

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 colors. The overall scene is a vibrant and detailed representation of the city.

THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2023 | Annual

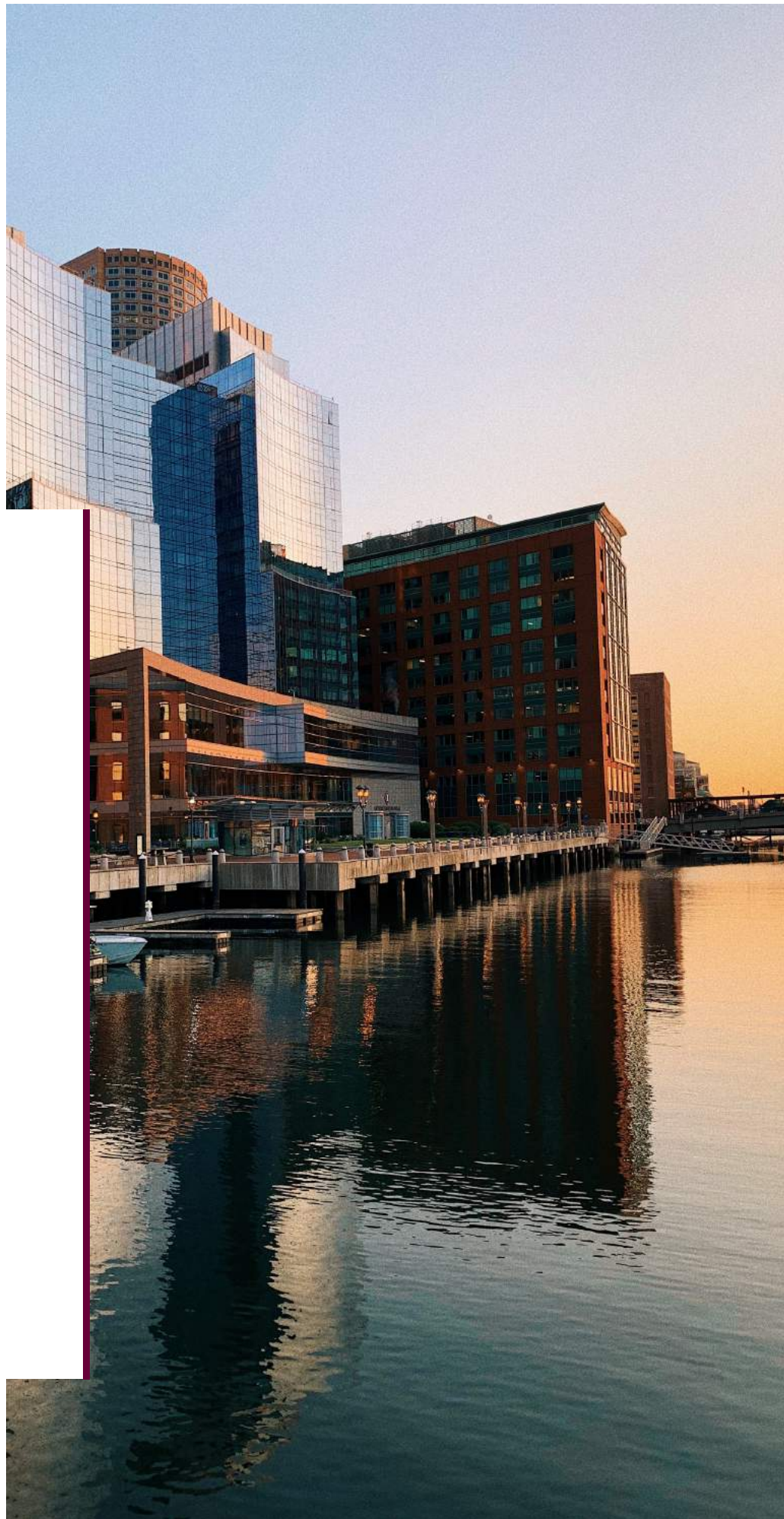
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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).

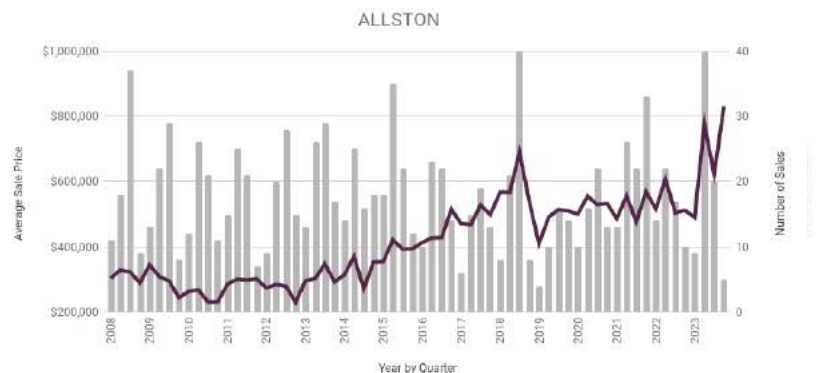
Total Number of Units Listed

The total number of units listed is the number of listings that went active during the time period.

ALLSTON MARKET DATA

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$608	\$622	\$637	\$654	vs.	\$806	+ 23.2%
AVERAGE SALES PRICE	\$499,598	\$531,850	\$536,524	\$546,722	vs.	\$701,234	+ 28.2%
AVERAGE SALES PRICE VS. LIST PRICE	99.62%	99.44%	99.37%	99.71%	vs.	99.73%	+ .02%
AVERAGE DOM (DAYS ON MARKET)	36	38	47	45	vs.	44	- 2.2%
TOTAL TRANSACTIONS	45	63	95	67	vs.	75	+ 11.9%
TOTAL DOLLAR VOLUME SOLD	\$22,495,994	\$33,506,550	\$50,969,797	\$36,630,422	vs.	\$52,592,571	+ 43.5%
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.	80	- 36%

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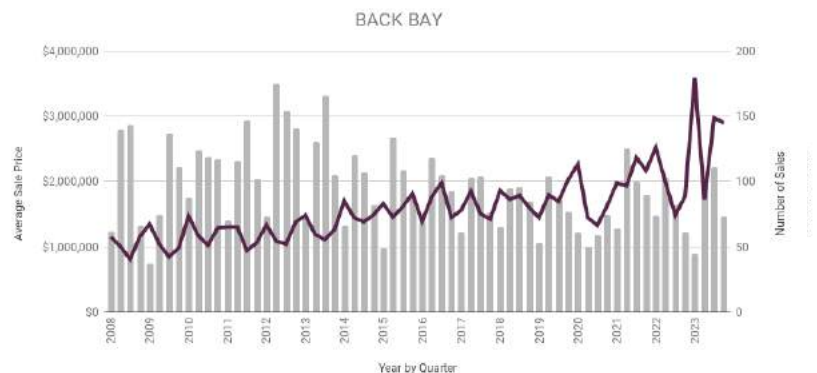
BACK BAY MARKET DATA

**BERKSHIRE
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	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,246	\$1,231	\$1,309	\$1,353	vs.	\$1,565	+ 15.6%
AVERAGE SALES PRICE	\$1,764,125	\$1,677,649	\$2,106,741	\$1,933,949	vs.	\$2,643,666	+ 36.7%
AVERAGE SALES PRICE VS. LIST PRICE	96.7%	95.52%	95.09%	97.46%	vs.	95.95%	- 1.5%
AVERAGE DOM (DAYS ON MARKET)	63	72	85	62	vs.	64	+ 3.2%
TOTAL TRANSACTIONS	321	244	382	323	vs.	332	+ 2.7%
TOTAL DOLLAR VOLUME SOLD	\$566,284,241	\$409,346,539	\$804,775,421	\$624,665,814	vs.	\$877,697,278	+ 40.5%
AVERAGE ABSORPTION RATE	36.26%	17.37%	50.66%	36.49%	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	504	508	538	513	vs.	504	- 1.7%

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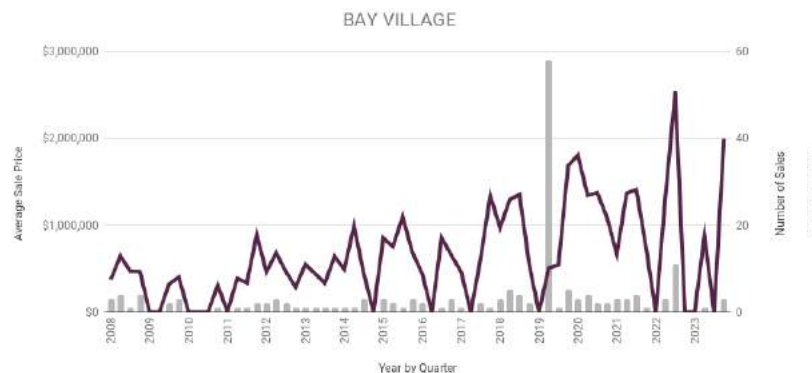
BAY VILLAGE MARKET DATA

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	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,155	\$1,116	\$1,020	\$1,155	vs.	\$1,125	- 2.5%
AVERAGE SALES PRICE	\$1,300,000	\$1,426,000	\$1,111,916	\$2,280,607	vs.	\$1,712,500	- 24.9%
AVERAGE SALES PRICE VS. LIST PRICE	100.54%	100.27%	99.3%	100.27%	vs.	97.33%	- 2.9%
AVERAGE DOM (DAYS ON MARKET)	34	79	91	21	vs.	93	+ 342.8%
TOTAL TRANSACTIONS	8	11	12	14	vs.	4	- 71.4%
TOTAL DOLLAR VOLUME SOLD	\$10,400,000	\$15,686,000	\$13,343,000	\$31,928,500	vs.	\$6,850,000	- 78.5%
AVERAGE ABSORPTION RATE	66.67%	30.56%	100%	58.33%	vs.	16.67%	- 71.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.5	3.27	1	1.71	vs.	6	+ 250.8%
TOTAL # OF UNITS LISTED	1	20	20	12	vs.	10	- 16.6%

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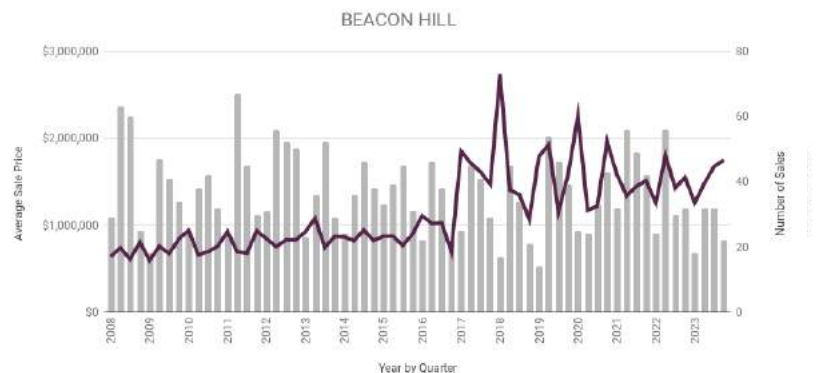


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BEACON HILL MARKET DATA

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,212	\$1,144	\$1,210	\$1,241	vs.	\$1,261	+ 1.6%
AVERAGE SALES PRICE	\$1,602,972	\$1,662,473	\$1,440,759	\$1,594,078	vs.	\$1,518,862	- 4.7%
AVERAGE SALES PRICE VS. LIST PRICE	98.33%	95.55%	95.49%	96.87%	vs.	96.89%	+ .02%
AVERAGE DOM (DAYS ON MARKET)	59	53	67	52	vs.	64	+ 23%
TOTAL TRANSACTIONS	154	126	181	144	vs.	109	- 24.1%
TOTAL DOLLAR VOLUME SOLD	\$246,857,728	\$209,471,624	\$260,777,424	\$229,547,290	vs.	\$165,556,048	- 27.8%
AVERAGE ABSORPTION RATE	55.8%	23.33%	52.01%	37.5%	vs.	56.7%	+ 50%
AVERAGE MONTHS INVENTORY SUPPLY	1.79	4.29	1.92	2.67	vs.	1.76	- 33.3%
TOTAL # OF UNITS LISTED	228	244	250	223	vs.	156	- 30%

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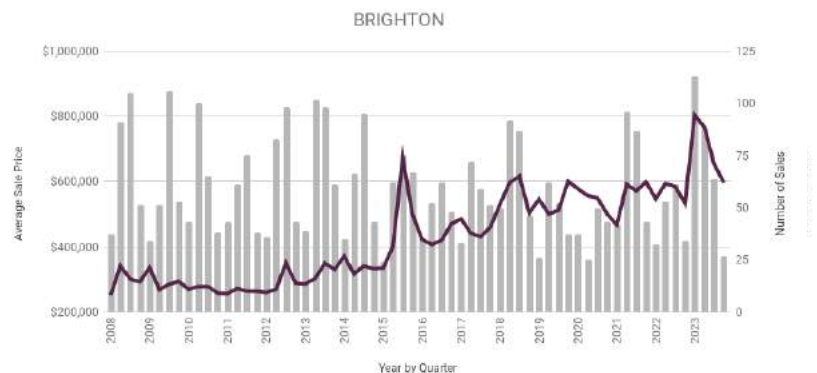
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$600	\$596	\$659	\$679	vs.	\$864	+ 27.2%
AVERAGE SALES PRICE	\$533,976	\$546,951	\$566,253	\$570,789	vs.	\$740,429	+ 29.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.13%	98.8%	99.4%	99.84%	vs.	100.64%	+ .8%
AVERAGE DOM (DAYS ON MARKET)	40	40	52	51	vs.	33	- 35.2%
TOTAL TRANSACTIONS	174	158	271	184	vs.	293	+ 59.2%
TOTAL DOLLAR VOLUME SOLD	\$92,911,971	\$86,418,376	\$153,454,650	\$105,025,235	vs.	\$216,943,782	+ 106.5%
AVERAGE ABSORPTION RATE	86.27%	34.65%	86.86%	73.02%	vs.	97.67%	+ 33.7%
AVERAGE MONTHS INVENTORY SUPPLY	116	2.89	115	1.37	vs.	1.02	- 25.5%
TOTAL # OF UNITS LISTED	243	283	414	403	vs.	290	- 28%

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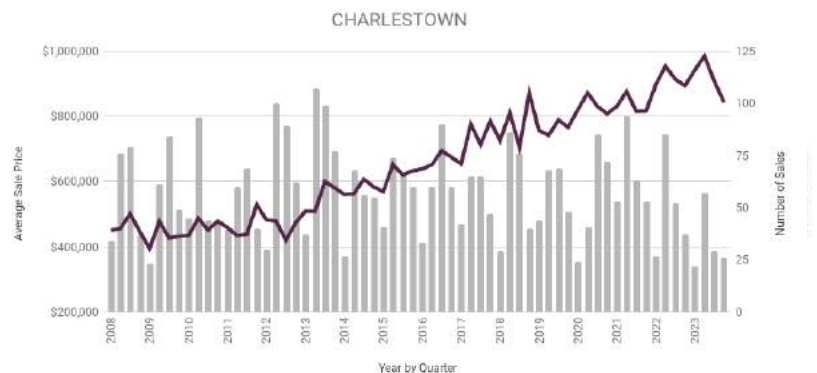
CHARLESTOWN MARKET DATA

**BERKSHIRE
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WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$727	\$769	\$773	\$824	vs.	\$834	+ 1.1%
AVERAGE SALES PRICE	\$765,144	\$829,804	\$841,562	\$921,707	vs.	\$934,696	+ 1.4%
AVERAGE SALES PRICE VS. LIST PRICE	100.11%	99.63%	100.41%	100.94%	vs.	100%	- .9%
AVERAGE DOM (DAYS ON MARKET)	39	32	40	31	vs.	35	+ 12.9%
TOTAL TRANSACTIONS	215	222	265	205	vs.	136	- 33.6%
TOTAL DOLLAR VOLUME SOLD	\$164,506,043	\$184,216,674	\$223,014,078	\$188,949,976	vs.	\$127,118,780	- 32.7%
AVERAGE ABSORPTION RATE	298.61%	51.39%	184.03%	155.3%	vs.	226.67%	+ 45.5%
AVERAGE MONTHS INVENTORY SUPPLY	.33	1.95	.54	.64	vs.	.44	- 32.3%
TOTAL # OF UNITS LISTED	265	327	299	259	vs.	175	- 32.4%

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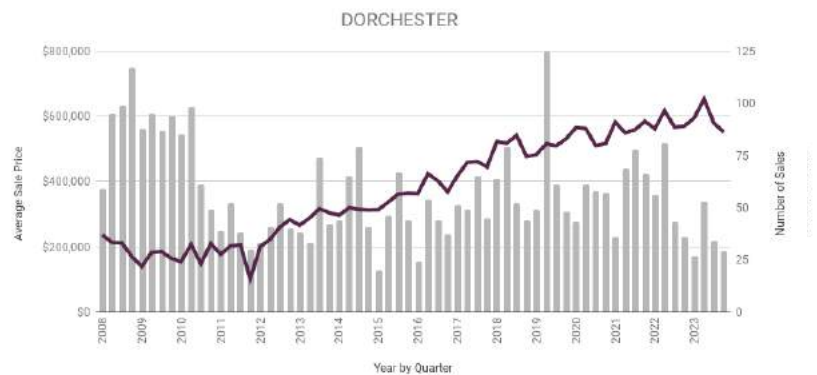
DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$445	\$450	\$478	\$483	vs.	\$510	+ 5.5%
AVERAGE SALES PRICE	\$513,219	\$534,950	\$564,981	\$585,034	vs.	\$601,313	+ 2.7%
AVERAGE SALES PRICE VS. LIST PRICE	98.79%	99.66%	99.91%	100.13%	vs.	100.14%	+ .01%
AVERAGE DOM (DAYS ON MARKET)	54	41	41	40	vs.	41	+ 2.5%
TOTAL TRANSACTIONS	236	222	252	216	vs.	148	- 31.4%
TOTAL DOLLAR VOLUME SOLD	\$121,119,917	\$118,758,979	\$142,375,348	\$126,367,534	vs.	\$88,994,355	- 29.5%
AVERAGE ABSORPTION RATE	100.19%	71.15%	95.83%	105.88%	vs.	41.11%	- 61.1%
AVERAGE MONTHS INVENTORY SUPPLY	.91	1.41	1.04	.94	vs.	2.43	+ 158.5%
TOTAL # OF UNITS LISTED	324	299	352	268	vs.	262	- 1.5%

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DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,101	\$1,051	\$981	\$1,133	vs.	\$1,467	+ 29.3%
AVERAGE SALES PRICE	\$1,630,492	\$1,581,408	\$1,315,114	\$1,640,201	vs.	\$2,252,792	+ 37.3%
AVERAGE SALES PRICE VS. LIST PRICE	95.32%	94.72%	96.12%	95.71%	vs.	97.97%	+ 2.3%
AVERAGE DOM (DAYS ON MARKET)	91	97	125	95	vs.	69	- 27.3%
TOTAL TRANSACTIONS	131	76	109	108	vs.	132	+ 22.2%
TOTAL DOLLAR VOLUME SOLD	\$213,594,453	\$120,187,078	\$143,347,479	\$177,141,759	vs.	\$297,368,675	+ 67.8%
AVERAGE ABSORPTION RATE	22.9%	9.31%	22.15%	15.79%	vs.	16.42%	+ 3.9%
AVERAGE MONTHS INVENTORY SUPPLY	4.36	10.74	4.51	6.33	vs.	6.09	- 3.7%
TOTAL # OF UNITS LISTED	253	212	190	261	vs.	322	+ 23.3%

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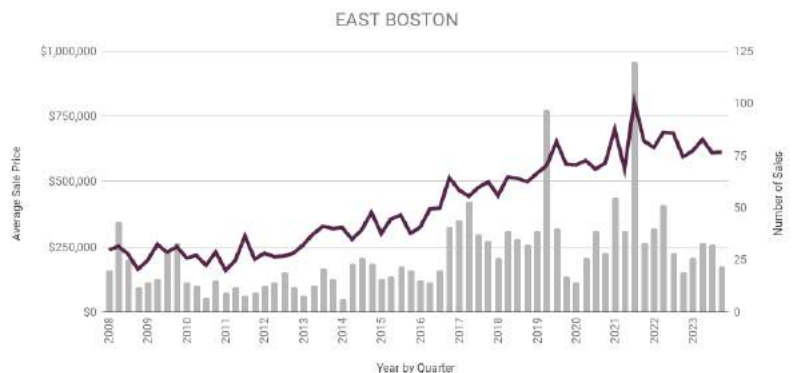
EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$596	\$591	\$824	\$679	vs.	\$637	- 6%
AVERAGE SALES PRICE	\$578,457	\$564,468	\$755,303	\$655,127	vs.	\$623,843	- 4.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.29%	98.76%	99.74%	99.71%	vs.	99.44%	- .04%
AVERAGE DOM (DAYS ON MARKET)	46	61	167	48	vs.	51	+ 6.2%
TOTAL TRANSACTIONS	173	109	369	140	vs.	115	- 7%
TOTAL DOLLAR VOLUME SOLD	\$100,073,093	\$61,527,027	\$278,707,051	\$91,717,907	vs.	\$71,741,997	- 21.7%
AVERAGE ABSORPTION RATE	48.33%	17.14%	113.8%	48.61%	vs.	63.89%	+ 31.4%
AVERAGE MONTHS INVENTORY SUPPLY	2.07	5.83	.88	2.06	vs.	1.57	- 23.7%
TOTAL # OF UNITS LISTED	295	288	335	238	vs.	179	- 24.7%

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FENWAY / KENMORE

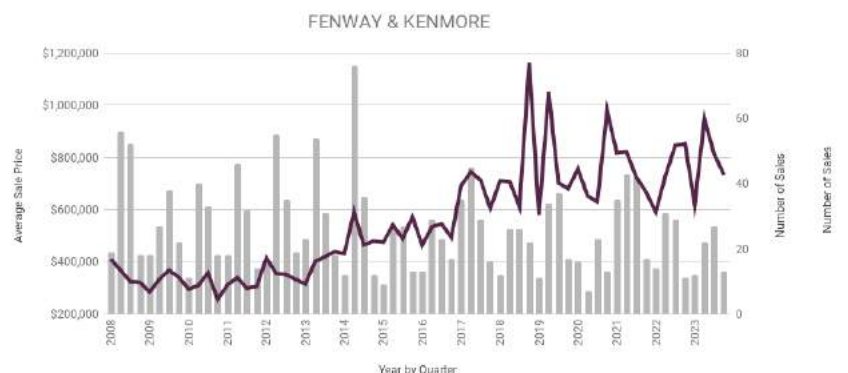
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$996	\$969	\$967	\$998	vs.	\$1,012	+ 1.3%
AVERAGE SALES PRICE	\$795,351	\$794,145	\$750,736	\$769,689	vs.	\$807,403	+ 7.2%
AVERAGE SALES PRICE VS. LIST PRICE	95.75%	97.7%	98.89%	99.5%	vs.	99.35%	- .1%
AVERAGE DOM (DAYS ON MARKET)	45	43	47	44	vs.	41	- 6.8%
TOTAL TRANSACTIONS	103	61	139	87	vs.	74	- 14.9%
TOTAL DOLLAR VOLUME SOLD	\$81,796,936	\$45,796,936	\$106,986,811	\$65,520,326	vs.	\$59,747,838	- 8.8%
AVERAGE ABSORPTION RATE	85.83%	29.9%	144.79%	145%	vs.	88.10%	-39.2%
AVERAGE MONTHS INVENTORY SUPPLY	117	3.34	.69	.69	vs.	114	+ 65.2%
TOTAL # OF UNITS LISTED	145	153	167	114	vs.	104	- 8.7%

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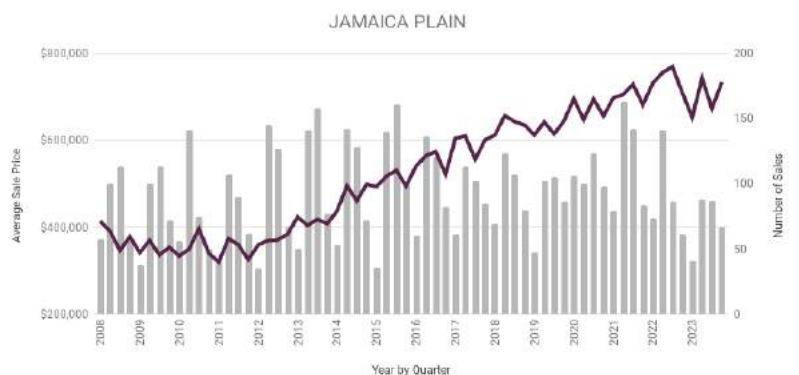
JAMAICA PLAIN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$536	\$571	\$501	\$615	vs.	\$617	+ .2%
AVERAGE SALES PRICE	\$630,663	\$674,076	\$706,342	\$741,943	vs.	\$706,115	- 4.8%
AVERAGE SALES PRICE VS. LIST PRICE	101.47%	100.85%	102.23%	103.41%	vs.	101.41%	- 1.9%
AVERAGE DOM (DAYS ON MARKET)	34	40	34	29	vs.	40	+ 37.9%
TOTAL TRANSACTIONS	339	428	524	364	vs.	287	- 7%
TOTAL DOLLAR VOLUME SOLD	\$213,794,773	\$288,504,592	\$329,861,887	\$270,067,441	vs.	\$202,655,194	- 24.9%
AVERAGE ABSORPTION RATE	88.54%	70.26%	243.23%	104.6%	vs.	170.83%	+ 63.3%
AVERAGE MONTHS INVENTORY SUPPLY	1.13	1.42	.41	.96	vs.	.59	- 38.5%
TOTAL # OF UNITS LISTED	461	506	524	459	vs.	362	- 21.1%

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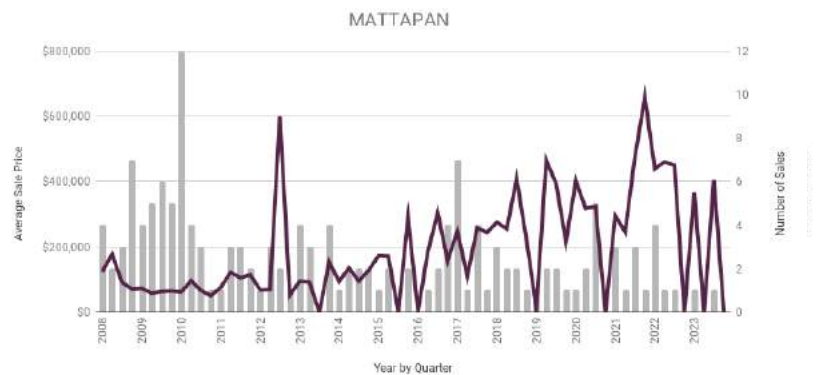
MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$291	\$340	\$294	\$339	vs.	\$410	+ 21%
AVERAGE SALES PRICE	\$342,250	\$331,618	\$402,875	\$444,333	vs.	\$390,666	- 12%
AVERAGE SALES PRICE VS. LIST PRICE	96.96%	102.52%	100.44%	101.68%	vs.	100.34%	- 1.3%
AVERAGE DOM (DAYS ON MARKET)	91	46	42	43	vs.	45	+ 4.6%
TOTAL TRANSACTIONS	6	8	8	6	vs.	3	- 50%
TOTAL DOLLAR VOLUME SOLD	\$2,053,500	\$2,652,950	\$3,223,000	\$2,666,000	vs.	\$1,172,000	- 56%
AVERAGE ABSORPTION RATE	50%	33.3%	13.33%	0%	vs.	25%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	2	3	7.5	0	vs.	4	N/A
TOTAL # OF UNITS LISTED	7	12	15	10	vs.	6	- 40%

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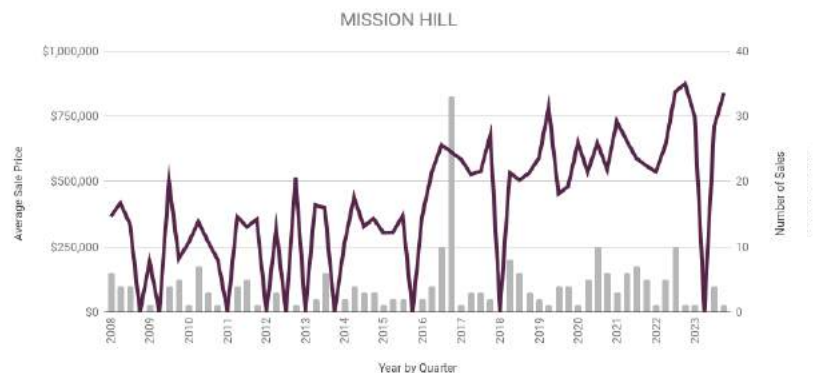


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MISSION HILL MARKET DATA

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$453	\$548	\$557	\$724	vs.	\$589	- 18.7%
AVERAGE SALES PRICE	\$518,568	\$595,471	\$622,280	\$767,552	vs.	\$739,166	- 3.7%
AVERAGE SALES PRICE VS. LIST PRICE	100.69%	99.07%	100.86%	98.84%	vs.	95.13%	- 3.7%
AVERAGE DOM (DAYS ON MARKET)	41	64	30	50	vs.	24	- 52%
TOTAL TRANSACTIONS	11	22	21	17	vs.	6	- 64.7%
TOTAL DOLLAR VOLUME SOLD	\$5,704,255	\$13,100,380	\$13,067,900	\$13,048,399	vs.	\$4,435,000	- 66%
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	20	41	26	28	vs.	17	- 39.2%

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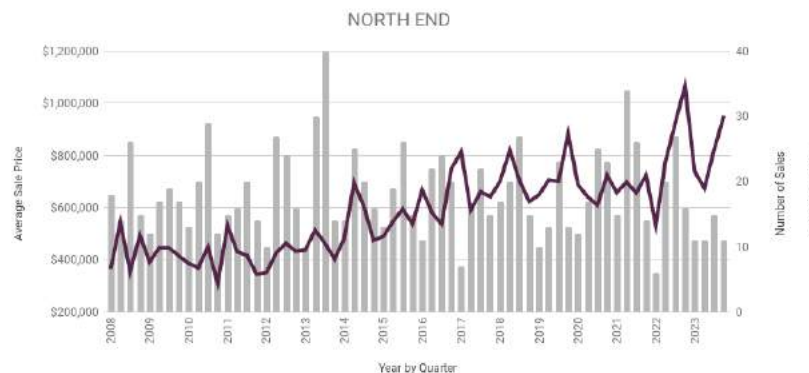
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$912	\$896	\$899	\$982	vs.	\$987	+ .5%
AVERAGE SALES PRICE	\$732,601	\$664,635	\$683,324	\$876,723	vs.	\$809,307	- 7.6%
AVERAGE SALES PRICE VS. LIST PRICE	98.01%	97.4%	97.59%	97.95%	vs.	98.33%	+ .4%
AVERAGE DOM (DAYS ON MARKET)	53	46	60	50	vs.	49	+ .2%
TOTAL TRANSACTIONS	59	78	89	70	vs.	49	- 30%
TOTAL DOLLAR VOLUME SOLD	\$43,223,509	\$51,841,598	\$60,815,916	\$61,370,649	vs.	\$39,565,05	- 35.3%
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	98	148	108	100	vs.	102	+ 2%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$419	\$436	\$488	\$485	vs.	\$512	+ 5.5%
AVERAGE SALES PRICE	\$484,507	\$515,848	\$572,412	\$621,313	vs.	\$617,517	- .6%
AVERAGE SALES PRICE VS. LIST PRICE	101.52%	101.82%	101.7%	102.81%	vs.	100.88%	- 1.8%
AVERAGE DOM (DAYS ON MARKET)	42	30	33	26	vs.	31	+ 19.2%
TOTAL TRANSACTIONS	169	189	209	164	vs.	132	- 19.5%
TOTAL DOLLAR VOLUME SOLD	\$81,881,698	\$97,495,385	\$119,634,146	\$101,895,466	vs.	\$81,512,299	- 20%
AVERAGE ABSORPTION RATE	108.33%	98.44%	435.42%	105.31%	vs.	220%	+ 109.2%
AVERAGE MONTHS INVENTORY SUPPLY	.92	1.02	.23	.95	vs.	.45	- 52.6%
TOTAL # OF UNITS LISTED	218	240	224	208	vs.	143	- 31.2%

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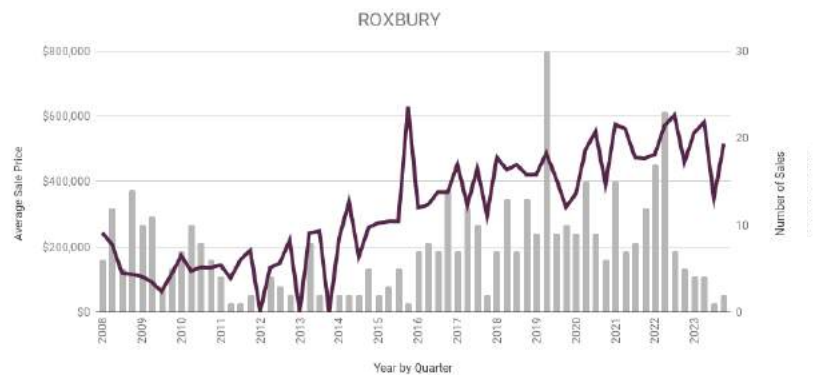
ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$328	\$401	\$471	\$548	vs.	\$416	- 24%
AVERAGE SALES PRICE	\$407,617	\$463,226	\$525,290	\$536,174	vs.	\$556,375	+ 3.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.19%	99.55%	99.3%	99.64%	vs.	97.82%	- 1.8%
AVERAGE DOM (DAYS ON MARKET)	64	42	44	63	vs.	74	+ 17.4%
TOTAL TRANSACTIONS	42	40	43	52	vs.	12	- 76.9%
TOTAL DOLLAR VOLUME SOLD	\$17,119,948	\$18,529,052	\$22,587,498	\$27,881,055	vs.	\$6,676,500	- 76%
AVERAGE ABSORPTION RATE	70%	47.62%	30.56%	144.44%	vs.	14.29%	- 90.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.43	2.1	3.27	.69	vs.	7	+ 914.4%
TOTAL # OF UNITS LISTED	68	64	79	66	vs.	17	- 59%

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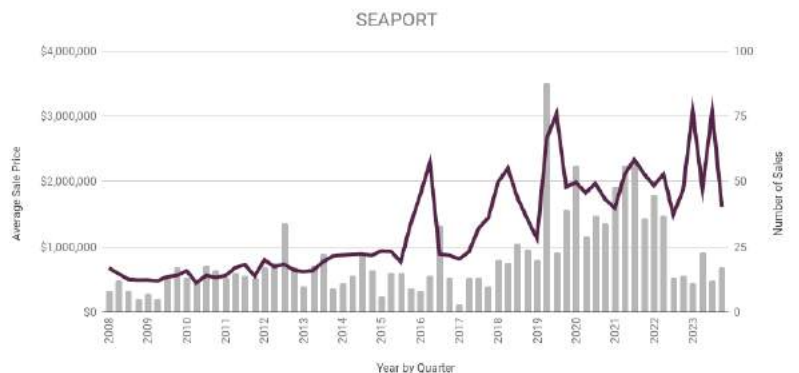
SEAPORT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,632	\$1,584	\$1,617	\$1,508	vs.	\$1,715	+ 13.7%
AVERAGE SALES PRICE	\$2,468,501	\$1,889,284	\$2,051,460	\$1,901,642	vs.	\$2,266,416	+ 191%
AVERAGE SALES PRICE VS. LIST PRICE	98.8%	98.76%	98.44%	98.48%	vs.	97.5%	-1%
AVERAGE DOM (DAYS ON MARKET)	44	52	54	85	vs.	69	- 18.8%
TOTAL TRANSACTIONS	158	157	198	1116	vs.	65	- 43.9%
TOTAL DOLLAR VOLUME SOLD	\$392,867,311	\$296,617,696	\$406,189,135	\$220,590,515	vs.	\$147,317,055	- 33.2%
AVERAGE ABSORPTION RATE	27.43%	42.47%	35.11%	46.43%	vs.	15.4%	- 65.8%
AVERAGE MONTHS INVENTORY SUPPLY	3.65	2.35	2.85	2.15	vs.	6.46	+ 192%
TOTAL # OF UNITS LISTED	331	232	325	193	vs.	201	+ 4.1%

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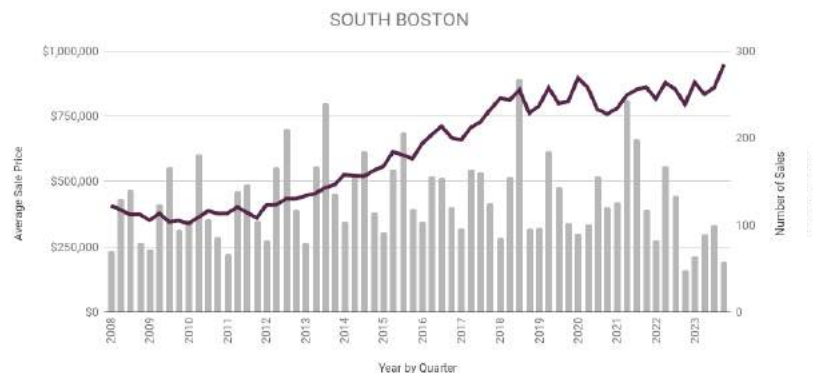
SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$741	\$752	\$772	\$813	vs.	\$794	- 2,3%
AVERAGE SALES PRICE	\$818,111	\$813,685	\$832,174	\$856,224	vs.	\$872,649	+ 1.9%
AVERAGE SALES PRICE VS. LIST PRICE	98.72%	98.31%	98.96%	99.1%	vs.	98.42%	- .6%
AVERAGE DOM (DAYS ON MARKET)	54	58	51	44	vs.	46	+ 4.5%
TOTAL TRANSACTIONS	523	478	692	440	vs.	319	- 27.5%
TOTAL DOLLAR VOLUME SOLD	\$427,872,168	\$388,941,898	\$575,864,816	\$376,738,626	vs.	\$278,375,257	- 26.1%
AVERAGE ABSORPTION RATE	60.53%	35.32%	113.4%	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	709	907	830	579	vs.	507	- 12.4%

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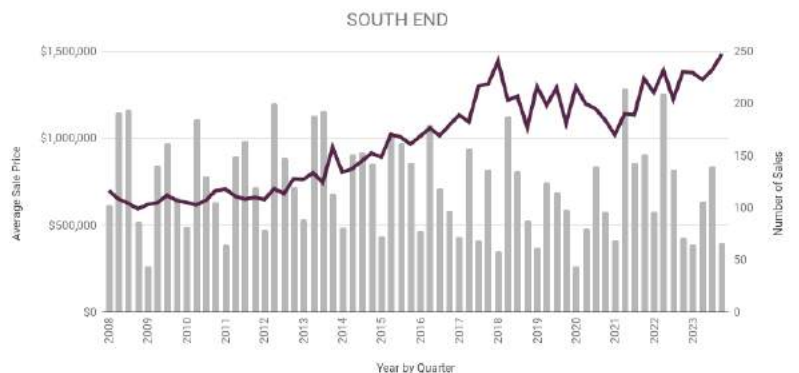
SOUTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,030	\$1,019	\$1,072	\$1,142	vs.	\$1,127	- 1.2%
AVERAGE SALES PRICE	\$1,026,302	\$1,172,352	\$1,178,603	\$1,321,424	vs.	\$1,389,696	+ 5.1%
AVERAGE SALES PRICE VS. LIST PRICE	83.92%	98.07%	99.51%	100.01%	vs.	98.9%	- 1.1%
AVERAGE DOM (DAYS ON MARKET)	48	48	50	41	vs.	44	+ 7.3%
TOTAL TRANSACTIONS	408	361	577	518	vs.	378	- 27%
TOTAL DOLLAR VOLUME SOLD	\$414,626,214	\$423,219,378	\$680,054,012	\$684,497,673	vs.	\$525,305,133	- 23.2%
AVERAGE ABSORPTION RATE	73.73%	27.85%	72.26%	76.02%	vs.	73.26%	- 3.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.36	3.59	1.38	1.32	vs.	1.37	+ 3.7%
TOTAL # OF UNITS LISTED	539	790	788	846	vs.	549	- 35.1%

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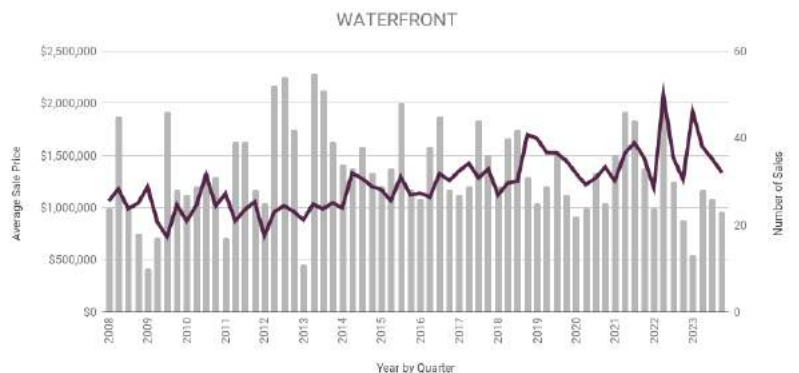
WATERFRONT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$1,069	\$1,017	\$1,063	\$1,098	vs.	\$1,135	+ 3.5%
AVERAGE SALES PRICE	\$1,537,136	\$1,302,360	\$1,483,420	\$1,617,770	vs.	\$1,531,305	- 5.3%
AVERAGE SALES PRICE VS. LIST PRICE	96.96%	96.14%	96.83%	96.28%	vs.	96.75%	+ .4%
AVERAGE DOM (DAYS ON MARKET)	94	93	88	71	vs.	69	- 2.8%
TOTAL TRANSACTIONS	118	103	160	124	vs.	93	- 25%
TOTAL DOLLAR VOLUME SOLD	\$181,382,062	\$134,143,082	\$237,347,237	\$200,603,600	vs.	\$142,411,400	- 29%
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	241	269	229	178	vs.	168	- 5.6%

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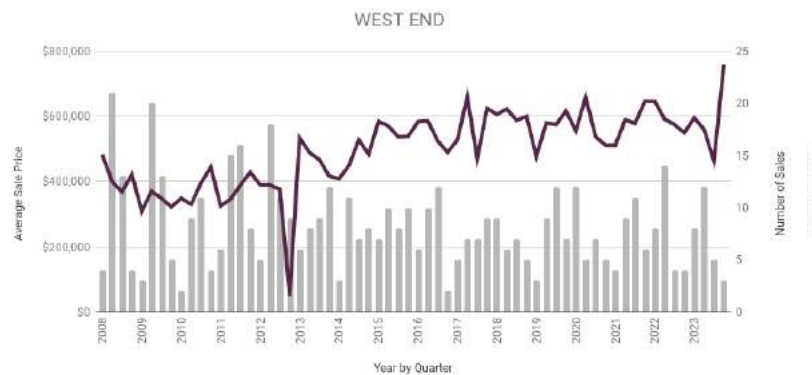
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$657	\$634	\$641	\$644	vs.	\$669	+ 3.8%
AVERAGE SALES PRICE	\$576,315	\$561,464	\$591,552	\$598,191	vs.	\$576,334	- 3.6%
AVERAGE SALES PRICE VS. LIST PRICE	100.58%	98.79%	99.2%	98.58%	vs.	97.52%	- 1%
AVERAGE DOM (DAYS ON MARKET)	67	69	54	57	vs.	131	+ 129.8%
TOTAL TRANSACTIONS	31	29	31	30	vs.	29	- 3.3%
TOTAL DOLLAR VOLUME SOLD	\$17,865,792	\$16,282,465	\$18,338,141	\$17,945,750	vs.	\$16,713,700	- 6.8%
AVERAGE ABSORPTION RATE	64.58%	24.17%	25.83%	16.67%	vs.	48.33%	+ 189.9%
AVERAGE MONTHS INVENTORY SUPPLY	1.55	4.14	3.87	6	vs.	2.07	- 65.5%
TOTAL # OF UNITS LISTED	40	47	59	52	vs.	41	- 21.1%

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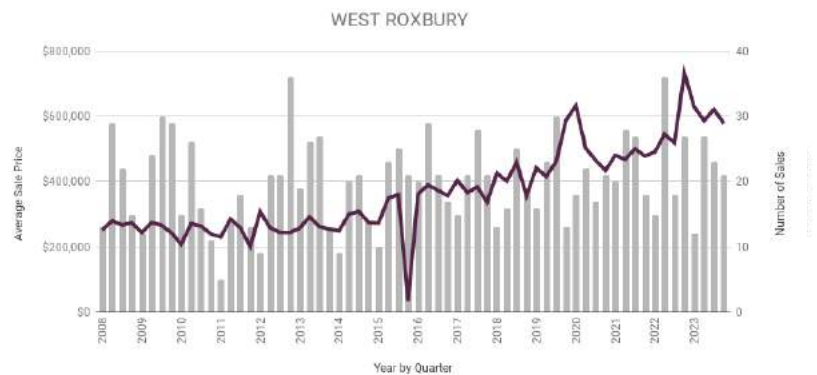
WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2019	2020	2021	Year-Over-Year			Change
				2022	vs.	2023	
AVERAGE PRICE PER FOOT	\$399	\$443	\$425	\$479	vs.	\$546	+ 13.8%
AVERAGE SALES PRICE	\$472,119	\$505,892	\$482,625	\$584,201	vs.	\$602,392	+ 3.1%
AVERAGE SALES PRICE VS. LIST PRICE	100.31%	99.95%	101.51%	101.09%	vs.	99.63%	- 1.4%
AVERAGE DOM (DAYS ON MARKET)	43	40	37	27	vs.	36	+ 33.3%
TOTAL TRANSACTIONS	76	78	94	96	vs.	85	- 11.4%
TOTAL DOLLAR VOLUME SOLD	\$35,881,050	\$39,459,600	\$45,366,766	\$56,083,388	vs.	\$51,203,400	- 8.7%
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	99	104	106	107	vs.	99	- 7.4%

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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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Boston, MA 02116

**BERKSHIRE
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