

BOSTON MARKET DATA
BY NEIGHBORHOOD

2019
Q1



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

Q1:19 vs. Q1:18

PRICES -16%

Average Sale Price

SUPPLY -49.62%

Approx. Months Supply

SALES -50%

Closed Sales

ABSORPTION RATE +99%

Approximate

MARKET TIME +33 DAYS

Days On Market

NEGOTIABILITY -3.4%

Listing Discount

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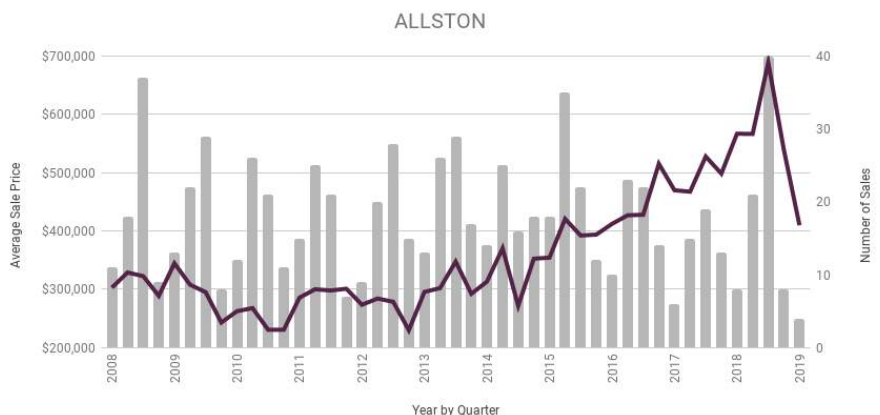


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$466	\$460	\$561	\$619	\$520
AVERAGE SALES PRICE	\$354,486	\$412,360	\$470,083	\$567,050	\$410,000
AVERAGE SALES PRICE VS. LIST PRICE	99.19%	100.24%	103.59%	99.82%	96.41%
AVERAGE DOM (DAYS ON MARKET)	89	44	36	44	77
TOTAL TRANSACTIONS	18	10	6	8	4
TOTAL DOLLAR VOLUME SOLD	\$6,380,762	\$4,123,600	\$2,820,499	\$4,536,400	\$1,640,000
APPROXIMATE ABSORPTION RATE	64.17%	111.11%	108.33%	76.39%	152.08%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.56	.9	.92	1.31	.66
TOTAL NUMBER OF UNITS LISTED	23	16	16	44	10



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -22.3%

Average Sale Price

SUPPLY +28.6%

Approx. Months Supply

SALES -18.4%

Closed Sales

ABSORPTION RATE -22.5%

Approximate

MARKET TIME -18 DAYS

Days On Market

NEGOTIABILITY +2.26%

Listing Discount

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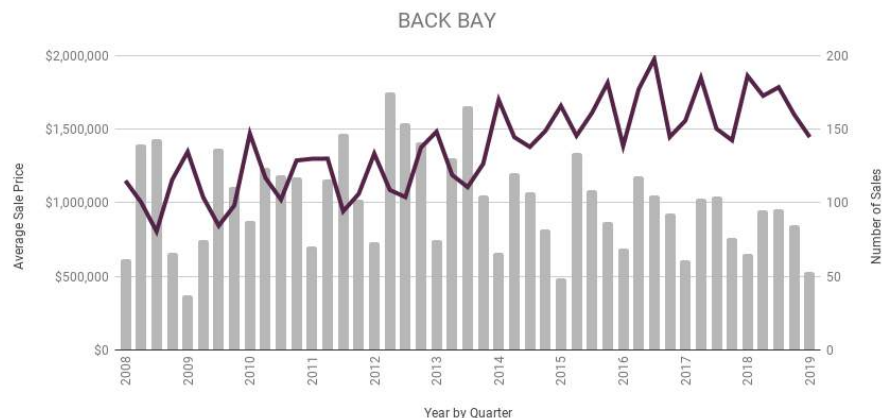


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$1,072	\$1,070	\$1,185	\$1,183	\$1,200
AVERAGE SALES PRICE	\$1,659,568	\$1,387,425	\$1,559,225	\$1,863,586	\$1,447,454
AVERAGE SALES PRICE VS. LIST PRICE	97.84%	96.44%	96.99%	95.72%	97.88%
AVERAGE DOM (DAYS ON MARKET)	59	73	57	80	62
TOTAL TRANSACTIONS	49	69	61	65	53
TOTAL DOLLAR VOLUME SOLD	\$81,318,850	\$95,732,300	\$95,112,750	\$121,133,122	\$76,715,080
APPROXIMATE ABSORPTION RATE	44.73%	41.36%	42%	42.25%	32.74%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.24	2.42	2.38	2.37	3.05
TOTAL NUMBER OF UNITS LISTED	104	124	130	103	131



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -100%

Average Sale Price

SUPPLY -100%

Approx. Months Supply

SALES -100%

Closed Sales

ABSORPTION RATE +9.96%

Approximate

MARKET TIME -60 DAYS

Days On Market

NEGOTIABILITY -97.7%

Listing Discount

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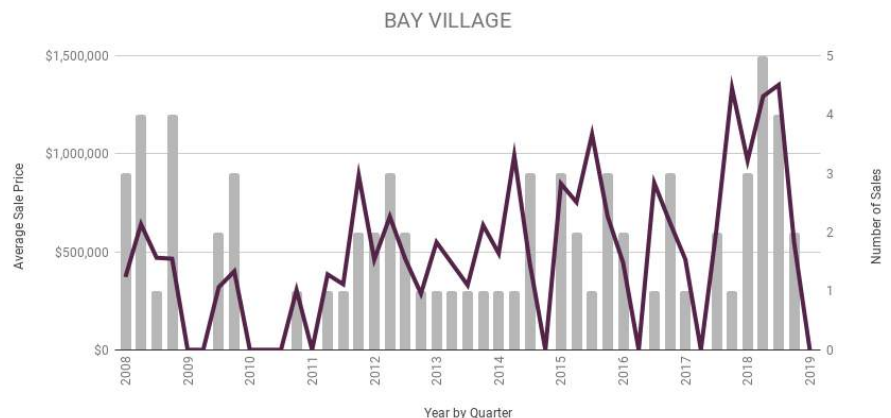


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$562	\$702	\$1,038	\$1,097	\$0
AVERAGE SALES PRICE	\$847,966	\$443,750	\$462,000	\$965,666	\$0
AVERAGE SALES PRICE VS. LIST PRICE	169.63%	90.65%	102.67%	97.71%	0%
AVERAGE DOM (DAYS ON MARKET)	42	68	7	60	0
TOTAL TRANSACTIONS	3	2	1	3	0
TOTAL DOLLAR VOLUME SOLD	\$2,543,900	\$887,500	\$462,000	\$2,897,000	\$0
APPROXIMATE ABSORPTION RATE	0%	0%	41.67%	16.67%	18.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	0	2.4	6	5.45
TOTAL NUMBER OF UNITS LISTED	0	0	2	5	5



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -16.76%

Average Sale Price

SUPPLY +74.04%

Approx. Months Supply

SALES -17.65%

Closed Sales

ABSORPTION RATE -42.6%

Approximate

MARKET TIME +58 DAYS

Days On Market

NEGOTIABILITY -10.54%

Listing Discount

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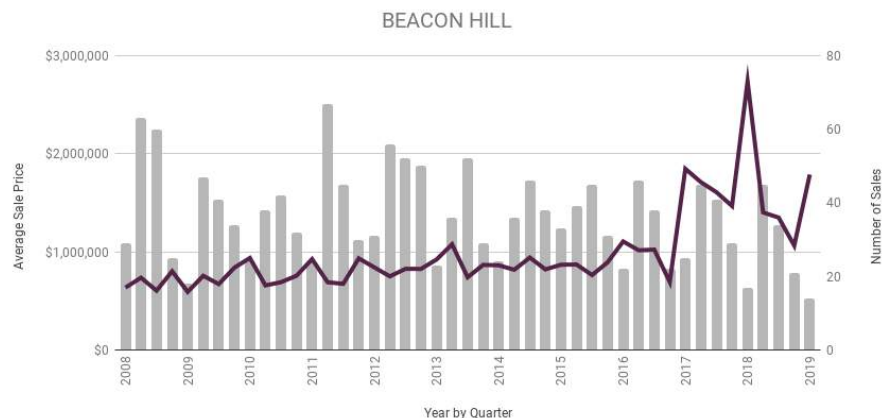


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$869	\$963	\$1,134	\$1,488	\$1,239
AVERAGE SALES PRICE	\$868,960	\$1,106,358	\$1,847,640	\$2,740,117	\$1,789,225
AVERAGE SALES PRICE VS. LIST PRICE	99.84%	99.29%	97.13%	109.94%	98.36%
AVERAGE DOM (DAYS ON MARKET)	49	46	76	48	106
TOTAL TRANSACTIONS	33	22	25	17	14
TOTAL DOLLAR VOLUME SOLD	\$28,675,680	\$24,339,899	\$46,191,000	\$46,582,000	\$25,049,155
APPROXIMATE ABSORPTION RATE	183.33%	29.49%	41.99%	48.19%	27.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	.55	3.39	2.38	2.08	3.62
TOTAL NUMBER OF UNITS LISTED	29	58	35	42	63



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES +2.77%

Average Sale Price

SUPPLY +14.58%

Approx. Months Supply

SALES -48%

Closed Sales

ABSORPTION RATE -12.17%

Approximate

MARKET TIME +34 DAYS

Days On Market

NEGOTIABILITY -3.47%

Listing Discount

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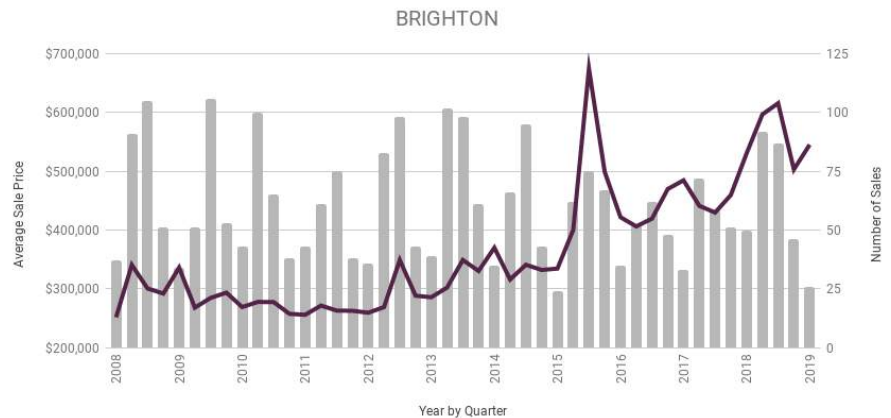


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$424	\$525	\$491	\$638	\$585
AVERAGE SALES PRICE	\$334,844	\$422,300	\$484,936	\$530,736	\$545,460
AVERAGE SALES PRICE VS. LIST PRICE	101.01%	102.06%	102.74%	102.34%	98.79%
AVERAGE DOM (DAYS ON MARKET)	60	34	26	23	57
TOTAL TRANSACTIONS	24	35	33	50	26
TOTAL DOLLAR VOLUME SOLD	\$8,036,269	\$14,780,500	\$16,002,899	\$26,536,820	\$14,181,983
APPROXIMATE ABSORPTION RATE	175%	182.58%	126.28%	103.95%	91.3%
APPROXIMATE MONTHS INVENTORY SUPPLY	57	.55	.79	.96	1.10
TOTAL NUMBER OF UNITS LISTED	40	44	49	74	51



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES **-.03%**
Average Sale Price

SUPPLY **+163%**
Approx. Months Supply

SALES **+51.72%**
Closed Sales

ABSORPTION RATE **-62%**
Approximate

MARKET TIME **+23 DAYS**
Days On Market

NEGOTIABILITY **-1.36%**
Listing Discount

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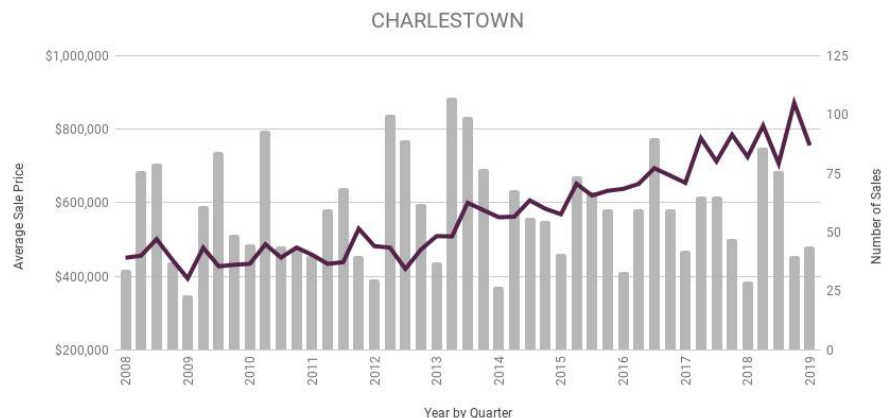


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$548	\$608	\$653	\$709	\$709
AVERAGE SALES PRICE	\$569,164	\$638,090	\$654,466	\$725,209	\$756,336
AVERAGE SALES PRICE VS. LIST PRICE	100.11%	100.58%	100.30%	101.21%	99.83%
AVERAGE DOM (DAYS ON MARKET)	64	49	53	30	53
TOTAL TRANSACTIONS	41	33	42	29	44
TOTAL DOLLAR VOLUME SOLD	\$23,335,749	\$21,057,000	\$27,487,590	\$21,031,087	\$33,278,824
APPROXIMATE ABSORPTION RATE	107.84%	115.2%	96.59%	216.67%	82.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	.93	.87	1.04	.46	1.21
TOTAL NUMBER OF UNITS LISTED	62	59	70	52	66



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Q1:19 vs. Q1:18

PRICES -7.8%

Average Sale Price

SUPPLY +139.5%

Approx. Months Supply

SALES -23.44%

Closed Sales

ABSORPTION RATE -58.51%

Approximate

MARKET TIME +16 DAYS

Days On Market

NEGOTIABILITY -2.5%

Listing Discount

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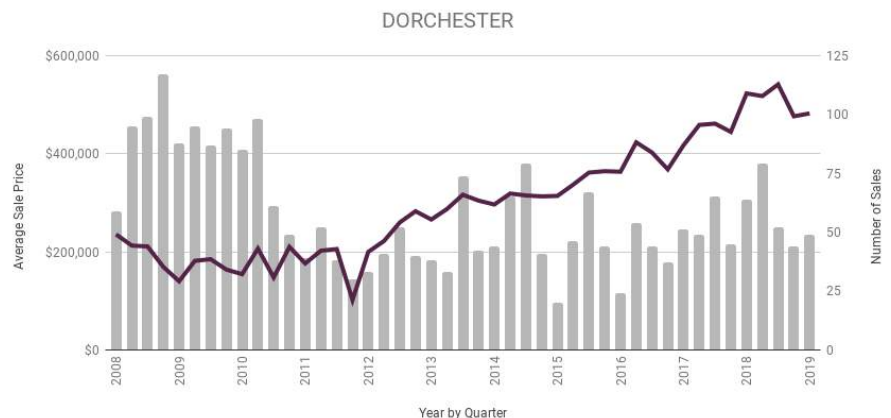


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$266	\$293	\$349	\$409	\$430
AVERAGE SALES PRICE	\$314,205	\$363,518	\$417,598	\$523,378	\$482,538
AVERAGE SALES PRICE VS. LIST PRICE	98.99%	99.16%	99.94%	100.46%	97.96%
AVERAGE DOM (DAYS ON MARKET)	71	58	49	50	66
TOTAL TRANSACTIONS	20	24	51	64	49
TOTAL DOLLAR VOLUME SOLD	\$6,284,100	\$8,724,449	\$21,297,500	\$33,496,200	\$23,644,400
APPROXIMATE ABSORPTION RATE	74.64%	83.8%	110.71%	104.63%	43.41%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.34	1.19	.9	.96	2.3
TOTAL NUMBER OF UNITS LISTED	39	61	50	72	88



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YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -17.33%

Average Sale Price

SUPPLY +114.8%

Approx. Months Supply

SALES -11.54%

Closed Sales

ABSORPTION RATE -53.5%

Approximate

MARKET TIME -51 DAYS

Days On Market

NEGOTIABILITY +.11%

Listing Discount

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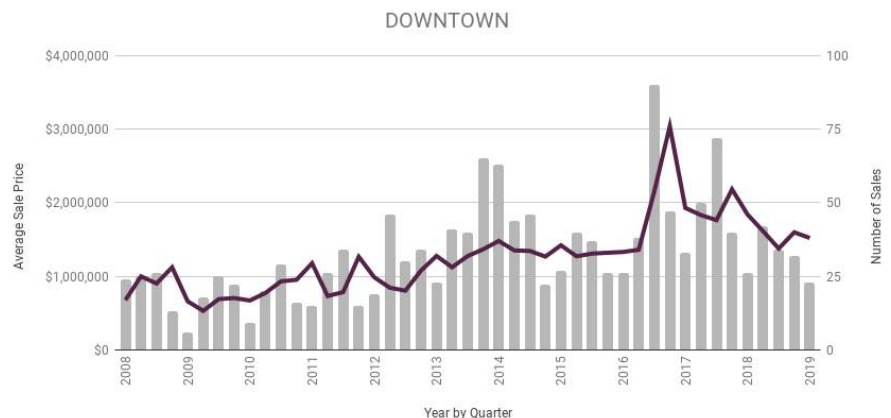


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$827	\$933	\$1,277	\$1,159	\$1,080
AVERAGE SALES PRICE	\$1,422,559	\$1,331,939	\$1,930,434	\$1,841,115	\$1,522,014
AVERAGE SALES PRICE VS. LIST PRICE	96.05%	96.99%	96.07%	95.73%	95.83%
AVERAGE DOM (DAYS ON MARKET)	114	114	113	131	80
TOTAL TRANSACTIONS	27	26	33	26	23
TOTAL DOLLAR VOLUME SOLD	\$38,409,101	\$34,630,437	\$63,704,329	\$47,868,999	\$35,006,330
APPROXIMATE ABSORPTION RATE	30.34%	20.3%	25.74%	29.72%	13.82%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.3	4.93	3.89	3.37	7.24
TOTAL NUMBER OF UNITS LISTED	1	1	4	1	59



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

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Q1:19 vs. Q1:18

PRICES +19.31%

Average Sale Price

SUPPLY +392.7%

Approx. Months Supply

SALES +50%

Closed Sales

ABSORPTION RATE -79.62%

Approximate

MARKET TIME -17 DAYS

Days On Market

NEGOTIABILITY -.5%

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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$334	\$337	\$455	\$465	\$560
AVERAGE SALES PRICE	\$300,509	\$324,466	\$466,858	\$445,401	\$531,407
AVERAGE SALES PRICE VS. LIST PRICE	98.38%	99.75%	99.27%	99.72%	98.82%
AVERAGE DOM (DAYS ON MARKET)	63	83	59	68	51
TOTAL TRANSACTIONS	16	15	44	26	39
TOTAL DOLLAR VOLUME SOLD	\$4,808,150	\$4,867,000	\$20,541,773	\$11,580,442	\$20,724,894
APPROXIMATE ABSORPTION RATE	104.76%	88.1%	58.82%	180.95%	36.87%
APPROXIMATE MONTHS INVENTORY SUPPLY	.95	1.14	1.7	.55	2.71
TOTAL NUMBER OF UNITS LISTED	23	20	55	26	85



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Q1:19 vs. Q1:18

PRICES -18.52%

Average Sale Price

SUPPLY +311.3%

Approx. Months Supply

SALES -8.33%

Closed Sales

ABSORPTION RATE -75.59%

Approximate

MARKET TIME +33 DAYS

Days On Market

NEGOTIABILITY +.06%

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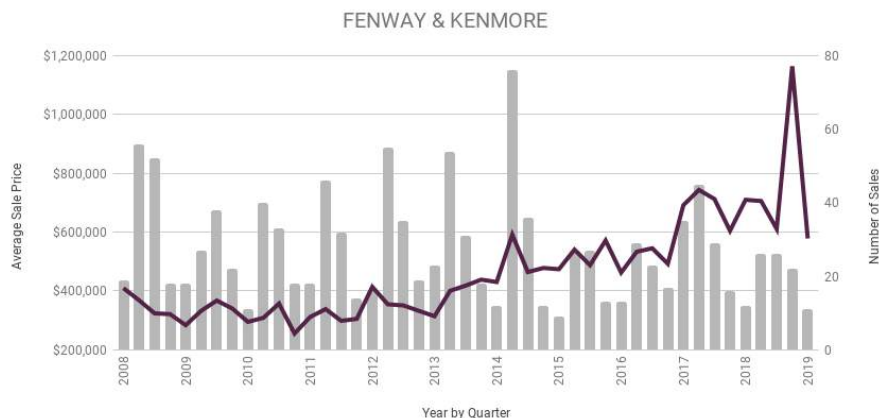


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AVERAGE PRICE PER FOOT	\$662	\$837	\$903	\$976	\$870
AVERAGE SALES PRICE	\$474,311	\$463,076	\$692,027	\$710,416	\$578,818
AVERAGE SALES PRICE VS. LIST PRICE	99.28%	101.78%	100%	99.99%	100.06%
AVERAGE DOM (DAYS ON MARKET)	41	14	24	36	69
TOTAL TRANSACTIONS	9	13	35	12	11
TOTAL DOLLAR VOLUME SOLD	\$4,268,799	\$6,019,999	\$24,220,950	\$8,525,000	\$6,366,999
APPROXIMATE ABSORPTION RATE	558.33%	66.67%	126.19%	126.19%	30.8%
APPROXIMATE MONTHS INVENTORY SUPPLY	.18	1.5	.79	.79	3.25
TOTAL NUMBER OF UNITS LISTED	1	27	51	51	38



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Q1:19 vs. Q1:18

PRICES +.01%

Average Sale Price

SUPPLY +115.6%

Approx. Months Supply

SALES -31.88%

Closed Sales

ABSORPTION RATE -53.46%

Approximate

MARKET TIME +19 DAYS

Days On Market

NEGOTIABILITY -.57%

Listing Discount

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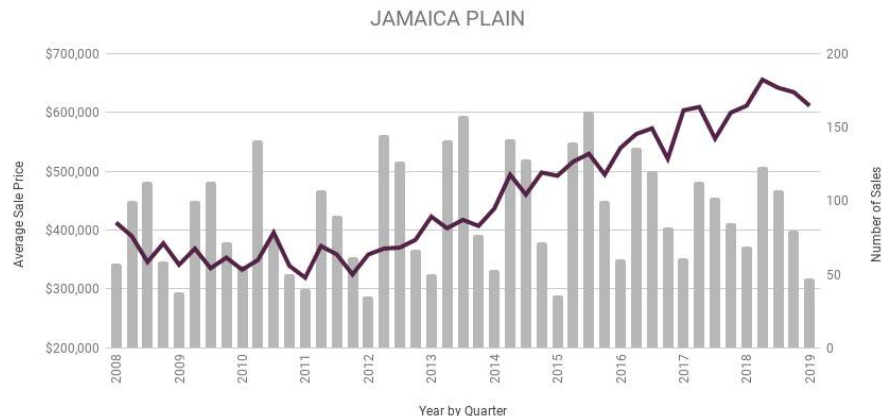


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AVERAGE PRICE PER FOOT	\$387	\$443	\$483	\$504	\$505
AVERAGE SALES PRICE	\$492,718	\$539,981	\$603,940	\$611,720	\$611,785
AVERAGE SALES PRICE VS. LIST PRICE	100.51%	100.22%	102.46%	101.39%	100.81%
AVERAGE DOM (DAYS ON MARKET)	50	56	33	31	50
TOTAL TRANSACTIONS	36	60	61	69	47
TOTAL DOLLAR VOLUME SOLD	\$17,737,868	\$32,398,900	\$36,840,399	\$42,208,717	\$28,753,927
APPROXIMATE ABSORPTION RATE	131.94%	98.5%	130%	194.79%	90.66%
APPROXIMATE MONTHS INVENTORY SUPPLY	.76	1.02	.75	.51	1.1
TOTAL NUMBER OF UNITS LISTED	92	110	95	98	93



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES

Average Sale Price

-95.64%

SUPPLY

Approx. Months Supply

-100%

SALES

Closed Sales

-66.6%

ABSORPTION RATE

Approximate

-100%

MARKET TIME

Days On Market

+44 DAYS

NEGOTIABILITY

Listing Discount

-91.2%

Smart matters.

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

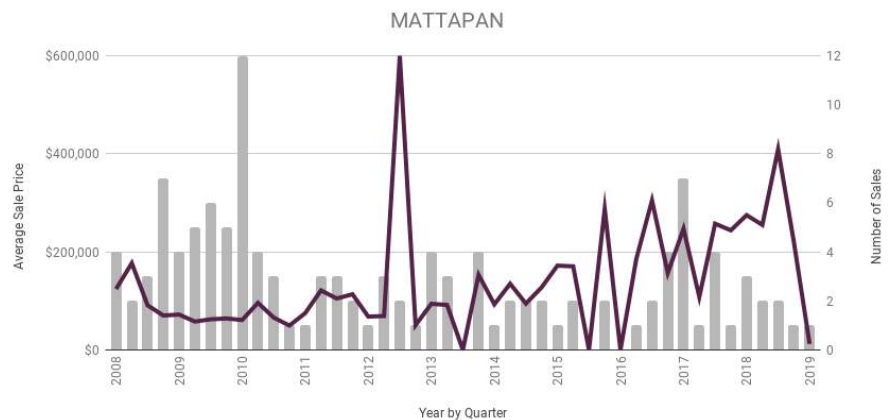


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$168	\$0	\$247	\$233	\$14
AVERAGE SALES PRICE	\$171,900	\$0	\$247,285	\$275,000	\$12,000
AVERAGE SALES PRICE VS. LIST PRICE	107.5%	0%	100%	98.34%	8.57%
AVERAGE DOM (DAYS ON MARKET)	101	0	50	64	108
TOTAL TRANSACTIONS	1	0	7	3	1
TOTAL DOLLAR VOLUME SOLD	\$171,900	\$0	\$1,730,999	\$825,000	\$12,000
APPROXIMATE ABSORPTION RATE	29.17%	33.33%	116.67%	75%	0%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.43	3	.86	1.33	0
TOTAL NUMBER OF UNITS LISTED	3	1	3	3	1



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES 0%

Average Sale Price

SUPPLY -37%

Approx. Months Supply

SALES 0%

Closed Sales

ABSORPTION RATE +58.3%

Approximate

MARKET TIME +19 DAYS

Days On Market

NEGOTIABILITY +103.6%

Listing Discount

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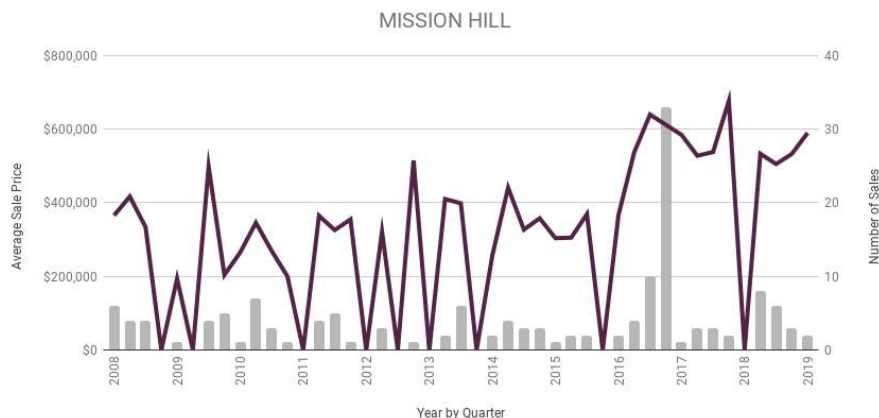


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$286	\$341	\$545	\$0	\$490
AVERAGE SALES PRICE	\$304,000	\$366,949	\$585,000	\$0	\$590,500
AVERAGE SALES PRICE VS. LIST PRICE	96.51%	100.42%	100.34%	0%	103.6%
AVERAGE DOM (DAYS ON MARKET)	160	20	94	0	19
TOTAL TRANSACTIONS	1	2	1	0	2
TOTAL DOLLAR VOLUME SOLD	\$304,000	\$733,898	\$585,000	\$0	\$1,181,000
APPROXIMATE ABSORPTION RATE	91.67%	8.33%	400%	38.33%	52.76%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.09	12	0.25	3	1.89
TOTAL NUMBER OF UNITS LISTED	2	17	3	10	6



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -7.3%

Average Sale Price

SUPPLY +70.37%

Approx. Months Supply

SALES -41.1%

Closed Sales

ABSORPTION RATE -41.25%

Approximate

MARKET TIME +17 DAYS

Days On Market

NEGOTIABILITY -.85%

Listing Discount

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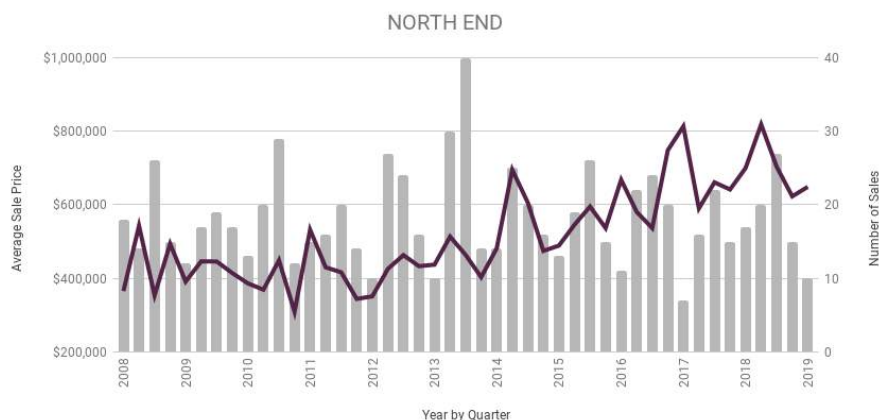


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$727	\$717	\$776	\$1,035	\$897
AVERAGE SALES PRICE	\$489,251	\$668,227	\$813,714	\$700,147	\$649,050
AVERAGE SALES PRICE VS. LIST PRICE	100.67%	98.97%	98.8%	99.23%	98.39%
AVERAGE DOM (DAYS ON MARKET)	47	52	38	45	62
TOTAL TRANSACTIONS	13	11	7	17	10
TOTAL DOLLAR VOLUME SOLD	\$6,360,274	\$7,350,499	\$5,696,000	\$11,902,500	\$6,490,500
APPROXIMATE ABSORPTION RATE	56.06%	73.96%	50.69%	73.96%	43.45%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.78	1.35	1.97	1.35	2.3
TOTAL NUMBER OF UNITS LISTED	30	31	23	26	22



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -2.68%

Average Sale Price

SUPPLY +128.5%

Approx. Months Supply

SALES +63.6%

Closed Sales

ABSORPTION RATE -55.9%

Approximate

MARKET TIME +26 DAYS

Days On Market

NEGOTIABILITY -1.36%

Listing Discount

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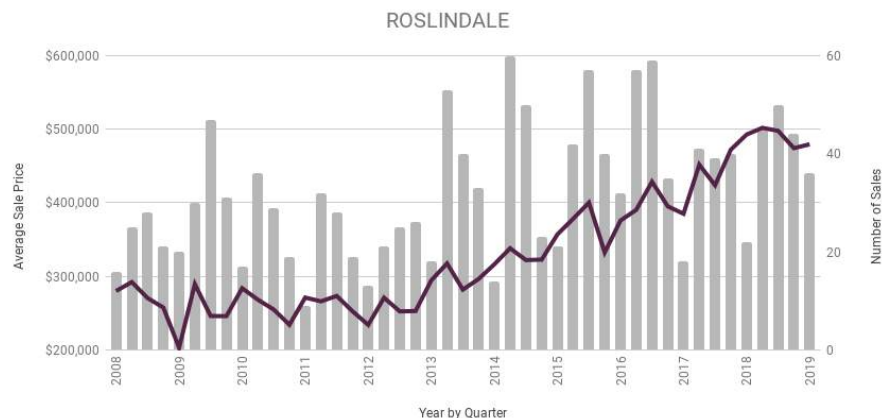


**BERKSHIRE
HATHAWAY**
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Warren Residential

warrenre.com

535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$267	\$335	\$359	\$399	\$430
AVERAGE SALES PRICE	\$357,142	\$375,956	\$385,183	\$492,913	\$479,708
AVERAGE SALES PRICE VS. LIST PRICE	97.88%	100.09%	101.77%	101.4%	100.02%
AVERAGE DOM (DAYS ON MARKET)	72	73	56	26	52
TOTAL TRANSACTIONS	21	32	18	22	36
TOTAL DOLLAR VOLUME SOLD	\$7,500,000	\$12,030,609	\$6,933,299	\$10,844,100	\$17,269,499
APPROXIMATE ABSORPTION RATE	98.72%	95.56%	285%	236.67%	104.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.01	1.05	.35	.42	.96
TOTAL NUMBER OF UNITS LISTED	50	60	31	45	36



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -11.02%

Average Sale Price

SUPPLY -26.4%

Approx. Months Supply

SALES +28.57%

Closed Sales

ABSORPTION RATE +35.49%

Approximate

MARKET TIME +11 DAYS

Days On Market

NEGOTIABILITY +8.37%

Listing Discount

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

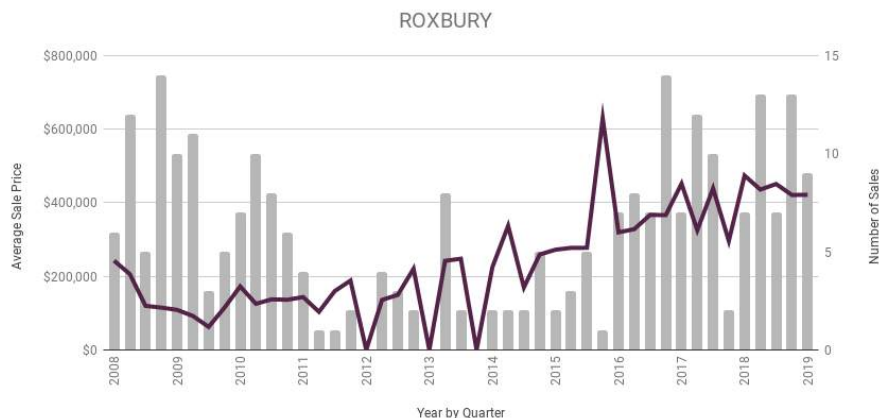


**BERKSHIRE
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Warren Residential

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535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$207	\$224	\$283	\$327	\$360
AVERAGE SALES PRICE	\$272,500	\$319,803	\$452,142	\$474,285	\$422,000
AVERAGE SALES PRICE VS. LIST PRICE	94.95%	97.53%	98%	92.33%	100.05%
AVERAGE DOM (DAYS ON MARKET)	96	79	75	84	95
TOTAL TRANSACTIONS	2	7	7	7	9
TOTAL DOLLAR VOLUME SOLD	\$545,000	\$2,238,624	\$3,165,000	\$3,319,999	\$3,798,000
APPROXIMATE ABSORPTION RATE	22.92%	19.05%	51.39%	64.58%	87.5%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.36	5.25	1.95	1.55	1.14
TOTAL NUMBER OF UNITS LISTED	8	11	12	13	17



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES

Average Sale Price

-43.33%

SUPPLY

Approx. Months Supply

+85.7%

SALES

Closed Sales

+0%

ABSORPTION RATE

Approximate

-46.2%

MARKET TIME

Days On Market

-2 DAYS

NEGOTIABILITY

Listing Discount

-.1%

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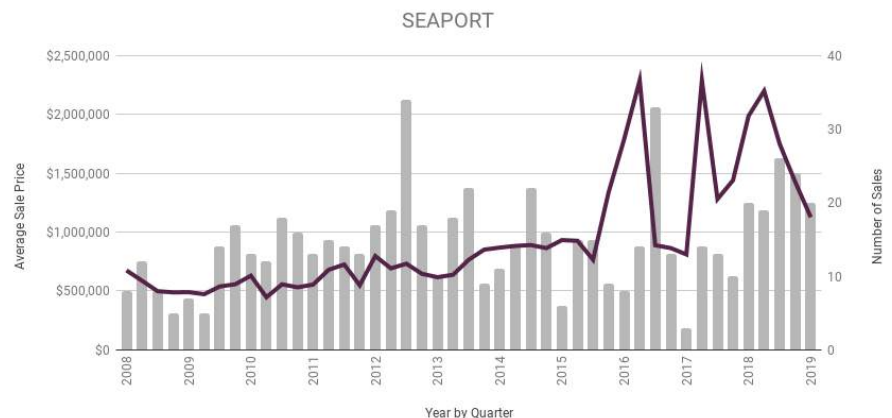


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$665	\$1,079	\$804	\$1,125	\$991
AVERAGE SALES PRICE	\$933,582	\$1,791,281	\$811,666	\$1,989,252	\$1,127,375
AVERAGE SALES PRICE VS. LIST PRICE	96.94%	99.77%	99.23%	98.71%	98.61%
AVERAGE DOM (DAYS ON MARKET)	56	40	78	70	68
TOTAL TRANSACTIONS	6	8	3	20	20
TOTAL DOLLAR VOLUME SOLD	\$5,601,499	\$14,330,250	\$22,435,000	\$39,785,047	\$22,547,500
APPROXIMATE ABSORPTION RATE	93.33%	48.96%	27.08%	25.93%	13.95%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.02	2.04	3.69	3.86	7.17
TOTAL NUMBER OF UNITS LISTED	11	27	26	19	64



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES

Average Sale Price

-3.49%

SUPPLY

Approx. Months Supply

+14.48%

SALES

Closed Sales

=14.12%

ABSORPTION RATE

Approximate

-12.6%

MARKET TIME

Days On Market

+9 DAYS

NEGOTIABILITY

Listing Discount

-.22%

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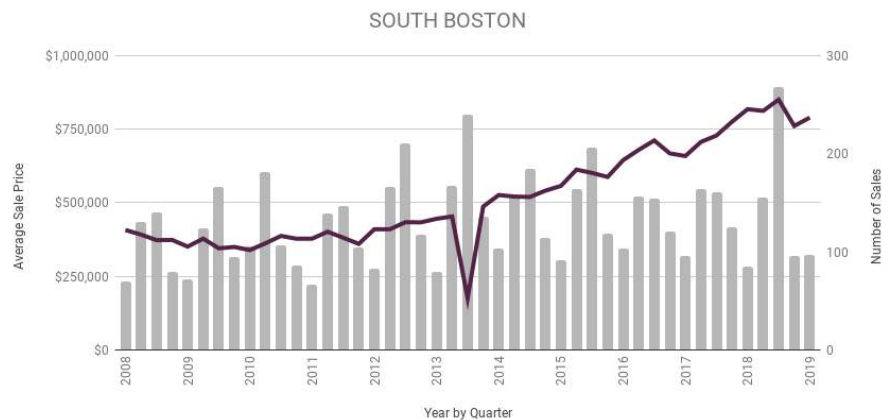


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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$521	\$578	\$642	\$697	\$723
AVERAGE SALES PRICE	\$557,669	\$645,359	\$659,383	\$818,676	\$790,095
AVERAGE SALES PRICE VS. LIST PRICE	98.9%	99.53%	98.4%	99.04%	98.82%
AVERAGE DOM (DAYS ON MARKET)	56	52	58	45	54
TOTAL TRANSACTIONS	91	103	96	85	97
TOTAL DOLLAR VOLUME SOLD	\$50,747,901	\$66,472,066	\$63,300,836	\$69,587,514	\$76,639,219
APPROXIMATE ABSORPTION RATE	116.04%	103.13%	79.46%	69.07%	60.37%
APPROXIMATE MONTHS INVENTORY SUPPLY	.86	.97	1.26	1.45	1.66
TOTAL NUMBER OF UNITS LISTED	169	149	188	193	139



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -10.23%

Average Sale Price

SUPPLY +9.92%

Approx. Months Supply

SALES +6.9%

Closed Sales

ABSORPTION RATE -9.16%

Approximate

MARKET TIME +14 DAYS

Days On Market

NEGOTIABILITY -1.24%

Listing Discount

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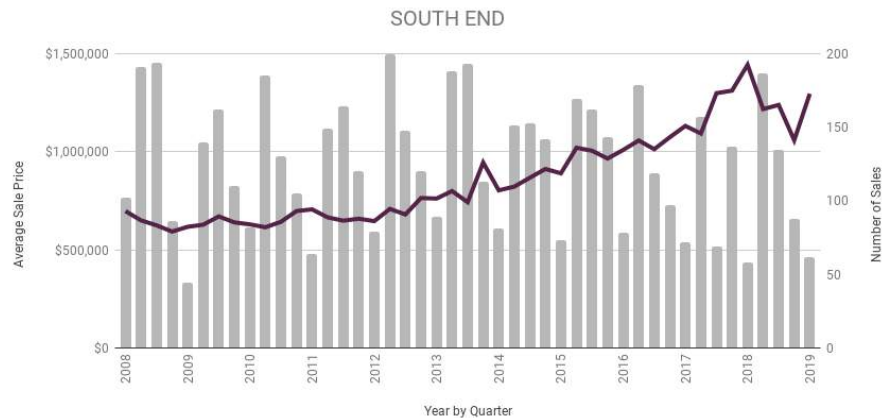


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$796	\$857	\$949	\$993	\$992
AVERAGE SALES PRICE	\$890,609	\$1,009,744	\$1,132,306	\$1,444,192	\$1,269,483
AVERAGE SALES PRICE VS. LIST PRICE	99.92%	99.79%	100.4%	98.58%	97.36%
AVERAGE DOM (DAYS ON MARKET)	52	53	56	52	66
TOTAL TRANSACTIONS	73	78	72	58	62
TOTAL DOLLAR VOLUME SOLD	\$65,014,524	\$78,760,081	\$81,526,062	\$83,763,178	\$80,381,955
APPROXIMATE ABSORPTION RATE	128.68%	81.29%	71.36%	76.44%	69.44%
APPROXIMATE MONTHS INVENTORY SUPPLY	.78	1.23	1.4	1.31	1.44
TOTAL NUMBER OF UNITS LISTED	120	157	132	122	127



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES +48.44%

Average Sale Price

SUPPLY +33.05%

Approx. Months Supply

SALES -13.79%

Closed Sales

ABSORPTION RATE -24.87%

Approximate

MARKET TIME -41 DAYS

Days On Market

NEGOTIABILITY +.32%

Listing Discount

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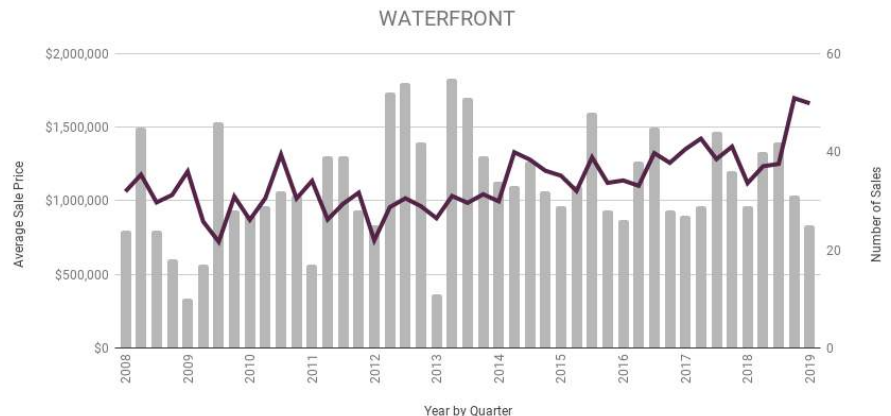


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

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535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$872	\$920	\$978	\$935	\$1,093
AVERAGE SALES PRICE	\$1,171,551	\$1,138,990	\$1,351,488	\$1,120,593	\$1,663,436
AVERAGE SALES PRICE VS. LIST PRICE	94.83%	93.84%	97.38%	97.08%	97.38%
AVERAGE DOM (DAYS ON MARKET)	96	76	79	116	75
TOTAL TRANSACTIONS	29	26	27	29	25
TOTAL DOLLAR VOLUME SOLD	\$33,974,999	\$29,613,749	\$36,490,194	\$32,497,199	\$41,585,900
APPROXIMATE ABSORPTION RATE	42.28%	34.6%	39.94%	28.75%	21.6%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.36	2.89	2.5	3.48	4.63
TOTAL NUMBER OF UNITS LISTED	32	54	55	51	64



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES -21.05%
Average Sale Price

SUPPLY +61.29%
Approx. Months Supply

SALES -66.6%
Closed Sales

ABSORPTION RATE -37.9%
Approximate

MARKET TIME +7 DAYS
Days On Market

NEGOTIABILITY -3.71%
Listing Discount

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analysis of this data. Contact our office to
get started.

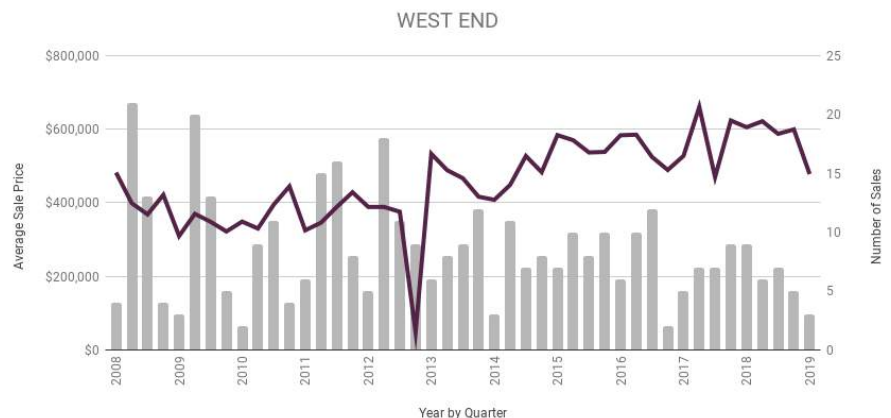


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535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$566	\$608	\$582	\$623	\$619
AVERAGE SALES PRICE	\$584,357	\$583,935	\$527,980	\$605,895	\$478,333
AVERAGE SALES PRICE VS. LIST PRICE	99.09%	100.45%	98.25%	102.21%	98.42%
AVERAGE DOM (DAYS ON MARKET)	75	39	45	72	79
TOTAL TRANSACTIONS	7	6	5	9	3
TOTAL DOLLAR VOLUME SOLD	\$4,090,499	\$3,503,613	\$2,639,900	\$5,453,055	\$1,434,999
APPROXIMATE ABSORPTION RATE	141.67%	72.92%	40.28%	40.28%	25%
APPROXIMATE MONTHS INVENTORY SUPPLY	.71	1.37	2.48	2.48	4
TOTAL NUMBER OF UNITS LISTED	7	9	7	7	8



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q1:19 vs. Q1:18

PRICES +3.68%

Average Sale Price

SUPPLY +52.11%

Approx. Months Supply

SALES +23.08%

Closed Sales

ABSORPTION RATE -33.6%

Approximate

MARKET TIME +27 DAYS

Days On Market

NEGOTIABILITY -1.49%

Listing Discount

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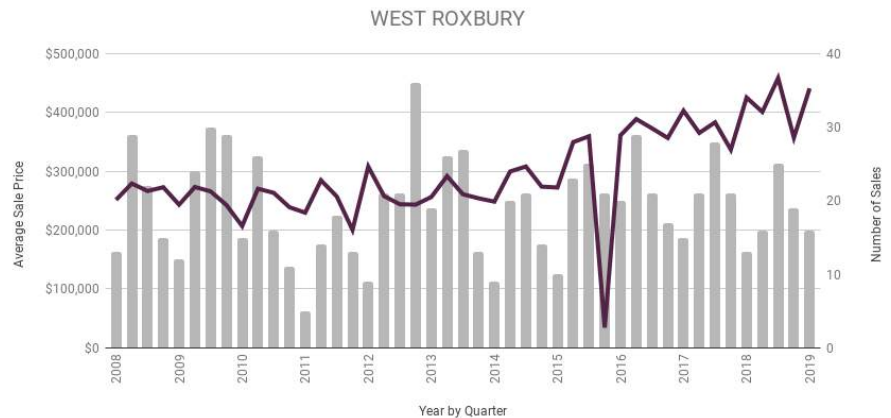


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HATHAWAY**
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Warren Residential

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535 Boylston Street
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	Q1:15	Q1:16	Q1:17	Q1:18	Q1:19
AVERAGE PRICE PER FOOT	\$263	\$335	\$366	\$424	\$354
AVERAGE SALES PRICE	\$272,750	\$361,469	\$403,340	\$425,692	\$441,353
AVERAGE SALES PRICE VS. LIST PRICE	98.53%	98.45%	99.75%	100.22%	98.73%
AVERAGE DOM (DAYS ON MARKET)	73	56	42	35	62
TOTAL TRANSACTIONS	10	20	15	13	16
TOTAL DOLLAR VOLUME SOLD	\$2,727,500	\$7,229,399	\$6,050,100	\$5,534,000	\$7,061,650
APPROXIMATE ABSORPTION RATE	183.33%	94.79%	118.06%	140%	92.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	.55	1.05	.85	.71	1.08
TOTAL NUMBER OF UNITS LISTED	14	18	21	20	20



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SOUTH END

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BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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