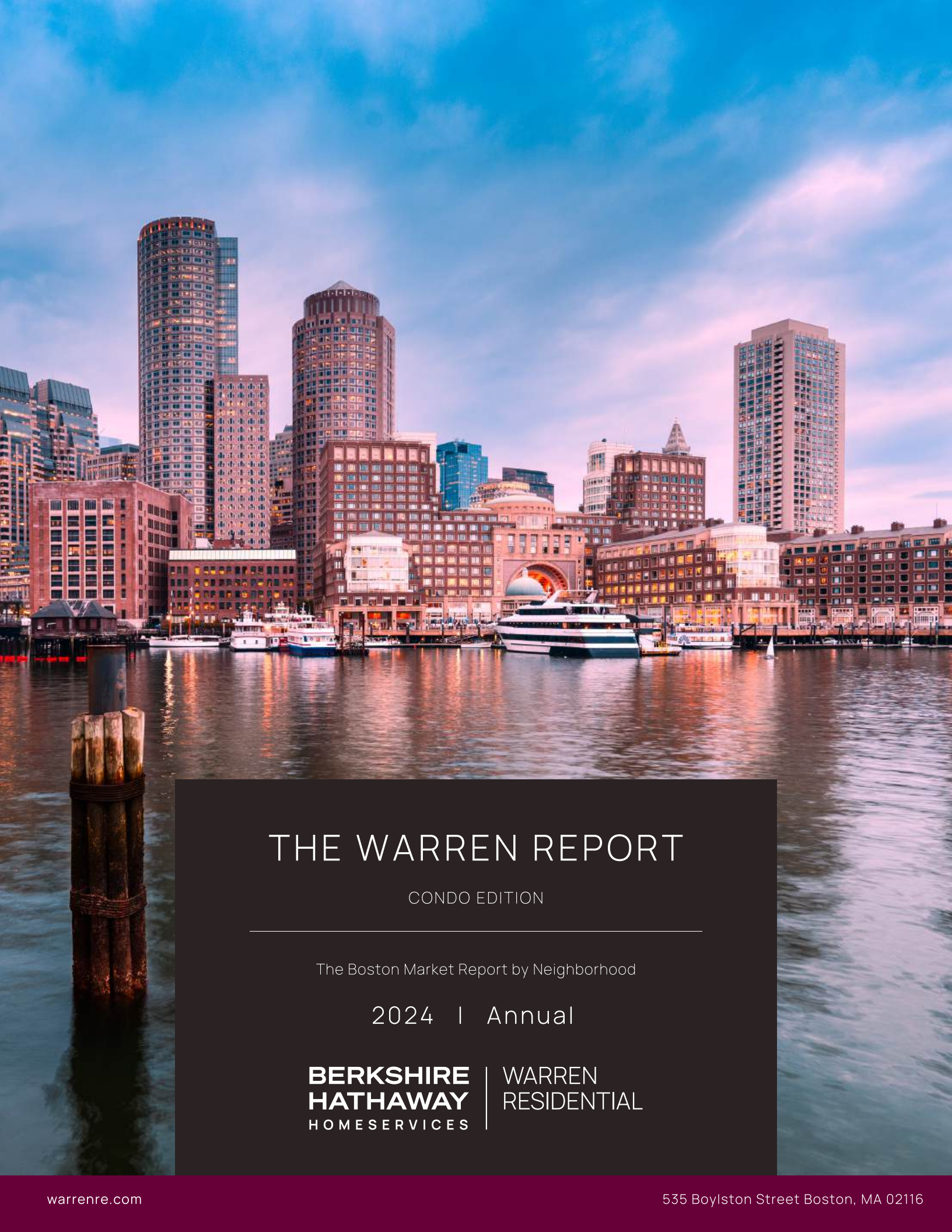




THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2024 | Annual

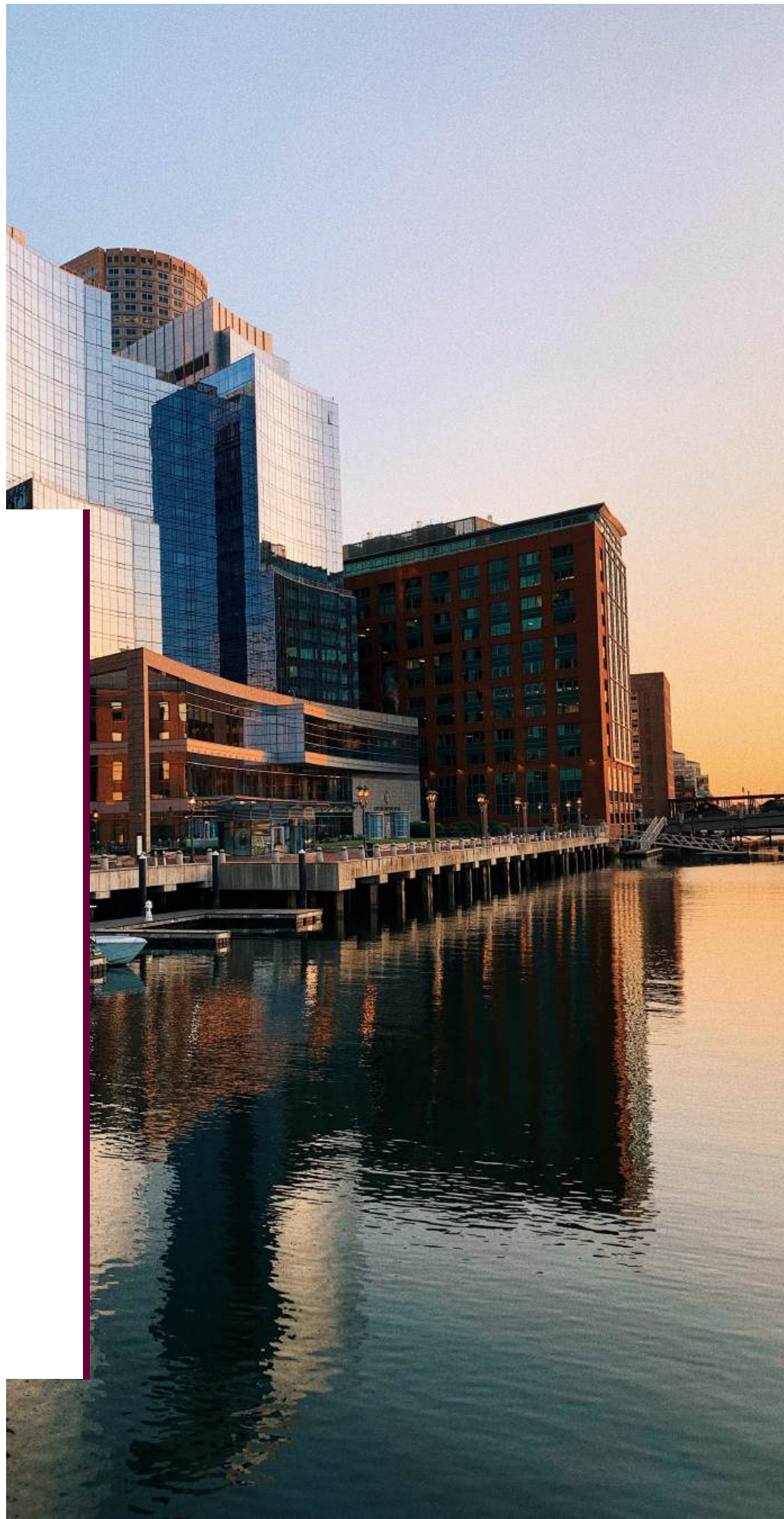
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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



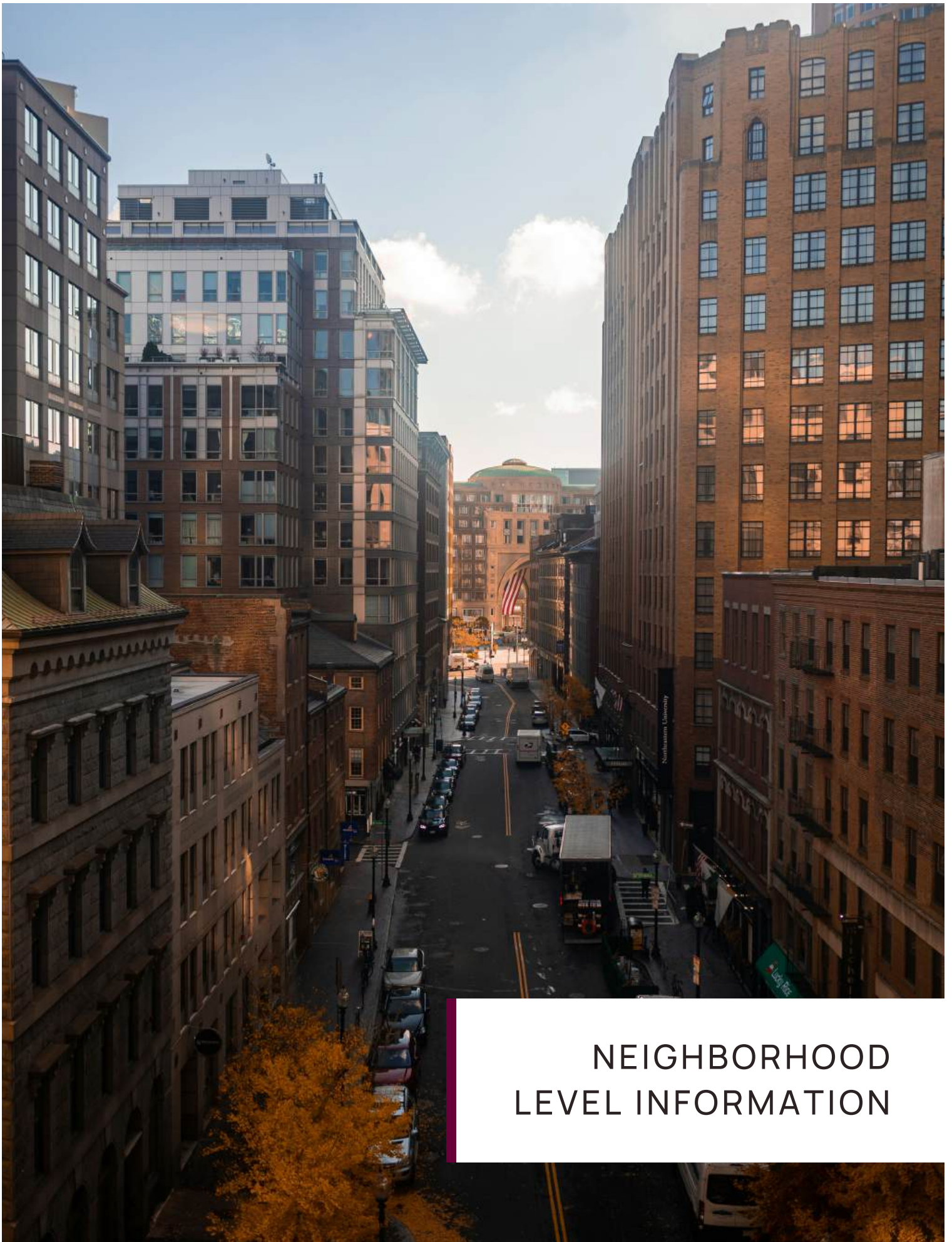
BOSTON MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$755	\$831	\$843	\$897	vs.	\$923	+ 2.9%
AVERAGE SALES PRICE	\$860,960	\$927,983	\$984,202	\$1,097,166	vs.	\$1,075,193	- 2%
AVERAGE SALES PRICE VS. LIST PRICE	98.17%	98.53%	99.09%	98.31%	vs.	98.46%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	50	59	46	48	vs.	51	+ 6.2%
TOTAL TRANSACTIONS	4,160	5,920	4,501	3,597	vs.	3,449	- 4.1%
TOTAL DOLLAR VOLUME SOLD	\$3,581,597,718	\$5,493,662,142	\$4,429,893,922	\$3,946,508,800	vs.	\$3,708,341,726	- 6%
AVERAGE ABSORPTION RATE	34.14%	85.05%	66.59%	55.72%	vs.	47.18%	- 15.3%
AVERAGE MONTHS INVENTORY SUPPLY	2.93	1.18	1.5	1.79	vs.	2.12	+ 18.4%
TOTAL # OF UNITS LISTED	7,762	7,685	6,731	5,392	vs.	5,789	+ 7.3%

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NEIGHBORHOOD LEVEL INFORMATION

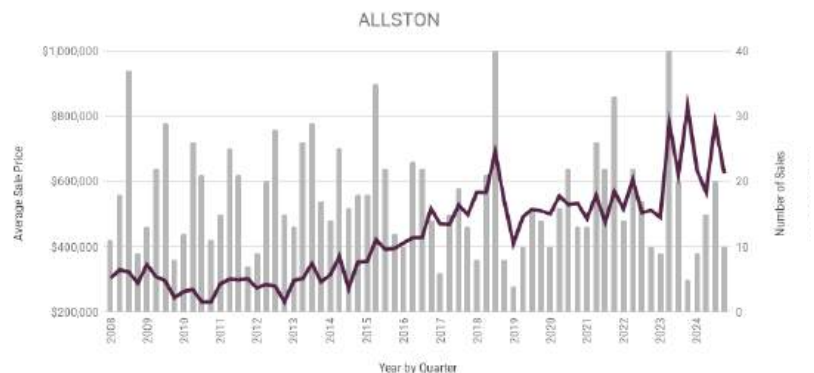
ALLSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$622	\$637	\$654	\$806	vs.	\$711	- 11.8%
AVERAGE SALES PRICE	\$531,850	\$536,524	\$546,722	\$701,234	vs.	\$667,262	- 4.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.44%	99.37%	99.71%	99.73%	vs.	99.7%	- .1%
AVERAGE DOM (DAYS ON MARKET)	38	47	45	44	vs.	37	- 15.9%
TOTAL TRANSACTIONS	63	95	10	75	vs.	54	- 28%
TOTAL DOLLAR VOLUME SOLD	\$33,506,550	\$50,969,797	\$36,630,422	\$52,592,571	vs.	\$36,032,200	- 31.4%
AVERAGE ABSORPTION RATE	41.03%	98.96%	42.95%	89.29%	vs.	45%	- 49.6%
AVERAGE MONTHS INVENTORY SUPPLY	2.44	1.01	2.33	1.12	vs.	2.22	+ 98.2%
TOTAL # OF UNITS LISTED	22	20	17	80	vs.	88	+ 10%

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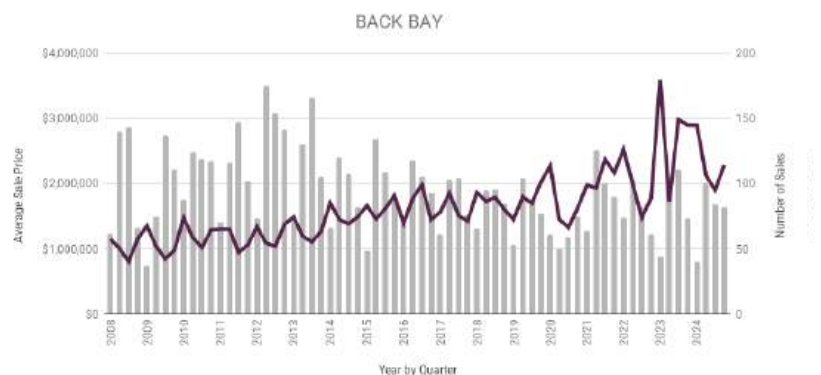
BACK BAY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,231	\$1,309	\$1,353	\$1,565	vs.	\$1,536	- 1.8%
AVERAGE SALES PRICE	\$1,677,649	\$2,106,741	\$1,933,949	\$2,643,666	vs.	\$2,206,614	- 16.5%
AVERAGE SALES PRICE VS. LIST PRICE	95.52%	95.09%	97.46%	95.95%	vs.	96.82%	+ .9%
AVERAGE DOM (DAYS ON MARKET)	72	85	62	64	vs.	68	+ 6.2%
TOTAL TRANSACTIONS	244	382	323	332	vs.	306	- 7.8%
TOTAL DOLLAR VOLUME SOLD	\$409,346,539	\$804,775,421	\$624,665,814	\$877,697,278	vs.	\$675,224,000	- 23%
AVERAGE ABSORPTION RATE	17.37%	50.66%	36.49%	38.97%	vs.	34.46%	- 11.5%
AVERAGE MONTHS INVENTORY SUPPLY	5.76	1.97	2.74	2.57	vs.	2.9	+ 12.8%
TOTAL # OF UNITS LISTED	508	538	513	504	vs.	524	+ 3.9%

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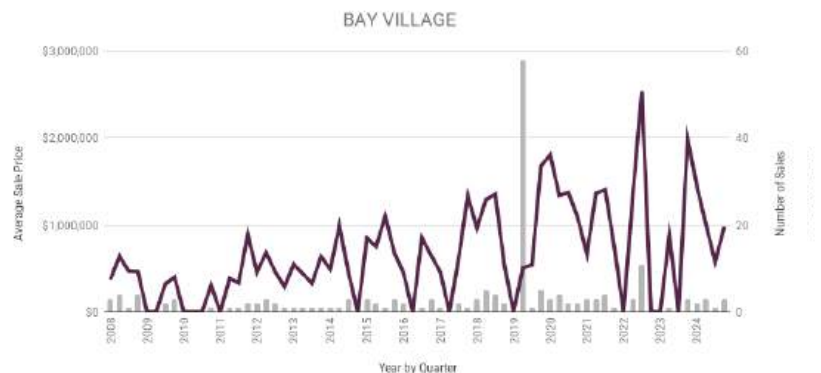
BAY VILLAGE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,116	\$1,020	\$1,155	\$1,125	vs.	\$1,214	+ 7.8%
AVERAGE SALES PRICE	\$1,426,000	\$1,111,916	\$2,280,607	\$1,712,500	vs.	\$1,046,111	- 38.9%
AVERAGE SALES PRICE VS. LIST PRICE	100.27%	99.3%	100.27%	97.33%	vs.	97.55%	+ .2%
AVERAGE DOM (DAYS ON MARKET)	79	91	21	93	vs.	60	- 35.4%
TOTAL TRANSACTIONS	11	12	14	4	vs.	9	+ 125%
TOTAL DOLLAR VOLUME SOLD	\$15,686,500	\$13,343,000	\$31,928,500	\$6,850,000	vs.	\$9,415,000	+ 37.4%
AVERAGE ABSORPTION RATE	30.56%	100%	58.33%	16.67%	vs.	75%	+ 349.9%
AVERAGE MONTHS INVENTORY SUPPLY	3.27	1	1.71	6	vs.	1.33	- 77.8%
TOTAL # OF UNITS LISTED	20	20	12	10	vs.	9	- 10%

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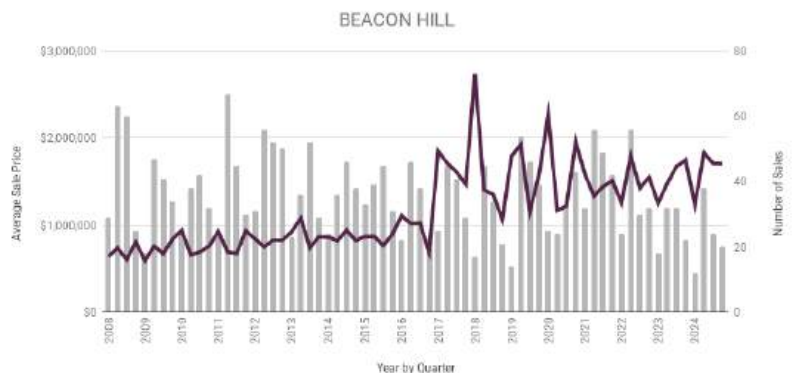


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BEACON HILL MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,144	\$1,210	\$1,241	\$1,261	vs.	\$1,345	+ 6.6%
AVERAGE SALES PRICE	\$1,602,473	\$1,440,759	\$1,594,078	\$1,518,862	vs.	\$1,661,831	+ 9.4%
AVERAGE SALES PRICE VS. LIST PRICE	95.55%	95.49%	96.87%	96.89%	vs.	97.96%	+ 1.1%
AVERAGE DOM (DAYS ON MARKET)	53	67	52	64	vs.	50	- 21.8%
TOTAL TRANSACTIONS	126	181	144	109	vs.	98	- 10%
TOTAL DOLLAR VOLUME SOLD	\$209,471,624	\$260,777,424	\$229,547,290	\$165,556,048	vs.	\$162,859,514	- 1.6%
AVERAGE ABSORPTION RATE	23.7%	52.01%	37.5%	56.7%	vs.	29.17%	- 28.1%
AVERAGE MONTHS INVENTORY SUPPLY	4.22	1.92	2.67	1.76	vs.	3.43	+ 92.7%
TOTAL # OF UNITS LISTED	244	250	223	156	vs.	195	+ 25%

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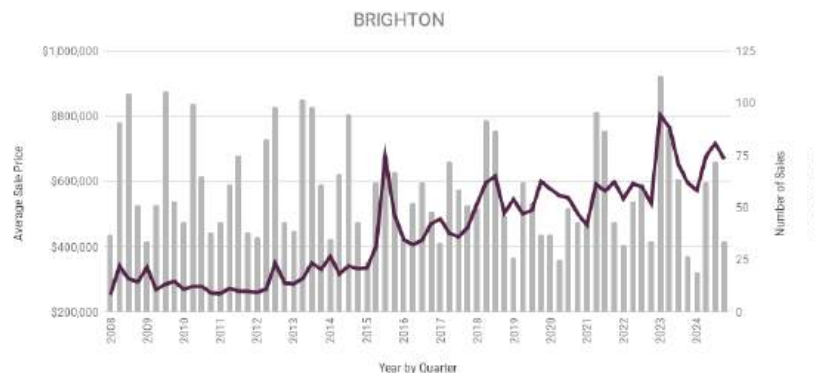
BRIGHTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$596	\$659	\$679	\$864	vs.	\$775	- 10.2%
AVERAGE SALES PRICE	\$546,951	\$566,253	\$570,789	\$740,429	vs.	\$685,462	- 7.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.8%	99.4%	99.84%	100.64%	vs.	99.54%	- .8%
AVERAGE DOM (DAYS ON MARKET)	40	52	51	33	vs.	44	+ 33.3%
TOTAL TRANSACTIONS	158	271	184	293	vs.	193	- 34.1%
TOTAL DOLLAR VOLUME SOLD	\$86,418,376	\$153,454,650	\$105,025,235	\$216,943,782	vs.	\$132,294,330	- 39%
AVERAGE ABSORPTION RATE	34.65%	86.54%	73.02%	97.6%	vs.	64.33%	- 34.1%
AVERAGE MONTHS INVENTORY SUPPLY	2.89	1.16	1.37	1.02	vs.	1.55	+ 51.9%
TOTAL # OF UNITS LISTED	283	414	403	290	vs.	281	- 3.1%

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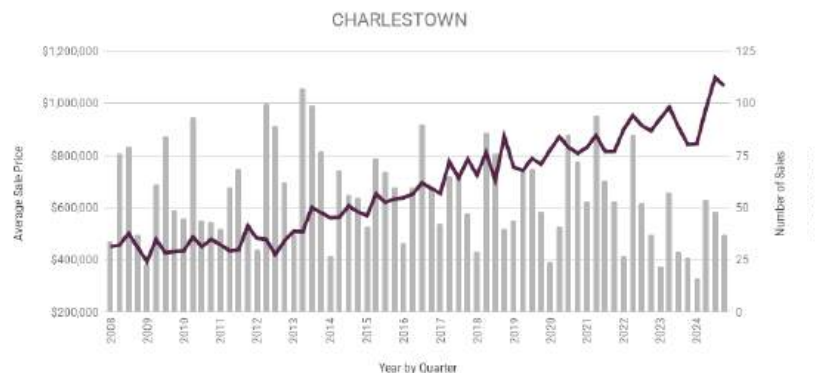
CHARLESTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$769	\$773	\$824	\$834	vs.	\$895	+ 7.3%
AVERAGE SALES PRICE	\$829,804	\$841,562	\$921,707	\$934,696	vs.	\$1,034,862	+ 10.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.63%	100.41%	100.94%	100%	vs.	101.55%	+ 1.5%
AVERAGE DOM (DAYS ON MARKET)	32	40	31	35	vs.	28	- 20%
TOTAL TRANSACTIONS	222	265	205	136	vs.	158	+ 16.1%
TOTAL DOLLAR VOLUME SOLD	\$184,216,674	\$223,014,078	\$188,949,976	\$127,118,780	vs.	\$163,508,351	+ 28.6%
AVERAGE ABSORPTION RATE	51.39%	184.03%	155.3%	226.67%	vs.	131.67%	- 41.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.95	.54	.64	.44	vs.	.76	+ 72.7%
TOTAL # OF UNITS LISTED	327	299	259	175	vs.	201	+ 14.8%

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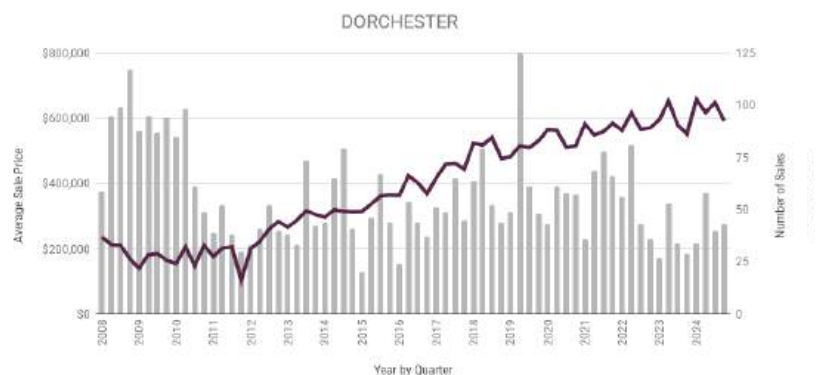
DORCHESTER MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$450	\$478	\$483	\$510	vs.	\$524	+ 2.8%
AVERAGE SALES PRICE	\$534,950	\$564,981	\$585,034	\$601,313	vs.	\$624,916	+ 3.9%
AVERAGE SALES PRICE VS. LIST PRICE	99.66%	99.91%	100.13%	100.14%	vs.	99.29%	- .8%
AVERAGE DOM (DAYS ON MARKET)	41	41	40	41	vs.	47	+ 14.6%
TOTAL TRANSACTIONS	222	252	216	148	vs.	174	+ 17.5%
TOTAL DOLLAR VOLUME SOLD	\$118,758,979	\$142,375,348	\$126,367,534	\$88,994,355	vs.	\$108,735,389	+ 22.1%
AVERAGE ABSORPTION RATE	71.15%	95.83%	105.88%	41.11%	vs.	72.5%	+ 76.3%
AVERAGE MONTHS INVENTORY SUPPLY	1.41	1.04	.94	2.43	vs.	1.38	- 43.2%
TOTAL # OF UNITS LISTED	299	352	268	262	vs.	241	- 8%

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DOWNTOWN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,051	\$981	\$1,113	\$1,467	vs.	\$1,413	- 3.6%
AVERAGE SALES PRICE	\$1,581,408	\$1,315,114	\$1,640,201	\$2,252,792	vs.	\$2,158,091	- 4.2%
AVERAGE SALES PRICE VS. LIST PRICE	94.72%	96.12%	95.71%	97.97%	vs.	97.39%	- .5%
AVERAGE DOM (DAYS ON MARKET)	97	125	95	69	vs.	93	+ 34.7%
TOTAL TRANSACTIONS	76	109	108	132	vs.	114	- 13.6%
TOTAL DOLLAR VOLUME SOLD	\$120,187,078	\$143,347,479	\$177,141,759	\$297,368,675	vs.	\$246,022,395	- 17.2%
AVERAGE ABSORPTION RATE	9.31%	22.15%	15.79%	16.42%	vs.	17.92%	+ 9.1%
AVERAGE MONTHS INVENTORY SUPPLY	10.74	4.51	6.33	6.09	vs.	5.58	- 8.3%
TOTAL # OF UNITS LISTED	212	190	261	322	vs.	305	- 5.2%

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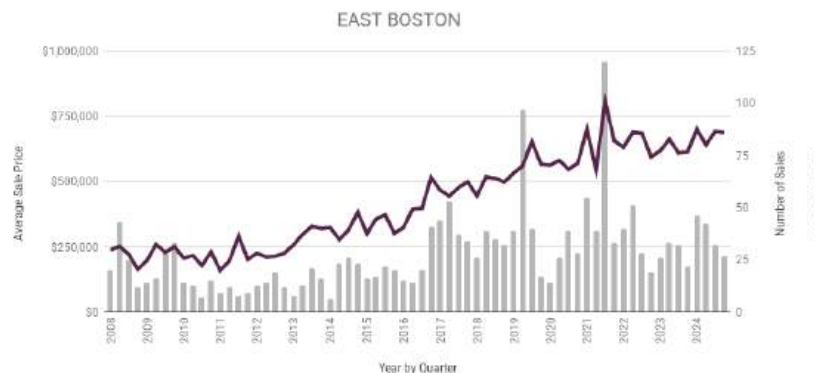
EAST BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$591	\$824	\$679	\$637	vs.	\$696	+ 9.1%
AVERAGE SALES PRICE	\$564,468	\$755,303	\$655,127	\$623,843	vs.	\$680,547	+ 9%
AVERAGE SALES PRICE VS. LIST PRICE	98.76%	99.74%	99.71%	99.44%	vs.	99.47%	+ .3%
AVERAGE DOM (DAYS ON MARKET)	61	167	48	51	vs.	64	+ 25.4%
TOTAL TRANSACTIONS	109	369	140	115	vs.	149	+ 29.5
TOTAL DOLLAR VOLUME SOLD	\$61,527,027	\$278,707,051	\$91,717,907	\$71,741,997	vs.	\$101,401,639	+ 41.3%
AVERAGE ABSORPTION RATE	17.14%	113.8%	48.61%	63.89%	vs.	41.39%	- 35.2%
AVERAGE MONTHS INVENTORY SUPPLY	5.83	.88	2.06	1.57	vs.	2.42	+ 54.1%
TOTAL # OF UNITS LISTED	288	335	238	179	vs.	243	+ 35.7%

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FENWAY / KENMORE

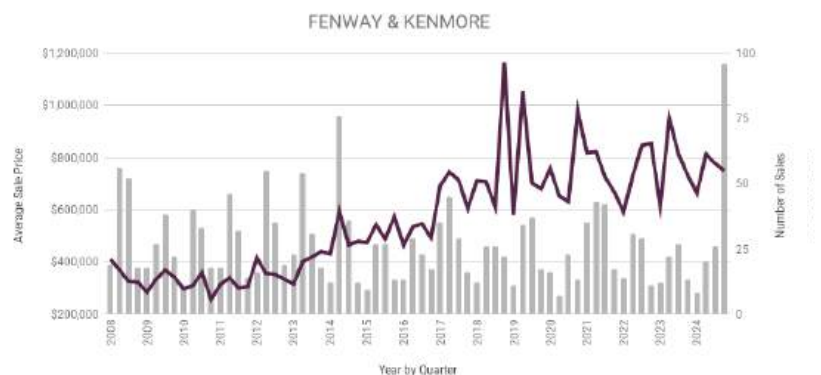
MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$969	\$967	\$998	\$1,102	vs.	\$1,098	+ 8.4%
AVERAGE SALES PRICE	\$794,145	\$750,736	\$769,689	\$807,403	vs.	\$762,790	- 5.5%
AVERAGE SALES PRICE VS. LIST PRICE	97.7%	98.89%	99.5%	99.35%	vs.	98.74%	- .6%
AVERAGE DOM (DAYS ON MARKET)	43	47	44	41	vs.	47	+ 14.6%
TOTAL TRANSACTIONS	61	139	87	74	vs.	68	- 8.1%
TOTAL DOLLAR VOLUME SOLD	\$45,796,936	\$106,986,811	\$65,520,326	\$59,747,838	vs.	\$51,869,723	- 13.1%
AVERAGE ABSORPTION RATE	29.9%	144.79%	145%	88.1%	vs.	56.67%	- 35.8%
AVERAGE MONTHS INVENTORY SUPPLY	3.34	.69	.69	1.14	vs.	1.76	+ 54.3%
TOTAL # OF UNITS LISTED	153	167	114	104	vs.	115	+ 10.5%

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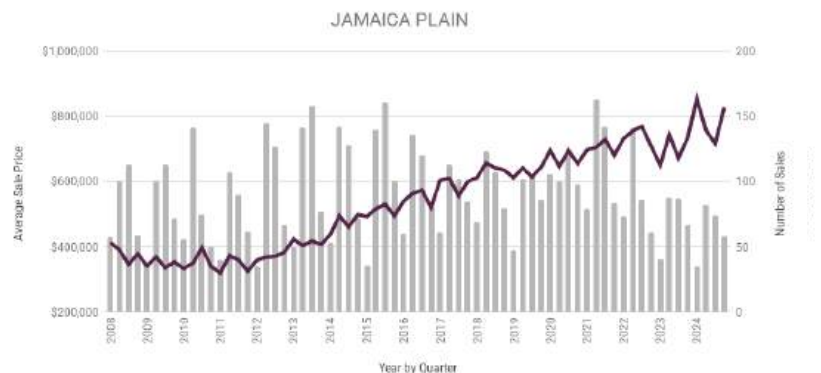


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JAMAICA PLAIN MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$571	\$501	\$615	\$617	vs.	\$652	+ 5.8%
AVERAGE SALES PRICE	\$674,076	\$706,342	\$741,943	\$706,115	vs.	\$774,049	+ 9.6%
AVERAGE SALES PRICE VS. LIST PRICE	100.85%	102.23%	103.41%	101.41%	vs.	101.62%	+ .2%
AVERAGE DOM (DAYS ON MARKET)	40	34	29	40	vs.	38	- 5%
TOTAL TRANSACTIONS	428	524	364	287	vs.	250	- 12.8%
TOTAL DOLLAR VOLUME SOLD	\$288,504,592	\$329,861,887	\$270,067,441	\$202,655,194	vs.	\$193,512,280	- 4.5%
AVERAGE ABSORPTION RATE	70.26%	243.23%	104.6%	170.83%	vs.	104.17%	- 39%
AVERAGE MONTHS INVENTORY SUPPLY	1.42	.41	.96	.59	vs.	.96	+ 62.7%
TOTAL # OF UNITS LISTED	506	524	459	362	vs.	335	- 7.4%

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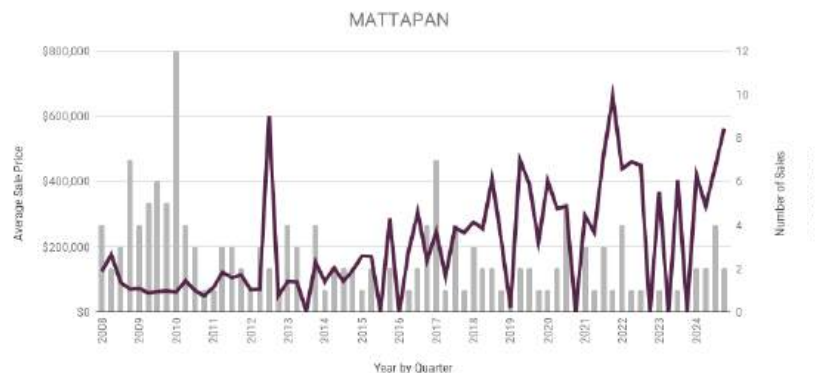
MATTAPAN MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$340	\$294	\$339	\$410	vs.	\$346	- 15.4%
AVERAGE SALES PRICE	\$331,618	\$402,875	\$444,333	\$390,666	vs.	\$437,950	+ 12.1%
AVERAGE SALES PRICE VS. LIST PRICE	102.52%	100.44%	101.68%	100.34%	vs.	102.09%	+ 1.7%
AVERAGE DOM (DAYS ON MARKET)	46	42	43	45	vs.	44	- 2.2%
TOTAL TRANSACTIONS	8	8	6	3	vs.	10	+ 233.3%
TOTAL DOLLAR VOLUME SOLD	\$2,652,950	\$3,223,000	\$2,666,000	\$1,172,000	vs.	\$4,379,500	+ 273.6%
AVERAGE ABSORPTION RATE	33.3%	13.3%	0%	25%	vs.	20.83%	- 16.6%
AVERAGE MONTHS INVENTORY SUPPLY	3	7.5	0	4	vs.	4.8	+ 20%
TOTAL # OF UNITS LISTED	12	15	10	6	vs.	16	+ 166.6%

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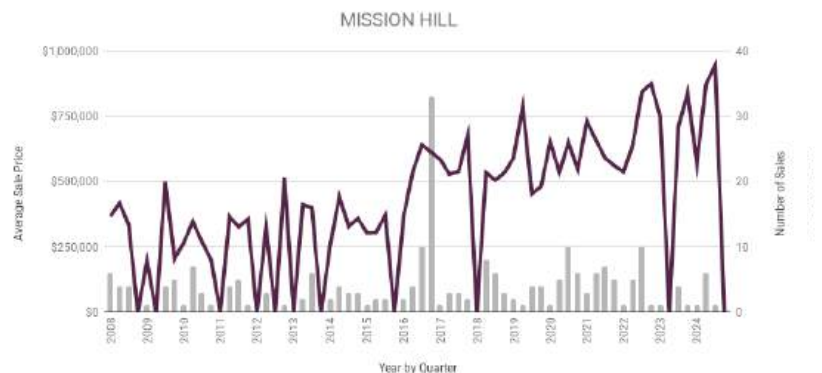
MISSION HILL MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$548	\$557	\$724	\$589	vs.	\$702	+ 19.2%
AVERAGE SALES PRICE	\$595,471	\$622,280	\$767,552	\$739,166	vs.	\$845,000	+ 14.3%
AVERAGE SALES PRICE VS. LIST PRICE	99.07%	100.86%	98.84%	95.13%	vs.	99.3%	+ 4.3%
AVERAGE DOM (DAYS ON MARKET)	64	30	50	24	vs.	40	+ 66.6%
TOTAL TRANSACTIONS	22	21	17	6	vs.	8	+ 33.3%
TOTAL DOLLAR VOLUME SOLD	\$13,100,380	\$13,067,900	\$13,048,399	\$4,435,000	vs.	\$6,760,000	+ 52.4%
AVERAGE ABSORPTION RATE	91.67%	58.33%	70.83%	25%	vs.	0%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	1.09	1.71	1.41	4	vs.	0	N/A
TOTAL # OF UNITS LISTED	41	26	28	17	vs.	13	- 23.5%

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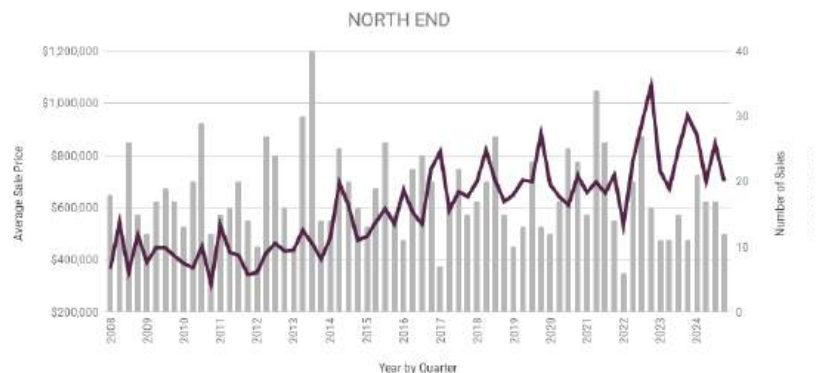
NORTH END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$896	\$899	\$982	\$987	vs.	\$1,034	+ 4.7%
AVERAGE SALES PRICE	\$664,635	\$683,324	\$876,723	\$809,307	vs.	\$816,418	+ .8%
AVERAGE SALES PRICE VS. LIST PRICE	97.4%	97.59%	97.95%	98.33%	vs.	98.53%	+ .2%
AVERAGE DOM (DAYS ON MARKET)	46	60	50	49	vs.	52	+ 6.1%
TOTAL TRANSACTIONS	78	89	70	49	vs.	70	+ 42.8%
TOTAL DOLLAR VOLUME SOLD	\$51,841,598	\$60,815,916	\$61,370,649	\$39,565,050	vs.	\$57,149,299	+ 44.1%
AVERAGE ABSORPTION RATE	32.92%	82.41%	97.22%	37.12%	vs.	58.33%	+ 57.1%
AVERAGE MONTHS INVENTORY SUPPLY	3.04	1.21	1.03	2.69	vs.	1.71	- 36.4%
TOTAL # OF UNITS LISTED	148	108	100	102	vs.	106	+ 3.9%

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ROSLINDALE MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$436	\$488	\$485	\$512	vs.	\$533	+ 4.1%
AVERAGE SALES PRICE	\$515,848	\$572,412	\$621,313	\$617,517	vs.	\$655,648	+ 6.1%
AVERAGE SALES PRICE VS. LIST PRICE	101.82%	101.7%	102.81%	100.88%	vs.	102.49%	+ 1.5%
AVERAGE DOM (DAYS ON MARKET)	30	33	26	31	vs.	34	+ 9.6%
TOTAL TRANSACTIONS	189	209	164	132	vs.	87	- 34%
TOTAL DOLLAR VOLUME SOLD	\$97,495,385	\$119,634,146	\$101,895,466	\$81,512,299	vs.	\$57,041,416	- 30%
AVERAGE ABSORPTION RATE	98.44%	435.42%	105.13%	220%	vs.	181.25%	- 17.6%
AVERAGE MONTHS INVENTORY SUPPLY	1.02	.23	.95	.45	vs.	.55	+ 22.2%
TOTAL # OF UNITS LISTED	240	224	208	143	vs.	113	- 20.9%

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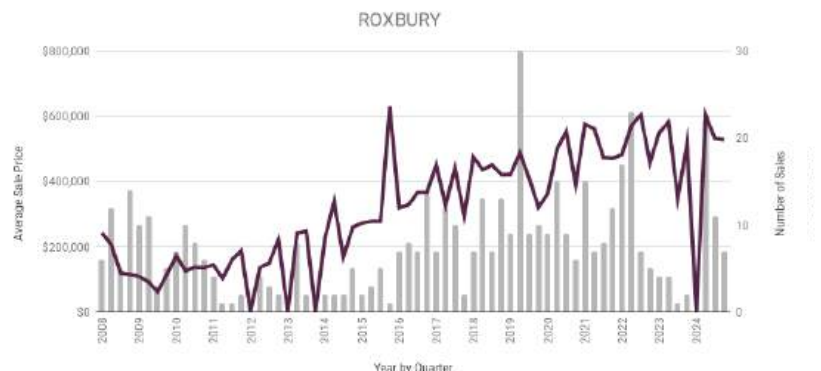


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ROXBURY MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$401	\$471	\$548	\$416	vs.	\$636	+ 52.8%
AVERAGE SALES PRICE	\$463,226	\$525,290	\$536,1474	\$556,375	vs.	\$570,228	+ 2.4%
AVERAGE SALES PRICE VS. LIST PRICE	99.55%	99.93%	99.64%	97.82%	vs.	99.17%	+ 1.3%
AVERAGE DOM (DAYS ON MARKET)	42	44	63	74	vs.	55	- 25.6%
TOTAL TRANSACTIONS	40	43	52	12	vs.	40	+ 233.3%
TOTAL DOLLAR VOLUME SOLD	\$18,529,052	\$22,587,498	\$27,881,055	\$6,676,500	vs.	\$22,809,123	+ 241.6%
AVERAGE ABSORPTION RATE	47.62%	30.56%	44.44%	14.2%	vs.	33.33%	+ 133.2%
AVERAGE MONTHS INVENTORY SUPPLY	2.1	3.27	.69	7	vs.	3	- 57.1%
TOTAL # OF UNITS LISTED	64	79	66	17	vs.	89	+ 229.6%

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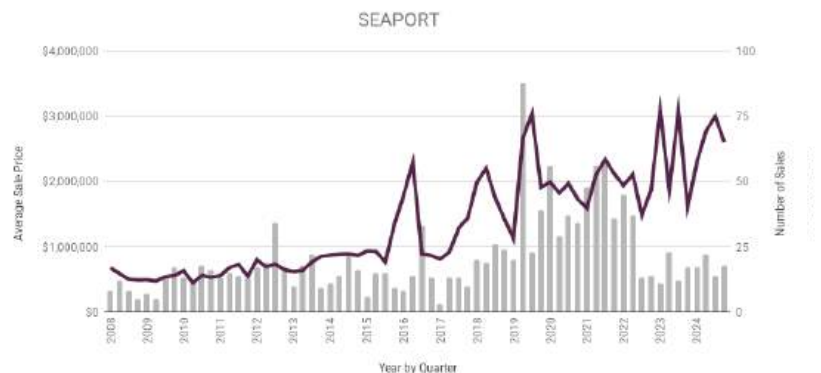


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SEAPORT MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,684	\$1,617	\$1,508	\$1,715	vs.	\$1,738	+ 1.3%
AVERAGE SALES PRICE	\$1,889,284	\$2,051,460	\$1,901,642	\$2,266,416	vs.	\$2,660,408	+ 17.3%
AVERAGE SALES PRICE VS. LIST PRICE	98.76%	98.44%	98.48%	97.5%	vs.	97.43%	- .7%
AVERAGE DOM (DAYS ON MARKET)	52	54	85	69	vs.	81	+ 17.3%
TOTAL TRANSACTIONS	157	198	116	65	vs.	71	+ 9.2%
TOTAL DOLLAR VOLUME SOLD	\$296,617,696	\$406,189,135	\$220,590,515	\$147,317,055	vs.	\$188,889,000	+ 28.2%
AVERAGE ABSORPTION RATE	42.47%	35.11%	46.43%	15.4%	vs.	13.45%	+ 13.7%
AVERAGE MONTHS INVENTORY SUPPLY	2.35	2.85	2.15	6.46	vs.	7.44	+ 18.4%
TOTAL # OF UNITS LISTED	232	325	193	201	vs.	162	- 15.5%

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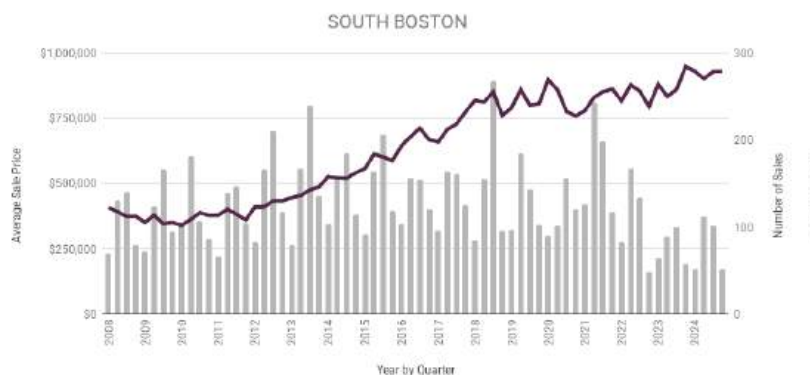
SOUTH BOSTON MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$752	\$772	\$813	\$794	vs.	\$806	+ 1.4%
AVERAGE SALES PRICE	\$813,685	\$832,174	\$856,224	\$872,649	vs.	\$948,629	+ 8.7%
AVERAGE SALES PRICE VS. LIST PRICE	98.31%	98.96%	99.1%	98.42%	vs.	97.91%	- .5%
AVERAGE DOM (DAYS ON MARKET)	58	51	44	46	vs.	50	+ 8.7%
TOTAL TRANSACTIONS	478	692	440	319	vs.	338	+ 5.9%
TOTAL DOLLAR VOLUME SOLD	\$388,941,898	\$575,864,816	\$376,738,626	\$278,375,257	vs.	\$320,636,666	+ 15.8%
AVERAGE ABSORPTION RATE	35.32%	113.24%	104.76%	75.95%	vs.	64.02%	- 15.7%
AVERAGE MONTHS INVENTORY SUPPLY	2.83	.88	.95	1.32	vs.	1.56	+ 18.1%
TOTAL # OF UNITS LISTED	907	830	579	507	vs.	548	+ 8%

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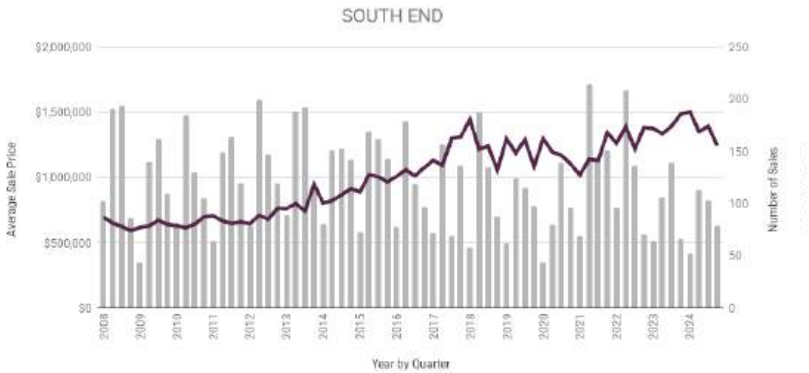


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SOUTH END MARKET DATA

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,019	\$1,072	\$1,142	\$1,127	vs.	\$1,132	+ .4%
AVERAGE SALES PRICE	\$1,172,352	\$1,178,603	\$1,321,424	\$1,389,696	vs.	\$1,364,947	- 1.7%
AVERAGE SALES PRICE VS. LIST PRICE	98.07%	99.51%	100.01%	98.9%	vs.	99.07%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	48	50	41	44	vs.	50	+ 13.6%
TOTAL TRANSACTIONS	361	577	518	378	vs.	349	- 7.6%
TOTAL DOLLAR VOLUME SOLD	\$423,219,378	\$680,054,012	\$684,497,673	\$525,305,133	vs.	\$476,366,580	- 9.3%
AVERAGE ABSORPTION RATE	27.85%	72.26%	76.02%	73.26%	vs.	78.6%	+ 7.2%
AVERAGE MONTHS INVENTORY SUPPLY	3.59	1.38	1.32	1.37	vs.	1.27	- 7.3%
TOTAL # OF UNITS LISTED	790	788	846	549	vs.	586	+ 6.7%

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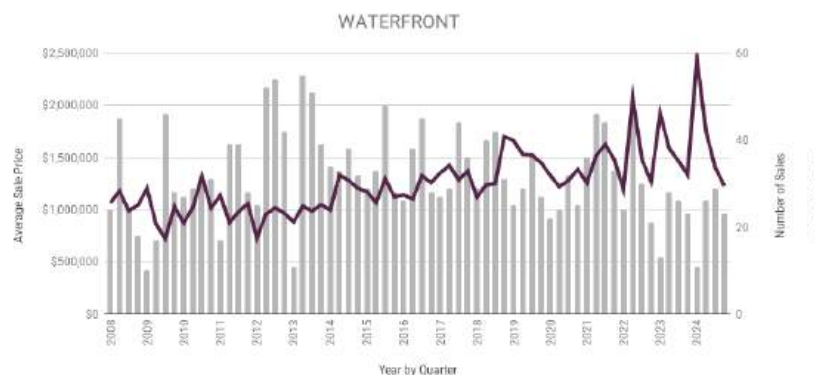
WATERFRONT MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$1,017	\$1,063	\$1,098	\$1,135	vs.	\$1,097	- 3.3%
AVERAGE SALES PRICE	\$1,302,360	\$1,483,420	\$1,617,770	\$1,531,305	vs.	\$1,588,841	+ 3.7%
AVERAGE SALES PRICE VS. LIST PRICE	96.14%	96.83%	96.28%	96.75%	vs.	96.6%	- .1%
AVERAGE DOM (DAYS ON MARKET)	93	88	71	69	vs.	75	+ 8.7%
TOTAL TRANSACTIONS	103	160	124	93	vs.	89	- 4.3%
TOTAL DOLLAR VOLUME SOLD	\$134,143,082	\$237,347,237	\$200,603,600	\$142,411,400	vs.	\$141,406,885	- .7%
AVERAGE ABSORPTION RATE	14.94%	45.98%	60.78%	25.83%	vs.	22.47%	- 13%
AVERAGE MONTHS INVENTORY SUPPLY	6.69	2.18	1.65	3.87	vs.	4.45	+ 14.9%
TOTAL # OF UNITS LISTED	269	229	178	168	vs.	182	+ 8.3%

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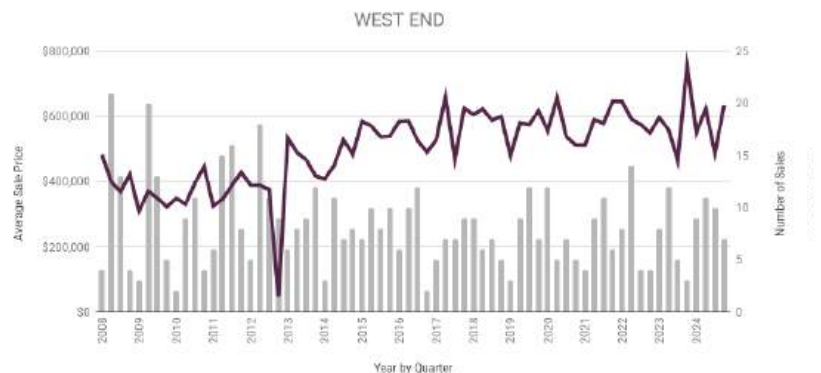
WEST END MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	2024	
AVERAGE PRICE PER FOOT	\$634	\$641	\$644	\$669	vs.	\$631	- 5.6%
AVERAGE SALES PRICE	\$561,464	\$591,552	\$598,191	\$576,334	vs.	\$570,994	- .9%
AVERAGE SALES PRICE VS. LIST PRICE	98.79%	99.2%	98.58%	97.52%	vs.	98.95%	+ 1.4%
AVERAGE DOM (DAYS ON MARKET)	69	54	57	131	vs.	77	- 41.2%
TOTAL TRANSACTIONS	29	31	30	29	vs.	37	+ 27.5%
TOTAL DOLLAR VOLUME SOLD	\$16,282,465	\$18,338,141	\$17,945,750	\$16,713,700	vs.	\$21,126,800	+ 26.4%
AVERAGE ABSORPTION RATE	24.17%	25.83%	16.67%	48.33%	vs.	44.05%	- 8.8%
AVERAGE MONTHS INVENTORY SUPPLY	4.14	3.87	6	2.07	vs.	2.27	+ 9.6%
TOTAL # OF UNITS LISTED	47	59	52	41	vs.	53	+ 29.2%

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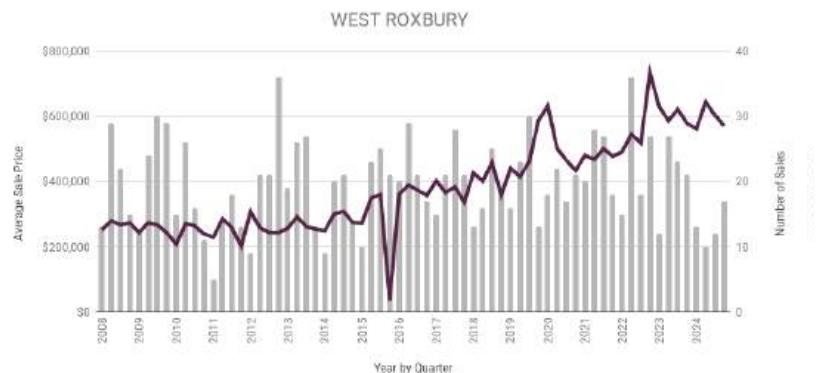
WEST ROXBURY MARKET DATA

**BERKSHIRE
HATHAWAY**
HOMESERVICES

WARREN
RESIDENTIAL

	2020	2021	2022	Year-Over-Year			Change
				2023	vs.	Q4:24	
AVERAGE PRICE PER FOOT	\$443	\$425	\$479	\$546	vs.	\$563	+ 3.1%
AVERAGE SALES PRICE	\$472,119	\$505,892	\$482,625	\$602,392	vs.	\$591,684	- 1.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.95%	101.51%	101.09%	99.63%	vs.	99.37%	- .2%
AVERAGE DOM (DAYS ON MARKET)	40	37	27	36	vs.	37	+ 2.7%
TOTAL TRANSACTIONS	78	94	96	85	vs.	53	- 37.6%
TOTAL DOLLAR VOLUME SOLD	\$39,459,600	\$8,605,450	\$45,366,766	\$56,083,388	vs.	\$31,359,300	- 38.7%
AVERAGE ABSORPTION RATE	82.92%	195.83%	200%	118.06%	vs.	63.1%	- 46.5%
AVERAGE MONTHS INVENTORY SUPPLY	1.22	.51	.50	.85	vs.	1.58	+ 85.8%
TOTAL # OF UNITS LISTED	104	106	107	99	vs.	76	- 23.2%

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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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