

BOSTON MARKET DATA
BY NEIGHBORHOOD

2019
Q2



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

Q2:19 vs. Q2:18

PRICES -13.37%

Average Sale Price

SUPPLY +151.9%

Approx. Months Supply

SALES -52.38%

Closed Sales

ABSORPTION RATE -60%

Approximate

MARKET TIME +20 DAYS

Days On Market

NEGOTIABILITY -5.63%

Listing Discount

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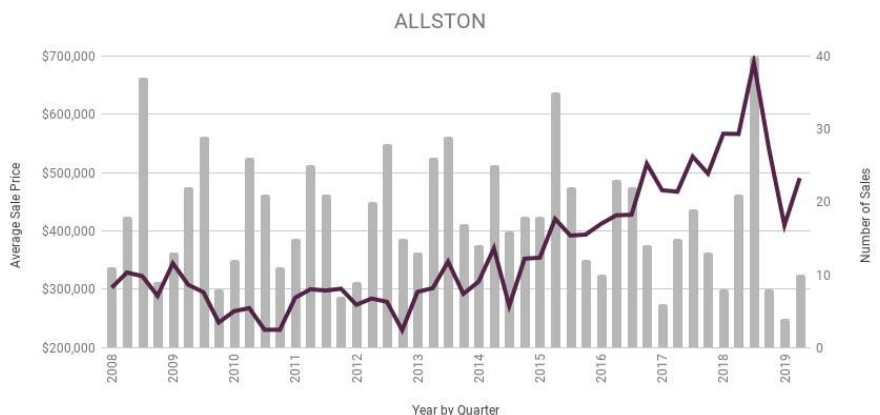


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$449	\$501	\$556	\$657	\$626
AVERAGE SALES PRICE	\$420,921	\$427,141	\$467,656	\$566,680	\$490,900
AVERAGE SALES PRICE VS. LIST PRICE	102.59%	104.02%	103.59%	104.34%	98.46%
AVERAGE DOM (DAYS ON MARKET)	49	25	24	17	37
TOTAL TRANSACTIONS	35	23	15	21	10
TOTAL DOLLAR VOLUME SOLD	\$14,732,236	\$9,824,243	\$7,014,847	\$11,900,299	\$4,909,000
APPROXIMATE ABSORPTION RATE	145%	113.33%	98.33%	129.17%	51.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.69	.88	1.02	.77	1.94
TOTAL NUMBER OF UNITS LISTED	35	30	23	23	24



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +3.95%

Average Sale Price

SUPPLY +45.10%

Approx. Months Supply

SALES +9.47%

Closed Sales

ABSORPTION RATE -31.02%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY -1.08%

Listing Discount

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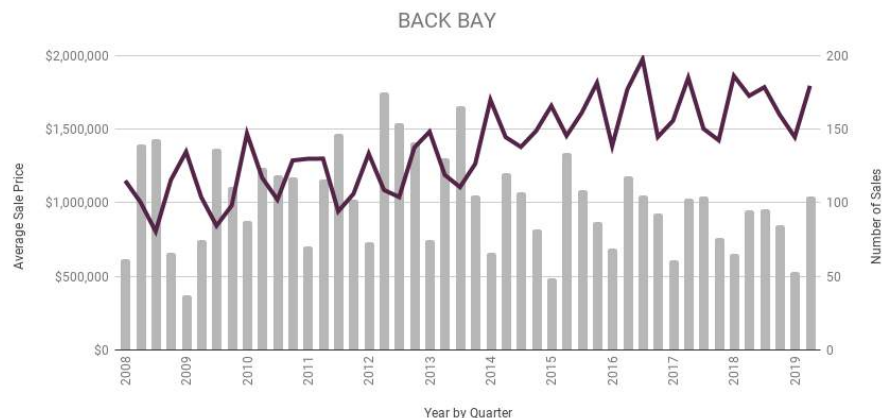


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AVERAGE PRICE PER FOOT	\$1,096	\$1,158	\$1,217	\$1,264	\$1,257
AVERAGE SALES PRICE	\$1,456,502	\$1,773,374	\$1,850,462	\$1,728,162	\$1,796,409
AVERAGE SALES PRICE VS. LIST PRICE	99.6%	95.73%	97.88%	99.41%	98.34%
AVERAGE DOM (DAYS ON MARKET)	54	73	45	53	65
TOTAL TRANSACTIONS	134	118	103	95	104
TOTAL DOLLAR VOLUME SOLD	\$195,171,248	\$209,258,143	\$190,597,548	\$164,175,413	\$186,826,550
APPROXIMATE ABSORPTION RATE	33.25%	42.86%	35.04%	32.66%	22.53%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.01	2.33	2.85	3.06	4.44
TOTAL NUMBER OF UNITS LISTED	200	138	175	156	193



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -60.91%

Average Sale Price

SUPPLY -70.6%

Approx. Months Supply

SALES +1060%

Closed Sales

ABSORPTION RATE +407.9%

Approximate

MARKET TIME -27 DAYS

Days On Market

NEGOTIABILITY +11.49%

Listing Discount

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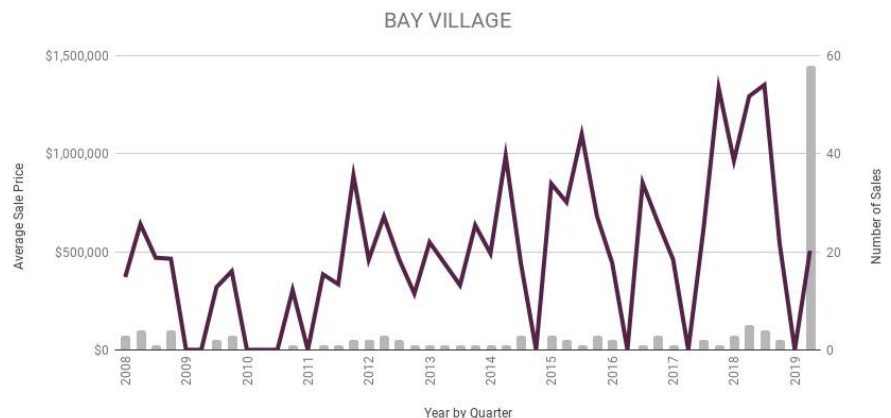


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$937	\$0	\$0	\$1,039	\$416
AVERAGE SALES PRICE	\$753,500	\$0	\$0	\$1,293,800	\$505,800
AVERAGE SALES PRICE VS. LIST PRICE	102.66%	0%	0%	92.75%	103.4%
AVERAGE DOM (DAYS ON MARKET)	45	0	0	61	34
TOTAL TRANSACTIONS	2	0	0	5	58
TOTAL DOLLAR VOLUME SOLD	\$1,507,000	\$0	\$0	\$6,469,000	\$29,336,400
APPROXIMATE ABSORPTION RATE	0%	0%	41.67%	20.56%	104.44%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	0	2.4	3.27	.96
TOTAL NUMBER OF UNITS LISTED	2	0	2	7	60



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +37.34%

Average Sale Price

SUPPLY +48.12%

Approx. Months Supply

SALES +20%

Closed Sales

ABSORPTION RATE -32.47%

Approximate

MARKET TIME -13 DAYS

Days On Market

NEGOTIABILITY -.37%

Listing Discount

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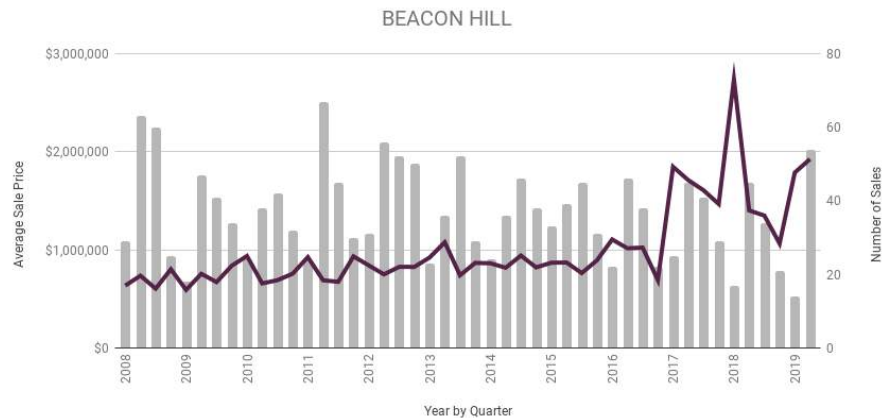


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AVERAGE PRICE PER FOOT	\$932	\$976	\$1,148	\$1,224	\$1,284
AVERAGE SALES PRICE	\$871,264	\$1,016,063	\$1,711,409	\$1,402,390	\$1,926,066
AVERAGE SALES PRICE VS. LIST PRICE	103.07%	98.02%	100.12%	98.95%	98.58%
AVERAGE DOM (DAYS ON MARKET)	31	37	67	64	51
TOTAL TRANSACTIONS	39	46	45	45	54
TOTAL DOLLAR VOLUME SOLD	\$33,979,299	\$46,738,899	\$77,013,445	\$63,107,550	\$104,007,582
APPROXIMATE ABSORPTION RATE	50.64%	35.24%	52.78%	37.63%	25.41%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.97	2.84	1.89	2.66	3.94
TOTAL NUMBER OF UNITS LISTED	73	57	60	66	74



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -16.13%
Average Sale Price

SUPPLY +30.2%
Approx. Months Supply

SALES -32.61%
Closed Sales

ABSORPTION RATE -22.99%
Approximate

MARKET TIME +16 DAYS
Days On Market

NEGOTIABILITY -2.67%
Listing Discount

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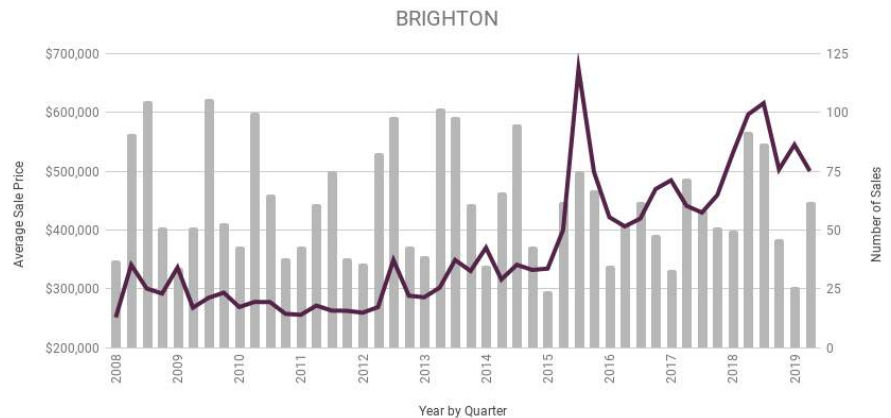


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$434	\$528	\$582	\$699	\$555
AVERAGE SALES PRICE	\$400,469	\$406,584	\$441,590	\$596,980	\$500,694
AVERAGE SALES PRICE VS. LIST PRICE	104.57%	103.39%	105.43%	102.15%	99.42%
AVERAGE DOM (DAYS ON MARKET)	24	21	24	21	37
TOTAL TRANSACTIONS	62	52	72	92	62
TOTAL DOLLAR VOLUME SOLD	\$24,829,125	\$21,142,400	\$31,794,547	\$54,922,225	\$31,043,049
APPROXIMATE ABSORPTION RATE	104.63%	162.5%	123.89%	66.93%	51.54%
APPROXIMATE MONTHS INVENTORY SUPPLY	.96	.62	.81	1.49	1.94
TOTAL NUMBER OF UNITS LISTED	112	83	95	107	107



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Q2:19 vs. Q2:18

PRICES -8.42%

Average Sale Price

SUPPLY +92.93%

Approx. Months Supply

SALES -20.93%

Closed Sales

ABSORPTION RATE -48.39%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY -3.25%

Listing Discount

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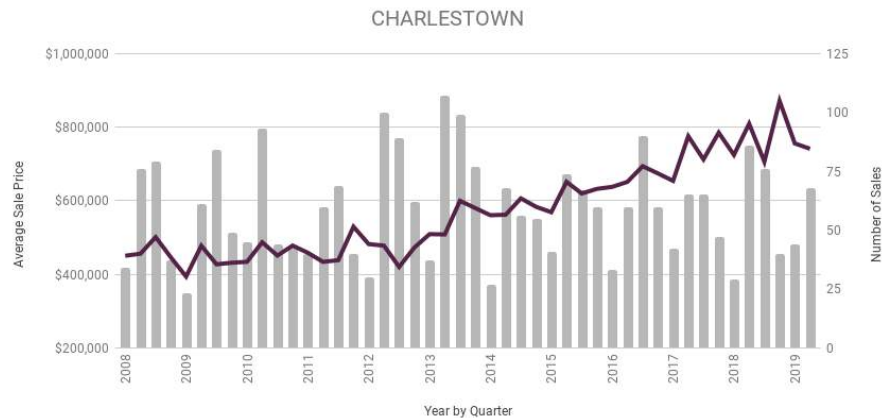


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$604	\$616	\$668	\$756	\$726
AVERAGE SALES PRICE	\$651,927	\$651,728	\$776,030	\$809,903	\$741,735
AVERAGE SALES PRICE VS. LIST PRICE	102.82%	103.37%	102.53%	103.24%	99.88%
AVERAGE DOM (DAYS ON MARKET)	31	35	29	30	43
TOTAL TRANSACTIONS	74	60	65	86	68
TOTAL DOLLAR VOLUME SOLD	\$48,242,600	\$39,103,699	\$50,442,000	\$69,651,667	\$50,438,045
APPROXIMATE ABSORPTION RATE	159.03%	64.94%	81.79%	101.32%	52.29%
APPROXIMATE MONTHS INVENTORY SUPPLY	.63	1.54	1.22	.99	1.91
TOTAL NUMBER OF UNITS LISTED	98	104	103	106	127



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES **-.40%**

Average Sale Price

SUPPLY **+77.95%**

Approx. Months Supply

SALES **+58.23%**

Closed Sales

ABSORPTION RATE **-44.03%**

Approximate

MARKET TIME **+18 DAYS**

Days On Market

NEGOTIABILITY **-1.82%**

Listing Discount

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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$292	\$350	\$419	\$425	\$455
AVERAGE SALES PRICE	\$337,220	\$423,568	\$459,059	\$517,930	\$515,878
AVERAGE SALES PRICE VS. LIST PRICE	100.81%	100.44%	102.66%	101.24%	99.39%
AVERAGE DOM (DAYS ON MARKET)	44	46	20	27	45
TOTAL TRANSACTIONS	46	54	49	79	125
TOTAL DOLLAR VOLUME SOLD	\$15,512,120	\$22,872,700	\$22,493,899	\$40,916,499	\$64,484,850
APPROXIMATE ABSORPTION RATE	75.79%	100%	58.01%	79.01%	44.22%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.32	1	1.72	1.27	2.26
TOTAL NUMBER OF UNITS LISTED	87	58	98	98	192



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YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -7.81%

Average Sale Price

SUPPLY +48.02%

Approx. Months Supply

SALES +4.76%

Closed Sales

ABSORPTION RATE -32.44%

Approximate

MARKET TIME +8 DAYS

Days On Market

NEGOTIABILITY -2.29%

Listing Discount

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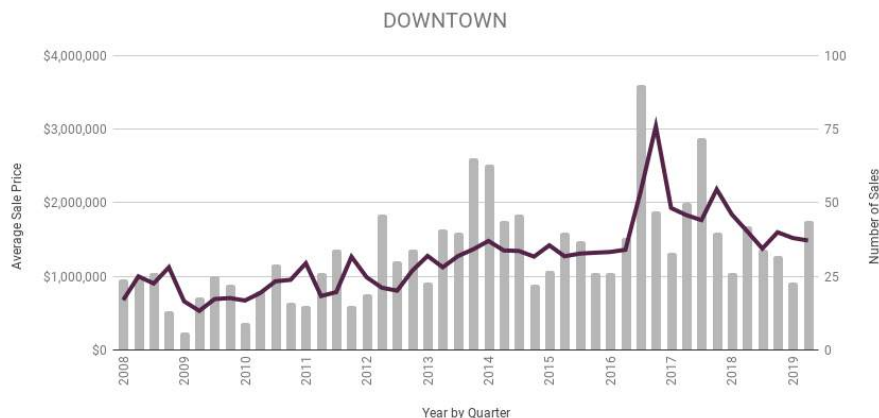


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$924	\$1,021	\$1,168	\$1,158	\$1,043
AVERAGE SALES PRICE	\$1,273,462	\$1,362,178	\$1,833,845	\$1,614,357	\$1,488,251
AVERAGE SALES PRICE VS. LIST PRICE	98.53%	96.24%	97.09%	96.79%	94.57%
AVERAGE DOM (DAYS ON MARKET)	53	55	64	93	101
TOTAL TRANSACTIONS	40	38	50	42	44
TOTAL DOLLAR VOLUME SOLD	\$50,938,500	\$51,762,800	\$91,692,299	\$67,802,999	\$65,483,073
APPROXIMATE ABSORPTION RATE	23%	18.9%	24.24%	19.76%	13.35%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.35	5.29	4.12	5.06	7.49
TOTAL NUMBER OF UNITS LISTED	1	2	1	0	84



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

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Q2:19 vs. Q2:18

PRICES +8.45%

Average Sale Price

SUPPLY +7%

Approx. Months Supply

SALES +148.7%

Closed Sales

ABSORPTION RATE -99%

Approximate

MARKET TIME -5 DAYS

Days On Market

NEGOTIABILITY -2.49%

Listing Discount

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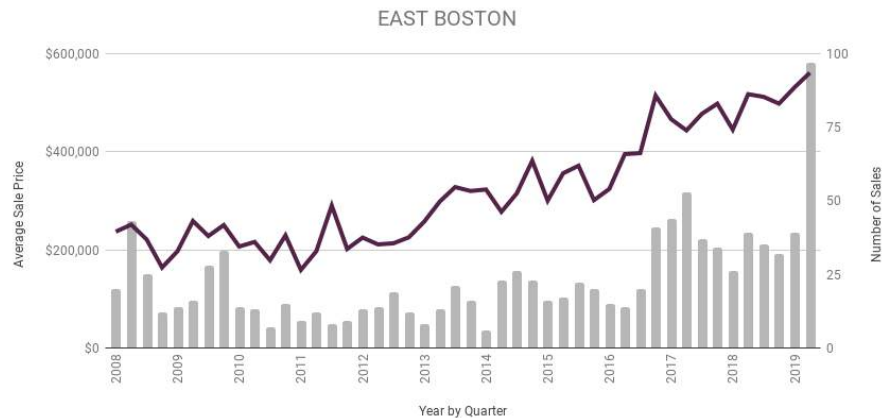


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$395	\$404	\$494	\$534	\$593
AVERAGE SALES PRICE	\$356,329	\$395,421	\$443,774	\$517,694	\$561,422
AVERAGE SALES PRICE VS. LIST PRICE	99.87%	100.73%	100.14%	101.91%	99.37%
AVERAGE DOM (DAYS ON MARKET)	49	37	34	52	47
TOTAL TRANSACTIONS	17	14	53	39	97
TOTAL DOLLAR VOLUME SOLD	\$6,057,599	\$5,535,900	\$23,520,040	\$20,190,099	\$54,457,999
APPROXIMATE ABSORPTION RATE	136.67%	68.52%	54.86%	41.07%	38.51%
APPROXIMATE MONTHS INVENTORY SUPPLY	.73	1.46	1.82	2.43	2.6
TOTAL NUMBER OF UNITS LISTED	27	28	64	77	122



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Q2:19 vs. Q2:18

PRICES +49.16%

Average Sale Price

SUPPLY +3.5%

Approx. Months Supply

SALES +30.77%

Closed Sales

ABSORPTION RATE -3.3%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY -8.68%

Listing Discount

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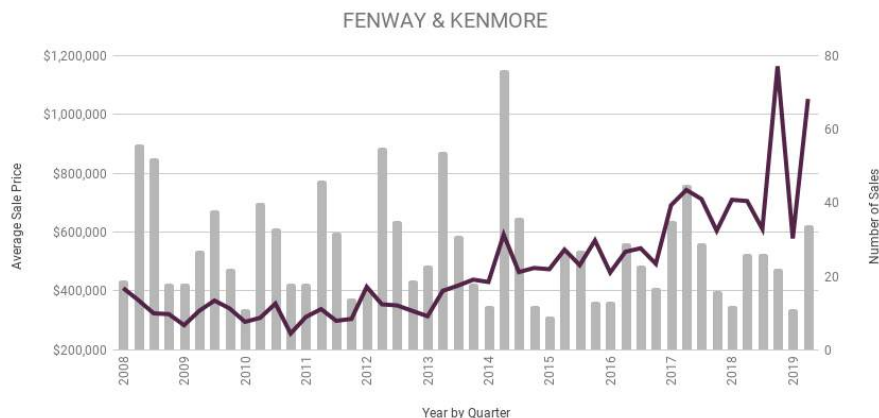


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AVERAGE PRICE PER FOOT	\$735	\$729	\$948	\$1,043	\$1,046
AVERAGE SALES PRICE	\$541,074	\$533,786	\$744,103	\$706,296	\$1,053,514
AVERAGE SALES PRICE VS. LIST PRICE	103.01%	100.67%	101.52%	102.52%	93.63%
AVERAGE DOM (DAYS ON MARKET)	17	36	22	22	34
TOTAL TRANSACTIONS	27	29	45	26	34
TOTAL DOLLAR VOLUME SOLD	\$14,608,999	\$15,479,800	\$33,484,675	\$18,363,714	\$35,819,500
APPROXIMATE ABSORPTION RATE	145%	140%	93.18%	31.82%	30.77%
APPROXIMATE MONTHS INVENTORY SUPPLY	.69	.71	1.07	3.14	3.25
TOTAL NUMBER OF UNITS LISTED	34	40	54	54	57



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Q2:19 vs. Q2:18

PRICES -2.17%

Average Sale Price

SUPPLY +84.76%

Approx. Months Supply

SALES -17.07%

Closed Sales

ABSORPTION RATE -45.8%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY -2.46%

Listing Discount

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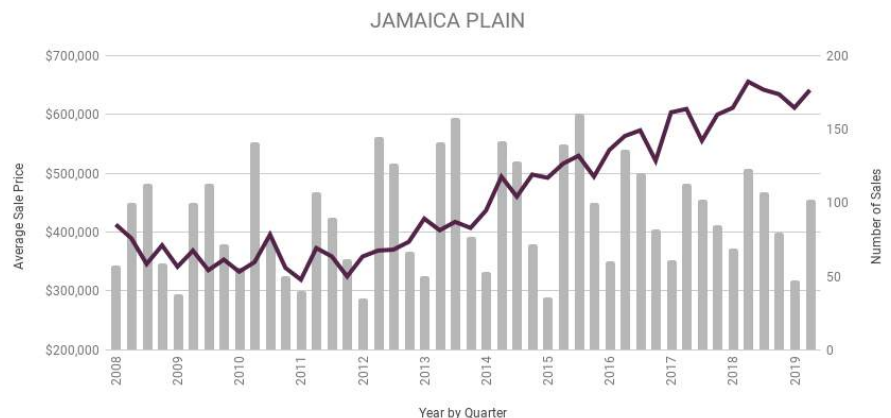


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$434	\$456	\$506	\$537	\$555
AVERAGE SALES PRICE	\$516,728	\$563,660	\$609,666	\$656,041	\$641,778
AVERAGE SALES PRICE VS. LIST PRICE	10372.2%	103.22%	104.57%	104.9%	102.32%
AVERAGE DOM (DAYS ON MARKET)	30	39	27	22	27
TOTAL TRANSACTIONS	140	136	113	123	102
TOTAL DOLLAR VOLUME SOLD	\$72,341,981	\$76,657,818	\$68,892,364	\$80,693,115	\$65,461,363
APPROXIMATE ABSORPTION RATE	108.61%	169.93%	138.77%	95.34%	51.64%
APPROXIMATE MONTHS INVENTORY SUPPLY	.92	.59	.72	1.05	1.94
TOTAL NUMBER OF UNITS LISTED	208	162	154	171	179



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES

Average Sale Price

+82.65%

SUPPLY

Approx. Months Supply

-100%

SALES

Closed Sales

0%

ABSORPTION RATE

Approximate

-100%

MARKET TIME

Days On Market

+119 DAYS

NEGOTIABILITY

Listing Discount

-5.44%

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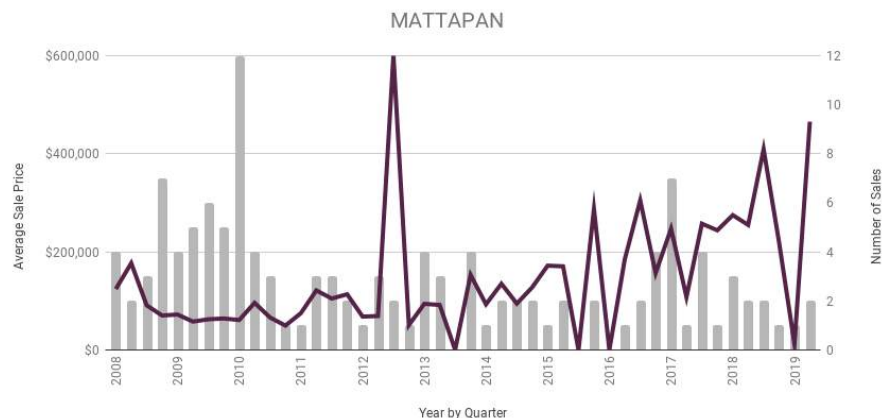


BERKSHIRE
HATHAWAY
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Warren Residential

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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$162	\$218	\$126	\$240	\$340
AVERAGE SALES PRICE	\$170,500	\$185,000	\$108,000	\$255,000	\$465,750
AVERAGE SALES PRICE VS. LIST PRICE	99.13%	100%	98.18%	103.26%	97.64%
AVERAGE DOM (DAYS ON MARKET)	130	269	50	46	165
TOTAL TRANSACTIONS	2	1	1	2	2
TOTAL DOLLAR VOLUME SOLD	\$341,000	\$185,000	\$108,000	\$510,000	\$931,500
APPROXIMATE ABSORPTION RATE	0%	4.17%	116.67%	41.67%	0%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	24	.86	2.4	0
TOTAL NUMBER OF UNITS LISTED	0	9	2	8	2



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +47.49%

Average Sale Price

SUPPLY +8.4%

Approx. Months Supply

SALES -87.5%

Closed Sales

ABSORPTION RATE -7.68%

Approximate

MARKET TIME +55 DAYS

Days On Market

NEGOTIABILITY -7.62%

Listing Discount

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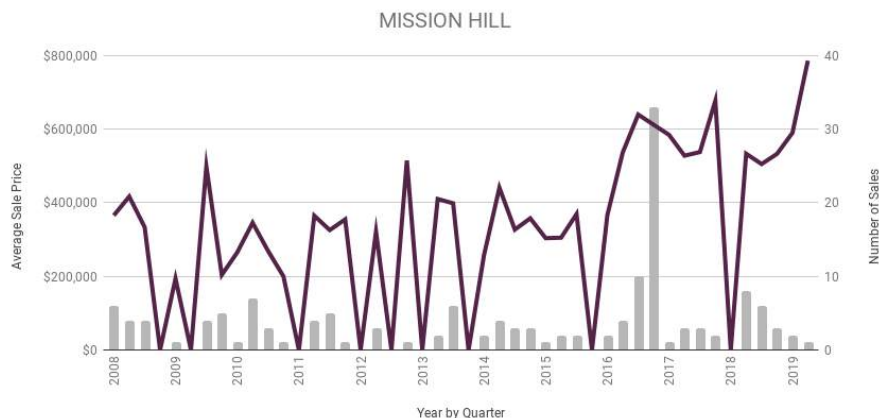


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$343	\$444	\$444	\$554	\$508
AVERAGE SALES PRICE	\$305,297	\$537,612	\$528,333	\$533,595	\$787,000
AVERAGE SALES PRICE VS. LIST PRICE	99.55%	99.97%	109.84%	106.62%	98.5%
AVERAGE DOM (DAYS ON MARKET)	43	13	15	27	82
TOTAL TRANSACTIONS	2	4	3	8	1
TOTAL DOLLAR VOLUME SOLD	\$610,594	\$2,150,450	\$1,584,999	\$4,268,763	\$787,000
APPROXIMATE ABSORPTION RATE	83.33%	37.5%	200%	27.08%	25%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.2	2.67	0.5	3.69	4
TOTAL NUMBER OF UNITS LISTED	3	12	6	6	7



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -13.81%

Average Sale Price

SUPPLY +132.1%

Approx. Months Supply

SALES -35%

Closed Sales

ABSORPTION RATE -56.8%

Approximate

MARKET TIME +25 DAYS

Days On Market

NEGOTIABILITY -2.34%

Listing Discount

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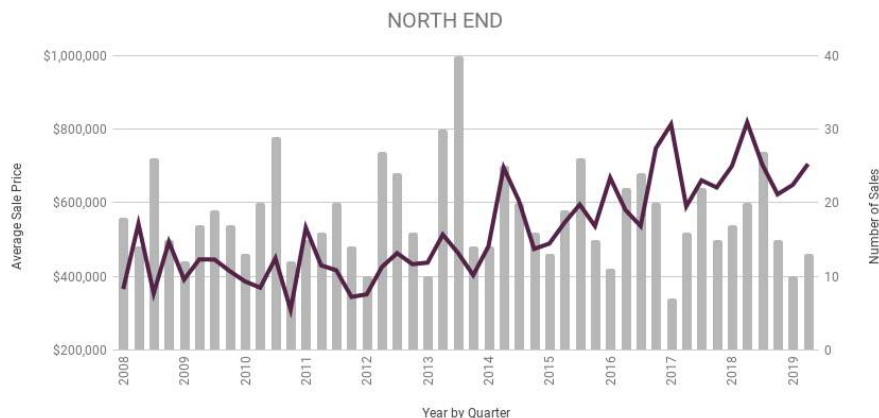


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$764	\$827	\$859	\$1,006	\$927
AVERAGE SALES PRICE	\$545,915	\$580,772	\$590,364	\$818,900	\$705,770
AVERAGE SALES PRICE VS. LIST PRICE	100.13%	100.07%	100.94%	101.18%	98.8%
AVERAGE DOM (DAYS ON MARKET)	34	34	326	24	49
TOTAL TRANSACTIONS	19	22	16	20	13
TOTAL DOLLAR VOLUME SOLD	\$10,372,400	\$12,777,000	\$9,445,832	\$16,378,000	\$9,175,010
APPROXIMATE ABSORPTION RATE	83.33%	88.1%	100.94%	41.11%	17.74%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.2	1.14	1.94	2.43	5.64
TOTAL NUMBER OF UNITS LISTED	23	25	27	39	44



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +.74%

Average Sale Price

SUPPLY -38.06%

Approx. Months Supply

SALES +28.89%

Closed Sales

ABSORPTION RATE +62%

Approximate

MARKET TIME +12 DAYS

Days On Market

NEGOTIABILITY -1.36%

Listing Discount

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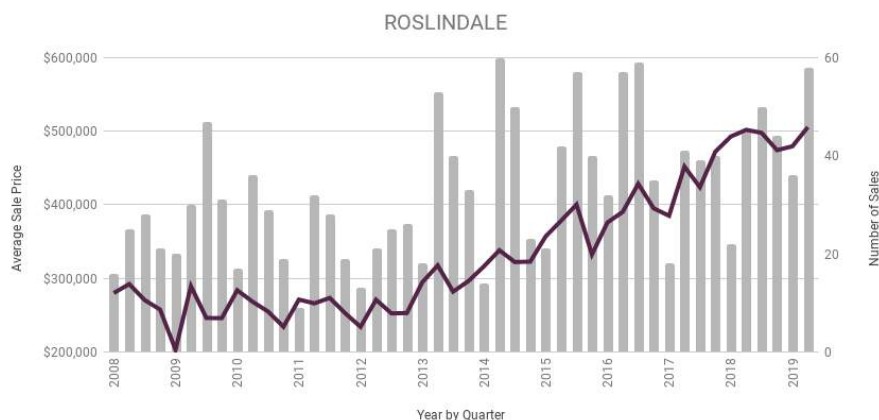


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$308	\$365	\$361	\$406	\$416
AVERAGE SALES PRICE	\$378,464	\$390,510	\$452,052	\$502,096	\$505,800
AVERAGE SALES PRICE VS. LIST PRICE	102.7%	103.07%	106.11%	104.01%	103.4%
AVERAGE DOM (DAYS ON MARKET)	46	40	40	22	34
TOTAL TRANSACTIONS	42	57	41	45	58
TOTAL DOLLAR VOLUME SOLD	\$15,895,500	\$22,259,075	\$18,534,163	\$22,592,325	\$29,336,400
APPROXIMATE ABSORPTION RATE	51.09%	174.07%	185.71%	64.47%	104.44%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.96	.57	.54	1.55	.96
TOTAL NUMBER OF UNITS LISTED	65	73	50	70	60



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +11.63%

Average Sale Price

SUPPLY -56.53%

Approx. Months Supply

SALES +130.7%

Closed Sales

ABSORPTION RATE +130.2%

Approximate

MARKET TIME +21 DAYS

Days On Market

NEGOTIABILITY -.02%

Listing Discount

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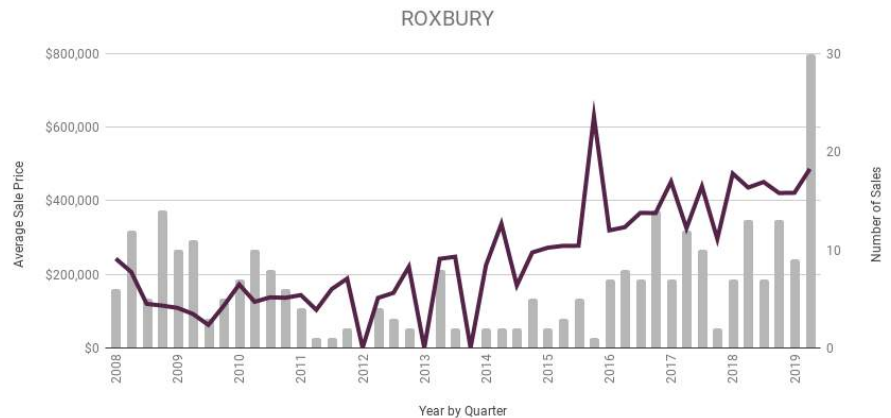


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$274	\$272	\$256	\$334	\$397
AVERAGE SALES PRICE	\$277,666	\$328,431	\$325,620	\$436,187	\$486,926
AVERAGE SALES PRICE VS. LIST PRICE	95.78%	100.52%	100.27%	100.38%	100.36%
AVERAGE DOM (DAYS ON MARKET)	94	79	68	28	49
TOTAL TRANSACTIONS	3	8	12	13	30
TOTAL DOLLAR VOLUME SOLD	\$833,000	\$2,627,450	\$3,907,446	\$5,670,438	\$14,607,795
APPROXIMATE ABSORPTION RATE	54.17%	15.91%	33.33%	17.19%	39.58%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	6.29	3	5.82	2.53
TOTAL NUMBER OF UNITS LISTED	4	16	18	27	32



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +20.76%

Average Sale Price

SUPPLY -30.26%

Approx. Months Supply

SALES +363.1%

Closed Sales

ABSORPTION RATE +43.3%

Approximate

MARKET TIME +59 DAYS

Days On Market

NEGOTIABILITY -.57%

Listing Discount

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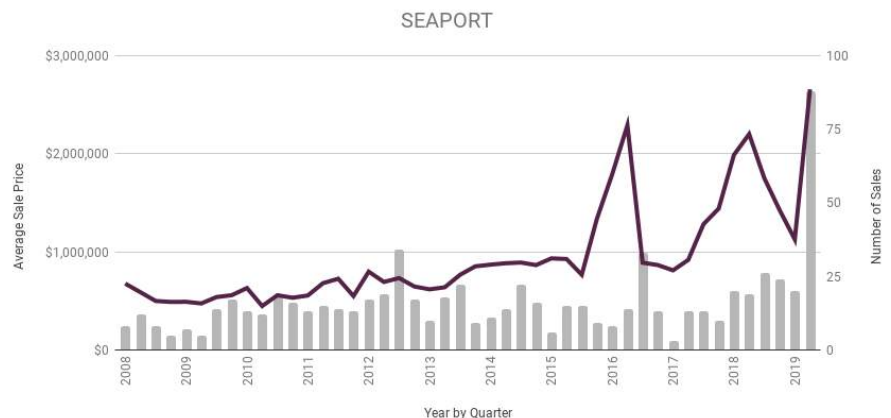


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$661	\$1,232	\$865	\$1,322	\$1,716
AVERAGE SALES PRICE	\$927,266	\$2,291,932	\$918,634	\$2,201,830	\$2,658,942
AVERAGE SALES PRICE VS. LIST PRICE	97.25%	98.39%	97.81%	99.72%	99.15%
AVERAGE DOM (DAYS ON MARKET)	57	37	51	83	24
TOTAL TRANSACTIONS	15	14	13	19	88
TOTAL DOLLAR VOLUME SOLD	\$13,909,000	\$32,087,049	\$11,942,242	\$41,834,770	\$233,986,983
APPROXIMATE ABSORPTION RATE	54.63%	44.44%	30.88%	18.45%	25.45%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.83	2.25	3.24	5.42	3.78
TOTAL NUMBER OF UNITS LISTED	20	24	21	61	111



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +5.76%

Average Sale Price

SUPPLY +14.35%

Approx. Months Supply

SALES +19.35%

Closed Sales

ABSORPTION RATE -12.59%

Approximate

MARKET TIME +24 DAYS

Days On Market

NEGOTIABILITY -.22%

Listing Discount

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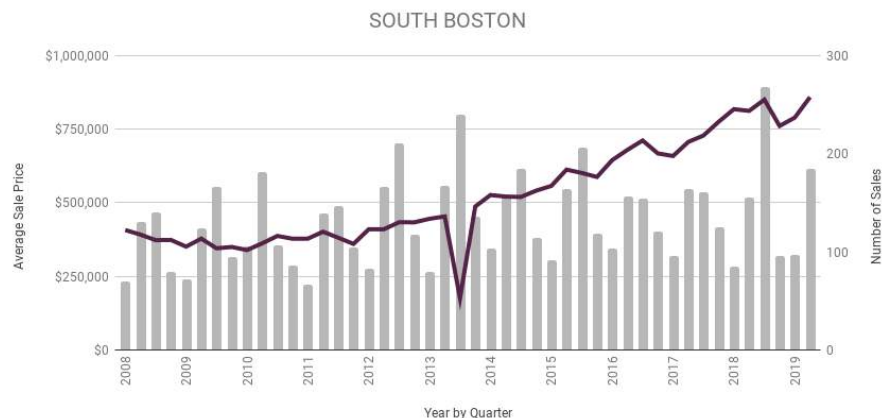


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$552	\$596	\$671	\$711	\$748
AVERAGE SALES PRICE	\$613,050	\$680,254	\$707,259	\$812,889	\$859,749
AVERAGE SALES PRICE VS. LIST PRICE	100.6%	100.98%	101.31%	99.51%	99.29%
AVERAGE DOM (DAYS ON MARKET)	48	55	31	34	58
TOTAL TRANSACTIONS	164	156	164	155	185
TOTAL DOLLAR VOLUME SOLD	\$100,540,249	\$106,119,639	\$115,990,536	\$125,997,926	\$159,053,698
APPROXIMATE ABSORPTION RATE	69.9%	109.19%	48.23%	43.45%	37.98%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.43	.93	2.07	2.3	2.63
TOTAL NUMBER OF UNITS LISTED	280	204	278	299	323



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -2.47%

Average Sale Price

SUPPLY +24%

Approx. Months Supply

SALES -33.69%

Closed Sales

ABSORPTION RATE -19.18%

Approximate

MARKET TIME +8 DAYS

Days On Market

NEGOTIABILITY -2.41%

Listing Discount

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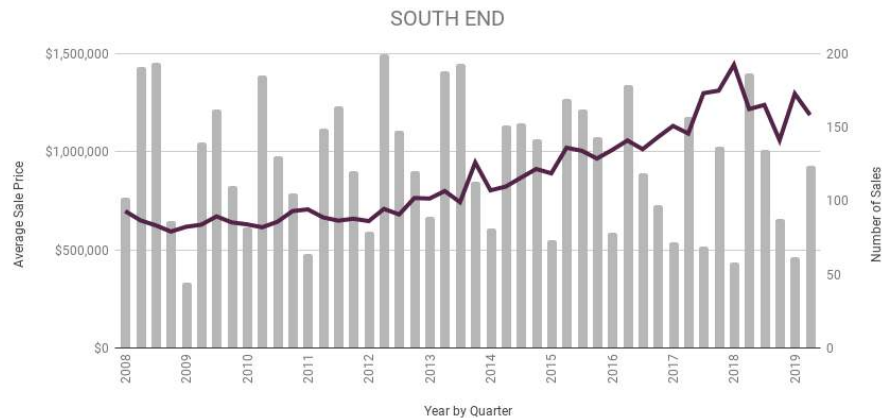


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$857	\$896	\$994	\$1,073	\$1,046
AVERAGE SALES PRICE	\$1,021,074	\$1,058,183	\$1,093,683	\$1,218,286	\$1,188,197
AVERAGE SALES PRICE VS. LIST PRICE	101.31%	101.94%	102.16%	101.76%	99.31%
AVERAGE DOM (DAYS ON MARKET)	41	32	35	36	44
TOTAL TRANSACTIONS	169	179	157	187	124
TOTAL DOLLAR VOLUME SOLD	\$172,561,659	\$189,414,855	\$171,708,359	\$227,819,609	\$147,336,430
APPROXIMATE ABSORPTION RATE	104.55%	78.28%	54.95%	66.54%	53.78%
APPROXIMATE MONTHS INVENTORY SUPPLY	.96	1.28	1.82	1.5	1.86
TOTAL NUMBER OF UNITS LISTED	245	202	221	230	167



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES

Average Sale Price

+23.57%

SUPPLY

Approx. Months Supply

+92.1%

SALES

Closed Sales

-27.5%

ABSORPTION RATE

Approximate

-47.9%

MARKET TIME

Days On Market

+14 DAYS

NEGOTIABILITY

Listing Discount

-.14%

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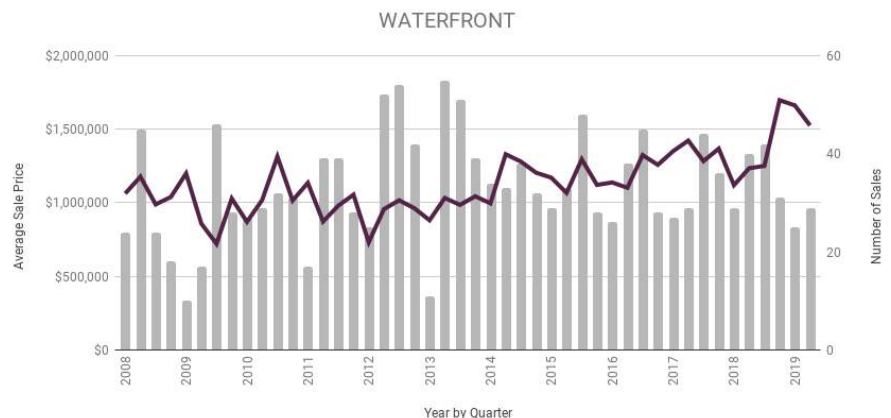


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$897	\$924	\$1,1017	\$1,037	\$1,139
AVERAGE SALES PRICE	\$1,067,644	\$1,102,651	\$1,423,551	\$1,235,575	\$1,526,769
AVERAGE SALES PRICE VS. LIST PRICE	96.47%	97.89%	97.53%	97.39%	97.25%
AVERAGE DOM (DAYS ON MARKET)	42	57	56	68	82
TOTAL TRANSACTIONS	33	38	29	40	29
TOTAL DOLLAR VOLUME SOLD	\$35,232,265	\$41,900,738	\$41,282,999	\$49,423,000	\$44,276,312
APPROXIMATE ABSORPTION RATE	32.6%	30.56%	20.75%	25.17%	13.11%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.07	3.27	4.82	3.97	7.63
TOTAL NUMBER OF UNITS LISTED	69	68	74	75	84



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES -6.78%
Average Sale Price

SUPPLY 16.67%
Approx. Months Supply

SALES +50%
Closed Sales

ABSORPTION RATE -14.2%
Approximate

MARKET TIME +66 DAYS
Days On Market

NEGOTIABILITY -.26%
Listing Discount

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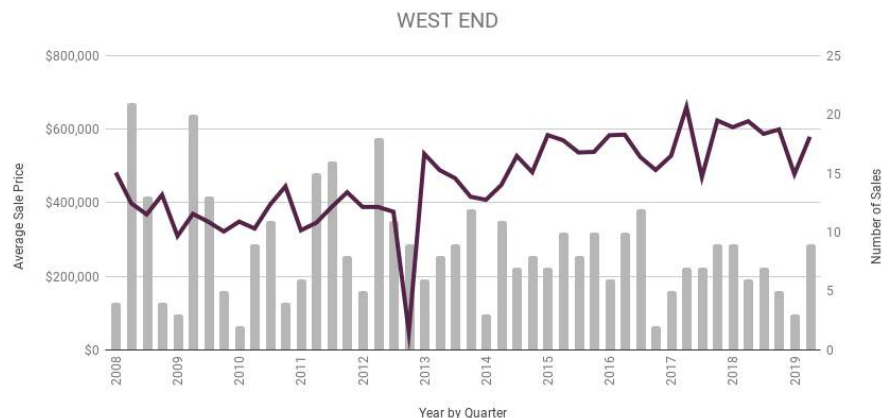


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$592	\$617	\$660	\$687	\$633
AVERAGE SALES PRICE	\$570,450	\$585,499	\$660,985	\$622,083	\$579,888
AVERAGE SALES PRICE VS. LIST PRICE	101.00%	103.3%	95.91%	101.01%	100.75%
AVERAGE DOM (DAYS ON MARKET)	45	29	71	14	80
TOTAL TRANSACTIONS	10	10	7	6	9
TOTAL DOLLAR VOLUME SOLD	\$5,704,500	\$5,854,999	\$4,626,901	\$3,732,499	\$5,219,000
APPROXIMATE ABSORPTION RATE	53.33%	70.83%	45%	33.33%	28.57%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.87	1.41	2.22	3	3.5
TOTAL NUMBER OF UNITS LISTED	14	14	9	16	15



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:19 vs. Q2:18

PRICES +3.51%

Average Sale Price

SUPPLY +25.27%

Approx. Months Supply

SALES +43.75%

Closed Sales

ABSORPTION RATE -19.83%

Approximate

MARKET TIME +21 DAYS

Days On Market

NEGOTIABILITY +0.06%

Listing Discount

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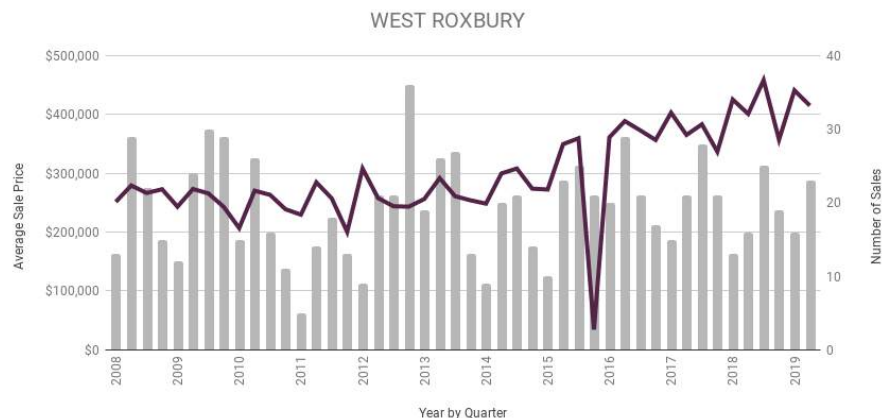


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	Q2:15	Q2:16	Q2:17	Q2:18	Q2:19
AVERAGE PRICE PER FOOT	\$308	\$336	\$364	\$367	\$413
AVERAGE SALES PRICE	\$349,913	\$389,084	\$365,552	\$401,343	\$415,413
AVERAGE SALES PRICE VS. LIST PRICE	101.75%	100.71%	104.31%	101.87%	101.94%
AVERAGE DOM (DAYS ON MARKET)	28	58	23	21	42
TOTAL TRANSACTIONS	23	29	21	16	23
TOTAL DOLLAR VOLUME SOLD	\$8,047,999	\$11,283,455	\$7,676,599	\$6,421,500	\$9,554,499
APPROXIMATE ABSORPTION RATE	63.89%	202.08%	205.56%	109.72%	87.96%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.57	.49	.49	.91	1.14
TOTAL NUMBER OF UNITS LISTED	43	30	32	33	42



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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

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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