

BOSTON MARKET DATA
BY NEIGHBORHOOD

2021
Q3



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

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CONTENTS

3	Glossary Of Terms	15	Mattapan
4	Allston	16	Mission Hill
5	Back Bay	17	North End
6	Bay Village	18	Roslindale
7	Beacon Hill	19	Roxbury
8	Brighton	20	Seaport
9	Charlestown	21	South Boston
10	Dorchester	22	South End
11	Downtown	23	Waterfront
12	East Boston	24	West End
13	Fenway/Kenmore	25	West Roxbury
14	Jamaica Plain	26	Notes

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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

Q3:21 vs. Q3:20

PRICES

Average Sale Price

-9.87%

SUPPLY

Approx. Months Supply

-23.29%

SALES

Closed Sales

+0%

ABSORPTION RATE

Approximate

+30.35%

MARKET TIME

Days On Market

+17 DAYS

NEGOTIABILITY

Listing Discount

+.26%

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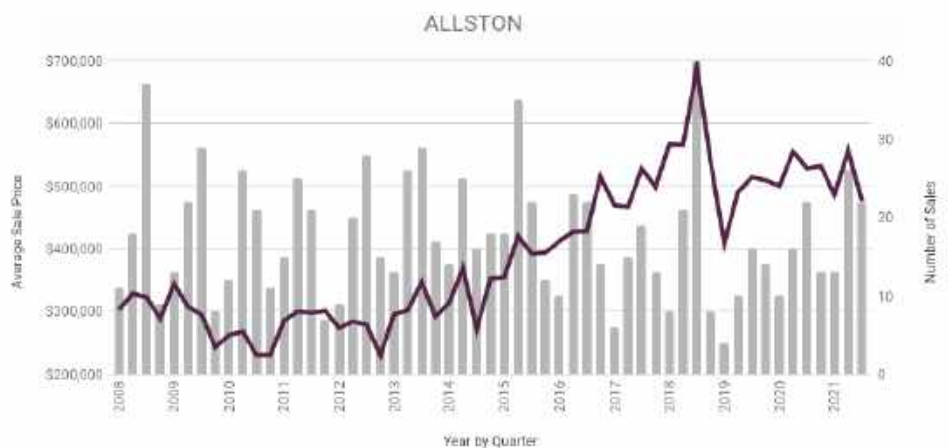


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$549	\$738	\$603	\$637	\$639
AVERAGE SALES PRICE	\$527,947	\$689,292	\$514,425	\$528,718	\$476,545
AVERAGE SALES PRICE VS. LIST PRICE	102.06%	100.66%	101.59%	99.28%	45
AVERAGE DOM (DAYS ON MARKET)	22	20	20	28	45
TOTAL TRANSACTIONS	19	40	16	22	22
TOTAL DOLLAR VOLUME SOLD	\$10,031,000	\$27,571,700	\$8,230,800	\$11,631,799	\$10,484,000
APPROXIMATE ABSORPTION RATE	64.29%	136.67%	26.39%	22.83%	29.76%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.56	.73	3.79	4.38	3.36
TOTAL NUMBER OF UNITS LISTED	21	15	19	37	39



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +78.72%

Average Sale Price

SUPPLY -56.67%

Approx. Months Supply

SALES +69.49%

Closed Sales

ABSORPTION RATE +130.7%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY -1.68%

Listing Discount

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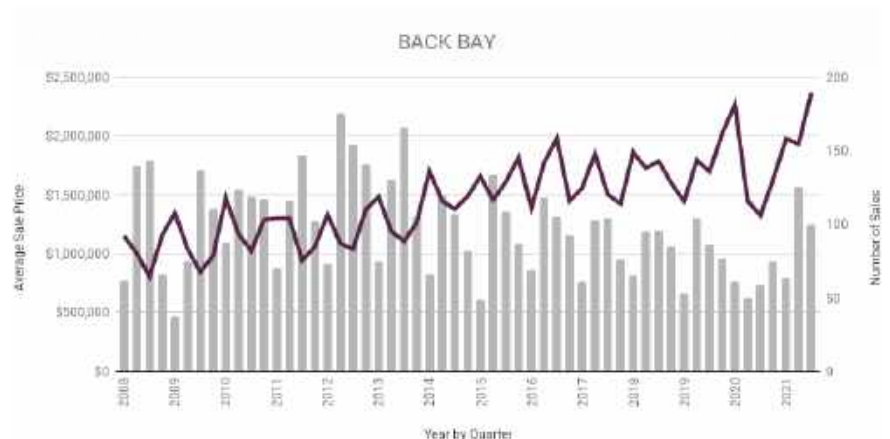


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$1,176	\$1,289	\$1,257	\$1,215	\$1,330
AVERAGE SALES PRICE	\$1,504,364	\$1,786,697	\$1,697,466	\$1,325,309	\$2,368,620
AVERAGE SALES PRICE VS. LIST PRICE	97.75%	97.15%	96.52%	95.79%	94.18%
AVERAGE DOM (DAYS ON MARKET)	54	59	45	60	73
TOTAL TRANSACTIONS	104	96	86	59	100
TOTAL DOLLAR VOLUME SOLD	\$156,453,900	\$171,522,867	\$171,522,867	\$145,982,111	\$236,862,043
APPROXIMATE ABSORPTION RATE	27.55%	27.95%	23.04%	10.75%	24.8%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.63	3.58	4.34	9.3	4.03
TOTAL NUMBER OF UNITS LISTED	125	112	102	202	132



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +2.46%

Average Sale Price

SUPPLY -12.54%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +14.26%

Approximate

MARKET TIME +18 DAYS

Days On Market

NEGOTIABILITY -3.1%

Listing Discount

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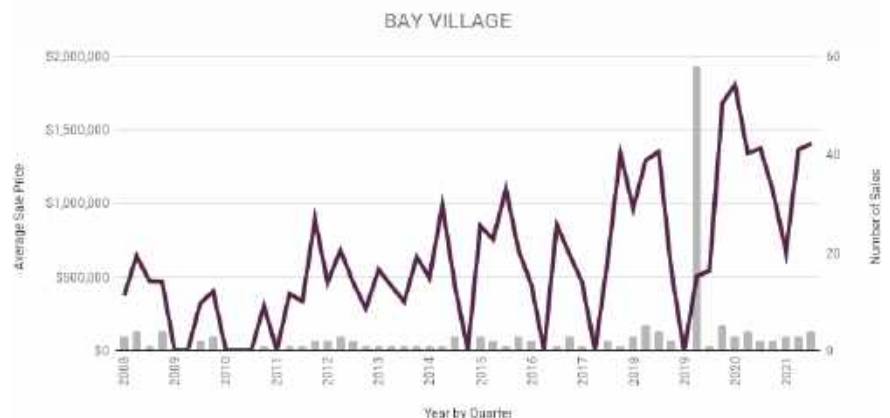


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AVERAGE PRICE PER FOOT	\$932	\$1,002	\$1,018	\$1,182	\$1,095
AVERAGE SALES PRICE	\$615,000	\$1,351,875	\$540,000	\$1,372,000	\$1,405,750
AVERAGE SALES PRICE VS. LIST PRICE	96.93%	98.62%	100.93%	102.86%	99.66%
AVERAGE DOM (DAYS ON MARKET)	70	55	132	5	23
TOTAL TRANSACTIONS	2	4	1	2	4
TOTAL DOLLAR VOLUME SOLD	\$1,230,000	\$5,407,500	\$540,000	\$2,744,000	\$5,623,000
APPROXIMATE ABSORPTION RATE	25%	36.11%	5.21%	29.17%	33.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	4	2.77	19.2	3.43	3
TOTAL NUMBER OF UNITS LISTED	3	3	9	7	3



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +18.4%

Average Sale Price

SUPPLY -56.5%

Approx. Months Supply

SALES +48.48%

Closed Sales

ABSORPTION RATE +130.2%

Approximate

MARKET TIME +4 DAYS

Days On Market

NEGOTIABILITY +.35%

Listing Discount

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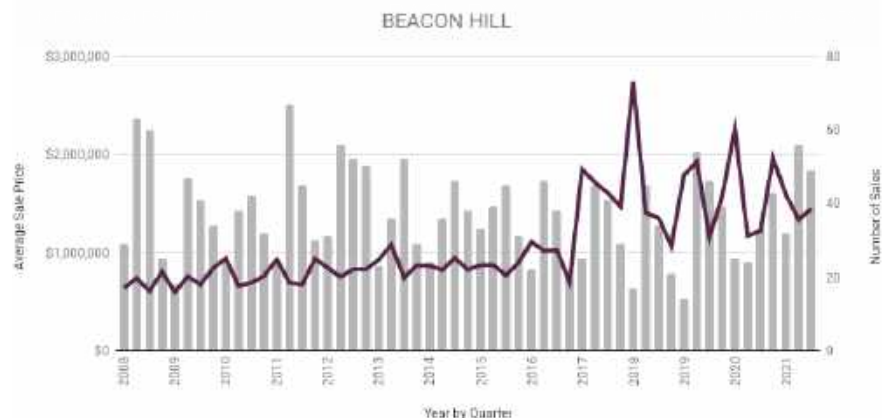


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AVERAGE PRICE PER FOOT	\$1,168	\$1,208	\$1,116	\$1,195	\$1,197
AVERAGE SALES PRICE	\$1,608,561	\$1,349,938	\$1,155,628	\$1,218,109	\$1,443,304
AVERAGE SALES PRICE VS. LIST PRICE	99.89%	96.43%	96.64%	96.09%	96.42%
AVERAGE DOM (DAYS ON MARKET)	50	55	57	46	50
TOTAL TRANSACTIONS	42	34	46	33	49
TOTAL DOLLAR VOLUME SOLD	\$65,951,003	\$45,897,900	\$53,158,899	\$40,197,625	\$70,721,925
APPROXIMATE ABSORPTION RATE	36.56%	30.64%	29.61%	12.4%	28.55%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.74	3.26	3.38	8.06	3.5
TOTAL NUMBER OF UNITS LISTED	51	37	45	99	62



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +7.48%

Average Sale Price

SUPPLY -48.8%

Approx. Months Supply

SALES +74%

Closed Sales

ABSORPTION RATE +95.6%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY +.59%

Listing Discount

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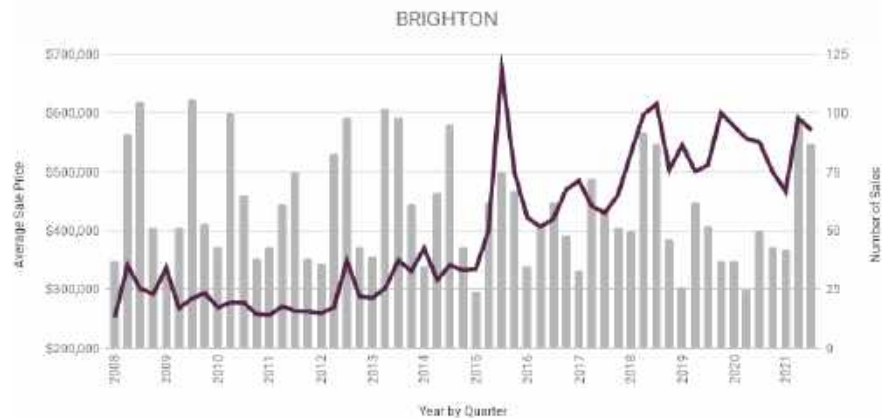


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$562	\$675	\$598	\$589	\$674
AVERAGE SALES PRICE	\$430,148	\$616,092	\$511,735	\$550,032	\$571,251
AVERAGE SALES PRICE VS. LIST PRICE	103.8%	99.93%	99.2%	99.13%	99.72%
AVERAGE DOM (DAYS ON MARKET)	19	37	30	37	46
TOTAL TRANSACTIONS	59	87	52	50	87
TOTAL DOLLAR VOLUME SOLD	\$25,378,750	\$53,600,005	\$26,610,238	\$27,501,600	\$49,698,850
APPROXIMATE ABSORPTION RATE	118.33%	68.63%	43.33%	16.67%	32.61%
APPROXIMATE MONTHS INVENTORY SUPPLY	.85	1.46	2.31	6	3.07
TOTAL NUMBER OF UNITS LISTED	54	77	59	113	129



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES -1.87%

Average Sale Price

SUPPLY -61.47%

Approx. Months Supply

SALES -25.88%

Closed Sales

ABSORPTION RATE +158.7%

Approximate

MARKET TIME +15 DAYS

Days On Market

NEGOTIABILITY +.27%

Listing Discount

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AVERAGE PRICE PER FOOT	\$701	\$697	\$752	\$780	\$776
AVERAGE SALES PRICE	\$712,878	\$706,677	\$788,381	\$830,773	\$815,229
AVERAGE SALES PRICE VS. LIST PRICE	100.98%	101.06%	100.86%	100.4%	100.67%
AVERAGE DOM (DAYS ON MARKET)	31	24	28	25	40
TOTAL TRANSACTIONS	90	65	76	69	63
TOTAL DOLLAR VOLUME SOLD	\$46,337,099	\$53,707,499	\$54,398,304	\$70,615,739	\$51,359,470
APPROXIMATE ABSORPTION RATE	77.24%	55%	61.61%	22.95%	59.38%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.29	1.82	1.62	4.36	1.68
TOTAL NUMBER OF UNITS LISTED	46	73	65	123	72



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +9.5%

Average Sale Price

SUPPLY -41.67%

Approx. Months Supply

SALES +34.48%

Closed Sales

ABSORPTION RATE +71.45%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY +.05%

Listing Discount

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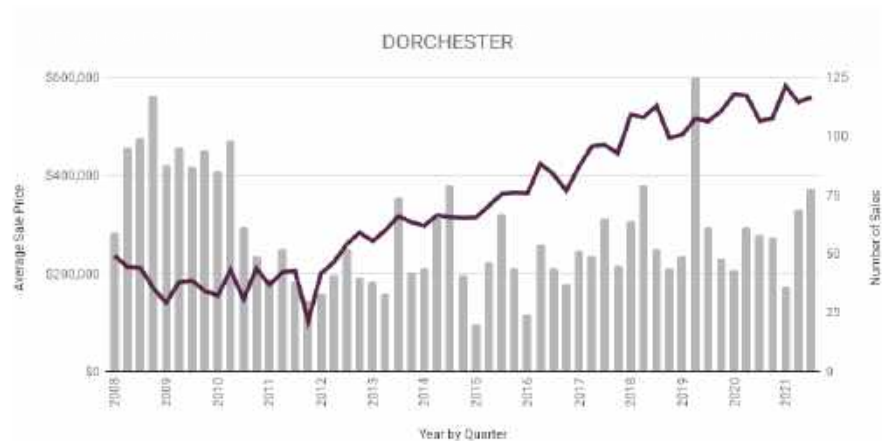


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$379	\$398	\$440	\$441	\$499
AVERAGE SALES PRICE	\$461,703	\$541,796	\$510,017	\$510,675	\$559,192
AVERAGE SALES PRICE VS. LIST PRICE	100.48%	99.9%	99.13%	100.27%	100.32%
AVERAGE DOM (DAYS ON MARKET)	31	40	54	31	36
TOTAL TRANSACTIONS	65	52	61	58	78
TOTAL DOLLAR VOLUME SOLD	\$30,010,719	\$28,173,399	\$31,111,055	\$29,619,150	\$43,617,000
APPROXIMATE ABSORPTION RATE	67.67%	40.82%	36.64%	37.94%	65.05%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.48	2.45	2.73	2.64	1.54
TOTAL NUMBER OF UNITS LISTED	63	74	74	94	71



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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES -10.93%

Average Sale Price

SUPPLY -53.3%

Approx. Months Supply

SALES +76.19%

Closed Sales

ABSORPTION RATE +124.1%

Approximate

MARKET TIME +36 DAYS

Days On Market

NEGOTIABILITY +3.37%

Listing Discount

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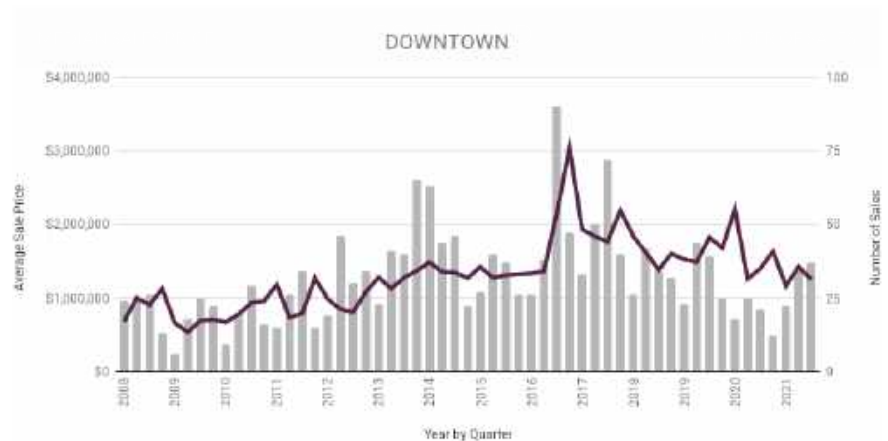


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$1,201	\$1,117	\$1,147	\$996	\$991
AVERAGE SALES PRICE	\$1,765,447	\$1,378,764	\$1,823,873	\$1,401,047	\$1,247,864
AVERAGE SALES PRICE VS. LIST PRICE	97.73%	94.07%	96.13%	93.65%	96.8%
AVERAGE DOM (DAYS ON MARKET)	70	62	96	109	145
TOTAL TRANSACTIONS	72	34	39	21	37
TOTAL DOLLAR VOLUME SOLD	\$127,122,225	\$46,877,999	\$71,131,050	\$29,422,004	\$46,171,000
APPROXIMATE ABSORPTION RATE	25.12%	14.61%	15.13%	7.58%	16.99%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.98	6.85	6.61	13.39	5.89
TOTAL NUMBER OF UNITS LISTED	0	1	54	74	45



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

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YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES

Average Sale Price

+40.23%

SUPPLY

Approx. Months Supply

-79.15%

SALES

Closed Sales

+289.7%

ABSORPTION RATE

Approximate

+379.1%

MARKET TIME

Days On Market

+265 DAYS

NEGOTIABILITY

Listing Discount

+1.43%

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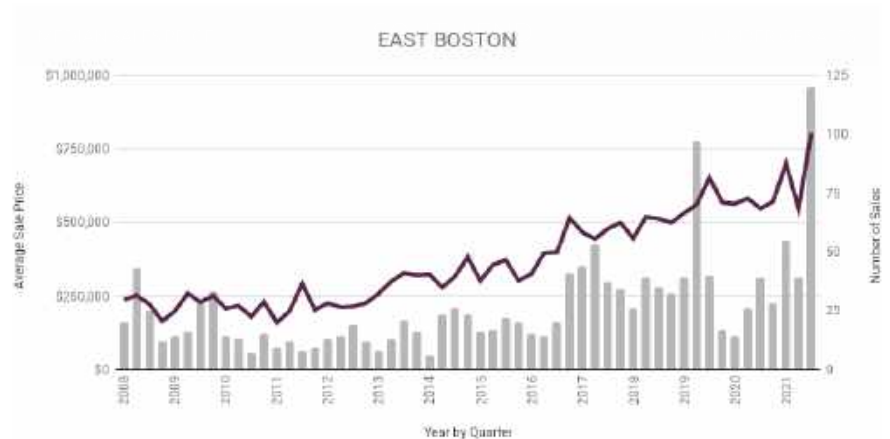


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AVERAGE PRICE PER FOOT	\$489	\$514	\$662	\$582	\$877
AVERAGE SALES PRICE	\$477,678	\$512,317	\$652,095	\$547,147	\$767,281
AVERAGE SALES PRICE VS. LIST PRICE	99.28%	100.35%	100.04%	98.44%	99.85%
AVERAGE DOM (DAYS ON MARKET)	30	26	40	54	319
TOTAL TRANSACTIONS	37	35	40	39	152
TOTAL DOLLAR VOLUME SOLD	\$17,674,100	\$17,931,099	\$26,083,800	\$21,338,750	\$116,626,859
APPROXIMATE ABSORPTION RATE	51.44%	44.67%	28.64%	11.15%	53.42%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.94	2.24	3.49	8.97	1.87
TOTAL NUMBER OF UNITS LISTED	44	54	93	84	80



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Q3:21 vs. Q3:20

PRICES

Average Sale Price

+14.89%

SUPPLY

Approx. Months Supply

-78.84%

SALES

Closed Sales

+82.6%

ABSORPTION RATE

Approximate

+373.4%

MARKET TIME

Days On Market

+1 DAYS

NEGOTIABILITY

Listing Discount

-.91%

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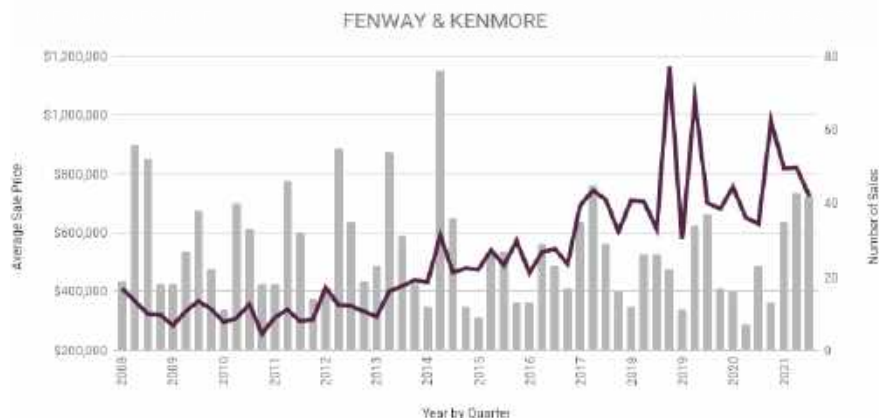


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AVERAGE PRICE PER FOOT	\$850	\$987	\$974	\$989	\$923
AVERAGE SALES PRICE	\$713,095	\$611,304	\$701,575	\$630,300	\$724,132
AVERAGE SALES PRICE VS. LIST PRICE	98.62%	98.92%	96.82%	98.79%	97.89%
AVERAGE DOM (DAYS ON MARKET)	28	36	39	32	33
TOTAL TRANSACTIONS	29	26	37	23	42
TOTAL DOLLAR VOLUME SOLD	\$20,679,775	\$15,893,914	\$25,958,286	\$14,496,900	\$30,413,562
APPROXIMATE ABSORPTION RATE	88.19%	26.67%	45%	12.6%	59.65%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.13	3.75	2.22	7.94	1.68
TOTAL NUMBER OF UNITS LISTED	19	41	30	58	33



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Q3:21 vs. Q3:20

PRICES +4.84%

Average Sale Price

SUPPLY -18.1%

Approx. Months Supply

SALES +15.45%

Closed Sales

ABSORPTION RATE +21.5%

Approximate

MARKET TIME -8 DAYS

Days On Market

NEGOTIABILITY +1.4%

Listing Discount

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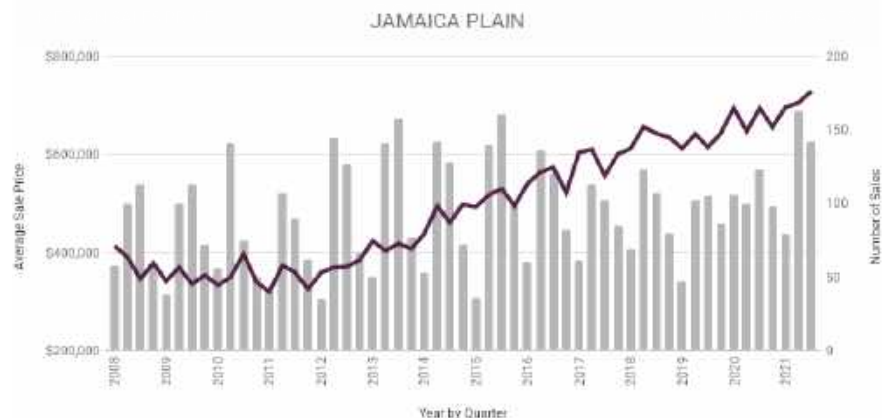


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AVERAGE PRICE PER FOOT	\$492	\$526	\$545	\$571	\$596
AVERAGE SALES PRICE	\$555,817	\$642,373	\$614,464	\$694,653	\$728,275
AVERAGE SALES PRICE VS. LIST PRICE	104.25%	103.22%	101.33%	100.98%	102.41%
AVERAGE DOM (DAYS ON MARKET)	27	27	33	33	25
TOTAL TRANSACTIONS	102	107	105	123	142
TOTAL DOLLAR VOLUME SOLD	\$56,693,390	\$68,733,946	\$64,518,783	\$85,442,337	\$103,415,149
APPROXIMATE ABSORPTION RATE	74.58%	57.14%	36.15%	47.72%	57.98%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.34	1.75	2.77	2.1	1.72
TOTAL NUMBER OF UNITS LISTED	107	114	121	159	122



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +47.8%

Average Sale Price

SUPPLY +185.8%

Approx. Months Supply

SALES -40%

Closed Sales

ABSORPTION RATE -65.01%

Approximate

MARKET TIME +51 DAYS

Days On Market

NEGOTIABILITY -1.33%

Listing Discount

Smart matters.

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

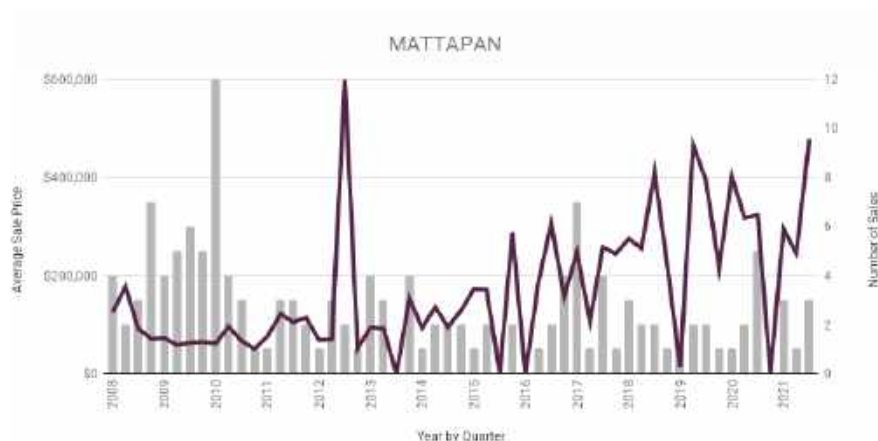


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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Boston, MA 02116

	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$222	\$263	\$325	\$335	\$331
AVERAGE SALES PRICE	\$257,500	\$409,500	\$393,500	\$323,190	\$477,666
AVERAGE SALES PRICE VS. LIST PRICE	101%	102.4%	98.5%	101.71%	100.36%
AVERAGE DOM (DAYS ON MARKET)	38	23	22	62	11
TOTAL TRANSACTIONS	4	3	2	5	3
TOTAL DOLLAR VOLUME SOLD	\$1,030,000	\$819,999	\$787,000	\$1,615,950	\$1,433,000
APPROXIMATE ABSORPTION RATE	0%	13.33%	25%	41.67%	14.58%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	7.5	4	2.4	6.86
TOTAL NUMBER OF UNITS LISTED	2	1	3	3	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES -9.1%

Average Sale Price

SUPPLY -31.8%

Approx. Months Supply

SALES -30%

Closed Sales

ABSORPTION RATE +46.7%

Approximate

MARKET TIME -22 DAYS

Days On Market

NEGOTIABILITY +1.55%

Listing Discount

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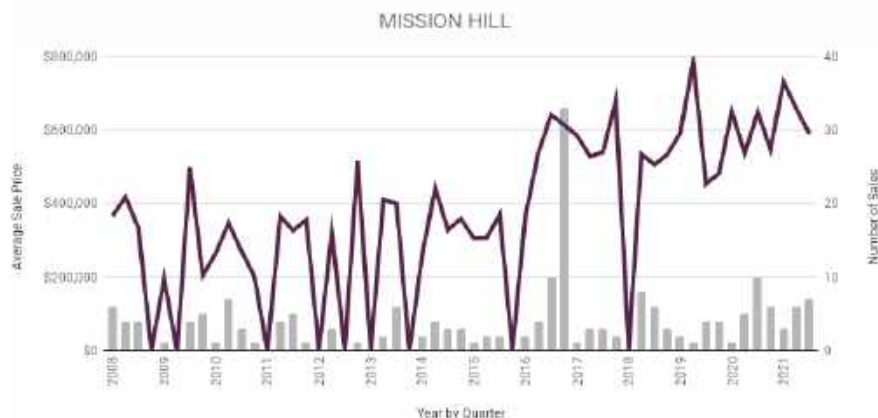


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HATHAWAY**
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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$441	\$483	\$446	\$596	\$542
AVERAGE SALES PRICE	\$538,300	\$505,666	\$452,813	\$648,450	\$589,428
AVERAGE SALES PRICE VS. LIST PRICE	101%	104.1%	102.2%	99.56%	101.11%
AVERAGE DOM (DAYS ON MARKET)	19	50	14	41	19
TOTAL TRANSACTIONS	3	6	4	10	7
TOTAL DOLLAR VOLUME SOLD	\$1,614,900	\$3,034,000	\$1,811,255	\$6,484,500	\$4,126,000
APPROXIMATE ABSORPTION RATE	391.67%	33.33%	27.78%	20.83%	30.56%
APPROXIMATE MONTHS INVENTORY SUPPLY	.26	3	3.6	4.8	3.27
TOTAL NUMBER OF UNITS LISTED	3	6	4	16	11



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +7.76%

Average Sale Price

SUPPLY -77.6%

Approx. Months Supply

SALES +4%

Closed Sales

ABSORPTION RATE +346.1%

Approximate

MARKET TIME +29 DAYS

Days On Market

NEGOTIABILITY +.21%

Listing Discount

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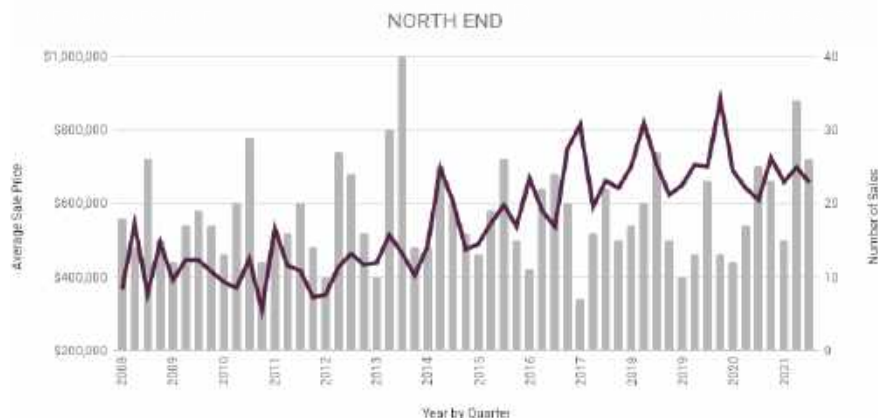


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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$921	\$944	\$897	\$907	\$939
AVERAGE SALES PRICE	\$661,272	\$703,724	\$700,043	\$609,283	\$656,557
AVERAGE SALES PRICE VS. LIST PRICE	99.52%	99.93%	97.59%	97.69%	97.9%
AVERAGE DOM (DAYS ON MARKET)	60	35	58	25	54
TOTAL TRANSACTIONS	22	27	23	25	26
TOTAL DOLLAR VOLUME SOLD	\$14,548,000	\$19,000,549	\$16,101,000	\$15,232,099	\$17,070,500
APPROXIMATE ABSORPTION RATE	41.67%	38.73%	39.1%	18.49%	82.5%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	2.58	2.56	5.41	1.21
TOTAL NUMBER OF UNITS LISTED	24	33	17	60	22



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +13.08%

Average Sale Price

SUPPLY -56.37%

Approx. Months Supply

SALES +6.78%

Closed Sales

ABSORPTION RATE +128.3%

Approximate

MARKET TIME +4 DAYS

Days On Market

NEGOTIABILITY -11.67%

Listing Discount

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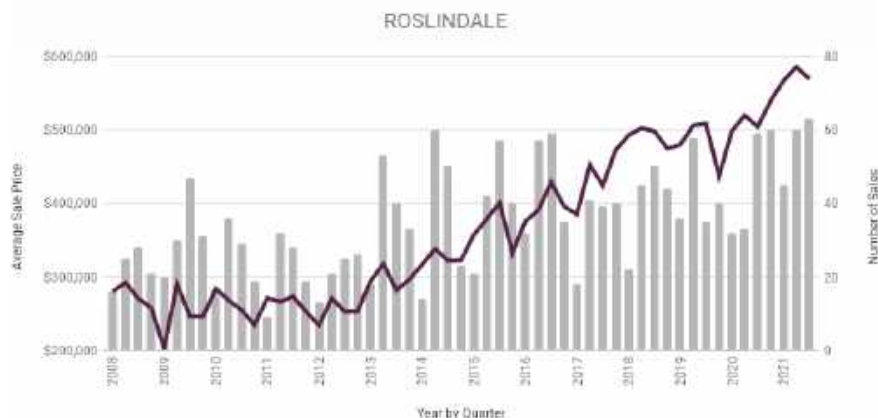


**BERKSHIRE
HATHAWAY**
Home Services
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535 Boylston Street
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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$350	\$387	\$418	\$440	\$500
AVERAGE SALES PRICE	\$423,958	\$497,994	\$508,122	\$503,841	\$569,761
AVERAGE SALES PRICE VS. LIST PRICE	103.4%	101.07%	101.59%	114.8%	101.4%
AVERAGE DOM (DAYS ON MARKET)	19	29	39	26	30
TOTAL TRANSACTIONS	39	50	35	59	63
TOTAL DOLLAR VOLUME SOLD	\$16,534,399	\$24,899,700	\$17,784,299	\$29,726,646	\$35,895,000
APPROXIMATE ABSORPTION RATE	93.75%	62.3%	55.7%	38.66%	88.26%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.07	1.61	1.79	2.59	1.13
TOTAL NUMBER OF UNITS LISTED	43	45	57	93	58



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES

Average Sale Price

-14.39%

SUPPLY

Approx. Months Supply

+38.13%

SALES

Closed Sales

-11.11%

ABSORPTION RATE

Approximate

-27.62%

MARKET TIME

Days On Market

-14 DAYS

NEGOTIABILITY

Listing Discount

+1.44%

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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$253	\$337	\$344	\$395	\$414
AVERAGE SALES PRICE	\$439,440	\$451,402	\$409,388	\$553,888	\$474,187
AVERAGE SALES PRICE VS. LIST PRICE	97.23%	99.82%	96.63%	99.3%	100.73%
AVERAGE DOM (DAYS ON MARKET)	70	46	50	46	30
TOTAL TRANSACTIONS	10	7	9	9	8
TOTAL DOLLAR VOLUME SOLD	\$4,294,400	\$3,159,814	\$3,684,500	\$4,985,000	\$3,793,500
APPROXIMATE ABSORPTION RATE	71.67%	16.11%	52.38%	31.25%	22.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	14	6.21	1.91	3.2	4.423.2
TOTAL NUMBER OF UNITS LISTED	9	25	17	16	23



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +18.6%

Average Sale Price

SUPPLY -37.7%

Approx. Months Supply

SALES +56.76%

Closed Sales

ABSORPTION RATE +60.6%

Approximate

MARKET TIME +7 DAYS

Days On Market

NEGOTIABILITY -.25%

Listing Discount

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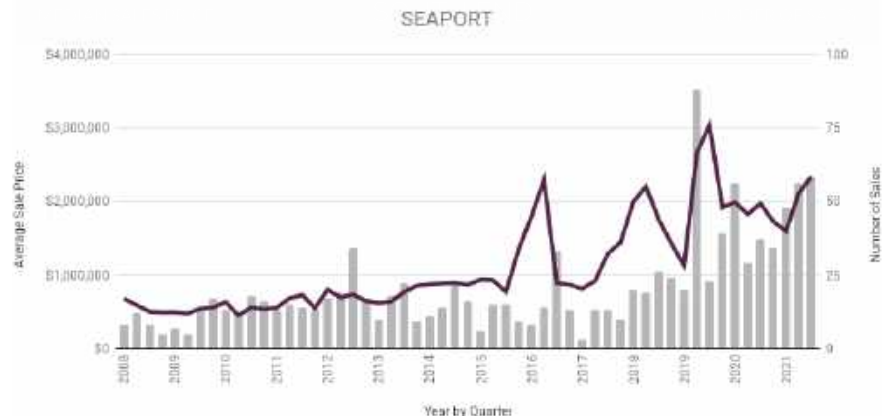


**BERKSHIRE
HATHAWAY**
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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$813	\$1,224	\$1,813	\$1,630	\$1,675
AVERAGE SALES PRICE	\$1,282,307	\$1,750,771	\$3,034,289	\$1,969,695	\$2,337,122
AVERAGE SALES PRICE VS. LIST PRICE	96.09%	96.46%	90.12%	98.72%	98.48%
AVERAGE DOM (DAYS ON MARKET)	62	44	68	51	58
TOTAL TRANSACTIONS	13	26	23	37	58
TOTAL DOLLAR VOLUME SOLD	\$16,669,999	\$45,520,056	\$69,790,964	\$72,878,726	\$135,553,100
APPROXIMATE ABSORPTION RATE	19.74%	15.63%	20.4%	19.85%	31.89%
APPROXIMATE MONTHS INVENTORY SUPPLY	5.07	6.4	4.9	5.04	3.14
TOTAL NUMBER OF UNITS LISTED	20	55	82	80	89



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +9.75%

Average Sale Price

SUPPLY -63.4%

Approx. Months Supply

SALES +27.56%

Closed Sales

ABSORPTION RATE +173.1%

Approximate

MARKET TIME +0 DAYS

Days On Market

NEGOTIABILITY +.44%

Listing Discount

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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$642	\$658	\$809	\$755	\$807
AVERAGE SALES PRICE	\$712,183	\$729,076	\$851,124	\$776,559	\$852,256
AVERAGE SALES PRICE VS. LIST PRICE	100.8%	100.54%	99.54%	99.19%	99.63%
AVERAGE DOM (DAYS ON MARKET)	36	35	32	45	45
TOTAL TRANSACTIONS	154	161	268	156	199
TOTAL DOLLAR VOLUME SOLD	\$109,676,243	\$117,381,298	\$228,101,315	\$121,143,325	\$169,599,069
APPROXIMATE ABSORPTION RATE	28.01%	43.49%	48.39%	18.46%	50.43%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.72	2.3	2.07	5.42	1.98
TOTAL NUMBER OF UNITS LISTED	161	171	183	291	190



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES -3.22%

Average Sale Price

SUPPLY -55.9%

Approx. Months Supply

SALES +2.88%

Closed Sales

ABSORPTION RATE +127.2%

Approximate

MARKET TIME +2 DAYS

Days On Market

NEGOTIABILITY +1.39%

Listing Discount

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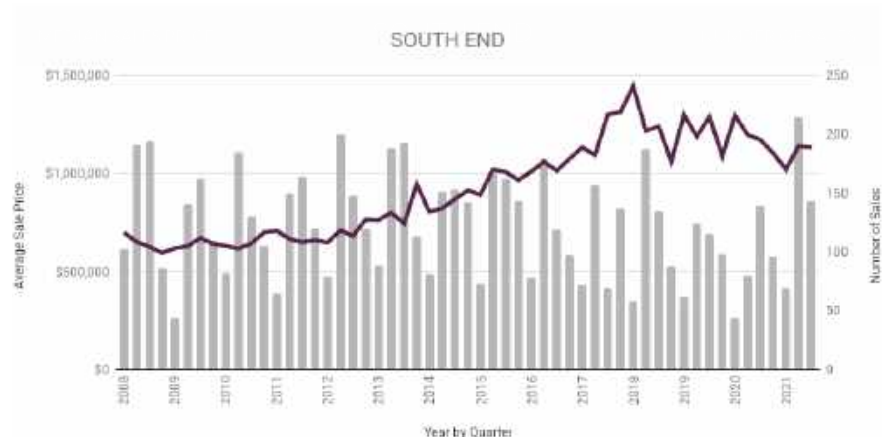


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$902	\$1,055	\$1,046	\$1,037	\$1,032
AVERAGE SALES PRICE	\$1,013,606	\$1,299,323	\$1,239,499	\$1,216,990	\$1,132,286
AVERAGE SALES PRICE VS. LIST PRICE	101.12%	100.86%	99.68%	97.99%	99.36%
AVERAGE DOM (DAYS ON MARKET)	38	38	45	38	40
TOTAL TRANSACTIONS	119	69	135	139	143
TOTAL DOLLAR VOLUME SOLD	\$120,619,211	\$89,653,312	\$167,332,437	\$162,628,293	\$161,916,949
APPROXIMATE ABSORPTION RATE	62.14%	51.26%	53.85%	12.92%	29.36%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.61	1.95	1.86	7.74	3.41
TOTAL NUMBER OF UNITS LISTED	131	131	147	276	206



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +26.69%

Average Sale Price

SUPPLY -60.22%

Approx. Months Supply

SALES +37.5%

Closed Sales

ABSORPTION RATE +151.15%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY +.96%

Listing Discount

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Q3:17

Q3:18

Q3:19

Q3:20

Q3:21

AVERAGE
PRICE PER FOOT

\$950

\$977

\$1,027

\$994

\$1,093

AVERAGE
SALES PRICE

\$1,283,877

\$1,251,399

\$1,523,029

\$1,280,312

\$1,621,965

AVERAGE
SALES PRICE VS. LIST PRICE

96.32%

96.34%

97.11%

96.59%

97.51%

AVERAGE
DOM (DAYS ON MARKET)

76

72

95

71

77

TOTAL
TRANSACTIONS

44

42

37

32

44

TOTAL
DOLLAR VOLUME SOLD

\$56,490,610

\$52,558,787

\$56,352,100

\$40,970,000

\$71,366,500

APPROXIMATE
ABSORPTION RATE

20.06%

26.06%

14.44%

9.17%

23.03%

APPROXIMATE
MONTHS INVENTORY SUPPLY

4.98

3.84

6.93

10.91

4.34

TOTAL
NUMBER OF UNITS LISTED

71

49

52

100

50



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +7.54%

Average Sale Price

SUPPLY +86.6%

Approx. Months Supply

SALES +57.14%

Closed Sales

ABSORPTION RATE -46.41%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY -1.37%

Listing Discount

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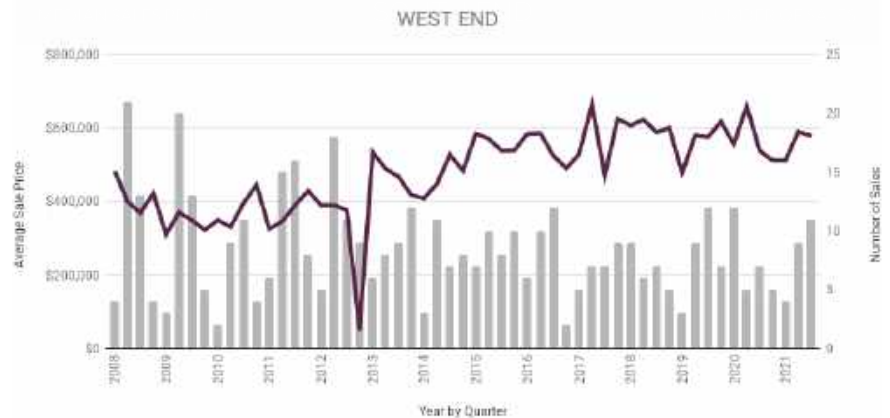


**BERKSHIRE
HATHAWAY**
Home Services
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535 Boylston Street
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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$634	\$628	\$664	\$635	\$642
AVERAGE SALES PRICE	\$470,285	\$587,785	\$574,607	\$537,857	\$578,407
AVERAGE SALES PRICE VS. LIST PRICE	96.71%	97.97%	101.3%	100.72%	99.35%
AVERAGE DOM (DAYS ON MARKET)	61	53	51	57	53
TOTAL TRANSACTIONS	7	7	12	7	11
TOTAL DOLLAR VOLUME SOLD	\$3,291,999	\$4,114,499	\$6,895,293	\$3,764,999	\$6,362,477
APPROXIMATE ABSORPTION RATE	19.44%	43.06%	26.85%	33.33%	17.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	5.14	2.32	3.72	3.00	5.6
TOTAL NUMBER OF UNITS LISTED	12	6	11	11	17



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:21 vs. Q3:20

PRICES +7.42%

Average Sale Price

SUPPLY -61.67%

Approx. Months Supply

SALES +58.8%

Closed Sales

ABSORPTION RATE +160.7%

Approximate

MARKET TIME +0 DAYS

Days On Market

NEGOTIABILITY +2.25%

Listing Discount

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	Q3:17	Q3:18	Q3:19	Q3:20	Q3:21
AVERAGE PRICE PER FOOT	\$347	\$379	\$403	\$427	\$445
AVERAGE SALES PRICE	\$383,575	\$458,773	\$460,830	\$465,435	\$499,962
AVERAGE SALES PRICE VS. LIST PRICE	101.85%	101.46%	100.62%	101.48%	103.77%
AVERAGE DOM (DAYS ON MARKET)	22	19	25	23	23
TOTAL TRANSACTIONS	28	25	30	17	27
TOTAL DOLLAR VOLUME SOLD	\$10,740,124	\$11,469,331	\$13,824,900	\$7,912,399	\$13,498,999
APPROXIMATE ABSORPTION RATE	168.75%	41.67%	75.93%	34.8%	90.74%
APPROXIMATE MONTHS INVENTORY SUPPLY	.59	2.4	1.32	2.87	1.1
TOTAL NUMBER OF UNITS LISTED	25	34	20	33	32



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SOUTH END

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BRIGHTON

CHARLESTOWN

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EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

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