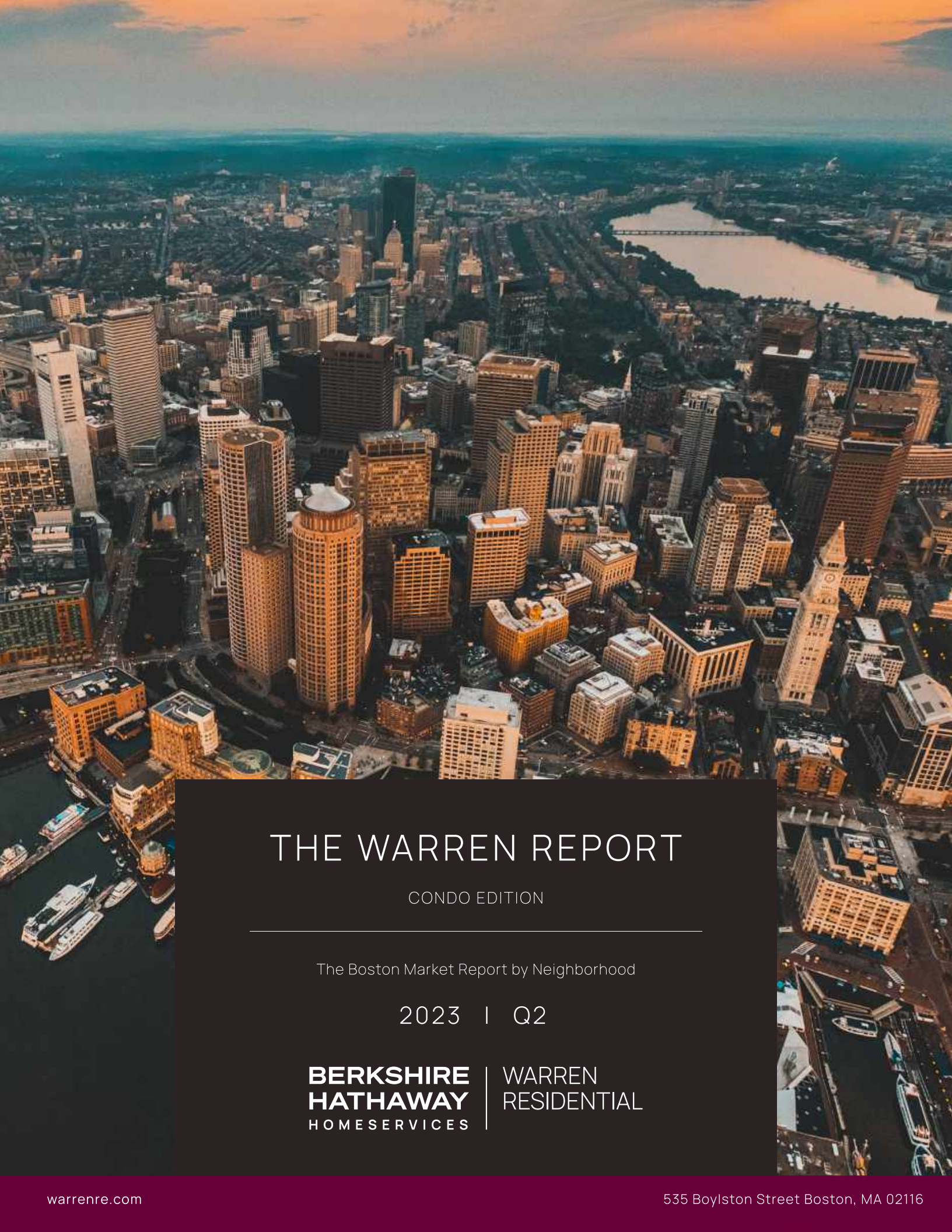




THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2023 | Q2

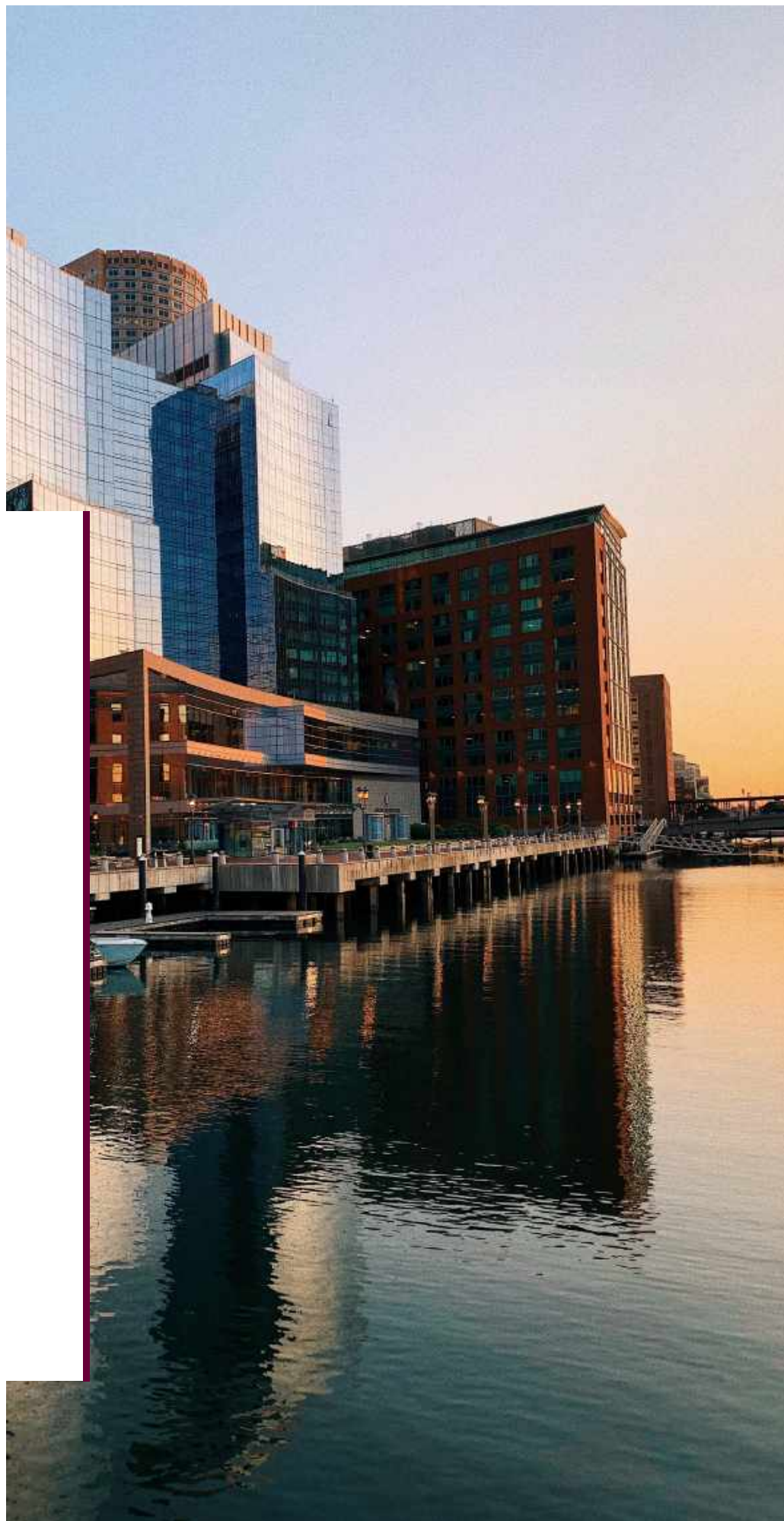
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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.

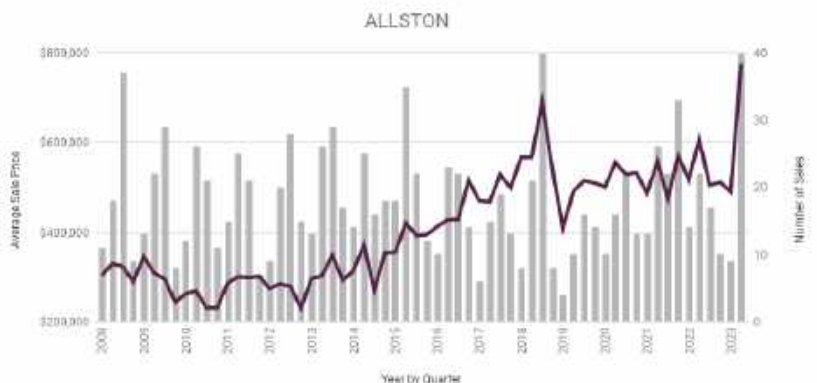
ALLSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$626	\$633	\$640	\$685	vs.	\$882	+28.7%
AVERAGE SALES PRICE	\$490,900	\$555,146	\$557,073	\$606,818	vs.	\$776,668	+27.9%
AVERAGE SALES PRICE VS. LIST PRICE	98.46%	100.98%	99.55%	100.63%	vs.	100.11%	-52%
AVERAGE DOM (DAYS ON MARKET)	37	50	48	31	vs.	41	+32.2%
TOTAL TRANSACTIONS	10	16	26	22	vs.	40	+81.8%
TOTAL DOLLAR VOLUME SOLD	\$4,909,000	\$8,882,350	\$14,483,900	\$13,350,000	vs.	\$31,066,750	+132.7%
AVERAGE ABSORPTION RATE	51.67%	35.9%	39.58%	33.33%	vs.	73.15%	+119.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.94	2.79	2.53	3	vs.	1.37	-54.3%
TOTAL # OF UNITS LISTED	24	28	47	46	vs.	30	- 34.7%

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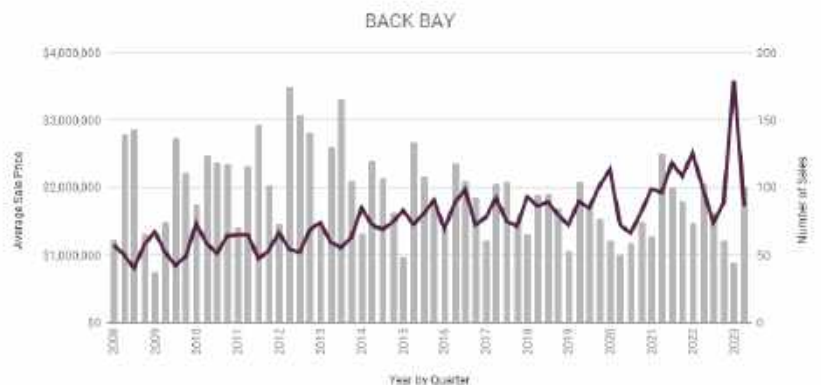
BACK BAY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,257	\$1,144	\$1,295	\$1,416	vs.	\$1,306	-7.7%
AVERAGE SALES PRICE	\$1,796,409	\$1,447,901	\$1,932,780	\$1,988,794	vs.	\$1,725,059	-13.2%
AVERAGE SALES PRICE VS. LIST PRICE	98.34%	96.85%	96.54%	98.36%	vs.	94.49%	-3.9%
AVERAGE DOM (DAYS ON MARKET)	65	76	90	47	vs.	71	+51%
TOTAL TRANSACTIONS	104	50	125	103	vs.	101	-1.9%
TOTAL DOLLAR VOLUME SOLD	\$186,826,550	\$72,395,095	\$241,597,500	\$204,845,875	vs.	\$174,231,000	-14.9%
AVERAGE ABSORPTION RATE	22.53%	20.21%	19.4%	25.82%	vs.	21.19%	-17.9%
AVERAGE MONTHS INVENTORY SUPPLY	3.06	4.44	4.95	5.15	vs.	4.72	+21.9%
TOTAL # OF UNITS LISTED	193	119	192	200	vs.	161	-19.5%

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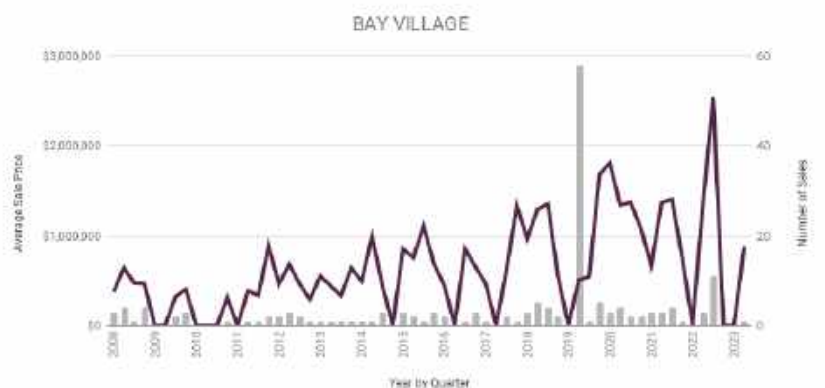
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$416	\$1,168	\$1,117	\$1,044	vs.	\$802	-23.1%
AVERAGE SALES PRICE	\$505,800	\$1,341,500	\$1,365,000	\$1,331,666	vs.	\$875,000	- 34.2%
AVERAGE SALES PRICE VS. LIST PRICE	103.4%	100.52%	100.44%	100.76%	vs.	92.2%	-8.4%
AVERAGE DOM (DAYS ON MARKET)	34	132	10	9	vs.	157	+1644%
TOTAL TRANSACTIONS	58	4	3	3	vs.	1	- 66.6%
TOTAL DOLLAR VOLUME SOLD	\$29,336,400	\$5,366,000	\$4,095,000	\$3,995,000	vs.	\$875,000	- 78.1%
AVERAGE ABSORPTION RATE	104.44%	36.11%	41.67%	25%	vs.	100%	+ 300%
AVERAGE MONTHS INVENTORY SUPPLY	.96	2.77	2.4	4	vs.	1	-75%
TOTAL # OF UNITS LISTED	60	3	17	4	vs.	1	- 75%

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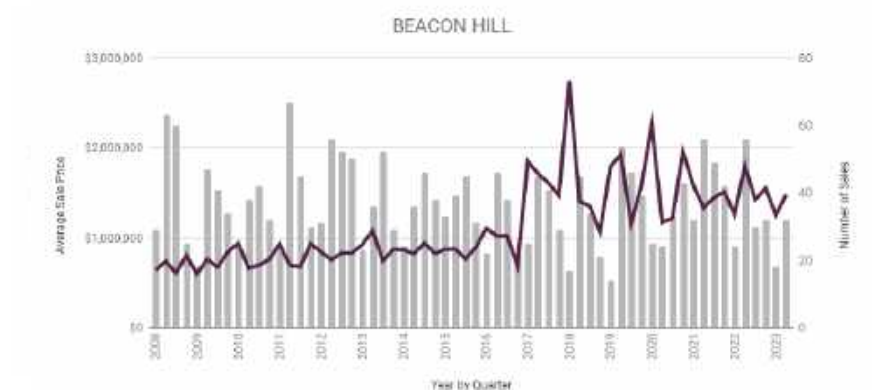
BEACON HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,284	\$1,190	\$1,216	\$1,312	vs.	\$1,270	-3.2%
AVERAGE SALES PRICE	\$1,926,066	\$1,168,395	\$1,333,864	\$1,796,719	vs.	\$1,480,718	-17.5%
AVERAGE SALES PRICE VS. LIST PRICE	98.58%	97.41%	95.62%	99.67%	vs.	95.25%	+4.4%
AVERAGE DOM (DAYS ON MARKET)	51	58	59	29	vs.	35	+20.6%
TOTAL TRANSACTIONS	54	24	56	56	vs.	32	-42.8%
TOTAL DOLLAR VOLUME SOLD	\$104,007,582	\$28,041,499	\$74,696,400	\$100,619,313	vs.	\$47,383,000	-52.9%
AVERAGE ABSORPTION RATE	25.41%	22.06%	25.91%	29.17%	vs.	33.05%	+13.3%
AVERAGE MONTHS INVENTORY SUPPLY	3.94	4.53	3.86	3.43	vs.	3.03	-11.6%
TOTAL # OF UNITS LISTED	74	59	77	77	vs.	43	-44.1%

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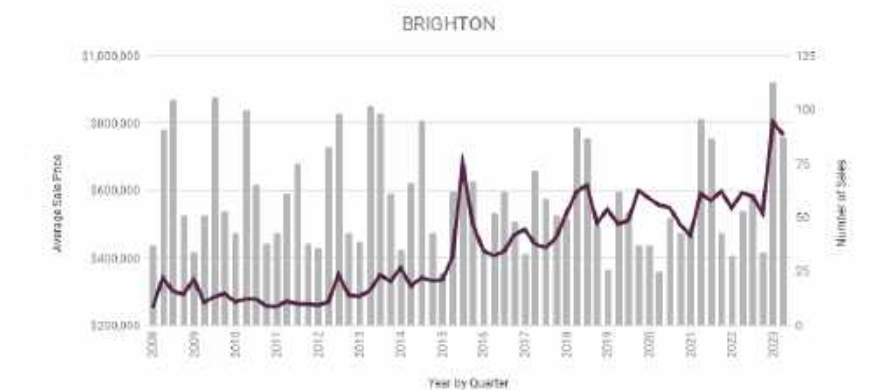
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$555	\$633	\$698	\$713	vs.	\$885	+24%
AVERAGE SALES PRICE	\$500,694	\$557,000	\$591,458	\$593,301	vs.	\$766,515	+29.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.42%	99.21%	100%	101.81%	vs.	99.8%	-1.9%
AVERAGE DOM (DAYS ON MARKET)	37	19	51	48	vs.	30	-37.5%
TOTAL TRANSACTIONS	62	25	96	53	vs.	88	+66%
TOTAL DOLLAR VOLUME SOLD	\$31,043,049	\$13,925,000	\$56,780,019	\$31,445,000	vs.	\$67,453,404	+114.5%
AVERAGE ABSORPTION RATE	51.54%	33.55%	29.67%	29.7%	vs.	85.6%	+188.3%
AVERAGE MONTHS INVENTORY SUPPLY	1.94	2.98	3.37	3.37	vs.	1.17	-65.2%
TOTAL # OF UNITS LISTED	107	61	147	144	vs.	99	-31.2%

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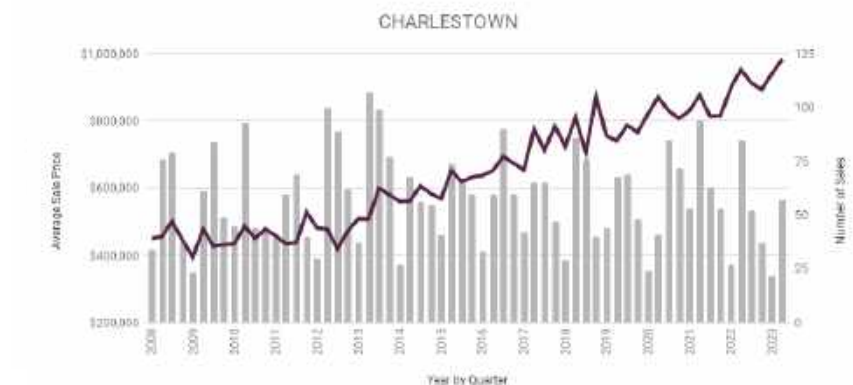
CHARLESTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$726	\$773	\$779	\$843	vs.	\$849	+ .6%
AVERAGE SALES PRICE	\$741,735	\$871,504	\$876,585	\$953,864	vs.	\$985,083	+3.2%
AVERAGE SALES PRICE VS. LIST PRICE	99.88%	99.29%	101.82%	102.12%	vs.	100.12%	-1.9%
AVERAGE DOM (DAYS ON MARKET)	43	27	30	25	vs.	29	+16%
TOTAL TRANSACTIONS	68	41	94	85	vs.	57	-32.9%
TOTAL DOLLAR VOLUME SOLD	\$50,438,045	\$35,731,684	\$82,399,009	\$81,078,500	vs.	\$56,149,780	-30.7%
AVERAGE ABSORPTION RATE	52.29%	49.19%	88.51%	69.64%	vs.	97.22%	+39.6%
AVERAGE MONTHS INVENTORY SUPPLY	.99	1.91	2.03	1.13	vs.	1.03	-28.4%
TOTAL # OF UNITS LISTED	127	94	119	108	vs.	67	-37.9%

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DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$455	\$462	\$469	\$502	vs.	\$513	+2%
AVERAGE SALES PRICE	\$515,878	\$562,775	\$549,396	\$616,608	vs.	\$653,026	+5.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.39%	99.37%	100.92%	101.68%	vs.	100.52%	-11%
AVERAGE DOM (DAYS ON MARKET)	45	38	34	29	vs.	34	+ 17.4%
TOTAL TRANSACTIONS	125	61	69	81	vs.	53	- 34.5%
TOTAL DOLLAR VOLUME SOLD	\$64,484,850	\$34,329,329	\$37,908,350	\$49,945,312	vs.	\$34,610,409	-30.7%
AVERAGE ABSORPTION RATE	44.22%	86.51%	52.08%	60%	vs.	47.13%	-21.4%
AVERAGE MONTHS INVENTORY SUPPLY	2.26	1.16	1.92	1.67	vs.	2.12	+26.9%
TOTAL # OF UNITS LISTED	192	76	120	107	vs.	65	-39.2%

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DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,043	\$954	\$994	\$1,089	vs.	\$1,574	+44.4%
AVERAGE SALES PRICE	\$1,488,251	\$1,258,443	\$1,426,957	\$1,567,615	vs.	\$2,274,270	+45%
AVERAGE SALES PRICE VS. LIST PRICE	94.57%	95.78%	96.25%	96.26%	vs.	98.43%	+2.2%
AVERAGE DOM (DAYS ON MARKET)	101	69	135	85	vs.	56	-34.1%
TOTAL TRANSACTIONS	44	25	34	39	vs.	49	+25.6%
TOTAL DOLLAR VOLUME SOLD	\$65,483,073	\$31,461,075	\$48,516,558	\$61,137,000	vs.	\$111,439,275	+82.2%
AVERAGE ABSORPTION RATE	13.35%	13.31%	12.7%	13.89%	vs.	10.39%	-25.2%
AVERAGE MONTHS INVENTORY SUPPLY	7.49	7.51	7.87	7.2	vs.	9.62	+33.6%
TOTAL # OF UNITS LISTED	84	55	57	73	vs.	96	+35.1%

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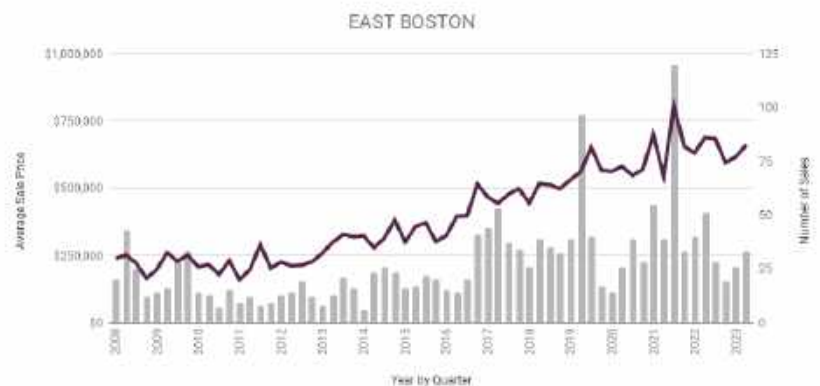
EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$593	\$649	\$839	\$724	vs.	\$632	-12.7%
AVERAGE SALES PRICE	\$561,422	\$580,961	\$805,062	\$688,996	vs.	\$661,800	-3.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.37%	99.14%	100.13%	99.94%	vs.	100.44%	+5%
AVERAGE DOM (DAYS ON MARKET)	47	67	46	52	vs.	51	-1.9%
TOTAL TRANSACTIONS	97	26	120	51	vs.	33	-35.2%
TOTAL DOLLAR VOLUME SOLD	\$54,457,999	\$15,104,995	\$96,607,480	\$35,138,798	vs.	\$21,839,400	-37.8%
AVERAGE ABSORPTION RATE	38.51%	15.87%	40.03%	56.3%	vs.	32.18%	-42.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.6	6.3	2.5	1.77	vs.	3.11	+75.7%
TOTAL # OF UNITS LISTED	122	70	114	75	vs.	58	-22.6%

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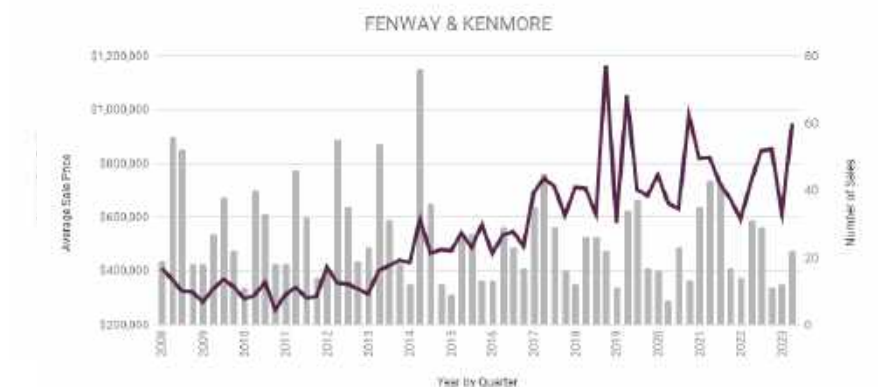
FENWAY / KENMORE

MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,046	\$957	\$968	\$1,001	vs.	\$1,087	+8.6%
AVERAGE SALES PRICE	\$1,053,514	\$652,142	\$821,019	\$729,922	vs.	\$948,090	+29.8%
AVERAGE SALES PRICE VS. LIST PRICE	93.63%	99.24%	99.64%	100.62%	vs.	99.83%	-.7%
AVERAGE DOM (DAYS ON MARKET)	34	12	46	29	vs.	46	+58.2%
TOTAL TRANSACTIONS	34	7	43	31	vs.	22	-29%
TOTAL DOLLAR VOLUME SOLD	\$35,819,500	\$4,565,000	\$35,303,833	\$22,627,587	vs.	\$20,858,000	-7.8%
AVERAGE ABSORPTION RATE	30.77%	27.08%	34.52%	45%	vs.	52.08%	+15.7%
AVERAGE MONTHS INVENTORY SUPPLY	3.25	3.69	2.9	2.22	vs.	1.92	-13.5%
TOTAL # OF UNITS LISTED	57	43	70	43	vs.	39	-9.3%



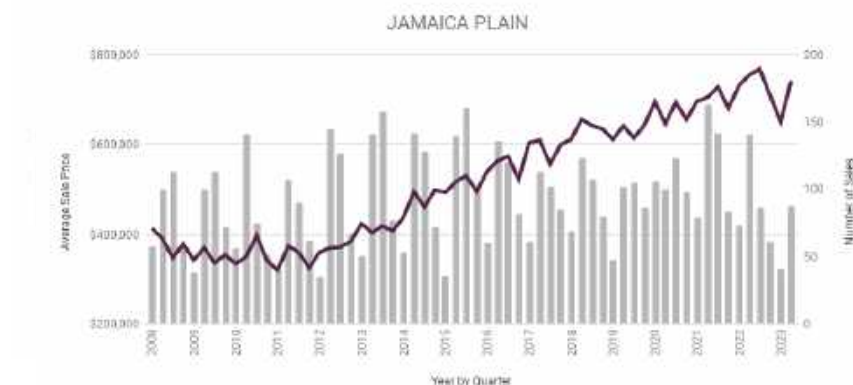
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JAMAICA PLAIN MARKET DATA

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$555	\$568	\$601	\$644	vs.	\$647	+4%
AVERAGE SALES PRICE	\$641,778	\$646,769	\$704,972	\$755,302	vs.	\$742,503	-1.6%
AVERAGE SALES PRICE VS. LIST PRICE	102.32%	101.88%	103.43%	105.92%	vs.	103.56%	-2.2%
AVERAGE DOM (DAYS ON MARKET)	27	27	32	23	vs.	27	+17.3%
TOTAL TRANSACTIONS	102	100	163	141	vs.	88	-37.5%
TOTAL DOLLAR VOLUME SOLD	\$65,461,363	\$64,676,925	\$134,910,548	\$106,497,589	vs.	\$65,340,337	-38.6%
AVERAGE ABSORPTION RATE	51.64%	72.88%	87.04%	87.02%	vs.	58.54%	-32.7%
AVERAGE MONTHS INVENTORY SUPPLY	1.94	1.38	1.15	1.15	vs.	1.71	+48.7%
TOTAL # OF UNITS LISTED	179	141	209	168	vs.	136	-19%

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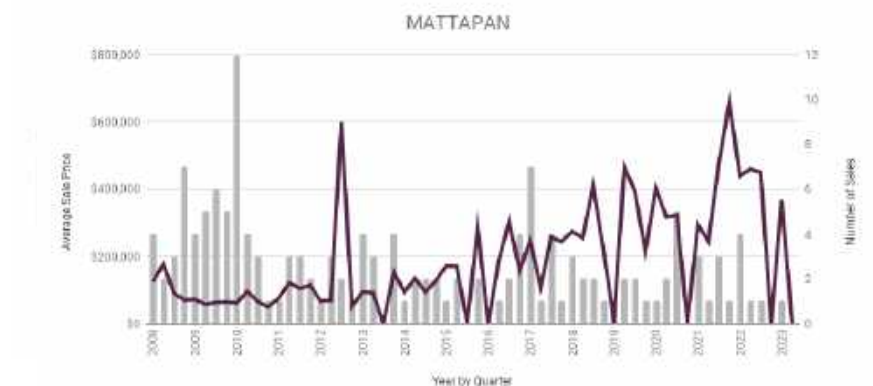


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MATTAPAN MARKET DATA

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$340	\$349	281	\$347	vs.	\$0	-100%
AVERAGE SALES PRICE	\$465,750	\$317,500	\$245,000	\$460,000	vs.	\$0	-100%
AVERAGE SALES PRICE VS. LIST PRICE	97.64%	101.76%	98%	102.22%	vs.	0%	-100%
AVERAGE DOM (DAYS ON MARKET)	165	20	126	28	vs.	0	-100%
TOTAL TRANSACTIONS	2	2	1	1	vs.	0	-100%
TOTAL DOLLAR VOLUME SOLD	\$931,500	\$635,000	\$245,000	\$460,000	vs.	\$0	-100%
AVERAGE ABSORPTION RATE	0%	0%	25%	0%	vs.	0%	-100%
AVERAGE MONTHS INVENTORY SUPPLY	0	0	6	0	vs.	0	-100%
TOTAL # OF UNITS LISTED	2	4	1	3	vs.	2	- 33.3%

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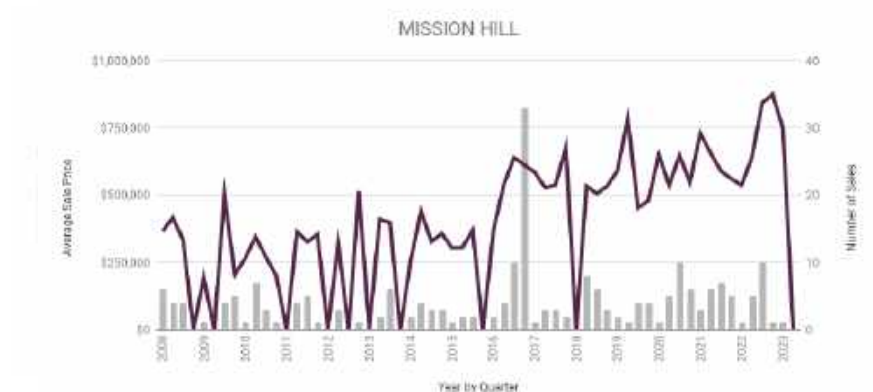
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$508	\$506	\$569	\$613	vs.	\$0	-100%
AVERAGE SALES PRICE	\$787,000	\$536,600	\$657,566	\$639,480	vs.	\$0	-100%
AVERAGE SALES PRICE VS. LIST PRICE	98.5%	99.75%	102.61%	98.18%	vs.	0%	-100%
AVERAGE DOM (DAYS ON MARKET)	82	88	16	39	vs.	0	-100%
TOTAL TRANSACTIONS	1	5	6	5	vs.	0	-100%
TOTAL DOLLAR VOLUME SOLD	\$787,000	\$2,683,000	\$3,945,400	\$3,197,400	vs.	\$0	-100%
AVERAGE ABSORPTION RATE	25%	29.17%	104.1%	52.78%	vs.	50%	-5.2%
AVERAGE MONTHS INVENTORY SUPPLY	4	3.43	.96	1.89	vs.	2	+5.8%
TOTAL # OF UNITS LISTED	7	11	8	8	vs.	12	+50%

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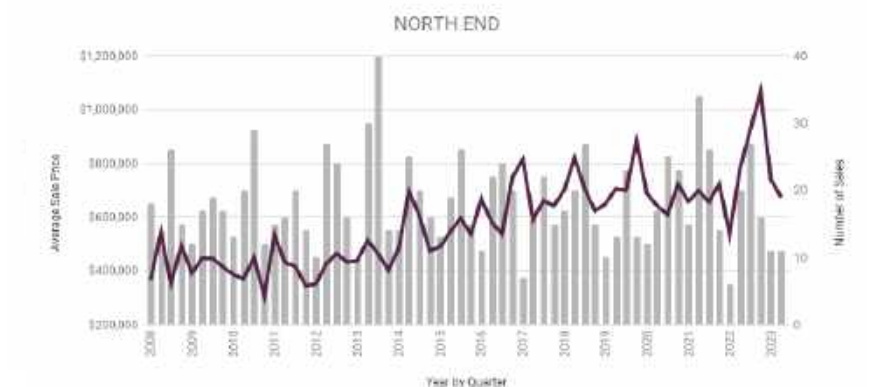
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$927	\$886	\$876	\$971	vs.	\$1,020	+4.9%
AVERAGE SALES PRICE	\$705,700	\$641,764	\$698,015	\$776,887	vs.	\$673,772	-13.2%
AVERAGE SALES PRICE VS. LIST PRICE	98.8%	96.52%	98.44%	98.54%	vs.	100.08%	+1.5%
AVERAGE DOM (DAYS ON MARKET)	49	56	47	49	vs.	23	-53%
TOTAL TRANSACTIONS	13	17	34	20	vs.	11	-45%
TOTAL DOLLAR VOLUME SOLD	\$9,175,010	\$10,910,000	\$23,732,516	\$15,537,749	vs.	\$7,411,500	-52.3%
AVERAGE ABSORPTION RATE	17.74%	29.39%	58.33%	34.9%	vs.	55.83%	+59.9%
AVERAGE MONTHS INVENTORY SUPPLY	5.64	3.4	1.71	2.87	vs.	1.79	-37.6%
TOTAL # OF UNITS LISTED	44	36	39	33	vs.	26	-21.2%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$416	\$449	\$496	\$513	vs.	\$541	+ 5.3%
AVERAGE SALES PRICE	\$505,800	\$519,639	\$585,506	\$652,500	vs.	\$641,470	-1.6%
AVERAGE SALES PRICE VS. LIST PRICE	103.4%	101.82%	104.12%	104.91%	vs.	101%	-3.7%
AVERAGE DOM (DAYS ON MARKET)	34	18	23	16	vs.	29	+81.2%
TOTAL TRANSACTIONS	58	33	60	57	vs.	40	-29.8%
TOTAL DOLLAR VOLUME SOLD	\$29,336,400	\$17,148,099	\$35,130,373	\$37,192,505	vs.	\$25,658,825	-31%
AVERAGE ABSORPTION RATE	104.44%	99.31%	139.2%	320%	vs.	190.28%	-40.5%
AVERAGE MONTHS INVENTORY SUPPLY	.96	1.01	.72	.31	vs.	.53	+70.9%
TOTAL # OF UNITS LISTED	60	49	74	73	vs.	39	-46.5%

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ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$397	\$476	\$488	\$579	vs.	\$436	-24.6%
AVERAGE SALES PRICE	\$486,926	\$499,026	\$561,571	\$571,566	vs.	\$582,125	+1.8%
AVERAGE SALES PRICE VS. LIST PRICE	100.36%	98.55%	100.8%	101.17%	vs.	100.16%	-1%
AVERAGE DOM (DAYS ON MARKET)	49	26	35	53	vs.	51	-3.7%
TOTAL TRANSACTIONS	30	15	7	23	vs.	4	-82.6%
TOTAL DOLLAR VOLUME SOLD	\$14,607,795	\$7,485,400	\$3,931,000	\$13,146,040	vs.	\$2,328,500	-82.2%
AVERAGE ABSORPTION RATE	39.58%	31.94%	35.19%	73.81%	vs.	66.67%	-9.6%
AVERAGE MONTHS INVENTORY SUPPLY	2.53	3.13	2.84	1.35	vs.	1.5	+111%
TOTAL # OF UNITS LISTED	32	16	19	18	vs.	6	-66.6%

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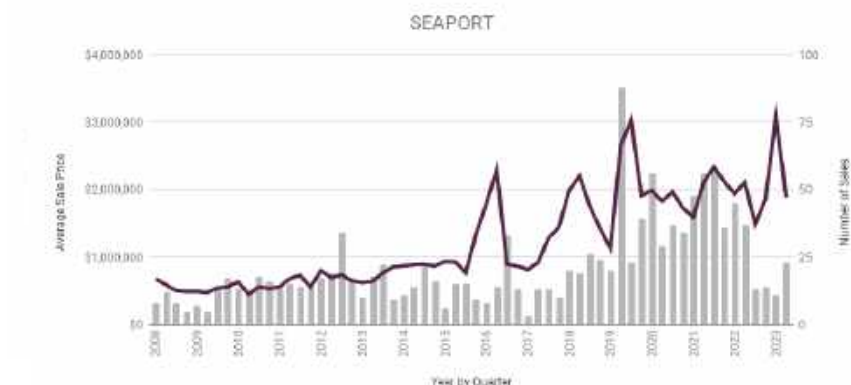
SEAPORT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,716	\$1,450	\$1,604	\$1,571	vs.	\$1,608	+2.3%
AVERAGE SALES PRICE	\$2,658,942	\$1,826,600	\$2,104,969	\$2,110,630	vs.	\$1,882,543	-10.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.15%	98.55%	97.48%	97.85%	vs.	98.92%	+1%
AVERAGE DOM (DAYS ON MARKET)	24	49	58	102	vs.	57	-44.1%
TOTAL TRANSACTIONS	88	29	56	37	vs.	23	-37.8%
TOTAL DOLLAR VOLUME SOLD	\$233,986,983	\$52,971,422	\$117,878,300	\$78,093,325	vs.	\$43,298,500	-44.5%
AVERAGE ABSORPTION RATE	25.45%	28.88%	30.73%	33.52%	vs.	9.31%	-72.2%
AVERAGE MONTHS INVENTORY SUPPLY	3.78	3.46	3.25	2.98	vs.	10.75	+260.7%
TOTAL # OF UNITS LISTED	111	45	83	52	vs.	51	-1.9%

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SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$748	\$774	\$768	\$871	vs.	\$790	-9.3%
AVERAGE SALES PRICE	\$859,749	\$860,749	\$830,245	\$878,868	vs.	\$834,538	-5%
AVERAGE SALES PRICE VS. LIST PRICE	99.29%	99.27%	98.99%	100.15%	vs.	99.53%	-.6%
AVERAGE DOM (DAYS ON MARKET)	58	50	48	36	vs.	41	+13.8%
TOTAL TRANSACTIONS	185	101	243	167	vs.	89	-46.7%
TOTAL DOLLAR VOLUME SOLD	\$159,053,698	\$86,935,680	\$201,749,562	\$146,771,043	vs.	\$74,273,899	-49.3%
AVERAGE ABSORPTION RATE	37.98%	23.46%	57.89%	60.52%	vs.	37.18%	-38.5%
AVERAGE MONTHS INVENTORY SUPPLY	2.63	4.26	1.78	1.65	vs.	2.69	+63%
TOTAL # OF UNITS LISTED	323	264	301	213	vs.	171	-19.7%

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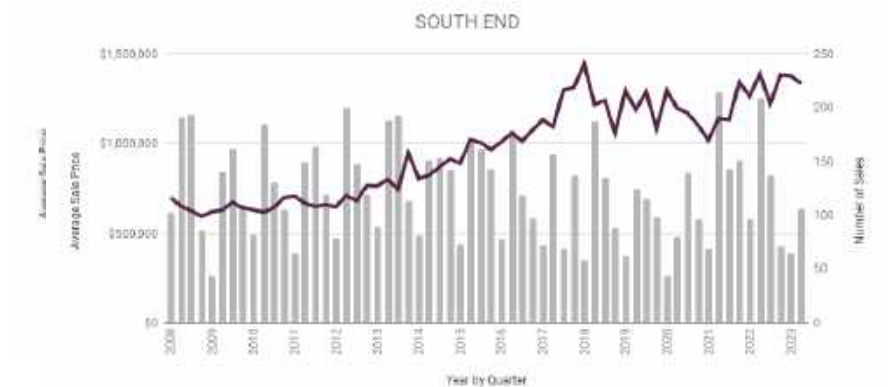


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SOUTH END MARKET DATA

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,046	\$1,040	\$1,054	\$1,168	vs.	\$1,062	-9%
AVERAGE SALES PRICE	\$1,188,197	\$1,196,907	\$1,139,441	\$1,389,406	vs.	\$1,335,702	-3.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.31%	99.13%	99.62%	100.5%	vs.	98.96%	-1.5%
AVERAGE DOM (DAYS ON MARKET)	44	35	48	32	vs.	42	+31.2%
TOTAL TRANSACTIONS	124	80	214	209	vs.	106	-49.2%
TOTAL DOLLAR VOLUME SOLD	\$147,336,430	\$95,572,634	\$243,840,393	\$290,385,929	vs.	\$141,584,465	-51.2%
AVERAGE ABSORPTION RATE	53.78%	16.87%	36.09%	36.69%	vs.	34.91%	-4.8%
AVERAGE MONTHS INVENTORY SUPPLY	1.86	5.93	2.77	2.73	vs.	2.86	+4.7%
TOTAL # OF UNITS LISTED	167	255	265	300	vs.	201	-33%

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WATERFRONT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$1,139	\$1,038	\$1,130	\$1,197	vs.	\$1,101	-8%
AVERAGE SALES PRICE	\$1,526,769	\$1,220,050	\$1,515,082	\$2,076,935	vs.	\$1,581,532	-23.8%
AVERAGE SALES PRICE VS. LIST PRICE	97.25%	96.43%	96.62%	96.09%	vs.	96.8%	+7%
AVERAGE DOM (DAYS ON MARKET)	82	81	93	63	vs.	46	-26.9%
TOTAL TRANSACTIONS	29	24	46	48	vs.	28	-41.6%
TOTAL DOLLAR VOLUME SOLD	\$44,276,312	\$29,281,200	\$69,683,800	\$99,692,900	vs.	\$44,282,900	-55.5%
AVERAGE ABSORPTION RATE	13.11%	13.21%	18.52%	25.33%	vs.	16.84%	-33.5%
AVERAGE MONTHS INVENTORY SUPPLY	7.63	7.57	5.4	3.95	vs.	5.94	+50.3%
TOTAL # OF UNITS LISTED	84	71	84	70	vs.	45	-35.7%

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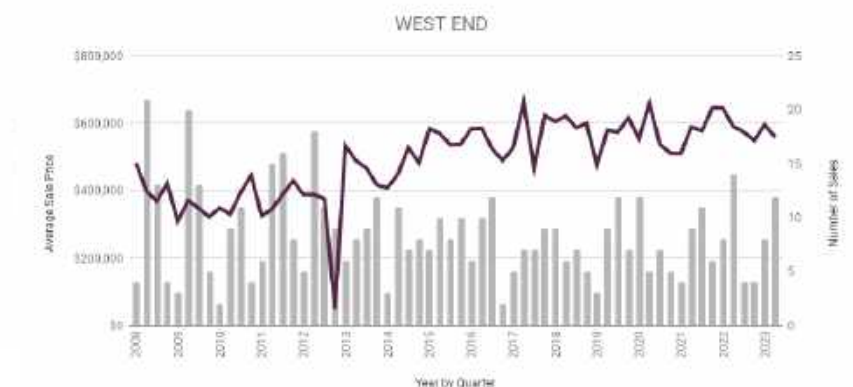
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$633	\$634	\$632	\$688	vs.	\$712	+3.5%
AVERAGE SALES PRICE	\$579,888	\$658,300	\$589,522	\$591,428	vs.	\$559,583	-5.3%
AVERAGE SALES PRICE VS. LIST PRICE	100.75%	97.5%	99.38%	99.73%	vs.	100.06%	+3%
AVERAGE DOM (DAYS ON MARKET)	80	62	49	43	vs.	140	+225%
TOTAL TRANSACTIONS	9	5	9	14	vs.	12	-14.2%
TOTAL DOLLAR VOLUME SOLD	\$5,219,000	\$3,291,500	\$5,305,700	\$8,280,000	vs.	\$6,715,000	+18.9%
AVERAGE ABSORPTION RATE	28.57%	42.86%	19.7%	21.67%	vs.	21.97%	+1.3%
AVERAGE MONTHS INVENTORY SUPPLY	3.5	2.33	5.08	4.62	vs.	4.55	-1.5%
TOTAL # OF UNITS LISTED	15	10	17	12	vs.	9	-25%

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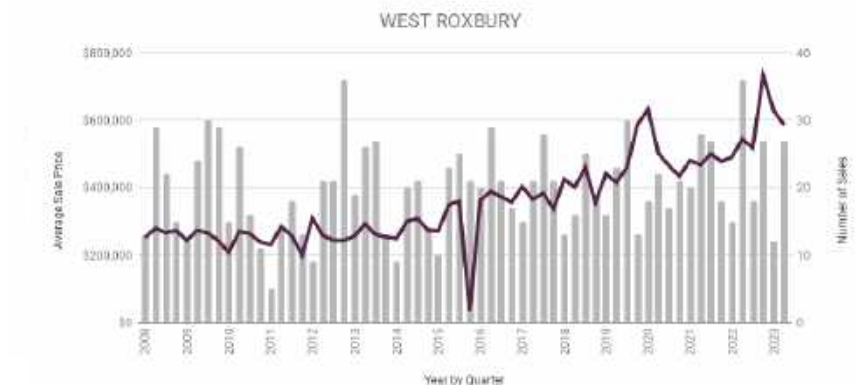
WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:19	Q2:20	Q2:21	Year-Over-Year			Change
				Q2:22	vs.	Q2:23	
AVERAGE PRICE PER FOOT	\$413	\$429	\$414	\$525	vs.	\$597	+13.8%
AVERAGE SALES PRICE	\$415,413	\$501,845	\$467,966	\$544,958	vs.	\$586,648	+7.6%
AVERAGE SALES PRICE VS. LIST PRICE	101.94%	99.6%	101.12%	103.27%	vs.	100.3%	-2.8%
AVERAGE DOM (DAYS ON MARKET)	42	50	32	23	vs.	25	+8.7%
TOTAL TRANSACTIONS	23	22	28	36	vs.	27	-25%
TOTAL DOLLAR VOLUME SOLD	\$9,554,499	\$11,042,799	\$13,103,067	\$19,618,488	vs.	\$15,839,500	-19.2%
AVERAGE ABSORPTION RATE	87.96%	62.88%	72.5%	161.67%	vs.	100.57%	-35.9%
AVERAGE MONTHS INVENTORY SUPPLY	114	1.59	1.38	.62	vs.	.97	+56.4%
TOTAL # OF UNITS LISTED	42	28	36	31	vs.	25	-19.3%

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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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