

BOSTON MARKET DATA
BY NEIGHBORHOOD

2018
Q3



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +30.5%

Average Sale Price

SUPPLY -53.2%

Approx. Months Supply

SALES +110%

Closed Sales

ABSORPTION RATE +72.3%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -1.4%

Listing Discount

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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$449	\$458	\$518	\$549	\$738
AVERAGE SALES PRICE	\$271,687	\$392,394	\$428,068	\$527,947	\$689,292
AVERAGE SALES PRICE VS. LIST PRICE	101.5%	101.33%	103.08%	102.06%	100.66%
AVERAGE DOM (DAYS ON MARKET)	59	49	18	22	20
TOTAL TRANSACTIONS	16	22	22	19	40
TOTAL DOLLAR VOLUME SOLD	\$4,347,000	\$8,632,688	\$9,417,499	\$10,031,000	\$27,571,700
APPROXIMATE ABSORPTION RATE	46.15%	158.33%	113.33%	64.29%	136.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.17	.63	.88	1.56	.73
TOTAL NUMBER OF UNITS LISTED	22	19	24	21	15



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THE WARREN REPORT

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YEAR-OVER-YEAR

PRICES +18.7%

Average Sale Price

SUPPLY -1.3%

Approx. Months Supply

SALES -7.6%

Closed Sales

ABSORPTION RATE +.4%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY -.61%

Listing Discount

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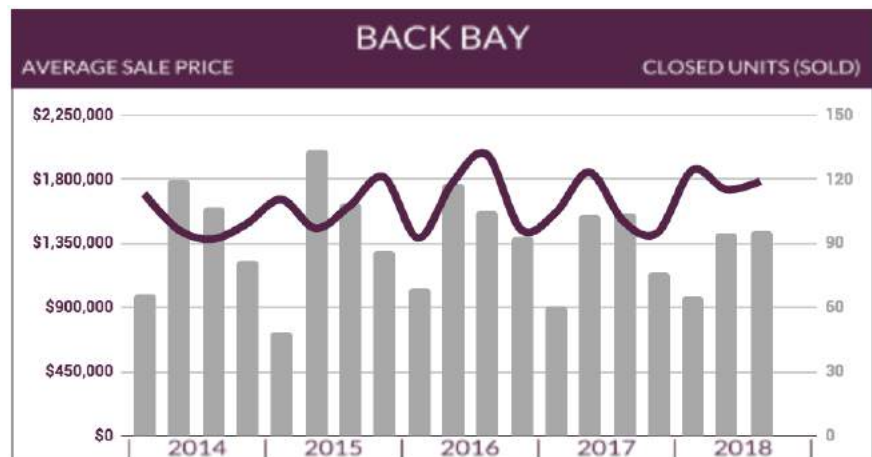


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$996	\$1,134	\$1,178	\$1,176	\$1,289
AVERAGE SALES PRICE	\$1,380,447	\$1,612,903	\$1,977,435	\$1,504,364	\$1,786,697
AVERAGE SALES PRICE VS. LIST PRICE	98.5%	98.25%	96.21%	97.75%	97.15%
AVERAGE DOM (DAYS ON MARKET)	50	44	71	54	59
TOTAL TRANSACTIONS	107	109	105	104	96
TOTAL DOLLAR VOLUME SOLD	\$147,707,799	\$175,806,450	\$207,630,625	\$156,453,900	\$171,522,867
APPROXIMATE ABSORPTION RATE	57.33%	33.6%	39.79%	27.55%	27.95%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.74	2.98	2.51	3.63	3.58
TOTAL NUMBER OF UNITS LISTED	109	110	123	125	112



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YEAR-OVER-YEAR

PRICES +119.8%

Average Sale Price

SUPPLY -7.75%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +2.08%

Approximate

MARKET TIME -15 DAYS

Days On Market

NEGOTIABILITY +1.7%

Listing Discount

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AVERAGE PRICE PER FOOT	\$806	\$785	\$929	\$964	\$1,107
AVERAGE SALES PRICE	\$441,666	\$1,100,000	\$851,500	\$615,000	\$1,351,875
AVERAGE SALES PRICE VS. LIST PRICE	98.37%	113.99%	113.53%	96.93%	98.62%
AVERAGE DOM (DAYS ON MARKET)	75	8	14	70	55
TOTAL TRANSACTIONS	3	1	1	2	4
TOTAL DOLLAR VOLUME SOLD	\$1,325,000	\$1,100,000	\$851,500	\$1,230,000	\$5,407,500
APPROXIMATE ABSORPTION RATE	0%	25%	0%	25%	27.08%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	4	0	4	3.69
TOTAL NUMBER OF UNITS LISTED	0	3	4	3	4



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YEAR-OVER-YEAR

PRICES -16%

Average Sale Price

SUPPLY +18.9%

Approx. Months Supply

SALES -17%

Closed Sales

ABSORPTION RATE -5.92%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY -3.4%

Listing Discount

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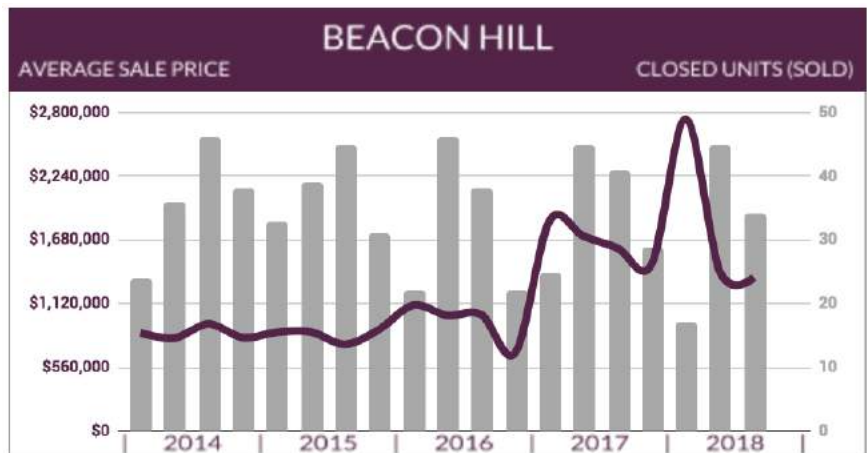


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$929	\$952	\$1,015	\$1,168	\$1,208
AVERAGE SALES PRICE	\$942,023	\$763,504	\$1,023,369	\$1,608,561	\$1,349,938
AVERAGE SALES PRICE VS. LIST PRICE	100.21%	100.72%	98.54%	99.89%	96.43%
AVERAGE DOM (DAYS ON MARKET)	58	32	67	50	55
TOTAL TRANSACTIONS	46	45	38	41	34
TOTAL DOLLAR VOLUME SOLD	\$43,333,065	\$34,357,699	\$38,888,034	\$65,951,003	\$45,897,900
APPROXIMATE ABSORPTION RATE	51.52%	43.61%	28.54%	36.56%	30.64%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.94	2.29	3.5	2.74	3.26
TOTAL NUMBER OF UNITS LISTED	45	52	48	51	37



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YEAR-OVER-YEAR

PRICES +43.2%
Average Sale Price

SUPPLY +71.7%
Approx. Months Supply

SALES +47.4%
Closed Sales

ABSORPTION RATE -49.7%
Approximate

MARKET TIME +18 DAYS
Days On Market

NEGOTIABILITY -3.8%
Listing Discount

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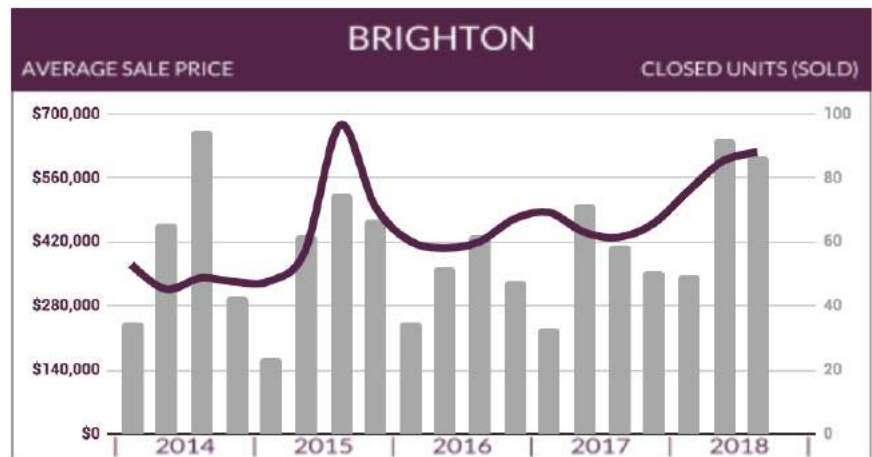


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$422	\$454	\$504	\$562	\$675
AVERAGE SALES PRICE	\$341,331	\$674,780	\$419,808	\$430,148	\$616,092
AVERAGE SALES PRICE VS. LIST PRICE	101.23%	101.33%	102.48%	103.8%	99.93%
AVERAGE DOM (DAYS ON MARKET)	25	32	25	19	37
TOTAL TRANSACTIONS	95	75	62	59	87
TOTAL DOLLAR VOLUME SOLD	\$32,426,520	\$50,608,500	\$26,028,125	\$25,378,750	\$53,600,005
APPROXIMATE ABSORPTION RATE	167.95%	91.23%	90%	118.33%	68.63%
APPROXIMATE MONTHS INVENTORY SUPPLY	.6	1.1	1.1	.85	1.46
TOTAL NUMBER OF UNITS LISTED	70	62	62	54	77



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YEAR-OVER-YEAR

PRICES **-.86%**

Average Sale Price

SUPPLY **+41%**

Approx. Months Supply

SALES **+16.9%**

Closed Sales

ABSORPTION RATE **-22.2%**

Approximate

MARKET TIME **+11 DAYS**

Days On Market

NEGOTIABILITY **+.08%**

Listing Discount

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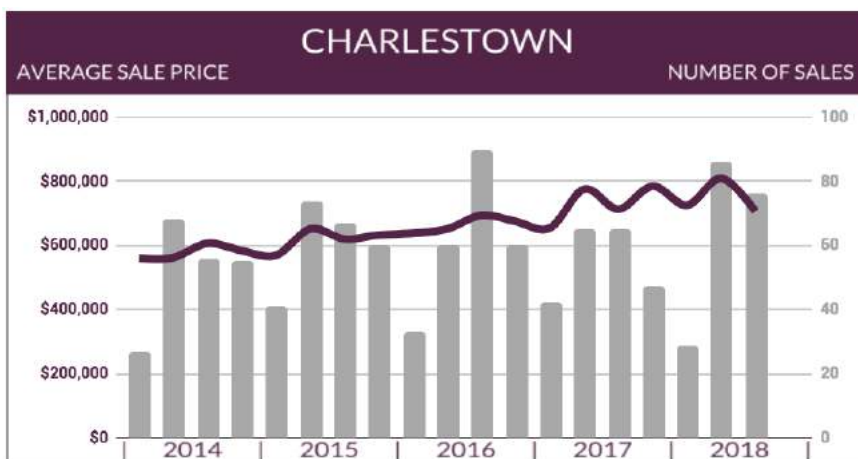


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$591	\$598	\$657	\$701	\$697
AVERAGE SALES PRICE	\$606,797	\$620,057	\$694,355	\$712,878	\$706,677
AVERAGE SALES PRICE VS. LIST PRICE	101.27%	101.79%	103.03%	100.98%	101.06%
AVERAGE DOM (DAYS ON MARKET)	35	40	29	31	24
TOTAL TRANSACTIONS	56	67	90	65	76
TOTAL DOLLAR VOLUME SOLD	\$33,980,666	\$41,543,873	\$62,491,979	\$46,337,099	\$53,707,499
APPROXIMATE ABSORPTION RATE	46.15%	158.33%	63.8%	77.24%	55%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.17	.63	1.57	1.29	1.82
TOTAL NUMBER OF UNITS LISTED	22	19	82	46	73



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YEAR-OVER-YEAR

PRICES +17.3%

Average Sale Price

SUPPLY +65.6%

Approx. Months Supply

SALES -20%

Closed Sales

ABSORPTION RATE -26.8%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY -.58%

Listing Discount

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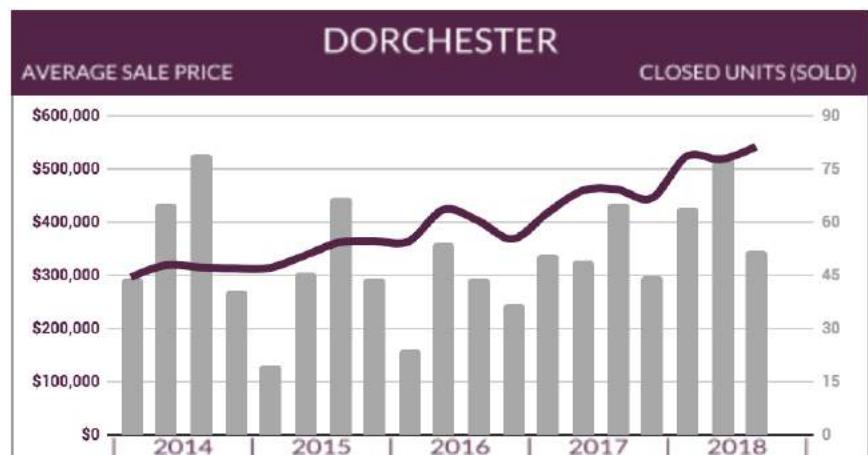


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$449	\$458	\$356	\$379	\$398
AVERAGE SALES PRICE	\$271,687	\$392,394	\$402,701	\$461,703	\$541,796
AVERAGE SALES PRICE VS. LIST PRICE	101.5%	101.33%	101.26%	100.48%	99.9%
AVERAGE DOM (DAYS ON MARKET)	59	49	40	31	40
TOTAL TRANSACTIONS	16	22	44	65	52
TOTAL DOLLAR VOLUME SOLD	\$4,347,000	\$8,632,688	\$17,718,874	\$30,010,719	\$28,173,399
APPROXIMATE ABSORPTION RATE	58.59%	66.29%	54.17%	67.67%	40.82%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.71	1.51	1.85	1.48	2.45
TOTAL NUMBER OF UNITS LISTED	61	57	53	63	74



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YEAR-OVER-YEAR

PRICES -6.99%

Average Sale Price

SUPPLY +72.8%

Approx. Months Supply

SALES -52.7%

Closed Sales

ABSORPTION RATE -10.51%

Approximate

MARKET TIME -8 DAYS

Days On Market

NEGOTIABILITY -3.66%

Listing Discount

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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$925	\$907	\$1,394	\$1,201	\$1,117
AVERAGE SALES PRICE	\$1,345,663	\$1,309,884	\$2,153,494	\$1,765,447	\$1,378,764
AVERAGE SALES PRICE VS. LIST PRICE	101.5%	101.33%	99.90%	97.73%	94.07%
AVERAGE DOM (DAYS ON MARKET)	62	70	60	70	62
TOTAL TRANSACTIONS	46	37	90	72	34
TOTAL DOLLAR VOLUME SOLD	\$61,900,499	\$48,465,709	\$193,814,499	\$127,122,225	\$46,877,999
APPROXIMATE ABSORPTION RATE	96.63%	103.59%	20.55%	25.12%	14.61%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.7	5.02	4.87	3.98	6.85
TOTAL NUMBER OF UNITS LISTED	0	0	2	0	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +7.2%

Average Sale Price

SUPPLY +15.4%

Approx. Months Supply

SALES +5.4%

Closed Sales

ABSORPTION RATE -6.7%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY +1.1%

Listing Discount

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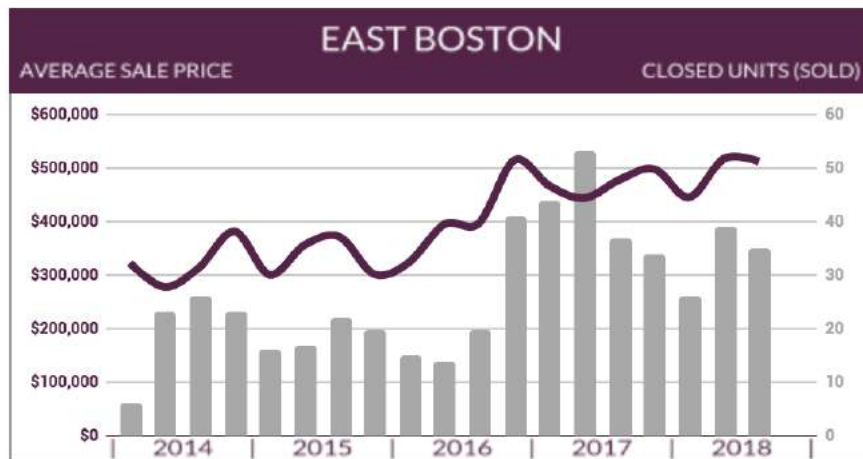


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$327	\$371	\$427	\$489	\$514
AVERAGE SALES PRICE	\$315,340	\$371,677	\$397,455	\$477,678	\$512,317
AVERAGE SALES PRICE VS. LIST PRICE	99.12%	100.82%	101.59%	99.28%	100.35%
AVERAGE DOM (DAYS ON MARKET)	44	33	38	30	26
TOTAL TRANSACTIONS	26	22	20	37	35
TOTAL DOLLAR VOLUME SOLD	\$8,198,849	\$8,176,899	\$7,948,900	\$17,674,100	\$17,931,099
APPROXIMATE ABSORPTION RATE	32.03%	54.17%	26.14%	51.44%	44.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.12	1.85	3.83	1.94	2.24
TOTAL NUMBER OF UNITS LISTED	25	24	47	44	54



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CONDO EDITION

YEAR-OVER-YEAR

PRICES

Average Sale Price

-14.27%

SUPPLY

Approx. Months Supply

+231%

SALES

Closed Sales

-10.3%

ABSORPTION RATE

Approximate

-61.52%

MARKET TIME

Days On Market

+6 DAYS

NEGOTIABILITY

Listing Discount

+.24%

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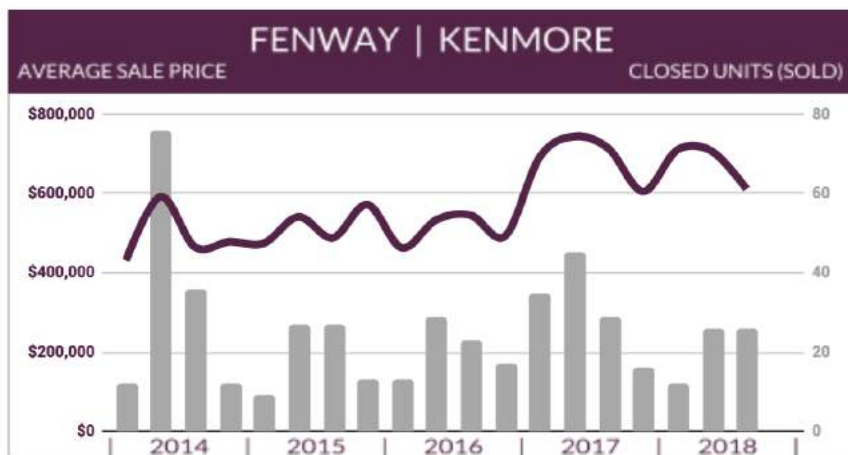


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$651	\$695	\$794	\$850	\$987
AVERAGE SALES PRICE	\$464,784	\$488,978	\$545,543	\$713,095	\$611,304
AVERAGE SALES PRICE VS. LIST PRICE	99.18%	100.28%	101.38%	98.62%	98.92%
AVERAGE DOM (DAYS ON MARKET)	45	18	24	28	36
TOTAL TRANSACTIONS	36	27	23	29	26
TOTAL DOLLAR VOLUME SOLD	\$16,732,254	\$13,178,113	\$12,547,500	\$20,679,775	\$15,893,914
APPROXIMATE ABSORPTION RATE	64.17%	109.72%	109.72%	88.19%	26.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.56	.91	.91	1.13	3.75
TOTAL NUMBER OF UNITS LISTED	22	18	18	19	41



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YEAR-OVER-YEAR

PRICES +15.5%

Average Sale Price

SUPPLY +30.5%

Approx. Months Supply

SALES +4.9%

Closed Sales

ABSORPTION RATE -17.44%

Approximate

MARKET TIME 0 DAYS

Days On Market

NEGOTIABILITY -1.03%

Listing Discount

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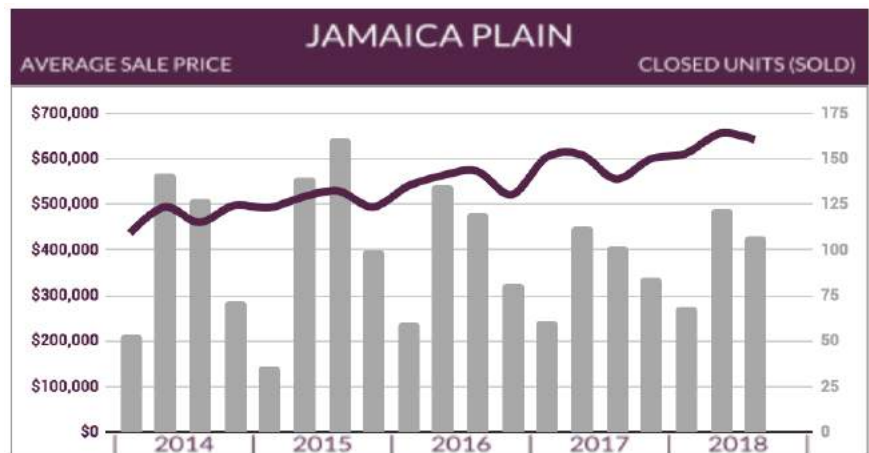


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$389	\$434	\$461	\$492	\$526
AVERAGE SALES PRICE	\$460,676	\$530,123	\$573,322	\$555,817	\$642,373
AVERAGE SALES PRICE VS. LIST PRICE	102.51%	103.92%	102.44%	104.25%	103.22%
AVERAGE DOM (DAYS ON MARKET)	28	36	29	27	27
TOTAL TRANSACTIONS	128	161	120	102	107
TOTAL DOLLAR VOLUME SOLD	\$58,966,615	\$85,349,933	\$68,799,871	\$56,693,390	\$68,733,946
APPROXIMATE ABSORPTION RATE	46.15%	158.33%	100%	74.58%	57.14%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.17	.63	1	1.34	1.75
TOTAL NUMBER OF UNITS LISTED	22	19	89	107	114



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YEAR-OVER-YEAR

PRICES +59%

Average Sale Price

SUPPLY +750%

Approx. Months Supply

SALES -25%

Closed Sales

ABSORPTION RATE +13.33%

Approximate

MARKET TIME -15 DAYS

Days On Market

NEGOTIABILITY +1.4%

Listing Discount

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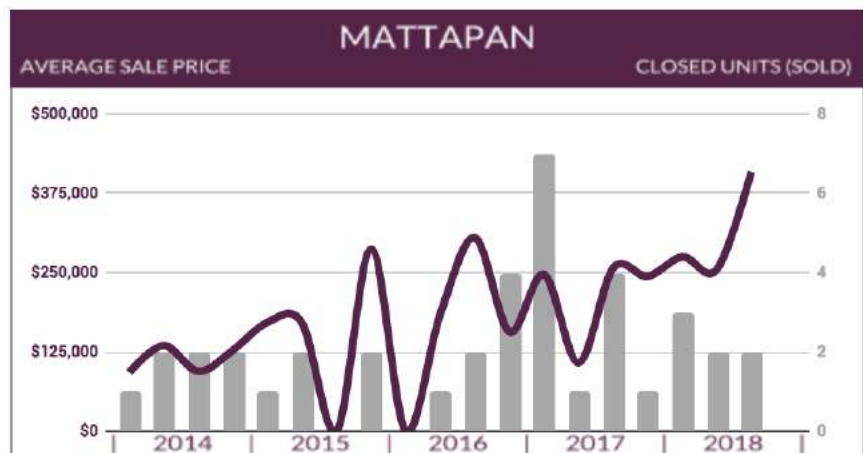


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$132	\$0	\$233	\$222	\$263
AVERAGE SALES PRICE	\$94,500	\$0	\$305,000	\$257,500	\$409,500
AVERAGE SALES PRICE VS. LIST PRICE	99.47%	0%	105.19%	101%	102.4%
AVERAGE DOM (DAYS ON MARKET)	42	0	54	38	23
TOTAL TRANSACTIONS	2	0	2	4	3
TOTAL DOLLAR VOLUME SOLD	\$189,000	\$0	\$610,000	\$1,030,000	\$819,999
APPROXIMATE ABSORPTION RATE	37.5%	41.67%	41.67%	0%	13.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.67	2.4	2.4	0	7.5
TOTAL NUMBER OF UNITS LISTED	4	2	2	2	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES -6%

Average Sale Price

SUPPLY +1,053%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE -358.3%

Approximate

MARKET TIME +31 DAYS

Days On Market

NEGOTIABILITY +3.1%

Listing Discount

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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$277	\$332	\$839	\$441	\$483
AVERAGE SALES PRICE	\$327,333	\$369,566	\$640,330	\$538,300	\$505,666
AVERAGE SALES PRICE VS. LIST PRICE	106.39%	100.75%	100.7%	101%	104.1%
AVERAGE DOM (DAYS ON MARKET)	43	77	54	19	50
TOTAL TRANSACTIONS	3	2	10	3	6
TOTAL DOLLAR VOLUME SOLD	\$981,999	\$739,132	\$6,403,306	\$1,614,900	\$3,034,000
APPROXIMATE ABSORPTION RATE	37.5%	0%	0%	391.67%	33.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.67	0	0	.26	3
TOTAL NUMBER OF UNITS LISTED	6	0	2	3	6



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +6.4%

Average Sale Price

SUPPLY +7.5%

Approx. Months Supply

SALES +22.7%

Closed Sales

ABSORPTION RATE -2.94%

Approximate

MARKET TIME -25 DAYS

Days On Market

NEGOTIABILITY +.41%

Listing Discount

Smart matters.

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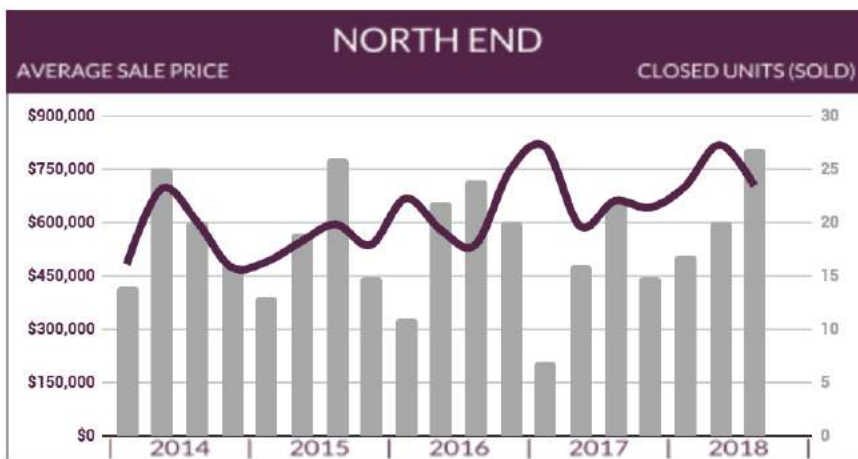


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$757	\$693	\$828	\$921	\$944
AVERAGE SALES PRICE	\$605,915	\$595,423	\$536,872	\$661,272	\$703,724
AVERAGE SALES PRICE VS. LIST PRICE	99.96%	96.66%	99.32%	99.52%	99.93%
AVERAGE DOM (DAYS ON MARKET)	48	53	41	60	35
TOTAL TRANSACTIONS	20	26	24	22	27
TOTAL DOLLAR VOLUME SOLD	\$12,118,300	\$15,481,000	\$12,884,945	\$14,548,000	\$19,000,549
APPROXIMATE ABSORPTION RATE	43.45%	68.52%	67.59%	41.67%	38.73%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.3	1.46	1.48	2.4	2.58
TOTAL NUMBER OF UNITS LISTED	31	22	29	24	33



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +17.4%

Average Sale Price

SUPPLY +32.3%

Approx. Months Supply

SALES +28.2%

Closed Sales

ABSORPTION RATE -31.45%

Approximate

MARKET TIME +10 DAYS

Days On Market

NEGOTIABILITY -2.33%

Listing Discount

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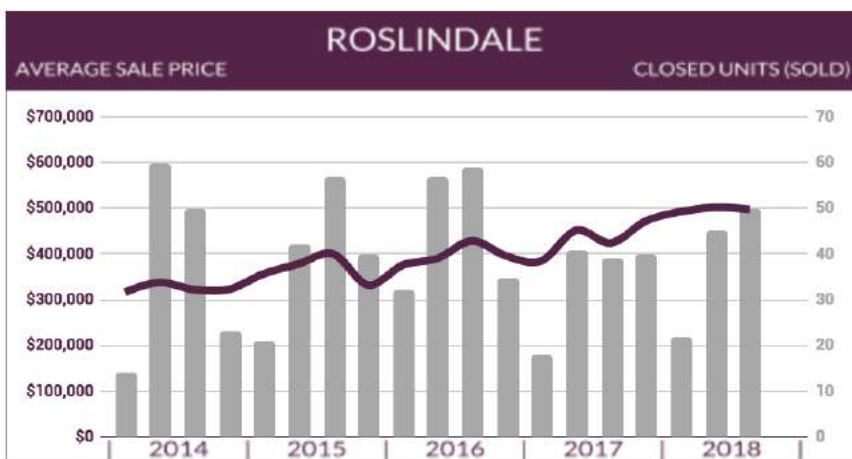


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$282	\$313	\$353	\$350	\$387
AVERAGE SALES PRICE	\$322,194	\$313,740	\$428,745	\$423,958	\$497,994
AVERAGE SALES PRICE VS. LIST PRICE	100.68%	101.35%	102.11%	103.4%	101.07%
AVERAGE DOM (DAYS ON MARKET)	48	62	39	19	29
TOTAL TRANSACTIONS	50	57	59	39	50
TOTAL DOLLAR VOLUME SOLD	\$16,109,700	\$22,825,480	\$25,296,011	\$16,534,399	\$24,899,700
APPROXIMATE ABSORPTION RATE	55.56%	40%	97.92%	93.75%	62.3%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.8	2.5	1.02	1.07	1.61
TOTAL NUMBER OF UNITS LISTED	38	59	46	43	45



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +2.7%
Average Sale Price

SUPPLY -55.6%
Approx. Months Supply

SALES -30%
Closed Sales

ABSORPTION RATE -55.56%
Approximate

MARKET TIME -24 DAYS
Days On Market

NEGOTIABILITY -2.59%
Listing Discount

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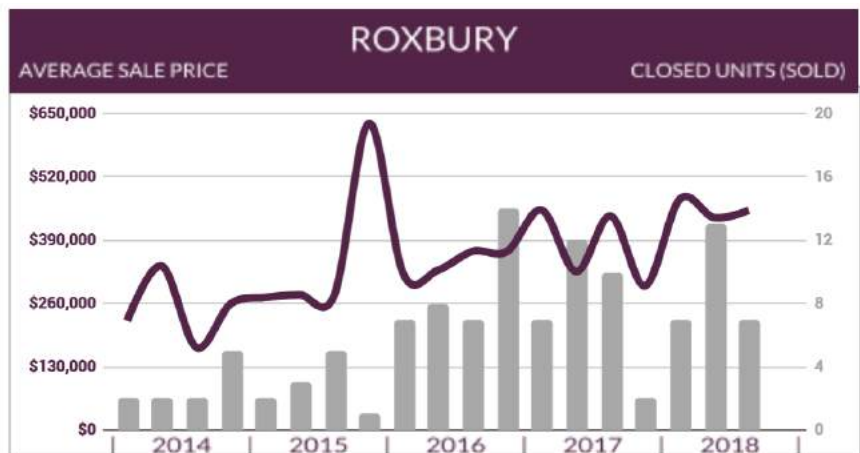


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$169	\$188	\$306	\$253	\$337
AVERAGE SALES PRICE	\$169,900	\$277,800	\$367,124	\$439,440	\$451,402
AVERAGE SALES PRICE VS. LIST PRICE	101.49%	119.88%	98.17%	97.23%	99.82%
AVERAGE DOM (DAYS ON MARKET)	124	121	49	70	46
TOTAL TRANSACTIONS	2	5	7	10	7
TOTAL DOLLAR VOLUME SOLD	\$339,800	\$21,389,000	\$2,569,868	\$4,394,400	\$3,159,814
APPROXIMATE ABSORPTION RATE	8.33%	20.83%	12.78%	71.67%	16.11%
APPROXIMATE MONTHS INVENTORY SUPPLY	12	4.8	7.83	14	6.21
TOTAL NUMBER OF UNITS LISTED	10	12	21	9	25



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +36.5%

Average Sale Price

SUPPLY 26.23%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE -4.11%

Approximate

MARKET TIME -18 DAYS

Days On Market

NEGOTIABILITY -4.11%

Listing Discount

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**BERKSHIRE
HATHAWAY**
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535 Boylston Street
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$632	\$661	\$964	\$813	\$1,224
AVERAGE SALES PRICE	\$891,195	\$766,587	\$889,621	\$1,282,307	\$1,750,771
AVERAGE SALES PRICE VS. LIST PRICE	95.25%	100.95%	97.49%	96.09%	96.46%
AVERAGE DOM (DAYS ON MARKET)	89	48	63	62	44
TOTAL TRANSACTIONS	22	15	33	13	26
TOTAL DOLLAR VOLUME SOLD	\$19,606,308	\$11,498,809	\$29,357,499	\$16,669,999	\$45,520,056
APPROXIMATE ABSORPTION RATE	93.33%	72.22%	90.28%	19.74%	15.63%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.07	1.38	1.11	5.07	6.4
TOTAL NUMBER OF UNITS LISTED	12	16	16	20	55



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +16.7%

Average Sale Price

SUPPLY -.1%

Approx. Months Supply

SALES +66.4%

Closed Sales

ABSORPTION RATE +4.9%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -1.0%

Listing Discount

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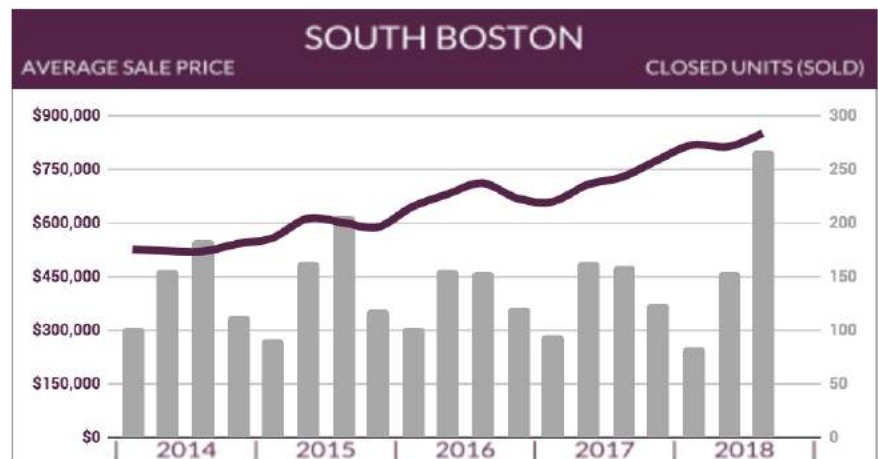


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$514	\$567	\$642	\$658	\$809
AVERAGE SALES PRICE	\$520,124	\$601,808	\$712,183	\$729,076	\$851,124
AVERAGE SALES PRICE VS. LIST PRICE	100.18%	100.73%	100.8%	100.54%	99.54%
AVERAGE DOM (DAYS ON MARKET)	47	47	36	35	32
TOTAL TRANSACTIONS	185	206	154	161	268
TOTAL DOLLAR VOLUME SOLD	\$96,223,049	\$123,972,600	\$109,676,243	\$117,381,298	\$228,101,315
APPROXIMATE ABSORPTION RATE	72.76%	69.05%	58.01%	43.49%	48.39%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	1.45	1.72	2.3	2.07
TOTAL NUMBER OF UNITS LISTED	139	167	161	171	183



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES -4.6%

Average Sale Price

SUPPLY -4.6%

Approx. Months Supply

SALES +95.6%

Closed Sales

ABSORPTION RATE +2.59%

Approximate

MARKET TIME +7 DAYS

Days On Market

NEGOTIABILITY -1.18%

Listing Discount

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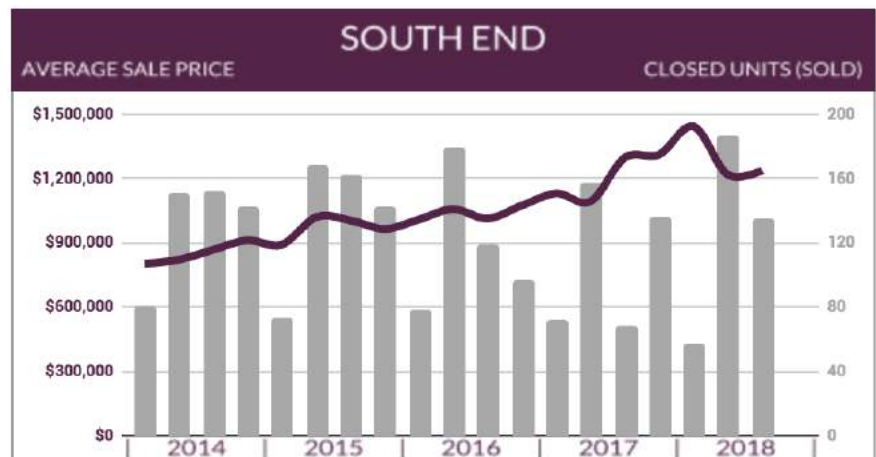


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$805	\$862	\$902	\$1,055	\$1,046
AVERAGE SALES PRICE	\$868,005	\$1,005,688	\$1,013,606	\$1,299,323	\$1,239,499
AVERAGE SALES PRICE VS. LIST PRICE	101.32%	101.33%	101.12%	100.86%	99.68%
AVERAGE DOM (DAYS ON MARKET)	31	34	38	38	45
TOTAL TRANSACTIONS	153	162	119	69	135
TOTAL DOLLAR VOLUME SOLD	\$132,804,913	\$162,921,548	\$120,619,211	\$89,653,312	\$167,332,437
APPROXIMATE ABSORPTION RATE	73.25%	62.56%	62.14%	51.26%	53.85%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	1.6	1.61	1.95	1.86
TOTAL NUMBER OF UNITS LISTED	145	165	131	131	147



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES -2.5%
Average Sale Price

SUPPLY -22.8%
Approx. Months Supply

SALES -4.5%
Closed Sales

ABSORPTION RATE +6%
Approximate

MARKET TIME -4 DAYS
Days On Market

NEGOTIABILITY +.02%
Listing Discount

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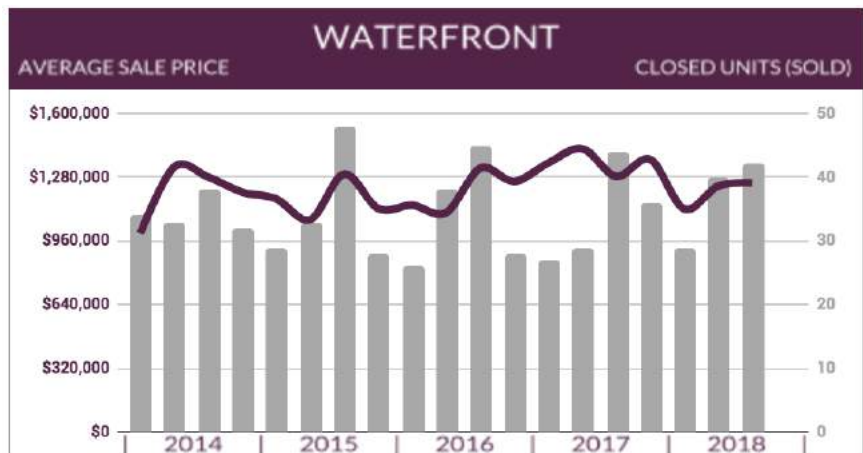


BERKSHIRE HATHAWAY
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535 Boylston Street
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$869	\$878	\$956	\$950	\$977
AVERAGE SALES PRICE	\$1,280,736	\$1,296,180	\$1,325,000	\$1,283,877	\$1,251,399
AVERAGE SALES PRICE VS. LIST PRICE	97.05%	96.25%	95.21%	96.32%	96.34%
AVERAGE DOM (DAYS ON MARKET)	72	78	63	76	72
TOTAL TRANSACTIONS	38	48	45	44	42
TOTAL DOLLAR VOLUME SOLD	\$48,667,999	\$62,216,663	\$59,625,000	\$56,490,610	\$52,558,787
APPROXIMATE ABSORPTION RATE	35.78%	33.10%	31.53%	20.06%	26.06%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.79	3.02	3.17	4.98	3.84
TOTAL NUMBER OF UNITS LISTED	52	50	48	71	49



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

PRICES +24.9%
Average Sale Price

SUPPLY -54.8%
Approx. Months Supply

SALES 0%
Closed Sales

ABSORPTION RATE +121.5%
Approximate

MARKET TIME -8 DAYS
Days On Market

NEGOTIABILITY -1.26%
Listing Discount

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BERKSHIRE HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$572	\$579	\$654	\$634	\$628
AVERAGE SALES PRICE	\$527,535	\$537,125	\$524,906	\$470,285	\$587,785
AVERAGE SALES PRICE VS. LIST PRICE	103.70%	99.63%	102.49%	96.71%	97.97%
AVERAGE DOM (DAYS ON MARKET)	23	35	21	61	53
TOTAL TRANSACTIONS	7	8	12	7	7
TOTAL DOLLAR VOLUME SOLD	\$3,692,749	\$4,297,000	\$6,298,875	\$3,291,999	\$4,114,499
APPROXIMATE ABSORPTION RATE	91.67%	55.00%	79.17%	19.44%	43.06%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.09	1.82	1.26	5.14	2.32
TOTAL NUMBER OF UNITS LISTED	12	12	8	12	6



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

PRICES +19.6%

Average Sale Price

SUPPLY +306.7%

Approx. Months Supply

SALES -10.7%

Closed Sales

ABSORPTION RATE -75.3%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -.39%

Listing Discount

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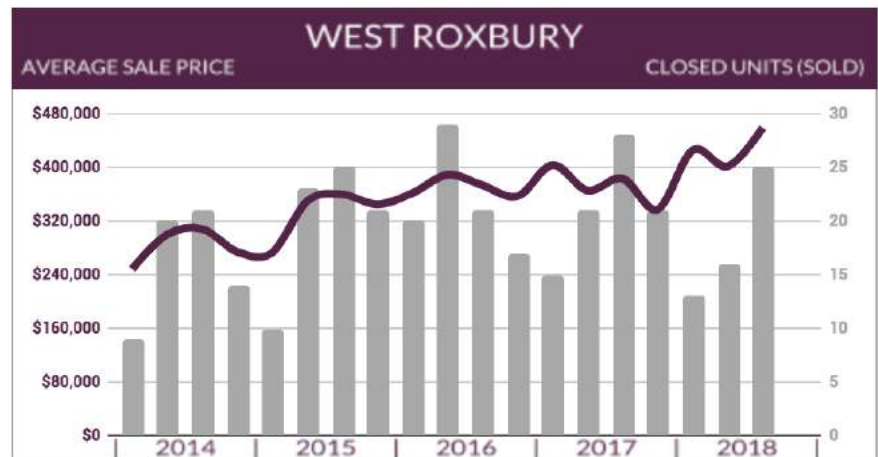


**BERKSHIRE
HATHAWAY**
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Warren Residential

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535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$301	\$290	\$328	\$347	\$379
AVERAGE SALES PRICE	\$308,433	\$359,780	\$373,376	\$383,575	\$458,773
AVERAGE SALES PRICE VS. LIST PRICE	100.88%	100.68%	100.40%	101.85%	101.46%
AVERAGE DOM (DAYS ON MARKET)	39	30	36	22	19
TOTAL TRANSACTIONS	21	25	21	28	25
TOTAL DOLLAR VOLUME SOLD	\$6,477,099	\$8,994,500	\$7,840,899	\$10,740,124	\$11,469,331
APPROXIMATE ABSORPTION RATE	65.63%	40.56%	126.39%	168.75%	41.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.52	2.47	.79	.59	2.4
TOTAL NUMBER OF UNITS LISTED	20	28	17	25	34



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SOUTH END

ALLSTON

BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

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