

BOSTON MARKET DATA
BY NEIGHBORHOOD

2021
Annual



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

2021 vs. 2020

PRICES +.88%

Average Sale Price

SUPPLY -58.6%

Approx. Months Supply

SALES +50.7%

Closed Sales

ABSORPTION RATE +141%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY -.07%

Listing Discount

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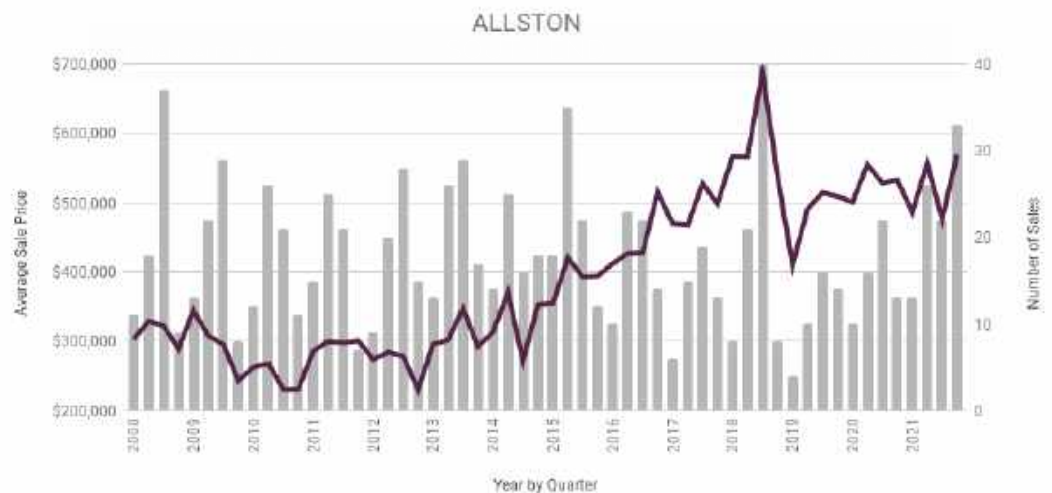


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$553	\$689	\$608	\$622	\$637
AVERAGE SALES PRICE	\$497,138	\$627,598	\$499,598	\$531,850	\$536,524
AVERAGE SALES PRICE VS. LIST PRICE	102.24%	101.5%	99.62%	99.44%	99.37%
AVERAGE DOM (DAYS ON MARKET)	25	22	36	38	47
TOTAL TRANSACTIONS	53	77	45	63	95
TOTAL DOLLAR VOLUME SOLD	\$26,348,347	\$48,325,099	\$22,495,994	\$33,506,550	\$50,969,797
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	69	85	66	107	134



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2021 vs. 2020

PRICES +25.5%

Average Sale Price

SUPPLY -66.21%

Approx. Months Supply

SALES +56.5%

Closed Sales

ABSORPTION RATE +191.6%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY -.46%

Listing Discount

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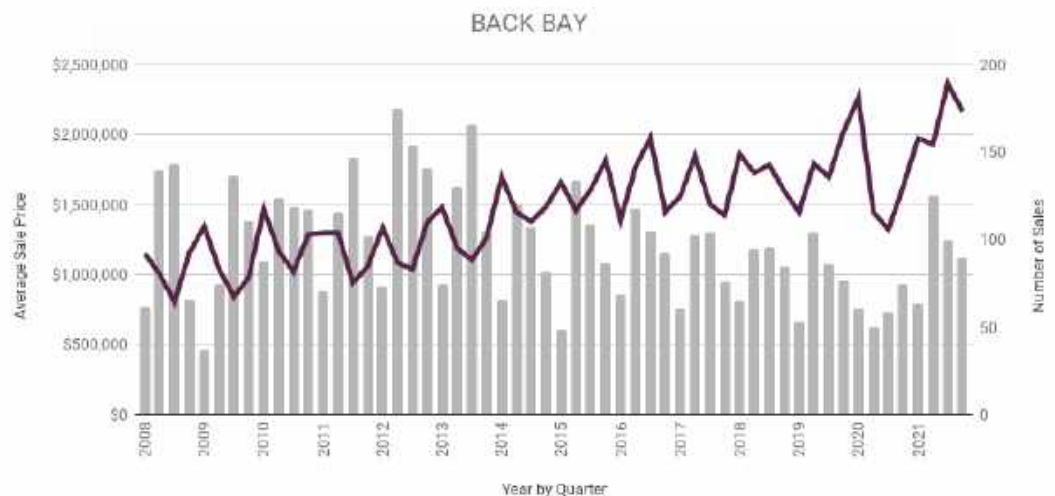


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$1,185	\$1,251	\$1,246	\$1,231	\$1,309
AVERAGE SALES PRICE	\$1,600,335	\$1,742,631	\$1,764,125	\$1,677,649	\$2,106,741
AVERAGE SALES PRICE VS. LIST PRICE	97.52%	97.75%	96.7%	95.52%	95.09%
AVERAGE DOM (DAYS ON MARKET)	54	63	63	72	85
TOTAL TRANSACTIONS	344	341	321	244	382
TOTAL DOLLAR VOLUME SOLD	\$550,515,099	\$594,237,185	\$566,284,241	\$409,346,539	\$804,775,421
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	507	450	504	508	538



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2021 vs. 2020

PRICES -22.03%

Average Sale Price

SUPPLY -69.42%

Approx. Months Supply

SALES +9.09%

Closed Sales

ABSORPTION RATE +227%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY -.96%

Listing Discount

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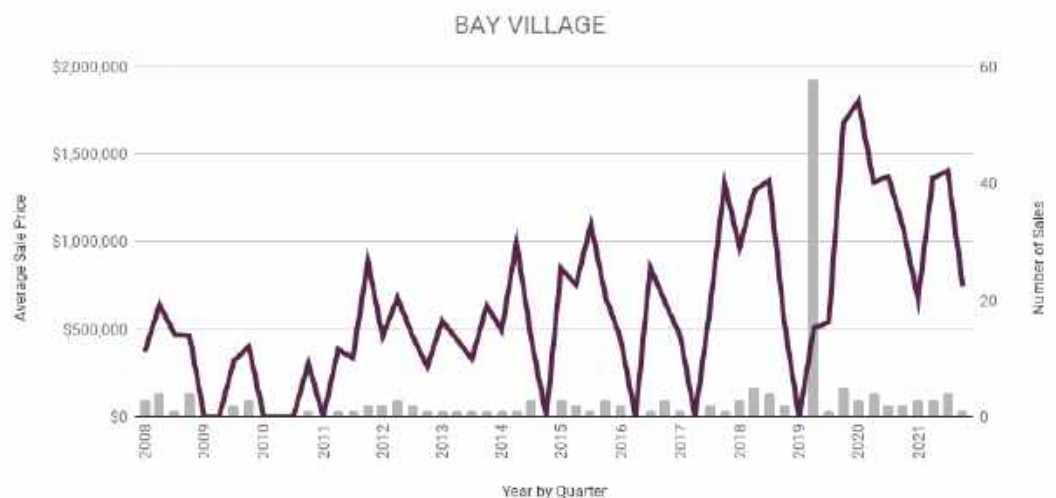


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$948	\$1,047	\$1,155	\$1,116	\$1,020
AVERAGE SALES PRICE	\$756,750	\$1,133,017	\$1,300,000	\$1,426,000	\$1,111,916
AVERAGE SALES PRICE VS. LIST PRICE	97.21%	96.01%	100.54%	100.27%	99.3%
AVERAGE DOM (DAYS ON MARKET)	56	56	34	79	91
TOTAL TRANSACTIONS	4	14	8	11	12
TOTAL DOLLAR VOLUME SOLD	\$3,027,000	\$15,862,250	\$10,400,000	\$15,686,000	\$13,343,000
APPROXIMATE ABSORPTION RATE	5.56%	38.89%	66.67%	30.56%	100%
APPROXIMATE MONTHS INVENTORY SUPPLY	18	2.57	1.5	3.27	1
TOTAL NUMBER OF UNITS LISTED	16	23	1	20	20



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YEAR-OVER-YEAR

2021 vs. 2020

PRICES -13.84%

Average Sale Price

SUPPLY -54.5%

Approx. Months Supply

SALES +43.6%

Closed Sales

ABSORPTION RATE +119%

Approximate

MARKET TIME +14 DAYS

Days On Market

NEGOTIABILITY -.06%

Listing Discount

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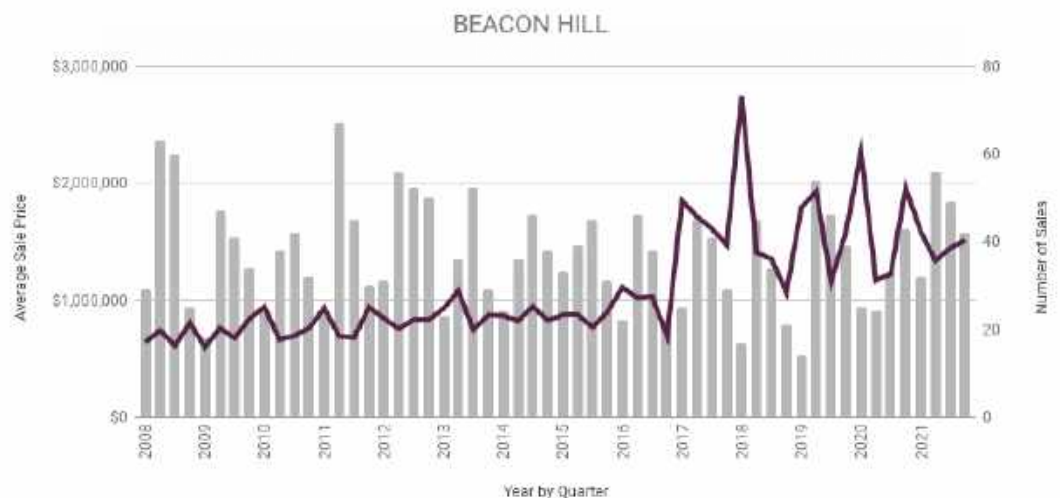


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$1,160	\$1,225	\$1,212	\$1,144	\$1,210
AVERAGE SALES PRICE	\$1,656,056	\$1,512,733	\$1,602,972	\$1,662,473	\$1,440,759
AVERAGE SALES PRICE VS. LIST PRICE	99.01%	100.76%	98.33%	95.55%	95.49%
AVERAGE DOM (DAYS ON MARKET)	60	58	59	53	67
TOTAL TRANSACTIONS	140	117	154	126	181
TOTAL DOLLAR VOLUME SOLD	\$231,707,903	\$176,989,856	\$246,857,728	\$209,471,624	\$260,777,424
APPROXIMATE ABSORPTION RATE	72.92%	58.33%	55.8%	23.33%	52.01%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	1.72	1.79	4.29	1.92
TOTAL NUMBER OF UNITS LISTED	164	174	228	244	250



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YEAR-OVER-YEAR

2021 vs. 2020

PRICES +3.53%
Average Sale Price

SUPPLY -59.8%
Approx. Months Supply

SALES +71.5%
Closed Sales

ABSORPTION RATE +149.7%
Approximate

MARKET TIME +12 DAYS
Days On Market

NEGOTIABILITY +.61%
Listing Discount

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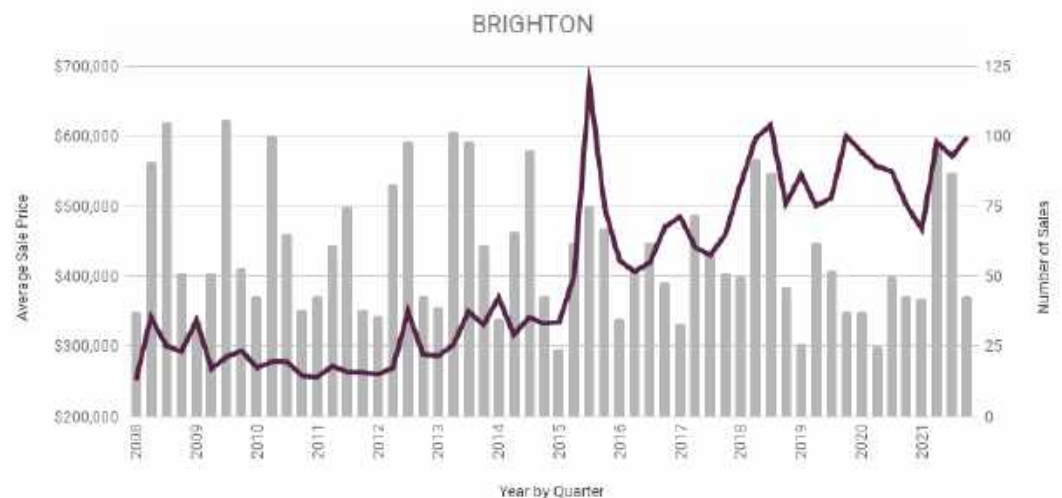


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$558	\$664	\$600	\$596	\$659
AVERAGE SALES PRICE	\$449,439	\$574,790	\$533,976	\$546,951	\$566,253
AVERAGE SALES PRICE VS. LIST PRICE	103.65%	101.09%	99.13%	98.8%	99.4%
AVERAGE DOM (DAYS ON MARKET)	24	29	40	40	52
TOTAL TRANSACTIONS	215	275	174	158	271
TOTAL DOLLAR VOLUME SOLD	\$96,629,415	\$158,067,360	\$92,911,971	\$86,418,376	\$153,454,650
APPROXIMATE ABSORPTION RATE	99.54%	164.29%	86.27%	34.65%	86.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	.61	1.16	2.89	1.15
TOTAL NUMBER OF UNITS LISTED	286	294	243	283	414



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2021 vs. 2020

PRICES +1.42%

Average Sale Price

SUPPLY -72.3%

Approx. Months Supply

SALES +19.37%

Closed Sales

ABSORPTION RATE +258.1%

Approximate

MARKET TIME +8 DAYS

Days On Market

NEGOTIABILITY +.79%

Listing Discount

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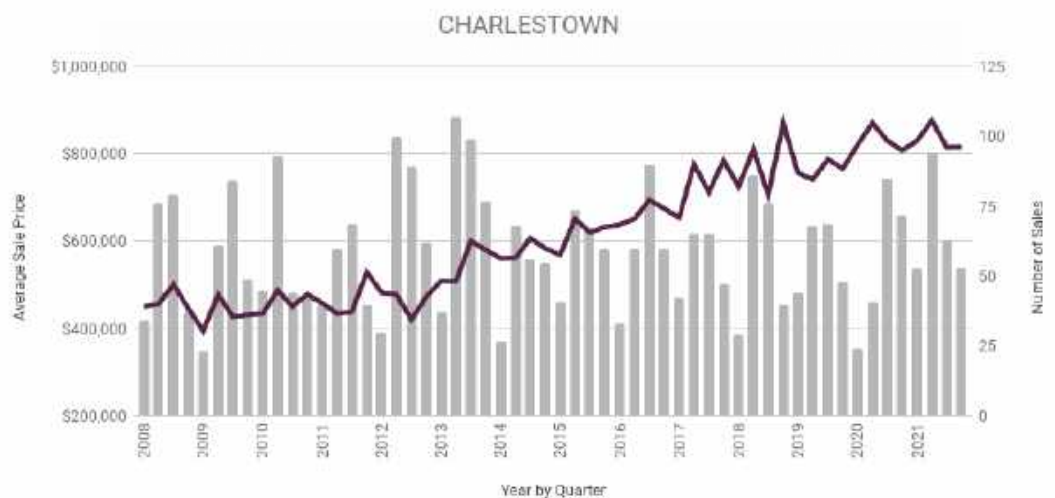


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$677	\$726	\$727	\$769	\$773
AVERAGE SALES PRICE	\$736,019	\$778,044	\$765,144	\$829,804	\$841,562
AVERAGE SALES PRICE VS. LIST PRICE	101.24%	101.83%	100.11%	99.63%	100.41%
AVERAGE DOM (DAYS ON MARKET)	39	30	39	32	40
TOTAL TRANSACTIONS	219	231	215	222	265
TOTAL DOLLAR VOLUME SOLD	\$161,188,239	\$179,728,330	\$164,506,043	\$184,216,674	\$223,014,078
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	256	275	265	327	299



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YEAR-OVER-YEAR

2021 vs. 2020

PRICES +5.61%

Average Sale Price

SUPPLY -26.24%

Approx. Months Supply

SALES +13.5%

Closed Sales

ABSORPTION RATE +34.6%

Approximate

MARKET TIME -0 DAYS

Days On Market

NEGOTIABILITY +.25%

Listing Discount

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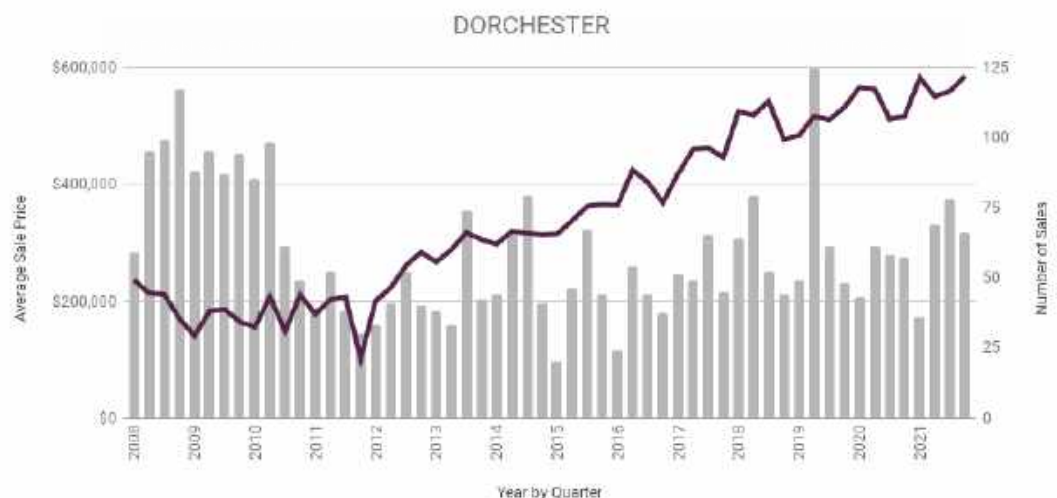


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$377	\$414	\$445	\$450	\$478
AVERAGE SALES PRICE	\$446,762	\$516,979	\$513,219	\$534,950	\$564,981
AVERAGE SALES PRICE VS. LIST PRICE	100.63%	100.31%	98.79%	99.66%	99.91%
AVERAGE DOM (DAYS ON MARKET)	33	38	54	41	41
TOTAL TRANSACTIONS	210	239	236	222	252
TOTAL DOLLAR VOLUME SOLD	\$93,820,169	\$123,558,000	\$121,119,917	\$118,758,979	\$142,375,348
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	276	311	324	299	352



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YEAR-OVER-YEAR

2021 vs. 2020

PRICES -16.8%

Average Sale Price

SUPPLY -59.03%

Approx. Months Supply

SALES +43.42%

Closed Sales

ABSORPTION RATE +143.9%

Approximate

MARKET TIME +28 DAYS

Days On Market

NEGOTIABILITY +1.48%

Listing Discount

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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$1,211	\$1,152	\$1,101	\$1,051	\$981
AVERAGE SALES PRICE	\$1,896,800	\$1,595,089	\$1,630,492	\$1,581,408	\$1,315,114
AVERAGE SALES PRICE VS. LIST PRICE	95.09%	93.41%	95.32%	94.72%	96.12%
AVERAGE DOM (DAYS ON MARKET)	85	95	91	97	125
TOTAL TRANSACTIONS	195	134	131	76	109
TOTAL DOLLAR VOLUME SOLD	\$369,876,000	\$213,741,998	\$213,594,453	\$120,187,078	\$143,347,479
APPROXIMATE ABSORPTION RATE	33.1%	17.4%	22.9%	9.31%	22.15%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.02	5.73	4.36	10.74	4.51
TOTAL NUMBER OF UNITS LISTED	5	3	253	212	190



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

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2021 vs. 2020

PRICES +33.81%

Average Sale Price

SUPPLY -86.23%

Approx. Months Supply

SALES +238.5%

Closed Sales

ABSORPTION RATE +625.2%

Approximate

MARKET TIME +106 DAYS

Days On Market

NEGOTIABILITY +.98%

Listing Discount

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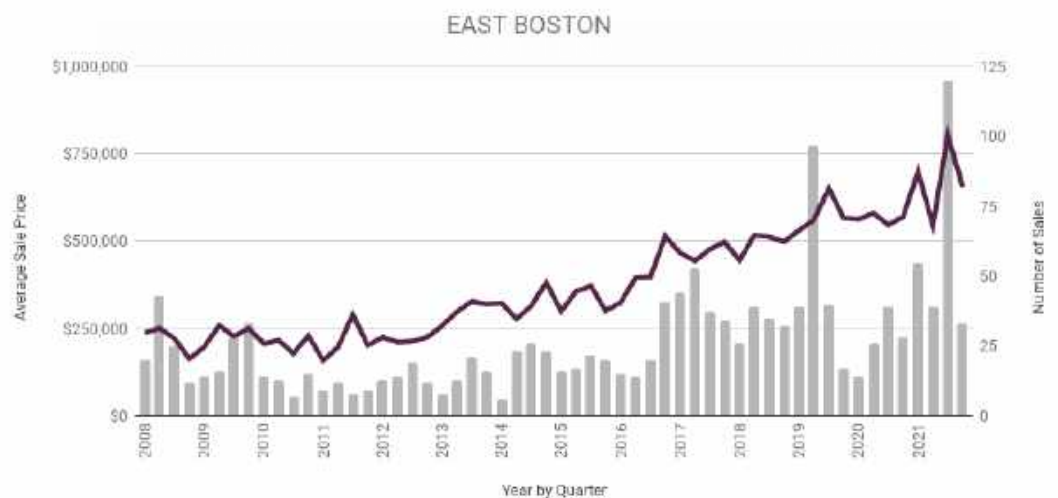


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$481	\$515	\$596	\$591	\$824
AVERAGE SALES PRICE	\$468,331	\$497,357	\$578,457	\$564,468	\$755,303
AVERAGE SALES PRICE VS. LIST PRICE	99.68%	100.55%	99.29%	98.76%	99.74%
AVERAGE DOM (DAYS ON MARKET)	44	45	46	61	167
TOTAL TRANSACTIONS	168	132	173	109	369
TOTAL DOLLAR VOLUME SOLD	\$78,679,613	\$65,651,142	\$100,073,093	\$61,527,027	\$278,707,051
APPROXIMATE ABSORPTION RATE	155.56%	55%	48.33%	17.14%	113.8%
APPROXIMATE MONTHS INVENTORY SUPPLY	.64	1.82	2.07	5.83	.88
TOTAL NUMBER OF UNITS LISTED	194	214	295	288	335



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2021 vs. 2020

PRICES +2.52%

Average Sale Price

SUPPLY -79.34%

Approx. Months Supply

SALES +127.8%

Closed Sales

ABSORPTION RATE +384.2%

Approximate

MARKET TIME +4 DAYS

Days On Market

NEGOTIABILITY +1.15%

Listing Discount

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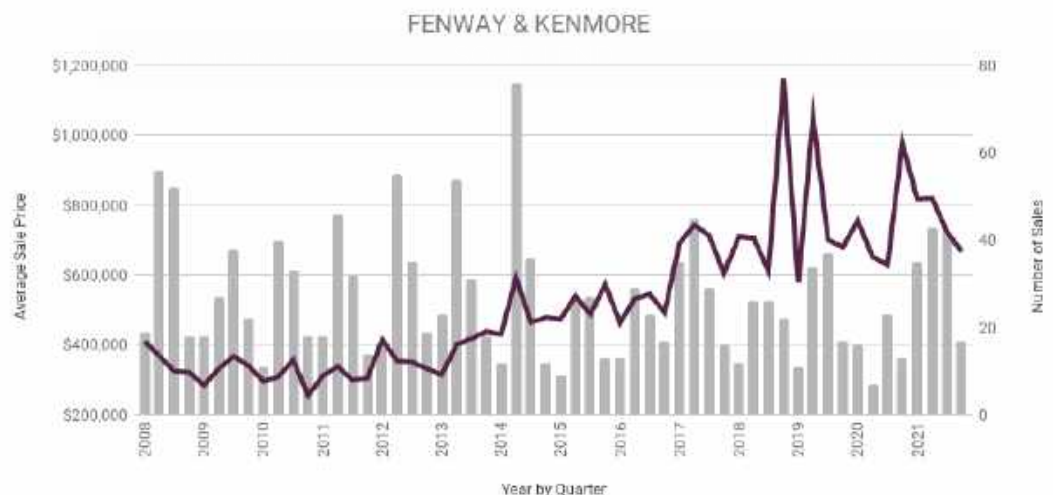


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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$910	\$1,042	\$996	\$969	\$967
AVERAGE SALES PRICE	\$704,309	\$795,351	\$794,145	\$750,736	\$769,689
AVERAGE SALES PRICE VS. LIST PRICE	100.15%	98.76%	95.75%	97.7%	98.89%
AVERAGE DOM (DAYS ON MARKET)	25	36	45	43	47
TOTAL TRANSACTIONS	125	86	103	61	139
TOTAL DOLLAR VOLUME SOLD	\$88,038,701	\$68,400,229	\$81,796,936	\$45,794,900	\$106,986,811
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	143	170	145	153	167



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2021 vs. 2020

PRICES +4.79%

Average Sale Price

SUPPLY -70.07%

Approx. Months Supply

SALES +9.11%

Closed Sales

ABSORPTION RATE +232.6%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY +1.37%

Listing Discount

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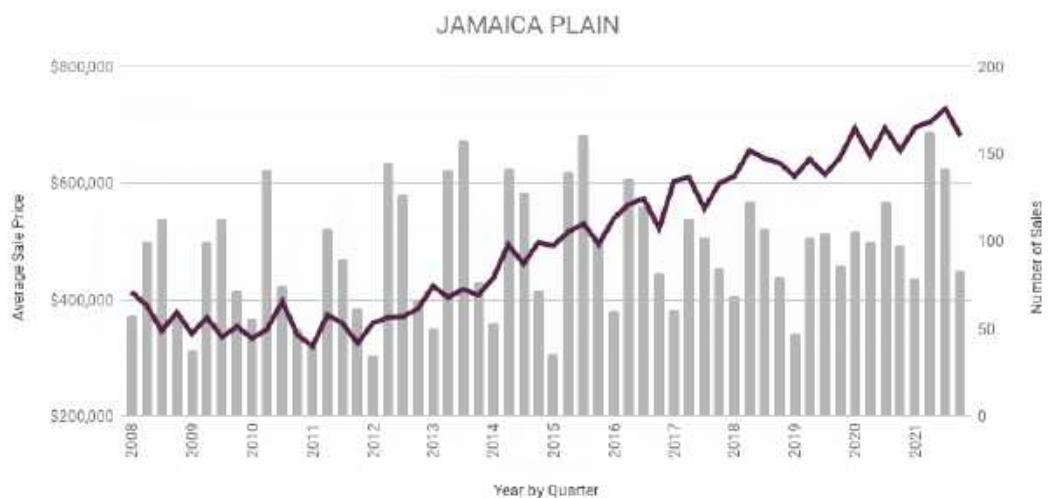


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AVERAGE PRICE PER FOOT	\$494	\$523	\$536	\$571	\$591
AVERAGE SALES PRICE	\$591,224	\$639,985	\$630,663	\$674,076	\$706,342
AVERAGE SALES PRICE VS. LIST PRICE	103.48%	102.83%	101.47%	100.85%	102.23%
AVERAGE DOM (DAYS ON MARKET)	28	28	34	40	34
TOTAL TRANSACTIONS	361	379	339	428	524
TOTAL DOLLAR VOLUME SOLD	\$213,432,109	\$242,554,405	\$213,794,773	\$288,504,592	\$329,861,887
APPROXIMATE ABSORPTION RATE	1076.96%	126.67%	88.54%	70.26%	243.23%
APPROXIMATE MONTHS INVENTORY SUPPLY	.57	.79	1.13	1.42	.41
TOTAL NUMBER OF UNITS LISTED	424	469	461	506	524



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YEAR-OVER-YEAR

2021 vs. 2020

PRICES +21.49%

Average Sale Price

SUPPLY +150%

Approx. Months Supply

SALES +0%

Closed Sales

ABSORPTION RATE +13.3%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY -2.02%

Listing Discount

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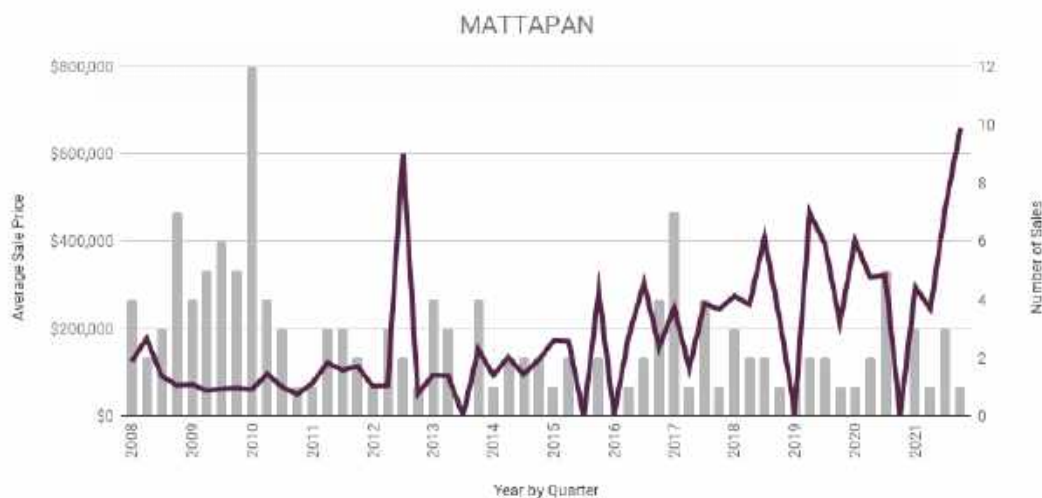


BERKSHIRE
HATHAWAY
Home Services
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$224	\$250	\$291	\$340	\$294
AVERAGE SALES PRICE	\$239,461	\$296,750	\$342,250	\$331,618	\$402,875
AVERAGE SALES PRICE VS. LIST PRICE	99.46%	101.34%	96.96%	102.52%	100.44%
AVERAGE DOM (DAYS ON MARKET)	47	42	91	46	42
TOTAL TRANSACTIONS	13	8	6	8	8
TOTAL DOLLAR VOLUME SOLD	\$3,113,000	\$2,374,000	\$2,053,500	\$2,652,950	\$3,223,000
APPROXIMATE ABSORPTION RATE	54.17%	22.22%	50%	33.3%	13.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	4.5	2	3	7.5
TOTAL NUMBER OF UNITS LISTED	10	13	7	12	15



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +4.5%

Average Sale Price

SUPPLY +56.8%

Approx. Months Supply

SALES -4.55%

Closed Sales

ABSORPTION RATE -36.37%

Approximate

MARKET TIME +34 DAYS

Days On Market

NEGOTIABILITY +1.81%

Listing Discount

Smart matters.

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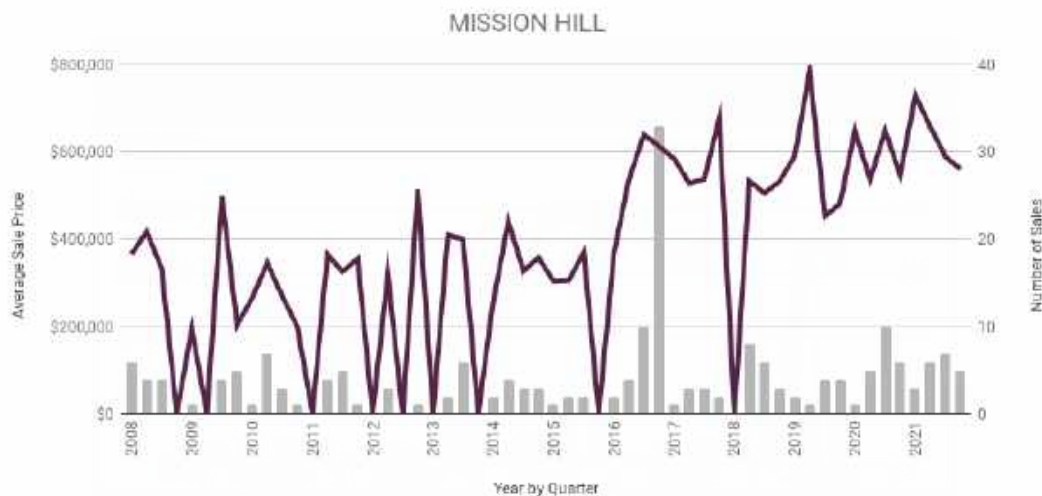


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$474	\$528	\$453	\$548	\$557
AVERAGE SALES PRICE	\$571,100	\$523,691	\$518,568	\$595,471	\$622,280
AVERAGE SALES PRICE VS. LIST PRICE	103.86%	104.53%	100.69%	99.07%	100.86%
AVERAGE DOM (DAYS ON MARKET)	9	35	41	64	30
TOTAL TRANSACTIONS	22	17	11	22	21
TOTAL DOLLAR VOLUME SOLD	\$5,139,900	\$8,902,762	\$5,704,255	\$13,100,380	\$13,067,900
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	13	26	20	41	26



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +2.81%

Average Sale Price

SUPPLY -60.2%

Approx. Months Supply

SALES +14.1%

Closed Sales

ABSORPTION RATE +150.3%

Approximate

MARKET TIME +14 DAYS

Days On Market

NEGOTIABILITY +.19%

Listing Discount

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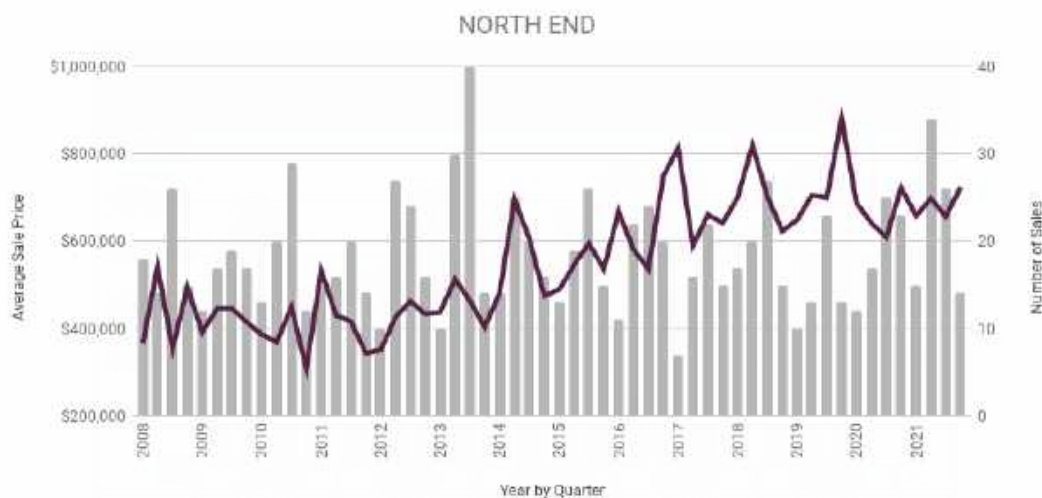


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$892	\$969	\$912	\$896	\$899
AVERAGE SALES PRICE	\$655,312	\$714,369	\$732,601	\$664,635	\$683,324
AVERAGE SALES PRICE VS. LIST PRICE	99.42%	99.93%	98.01%	97.4%	97.59%
AVERAGE DOM (DAYS ON MARKET)	42	37	53	46	60
TOTAL TRANSACTIONS	60	79	59	78	89
TOTAL DOLLAR VOLUME SOLD	\$39,318,732	\$56,435,181	\$43,223,509	\$51,841,598	\$60,815,916
APPROXIMATE ABSORPTION RATE	50%	96.24%	98.33%	32.92%	82.41%
APPROXIMATE MONTHS INVENTORY SUPPLY	2	1.05	1.02	3.04	1.21
TOTAL NUMBER OF UNITS LISTED	91	113	98	148	108



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +10.97%

Average Sale Price

SUPPLY -77.45%

Approx. Months Supply

SALES +10.58%

Closed Sales

ABSORPTION RATE +342.3%

Approximate

MARKET TIME +3 DAYS

Days On Market

NEGOTIABILITY -.11%

Listing Discount

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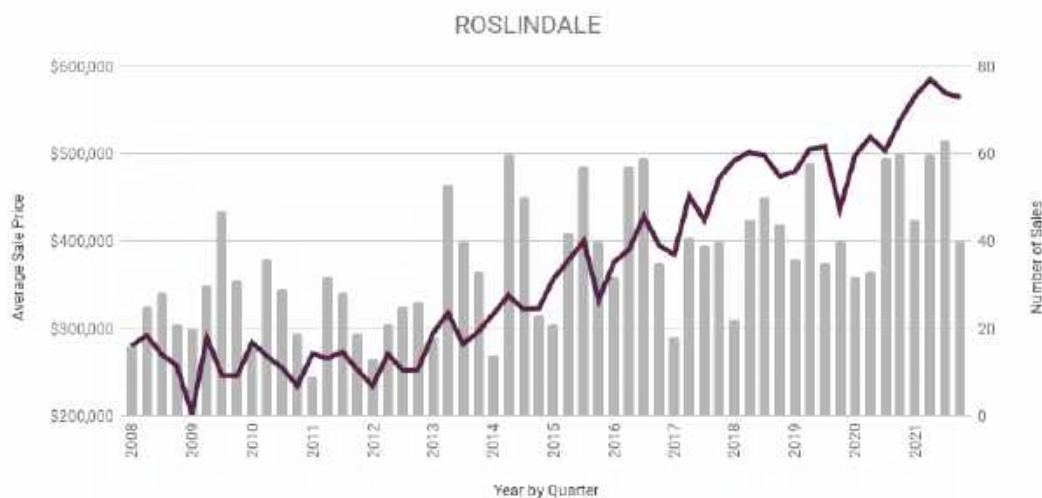


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$363	\$404	\$419	\$436	\$488
AVERAGE SALES PRICE	\$442,288	\$493,069	\$484,507	\$515,848	\$572,412
AVERAGE SALES PRICE VS. LIST PRICE	103.71%	101.72%	101.52%	101.82%	101.7%
AVERAGE DOM (DAYS ON MARKET)	32	29	42	30	33
TOTAL TRANSACTIONS	138	161	169	189	209
TOTAL DOLLAR VOLUME SOLD	\$60,897,763	\$79,384,250	\$81,881,698	\$97,495,385	\$119,634,146
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	167	200	218	240	224



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +13.4%

Average Sale Price

SUPPLY +55.71%

Approx. Months Supply

SALES +7.5%

Closed Sales

ABSORPTION RATE -35.8%

Approximate

MARKET TIME +2 DAYS

Days On Market

NEGOTIABILITY -.25%

Listing Discount

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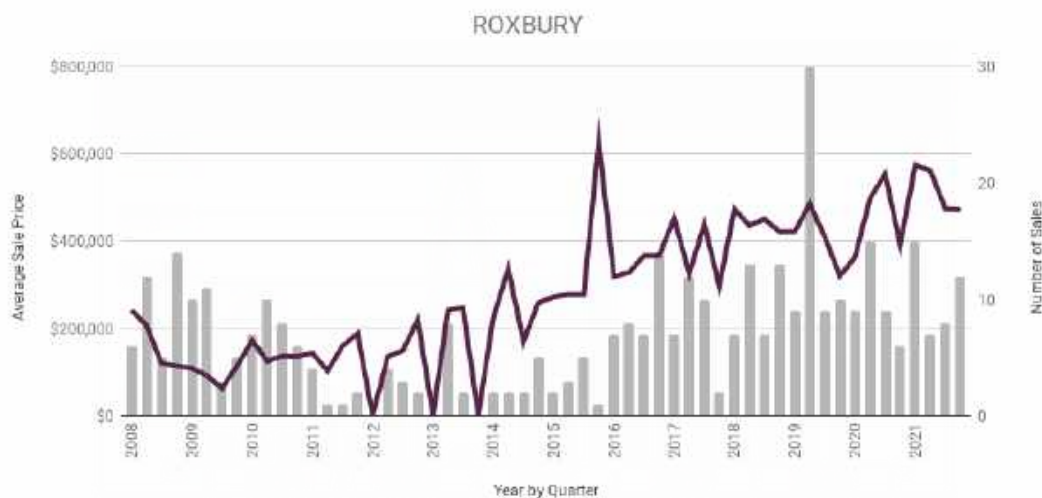


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

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535 Boylston Street
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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$257	\$327	\$328	\$401	\$471
AVERAGE SALES PRICE	\$389,024	\$440,706	\$407,617	\$463,226	\$525,290
AVERAGE SALES PRICE VS. LIST PRICE	98.4%	97.96%	99.19%	99.55%	99.3%
AVERAGE DOM (DAYS ON MARKET)	69	51	64	42	44
TOTAL TRANSACTIONS	31	40	42	40	43
TOTAL DOLLAR VOLUME SOLD	\$12,059,747	\$17,628,252	\$17,119,948	\$18,529,052	\$22,587,498
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	52	78	68	64	79



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +8.58%

Average Sale Price

SUPPLY +21.8%

Approx. Months Supply

SALES +26.1%

Closed Sales

ABSORPTION RATE -17.3%

Approximate

MARKET TIME +2 DAYS

Days On Market

NEGOTIABILITY -.33%

Listing Discount

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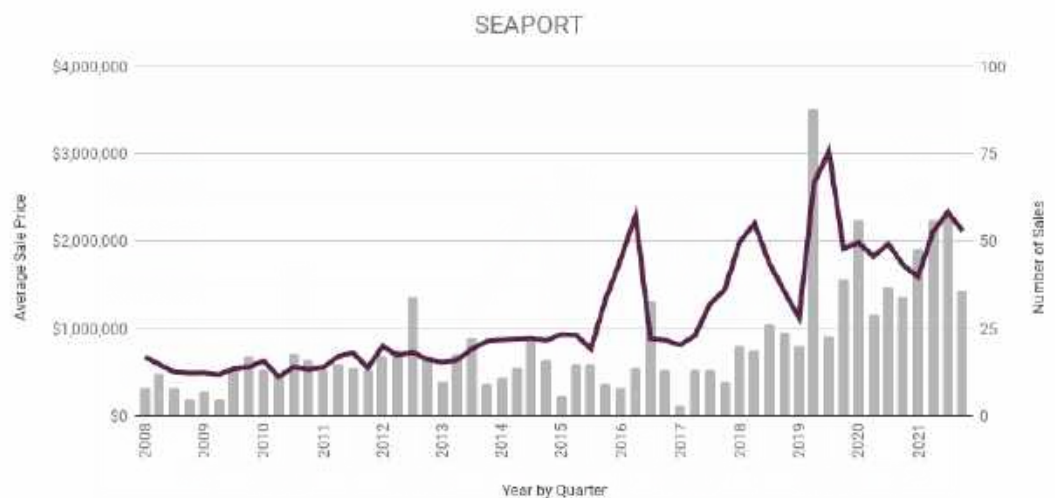


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$884	\$1,229	\$1,632	\$1,584	\$1,617
AVERAGE SALES PRICE	\$1,165,839	\$1,813,537	\$2,468,501	\$1,889,284	\$2,051,460
AVERAGE SALES PRICE VS. LIST PRICE	96.49%	97.68%	98.8%	98.76%	98.44%
AVERAGE DOM (DAYS ON MARKET)	56	65	44	52	54
TOTAL TRANSACTIONS	40	89	158	157	198
TOTAL DOLLAR VOLUME SOLD	\$46,633,589	\$161,404,873	\$392,867,311	\$296,617,696	\$406,189,135
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	81	170	331	232	325



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +2.27%

Average Sale Price

SUPPLY -68.9%

Approx. Months Supply

SALES +44.7%

Closed Sales

ABSORPTION RATE +220%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY +.66%

Listing Discount

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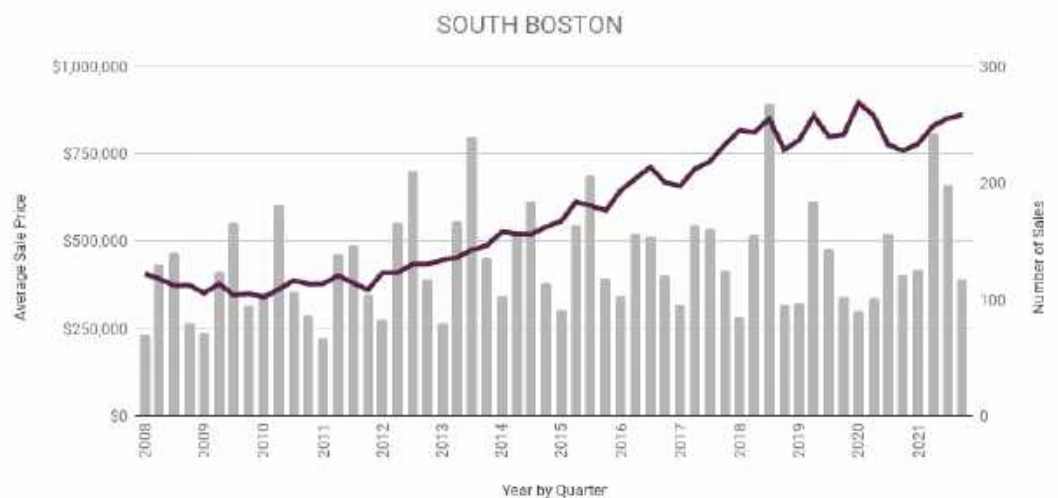


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$665	\$755	\$741	\$752	\$772
AVERAGE SALES PRICE	\$721,001	\$823,449	\$818,111	\$813,685	\$832,174
AVERAGE SALES PRICE VS. LIST PRICE	100.16%	99.39%	98.72%	98.31%	98.96%
AVERAGE DOM (DAYS ON MARKET)	40	36	54	58	51
TOTAL TRANSACTIONS	546	604	523	478	692
TOTAL DOLLAR VOLUME SOLD	\$393,666,731	\$497,363,359	\$427,872,168	\$388,941,898	\$575,864,816
APPROXIMATE ABSORPTION RATE	89.38%	61.04%	60.53%	35.32%	113.4%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.12	1.64	1.65	2.83	.88
TOTAL NUMBER OF UNITS LISTED	772	836	709	907	830



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +.53%

Average Sale Price

SUPPLY -61.5%

Approx. Months Supply

SALES +59.83%

Closed Sales

ABSORPTION RATE +159.4%

Approximate

MARKET TIME +2 DAYS

Days On Market

NEGOTIABILITY +1.47%

Listing Discount

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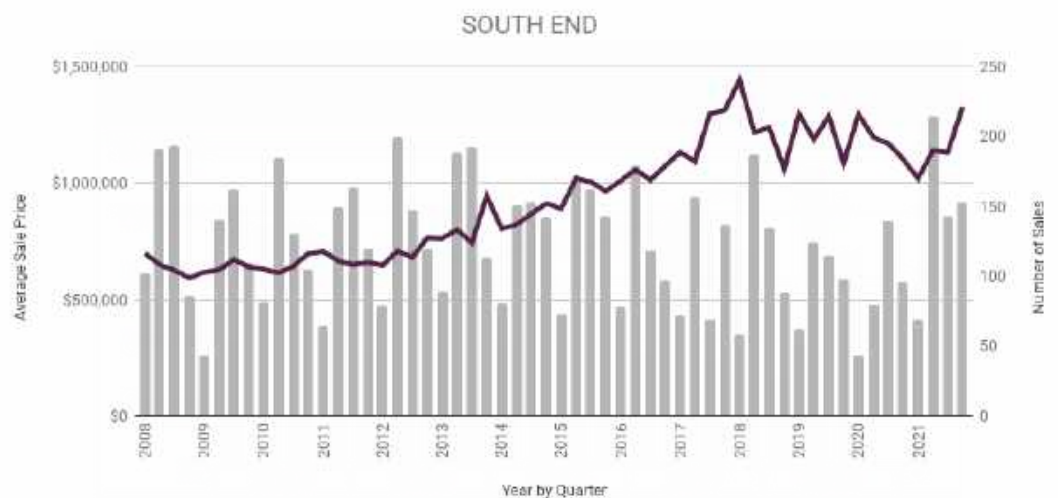


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$984	\$1,044	\$1,030	\$1,019	\$1,072
AVERAGE SALES PRICE	\$1,181,777	\$1,222,509	\$1,026,302	\$1,172,352	\$1,178,603
AVERAGE SALES PRICE VS. LIST PRICE	101.03%	100.24%	83.92%	98.07%	99.51%
AVERAGE DOM (DAYS ON MARKET)	36	41	48	48	50
TOTAL TRANSACTIONS	435	468	408	361	577
TOTAL DOLLAR VOLUME SOLD	\$514,072,995	\$572,134,595	\$414,626,214	\$423,219,378	\$680,054,012
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	565	391	539	790	788



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +13.9%

Average Sale Price

SUPPLY -67.4%

Approx. Months Supply

SALES +55.3%

Closed Sales

ABSORPTION RATE +207.7%

Approximate

MARKET TIME -5 DAYS

Days On Market

NEGOTIABILITY +.72%

Listing Discount

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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$988	\$1,020	\$1,069	\$1,017	\$1,063
AVERAGE SALES PRICE	\$1,349,605	\$1,313,292	\$1,537,136	\$1,302,360	\$1,483,420
AVERAGE SALES PRICE VS. LIST PRICE	96.56%	97.54%	96.96%	96.14%	96.83%
AVERAGE DOM (DAYS ON MARKET)	70	84	94	93	88
TOTAL TRANSACTIONS	136	142	118	103	160
TOTAL DOLLAR VOLUME SOLD	\$183,546,304	\$186,487,544	\$181,382,062	\$134,143,082	\$237,347,237
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	240	209	241	269	229



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES +5.36%
Average Sale Price

SUPPLY -6.52%
Approx. Months Supply

SALES +6.9%
Closed Sales

ABSORPTION RATE +6.87%
Approximate

MARKET TIME -15 DAYS
Days On Market

NEGOTIABILITY +.41%
Listing Discount

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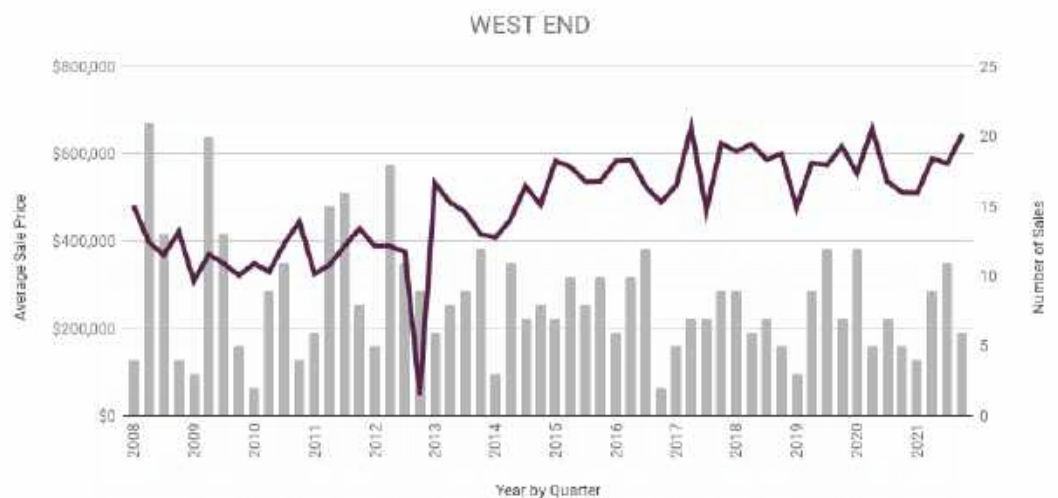


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$627	\$627	\$657	\$634	\$641
AVERAGE SALES PRICE	\$577,669	\$603,668	\$576,315	\$561,464	\$591,552
AVERAGE SALES PRICE VS. LIST PRICE	97.89%	99.98%	100.58%	98.79%	99.2%
AVERAGE DOM (DAYS ON MARKET)	74	52	67	69	54
TOTAL TRANSACTIONS	28	27	31	29	31
TOTAL DOLLAR VOLUME SOLD	\$16,174,751	\$16,299,055	\$17,865,792	\$16,282,465	\$18,338,141
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	36	33	40	47	59



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2021 vs. 2020

PRICES -4.6%

Average Sale Price

SUPPLY -58.2%

Approx. Months Supply

SALES +20.51%

Closed Sales

ABSORPTION RATE +137.9%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY +1.55%

Listing Discount

Smart matters.

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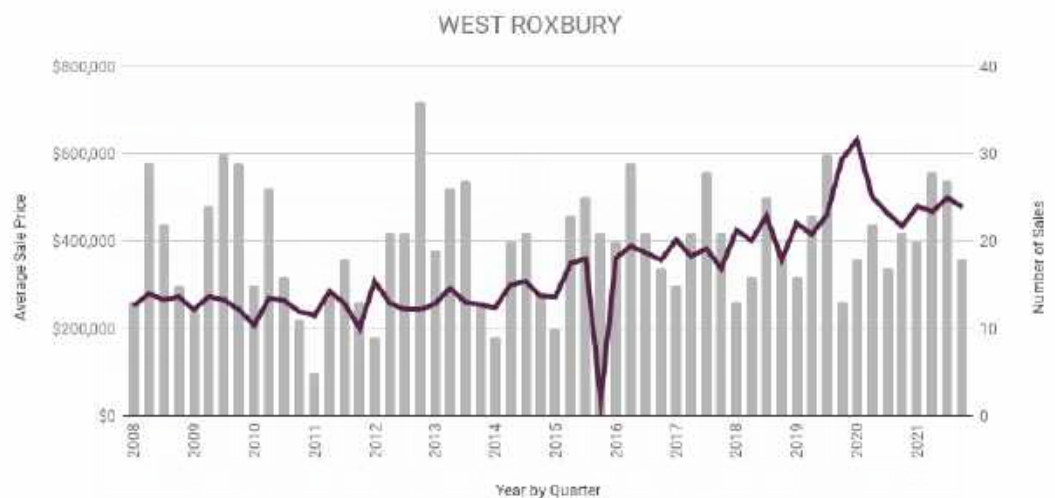


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HATHAWAY
Home Services
Warren Residential

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535 Boylston Street
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	2017	2018	2019	2020	2021
AVERAGE PRICE PER FOOT	\$362	\$386	\$399	\$443	\$425
AVERAGE SALES PRICE	\$371,115	\$417,928	\$472,119	\$505,892	\$482,625
AVERAGE SALES PRICE VS. LIST PRICE	101.93%	100.84%	100.31%	99.95%	101.51%
AVERAGE DOM (DAYS ON MARKET)	28	26	43	40	37
TOTAL TRANSACTIONS	85	73	76	78	94
TOTAL DOLLAR VOLUME SOLD	\$31,544,825	\$30,508,782	\$35,881,050	\$39,459,600	\$45,366,766
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	98	34	99	104	106



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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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