

BOSTON MARKET DATA
BY NEIGHBORHOOD

2019
Q3



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



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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

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-25.37%

SUPPLY

Approx. Months Supply

+419%

SALES

Closed Sales

-60%

ABSORPTION RATE

Approximate

-806%

MARKET TIME

Days On Market

0 DAYS

NEGOTIABILITY

Listing Discount

+93%

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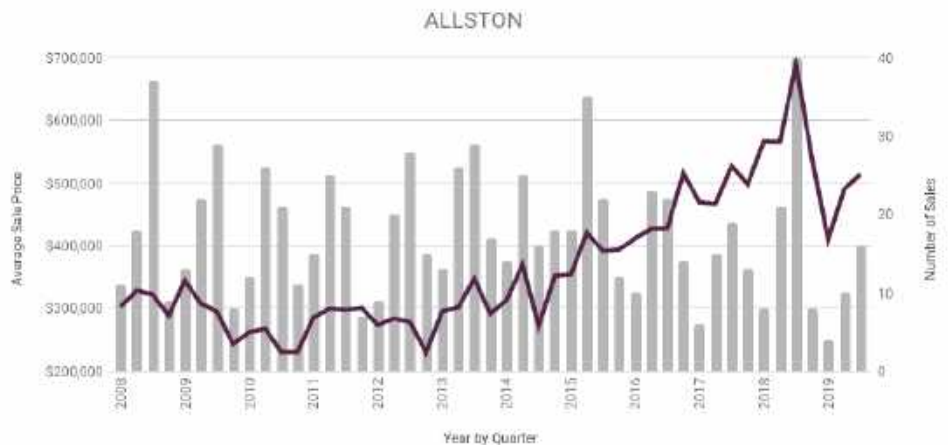


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$458	\$518	\$549	\$738	\$603
AVERAGE SALES PRICE	\$392,394	\$428,068	\$527,947	\$689,292	\$514,425
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	103.08%	102.06%	100.66%	101.59%
AVERAGE DOM (DAYS ON MARKET)	49	18	22	20	20
TOTAL TRANSACTIONS	22	22	19	40	16
TOTAL DOLLAR VOLUME SOLD	\$8,632,688	\$9,417,499	\$10,031,000	\$27,571,700	\$8,230,800
APPROXIMATE ABSORPTION RATE	158.33%	113.33%	64.29%	136.67%	26.39%
APPROXIMATE MONTHS INVENTORY SUPPLY	.63	.88	1.56	.73	3.79
TOTAL NUMBER OF UNITS LISTED	19	24	21	15	19



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-4.99%

SUPPLY

Approx. Months Supply

+21.2%

SALES

Closed Sales

-10.42%

ABSORPTION RATE

Approximate

-17.5%

MARKET TIME

Days On Market

-14 DAYS

NEGOTIABILITY

Listing Discount

-.64%

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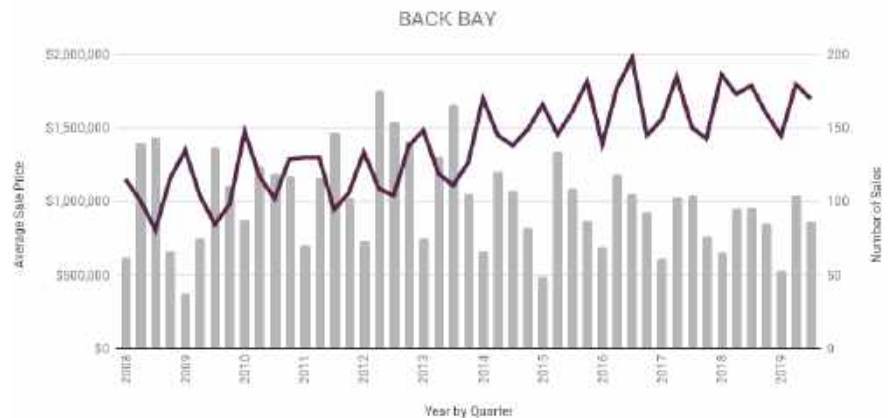


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AVERAGE PRICE PER FOOT	\$1,134	\$1,178	\$1,176	\$1,289	\$1,257
AVERAGE SALES PRICE	\$1,612,903	\$1,977,435	\$1,504,364	\$1,786,697	\$1,697,466
AVERAGE SALES PRICE VS. LIST PRICE	98.25%	96.21%	97.75%	97.15%	96.52%
AVERAGE DOM (DAYS ON MARKET)	44	71	54	59	45
TOTAL TRANSACTIONS	109	105	104	96	86
TOTAL DOLLAR VOLUME SOLD	\$175,806,450	\$207,630,625	\$156,453,900	\$171,522,867	\$145,982,111
APPROXIMATE ABSORPTION RATE	33.6%	39.7%	27.55%	27.95%	23.04%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.98	2.51	3.63	3.58	4.34
TOTAL NUMBER OF UNITS LISTED	110	123	125	112	102



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -60%

Average Sale Price

SUPPLY +593%

Approx. Months Supply

SALES -75%

Closed Sales

ABSORPTION RATE -85.5%

Approximate

MARKET TIME +77 DAYS

Days On Market

NEGOTIABILITY +2.3%

Listing Discount

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AVERAGE PRICE PER FOOT	\$785	\$810	\$932	\$1,002	\$1,018
AVERAGE SALES PRICE	\$1,100,000	\$851,500	\$615,000	\$1,351,875	\$540,000
AVERAGE SALES PRICE VS. LIST PRICE	113.99%	113.53%	96.93%	98.62%	100.93%
AVERAGE DOM (DAYS ON MARKET)	8	14	70	55	132
TOTAL TRANSACTIONS	1	1	2	4	1
TOTAL DOLLAR VOLUME SOLD	\$1,100,000	\$851,000	\$1,230,000	\$5,407,500	\$540,000
APPROXIMATE ABSORPTION RATE	25%	0%	25%	36.11%	5.21%
APPROXIMATE MONTHS INVENTORY SUPPLY	4	0	4	2.77	19.2
TOTAL NUMBER OF UNITS LISTED	3	4	3	3	9



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-14.39%

SUPPLY

Approx. Months Supply

+3.68%

SALES

Closed Sales

+35.2%

ABSORPTION RATE

Approximate

-3.36%

MARKET TIME

Days On Market

+2 DAYS

NEGOTIABILITY

Listing Discount

+ .22%

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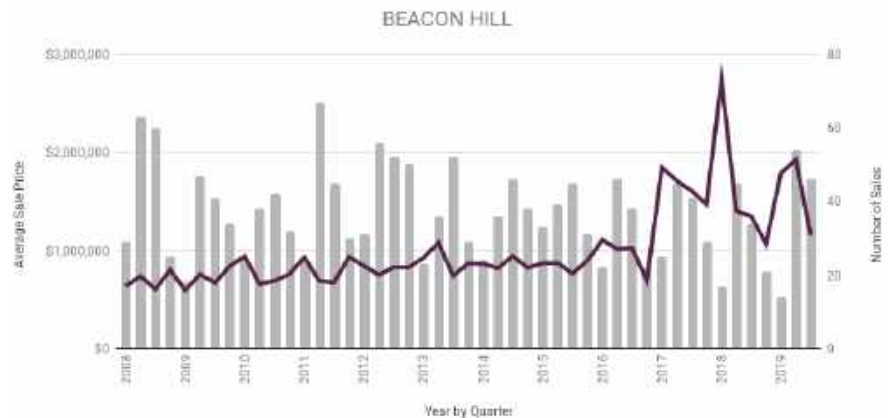


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$952	\$1,015	\$1,168	\$1,208	\$1,116
AVERAGE SALES PRICE	\$763,504	\$1,023,369	\$1,608,561	\$1,349,938	\$1,155,628
AVERAGE SALES PRICE VS. LIST PRICE	100.72%	98.54%	99.89%	96.43%	96.64%
AVERAGE DOM (DAYS ON MARKET)	32	67	50	55	57
TOTAL TRANSACTIONS	45	38	41	34	46
TOTAL DOLLAR VOLUME SOLD	\$34,357,699	\$38,888,034	\$65,951,003	\$45,897,900	\$53,158,899
APPROXIMATE ABSORPTION RATE	43.61%	28.54%	36.56%	30.64%	29.61%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.29	3.5	2.74	3.26	3.38
TOTAL NUMBER OF UNITS LISTED	52	48	51	37	45



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -16.9%

Average Sale Price

SUPPLY +58.2%

Approx. Months Supply

SALES -40.23%

Closed Sales

ABSORPTION RATE -36.8%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY -.73%

Listing Discount

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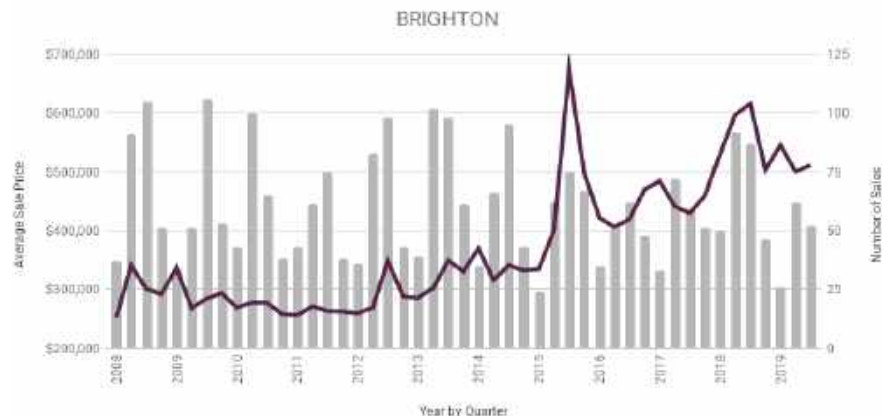


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$454	\$504	\$562	\$675	\$598
AVERAGE SALES PRICE	\$674,780	\$419,808	\$430,148	\$616,092	\$511,735
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	102.48%	103.8%	99.93%	99.2%
AVERAGE DOM (DAYS ON MARKET)	32	25	19	37	30
TOTAL TRANSACTIONS	75	62	59	87	52
TOTAL DOLLAR VOLUME SOLD	\$50,608,500	\$26,028,125	\$25,378,750	\$53,600,005	\$26,610,238
APPROXIMATE ABSORPTION RATE	91.23%	90%	118.33%	68.63%	43.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.1	1.1	.85	1.46	2.31
TOTAL NUMBER OF UNITS LISTED	62	62	54	77	59



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +11.5%

Average Sale Price

SUPPLY -10.9%

Approx. Months Supply

SALES -9.21%

Closed Sales

ABSORPTION RATE +11.8%

Approximate

MARKET TIME +4 DAYS

Days On Market

NEGOTIABILITY -.20%

Listing Discount

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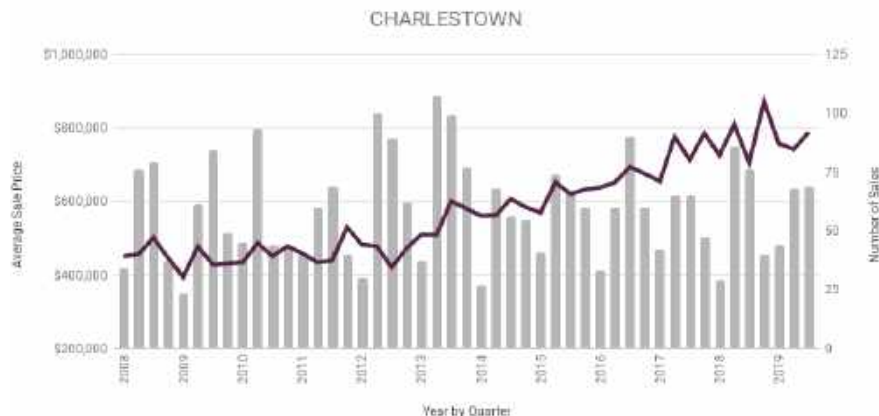


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$598	\$657	\$701	\$697	\$752
AVERAGE SALES PRICE	\$620,057	\$694,355	\$712,878	\$706,677	\$788,381
AVERAGE SALES PRICE VS. LIST PRICE	101.79%	103.03%	100.98%	101.06%	100.86%
AVERAGE DOM (DAYS ON MARKET)	40	29	31	24	28
TOTAL TRANSACTIONS	67	90	65	76	69
TOTAL DOLLAR VOLUME SOLD	\$41,543,873	\$62,491,979	\$46,337,099	\$53,707,499	\$54,398,304
APPROXIMATE ABSORPTION RATE	158.33%	63.8%	77.24%	55%	61.61%
APPROXIMATE MONTHS INVENTORY SUPPLY	.63	1.57	1.29	1.82	1.62
TOTAL NUMBER OF UNITS LISTED	19	82	46	73	65



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -5.87%

Average Sale Price

SUPPLY +11.43%

Approx. Months Supply

SALES +17.3%

Closed Sales

ABSORPTION RATE -10.2%

Approximate

MARKET TIME +14 DAYS

Days On Market

NEGOTIABILITY -,77%

Listing Discount

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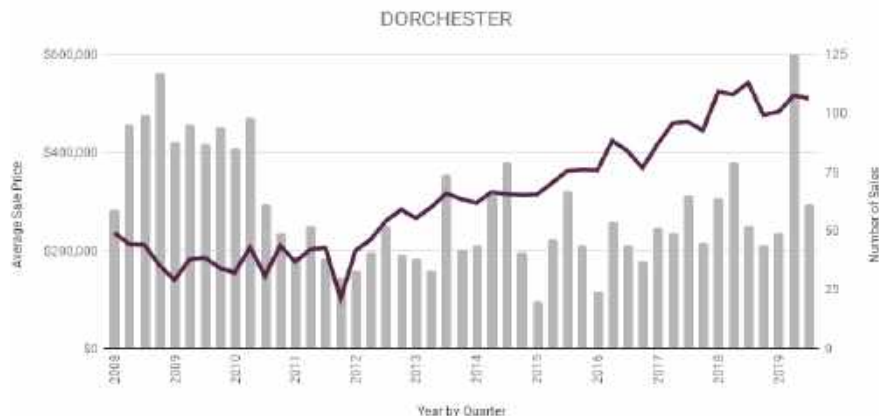


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$458	\$356	\$379	\$398	\$440
AVERAGE SALES PRICE	\$392,394	\$402,701	\$461,703	\$541,796	\$510,017
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	101.26%	100.48%	99.9%	99.13%
AVERAGE DOM (DAYS ON MARKET)	49	40	31	40	54
TOTAL TRANSACTIONS	22	44	65	52	61
TOTAL DOLLAR VOLUME SOLD	\$8,632,688	\$17,718,874	\$30,010,719	\$28,173,399	\$31,111,055
APPROXIMATE ABSORPTION RATE	66.29%	54.17%	67.67%	40.82%	36.64%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.51	1.85	1.48	2.45	2.73
TOTAL NUMBER OF UNITS LISTED	57	53	63	74	74



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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

+32.2%

SUPPLY

Approx. Months Supply

-3.5%

SALES

Closed Sales

+14.7%

ABSORPTION RATE

Approximate

+3,56%

MARKET TIME

Days On Market

+34 DAYS

NEGOTIABILITY

Listing Discount

-1.13%

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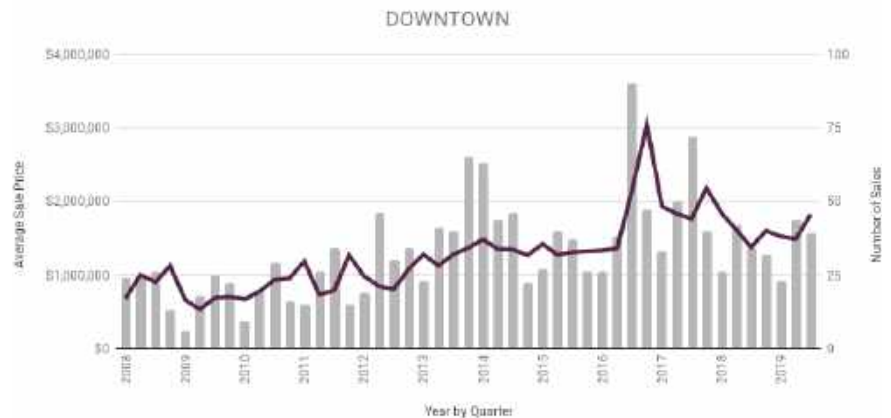


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$907	\$1,394	\$1,201	\$1,117	\$1,147
AVERAGE SALES PRICE	\$1,309,884	\$2,153,494	\$1,765,447	\$1,378,764	\$1,823,873
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	99.9%	97.73%	94.07%	96.13%
AVERAGE DOM (DAYS ON MARKET)	70	60	70	62	96
TOTAL TRANSACTIONS	37	90	72	34	39
TOTAL DOLLAR VOLUME SOLD	\$48,465,709	\$193,814,499	\$127,122,225	\$46,877,999	\$71,131,050
APPROXIMATE ABSORPTION RATE	103.59%	20.55%	25.12%	14.61%	15.13%
APPROXIMATE MONTHS INVENTORY SUPPLY	5.02	4.87	3.98	6.85	6.61
TOTAL NUMBER OF UNITS LISTED	0	2	0	1	54



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

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YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +27.28%

Average Sale Price

SUPPLY +55.8%

Approx. Months Supply

SALES +14.29%

Closed Sales

ABSORPTION RATE -35.8%

Approximate

MARKET TIME +14 DAYS

Days On Market

NEGOTIABILITY -.31%

Listing Discount

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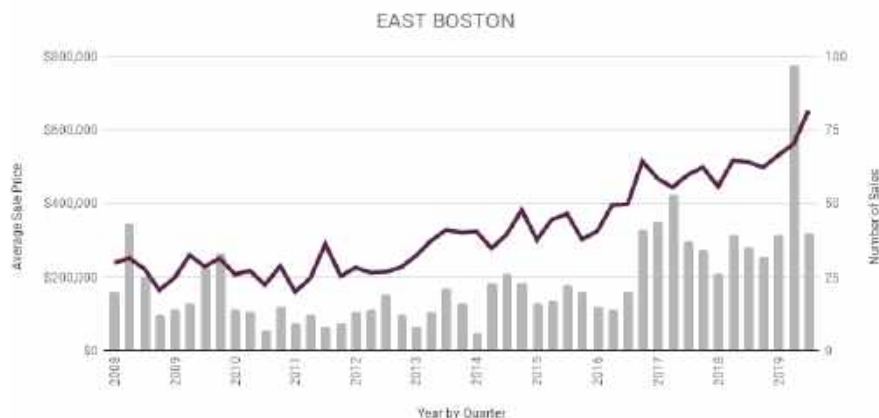


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$371	\$427	\$489	\$514	\$662
AVERAGE SALES PRICE	\$371,677	\$397,455	\$477,678	\$512,317	\$652,095
AVERAGE SALES PRICE VS. LIST PRICE	100.82%	101.59%	99.28%	100.35%	100.04%
AVERAGE DOM (DAYS ON MARKET)	33	38	30	26	40
TOTAL TRANSACTIONS	22	20	37	35	40
TOTAL DOLLAR VOLUME SOLD	\$8,176,899	\$7,984,900	\$17,674,100	\$17,931,099	\$26,083,800
APPROXIMATE ABSORPTION RATE	54.17%	26.14%	51.44%	44.67%	28.64%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	3.83	1.94	2.24	3.49
TOTAL NUMBER OF UNITS LISTED	24	47	44	54	93



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Q3:19 vs. Q3:18

PRICES +14.7%

Average Sale Price

SUPPLY -40.8%

Approx. Months Supply

SALES +42.3%

Closed Sales

ABSORPTION RATE +68.7%

Approximate

MARKET TIME +3 DAYS

Days On Market

NEGOTIABILITY -2.13%

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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$695	\$794	\$850	\$987	\$974
AVERAGE SALES PRICE	\$488,978	\$545,543	\$713,095	\$611,304	\$701,575
AVERAGE SALES PRICE VS. LIST PRICE	100.28%	101.38%	98.62%	98.92%	96.82%
AVERAGE DOM (DAYS ON MARKET)	18	24	28	36	39
TOTAL TRANSACTIONS	27	23	29	26	37
TOTAL DOLLAR VOLUME SOLD	\$13,178,113	\$12,547,500	\$20,679,775	\$15,893,914	\$25,958,286
APPROXIMATE ABSORPTION RATE	109.72%	109.72%	88.19%	26.67%	45%
APPROXIMATE MONTHS INVENTORY SUPPLY	.91	.91	1.13	3.75	2.22
TOTAL NUMBER OF UNITS LISTED	18	18	19	41	30



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Q3:19 vs. Q3:18

PRICES -4.3%

Average Sale Price

SUPPLY +58.2%

Approx. Months Supply

SALES -1.87%

Closed Sales

ABSORPTION RATE -36.7%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -1.84%

Listing Discount

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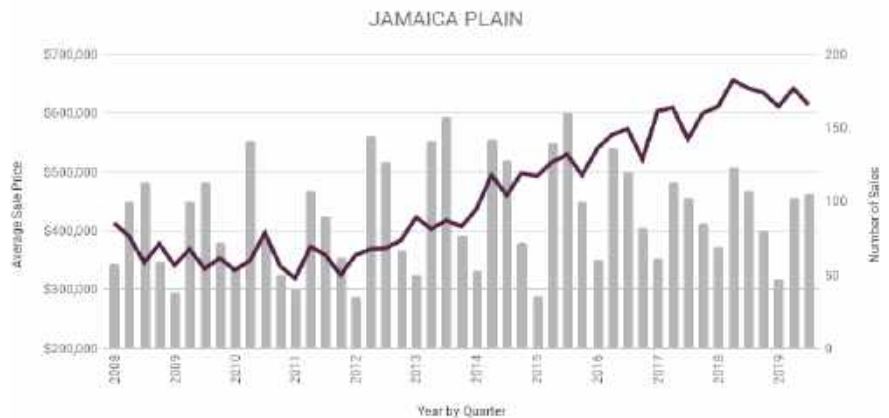


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AVERAGE PRICE PER FOOT	\$434	\$461	\$492	\$526	\$545
AVERAGE SALES PRICE	\$530,123	\$573,322	\$555,817	\$642,373	\$614,464
AVERAGE SALES PRICE VS. LIST PRICE	103.92%	102.44%	104.25%	103.22%	101.33%
AVERAGE DOM (DAYS ON MARKET)	36	29	27	27	33
TOTAL TRANSACTIONS	161	120	102	107	105
TOTAL DOLLAR VOLUME SOLD	\$85,349,933	\$68,799,871	\$56,693,390	\$68,733,946	\$64,518,783
APPROXIMATE ABSORPTION RATE	158.33%	100%	74.58%	57.14%	36.15%
APPROXIMATE MONTHS INVENTORY SUPPLY	.63	1	1.34	1.75	2.77
TOTAL NUMBER OF UNITS LISTED	19	89	107	114	121



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-3.91%

SUPPLY

Approx. Months Supply

-46.6%

SALES

Closed Sales

0%

ABSORPTION RATE

Approximate

+87.5%

MARKET TIME

Days On Market

-1 DAYS

NEGOTIABILITY

Listing Discount

-3.81%

Smart matters.

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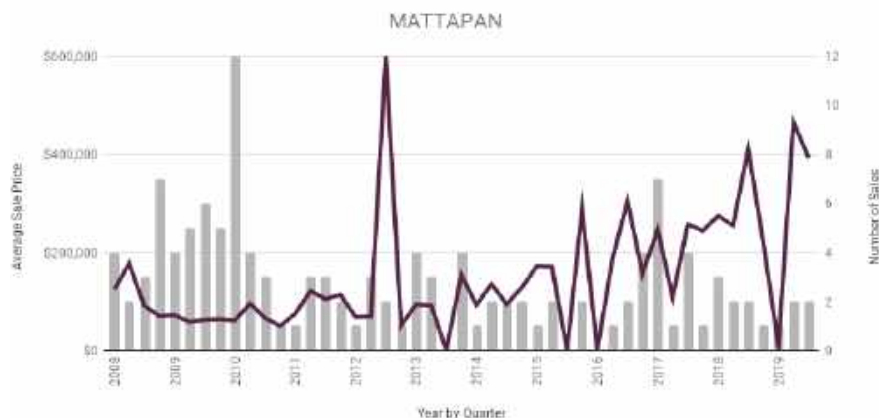


BERKSHIRE
HATHAWAY
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Warren Residential

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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$0	\$233	\$222	\$263	\$325
AVERAGE SALES PRICE	\$0	\$305,000	\$257,500	\$409,500	\$393,500
AVERAGE SALES PRICE VS. LIST PRICE	0%	105.19%	101%	102.4%	98.5%
AVERAGE DOM (DAYS ON MARKET)	0	54	38	23	22
TOTAL TRANSACTIONS	0	2	4	3	2
TOTAL DOLLAR VOLUME SOLD	\$0	\$610,000	\$1,030,000	\$819,999	\$787,000
APPROXIMATE ABSORPTION RATE	41.67%	41.67%	0%	13.33%	25%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	2.4	0	7.5	4
TOTAL NUMBER OF UNITS LISTED	2	2	2	1	3



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -10.45%

Average Sale Price

SUPPLY +20%

Approx. Months Supply

SALES -33.3%

Closed Sales

ABSORPTION RATE -16.65%

Approximate

MARKET TIME -36 DAYS

Days On Market

NEGOTIABILITY -1.91%

Listing Discount

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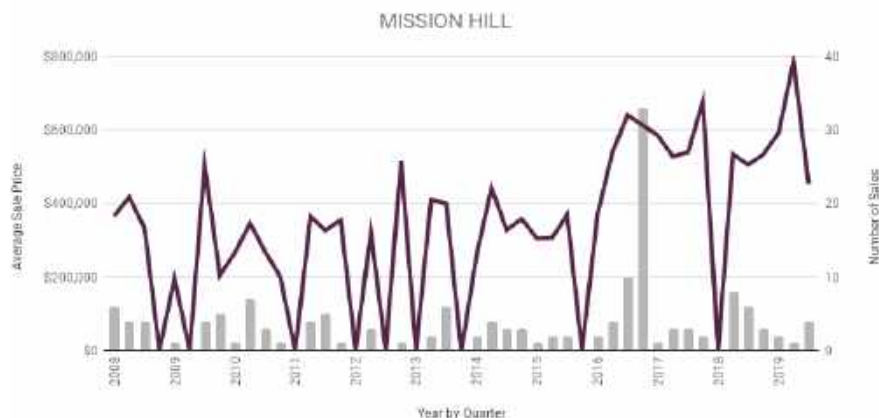


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$332	\$839	\$441	\$483	\$446
AVERAGE SALES PRICE	\$369,566	\$640,330	\$538,300	\$505,666	\$452,813
AVERAGE SALES PRICE VS. LIST PRICE	100.75%	100.7%	101%	104.1%	102.2%
AVERAGE DOM (DAYS ON MARKET)	77	54	19	50	14
TOTAL TRANSACTIONS	2	10	3	6	4
TOTAL DOLLAR VOLUME SOLD	\$739,132	\$6,403,306	\$1,614,900	\$3,034,000	\$1,811,255
APPROXIMATE ABSORPTION RATE	0%	0%	391.67%	33.33%	27.78%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	0	.26	3	3.6
TOTAL NUMBER OF UNITS LISTED	0	2	3	6	4



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -5.04%

Average Sale Price

SUPPLY -.76%

Approx. Months Supply

SALES -14.81%

Closed Sales

ABSORPTION RATE +.96%

Approximate

MARKET TIME +23 DAYS

Days On Market

NEGOTIABILITY -2.33%

Listing Discount

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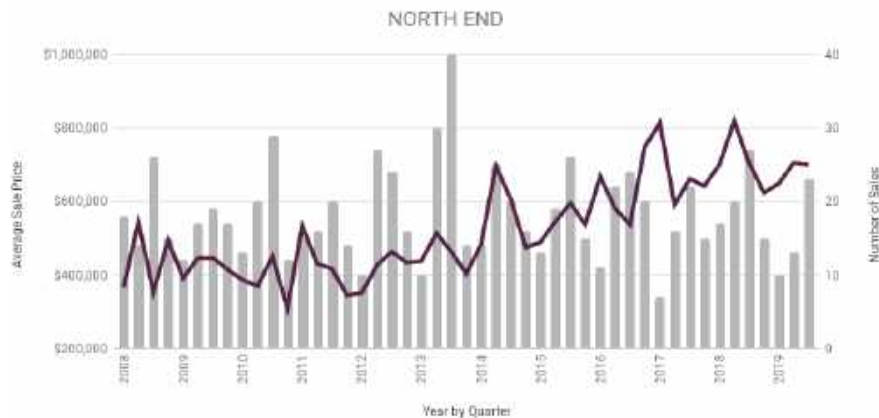


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$693	\$828	\$921	\$944	\$897
AVERAGE SALES PRICE	\$595,423	\$536,872	\$661,272	\$703,724	\$700,043
AVERAGE SALES PRICE VS. LIST PRICE	96.66%	99.32%	99.52%	99.93%	97.59%
AVERAGE DOM (DAYS ON MARKET)	53	41	60	35	58
TOTAL TRANSACTIONS	26	24	22	27	23
TOTAL DOLLAR VOLUME SOLD	\$15,481,000	\$12,884,945	\$14,548,000	\$19,000,549	\$16,101,000
APPROXIMATE ABSORPTION RATE	68.52%	67.59%	41.67%	38.73%	39.1%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.46	1.48	2.4	2.58	2.56
TOTAL NUMBER OF UNITS LISTED	22	29	24	33	17



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +2.03%

Average Sale Price

SUPPLY +11.1%

Approx. Months Supply

SALES -30%

Closed Sales

ABSORPTION RATE -10.4%

Approximate

MARKET TIME +10 DAYS

Days On Market

NEGOTIABILITY +.52%

Listing Discount

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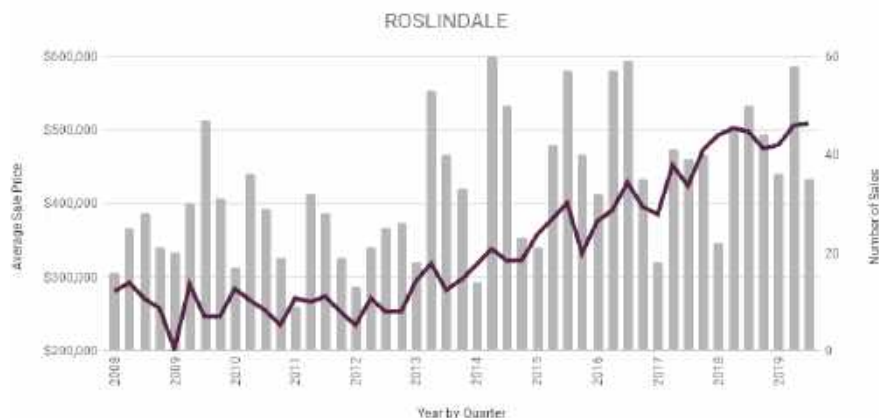


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$313	\$353	\$350	\$387	\$418
AVERAGE SALES PRICE	\$313,740	\$428,745	\$423,958	\$497,994	\$508,122
AVERAGE SALES PRICE VS. LIST PRICE	101.35%	102.11%	103.4%	101.07%	101.59%
AVERAGE DOM (DAYS ON MARKET)	62	39	19	29	39
TOTAL TRANSACTIONS	57	59	39	50	35
TOTAL DOLLAR VOLUME SOLD	\$22,825,480	\$25,296,011	\$16,534,399	\$24,899,700	\$17,784,299
APPROXIMATE ABSORPTION RATE	40%	97.92%	93.75%	62.3%	55.7%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.5	1.02	1.07	1.61	1.79
TOTAL NUMBER OF UNITS LISTED	59	46	43	45	57



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-9.31%

SUPPLY

Approx. Months Supply

-69.2%

SALES

Closed Sales

+28.5%

ABSORPTION RATE

Approximate

+225%

MARKET TIME

Days On Market

+4 DAYS

NEGOTIABILITY

Listing Discount

-3.19%

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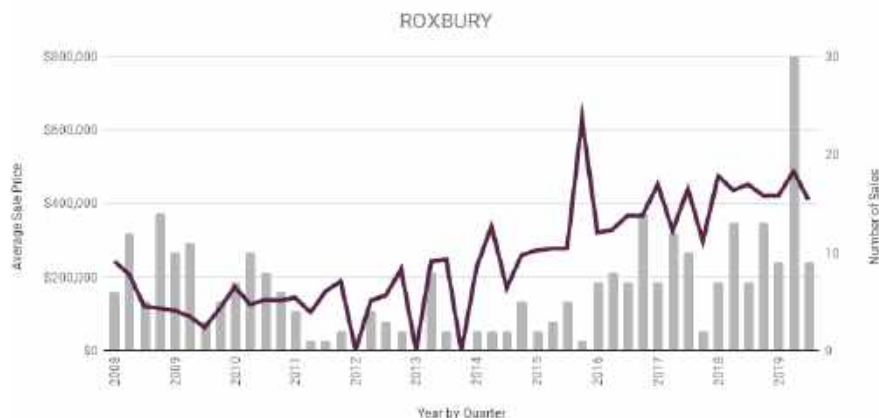


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$188	\$306	\$253	\$337	\$344
AVERAGE SALES PRICE	\$277,800	\$367,124	\$439,440	\$451,402	\$409,388
AVERAGE SALES PRICE VS. LIST PRICE	119.88%	98.17%	97.23%	99.82%	96.63%
AVERAGE DOM (DAYS ON MARKET)	121	49	70	46	50
TOTAL TRANSACTIONS	5	7	10	7	9
TOTAL DOLLAR VOLUME SOLD	\$1,389,000	\$2,569,868	\$4,394,400	\$3,159,814	\$3,684,500
APPROXIMATE ABSORPTION RATE	20.83%	12.78%	71.67%	16.11%	52.38%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.8	7.83	14	6.21	1.91
TOTAL NUMBER OF UNITS LISTED	12	21	9	25	17



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +73.3%

Average Sale Price

SUPPLY -23.4%

Approx. Months Supply

SALES -11.54%

Closed Sales

ABSORPTION RATE +30.5%

Approximate

MARKET TIME +24 DAYS

Days On Market

NEGOTIABILITY -6.57%

Listing Discount

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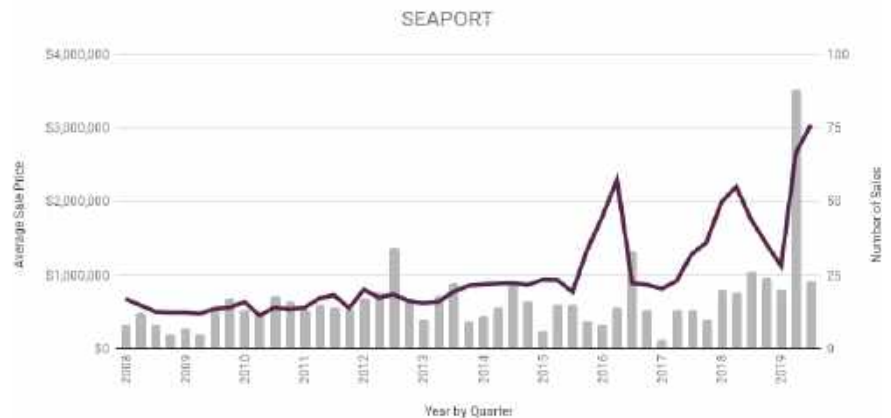


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$661	\$964	\$813	\$1,224	\$1,813
AVERAGE SALES PRICE	\$766,587	\$889,621	\$1,282,307	\$1,750,771	\$3,034,389
AVERAGE SALES PRICE VS. LIST PRICE	100.95%	97.49%	96.09%	96.46%	90.12%
AVERAGE DOM (DAYS ON MARKET)	48	63	62	44	68
TOTAL TRANSACTIONS	15	33	13	26	23
TOTAL DOLLAR VOLUME SOLD	\$11,498,809	\$29,357,499	\$16,669,999	\$45,520,056	\$69,790,964
APPROXIMATE ABSORPTION RATE	72.22%	90.28%	19.74%	15.63%	20.4%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.38	1.11	5.07	6.4	4.9
TOTAL NUMBER OF UNITS LISTED	16	16	20	55	82



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES

Average Sale Price

-5.98%

SUPPLY

Approx. Months Supply

+56.52%

SALES

Closed Sales

-46.6%

ABSORPTION RATE

Approximate

-36.19%

MARKET TIME

Days On Market

+16 DAYS

NEGOTIABILITY

Listing Discount

-.88%

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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$567	\$642	\$658	\$809	\$748
AVERAGE SALES PRICE	\$601,808	\$712,183	\$729,076	\$851,124	\$800,248
AVERAGE SALES PRICE VS. LIST PRICE	100.73%	100.8%	100.54%	99.54%	98.67%
AVERAGE DOM (DAYS ON MARKET)	47	36	35	32	48
TOTAL TRANSACTIONS	206	154	161	268	143
TOTAL DOLLAR VOLUME SOLD	\$123,972,600	\$109,676,243	\$117,381,298	\$228,101,315	\$114,435,498
APPROXIMATE ABSORPTION RATE	69.05%	58.01%	43.49%	48.39%	30.88%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.45	1.72	2.3	2.07	3.24
TOTAL NUMBER OF UNITS LISTED	167	161	171	183	165



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +3.94%

Average Sale Price

SUPPLY +30.11%

Approx. Months Supply

SALES -14.8%

Closed Sales

ABSORPTION RATE -23.4%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -.85%

Listing Discount

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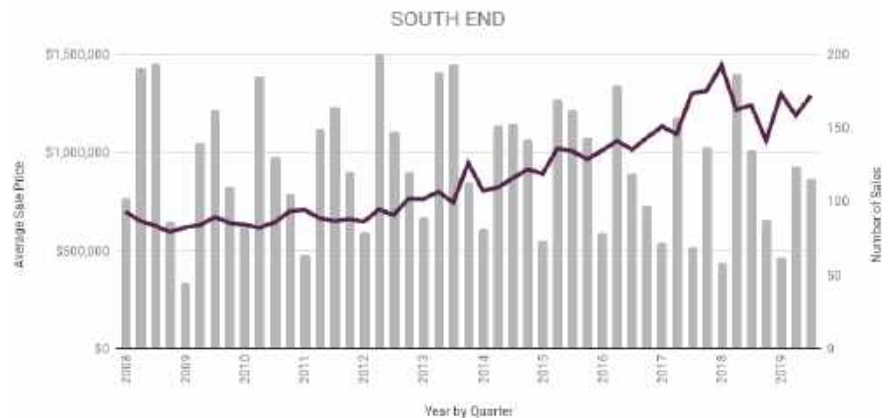


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$862	\$902	\$1,055	\$1,046	\$1,048
AVERAGE SALES PRICE	\$1,005,688	\$1,013,606	\$1,299,323	\$1,239,499	\$1,288,294
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	101.12%	100.86%	99.68%	98.83%
AVERAGE DOM (DAYS ON MARKET)	34	38	38	45	43
TOTAL TRANSACTIONS	162	119	69	135	115
TOTAL DOLLAR VOLUME SOLD	\$162,921,548	\$120,619,211	\$89,653,312	\$167,332,437	\$148,153,923
APPROXIMATE ABSORPTION RATE	62.56%	62.14%	51.26%	53.85%	41.25%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.6	1.61	1.95	1.86	2.42
TOTAL NUMBER OF UNITS LISTED	165	131	131	147	145



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES +21.7%

Average Sale Price

SUPPLY +80.4%

Approx. Months Supply

SALES -11.9%

Closed Sales

ABSORPTION RATE -44.5%

Approximate

MARKET TIME +23 DAYS

Days On Market

NEGOTIABILITY +.8%

Listing Discount

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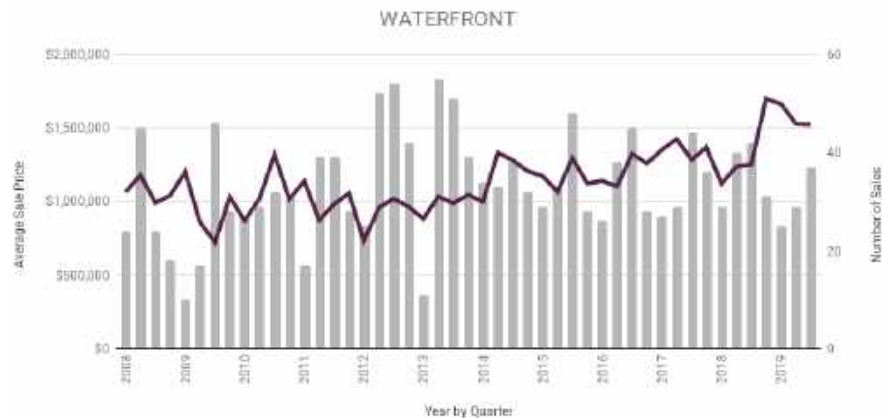


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$878	\$956	\$950	\$977	\$1,027
AVERAGE SALES PRICE	\$1,296,180	\$1,325,000	\$1,283,877	\$1,251,399	\$1,523,029
AVERAGE SALES PRICE VS. LIST PRICE	96.25%	95.21%	96.32%	96.34%	97.11%
AVERAGE DOM (DAYS ON MARKET)	78	63	76	72	95
TOTAL TRANSACTIONS	48	45	44	42	37
TOTAL DOLLAR VOLUME SOLD	\$62,216,663	\$59,625,000	\$56,490,610	\$52,558,787	\$56,352,100
APPROXIMATE ABSORPTION RATE	33.1%	31.53%	20.06%	26.06%	14.44%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.02	3.17	4.98	3.84	6.93
TOTAL NUMBER OF UNITS LISTED	50	48	71	49	52



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES -2.24%

Average Sale Price

SUPPLY +60.3%

Approx. Months Supply

SALES +71.4%

Closed Sales

ABSORPTION RATE -37.6%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY +3.4%

Listing Discount

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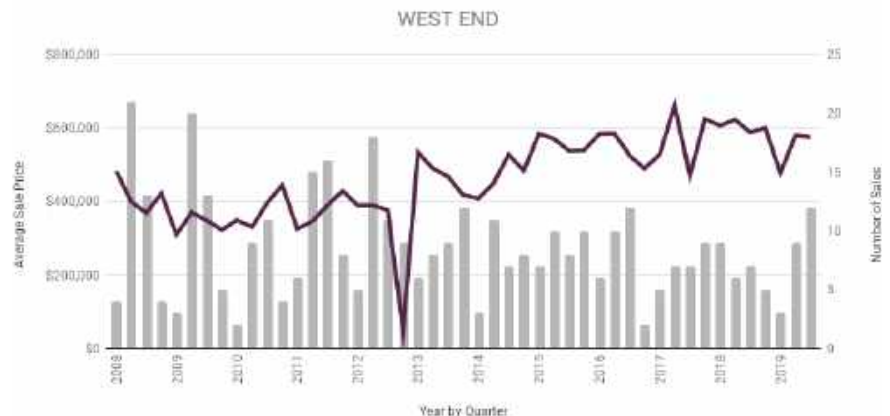


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$579	\$654	\$634	\$628	\$664
AVERAGE SALES PRICE	\$537,125	\$524,906	\$470,285	\$587,785	\$574,607
AVERAGE SALES PRICE VS. LIST PRICE	99.63%	102.49%	96.71%	97.97%	101.3%
AVERAGE DOM (DAYS ON MARKET)	35	21	61	53	51
TOTAL TRANSACTIONS	8	12	7	7	12
TOTAL DOLLAR VOLUME SOLD	\$4,297,000	\$6,298,875	\$3,291,999	\$4,114,499	\$6,895,293
APPROXIMATE ABSORPTION RATE	55%	79.17%	19.44%	43.06%	26.85%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.82	1.26	5.14	2.32	3.72
TOTAL NUMBER OF UNITS LISTED	12	8	12	6	11



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:19 vs. Q3:18

PRICES ++.45%

Average Sale Price

SUPPLY -45%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE +82.2%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -.82%

Listing Discount

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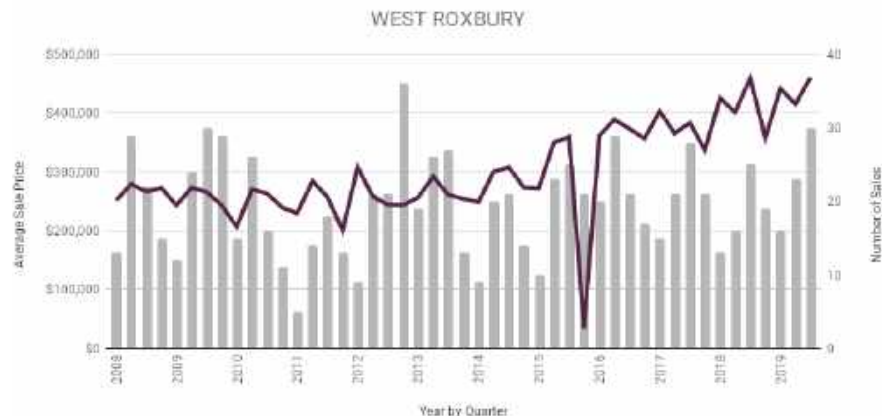


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	Q3:15	Q3:16	Q3:17	Q3:18	Q3:19
AVERAGE PRICE PER FOOT	\$290	\$328	\$347	\$379	\$403
AVERAGE SALES PRICE	\$359,780	\$373,376	\$383,575	\$458,773	\$460,830
AVERAGE SALES PRICE VS. LIST PRICE	100.68%	100.40%	101.85%	101.46%	100.62%
AVERAGE DOM (DAYS ON MARKET)	30	36	22	19	25
TOTAL TRANSACTIONS	25	21	28	25	30
TOTAL DOLLAR VOLUME SOLD	\$8,994,500	\$7,840,899	\$10,740,124	\$11,469,331	\$13,824,900
APPROXIMATE ABSORPTION RATE	40.56%	126.39%	168.75%	41.67%	75.93%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.47	.79	.59	2.4	1.32
TOTAL NUMBER OF UNITS LISTED	28	17	25	34	20



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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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DORCHESTER

EAST BOSTON

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NORTH END

SEAPORT

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