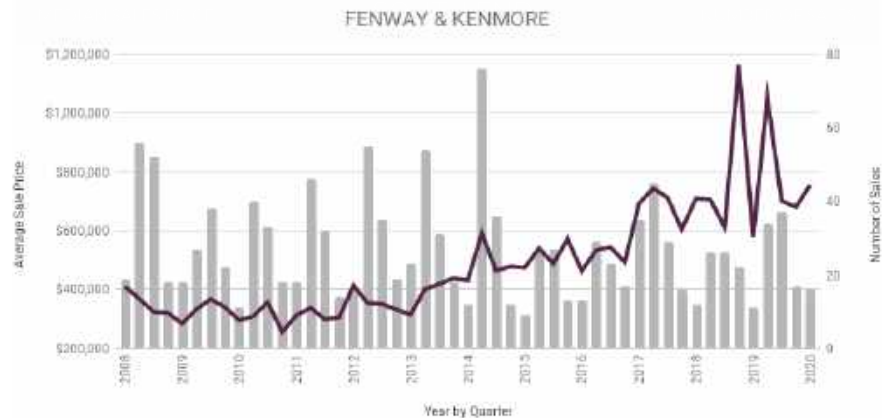


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AVERAGE PRICE PER FOOT	\$837	\$903	\$976	\$870	\$916
AVERAGE SALES PRICE	\$463,076	\$692,027	\$710,416	\$578,818	\$756,437
AVERAGE SALES PRICE VS. LIST PRICE	101.78%	100%	99.99%	100.06%	97.73%
AVERAGE DOM (DAYS ON MARKET)	14	24	36	69	61
TOTAL TRANSACTIONS	13	35	12	11	16
TOTAL DOLLAR VOLUME SOLD	\$6,019,999	\$24,220,950	\$8,525,000	\$6,366,999	\$12,103,000
APPROXIMATE ABSORPTION RATE	66.67%	126.19%	126.19%	30.8%	145.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.5	.79	.79	3.25	.69
TOTAL NUMBER OF UNITS LISTED	27	51	51	38	28



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Q1:20 vs. Q1:19

PRICES +13.56%

Average Sale Price

SUPPLY -42.73%

Approx. Months Supply

SALES +125.5%

Closed Sales

ABSORPTION RATE +74.6%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY -1.03%

Listing Discount

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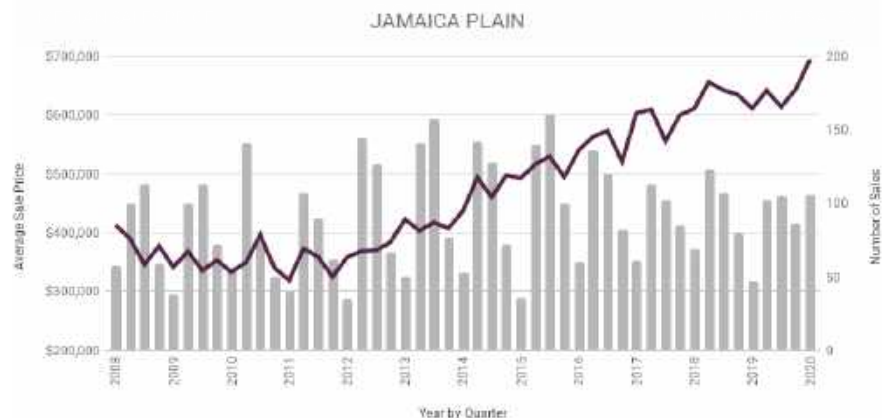


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AVERAGE PRICE PER FOOT	\$443	\$483	\$504	\$505	\$597
AVERAGE SALES PRICE	\$539,981	\$603,940	\$611,720	\$611,785	\$694,767
AVERAGE SALES PRICE VS. LIST PRICE	100.22%	102.46%	101.39%	100.81%	99.78%
AVERAGE DOM (DAYS ON MARKET)	56	33	31	50	63
TOTAL TRANSACTIONS	60	61	69	47	106
TOTAL DOLLAR VOLUME SOLD	\$32,398,900	\$36,840,399	\$42,208,717	\$28,753,927	\$73,645,333
APPROXIMATE ABSORPTION RATE	98.5%	130%	194.79%	90.66%	158.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.02	.75	.51	1.1	.63
TOTAL NUMBER OF UNITS LISTED	110	95	98	93	91



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +3250%

Average Sale Price

SUPPLY +100%

Approx. Months Supply

SALES 0%

Closed Sales

ABSORPTION RATE +100%

Approximate

MARKET TIME -90 DAYS

Days On Market

NEGOTIABILITY +1150%

Listing Discount

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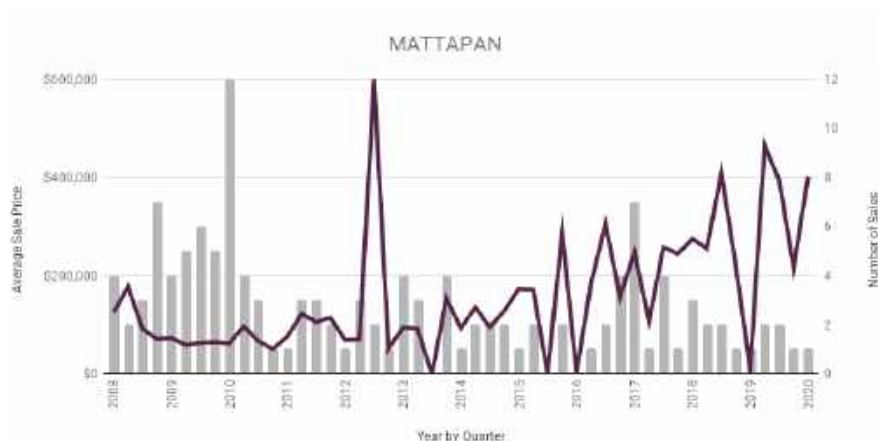


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$0	\$247	\$233	\$14	\$343
AVERAGE SALES PRICE	\$0	\$247,285	\$275,000	\$12,000	\$402,000
AVERAGE SALES PRICE VS. LIST PRICE	0%	100%	98.34%	8.57%	107.2%
AVERAGE DOM (DAYS ON MARKET)	0	50	64	108	18
TOTAL TRANSACTIONS	0	7	3	1	1
TOTAL DOLLAR VOLUME SOLD	\$0	\$1,730,999	\$825,000	\$12,000	\$402,000
APPROXIMATE ABSORPTION RATE	33.33%	116.67%	75%	0%	58.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	3	.86	1.33	0	1.71
TOTAL NUMBER OF UNITS LISTED	1	3	3	1	3



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +10.08%

Average Sale Price

SUPPLY +217.4%

Approx. Months Supply

SALES -50%

Closed Sales

ABSORPTION RATE -68.42%

Approximate

MARKET TIME +16 DAYS

Days On Market

NEGOTIABILITY -7.72%

Listing Discount

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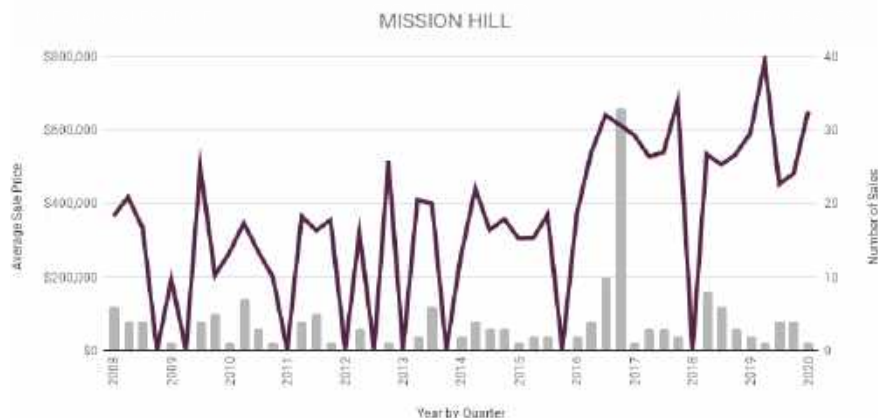


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$341	\$545	\$0	\$490	\$421
AVERAGE SALES PRICE	\$366,949	\$585,000	\$0	\$590,500	\$650,000
AVERAGE SALES PRICE VS. LIST PRICE	100.42%	100.34%	0%	103.6%	95.6%
AVERAGE DOM (DAYS ON MARKET)	20	94	0	19	35
TOTAL TRANSACTIONS	2	1	0	2	1
TOTAL DOLLAR VOLUME SOLD	\$733,898	\$585,000	\$0	\$1,181,000	\$650,000
APPROXIMATE ABSORPTION RATE	8.33%	400%	38.33%	52.76%	16.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	12	.25	3	1.89	6
TOTAL NUMBER OF UNITS LISTED	17	3	10	6	8



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +6.03%

Average Sale Price

SUPPLY -23.04%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE +29.9%

Approximate

MARKET TIME -6 DAYS

Days On Market

NEGOTIABILITY -2.04%

Listing Discount

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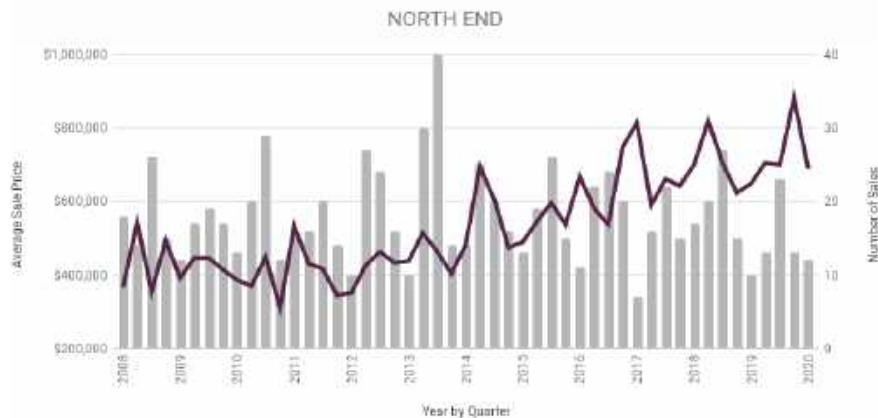


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$717	\$776	\$1,035	\$897	\$871
AVERAGE SALES PRICE	\$668,227	\$813,714	\$700,147	\$649,050	\$88,166
AVERAGE SALES PRICE VS. LIST PRICE	98.97%	98.8%	99.23%	98.39%	96.38%
AVERAGE DOM (DAYS ON MARKET)	52	38	45	62	56
TOTAL TRANSACTIONS	11	7	17	10	12
TOTAL DOLLAR VOLUME SOLD	\$7,350,499	\$5,696,000	\$11,902,500	\$6,490,500	\$8,258,000
APPROXIMATE ABSORPTION RATE	73.96%	50.69%	73.96%	43.45%	56.48%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.35	1.97	1.35	2.3	1.77
TOTAL NUMBER OF UNITS LISTED	31	23	26	22	27



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +3.82%

Average Sale Price

SUPPLY -40.63%

Approx. Months Supply

SALES -11.1%

Closed Sales

ABSORPTION RATE +67.9%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY +.77%

Listing Discount

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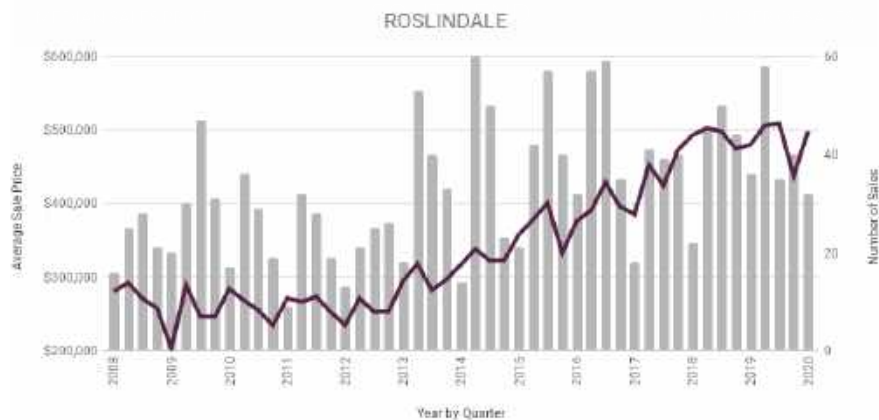


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535 Boylston Street
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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$335	\$359	\$399	\$430	\$435
AVERAGE SALES PRICE	\$375,956	\$385,183	\$492,913	\$479,708	\$498,019
AVERAGE SALES PRICE VS. LIST PRICE	100.09%	101.77%	101.4%	100.02%	100.79%
AVERAGE DOM (DAYS ON MARKET)	73	56	26	52	43
TOTAL TRANSACTIONS	32	18	22	36	32
TOTAL DOLLAR VOLUME SOLD	\$12,030,609	\$6,933,299	\$10,844,100	\$17,269,499	\$15,936,638
APPROXIMATE ABSORPTION RATE	95.56%	285%	236.67%	104.17%	175%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.05	.35	.42	.96	.57
TOTAL NUMBER OF UNITS LISTED	60	31	45	36	49



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES

Average Sale Price

-13.99%

SUPPLY

Approx. Months Supply

+50%

SALES

Closed Sales

+0%

ABSORPTION RATE

Approximate

-33.34%

MARKET TIME

Days On Market

-47 DAYS

NEGOTIABILITY

Listing Discount

+1.98%

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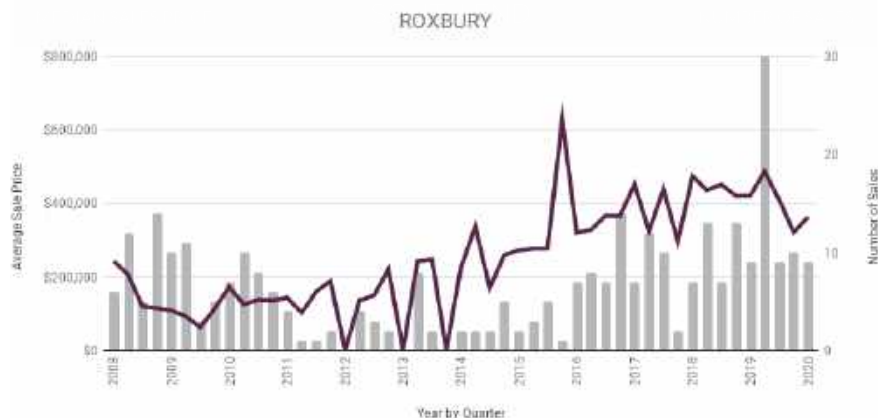


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$224	\$283	\$327	\$360	\$308
AVERAGE SALES PRICE	\$319,803	\$452,142	\$474,285	\$422,000	\$362,972
AVERAGE SALES PRICE VS. LIST PRICE	97.53%	98%	92.33%	100.05%	102.03%
AVERAGE DOM (DAYS ON MARKET)	79	75	84	95	48
TOTAL TRANSACTIONS	7	7	7	9	9
TOTAL DOLLAR VOLUME SOLD	\$2,238,624	\$3,165,000	\$3,319,999	\$3,798,000	\$3,266,751
APPROXIMATE ABSORPTION RATE	19.05%	51.39%	64.58%	87.5%	58.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	5.25	1.95	1.55	1.14	1.71
TOTAL NUMBER OF UNITS LISTED	11	12	13	17	25



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +76.3%

Average Sale Price

SUPPLY -67.5%

Approx. Months Supply

SALES +180%

Closed Sales

ABSORPTION RATE +207.6%

Approximate

MARKET TIME -14 DAYS

Days On Market

NEGOTIABILITY +1.21%

Listing Discount

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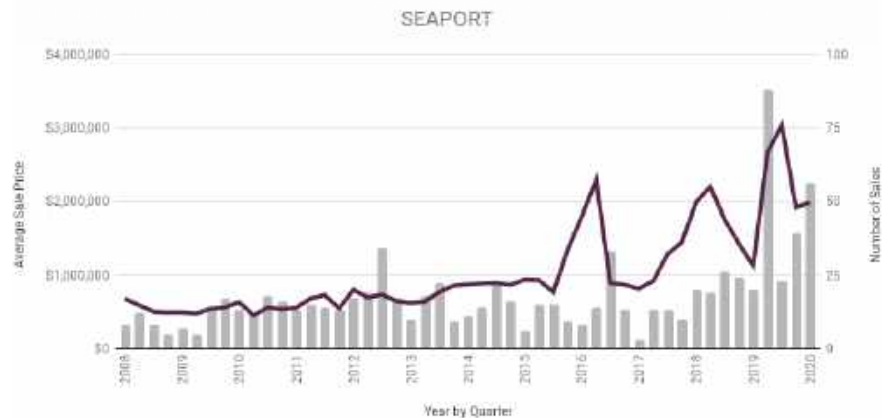


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$1,079	\$804	\$1,125	\$991	\$1,616
AVERAGE SALES PRICE	\$1,791,281	\$811,666	\$1,989,252	\$1,127,375	\$1,988,500
AVERAGE SALES PRICE VS. LIST PRICE	99.77%	99.23%	98.71%	98.61%	99.81%
AVERAGE DOM (DAYS ON MARKET)	40	78	70	68	54
TOTAL TRANSACTIONS	8	3	20	20	56
TOTAL DOLLAR VOLUME SOLD	\$14,330,250	\$22,435,000	\$39,785,047	\$22,547,500	\$111,356,005
APPROXIMATE ABSORPTION RATE	48.96%	27.08%	25.93%	13.95%	42.92%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.04	3.69	3.86	7.17	2.33
TOTAL NUMBER OF UNITS LISTED	27	26	19	64	58



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +13.6%

Average Sale Price

SUPPLY +7.83%

Approx. Months Supply

SALES -7.22%

Closed Sales

ABSORPTION RATE -7.5%

Approximate

MARKET TIME +35 DAYS

Days On Market

NEGOTIABILITY -1.77%

Listing Discount

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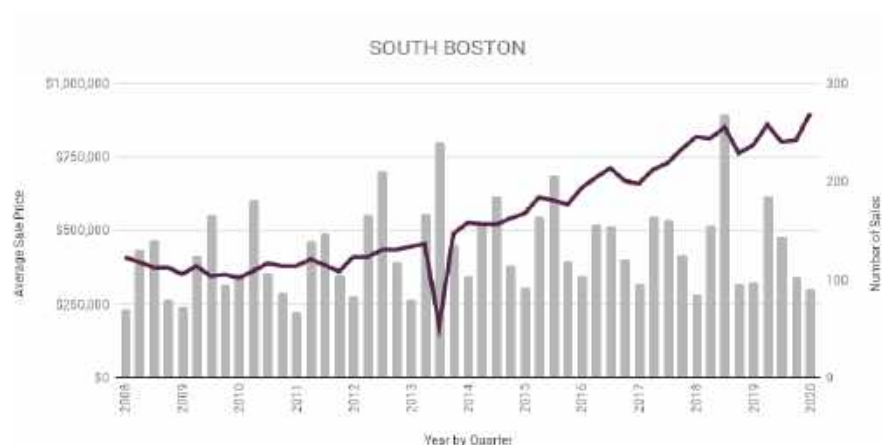


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$578	\$642	\$697	\$723	\$743
AVERAGE SALES PRICE	\$645,359	\$659,383	\$818,676	\$790,095	\$897,548
AVERAGE SALES PRICE VS. LIST PRICE	99.53%	98.4%	99.04%	98.82%	97.08%
AVERAGE DOM (DAYS ON MARKET)	52	58	45	54	89
TOTAL TRANSACTIONS	103	96	85	97	90
TOTAL DOLLAR VOLUME SOLD	\$66,472,066	\$63,300,836	\$69,587,514	\$76,639,219	\$80,779,352
APPROXIMATE ABSORPTION RATE	103.13%	79.46%	69.07%	60.37%	55.84%
APPROXIMATE MONTHS INVENTORY SUPPLY	.97	1.26	1.45	1.66	1.79
TOTAL NUMBER OF UNITS LISTED	149	188	193	139	185



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES

Average Sale Price

-.07%

SUPPLY

Approx. Months Supply

+54.86%

SALES

Closed Sales

-29.03%

ABSORPTION RATE

Approximate

-35.5%

MARKET TIME

Days On Market

+14 DAYS

NEGOTIABILITY

Listing Discount

+.2%

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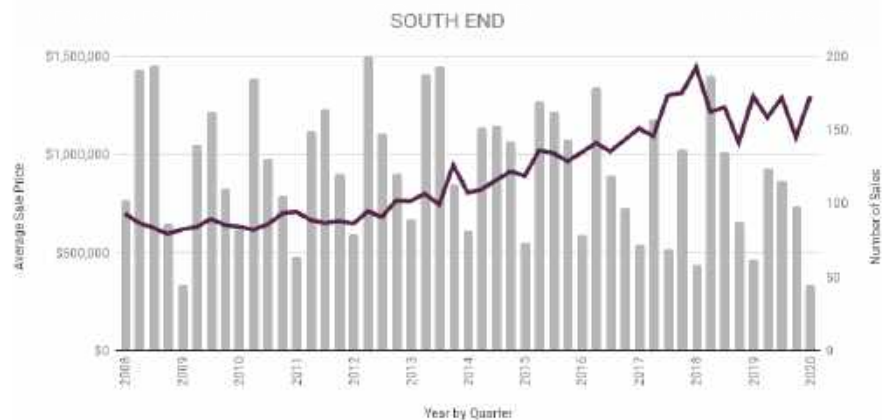


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$857	\$949	\$993	\$992	\$1,005
AVERAGE SALES PRICE	\$1,009,744	\$1,132,306	\$1,444,192	\$1,296,483	\$1,295,541
AVERAGE SALES PRICE VS. LIST PRICE	99.79%	100.4%	98.58%	97.36%	97.56%
AVERAGE DOM (DAYS ON MARKET)	53	56	52	66	80
TOTAL TRANSACTIONS	78	72	58	62	44
TOTAL DOLLAR VOLUME SOLD	\$78,760,081	\$81,526,062	\$83,763,178	\$80,381,955	\$57,003,807
APPROXIMATE ABSORPTION RATE	81.29%	71.36%	76.44%	69.44%	44.79%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.23	1.4	1.31	1.44	2.23
TOTAL NUMBER OF UNITS LISTED	157	132	122	127	137



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES

Average Sale Price

-20.09%

SUPPLY

Approx. Months Supply

+1.65%

SALES

Closed Sales

-12%

ABSORPTION RATE

Approximate

-1.56%

MARKET TIME

Days On Market

+41 DAYS

NEGOTIABILITY

Listing Discount

+1.03%

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Q1:16

Q1:17

Q1:18

Q1:19

Q1:20

AVERAGE
PRICE PER FOOT

\$920

\$978

\$935

\$1,093

\$1,038

AVERAGE
SALES PRICE

\$1,138,990

\$1,351,488

\$1,120,593

\$1,663,436

\$1,329,202

AVERAGE
SALES PRICE VS. LIST PRICE

93.84%

97.38%

97.08%

97.38%

96.38%

AVERAGE
DOM (DAYS ON MARKET)

76

79

116

75

116

TOTAL
TRANSACTIONS

26

27

29

25

22

TOTAL
DOLLAR VOLUME SOLD

\$29,613,749

\$36,490,194

\$32,497,199

\$41,585,900

\$29,242,457

APPROXIMATE
ABSORPTION RATE

34.6%

39.94%

28.75%

21.6%

21.48%

APPROXIMATE
MONTHS INVENTORY SUPPLY

2.89

2.5

3.48

4.63

4.66

TOTAL
NUMBER OF UNITS LISTED

54

55

51

64

58



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +16.15%

Average Sale Price

SUPPLY -62.5%

Approx. Months Supply

SALES +300%

Closed Sales

ABSORPTION RATE +166.6%

Approximate

MARKET TIME +1 DAYS

Days On Market

NEGOTIABILITY +1.3%

Listing Discount

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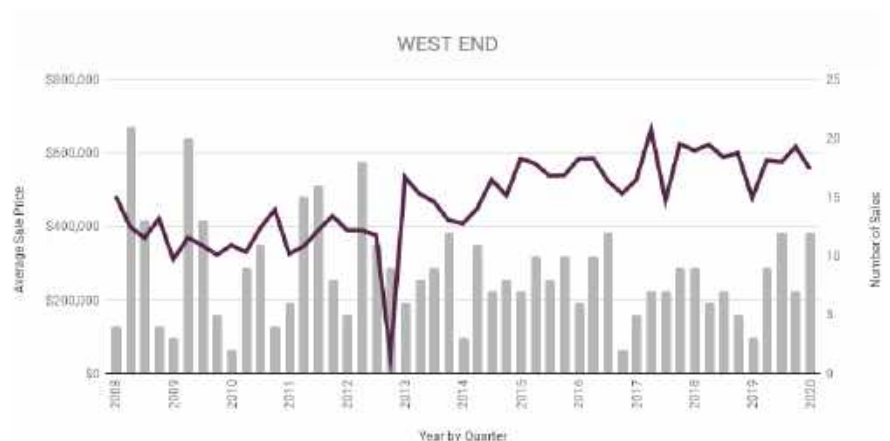


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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$608	\$582	\$623	\$619	\$619
AVERAGE SALES PRICE	\$583,935	\$527,980	\$605,895	\$478,333	\$555,580
AVERAGE SALES PRICE VS. LIST PRICE	100.45%	98.25%	102.21%	98.42%	99.7%
AVERAGE DOM (DAYS ON MARKET)	39	45	72	79	80
TOTAL TRANSACTIONS	6	5	9	3	12
TOTAL DOLLAR VOLUME SOLD	\$3,503,613	\$2,639,900	\$5,453,055	\$1,434,999	\$6,666,966
APPROXIMATE ABSORPTION RATE	72.92%	40.28%	40.28%	25%	66.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	2.48	2.48	4	1.5
TOTAL NUMBER OF UNITS LISTED	9	7	7	8	12



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:20 vs. Q1:19

PRICES +43.34%

Average Sale Price

SUPPLY +0%

Approx. Months Supply

SALES +12.5%

Closed Sales

ABSORPTION RATE +0%

Approximate

MARKET TIME -18 DAYS

Days On Market

NEGOTIABILITY =1.15%

Listing Discount

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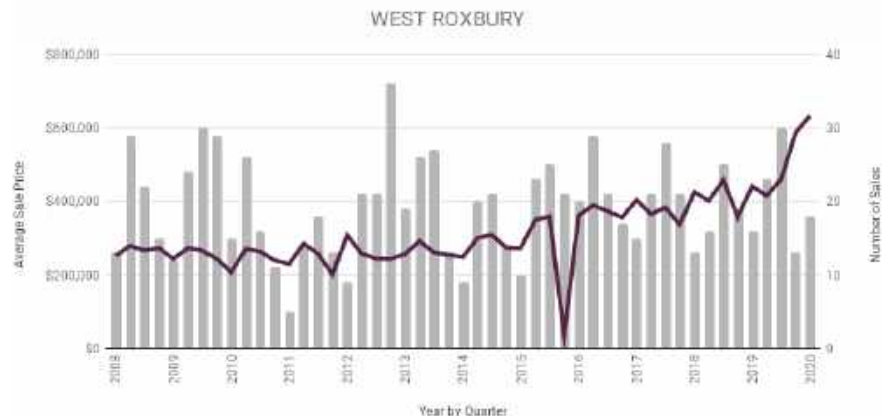


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535 Boylston Street
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	Q1:16	Q1:17	Q1:18	Q1:19	Q1:20
AVERAGE PRICE PER FOOT	\$335	\$366	\$424	\$354	\$499
AVERAGE SALES PRICE	\$361,469	\$403,340	\$425,692	\$441,353	\$632,638
AVERAGE SALES PRICE VS. LIST PRICE	98.45%	99.75%	100.22%	98.73%	99.87%
AVERAGE DOM (DAYS ON MARKET)	56	42	35	62	40
TOTAL TRANSACTIONS	20	15	13	16	18
TOTAL DOLLAR VOLUME SOLD	\$7,229,399	\$6,050,100	\$5,534,000	\$7,061,650	\$11,387,500
APPROXIMATE ABSORPTION RATE	94.79%	118.06%	140%	92.86%	92.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.055	.85	.71	1.08	1.08
TOTAL NUMBER OF UNITS LISTED	18	21	20	20	21



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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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SOUTH END

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BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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