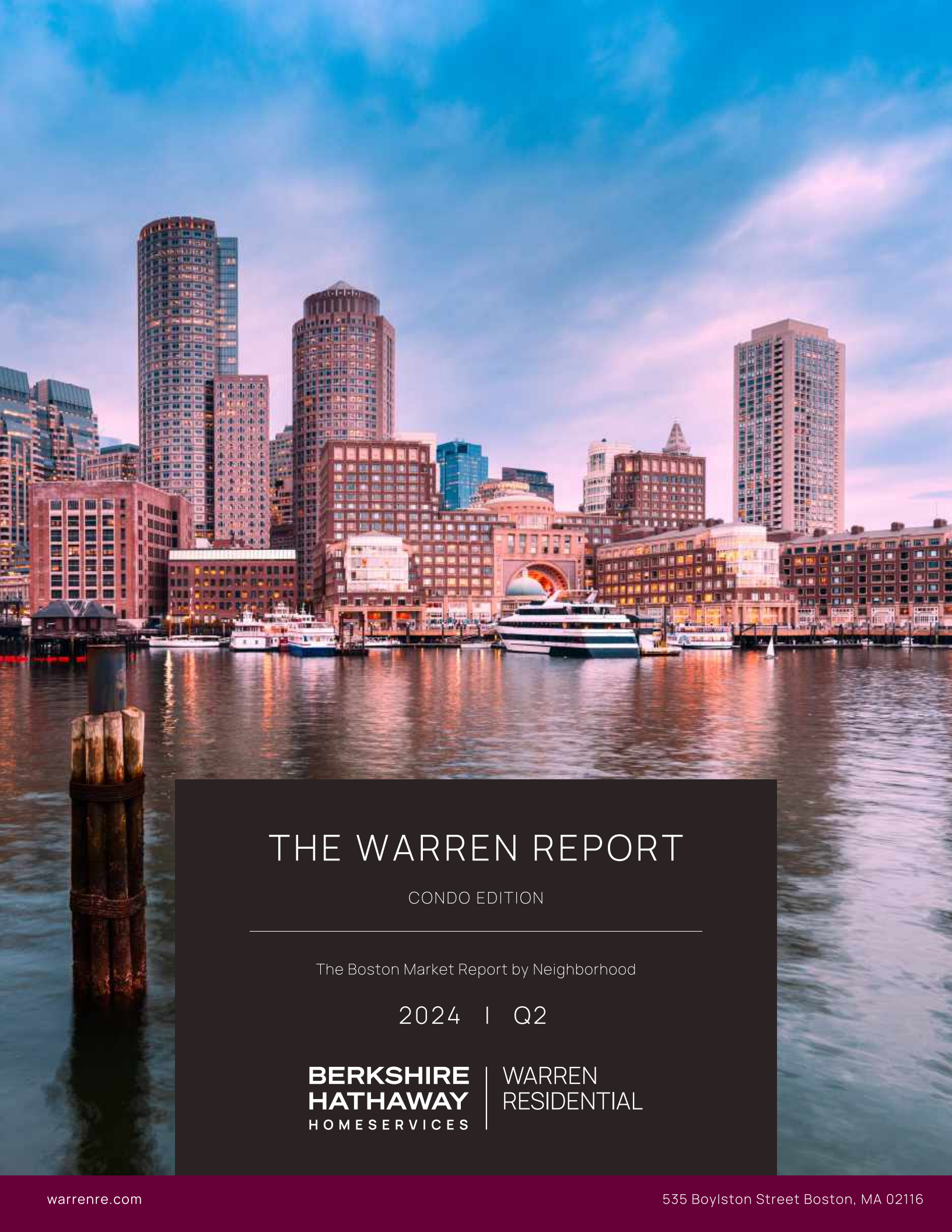




THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2024 | Q2

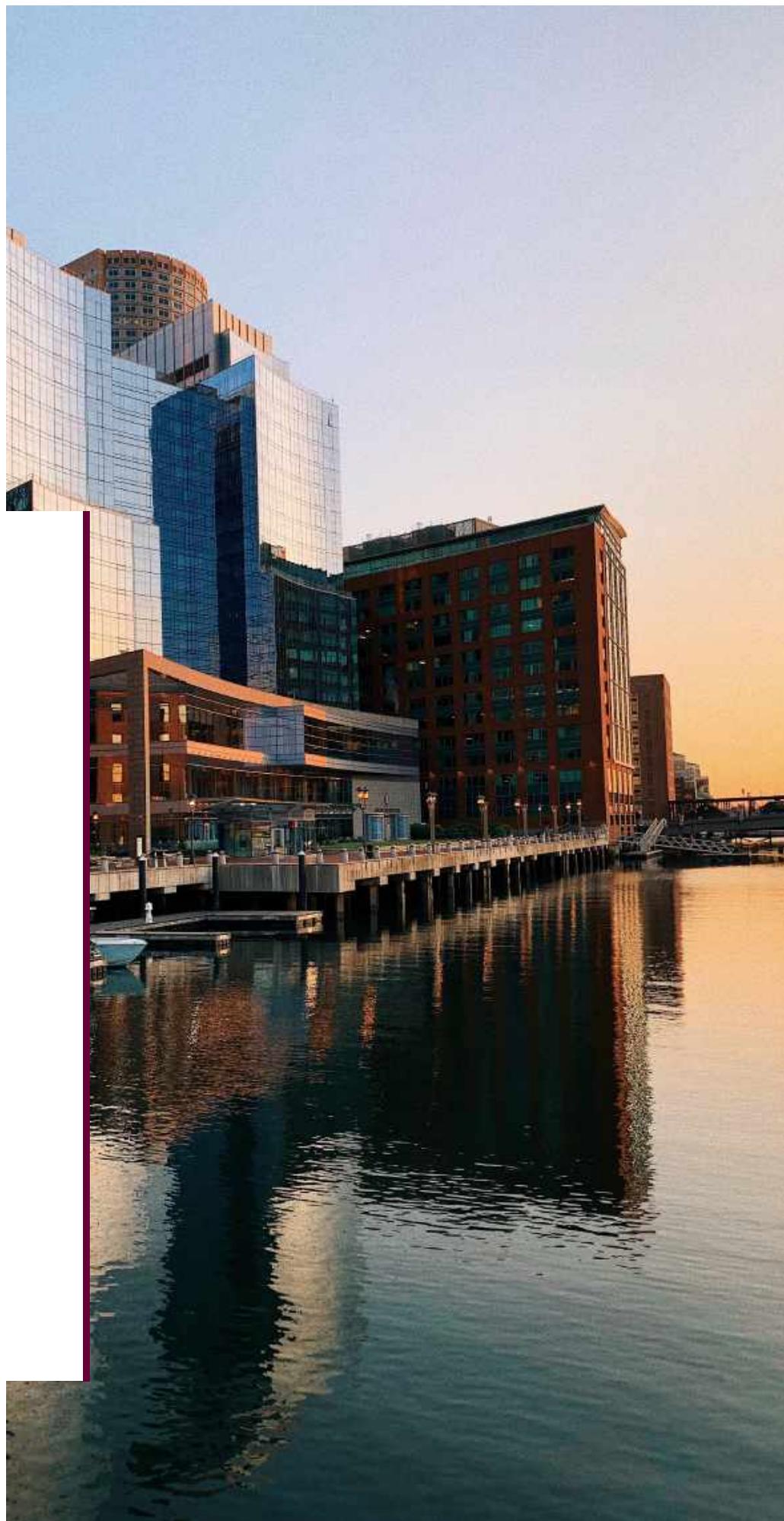
**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL



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GLOSSARY OF TERMS

Average Price Per Foot

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

Average Sales Price

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

Average Sales Price vs List Price

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

Average DOM

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

Total Dollar Volume Sold

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

Total Transactions

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

Approximate Absorption Rate

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

Approximate Months Inventory Supply

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

Total Number of Units Listed

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

BOSTON SNAPSHOT



BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

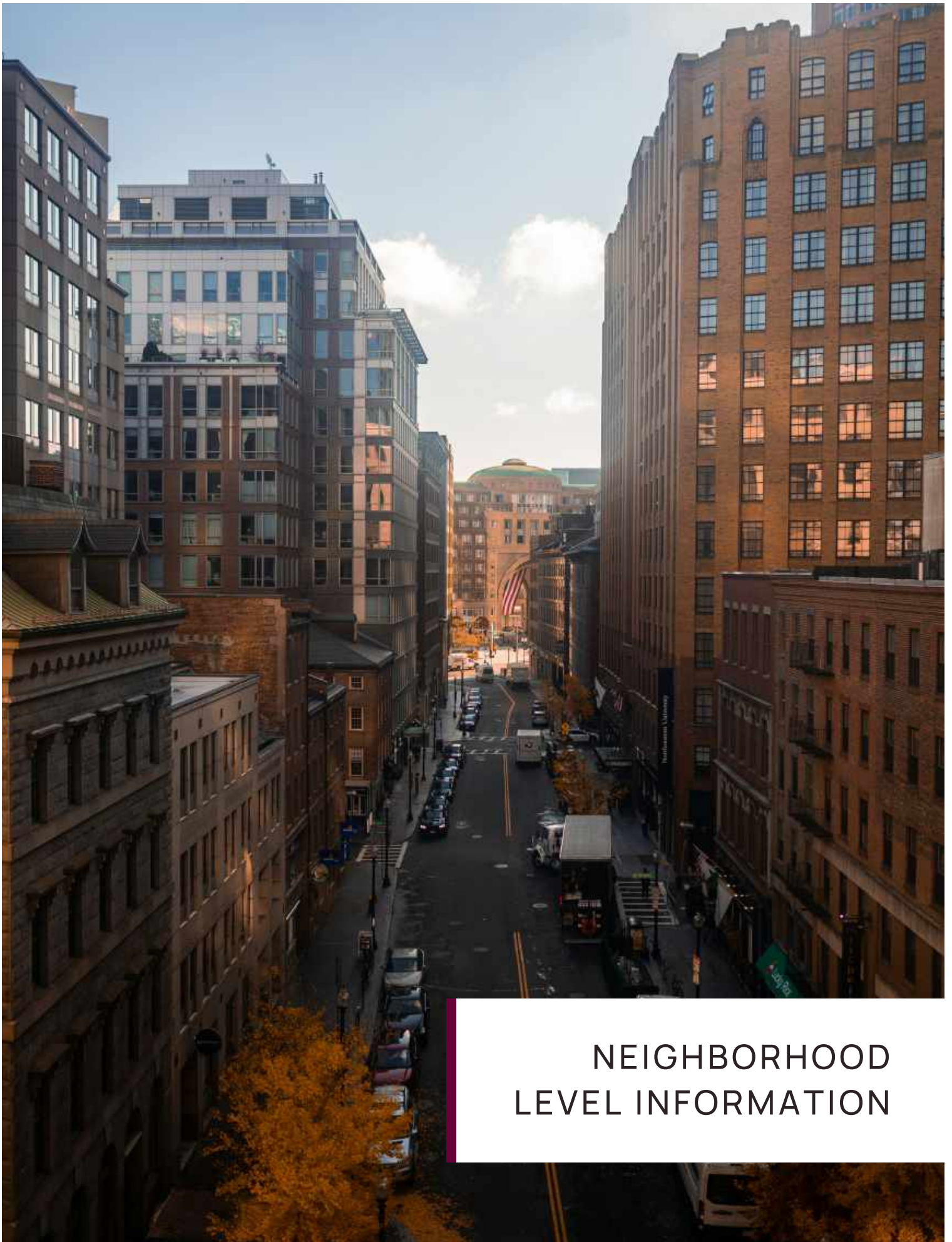
WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$735	\$821	\$869	\$886	vs.	\$985	+ 11.2%
AVERAGE SALES PRICE	\$812,703	\$927,744	\$1,026,424	\$1,016,451	vs.	\$1,070,699	+ 5.3%
AVERAGE SALES PRICE VS. LIST PRICE	99.53%	99.14%	100.2%	98.7%	vs.	99.2%	+ 5%
AVERAGE DOM (DAYS ON MARKET)	45	49	27	43	vs.	45	+ 4.6%
TOTAL TRANSACTIONS	931	1,876	1,635	1,138	vs.	1,105	- 2.9%
TOTAL DOLLAR VOLUME SOLD	\$756,626,716	\$1,740,448,945	\$1,678,204,352	\$1,156,721,534	vs.	\$1,183,123,058	+ 2.2%
AVERAGE ABSORPTION RATE	29.51%	39.24%	44.25%	36.47%	vs.	26.59%	- 27%
AVERAGE MONTHS INVENTORY SUPPLY	3.39	2.55	2.26	2.74	vs.	3.76	+ 37.2%
TOTAL # OF UNITS LISTED	1,908	2,650	2,320	1,751	vs.	1,989	+ 13.5%

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NEIGHBORHOOD LEVEL INFORMATION

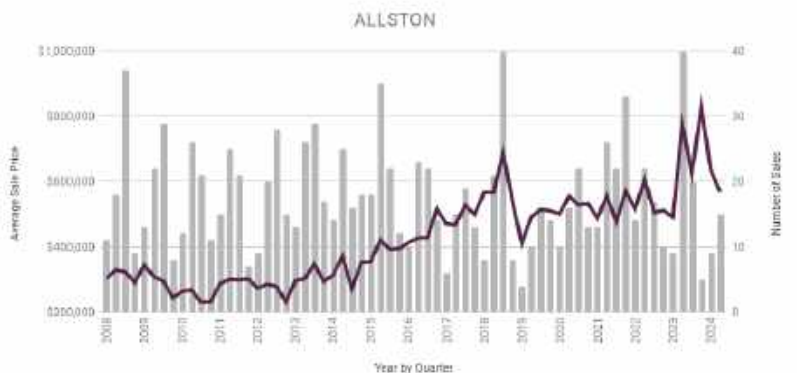
ALLSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$633	\$640	\$685	\$882	vs.	\$701	- 20.4%
AVERAGE SALES PRICE	\$555,146	\$557,073	\$606,818	\$776,668	vs.	\$568,233	- 26.8%
AVERAGE SALES PRICE VS. LIST PRICE	100.98%	99.55%	100.63%	100.11%	vs.	101.48%	+ 1.3%
AVERAGE DOM (DAYS ON MARKET)	50	48	31	41	vs.	25	- 39%
TOTAL TRANSACTIONS	16	26	22	40	vs.	15	- 62.5%
TOTAL DOLLAR VOLUME SOLD	\$8,882,350	\$14,483,900	\$13,350,000	\$31,066,750	vs.	\$8,523,500	- 72.5%
AVERAGE ABSORPTION RATE	35.9%	39.58%	33.33%	73.15%	vs.	37.88%	- 48.2%
AVERAGE MONTHS INVENTORY SUPPLY	2.79	2.53	3	1.37	vs.	2.64	+ 92.7%
TOTAL # OF UNITS LISTED	28	47	46	30	vs.	37	+ 23.3%

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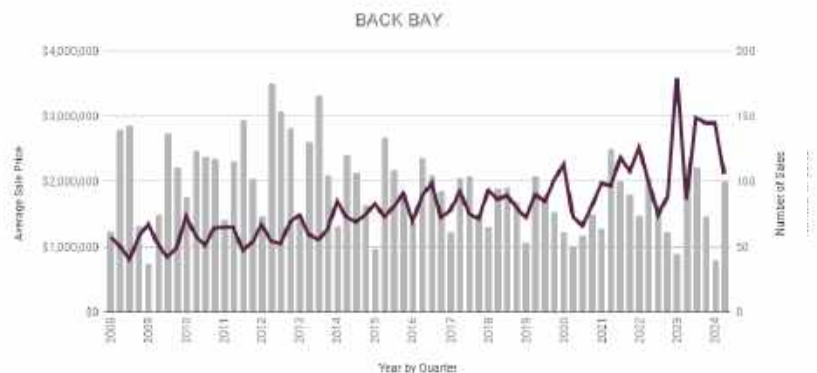


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BACK BAY MARKET DATA

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,114	\$1,295	\$1,415	\$1,306	vs.	\$1,535	+ 17.5%
AVERAGE SALES PRICE	\$1,447,901	\$1,932,780	\$1,988,794	\$1,725,059	vs.	\$2,120,340	+ 22.9%
AVERAGE SALES PRICE VS. LIST PRICE	96.85%	96.54%	98.36%	94.49%	vs.	99.31%	+ 5.1%
AVERAGE DOM (DAYS ON MARKET)	75	90	47	71	vs.	61	- 14%
TOTAL TRANSACTIONS	50	125	103	101	vs.	100	- .9%
TOTAL DOLLAR VOLUME SOLD	\$72,395,095	\$241,597,500	\$204,845,875	\$174,231,000	vs.	\$212,034,003	+ 21.7%
AVERAGE ABSORPTION RATE	20.21%	19.4%	25.82%	21.19%	vs.	21.72%	+ 2.5%
AVERAGE MONTHS INVENTORY SUPPLY	4.44	4.95	5.15	4.72	vs.	4.60	- 2.5%
TOTAL # OF UNITS LISTED	119	192	200	161	vs.	162	+ .6%

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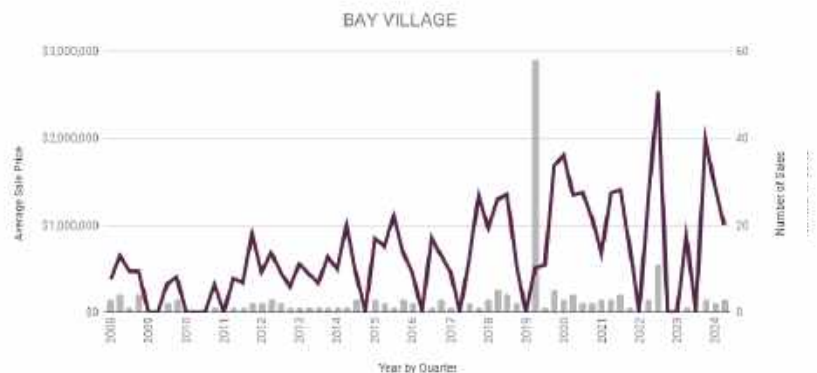
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,168	\$1,117	\$1,044	\$802	vs.	\$1,156	+ 44.1%
AVERAGE SALES PRICE	\$1,341,500	\$1,365,000	\$1,331,666	\$875,000	vs.	\$1,001,666	+ 14.4%
AVERAGE SALES PRICE VS. LIST PRICE	100.52%	100.44%	100.76%	92.2%	vs.	98.08%	+ 6.3%
AVERAGE DOM (DAYS ON MARKET)	132	10	9	157	vs.	70	- 55.4%
TOTAL TRANSACTIONS	4	3	3	1	vs.	3	+ 200%
TOTAL DOLLAR VOLUME SOLD	\$5,366,000	\$4,095,000	\$3,995,000	\$875,000	vs.	\$3,005,000	+ 243.4%
AVERAGE ABSORPTION RATE	36.11%	41.67%	25%	100%	vs.	22.22%	- 77.7%
AVERAGE MONTHS INVENTORY SUPPLY	2.77	2.4	4	1	vs.	4.5	+ 350%
TOTAL # OF UNITS LISTED	3	17	4	1	vs.	4	+ 300%

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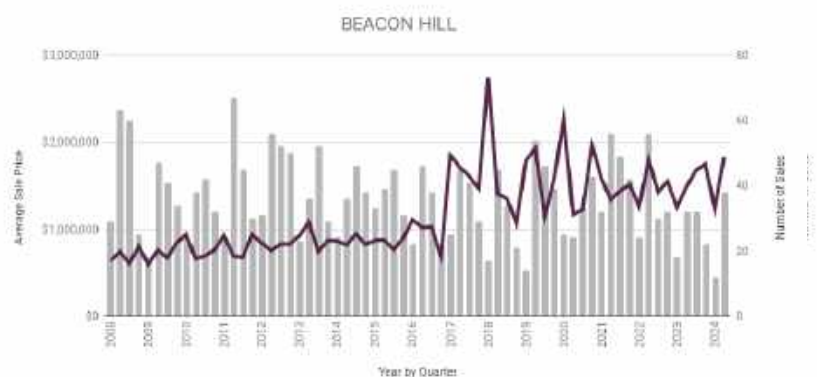
BEACON HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,190	\$1,216	\$1,312	\$1,270	vs.	\$1,435	+ 13%
AVERAGE SALES PRICE	\$1,168,395	\$1,333,864	\$1,796,719	\$1,480,718	vs.	\$1,829,763	+ 23.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.41%	95.62%	99.57%	95.25%	vs.	98.73%	+ 3.6%
AVERAGE DOM (DAYS ON MARKET)	58	59	29	35	vs.	41	+ 17.1%
TOTAL TRANSACTIONS	24	56	56	32	vs.	38	+ 18.7%
TOTAL DOLLAR VOLUME SOLD	\$28,041,499	\$74,696,400	\$100,619,313	\$47,383,000	vs.	\$69,531,000	+ 46.7%
AVERAGE ABSORPTION RATE	22.06%	25.91%	29.17%	33.05%	vs.	18.79%	- 43.1%
AVERAGE MONTHS INVENTORY SUPPLY	4.53	3.86	3.43	3.03	vs.	5.32	+ 75.5%
TOTAL # OF UNITS LISTED	59	77	77	43	vs.	68	+ 58.1%

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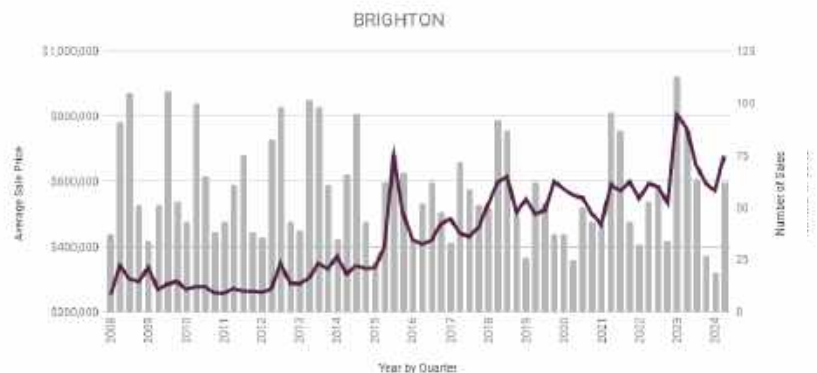
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$633	\$698	\$713	\$885	vs.	\$768	- 13.2%
AVERAGE SALES PRICE	\$557,000	\$591,458	\$59,3301	\$765,515	vs.	\$678,055	- 11.5%
AVERAGE SALES PRICE VS. LIST PRICE	99.21%	100%	101.81%	99.8%	vs.	100.56%	+ .7%
AVERAGE DOM (DAYS ON MARKET)	19	51	48	30	vs.	37	+ 23.3%
TOTAL TRANSACTIONS	25	96	53	88	vs.	62	- 29.5%
TOTAL DOLLAR VOLUME SOLD	\$13,925,000	\$56,780,019	\$31,445,000	\$67,453,404	vs.	\$42,039,410	- 37.6%
AVERAGE ABSORPTION RATE	33.55%	29.67%	29.7%	85.6%	vs.	27.31%	- 68.1%
AVERAGE MONTHS INVENTORY SUPPLY	2.98	3.37	3.37	1.17	vs.	3.66	+ 212.8%
TOTAL # OF UNITS LISTED	61	147	144	99	vs.	109	+ 10.1%

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CHARLESTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$773	\$779	\$843	\$849	vs.	\$904	+ 6.5%
AVERAGE SALES PRICE	\$871,504	\$876,585	\$953,864	\$985,083	vs.	\$981,178	- .4%
AVERAGE SALES PRICE VS. LIST PRICE	99.29%	101.82%	102.12%	100.12%	vs.	103.3%	+ 3.2%
AVERAGE DOM (DAYS ON MARKET)	27	30	25	29	vs.	23	- 20.6%
TOTAL TRANSACTIONS	41	94	85	57	vs.	54	- 52%
TOTAL DOLLAR VOLUME SOLD	\$35,731,584	\$82,399,009	\$81,078,500	\$56,149,780	vs.	\$52,983,643	- 5.6%
AVERAGE ABSORPTION RATE	49.19%	88.51%	69.64%	97.22%	vs.	55%	- 43.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.91	2.03	1.13	1.03	vs.	1.82	+ 76.7%
TOTAL # OF UNITS LISTED	94	119	108	67	vs.	83	+ 23.8%

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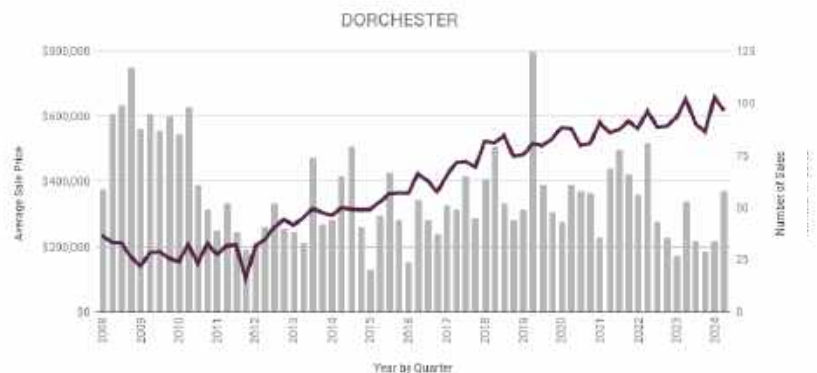
DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$462	\$469	\$502	\$513	vs.	\$524	+ 2.3%
AVERAGE SALES PRICE	\$562,775	\$549,396	\$616,608	\$653,026	vs.	\$617,724	- 5.4%
AVERAGE SALES PRICE VS. LIST PRICE	99.37%	100.92%	101.68%	100.52%	vs.	99.97%	- .5%
AVERAGE DOM (DAYS ON MARKET)	38	34	29	34	vs.	58	+ 70.5%
TOTAL TRANSACTIONS	61	69	81	53	vs.	58	+ 9.4%
TOTAL DOLLAR VOLUME SOLD	\$34,329,329	\$37,908,350	\$49,945,312	\$34,610,409	vs.	\$35,827,993	+3.5%
AVERAGE ABSORPTION RATE	86.51%	52.08%	60%	47.13%	vs.	41.93%	- 11%
AVERAGE MONTHS INVENTORY SUPPLY	1.16	1.92	1.67	2.12	vs.	2.39	+ 12.7%
TOTAL # OF UNITS LISTED	76	120	107	65	vs.	80	+ 23%

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DOWNTOWN MARKET DATA

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$954	\$994	\$1,089	\$1,574	vs.	\$1,344	- 14.6%
AVERAGE SALES PRICE	\$1,258,443	\$1,426,957	\$1,567,615	\$2,274,270	vs.	\$2,107,757	- 7.3%
AVERAGE SALES PRICE VS. LIST PRICE	95.78%	96.25%	96.26%	98.43%	vs.	97.73%	- .7%
AVERAGE DOM (DAYS ON MARKET)	69	135	85	56	vs.	81	+ 44.6%
TOTAL TRANSACTIONS	25	34	39	49	vs.	33	- 32.6%
TOTAL DOLLAR VOLUME SOLD	\$31,461,075	\$48,516,558	\$61,137,000	\$111,439,275	vs.	\$69,556,000	- 37.5%
AVERAGE ABSORPTION RATE	13.31%	12.7%	13.89%	10.39%	vs.	22.2%	+ 113.8%
AVERAGE MONTHS INVENTORY SUPPLY	7.51	7.87	7.2	9.52	vs.	4.5	- 53.2%
TOTAL # OF UNITS LISTED	55	57	73	96	vs.	49	- 48.9%

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EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$649	\$839	\$724	\$632	vs.	\$680	+ 7.5%
AVERAGE SALES PRICE	\$580,961	\$805,062	\$688,996	\$661,800	vs.	\$640,163	- 3.2%
AVERAGE SALES PRICE VS. LIST PRICE	99.14%	100.13%	99.94%	100.44%	vs.	99.93%	- .5%
AVERAGE DOM (DAYS ON MARKET)	67	46	52	51	vs.	45	- 11.7%
TOTAL TRANSACTIONS	26	120	51	26	vs.	42	+ 27.2%
TOTAL DOLLAR VOLUME SOLD	\$15,104,995	\$96,607,480	\$35,128,798	\$21,839,400	vs.	\$26,886,857	+ 23.1%
AVERAGE ABSORPTION RATE	15.87%	40.03%	56.3%	32.18%	vs.	24.17%	- 24.8%
AVERAGE MONTHS INVENTORY SUPPLY	6.3	2.5	1.77	3.11	vs.	4.14	+ 33.1%
TOTAL # OF UNITS LISTED	70	114	75	58	vs.	76	+ 31%

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FENWAY / KENMORE

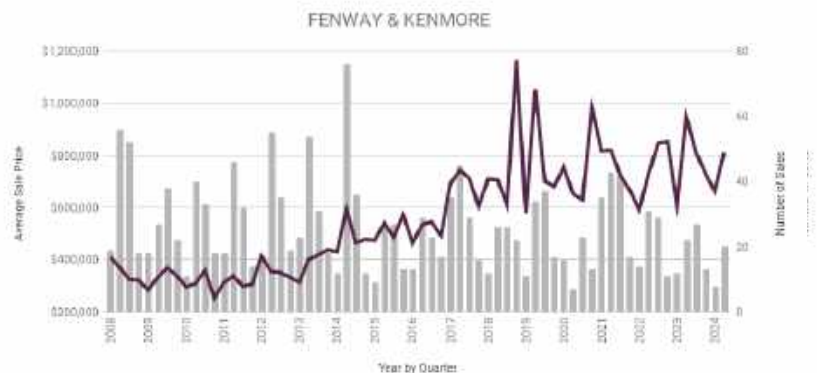
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$957	\$968	\$1,001	\$1,087	vs.	\$1,117	+ 2.7%
AVERAGE SALES PRICE	\$652,154	\$821,019	\$729,922	\$948,090	vs.	\$812,350	- 14.3%
AVERAGE SALES PRICE VS. LIST PRICE	99.24%	99.84%	100.62%	99.83%	vs.	97.93%	- 1.9%
AVERAGE DOM (DAYS ON MARKET)	12	46	29	46	vs.	22	- 52.1%
TOTAL TRANSACTIONS	7	43	31	22	vs.	20	- 9%
TOTAL DOLLAR VOLUME SOLD	\$4,565,000	\$35,303,833	\$22,627,587	\$20,858,000	vs.	\$16,247,000	- 22.1%
AVERAGE ABSORPTION RATE	27.08%	34.52%	45%	52.08%	vs.	22.22%	- 57.3%
AVERAGE MONTHS INVENTORY SUPPLY	3.69	2.9	2.22	1.92	vs.	4.5	+ 134.3%
TOTAL # OF UNITS LISTED	43	70	43	39	vs.	49	+ 25.6%

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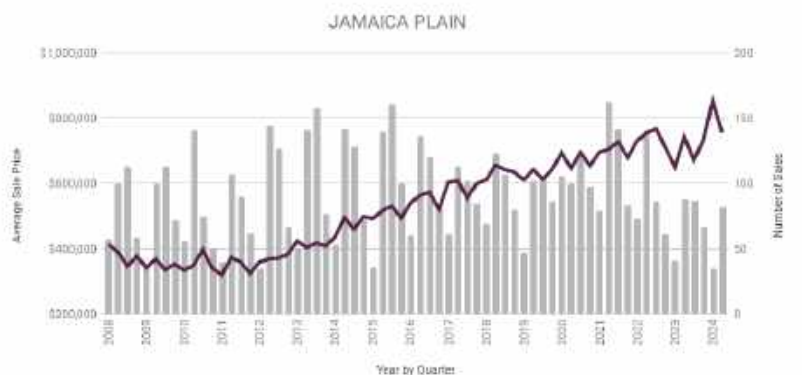
JAMAICA PLAIN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$568	\$601	\$644	\$647	vs.	\$668	+ 3.2%
AVERAGE SALES PRICE	\$646,769	\$704,972	\$755,302	\$742,503	vs.	\$756,442	+ 1.8%
AVERAGE SALES PRICE VS. LIST PRICE	101.88%	103.43%	105.92%	103.56%	vs.	102.2%	- 1.3%
AVERAGE DOM (DAYS ON MARKET)	27	32	23	27	vs.	35	+ 29.6%
TOTAL TRANSACTIONS	100	163	141	88	vs.	82	- 6.8%
TOTAL DOLLAR VOLUME SOLD	\$64,676,925	\$134,910,548	\$106,497,589	\$65,340,337	vs.	\$62,028,288	- 5%
AVERAGE ABSORPTION RATE	72.88%	87.04%	87.02%	58.54%	vs.	45.67%	- 21.9%
AVERAGE MONTHS INVENTORY SUPPLY	1.38	1.15	1.15	1.71	vs.	2.19	+ 28%
TOTAL # OF UNITS LISTED	141	209	168	136	vs.	148	+ 8.8%

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MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$349	\$281	\$347	\$0	vs.	\$370	N/A
AVERAGE SALES PRICE	\$317,500	\$245,000	\$460,000	\$0	vs.	\$324,500	N/A
AVERAGE SALES PRICE VS. LIST PRICE	101.76%	98%	102.22%	0%	vs.	0%	N/A
AVERAGE DOM (DAYS ON MARKET)	20	126	28	0	vs.	126	N/A
TOTAL TRANSACTIONS	2	1	1	0	vs.	2	N/A
TOTAL DOLLAR VOLUME SOLD	\$635,000	\$245,000	\$460,000	\$0	vs.	\$649,000	N/A
AVERAGE ABSORPTION RATE	0%	25%	0%	0%	vs.	25%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	0	6	0	0	vs.	4	N/A
TOTAL # OF UNITS LISTED	4	1	3	2	vs.	4	+ 50%

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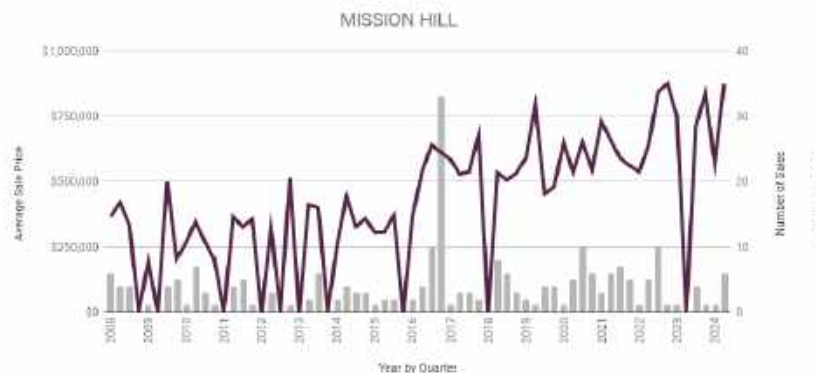
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$506	\$569	\$613	\$0	vs.	\$742	N/A
AVERAGE SALES PRICE	\$536,600	\$657,566	\$639,480	\$0	vs.	\$874,166	N/A
AVERAGE SALES PRICE VS. LIST PRICE	99.75%	102.61%	98.18%	0%	vs.	98.55%	N/A
AVERAGE DOM (DAYS ON MARKET)	88	16	39	0	vs.	49	N/A
TOTAL TRANSACTIONS	15	6	5	0	vs.	6	N/A
TOTAL DOLLAR VOLUME SOLD	\$2,683,000	\$3,945,400	\$3,197,400	\$0	vs.	\$5,245,000	N/A
AVERAGE ABSORPTION RATE	29.17%	104.1%	52.78%	50%	vs.	50%	NC
AVERAGE MONTHS INVENTORY SUPPLY	3.43	.96	1.89	2	vs.	2	NC
TOTAL # OF UNITS LISTED	11	8	8	12	vs.	1	- 91.6%

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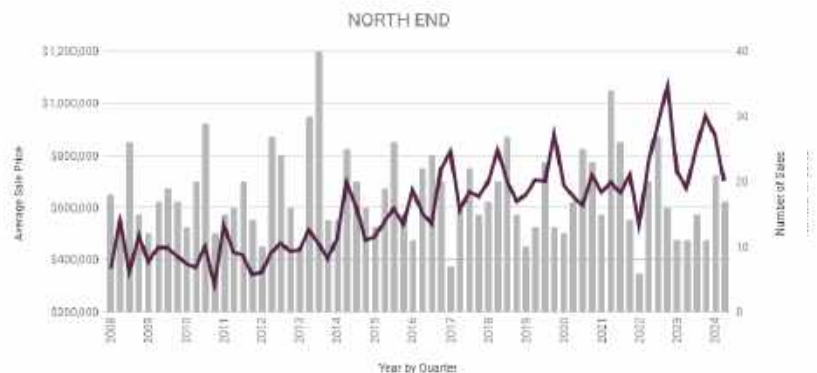
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$886	\$876	\$971	\$1,020	vs.	\$1,017	- .02%
AVERAGE SALES PRICE	\$641,764	\$698,015	\$776,887	\$673,772	vs.	\$701,294	+ 4%
AVERAGE SALES PRICE VS. LIST PRICE	96.52%	98.44%	98.54%	100.08%	vs.	98.44%	- 1.6%
AVERAGE DOM (DAYS ON MARKET)	56	47	49	23	vs.	50	+ 117.3%
TOTAL TRANSACTIONS	17	34	20	11	vs.	17	+ 54.5%
TOTAL DOLLAR VOLUME SOLD	\$10,910,000	\$23,732,515	\$15,537,749	\$7,411,500	vs.	\$11,922,000	+ 60.8%
AVERAGE ABSORPTION RATE	29.39%	58.33%	34.9%	55.83%	vs.	39.88%	- 28.5%
AVERAGE MONTHS INVENTORY SUPPLY	3.4	1.71	2.87	1.79	vs.	2.51	+ 40.2%
TOTAL # OF UNITS LISTED	36	39	33	26	vs.	37	+ 42.3%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$449	\$496	\$513	\$541	vs.	\$551	+ 2%
AVERAGE SALES PRICE	\$519,639	\$585,506	\$652,500	\$641,470	vs.	\$687,740	+ 7.2%
AVERAGE SALES PRICE VS. LIST PRICE	101.82%	104.12%	104.91%	101%	vs.	105.31%	+ 4.2%
AVERAGE DOM (DAYS ON MARKET)	18	23	16	29	vs.	18	- 37.9%
TOTAL TRANSACTIONS	33	60	57	40	vs.	27	- 32.5%
TOTAL DOLLAR VOLUME SOLD	\$17,148,099	\$35,130,373	\$37,192,505	\$25,658,825	vs.	\$18,569,000	- 27.6%
AVERAGE ABSORPTION RATE	99.31%	139.2%	320%	190.28%	vs.	62.5%	- 67.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.01	.72	.31	.53	vs.	1.6	+ 201.8%
TOTAL # OF UNITS LISTED	49	74	73	39	vs.	38	- 2.5%

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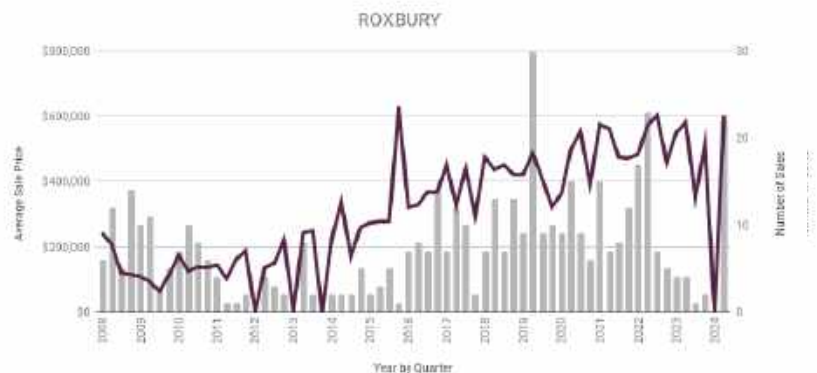
ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$475	\$488	\$579	\$435	vs.	\$641	+ 46.9%
AVERAGE SALES PRICE	\$499,026	\$561,571	\$571,566	\$581,125	vs.	\$602,889	+ 3.5%
AVERAGE SALES PRICE VS. LIST PRICE	98.55%	100.8%	101.17%	100.16%	vs.	99.44%	- .7%
AVERAGE DOM (DAYS ON MARKET)	26	35	53	51	vs.	45	- 11.7%
TOTAL TRANSACTIONS	15	7	23	4	vs.	22	+ 450%
TOTAL DOLLAR VOLUME SOLD	\$7,485,400	\$3,931,000	\$13,146,040	\$2,328,500	vs.	\$13,263,573	+ 469.6%
AVERAGE ABSORPTION RATE	31.94%	35.19%	73.81%	66.67%	vs.	13.89%	- 79.1%
AVERAGE MONTHS INVENTORY SUPPLY	3.13	2.84	1.35	1.5	vs.	7.2	+ 380%
TOTAL # OF UNITS LISTED	16	19	18	6	vs.	29	+ 383.3%

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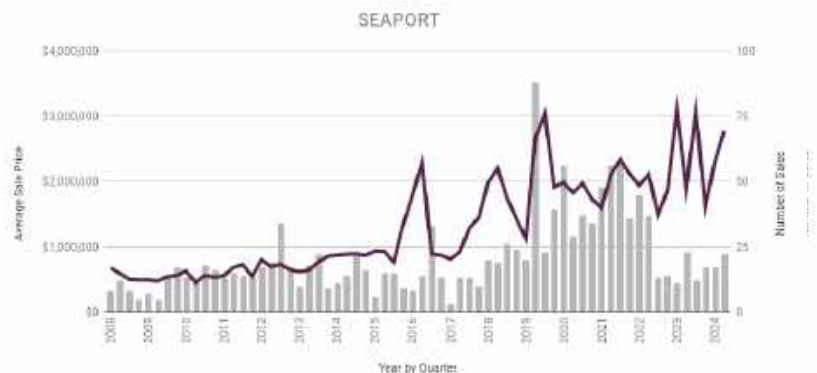
SEAPORT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,450	\$1,604	\$1,571	\$1,608	vs.	\$1,730	+ 7.5%
AVERAGE SALES PRICE	\$1,826,000	\$2,104,969	\$2,110,630	\$1,862,543	vs.	\$2,773,704	+ 47.3%
AVERAGE SALES PRICE VS. LIST PRICE	98.55%	97.48%	97.85%	98.92%	vs.	96.77%	- 2.1%
AVERAGE DOM (DAYS ON MARKET)	49	58	102	57	vs.	77	+ 35%
TOTAL TRANSACTIONS	29	56	37	23	vs.	22	- 4.3%
TOTAL DOLLAR VOLUME SOLD	\$52,971,422	\$117,878,300	\$78,093,325	\$43,298,500	vs.	\$61,021,500	+ 40.9%
AVERAGE ABSORPTION RATE	28.88%	30.73%	33.52%	9.31%	vs.	13.49%	+ 44.9%
AVERAGE MONTHS INVENTORY SUPPLY	3.46	3.25	2.98	10.75	vs.	7.41	- 31%
TOTAL # OF UNITS LISTED	45	83	52	51	vs.	42	- 17.6%

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SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$774	\$768	\$871	\$790	vs.	\$817	+ 3.5%
AVERAGE SALES PRICE	\$860,749	\$830,245	\$878,868	\$834,538	vs.	\$902,473	+ 8.1%
AVERAGE SALES PRICE VS. LIST PRICE	99.27%	98.99%	100.15%	99.53%	vs.	98.15%	- 1.3%
AVERAGE DOM (DAYS ON MARKET)	50	48	36	41	vs.	47	+ 14.6%
TOTAL TRANSACTIONS	101	243	167	89	vs.	112	+ 25.8%
TOTAL DOLLAR VOLUME SOLD	\$86,935,680	\$201,749,562	\$146,771,043	\$74,273,899	vs.	\$101,077,067	+ 36%
AVERAGE ABSORPTION RATE	23.46%	57.89%	60.52%	37.18%	vs.	30.25%	- 18.6%
AVERAGE MONTHS INVENTORY SUPPLY	4.26	1.78	1.65	2.69	vs.	3.31	+ 23%
TOTAL # OF UNITS LISTED	264	301	213	171	vs.	197	+ 15.2%

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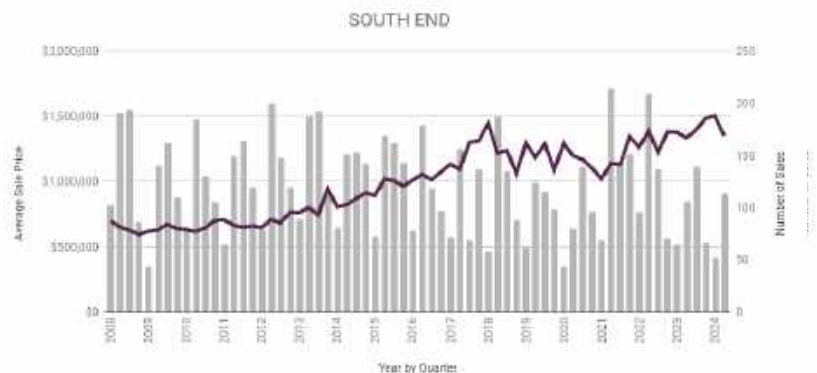
SOUTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,040	\$1,054	\$1,168	\$1,062	vs.	\$1,162	+ 9.3%
AVERAGE SALES PRICE	\$1,196,907	\$1,139,441	\$1,389,405	\$1,335,702	vs.	\$1,351,600	+ 1.1%
AVERAGE SALES PRICE VS. LIST PRICE	99.13%	99.62%	100.3=5%	98.96%	vs.	99.2%	+ .2%
AVERAGE DOM (DAYS ON MARKET)	35	48	32	42	vs.	42	N/C
TOTAL TRANSACTIONS	80	214	209	106	vs.	113	+ 6.6%
TOTAL DOLLAR VOLUME SOLD	\$95,572,634	\$243,840,393	\$290,385,929	\$141,584,465	vs.	\$152,730,814	+ 7.8%
AVERAGE ABSORPTION RATE	16.87%	36.09%	36.69%	34.91%	vs.	27.17%	- 22.1%
AVERAGE MONTHS INVENTORY SUPPLY	5.93	2.77	2.73	2.86	vs.	3.68	+ 28.6%
TOTAL # OF UNITS LISTED	255	265	300	201	vs.	209	+ 3.9%

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WATERFRONT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$1,038	\$1,130	\$1,197	\$1,101	vs.	\$1,162	+ 5.5%
AVERAGE SALES PRICE	\$1,220,050	\$1,515,082	\$2,076,935	\$1,581,532	vs.	\$1,746,985	+ 10.4%
AVERAGE SALES PRICE VS. LIST PRICE	96.43%	96.62%	96.09%	96.8%	vs.	96.4%	- .3%
AVERAGE DOM (DAYS ON MARKET)	81	93	63	46	vs.	49	+ 6.5%
TOTAL TRANSACTIONS	24	46	48	28	vs.	26	- 7.1%
TOTAL DOLLAR VOLUME SOLD	\$29,281,200	\$69,683,800	\$99,692,900	\$44,282,900	vs.	\$45,421,625	+ 2.5%
AVERAGE ABSORPTION RATE	13.21%	18.52%	25.33%	16.84%	vs.	14.83%	- 11.9%
AVERAGE MONTHS INVENTORY SUPPLY	7.57	5.4	3.95	5.94	vs.	6.74	+ 13.4%
TOTAL # OF UNITS LISTED	71	84	70	45	vs.	53	+ 17.7%

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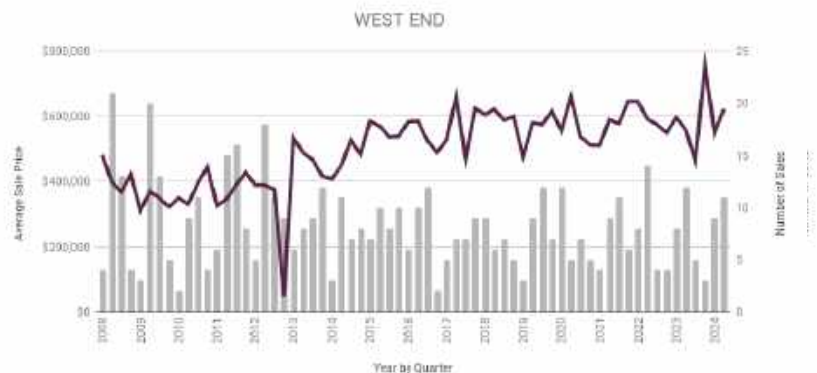
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$634	\$632	\$688	\$712	vs.	\$625	- 12.2%
AVERAGE SALES PRICE	\$658,300	\$589,522	\$591,428	\$559,583	vs.	\$622,536	+ 11.2%
AVERAGE SALES PRICE VS. LIST PRICE	97.5%	99.38%	99.73%	100.06%	vs.	99.49%	- .5%
AVERAGE DOM (DAYS ON MARKET)	62	49	43	140	vs.	67	- 52.1%
TOTAL TRANSACTIONS	5	9	14	12	vs.	11	- 8.3%
TOTAL DOLLAR VOLUME SOLD	\$3,291,500	\$5,305,700	\$8,280,000	\$6,715,000	vs.	\$6,847,900	+ 1.9%
AVERAGE ABSORPTION RATE	42.86%	19.7%	21.57%	21.97%	vs.	16.11%	- 26.6%
AVERAGE MONTHS INVENTORY SUPPLY	2.33	5.08	4.62	4.55	vs.	6.21	+ 36.4%
TOTAL # OF UNITS LISTED	10	17	12	9	vs.	20	+ 122.2

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WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q2:20	Q2:21	Q2:22	Year-Over-Year			Change
				Q2:23	vs.	Q2:24	
AVERAGE PRICE PER FOOT	\$429	\$414	\$525	\$597	vs.	\$586	- 1.8%
AVERAGE SALES PRICE	\$501,845	\$467,986	\$544,958	\$586,648	vs.	\$643,890	+ 9.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.6%	101.12%	103.27%	100.3%	vs.	100.2%	- .1%
AVERAGE DOM (DAYS ON MARKET)	50	32	23	25	vs.	29	+ 16%
TOTAL TRANSACTIONS	22	28	36	27	vs.	10	- 62.9%
TOTAL DOLLAR VOLUME SOLD	\$11,042,799	\$13,103,067	\$19,618,488	\$16,839,500	vs.	\$6,438,900	- 59.3%
AVERAGE ABSORPTION RATE	62.88%	72.5%	161.67%	100.57%	vs.	116.67%	+ 12.6%
AVERAGE MONTHS INVENTORY SUPPLY	1.59	1.38	.62	.97	vs.	.86	- 11.3%
TOTAL # OF UNITS LISTED	28	36	31	25	vs.	17	- 32%

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NOTES

Does Seasonality Impact Quarterly Reports?

Depending on the weather, the spring market generally runs from early March through Memorial Day in May. The Fall market generally begins after Labor Day and goes through the end of October or early November. What this means is that we will see a larger amount of closed sales volume in 0z and 03 vs. 01 and 04.

Do Closings in New Developments Impact Quarterly Reports?

When a new development is completed, we often see large amounts of closings happen in a short period of time. This can dramatically skew the quarterly market statistics for a particular neighborhood. With that said, there are also cases where new construction units were never listed on MLS and therefore don't show up in the report.

Does Sample Size Impact Quarterly Reports?

Certain neighborhoods with lower market activity may see significant variations from one report to the next due to the small sample size.

What is Included in Downtown Neighborhoods?

In order to prevent extremely small sample sizes and eliminate a real estate agent's subjective choice of which neighborhood to include their listing on MLSpin in, we've combined five areas into one neighborhood called Downtown. These areas include any properties listed in Chinatown, Faneuil, Financial District, Leather District, Midtown, and the Theatre District.







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