



THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2025 | Q4

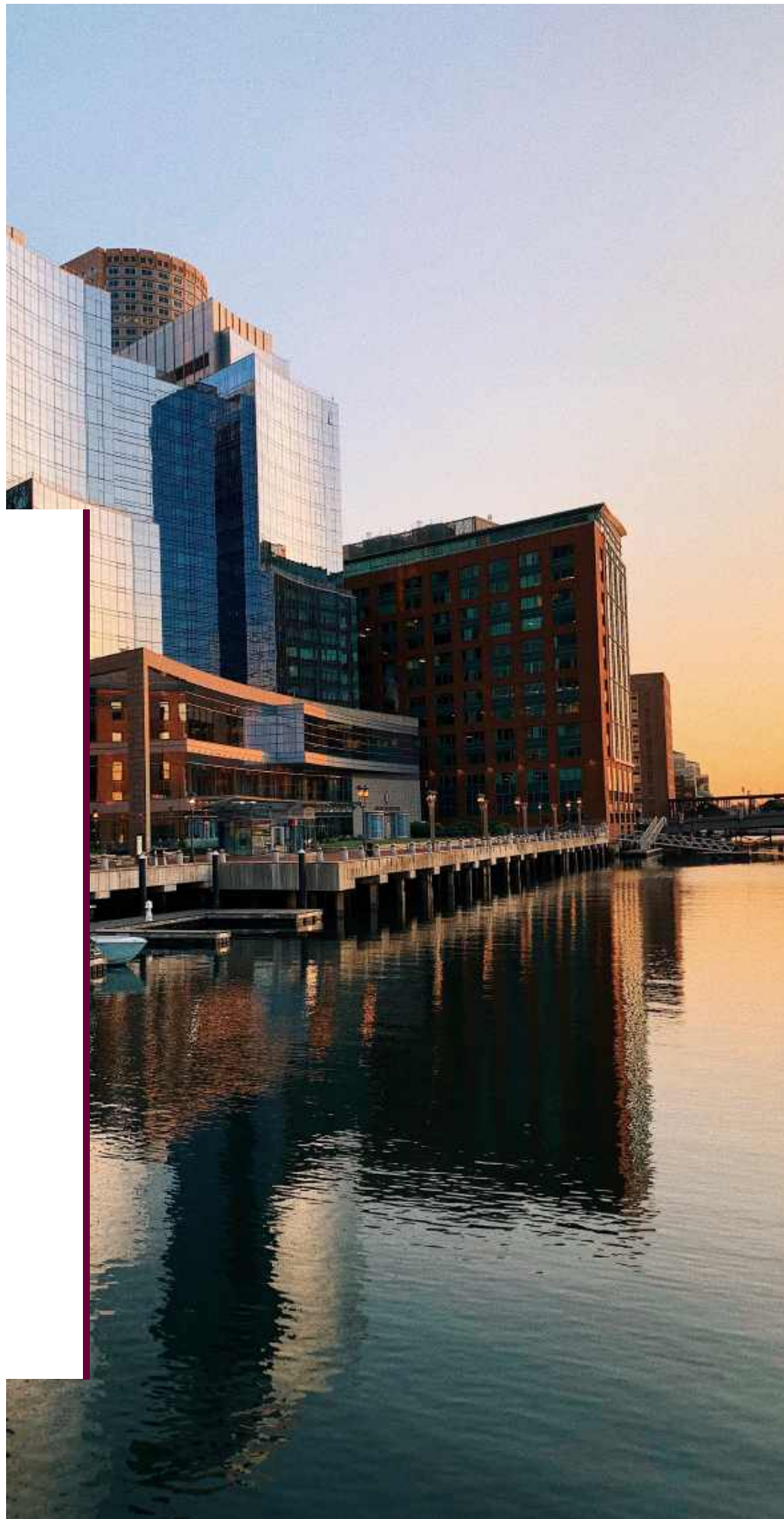
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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



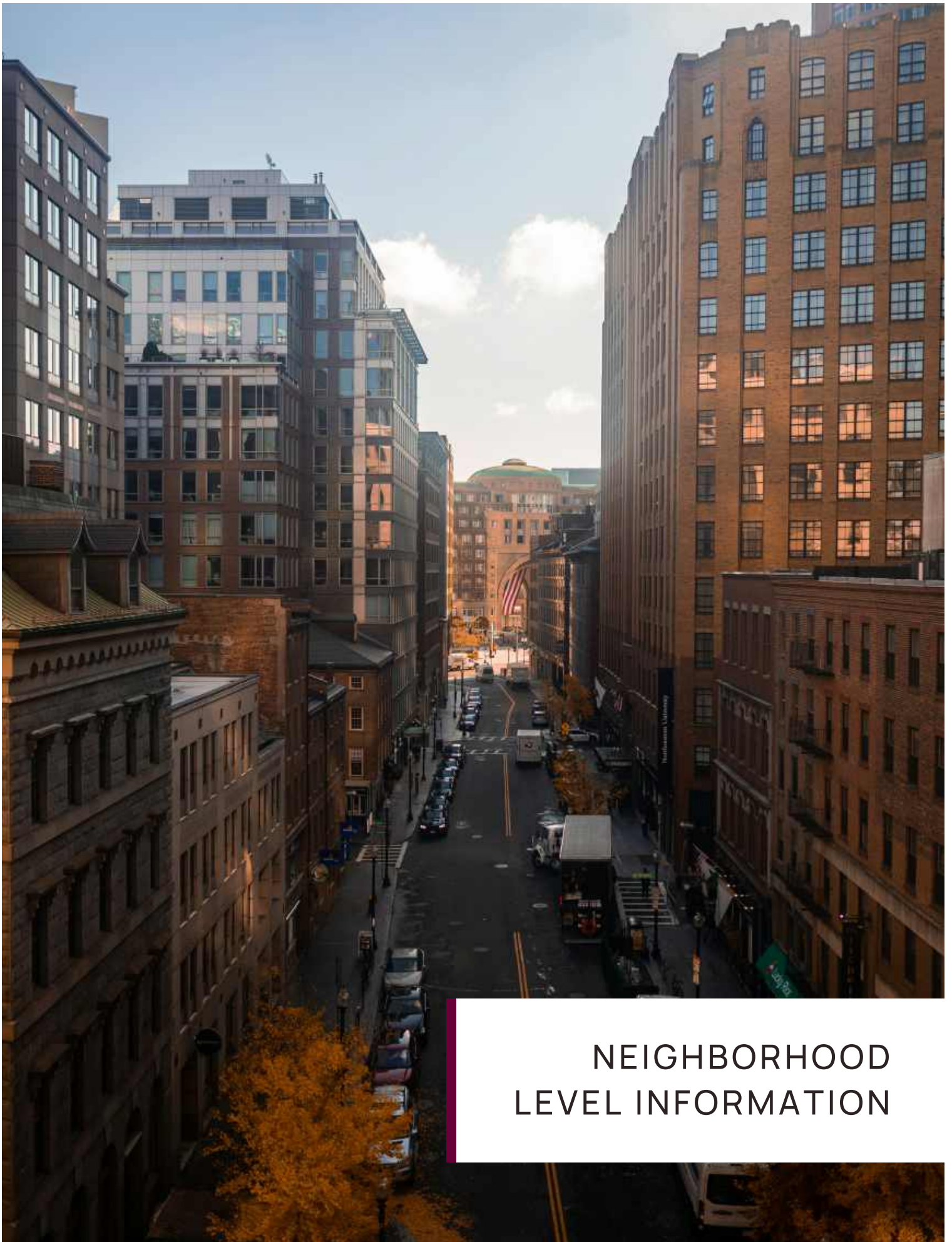
BOSTON MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$930	\$828	\$897	\$924	vs.	\$899	- 2.6%
AVERAGE SALES PRICE	\$977,970	\$966,721	\$1,177,851	\$1,113,332	vs.	\$1,114,073	+ .07%
AVERAGE SALES PRICE VS. LIST PRICE	98.33%	97.22%	97.86%	97.67%	vs.	96.93%	- .7%
AVERAGE DOM (DAYS ON MARKET)	49	53	50	58	vs.	63	+ 8.6%
TOTAL TRANSACTIONS	1,205	765	678	777	vs.	734	- 5.5%
TOTAL DOLLAR VOLUME SOLD	\$1,178,454,007	\$739,542,200	\$798,583,276	\$865,059,469	vs.	\$817,730,103	- 5.4%
AVERAGE ABSORPTION RATE	85.05%	66.59%	55.72%	47.18%	vs.	44.69%	- 5.2%
AVERAGE MONTHS INVENTORY SUPPLY	1.18	1.50	1.79	2.12	vs.	2.24	+ 5.6%
TOTAL # OF UNITS LISTED	1,106	851	854	903	vs.	927	+ 2.6%

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NEIGHBORHOOD LEVEL INFORMATION

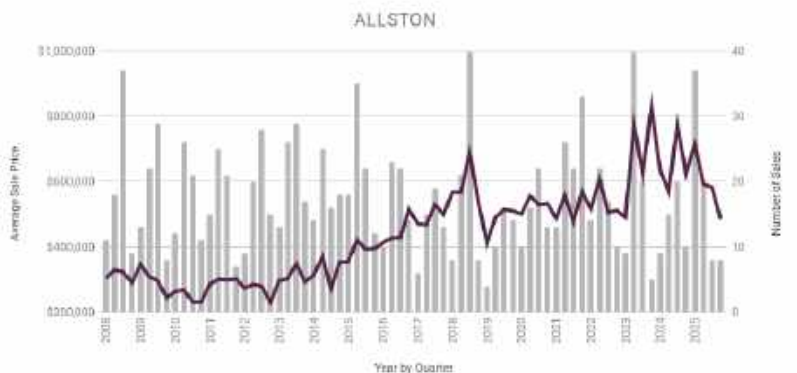
ALLSTON MARKET DATA

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	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$657	\$558	\$639	\$672	vs.	\$653	- 2.9%
AVERAGE SALES PRICE	\$569,572	\$511,300	\$831,000	\$625,500	vs.	\$484,437	- 22.5%
AVERAGE SALES PRICE VS. LIST PRICE	99.74%	97.54%	97.82%	97.88%	vs.	96.48%	- 1.4%
AVERAGE DOM (DAYS ON MARKET)	45	94	25	35	vs.	35	+ 57.1%
TOTAL TRANSACTIONS	33	10	5	10	vs.	8	- 20%
TOTAL DOLLAR VOLUME SOLD	\$18,795,897	\$5,113,000	\$4,155,000	\$6,255,000	vs.	\$3,875,500	- 38%
AVERAGE ABSORPTION RATE	98.96%	42.95%	89.29%	78.13%	vs.	27.38%	- 39.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.01	2.33	1.12	1.28	vs.	3.65	+ 64.4%
TOTAL # OF UNITS LISTED	20	17	9	13	vs.	21	+ 61.5%

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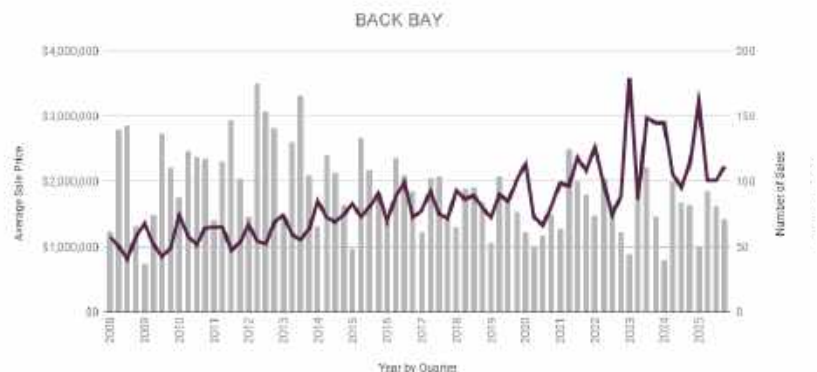


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BACK BAY MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$1,362	\$1,305	\$1,595	\$1,589	vs.	\$1,423	- 10.4%
AVERAGE SALES PRICE	\$2,166,194	\$1,722,274	\$2,899,076	\$2,284,952	vs.	\$2,229,940	- 2.4%
AVERAGE SALES PRICE VS. LIST PRICE	94.99%	96.7%	96.36%	95.45%	vs.	92.93%	- 2.6%
AVERAGE DOM (DAYS ON MARKET)	75	59	53	63	vs.	97	+ 31%
TOTAL TRANSACTIONS	90	61	73	82	vs.	71	- 13.4%
TOTAL DOLLAR VOLUME SOLD	\$194,957,500	\$108,108,750	\$211,632,580	\$187,366,100	vs.	\$158,325,794	- 15.5%
AVERAGE ABSORPTION RATE	50.66%	36.94%	38.97%	34.46%	vs.	34.23%	- .6%
AVERAGE MONTHS INVENTORY SUPPLY	1.97	2.74	2.57	2.9	vs.	2.92	+ .6%
TOTAL # OF UNITS LISTED	75	70	75	82	vs.	69	- 15.8%

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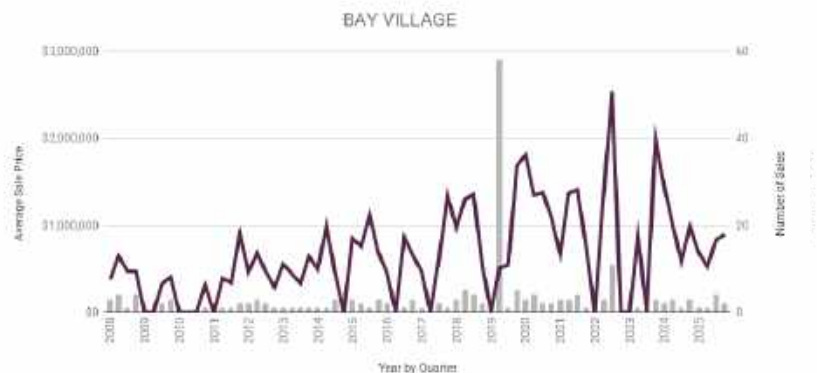
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

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RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$977	\$0	\$1,233	\$1,171	vs.	\$1,305	+ 11.4%
AVERAGE SALES PRICE	\$745,750	\$0	\$1,991,666	\$978,333	vs.	\$786,812	- 9.2%
AVERAGE SALES PRICE VS. LIST PRICE	99.47%	0%	98.1%	97.55%	vs.	100.62%	+ .5%
AVERAGE DOM (DAYS ON MARKET)	108	0	72	38	vs.	23	- 39.4%
TOTAL TRANSACTIONS	1	0	3	3	vs.	2	- 33.3%
TOTAL DOLLAR VOLUME SOLD	\$745,000	\$0	\$5,975,000	\$2,935,000	vs.	\$1,775,000	- 39.5%
AVERAGE ABSORPTION RATE	100%	58.33%	16.67%	75%	vs.	0%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	1	1.71	6	1.33	vs.	0	N/A
TOTAL # OF UNITS LISTED	0	2	2	1	vs.	0	N/A

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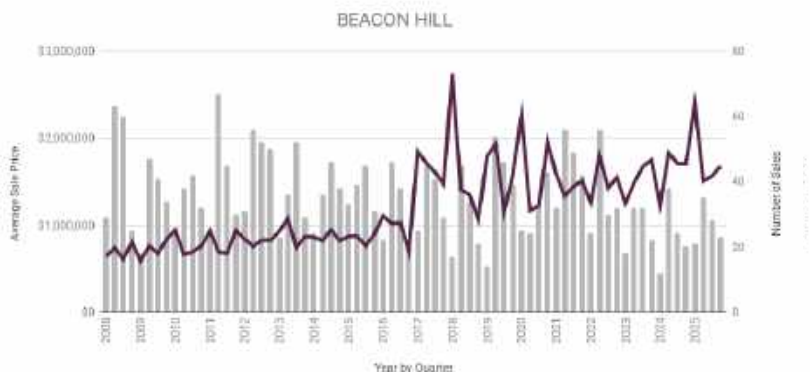
BEACON HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$1,215	\$1,214	\$1,349	\$1,329	vs.	\$1,292	- 2.7%
AVERAGE SALES PRICE	\$1,510,277	\$1,547,566	\$1,748,477	\$1,706,785	vs.	\$1,676,565	- 1.7%
AVERAGE SALES PRICE VS. LIST PRICE	96.14%	94.5%	96.99%	96.54%	vs.	98.41%	+ 1.9%
AVERAGE DOM (DAYS ON MARKET)	54	83	59	49	vs.	91	+ 85.7%
TOTAL TRANSACTIONS	42	32	22	20	vs.	23	+ 15%
TOTAL DOLLAR VOLUME SOLD	\$63,431,650	\$49,522,112	\$38,466,500	\$34,135,715	vs.	\$38,561,000	+ 12.9%
AVERAGE ABSORPTION RATE	52.01%	37.5%	56.25%	29.17%	vs.	45.42%	+ 55.7%
AVERAGE MONTHS INVENTORY SUPPLY	1.92	2.67	1.78	3.43	vs.	2.20	- 35.8%
TOTAL # OF UNITS LISTED	38	26	24	22	vs.	25	+ 13.6%

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BRIGHTON MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$621	\$601	\$686	\$710	vs.	\$735	+ 3.4%
AVERAGE SALES PRICE	\$598,558	\$534,264	\$596,259	\$669,464	vs.	\$601,072	- 10.2%
AVERAGE SALES PRICE VS. LIST PRICE	98.43%	97.58%	98.75%	97.95%	vs.	98.61%	+ .6%
AVERAGE DOM (DAYS ON MARKET)	60	74	39	75	vs.	63	- 16%
TOTAL TRANSACTIONS	43	34	27	34	vs.	33	- 2.9%
TOTAL DOLLAR VOLUME SOLD	\$25,738,000	\$18,165,001	\$16,099,000	\$22,761,787	vs.	\$19,835,400	- 12.8%
AVERAGE ABSORPTION RATE	86.54%	73.02%	97.6%	64.33%	vs.	43.65%	- 32.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.16	1.37	1.02	1.55	vs.	2.29	+ 47.7%
TOTAL # OF UNITS LISTED	58	46	41	39	vs.	58	+ 48.7%

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CHARLESTOWN MARKET DATA

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HOMESERVICES

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RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$797	\$820	\$796	\$916	vs.	\$871	- 4.8%
AVERAGE SALES PRICE	\$815,790	\$984,079	\$842,826	\$1,098,310	vs.	\$959,621	- 10%
AVERAGE SALES PRICE VS. LIST PRICE	100.18%	99.13%	99.5%	101.11%	vs.	100.11%	- .9%
AVERAGE DOM (DAYS ON MARKET)	30	38	40	21	vs.	43	+ 104.7%
TOTAL TRANSACTIONS	53	37	26	37	vs.	33	- 10.8%
TOTAL DOLLAR VOLUME SOLD	\$43,236,900	\$33,080,950	\$21,913,500	\$52,718,908	vs.	\$31,667,499	- 19.7%
AVERAGE ABSORPTION RATE	184.03%	154.55%	225%	119.7%	vs.	105.95%	- 19.5%
AVERAGE MONTHS INVENTORY SUPPLY	.54	.65	.44	.76	vs.	.94	+ 23.6%
TOTAL # OF UNITS LISTED	37	26	25	29	vs.	29	N/C

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DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$481	\$467	\$474	\$529	vs.	\$496	- 6.3%
AVERAGE SALES PRICE	\$584,963	\$570,511	\$551,618	\$592,416	vs.	\$628,170	+ 6%
AVERAGE SALES PRICE VS. LIST PRICE	99.61%	98.36%	99.62%	98.69%	vs.	99.01%	+ .3%
AVERAGE DOM (DAYS ON MARKET)	43	39	33	40	vs.	56	+ 40%
TOTAL TRANSACTIONS	66	36	29	43	vs.	62	+ 44.1%
TOTAL DOLLAR VOLUME SOLD	\$38,607,599	\$20,538,400	\$15,996,949	\$25,473,900	vs.	\$38,946,563	+ 52.8%
AVERAGE ABSORPTION RATE	95.83%	105.88%	41.11%	72.5%	vs.	57.5%	- 20.6%
AVERAGE MONTHS INVENTORY SUPPLY	1.41	1.04	2.43	1.38	vs.	1.74	+ 26%
TOTAL # OF UNITS LISTED	69	29	52	47	vs.	79	+ 68%

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DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$996	\$1,142	\$1,492	\$1,530	vs.	\$1,378	- 9.9%
AVERAGE SALES PRICE	\$1,443,743	\$1,726,196	\$2,629,350	\$2,142,114	vs.	\$2,009,448	- 6.1%
AVERAGE SALES PRICE VS. LIST PRICE	97.27%	94.08%	96.85%	97.08%	vs.	96.26%	- .8%
AVERAGE DOM (DAYS ON MARKET)	81	75	108	102	vs.	86	- 15.6%
TOTAL TRANSACTIONS	16	28	20	34	vs.	38	+ 11.7%
TOTAL DOLLAR VOLUME SOLD	\$23,099,890	\$48,333,500	\$52,587,000	\$72,831,894	vs.	\$76,359,039	+ 4.8%
AVERAGE ABSORPTION RATE	22.71%	15.79%	16.42%	17.92%	vs.	23.94%	+ 33.5%
AVERAGE MONTHS INVENTORY SUPPLY	4.4	6.33	6.09	5.58	vs.	4.18	- 25%
TOTAL # OF UNITS LISTED	28	46	58	47	vs.	39	- 17%

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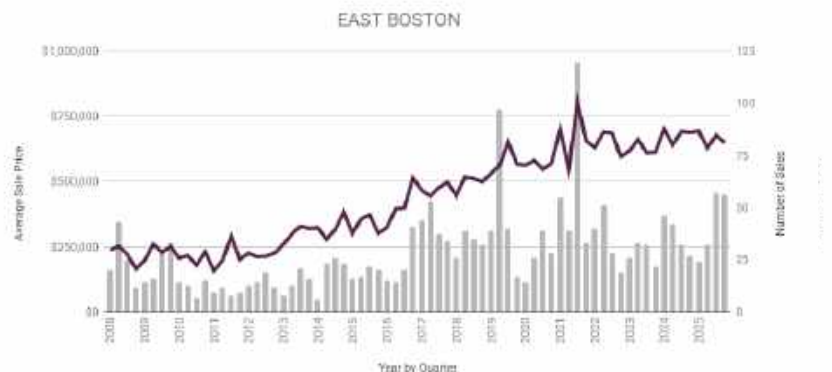
EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

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RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$798	\$645	\$666	\$670	vs.	\$666	- .5%
AVERAGE SALES PRICE	\$655,790	\$595,068	\$613,200	\$688,161	vs.	\$649,284	- 5.6%
AVERAGE SALES PRICE VS. LIST PRICE	99.69%	97.79%	97.6%	97.94%	vs.	98.47%	+ .5%
AVERAGE DOM (DAYS ON MARKET)	84	36	49	76	vs.	45	- 40.7%
TOTAL TRANSACTIONS	33	19	22	27	vs.	56	+ 107.4%
TOTAL DOLLAR VOLUME SOLD	\$21,641,100	\$11,306,300	\$13,490,400	\$18,580,350	vs.	\$36,359,904	+ 95.6%
AVERAGE ABSORPTION RATE	113.58%	48.61%	63.89%	41.39%	vs.	34.97%	- 15.5%
AVERAGE MONTHS INVENTORY SUPPLY	.88	2.06	1.57	2.42	vs.	2.86	+ 18.1%
TOTAL # OF UNITS LISTED	49	30	37	36	vs.	84	+ 133.3%

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FENWAY / KENMORE

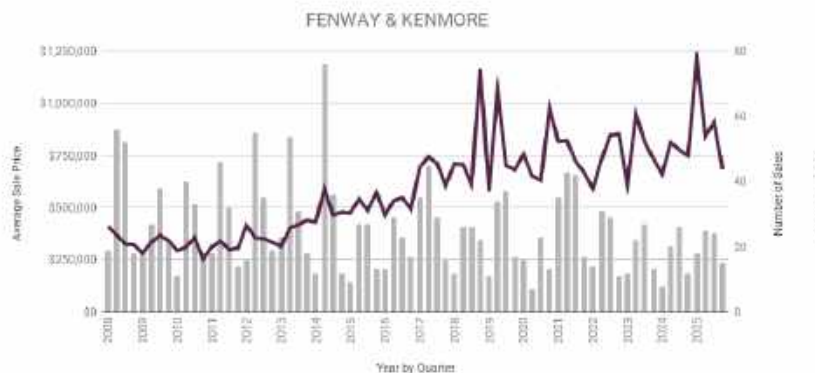
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$935	\$918	\$914	\$1,128	vs.	\$980	- 13.1%
AVERAGE SALES PRICE	\$667,671	\$853,181	\$732,803	\$749,375	vs.	\$683,533	- 8.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.27%	96.7%	97.26%	97.64%	vs.	96.9%	- .4%
AVERAGE DOM (DAYS ON MARKET)	42	79	60	96	vs.	68	- 29.1%
TOTAL TRANSACTIONS	17	11	13	12	vs.	15	+ 25%
TOTAL DOLLAR VOLUME SOLD	\$11,350,416	\$9,385,000	\$9,526,450	\$8,992,500	vs.	\$10,253,000	+ 14%
AVERAGE ABSORPTION RATE	144.79%	145%	88.1%	56.67%	vs.	62.12%	+ 9.6%
AVERAGE MONTHS INVENTORY SUPPLY	.69	.69	1.14	1.76	vs.	1.61	- 8.5%
TOTAL # OF UNITS LISTED	16	13	9	16	vs.	16	N/C

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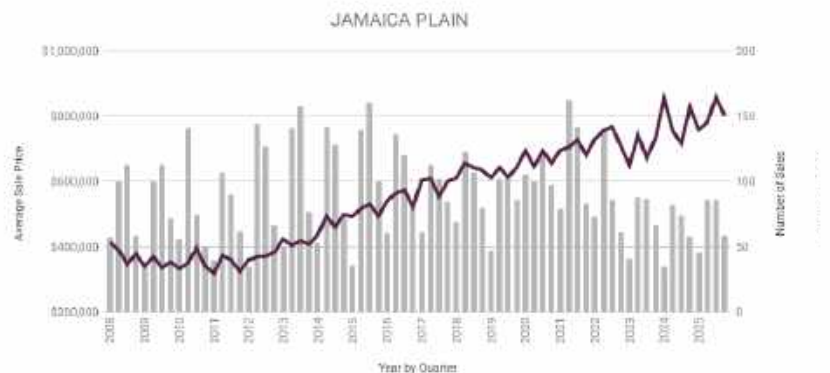
JAMAICA PLAIN MARKET DATA

**BERKSHIRE
HATHAWAY**
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	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$580	\$592	\$610	\$646	vs.	\$634	- 1.9%
AVERAGE SALES PRICE	\$680,814	\$693,283	\$733,187	\$826,989	vs.	\$802,582	- 2.9%
AVERAGE SALES PRICE VS. LIST PRICE	100.94%	99.5%	100.44%	99.8%	vs.	100.01%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	35	36	46	52	vs.	49	- 5.7%
TOTAL TRANSACTIONS	83	61	67	58	vs.	59	+ 1.7%
TOTAL DOLLAR VOLUME SOLD	\$56,507,588	\$42,290,292	\$49,123,549	\$47,965,399	vs.	\$47,352,375	- 1.2%
AVERAGE ABSORPTION RATE	243.23%	104.6%	170.83%	104.17%	vs.	145.31%	+ 15.8%
AVERAGE MONTHS INVENTORY SUPPLY	.41	.96	.59	.96	vs.	.69	- 28.1%
TOTAL # OF UNITS LISTED	57	59	51	53	vs.	39	- 26.4%

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MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
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	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$212	\$212	\$0	\$335	vs.	\$440	+ 31.3%
AVERAGE SALES PRICE	\$660,000	\$0	\$0	\$562,500	vs.	\$501,666	- 10.8%
AVERAGE SALES PRICE VS. LIST PRICE	97.2%	0%	0%	100%	vs.	100.74%	+ .7%
AVERAGE DOM (DAYS ON MARKET)	26	0	0	22	vs.	108	+ 390.9%
TOTAL TRANSACTIONS	1	0	0	2	vs.	3	+ 50%
TOTAL DOLLAR VOLUME SOLD	\$660,000	\$0	\$0	\$1,125,000	vs.	\$1,505,000	+ 33.7%
AVERAGE ABSORPTION RATE	33.8%	13.3%	25%	20.83%	vs.	45.83%	+ 120%
AVERAGE MONTHS INVENTORY SUPPLY	3	7.5	4	4.8	vs.	2.18	- 54.5%
TOTAL # OF UNITS LISTED	2	3	1	4	vs.	2	- 50%

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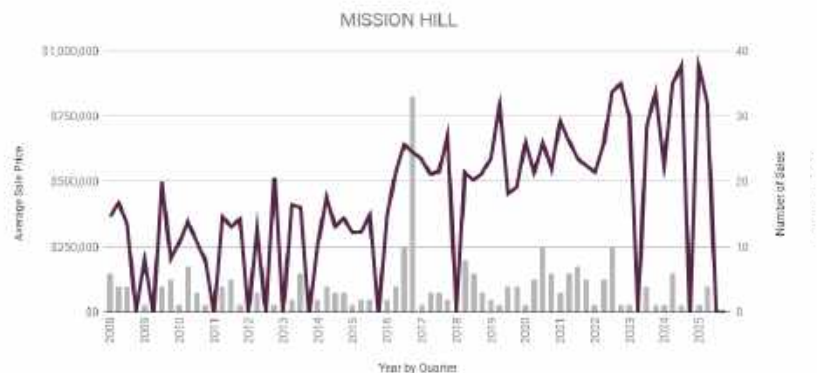
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$542	\$770	\$772	\$0	vs.	\$0	N/C
AVERAGE SALES PRICE	\$561,100	\$875,000	\$840,050	\$0	vs.	\$0	N/C
AVERAGE SALES PRICE VS. LIST PRICE	100.3%	97.33%	88.51%	0%	vs.	0%	N/C
AVERAGE DOM (DAYS ON MARKET)	38	104	15	0	vs.	0	N/C
TOTAL TRANSACTIONS	5	1	1	0	vs.	0	N/C
TOTAL DOLLAR VOLUME SOLD	\$2,805,500	\$875,000	\$840,000	\$0	vs.	\$0	N/C
AVERAGE ABSORPTION RATE	58.33%	70.83%	25%	0%	vs.	0%	N/C
AVERAGE MONTHS INVENTORY SUPPLY	1.71	1.41	4	0	vs.	0	N/C
TOTAL # OF UNITS LISTED	1	2	2	1	vs.	1	N/C

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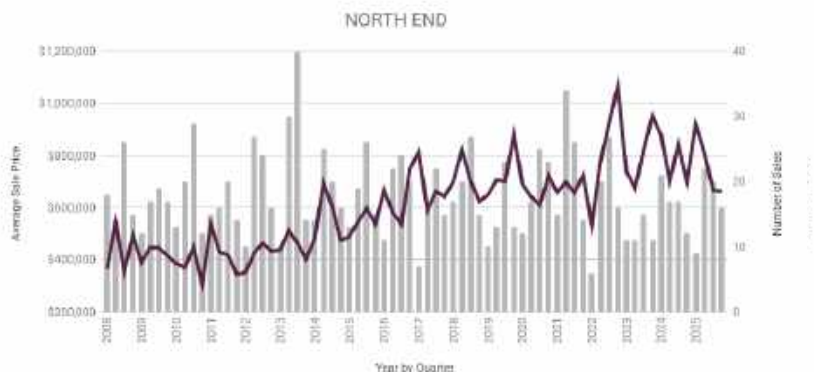
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$972	\$1,011	\$992	\$979	vs.	\$954	- 2.5%
AVERAGE SALES PRICE	\$724,250	\$1,065,125	\$952,840	\$701,000	vs.	\$662,093	- 5.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.22%	98.21%	98.08%	99.34%	vs.	98.18%	- 1.1%
AVERAGE DOM (DAYS ON MARKET)	65	43	45	51	vs.	51	N/C
TOTAL TRANSACTIONS	14	16	11	12	vs.	16	+ 33.3%
TOTAL DOLLAR VOLUME SOLD	\$10,139,500	\$17,042,000	\$10,481,240	\$8,412,000	vs.	\$10,593,500	+ 25.9%
AVERAGE ABSORPTION RATE	82.41%	97.22%	37.12%	58.33%	vs.	64.81%	+ 11.1%
AVERAGE MONTHS INVENTORY SUPPLY	1.21	1.03	2.69	1.71	vs.	1.54	- 9.9%
TOTAL # OF UNITS LISTED	14	16	30	18	vs.	8	- 55.5%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$454	\$495	\$470	\$540	vs.	\$513	- 5%
AVERAGE SALES PRICE	\$565,584	\$579,048	\$669,032	\$603,076	vs.	\$600,962	- .3%
AVERAGE SALES PRICE VS. LIST PRICE	100.26%	99.78%	100.85%	100.53%	vs.	99%	- 1.5%
AVERAGE DOM (DAYS ON MARKET)	33	29	28	47	vs.	40	- 14.8%
TOTAL TRANSACTIONS	40	28	31	29	vs.	29	N/C
TOTAL DOLLAR VOLUME SOLD	\$22,623,373	\$16,213,362	\$20,739,999	\$17,489,216	vs.	\$17,427,900	- .3%
AVERAGE ABSORPTION RATE	435.42%	105.13%	220%	181.25%	vs.	104.17%	- 42.5%
AVERAGE MONTHS INVENTORY SUPPLY	.23	.95	.45	.55	vs.	.96	+ 74.5%
TOTAL # OF UNITS LISTED	30	33	28	22	vs.	29	+ 31.8%

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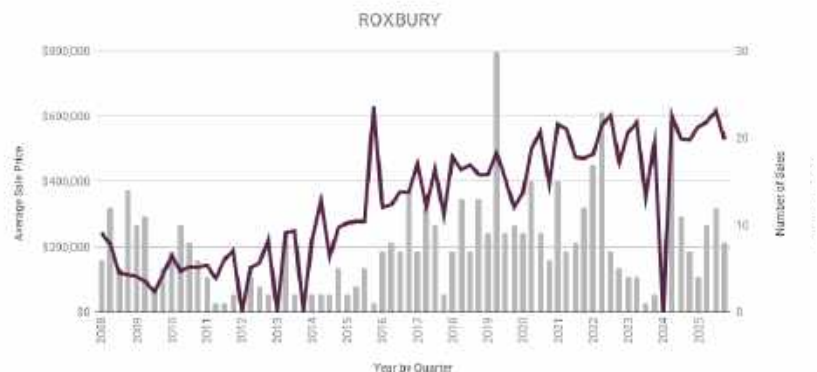


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ROXBURY MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$533	\$462	\$373	\$479	vs.	\$547	+ 14.2%
AVERAGE SALES PRICE	\$471,833	\$459,300	\$517,000	\$528,171	vs.	\$529,000	+ .1%
AVERAGE SALES PRICE VS. LIST PRICE	96.94%	97.43%	98.6%	99.3%	vs.	96.74%	- 2.5%
AVERAGE DOM (DAYS ON MARKET)	29	32	96	60	vs.	74	+ 23.3%
TOTAL TRANSACTIONS	12	5	2	7	vs.	8	+ 14.2%
TOTAL DOLLAR VOLUME SOLD	\$5,662,000	\$2,296,500	\$1,034,000	\$3,697,197	vs.	\$4,320,000	+ 14.4%
AVERAGE ABSORPTION RATE	30.56%	44.44%	14.2%	33.33%	vs.	83.33%	+ 150%
AVERAGE MONTHS INVENTORY SUPPLY	3.27	.69	7	3	vs.	1.2	- 60%
TOTAL # OF UNITS LISTED	23	8	4	10	vs.	16	+ 128.5%

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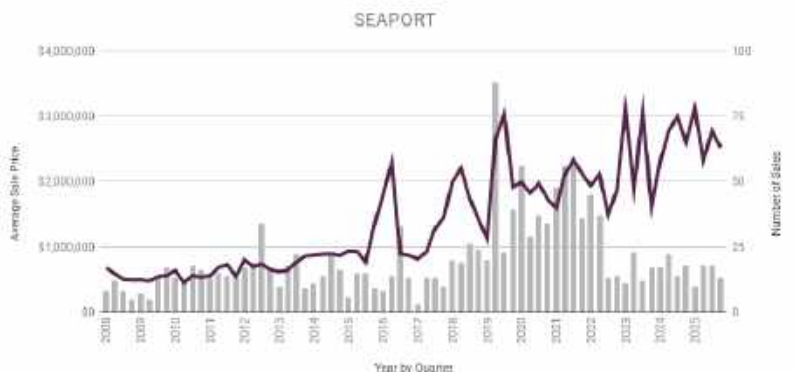


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SEAPORT MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$1,637	\$1,538	\$1,454	\$1,849	vs.	\$1,915	+ 3.5%
AVERAGE SALES PRICE	\$2,117,918	\$1,864,714	\$1,609,915	\$2,606,083	vs.	\$2,522,230	- 3.2%
AVERAGE SALES PRICE VS. LIST PRICE	99.23%	96.76%	97.88%	98.39%	vs.	97.45%	- .9%
AVERAGE DOM (DAYS ON MARKET)	59	73	57	75	vs.	84	+ 12%
TOTAL TRANSACTIONS	36	14	17	18	vs.	13	- 27.7%
TOTAL DOLLAR VOLUME SOLD	\$76,245,050	\$26,106,000	\$27,368,555	\$46,909,500	vs.	\$32,789,000	- 30.1%
AVERAGE ABSORPTION RATE	35.11%	46.43%	15.9%	13.45%	vs.	16.95%	+ 26%
AVERAGE MONTHS INVENTORY SUPPLY	2.85	2.15	6.28	7.44	vs.	5.9	- 20.7%
TOTAL # OF UNITS LISTED	70	17	38	29	vs.	34	+ 17.2%

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SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$792	\$779	\$825	\$797	vs.	\$813	+ 1.9%
AVERAGE SALES PRICE	\$862,315	\$795,906	\$948,311	\$930,245	vs.	\$926,721	- .3%
AVERAGE SALES PRICE VS. LIST PRICE	99.02%	97.04%	98.17%	97.53%	vs.	97.71%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	45	62	47	63	vs.	56	- 11.1%
TOTAL TRANSACTIONS	117	71	58	51	vs.	69	+ 35.2%
TOTAL DOLLAR VOLUME SOLD	\$100,890,899	\$38,203,500	\$55,002,050	\$47,442,500	vs.	\$63,943,799	+ 34.7%
AVERAGE ABSORPTION RATE	113.24%	104.76%	75.95%	64.02%	vs.	70.47%	+ 10%
AVERAGE MONTHS INVENTORY SUPPLY	.88	.95	1.32	1.56	vs.	1.42	- 8.9%
TOTAL # OF UNITS LISTED	101	71	75	75	vs.	85	+ 13.3%

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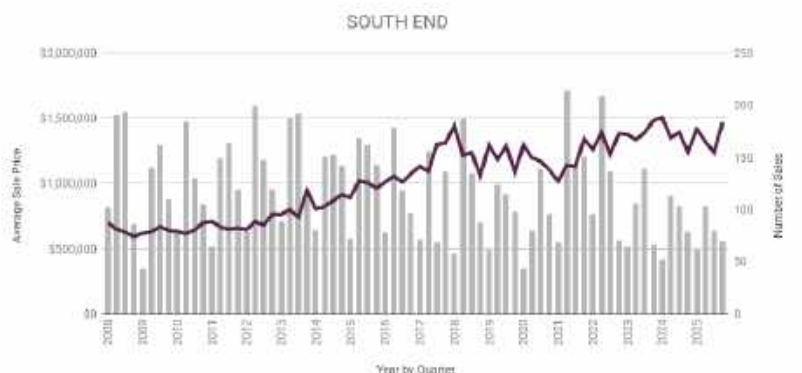
SOUTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$1,116	\$1,169	\$1,172	\$1,094	vs.	\$1,152	+ 5.3%
AVERAGE SALES PRICE	\$1,134,906	\$1,381,827	\$1,484,578	\$1,245,290	vs.	\$1,469,197	+ 17.9%
AVERAGE SALES PRICE VS. LIST PRICE	100%	99.74%	98.91%	98.96%	vs.	97.79%	- 1.1%
AVERAGE DOM (DAYS ON MARKET)	46	40	44	64	vs.	51	- 20.3%
TOTAL TRANSACTIONS	151	71	66	79	vs.	70	- 11.3%
TOTAL DOLLAR VOLUME SOLD	\$202,778,942	\$98,109,750	\$97,982,153	\$98,377,968	vs.	\$102,843,853	+ 4.5%
AVERAGE ABSORPTION RATE	72.26%	75.88%	73.6%	78.6%	vs.	44.44%	- 43.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.38	1.32	1.37	1.27	vs.	2.25	+ 77.1%
TOTAL # OF UNITS LISTED	111	107	76	80	vs.	88	+ 10%

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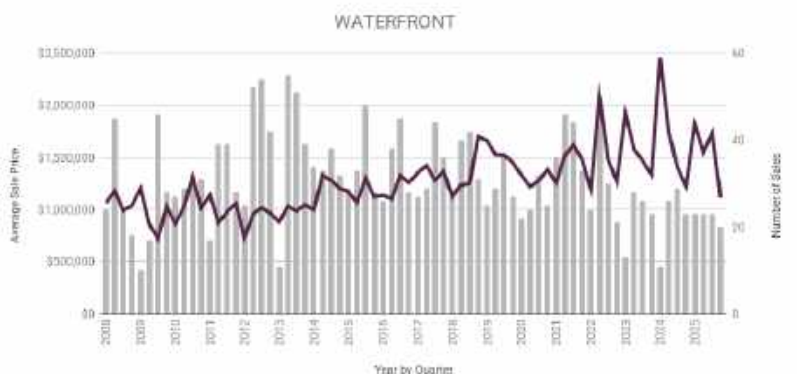


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WATERFRONT MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$1,062	\$1,004	\$1,083	\$1,008	vs.	\$899	- 10.7%
AVERAGE SALES PRICE	\$1,479,669	\$1,270,909	\$1,333,739	\$1,227,102	vs.	\$1,114,073	- 9.2%
AVERAGE SALES PRICE VS. LIST PRICE	97.1%	95.57%	97.35%	96.39%	vs.	96.93%	+ .5%
AVERAGE DOM (DAYS ON MARKET)	66	97	68	101	vs.	63	- 37.6%
TOTAL TRANSACTIONS	33	21	23	23	vs.	20	- 13%
TOTAL DOLLAR VOLUME SOLD	\$48,829,100	\$26,689,100	\$30,676,000	\$28,223,360	vs.	\$22,281,474	- 21%
AVERAGE ABSORPTION RATE	45.98%	60.78%	25.83%	22.47%	vs.	44.69%	+ 98.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.18	1.65	3.87	4.45	vs.	2.24	- 49.6%
TOTAL # OF UNITS LISTED	23	16	30	25	vs.	38	+ 52%

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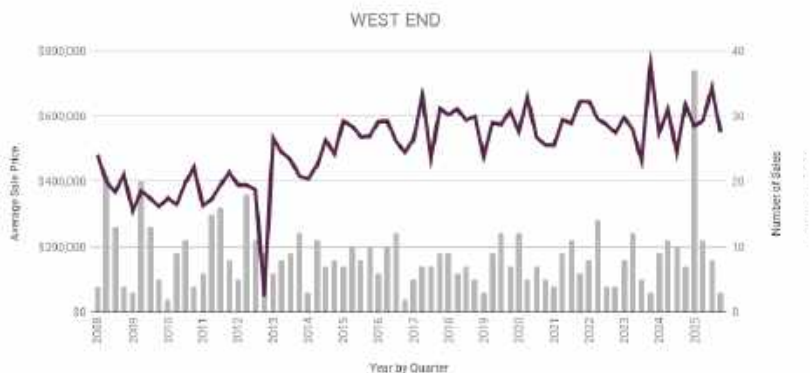
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$663	\$534	\$607	\$658	vs.	\$594	- 9.7%
AVERAGE SALES PRICE	\$646,333	\$549,750	\$758,000	\$634,428	vs.	\$551,000	- 13.1%
AVERAGE SALES PRICE VS. LIST PRICE	98.28%	95.94%	92.89%	99.31%	vs.	95.61%	- 3.7%
AVERAGE DOM (DAYS ON MARKET)	41	125	101	53	vs.	124	+ 133.9%
TOTAL TRANSACTIONS	6	4	3	7	vs.	3	- 57.1%
TOTAL DOLLAR VOLUME SOLD	\$3,878,000	\$2,199,000	\$2,274,000	\$4,441,000	vs.	\$1,653,000	- 62.7%
AVERAGE ABSORPTION RATE	25.83%	16.67%	48.33%	44.05%	vs.	30.21%	- 31.4%
AVERAGE MONTHS INVENTORY SUPPLY	3.87	6	2.07	2.27	vs.	3.31	+ 45.8%
TOTAL # OF UNITS LISTED	12	6	5	8	vs.	5	- 37.5%

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WEST ROXBURY MARKET DATA

	Q4:21	Q4:22	Q4:23	Year-Over-Year			Change
				Q4:24	vs.	Q4:25	
AVERAGE PRICE PER FOOT	\$419	\$482	\$506	\$518	vs.	\$512	- .9%
AVERAGE SALES PRICE	\$478,080	\$732,440	\$578,261	\$570,852	vs.	\$539,400	- 5.5%
AVERAGE SALES PRICE VS. LIST PRICE	101.15%	100.41%	99.5%	98.92%	vs.	98.03%	- .9%
AVERAGE DOM (DAYS ON MARKET)	39	22	45	34	vs.	58	+ 70.5%
TOTAL TRANSACTIONS	18	27	21	17	vs.	17	N/C
TOTAL DOLLAR VOLUME SOLD	\$8,605,450	\$19,775,900	\$12,143,500	\$9,704,500	vs.	\$9,704,500	- 20%
AVERAGE ABSORPTION RATE	195.83%	200%	118.06%	63.1%	vs.	58.33%	- 7.5%
AVERAGE MONTHS INVENTORY SUPPLY	.51	.50	.85	1.58	vs.	1.71	+ 8.2%
TOTAL # OF UNITS LISTED	12	27	11	17	vs.	19	+ 11.7%

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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 02 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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