

BOSTON MARKET DATA
BY NEIGHBORHOOD

2021
Q1



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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GLOSSARY OF TERMS

Average Price Per Foot

The average price per square foot cost is computed by adding the square foot cost of each home that has sold in an area and dividing by the number of homes sold.

Average Sales Price

The average sales price is computed by taking the total sales dollar volume for the area and dividing it by the total transactions.

Average Sales Price vs List Price

The average sales vs list price is computed by finding the difference between all the listing and sales prices and then dividing by the number of sales.

Average DOM

Average days on market is computed by taking the total number of days for each listing before it went pending and dividing by the total number of listings.

Total Dollar Volume Sold

Total dollar volume sold is computed by adding the sales price of every listing together during a certain time period.

Total Transactions

The total transactions for a period are the number of listings that transferred ownership in that area.

Approximate Absorption Rate

The absorption rate is the percentage of current on market listings which should sell over the next month. It is calculated by dividing the average number of homes sold per month by the total number of active listings. (The average number of homes sold per month is calculated by taking the total number of homes sold over the past 12 months and dividing it by 12).

Approximate Months Inventory Supply

Approximate months inventory supply is the number of months it would take to sell the current active inventory. It is computed by dividing the active listings on a certain date by the average number of homes sold in a month (The average number of homes sold per month is calculated by taking the total number of homes sold over the past 12 months and dividing it by 12).

Total Number of Units Listed

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

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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -2.84%
Average Sale Price

SUPPLY +40.4%
Approx. Months Supply

SALES +30%
Closed Sales

ABSORPTION RATE -28.91%
Approximate

MARKET TIME -1 DAY
Days On Market

NEGOTIABILITY -.51%
Listing Discount

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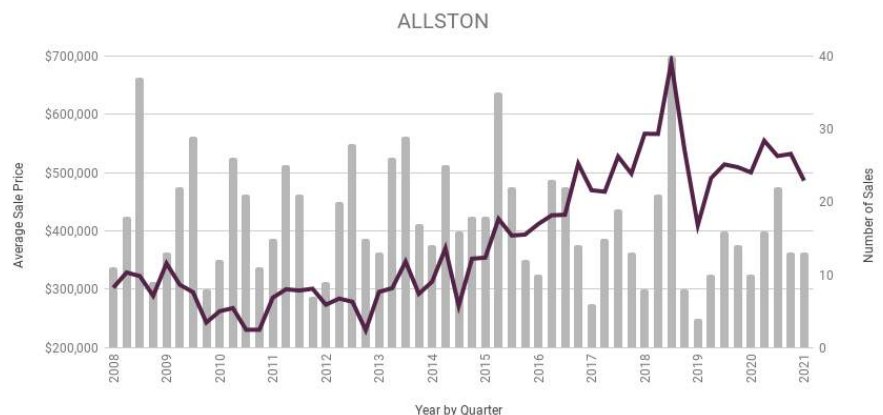


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$561	\$619	\$520	\$603	\$575
AVERAGE SALES PRICE	\$470,083	\$567,050	\$410,000	\$500,700	\$486,500
AVERAGE SALES PRICE VS. LIST PRICE	103.59%	99.82%	96.41%	98.13%	97.63%
AVERAGE DOM (DAYS ON MARKET)	36	44	77	55	54
TOTAL TRANSACTIONS	6	8	4	10	13
TOTAL DOLLAR VOLUME SOLD	\$2,820,499	\$4,536,400	\$1,640,000	\$5,007,000	\$6,324,500
APPROXIMATE ABSORPTION RATE	108.33%	76.39%	152.08%	59.52%	42.31%
APPROXIMATE MONTHS INVENTORY SUPPLY	.92	1.31	.66	1.68	2.36
TOTAL NUMBER OF UNITS LISTED	16	44	10	19	28



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -12.92%

Average Sale Price

SUPPLY +140.9%

Approx. Months Supply

SALES +4.92%

Closed Sales

ABSORPTION RATE -58.4%

Approximate

MARKET TIME +34 DAYS

Days On Market

NEGOTIABILITY -2.45%

Listing Discount

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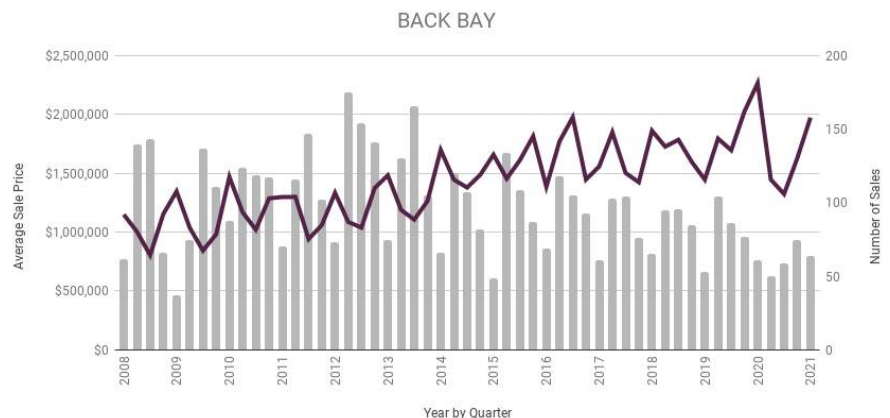


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$1,185	\$1,183	\$1,200	\$1,339	\$1,241
AVERAGE SALES PRICE	\$1,559,225	\$1,863,586	\$1,447,454	\$2,268,121	\$1,975,052
AVERAGE SALES PRICE VS. LIST PRICE	96.99%	95.72%	97.88%	96.23%	93.87%
AVERAGE DOM (DAYS ON MARKET)	57	80	62	74	108
TOTAL TRANSACTIONS	61	65	53	61	64
TOTAL DOLLAR VOLUME SOLD	\$95,112,750	\$121,133,122	\$76,715,080	\$138,355,400	\$126,403,377
APPROXIMATE ABSORPTION RATE	42%	42.25%	32.74%	42.18%	17.51%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.38	2.37	3.05	2.37	5.71
TOTAL NUMBER OF UNITS LISTED	130	103	131	92	136



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -62.9%

Average Sale Price

SUPPLY -50%

Approx. Months Supply

SALES +0%

Closed Sales

ABSORPTION RATE +100%

Approximate

MARKET TIME +22 DAYS

Days On Market

NEGOTIABILITY +.4%

Listing Discount

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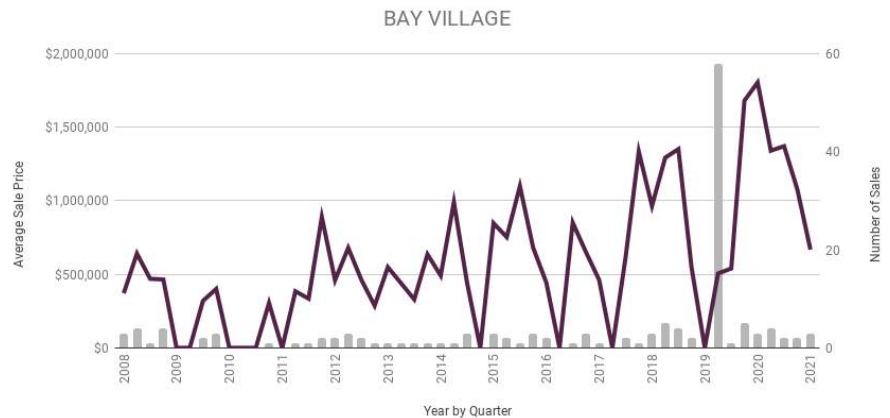


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$1,038	\$1,097	\$0	\$1,194	\$974
AVERAGE SALES PRICE	\$462,000	\$965,666	\$0	\$1,805,333	\$668,333
AVERAGE SALES PRICE VS. LIST PRICE	102.67%	97.71%	0%	98.67%	99.07%
AVERAGE DOM (DAYS ON MARKET)	7	60	0	83	105
TOTAL TRANSACTIONS	1	3	0	3	3
TOTAL DOLLAR VOLUME SOLD	\$462,000	\$2,897,000	\$0	\$5,415,999	\$2,004,999
APPROXIMATE ABSORPTION RATE	41.67%	16.67%	18.33%	45.83%	91.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	6	5.45	2.18	1.09
TOTAL NUMBER OF UNITS LISTED	2	5	5	6	0



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES

Average Sale Price

-29.93%

SUPPLY

Approx. Months Supply

+62.8%

SALES

Closed Sales

+28%

ABSORPTION RATE

Approximate

-38.5%

MARKET TIME

Days On Market

+45 DAYS

NEGOTIABILITY

Listing Discount

-.09%

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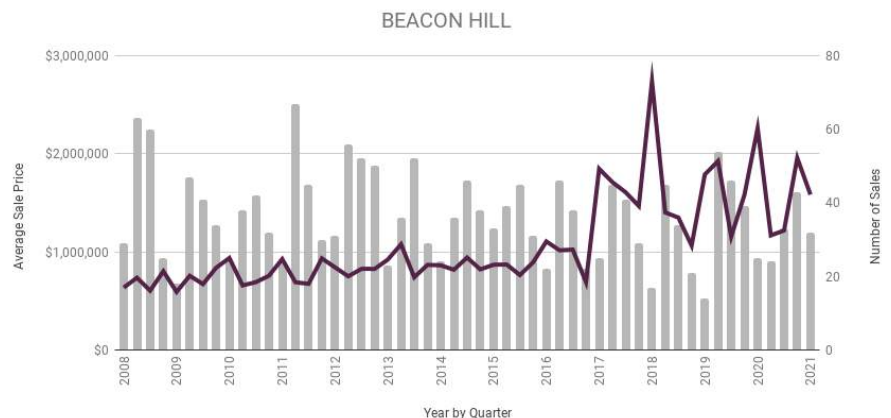


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$1,134	\$1,488	\$1,239	\$1,230	\$1,220
AVERAGE SALES PRICE	\$1,847,640	\$2,740,117	\$1,789,225	\$2,260,880	\$1,584,139
AVERAGE SALES PRICE VS. LIST PRICE	97.13%	109.94%	98.36%	93.32%	93.23%
AVERAGE DOM (DAYS ON MARKET)	76	48	106	73	118
TOTAL TRANSACTIONS	25	17	14	25	32
TOTAL DOLLAR VOLUME SOLD	\$46,191,000	\$46,582,000	\$25,049,155	\$56,522,000	\$50,692,449
APPROXIMATE ABSORPTION RATE	41.99%	48.19%	27.62%	37.16%	22.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.38	2.08	3.62	2.69	4.38
TOTAL NUMBER OF UNITS LISTED	35	42	63	52	73



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Q1:21 vs. Q1:20

PRICES -19.21%

Average Sale Price

SUPPLY +90.5%

Approx. Months Supply

SALES +13.5%

Closed Sales

ABSORPTION RATE -47.42%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -0.44%

Listing Discount

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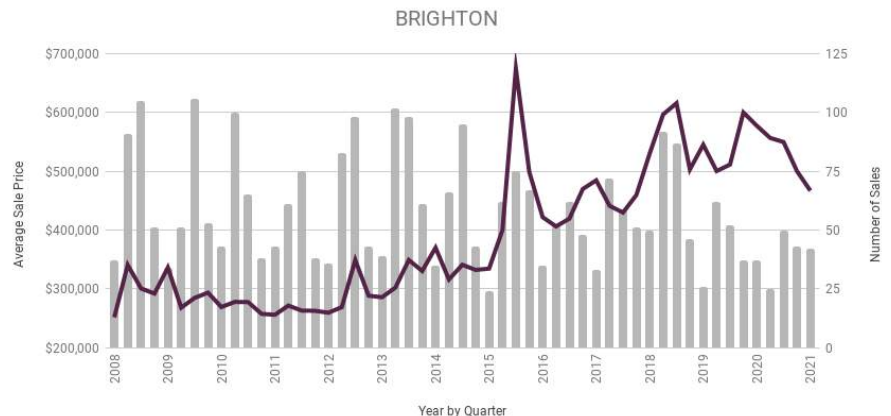


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$491	\$638	\$585	\$617	\$572
AVERAGE SALES PRICE	\$484,936	\$530,736	\$545,460	\$577,713	\$467,280
AVERAGE SALES PRICE VS. LIST PRICE	102.74%	102.34%	98.79%	98.7%	98.26%
AVERAGE DOM (DAYS ON MARKET)	26	23	57	55	61
TOTAL TRANSACTIONS	33	50	26	37	42
TOTAL DOLLAR VOLUME SOLD	\$16,002,899	\$26,536,820	\$14,181,983	\$21,375,399	\$19,625,781
APPROXIMATE ABSORPTION RATE	126.28%	103.95%	91.3%	86.11%	45.28%
APPROXIMATE MONTHS INVENTORY SUPPLY	.79	.96	1.10	1.16	2.21
TOTAL NUMBER OF UNITS LISTED	49	74	51	56	74



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +1.19%

Average Sale Price

SUPPLY -39.3%

Approx. Months Supply

SALES +120.8%

Closed Sales

ABSORPTION RATE +63.6%

Approximate

MARKET TIME +22 DAYS

Days On Market

NEGOTIABILITY -1.72%

Listing Discount

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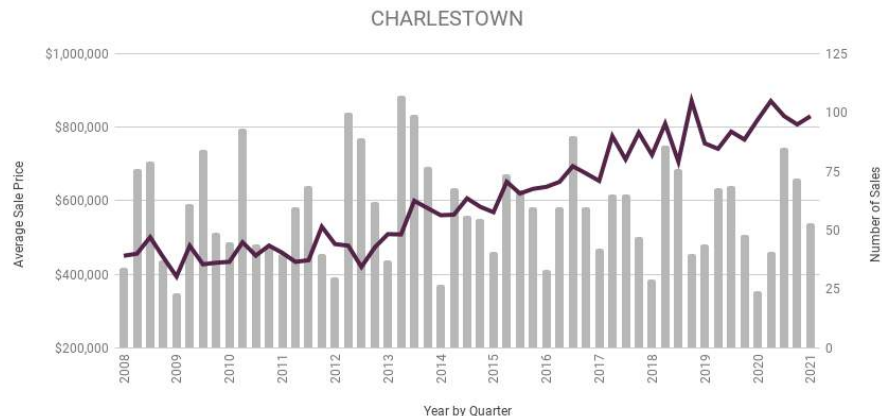


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$653	\$709	\$709	\$751	\$738
AVERAGE SALES PRICE	\$654,466	\$725,209	\$756,336	\$820,687	\$830,437
AVERAGE SALES PRICE VS. LIST PRICE	100.30%	101.21%	98.83%	99.54%	97.83%
AVERAGE DOM (DAYS ON MARKET)	53	30	53	48	70
TOTAL TRANSACTIONS	42	29	44	24	53
TOTAL DOLLAR VOLUME SOLD	\$27,487,590	\$21,031,087	\$33,278,824	\$19,696,500	\$44,013,200
APPROXIMATE ABSORPTION RATE	96.59%	216.67%	82.33%	85.53%	140%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.04	.46	1.21	1.17	.71
TOTAL NUMBER OF UNITS LISTED	70	52	66	46	71



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +2.98%

Average Sale Price

SUPPLY +47.62%

Approx. Months Supply

SALES -16.28%

Closed Sales

ABSORPTION RATE -32.06%

Approximate

MARKET TIME +0 DAYS

Days On Market

NEGOTIABILITY -2.27%

Listing Discount

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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$349	\$409	\$430	\$443	\$459
AVERAGE SALES PRICE	\$417,598	\$523,378	\$482,538	\$565,232	\$582,052
AVERAGE SALES PRICE VS. LIST PRICE	99.94%	100.46%	97.96%	100%	97.87%
AVERAGE DOM (DAYS ON MARKET)	49	50	66	62	62
TOTAL TRANSACTIONS	51	64	49	43	36
TOTAL DOLLAR VOLUME SOLD	\$21,297,500	\$33,496,200	\$23,644,400	\$24,304,998	\$20,953,899
APPROXIMATE ABSORPTION RATE	110.71%	104.63%	43.41%	79.17%	53.79%
APPROXIMATE MONTHS INVENTORY SUPPLY	.9	.96	2.3	1.26	1.86
TOTAL NUMBER OF UNITS LISTED	50	72	88	72	91



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES

Average Sale Price

-47.37%

SUPPLY

Approx. Months Supply

+141.5%

SALES

Closed Sales

+22.2%

ABSORPTION RATE

Approximate

-58.59%

MARKET TIME

Days On Market

-49 DAYS

NEGOTIABILITY

Listing Discount

-.80%

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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$1,277	\$1,159	\$1,080	\$1,245	\$934
AVERAGE SALES PRICE	\$1,930,434	\$1,841,115	\$1,522,014	\$2,207,722	\$1,161,819
AVERAGE SALES PRICE VS. LIST PRICE	96.07%	95.73%	95.83%	94.45%	93.69%
AVERAGE DOM (DAYS ON MARKET)	113	131	80	155	106
TOTAL TRANSACTIONS	33	26	23	18	22
TOTAL DOLLAR VOLUME SOLD	\$63,704,329	\$47,868,999	\$35,006,330	\$39,738,999	\$25,560,031
APPROXIMATE ABSORPTION RATE	25.74%	29.72%	13.82%	23.86%	9.88%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.89	3.37	7.24	4.19	10.12
TOTAL NUMBER OF UNITS LISTED	4	1	59	43	63



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

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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +24.24%

Average Sale Price

SUPPLY +25.6%

Approx. Months Supply

SALES +292%

Closed Sales

ABSORPTION RATE -20.4%

Approximate

MARKET TIME -22 DAYS

Days On Market

NEGOTIABILITY +.47%

Listing Discount

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AVERAGE PRICE PER FOOT	\$455	\$465	\$560	\$642	\$698
AVERAGE SALES PRICE	\$466,858	\$445,401	\$531,407	\$563,194	\$699,710
AVERAGE SALES PRICE VS. LIST PRICE	99.27%	99.72%	98.82%	98.71%	99.18%
AVERAGE DOM (DAYS ON MARKET)	59	68	51	82	60
TOTAL TRANSACTIONS	44	26	39	14	55
TOTAL DOLLAR VOLUME SOLD	\$20,541,773	\$11,580,442	\$20,724,894	\$7,884,727	\$38,484,100
APPROXIMATE ABSORPTION RATE	58.82%	180.95%	36.87%	31.62%	25.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.7	.55	2.71	3.16	3.97
TOTAL NUMBER OF UNITS LISTED	55	26	85	55	86



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +8.10%

Average Sale Price

SUPPLY +78.5%

Approx. Months Supply

SALES +118.7%

Closed Sales

ABSORPTION RATE -79.2%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY +1.15%

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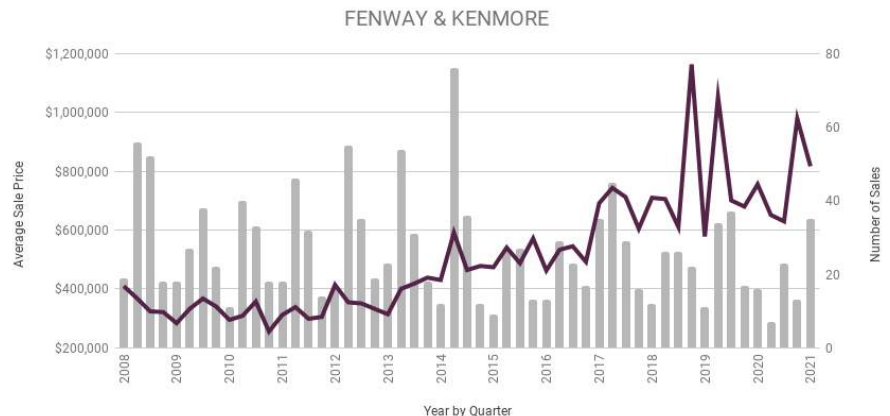


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$903	\$976	\$870	\$916	\$1,022
AVERAGE SALES PRICE	\$692,027	\$710,416	\$578,818	\$756,437	\$817,714
AVERAGE SALES PRICE VS. LIST PRICE	100%	99.99%	100.06%	97.73%	98.85%
AVERAGE DOM (DAYS ON MARKET)	24	36	69	61	70
TOTAL TRANSACTIONS	35	12	11	16	35
TOTAL DOLLAR VOLUME SOLD	\$24,220,950	\$8,525,000	\$6,366,999	\$12,103,000	\$28,620,000
APPROXIMATE ABSORPTION RATE	126.19%	126.19%	30.8%	145.83%	30.3%
APPROXIMATE MONTHS INVENTORY SUPPLY	.79	.79	3.25	.69	3.30
TOTAL NUMBER OF UNITS LISTED	51	51	38	28	50



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +.26%

Average Sale Price

SUPPLY +79.3%

Approx. Months Supply

SALES -25.4%

Closed Sales

ABSORPTION RATE -44.04%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY +1.00%

Listing Discount

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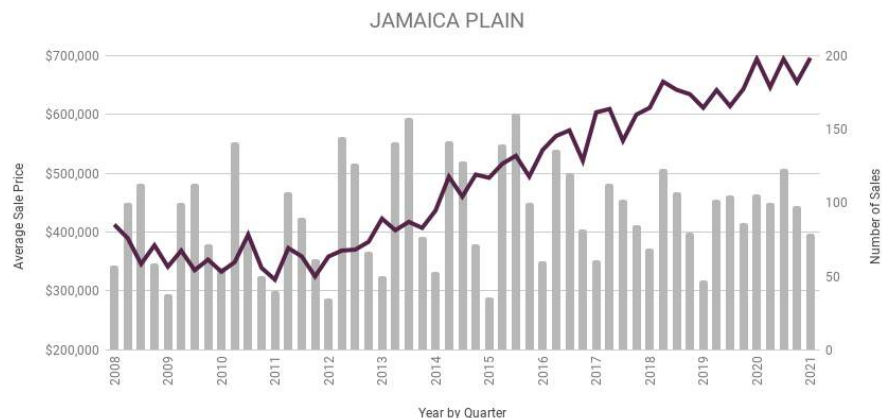


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$483	\$504	\$505	\$597	\$571
AVERAGE SALES PRICE	\$603,940	\$611,720	\$611,785	\$694,767	\$696,564
AVERAGE SALES PRICE VS. LIST PRICE	102.46%	101.39%	100.81%	99.78%	100.77%
AVERAGE DOM (DAYS ON MARKET)	33	31	50	63	52
TOTAL TRANSACTIONS	61	69	47	106	79
TOTAL DOLLAR VOLUME SOLD	\$36,840,399	\$42,208,717	\$28,753,927	\$73,645,333	\$55,028,600
APPROXIMATE ABSORPTION RATE	130%	194.79%	90.66%	158.33%	88.6%
APPROXIMATE MONTHS INVENTORY SUPPLY	.75	.51	1.1	.63	1.13
TOTAL NUMBER OF UNITS LISTED	95	98	93	91	136



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YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -26.6%

Average Sale Price

SUPPLY +40.3%

Approx. Months Supply

SALES +200%

Closed Sales

ABSORPTION RATE -28.5%

Approximate

MARKET TIME +33 DAYS

Days On Market

NEGOTIABILITY -3.54%

Listing Discount

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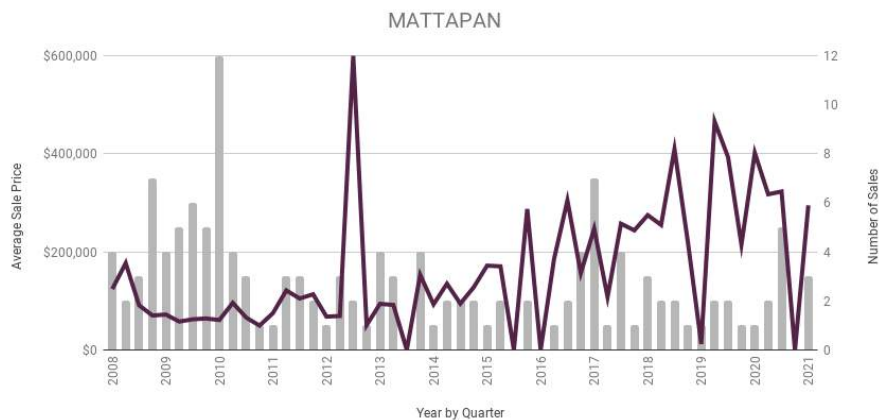


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$247	\$233	\$14	\$343	\$288
AVERAGE SALES PRICE	\$247,285	\$275,000	\$12,000	\$402,000	\$295,000
AVERAGE SALES PRICE VS. LIST PRICE	100%	98.34%	8.57%	107.2%	103.41%
AVERAGE DOM (DAYS ON MARKET)	50	64	108	18	51
TOTAL TRANSACTIONS	7	3	1	1	3
TOTAL DOLLAR VOLUME SOLD	\$1,730,999	\$825,000	\$12,000	\$402,000	\$885,000
APPROXIMATE ABSORPTION RATE	116.67%	75%	0%	58.33%	41.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.86	1.33	0	1.71	2.4
TOTAL NUMBER OF UNITS LISTED	3	3	1	3	5



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +12.36%

Average Sale Price

SUPPLY -83.33%

Approx. Months Supply

SALES -200%

Closed Sales

ABSORPTION RATE +499.8%

Approximate

MARKET TIME +38 DAYS

Days On Market

NEGOTIABILITY +2.59%

Listing Discount

Smart matters.

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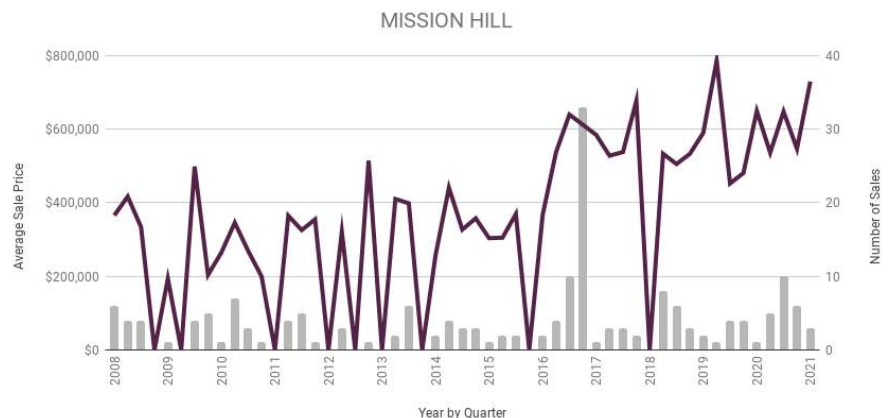


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Boston, MA 02116

	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$545	\$0	\$490	\$421	\$595
AVERAGE SALES PRICE	\$585,000	\$0	\$590,500	\$650,000	\$730,333
AVERAGE SALES PRICE VS. LIST PRICE	100.34%	0%	103.6%	95.6%	98.08%
AVERAGE DOM (DAYS ON MARKET)	94	0	19	35	73
TOTAL TRANSACTIONS	1	0	2	1	3
TOTAL DOLLAR VOLUME SOLD	\$585,000	\$0	\$1,181,000	\$650,000	\$2,191,000
APPROXIMATE ABSORPTION RATE	400%	38.33%	52.76%	16.67%	100%
APPROXIMATE MONTHS INVENTORY SUPPLY	.25	3	1.89	6	1
TOTAL NUMBER OF UNITS LISTED	3	10	6	8	6



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -4.35%

Average Sale Price

SUPPLY +18.64%

Approx. Months Supply

SALES +25%

Closed Sales

ABSORPTION RATE -15.69%

Approximate

MARKET TIME +39 DAYS

Days On Market

NEGOTIABILITY -.96%

Listing Discount

Smart matters.

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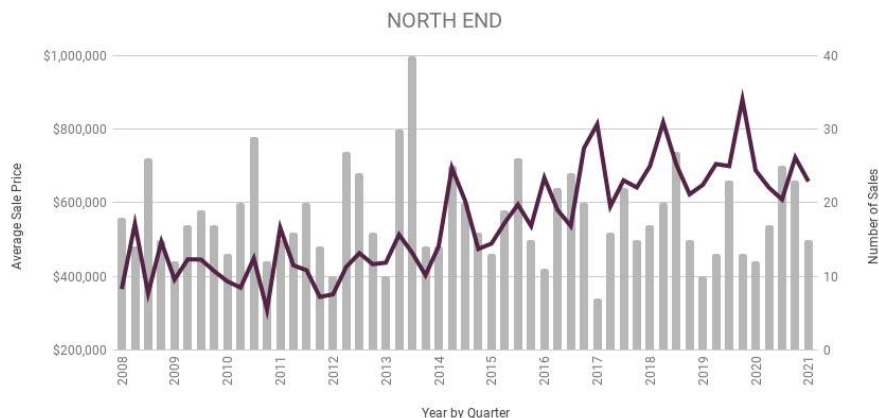


**BERKSHIRE
HATHAWAY**
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535 Boylston Street
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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$776	\$1,035	\$897	\$871	\$813
AVERAGE SALES PRICE	\$813,714	\$700,147	\$649,050	\$688,166	\$658,226
AVERAGE SALES PRICE VS. LIST PRICE	98.8%	99.23%	98.39%	96.38%	95.46%
AVERAGE DOM (DAYS ON MARKET)	38	45	62	56	95
TOTAL TRANSACTIONS	7	17	10	10	15
TOTAL DOLLAR VOLUME SOLD	\$5,696,000	\$11,902,500	\$6,490,500	\$8,258,000	\$9,873,400
APPROXIMATE ABSORPTION RATE	50.69%	73.96%	43.45%	56.48%	47.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.97	1.35	2.3	.77	2.10
TOTAL NUMBER OF UNITS LISTED	23	26	22	27	32



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES +13.85%

Average Sale Price

SUPPLY +24.56%

Approx. Months Supply

SALES +40.63%

Closed Sales

ABSORPTION RATE -19.05%

Approximate

MARKET TIME +8 DAYS

Days On Market

NEGOTIABILITY -.70%

Listing Discount

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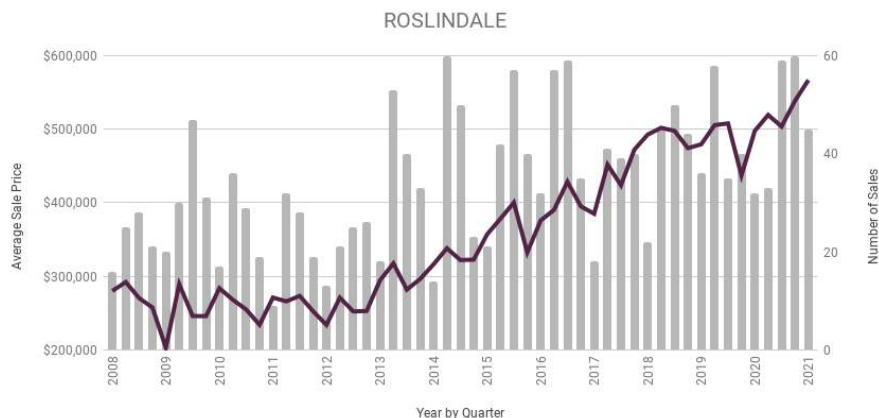


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$359	\$399	\$430	\$435	\$489
AVERAGE SALES PRICE	\$385,183	\$492,913	\$479,708	\$498,019	\$567,008
AVERAGE SALES PRICE VS. LIST PRICE	101.77%	101.4%	100.02%	100.79%	100.08%
AVERAGE DOM (DAYS ON MARKET)	56	26	52	43	51
TOTAL TRANSACTIONS	18	22	36	32	45
TOTAL DOLLAR VOLUME SOLD	\$6,933,299	\$10,844,100	\$17,269,499	\$15,936,638	\$25,515,400
APPROXIMATE ABSORPTION RATE	285%	236.67%	104.17%	175%	141.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.35	.42	.96	.57	.71
TOTAL NUMBER OF UNITS LISTED	31	45	36	49	63



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES

Average Sale Price

+58.56%

SUPPLY

Approx. Months Supply

-25.15%

SALES

Closed Sales

+66.6%

ABSORPTION RATE

Approximate

+34.29%

MARKET TIME

Days On Market

+21 DAYS

NEGOTIABILITY

Listing Discount

-2.36%

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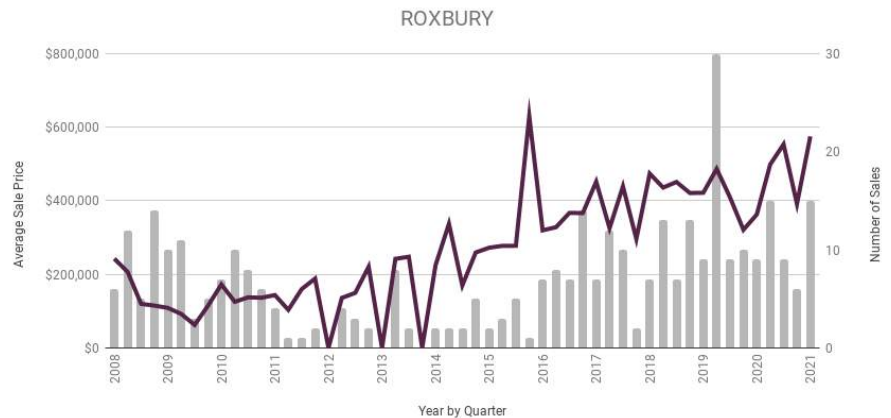


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$283	\$327	\$360	\$308	\$444
AVERAGE SALES PRICE	\$452,142	\$474,285	\$422,000	\$362,972	\$575,533
AVERAGE SALES PRICE VS. LIST PRICE	98%	92.33%	100.05%	102.03%	99.63%
AVERAGE DOM (DAYS ON MARKET)	75	84	95	48	69
TOTAL TRANSACTIONS	7	7	9	9	15
TOTAL DOLLAR VOLUME SOLD	\$3,165,000	\$3,319,999	\$3,798,000	\$3,266,751	\$8,632,999
APPROXIMATE ABSORPTION RATE	51.39%	64.58%	87.5%	58.33%	78.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.95	1.55	1.14	1.71	1.28
TOTAL NUMBER OF UNITS LISTED	12	13	17	25	13



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -19.84%

Average Sale Price

SUPPLY +87.5%

Approx. Months Supply

SALES -14.29%

Closed Sales

ABSORPTION RATE -46.6%

Approximate

MARKET TIME -12 DAYS

Days On Market

NEGOTIABILITY -.73%

Listing Discount

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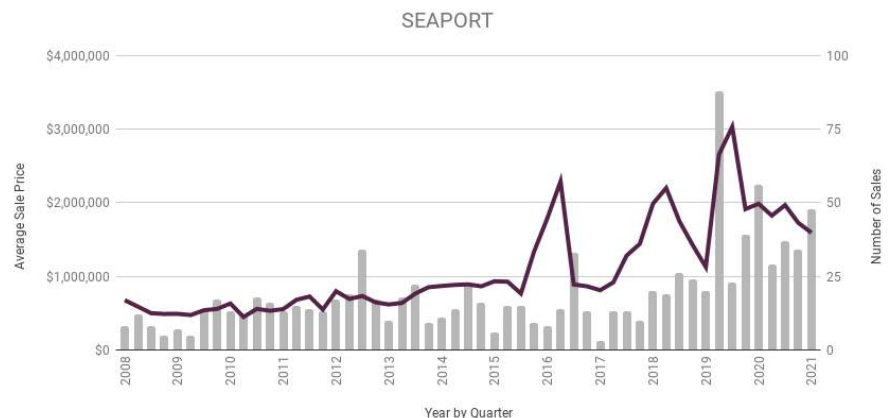


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$804	\$1,125	\$991	\$1,616	\$1,546
AVERAGE SALES PRICE	\$811,666	\$1,989,252	\$1,127,375	\$1,988,500	\$1,594,014
AVERAGE SALES PRICE VS. LIST PRICE	99.23%	98.71%	98.61%	99.81%	99.07%
AVERAGE DOM (DAYS ON MARKET)	78	70	68	54	42
TOTAL TRANSACTIONS	3	20	20	56	48
TOTAL DOLLAR VOLUME SOLD	\$22,435,000	\$39,785,047	\$22,547,500	\$111,356,005	\$76,512,685
APPROXIMATE ABSORPTION RATE	27.08%	25.93%	13.95%	42.92%	46.69%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.69	3.86	7.17	2.33	4.37
TOTAL NUMBER OF UNITS LISTED	26	19	64	58	81



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -13.15%

Average Sale Price

SUPPLY +3.35%

Approx. Months Supply

SALES +40%

Closed Sales

ABSORPTION RATE -3.19%

Approximate

MARKET TIME -16 DAYS

Days On Market

NEGOTIABILITY +.88%

Listing Discount

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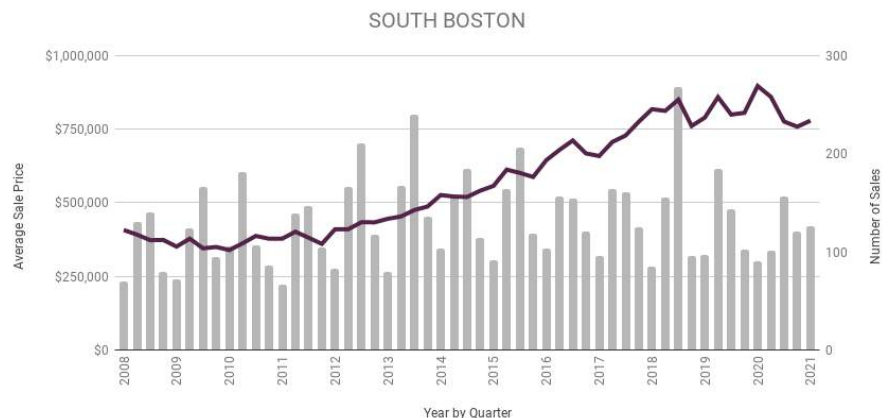


**BERKSHIRE
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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$642	\$697	\$723	\$743	\$713
AVERAGE SALES PRICE	\$659,383	\$818,676	\$790,095	\$897,548	\$779,557
AVERAGE SALES PRICE VS. LIST PRICE	98.4%	99.04%	98.82%	97.08%	97.93%
AVERAGE DOM (DAYS ON MARKET)	58	45	54	89	73
TOTAL TRANSACTIONS	96	85	97	90	126
TOTAL DOLLAR VOLUME SOLD	\$63,300,836	\$69,587,514	\$76,639,219	\$80,779,352	\$98,224,289
APPROXIMATE ABSORPTION RATE	79.46%	69.07%	60.37%	55.84%	54.06%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.26	1.45	1.66	1.79	1.895
TOTAL NUMBER OF UNITS LISTED	188	193	139	185	236



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -21.28%

Average Sale Price

SUPPLY +82.06%

Approx. Months Supply

SALES -56.8%

Closed Sales

ABSORPTION RATE -45.03%

Approximate

MARKET TIME +4 DAYS

Days On Market

NEGOTIABILITY +.45%

Listing Discount

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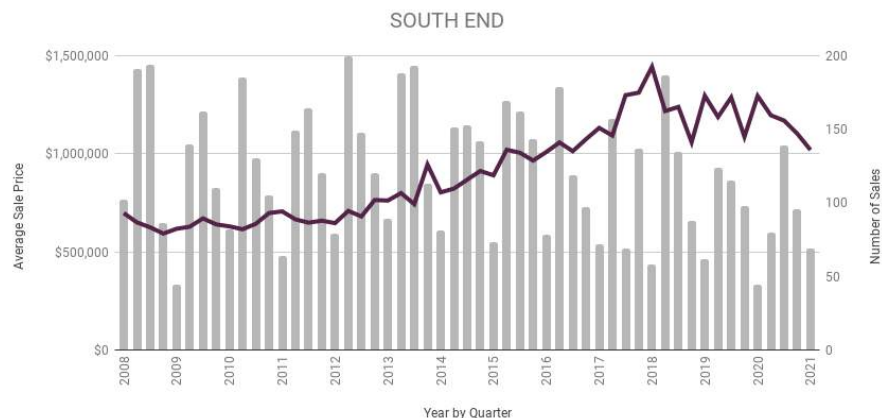


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$949	\$993	\$992	\$1,005	\$1,002
AVERAGE SALES PRICE	\$1,132,306	\$1,444,192	\$1,296,483	\$1,295,541	\$1,019,822
AVERAGE SALES PRICE VS. LIST PRICE	100.4%	98.58%	97.36%	97.56%	98%
AVERAGE DOM (DAYS ON MARKET)	56	52	66	80	84
TOTAL TRANSACTIONS	72	58	62	44	69
TOTAL DOLLAR VOLUME SOLD	\$81,526,062	\$83,763,178	\$80,381,955	\$57,003,807	\$70,367,724
APPROXIMATE ABSORPTION RATE	71.36%	76.44%	69.44%	44.79%	24.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.4	1.31	1.44	2.23	4.06
TOTAL NUMBER OF UNITS LISTED	132	122	127	137	205



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES

Average Sale Price

-5.37%

SUPPLY

Approx. Months Supply

+12.45%

SALES

Closed Sales

+63.64%

ABSORPTION RATE

Approximate

-11.22%

MARKET TIME

Days On Market

-1 DAY

NEGOTIABILITY

Listing Discount

-.52%

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BERKSHIRE
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Q1:17

Q1:18

Q1:19

Q1:20

Q1:21

AVERAGE
PRICE PER FOOT

\$978

\$935

\$1,093

\$1,038

\$951

AVERAGE
SALES PRICE

\$1,351,488

\$1,120,593

\$1,663,436

\$1,329,202

\$1,257,856

AVERAGE
SALES PRICE VS. LIST PRICE

97.38%

97.08%

97.38%

96.38%

95.88%

AVERAGE
DOM (DAYS ON MARKET)

79

116

75

116

115

TOTAL
TRANSACTIONS

27

29

25

22

36

TOTAL
DOLLAR VOLUME SOLD

\$36,490,194

\$32,497,199

\$41,585,900

\$29,242,457

\$45,282,837

APPROXIMATE
ABSORPTION RATE

39.94%

28.75%

21.6%

21.48%

19.07%

APPROXIMATE
MONTHS INVENTORY SUPPLY

2.5

3.48

4.63

4.66

5.24

TOTAL
NUMBER OF UNITS LISTED

55

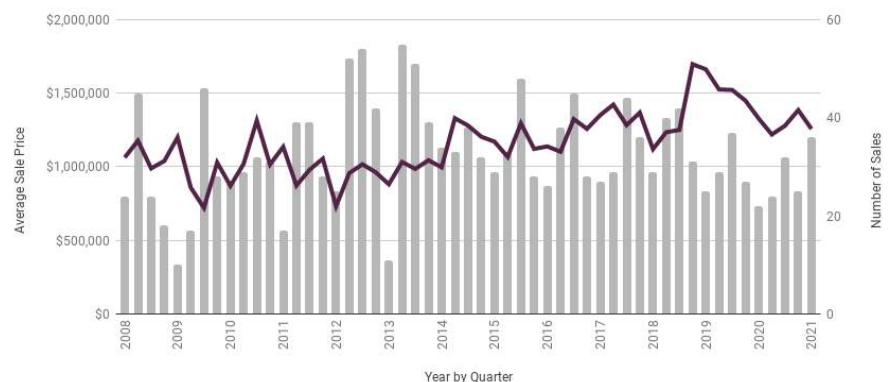
51

64

58

71

WATERFRONT



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES -7.98%

Average Sale Price

SUPPLY +280%

Approx. Months Supply

SALES -66.6%

Closed Sales

ABSORPTION RATE -73.75%

Approximate

MARKET TIME -1 DAY

Days On Market

NEGOTIABILITY -4.06%

Listing Discount

Smart matters.

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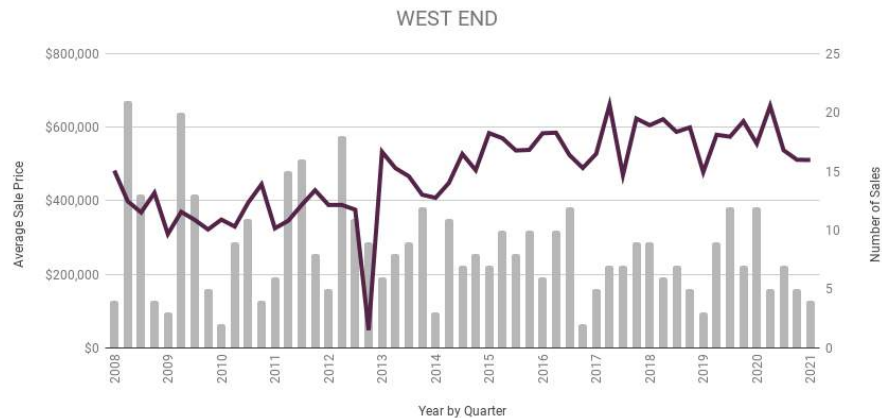


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$582	\$623	\$619	\$619	\$602
AVERAGE SALES PRICE	\$527,980	\$605,895	\$478,333	\$555,580	\$511,250
AVERAGE SALES PRICE VS. LIST PRICE	98.25%	98.25%	98.42%	99.7%	95.6%
AVERAGE DOM (DAYS ON MARKET)	45	72	79	80	79
TOTAL TRANSACTIONS	5	9	3	12	4
TOTAL DOLLAR VOLUME SOLD	\$2,639,900	\$5,453,055	\$1,434,999	\$6,666,966	\$2,045,000
APPROXIMATE ABSORPTION RATE	40.28%	40.28%	25%	66.67%	17.5%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.48	2.48	4	1.5	5.71
TOTAL NUMBER OF UNITS LISTED	7	7	8	12	13



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:21 vs. Q1:20

PRICES

Average Sale Price

-24.05%

SUPPLY

Approx. Months Supply

+0%

SALES

Closed Sales

+11.11%

ABSORPTION RATE

Approximate

+0%

MARKET TIME

Days On Market

+21 DAYS

NEGOTIABILITY

Listing Discount

-.48%

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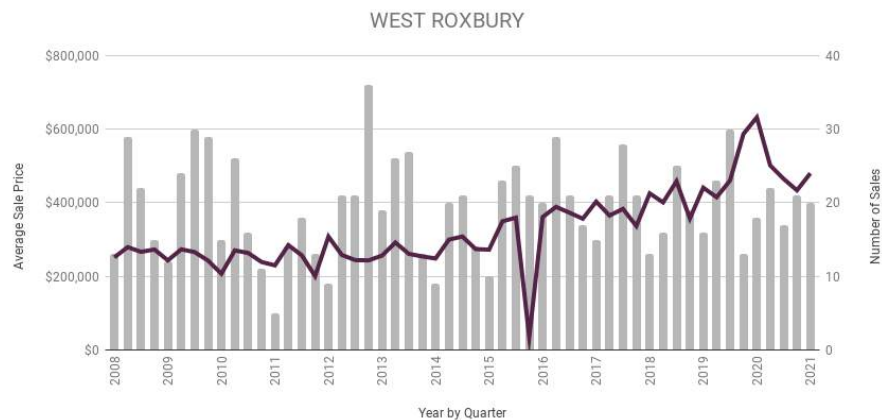


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	Q1:17	Q1:18	Q1:19	Q1:20	Q1:21
AVERAGE PRICE PER FOOT	\$366	\$424	\$354	\$499	\$416
AVERAGE SALES PRICE	\$403,340	\$425,692	\$441,353	\$632,638	\$480,462
AVERAGE SALES PRICE VS. LIST PRICE	99.75%	100.22%	98.73%	99.87%	99.39%
AVERAGE DOM (DAYS ON MARKET)	42	35	62	40	61
TOTAL TRANSACTIONS	15	13	16	18	20
TOTAL DOLLAR VOLUME SOLD	\$6,050,100	\$5,534,000	\$7,061,650	\$11,387,500	\$9,609,250
APPROXIMATE ABSORPTION RATE	118.06%	140%	92.86%	92.86%	112.5%
APPROXIMATE MONTHS INVENTORY SUPPLY	.85	.71	1.08	1.08	.89
TOTAL NUMBER OF UNITS LISTED	21	20	20	21	26



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SOUTH END

ALLSTON

BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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