

BOSTON MARKET DATA
BY NEIGHBORHOOD

2020
Q3



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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CONTENTS

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

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

Q3:20 vs. Q3:19

PRICES $+2.78\%$
Average Sale Price

SUPPLY $+15.5\%$
Approx. Months Supply

SALES $+37.5\%$
Closed Sales

ABSORPTION RATE -13.4%
Approximate

MARKET TIME $+8$ DAYS
Days On Market

NEGOTIABILITY -2.28%
Listing Discount

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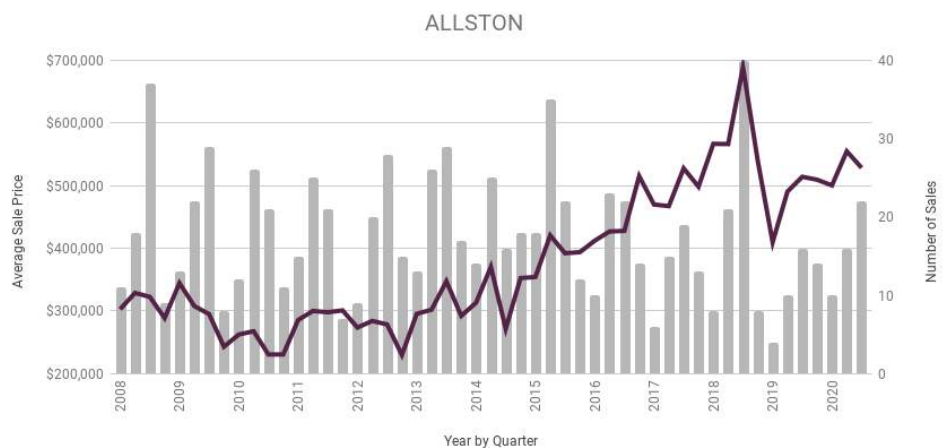


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$518	\$549	\$738	\$603	\$637
AVERAGE SALES PRICE	\$428,068	\$527,947	\$689,292	\$514,425	\$528,718
AVERAGE SALES PRICE VS. LIST PRICE	103.08%	102.06%	100.66%	101.59%	99.28%
AVERAGE DOM (DAYS ON MARKET)	18	22	20	20	28
TOTAL TRANSACTIONS	22	19	40	16	22
TOTAL DOLLAR VOLUME SOLD	\$9,417,499	\$10,031,000	\$27,571,700	\$8,230,800	\$11,631,799
APPROXIMATE ABSORPTION RATE	113.33%	64.29%	136.67%	26.39%	22.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	.88	1.56	.73	3.79	4.38
TOTAL NUMBER OF UNITS LISTED	24	21	15	19	37



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -21.92%

Average Sale Price

SUPPLY +114.2%

Approx. Months Supply

SALES -31.4%

Closed Sales

ABSORPTION RATE -53.3%

Approximate

MARKET TIME +15 DAYS

Days On Market

NEGOTIABILITY -.76%

Listing Discount

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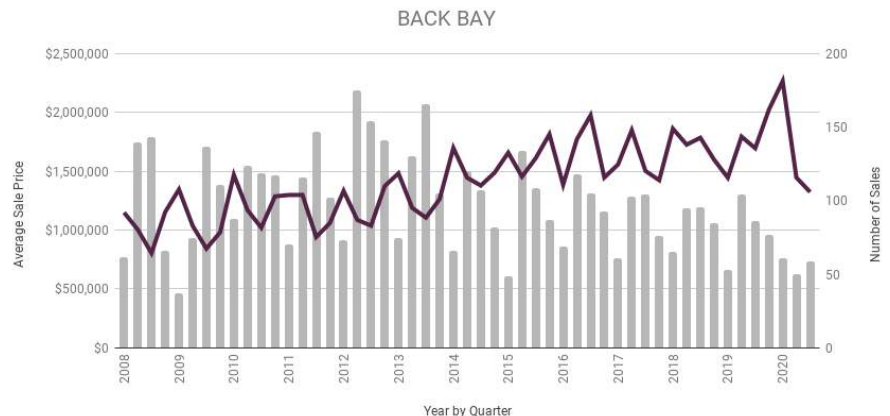


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$1,178	\$1,176	\$1,289	\$1,257	\$1,215
AVERAGE SALES PRICE	\$1,977,435	\$1,504,364	\$1,786,697	\$1,697,466	\$1,325,309
AVERAGE SALES PRICE VS. LIST PRICE	96.21%	97.75%	97.15%	96.52%	95.79%
AVERAGE DOM (DAYS ON MARKET)	71	54	59	45	60
TOTAL TRANSACTIONS	105	104	96	86	59
TOTAL DOLLAR VOLUME SOLD	\$207,630,625	\$156,453,900	\$171,522,867	\$145,982,111	\$78,193,250
APPROXIMATE ABSORPTION RATE	39.7%	27.55%	27.95%	23.04%	10.75%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.51	3.63	3.58	4.34	9.3
TOTAL NUMBER OF UNITS LISTED	123	125	112	102	202



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +154%

Average Sale Price

SUPPLY -82.1%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +459%

Approximate

MARKET TIME -127 DAYS

Days On Market

NEGOTIABILITY +1.9%

Listing Discount

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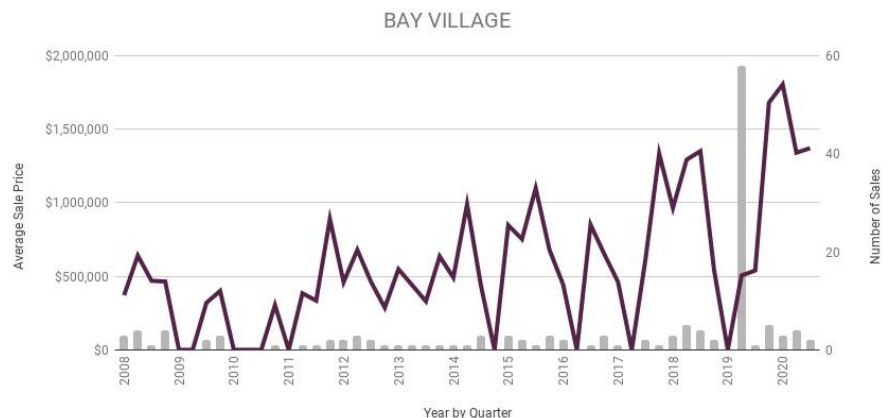


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$810	\$932	\$1,002	\$1,018	\$1,182
AVERAGE SALES PRICE	\$851,500	\$615,000	\$1,351,875	\$540,000	\$1,372,000
AVERAGE SALES PRICE VS. LIST PRICE	113.53%	96.93%	98.62%	100.93%	102.86%
AVERAGE DOM (DAYS ON MARKET)	14	70	55	132	5
TOTAL TRANSACTIONS	1	2	4	1	2
TOTAL DOLLAR VOLUME SOLD	\$851,000	\$1,230,000	\$5,407,500	\$540,000	\$2,744,000
APPROXIMATE ABSORPTION RATE	0%	25%	36.11%	5.21%	29.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	4	2.77	19.2	3.43
TOTAL NUMBER OF UNITS LISTED	4	3	3	9	7



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +5.41%

Average Sale Price

SUPPLY +138%

Approx. Months Supply

SALES -28.2%

Closed Sales

ABSORPTION RATE -58.13%

Approximate

MARKET TIME -11 DAYS

Days On Market

NEGOTIABILITY -.57%

Listing Discount

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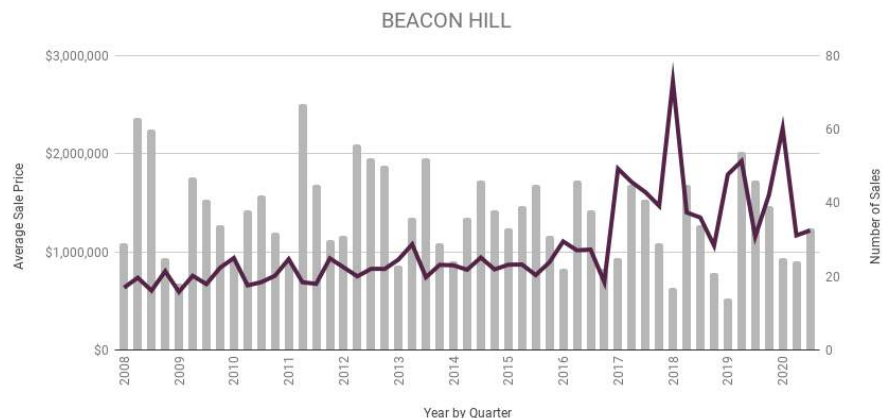


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$1,105	\$1,168	\$1,208	\$1,116	\$1,195
AVERAGE SALES PRICE	\$1,023,369	\$1,608,561	\$1,349,938	\$1,155,628	\$1,218,109
AVERAGE SALES PRICE VS. LIST PRICE	98.54%	99.89%	96.43%	96.64%	96.09%
AVERAGE DOM (DAYS ON MARKET)	67	50	55	57	46
TOTAL TRANSACTIONS	38	42	34	46	33
TOTAL DOLLAR VOLUME SOLD	\$38,888,034	\$65,951,003	\$45,897,900	\$53,158,899	\$40,197,625
APPROXIMATE ABSORPTION RATE	28.54%	36.56%	30.64%	29.61%	12.4%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.5	2.74	3.26	3.38	8.06
TOTAL NUMBER OF UNITS LISTED	48	51	37	45	99



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +7.48%

Average Sale Price

SUPPLY +159%

Approx. Months Supply

SALES -3.85%

Closed Sales

ABSORPTION RATE -61.5%

Approximate

MARKET TIME +7 DAYS

Days On Market

NEGOTIABILITY -.07%

Listing Discount

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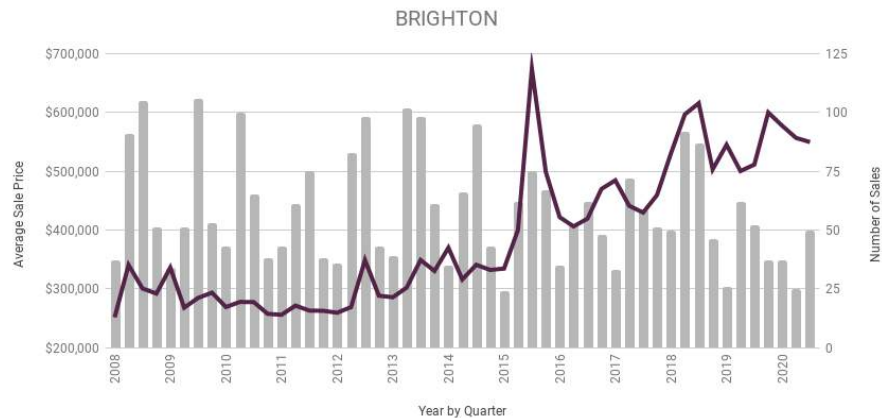


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$504	\$562	\$675	\$598	\$589
AVERAGE SALES PRICE	\$419,808	\$430,148	\$616,092	\$511,735	\$550,032
AVERAGE SALES PRICE VS. LIST PRICE	102.48%	103.8%	99.93%	99.2%	99.13%
AVERAGE DOM (DAYS ON MARKET)	25	19	37	30	37
TOTAL TRANSACTIONS	62	59	87	52	50
TOTAL DOLLAR VOLUME SOLD	\$26,028,125	\$25,378,750	\$53,600,005	\$26,610,238	\$27,501,600
APPROXIMATE ABSORPTION RATE	90%	118.33%	68.63%	43.33%	16.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.1	.85	1.46	2.31	6
TOTAL NUMBER OF UNITS LISTED	62	54	77	59	113



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Q3:20 vs. Q3:19

PRICES +5.38%

Average Sale Price

SUPPLY +169%

Approx. Months Supply

SALES +23.19%

Closed Sales

ABSORPTION RATE -62.7%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -.46%

Listing Discount

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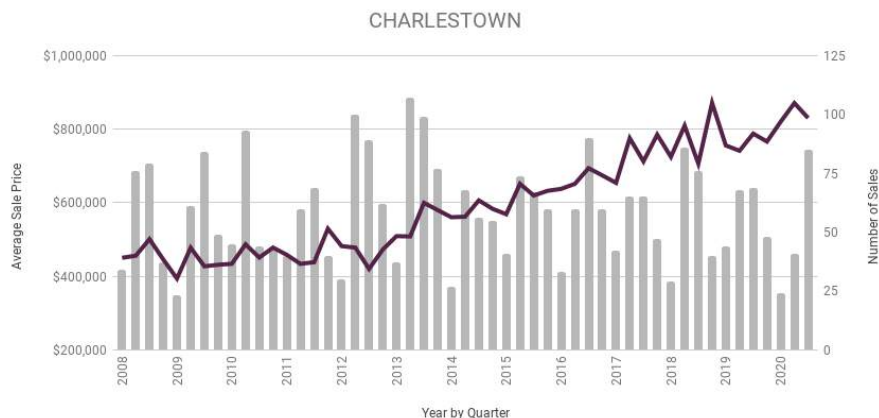


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$657	\$701	\$697	\$752	\$780
AVERAGE SALES PRICE	\$694,355	\$712,878	\$706,677	\$788,381	\$830,773
AVERAGE SALES PRICE VS. LIST PRICE	103.03%	100.98%	101.06%	100.86%	100.4%
AVERAGE DOM (DAYS ON MARKET)	29	31	24	28	25
TOTAL TRANSACTIONS	90	65	76	69	85
TOTAL DOLLAR VOLUME SOLD	\$62,491,979	\$46,337,099	\$53,707,499	\$54,398,304	\$70,615,739
APPROXIMATE ABSORPTION RATE	63.8%	77.24%	55%	61.61%	22.95%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.57	1.29	1.82	1.62	4.36
TOTAL NUMBER OF UNITS LISTED	82	46	73	65	123



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +.13%

Average Sale Price

SUPPLY -3.3%

Approx. Months Supply

SALES -4.92%

Closed Sales

ABSORPTION RATE +3.55%

Approximate

MARKET TIME -23 DAYS

Days On Market

NEGOTIABILITY +1.15%

Listing Discount

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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$356	\$379	\$398	\$440	\$441
AVERAGE SALES PRICE	\$402,701	\$461,703	\$541,796	\$510,017	\$510,675
AVERAGE SALES PRICE VS. LIST PRICE	101.26%	100.48%	99.9%	99.13%	100.27%
AVERAGE DOM (DAYS ON MARKET)	40	31	40	54	31
TOTAL TRANSACTIONS	44	65	52	61	58
TOTAL DOLLAR VOLUME SOLD	\$17,718,874	\$30,010,719	\$28,173,399	\$31,111,055	\$29,619,150
APPROXIMATE ABSORPTION RATE	54.17%	67.67%	40.82%	36.64%	37.94%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.85	1.48	2.45	2.73	2.64
TOTAL NUMBER OF UNITS LISTED	53	63	74	74	94



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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -23.18%

Average Sale Price

SUPPLY +99.5%

Approx. Months Supply

SALES -46.15%

Closed Sales

ABSORPTION RATE -49.9%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY -2.57%

Listing Discount

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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$1,394	\$1,201	\$1,117	\$1,147	\$996
AVERAGE SALES PRICE	\$2,153,494	\$1,765,447	\$1,378,764	\$1,823,873	\$1,401,047
AVERAGE SALES PRICE VS. LIST PRICE	99.9%	97.73%	94.07%	96.13%	93.65%
AVERAGE DOM (DAYS ON MARKET)	60	70	62	96	109
TOTAL TRANSACTIONS	90	72	34	39	21
TOTAL DOLLAR VOLUME SOLD	\$193,814,499	\$127,122,225	\$46,877,999	\$71,131,050	\$29,422,004
APPROXIMATE ABSORPTION RATE	20.55%	25.12%	14.61%	15.13%	7.58%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.87	3.98	6.85	6.61	13.19
TOTAL NUMBER OF UNITS LISTED	2	0	1	54	74



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

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YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES

Average Sale Price

-16.09%

SUPPLY

Approx. Months Supply

+157%

SALES

Closed Sales

-2.5%

ABSORPTION RATE

Approximate

-61.07%

MARKET TIME

Days On Market

+14 DAYS

NEGOTIABILITY

Listing Discount

-1.6%

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Q3:16

Q3:17

Q3:18

Q3:19

Q3:20

AVERAGE
PRICE PER FOOT

\$427

\$489

\$514

\$662

\$582

AVERAGE
SALES PRICE

\$397,455

\$477,678

\$512,317

\$652,095

\$547,147

AVERAGE
SALES PRICE VS. LIST PRICE

101.59%

99.28%

100.35%

100.04%

98.44%

AVERAGE
DOM (DAYS ON MARKET)

38

30

26

40

54

TOTAL
TRANSACTIONS

20

37

35

40

39

TOTAL
DOLLAR VOLUME SOLD

\$7,984,900

\$17,674,100

\$17,931,099

\$26,083,800

\$21,338,750

APPROXIMATE
ABSORPTION RATE

26.14%

51.44%

44.67%

28.64%

11.15%

APPROXIMATE
MONTHS INVENTORY SUPPLY

3.83

1.94

2.24

3.49

8.97

TOTAL
NUMBER OF UNITS LISTED

47

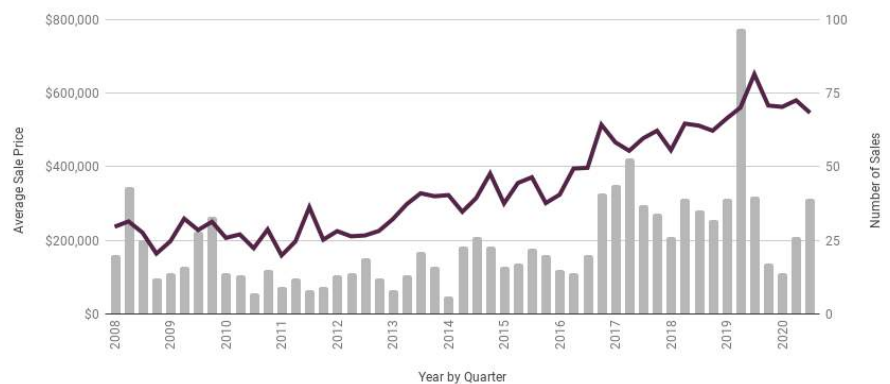
44

54

93

84

EAST BOSTON



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Q3:20 vs. Q3:19

PRICES -10.16%

Average Sale Price

SUPPLY +257%

Approx. Months Supply

SALES -37.84%

Closed Sales

ABSORPTION RATE -72%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY +2.04%

Listing Discount

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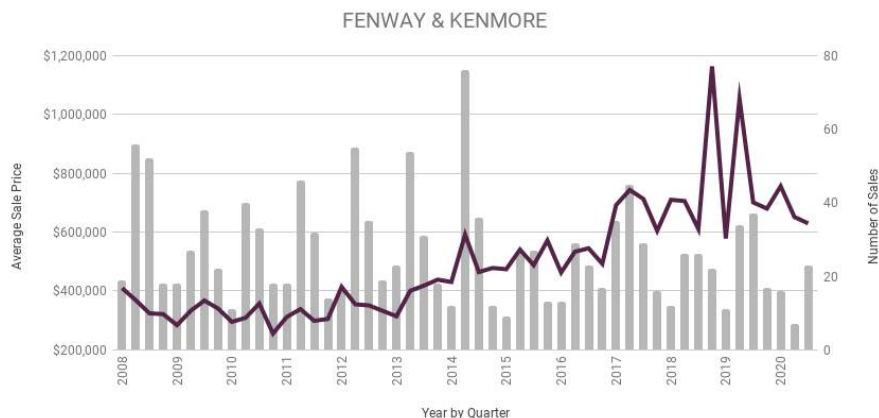


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AVERAGE PRICE PER FOOT	\$794	\$850	\$987	\$974	\$989
AVERAGE SALES PRICE	\$545,543	\$713,095	\$611,304	\$701,575	\$630,300
AVERAGE SALES PRICE VS. LIST PRICE	101.38%	98.62%	98.92%	96.82%	98.79%
AVERAGE DOM (DAYS ON MARKET)	24	28	36	39	32
TOTAL TRANSACTIONS	23	29	26	37	23
TOTAL DOLLAR VOLUME SOLD	\$12,547,500	\$20,679,775	\$15,893,914	\$25,958,286	\$14,496,900
APPROXIMATE ABSORPTION RATE	109.72%	88.19%	26.67%	45%	12.6%
APPROXIMATE MONTHS INVENTORY SUPPLY	.91	1.13	3.75	2.22	7.94
TOTAL NUMBER OF UNITS LISTED	18	19	41	30	58



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Q3:20 vs. Q3:19

PRICES +13.05%

Average Sale Price

SUPPLY -24.19%

Approx. Months Supply

SALES +17.14%

Closed Sales

ABSORPTION RATE +32.01%

Approximate

MARKET TIME 0 DAYS

Days On Market

NEGOTIABILITY -.34%

Listing Discount

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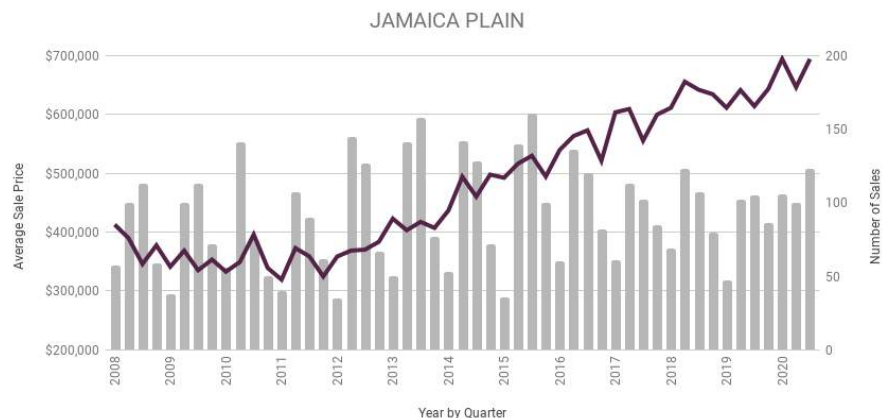


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$461	\$492	\$526	\$545	\$571
AVERAGE SALES PRICE	\$573,322	\$555,817	\$642,373	\$614,464	\$694,653
AVERAGE SALES PRICE VS. LIST PRICE	102.44%	104.25%	103.22%	101.33%	100.98%
AVERAGE DOM (DAYS ON MARKET)	29	27	27	33	33
TOTAL TRANSACTIONS	120	102	107	105	123
TOTAL DOLLAR VOLUME SOLD	\$68,799,871	\$56,693,390	\$68,733,946	\$64,518,783	\$85,442,337
APPROXIMATE ABSORPTION RATE	100%	74.58%	57.14%	36.15%	47.72%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	1.34	1.75	2.77	2.1
TOTAL NUMBER OF UNITS LISTED	89	107	114	121	159



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES

Average Sale Price

-17.87%

SUPPLY

Approx. Months Supply

-40%

SALES

Closed Sales

+150%

ABSORPTION RATE

Approximate

+66.6%

MARKET TIME

Days On Market

+40 DAYS

NEGOTIABILITY

Listing Discount

+3.26%

Smart matters.

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

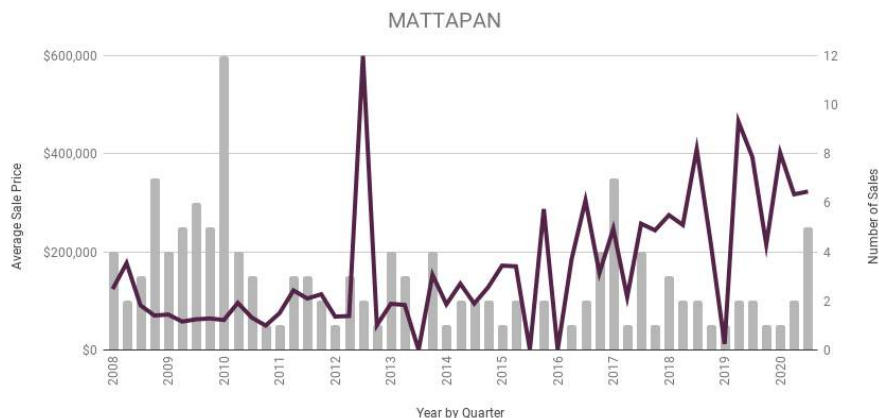


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$233	\$222	\$263	\$325	\$335
AVERAGE SALES PRICE	\$305,000	\$257,500	\$409,500	\$393,500	\$323,190
AVERAGE SALES PRICE VS. LIST PRICE	105.19%	101%	102.4%	98.5%	101.71%
AVERAGE DOM (DAYS ON MARKET)	54	38	23	22	62
TOTAL TRANSACTIONS	2	4	3	2	5
TOTAL DOLLAR VOLUME SOLD	\$610,000	\$1,030,000	\$819,999	\$787,000	\$1,615,950
APPROXIMATE ABSORPTION RATE	41.67%	0%	13.33%	25%	41.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	0	7.5	4	2.4
TOTAL NUMBER OF UNITS LISTED	2	2	1	3	3



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +43.2%

Average Sale Price

SUPPLY +33.3%

Approx. Months Supply

SALES +150%

Closed Sales

ABSORPTION RATE -25.02%

Approximate

MARKET TIME =25 DAYS

Days On Market

NEGOTIABILITY -2.58%

Listing Discount

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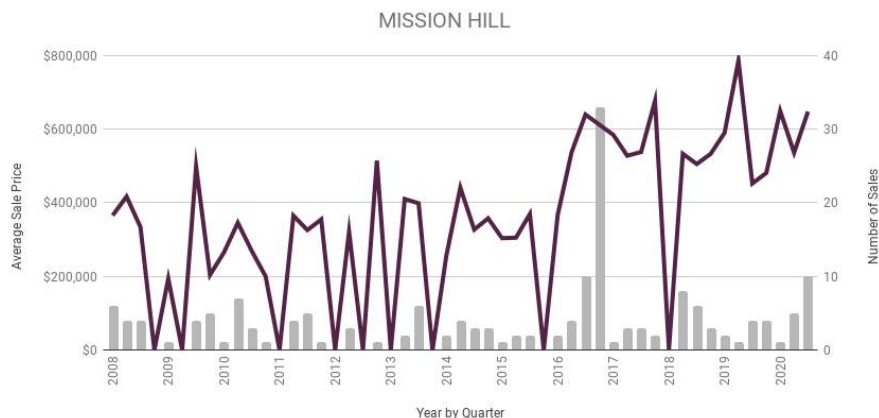


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$839	\$441	\$483	\$446	\$596
AVERAGE SALES PRICE	\$640,330	\$538,300	\$505,666	\$452,813	\$648,450
AVERAGE SALES PRICE VS. LIST PRICE	100.7%	101%	104.1%	102.2%	99.56%
AVERAGE DOM (DAYS ON MARKET)	54	19	50	14	41
TOTAL TRANSACTIONS	10	3	6	4	10
TOTAL DOLLAR VOLUME SOLD	\$6,403,306	\$1,614,900	\$3,034,000	\$1,811,255	\$6,484,500
APPROXIMATE ABSORPTION RATE	0%	391.67%	33.33%	27.78%	20.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	.26	3	3.6	4.8
TOTAL NUMBER OF UNITS LISTED	2	3	6	4	16



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -12.96%

Average Sale Price

SUPPLY +111.3%

Approx. Months Supply

SALES +8.7%

Closed Sales

ABSORPTION RATE -52.7%

Approximate

MARKET TIME +33 DAYS

Days On Market

NEGOTIABILITY +.1%

Listing Discount

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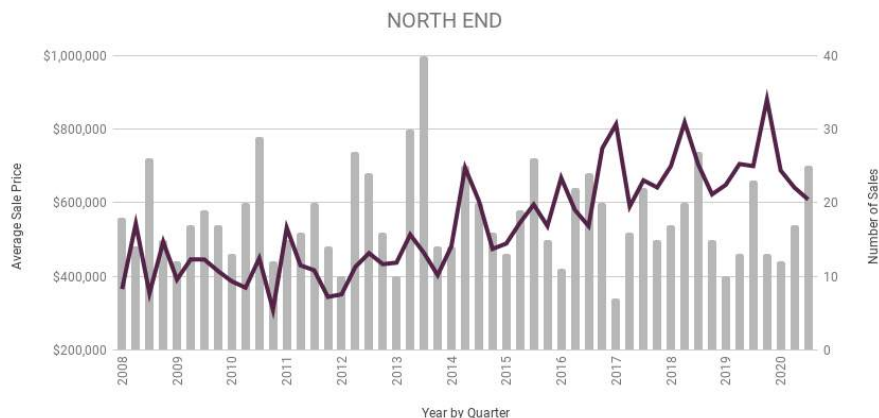


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$828	\$921	\$944	\$897	\$907
AVERAGE SALES PRICE	\$536,872	\$661,272	\$703,724	\$700,043	\$609,283
AVERAGE SALES PRICE VS. LIST PRICE	99.32%	99.52%	99.93%	97.59%	97.69%
AVERAGE DOM (DAYS ON MARKET)	41	60	35	58	25
TOTAL TRANSACTIONS	24	22	27	23	25
TOTAL DOLLAR VOLUME SOLD	\$12,884,945	\$14,548,000	\$19,000,549	\$16,101,000	\$15,232,099
APPROXIMATE ABSORPTION RATE	67.59%	41.67%	38.73%	39.1%	18.49%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.48	2.4	2.58	2.56	5.41
TOTAL NUMBER OF UNITS LISTED	29	24	33	17	60



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES **-.84%**
Average Sale Price

SUPPLY **+44.69%**
Approx. Months Supply

SALES **+68.5%**
Closed Sales

ABSORPTION RATE **-30.6%**
Approximate

MARKET TIME **-13 DAYS**
Days On Market

NEGOTIABILITY **+13%**
Listing Discount

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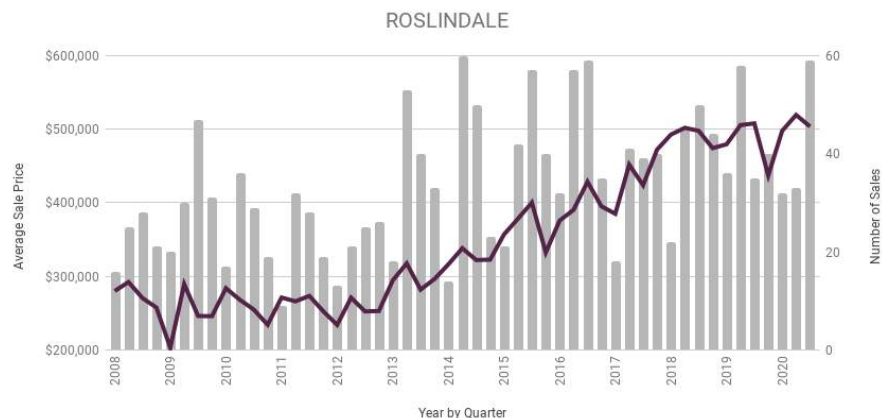


**BERKSHIRE
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535 Boylston Street
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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$353	\$350	\$387	\$418	\$440
AVERAGE SALES PRICE	\$428,745	\$423,958	\$497,994	\$508,122	\$503,841
AVERAGE SALES PRICE VS. LIST PRICE	102.11%	103.4%	101.07%	101.59%	114.8%
AVERAGE DOM (DAYS ON MARKET)	39	19	29	39	26
TOTAL TRANSACTIONS	59	39	50	35	59
TOTAL DOLLAR VOLUME SOLD	\$25,296,011	\$16,534,399	\$24,899,700	\$17,784,299	\$29,726,646
APPROXIMATE ABSORPTION RATE	97.92%	93.75%	62.3%	55.7%	38.66%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.02	1.07	1.61	1.79	2.59
TOTAL NUMBER OF UNITS LISTED	46	43	45	57	93



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +35.3%

Average Sale Price

SUPPLY +67.5%

Approx. Months Supply

SALES 0%

Closed Sales

ABSORPTION RATE -40.3%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY +2.77%

Listing Discount

Smart matters.

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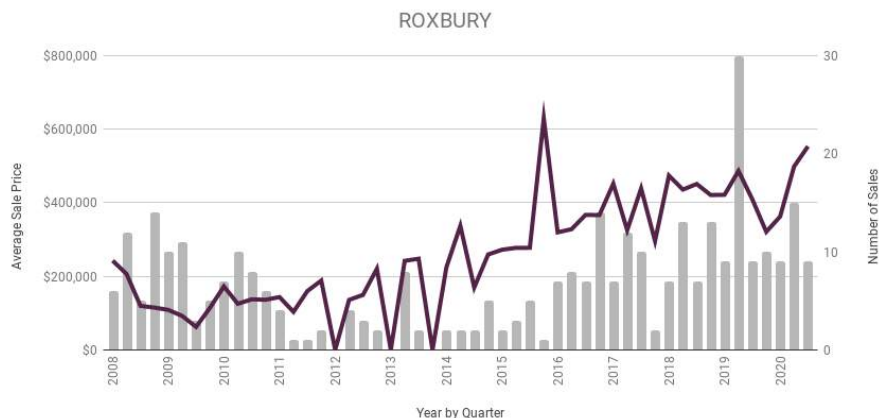


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$306	\$253	\$337	\$344	\$395
AVERAGE SALES PRICE	\$367,124	\$439,440	\$439,440	\$409,388	\$553,888
AVERAGE SALES PRICE VS. LIST PRICE	98.17%	97.23%	97.23%	96.63%	99.3%
AVERAGE DOM (DAYS ON MARKET)	49	70	70	50	46
TOTAL TRANSACTIONS	7	10	10	9	9
TOTAL DOLLAR VOLUME SOLD	\$2,569,868	\$4,294,400	\$4,394,400	\$3,684,500	\$4,985,000
APPROXIMATE ABSORPTION RATE	12.78%	71.67%	71.67%	52.38%	31.25%
APPROXIMATE MONTHS INVENTORY SUPPLY	7.83	14	14	1.91	3.2
TOTAL NUMBER OF UNITS LISTED	21	9	9	17	16



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES

Average Sale Price

-35.09%

SUPPLY

Approx. Months Supply

+2.86%

SALES

Closed Sales

+60.8%

ABSORPTION RATE

Approximate

-2.7%

MARKET TIME

Days On Market

-17 DAYS

NEGOTIABILITY

Listing Discount

+9.54%

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Q3:16

Q3:17

Q3:18

Q3:19

Q3:20

AVERAGE
PRICE PER FOOT

\$964

\$813

\$1,224

\$1,813

\$1,630

AVERAGE
SALES PRICE

\$889,621

\$1,282,307

\$1,750,771

\$3,034,389

\$1,969,695

AVERAGE
SALES PRICE VS. LIST PRICE

97.49%

96.09%

96.46%

90.12%

98.72%

AVERAGE
DOM (DAYS ON MARKET)

63

62

44

68

51

TOTAL
TRANSACTIONS

33

13

26

23

37

TOTAL
DOLLAR VOLUME SOLD

\$29,357,499

\$16,669,999

\$45,520,056

\$69,790,964

\$72,878,726

APPROXIMATE
ABSORPTION RATE

90.28%

19.74%

15.63%

20.4%

19.85%

APPROXIMATE
MONTHS INVENTORY SUPPLY

1.11

5.07

6.4

4.9

5.04

TOTAL
NUMBER OF UNITS LISTED

16

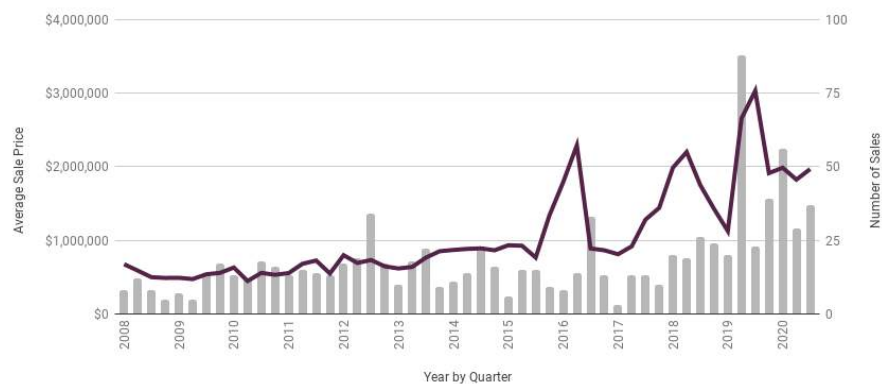
20

55

82

80

SEAPORT



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -2.96%

Average Sale Price

SUPPLY +67.2%

Approx. Months Supply

SALES +9.09%

Closed Sales

ABSORPTION RATE -40.2%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY +.53%

Listing Discount

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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$567	\$642	\$658	\$809	\$755
AVERAGE SALES PRICE	\$601,808	\$712,183	\$729,076	\$851,124	\$776,559
AVERAGE SALES PRICE VS. LIST PRICE	100.73%	100.8%	100.54%	99.54%	99.19%
AVERAGE DOM (DAYS ON MARKET)	47	36	35	32	45
TOTAL TRANSACTIONS	206	154	161	268	156
TOTAL DOLLAR VOLUME SOLD	\$123,972,600	\$109,676,243	\$117,381,298	\$228,101,315	\$121,143,325
APPROXIMATE ABSORPTION RATE	69.05%	58.01%	43.49%	48.39%	18.46%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.45	1.72	2.3	2.07	5.42
TOTAL NUMBER OF UNITS LISTED	167	161	171	183	291



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -9.18%

Average Sale Price

SUPPLY +219%

Approx. Months Supply

SALES +20.8%

Closed Sales

ABSORPTION RATE -68.6%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY -.85%

Listing Discount

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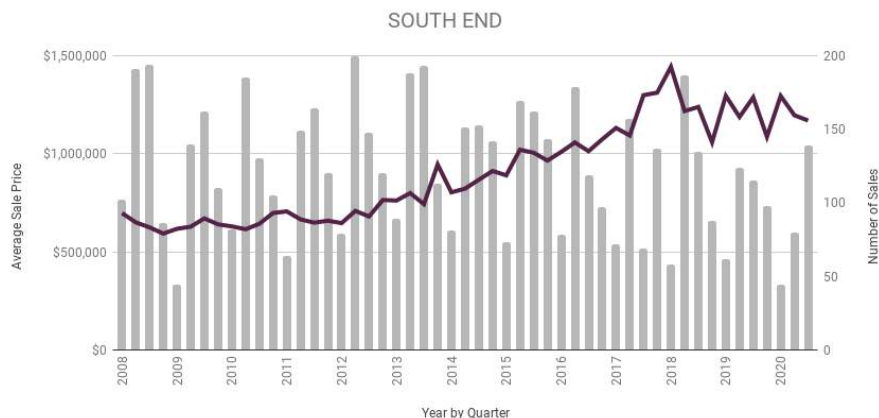


**BERKSHIRE
HATHAWAY**
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Warren Residential

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535 Boylston Street
Boston, MA 02116

	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$862	\$902	\$1,055	\$1,046	\$1,037
AVERAGE SALES PRICE	\$1,005,688	\$1,013,606	\$1,299,323	\$1,239,499	\$1,2169,990
AVERAGE SALES PRICE VS. LIST PRICE	101.33%	101.12%	100.86%	99.68%	97.99%
AVERAGE DOM (DAYS ON MARKET)	34	38	38	45	38
TOTAL TRANSACTIONS	162	119	69	135	139
TOTAL DOLLAR VOLUME SOLD	\$162,921,548	\$120,619,211	\$89,653,312	\$167,332,437	\$162,628,293
APPROXIMATE ABSORPTION RATE	62.56%	62.14%	51.26%	53.85%	12.92%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.6	1.61	1.95	1.86	7.74
TOTAL NUMBER OF UNITS LISTED	165	131	131	147	276



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -15.94%

Average Sale Price

SUPPLY +57.43%

Approx. Months Supply

SALES -13.5%

Closed Sales

ABSORPTION RATE -36.5%

Approximate

MARKET TIME -24 DAYS

Days On Market

NEGOTIABILITY -.54%

Listing Discount

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BERKSHIRE HATHAWAY
HomeServices
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Q3:16

Q3:17

Q3:18

Q3:19

Q3:20

AVERAGE
PRICE PER FOOT

\$956

\$950

\$977

\$1,027

\$994

AVERAGE
SALES PRICE

\$1,325,000

\$1,283,877

\$1,251,399

\$1,523,029

\$1,280,312

AVERAGE
SALES PRICE VS. LIST PRICE

95.21%

96.32%

96.34%

97.11%

96.59%

AVERAGE
DOM (DAYS ON MARKET)

63

76

72

95

71

TOTAL
TRANSACTIONS

45

44

42

37

32

TOTAL
DOLLAR VOLUME SOLD

\$59,625,000

\$56,490,610

\$52,558,787

\$56,352,100

\$40,970,000

APPROXIMATE
ABSORPTION RATE

31.53%

20.06%

26.06%

14.44%

9.17%

APPROXIMATE
MONTHS INVENTORY SUPPLY

3.17

4.98

3.84

6.93

10.91

TOTAL
NUMBER OF UNITS LISTED

48

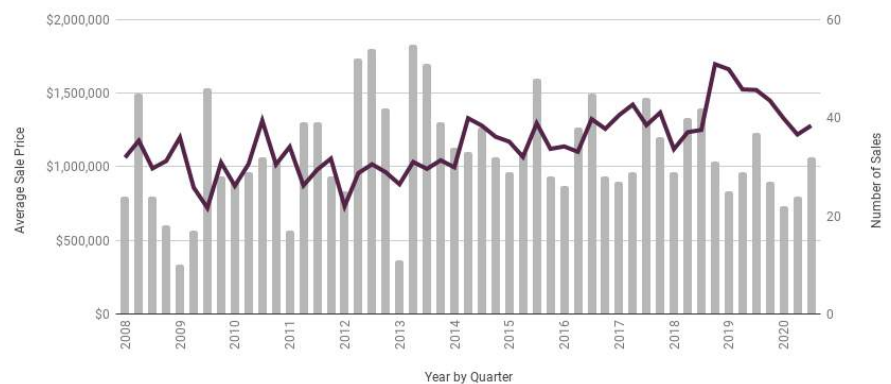
71

49

52

100

WATERFRONT



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES -6.4%

Average Sale Price

SUPPLY -19.35%

Approx. Months Supply

SALES -41.67%

Closed Sales

ABSORPTION RATE +24.13%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -.57%

Listing Discount

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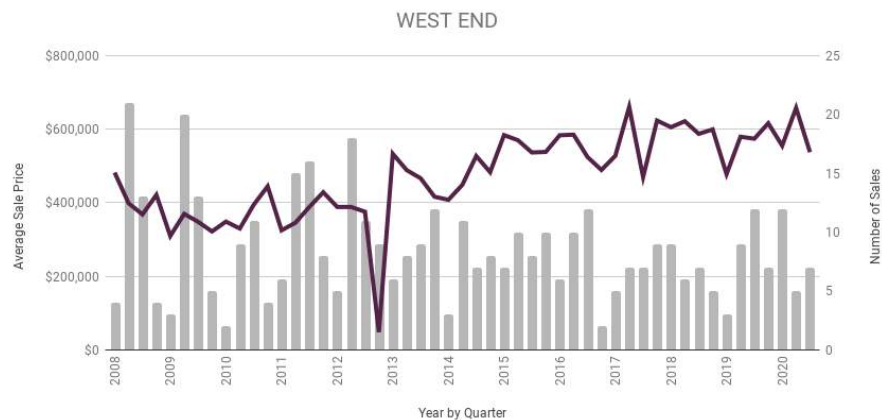


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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$654	\$634	\$628	\$664	\$635
AVERAGE SALES PRICE	\$524,906	\$470,285	\$587,785	\$574,607	\$537,857
AVERAGE SALES PRICE VS. LIST PRICE	102.49%	96.71%	97.97%	101.3%	100.72%
AVERAGE DOM (DAYS ON MARKET)	21	61	53	51	57
TOTAL TRANSACTIONS	12	7	7	12	7
TOTAL DOLLAR VOLUME SOLD	\$6,298,875	\$3,291,999	\$4,114,499	\$6,895,293	\$3,764,999
APPROXIMATE ABSORPTION RATE	79.17%	19.44%	43.06%	26.85%	33.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.26	5.14	2.32	3.72	3.00
TOTAL NUMBER OF UNITS LISTED	8	12	6	11	11



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q3:20 vs. Q3:19

PRICES +1%

Average Sale Price

SUPPLY +117%

Approx. Months Supply

SALES -43.3%

Closed Sales

ABSORPTION RATE -54.17%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY +.86%

Listing Discount

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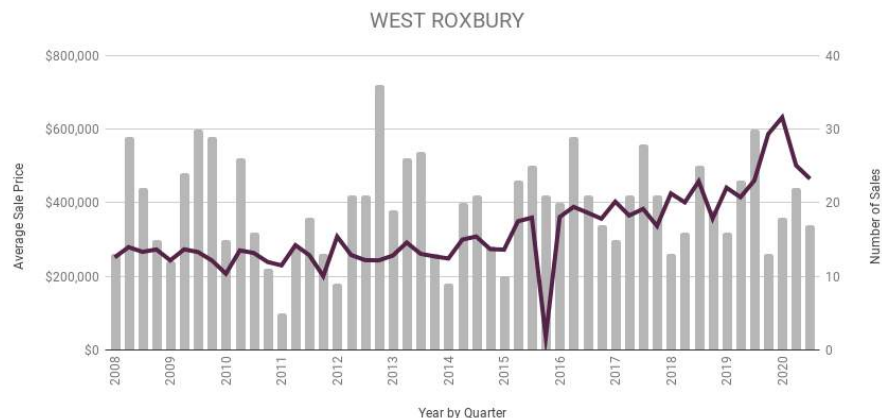


**BERKSHIRE
HATHAWAY**
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Warren Residential

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535 Boylston Street
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	Q3:16	Q3:17	Q3:18	Q3:19	Q3:20
AVERAGE PRICE PER FOOT	\$328	\$347	\$379	\$403	\$427
AVERAGE SALES PRICE	\$373,376	\$383,575	\$458,773	\$460,830	\$465,435
AVERAGE SALES PRICE VS. LIST PRICE	100.40%	101.85%	101.46%	100.62%	101.48%
AVERAGE DOM (DAYS ON MARKET)	36	22	19	25	23
TOTAL TRANSACTIONS	21	28	25	30	17
TOTAL DOLLAR VOLUME SOLD	\$7,840,899	\$10,740,124	\$11,469,331	\$13,824,900	\$7,912,399
APPROXIMATE ABSORPTION RATE	126.39%	168.75%	41.675%	75.93%	34.8%
APPROXIMATE MONTHS INVENTORY SUPPLY	.79	.59	2.4	1.32	2.87
TOTAL NUMBER OF UNITS LISTED	17	25	34	20	33



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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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Smart matters.

SOUTH END

ALLSTON

BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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