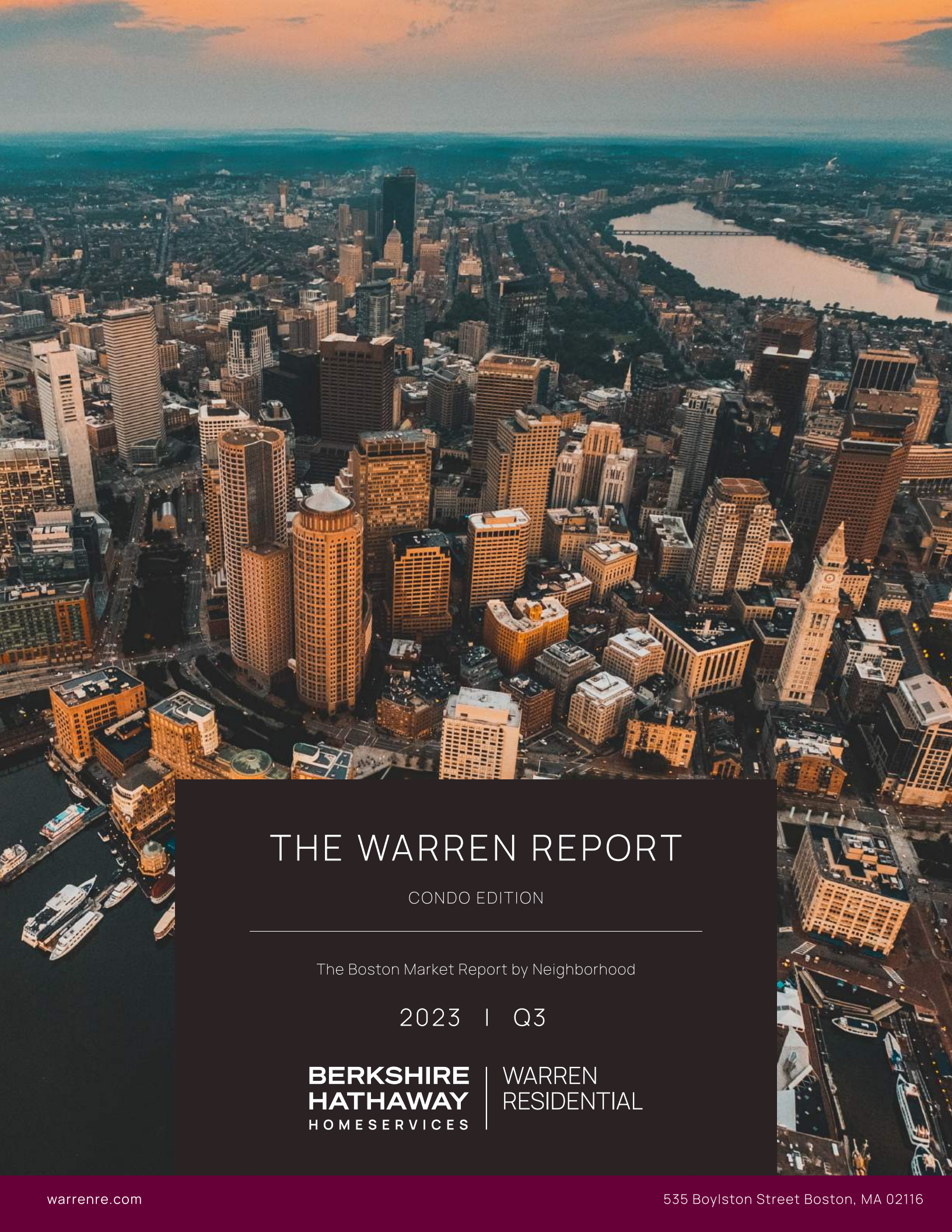


An aerial photograph of the Boston skyline at sunset. The city is densely packed with skyscrapers and buildings, with the harbor visible in the foreground. The sky is a mix of orange, pink, and blue, and the water reflects the colors. The overall tone is warm and urban.

# THE WARREN REPORT

CONDO EDITION

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The Boston Market Report by Neighborhood

2023 | Q3

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

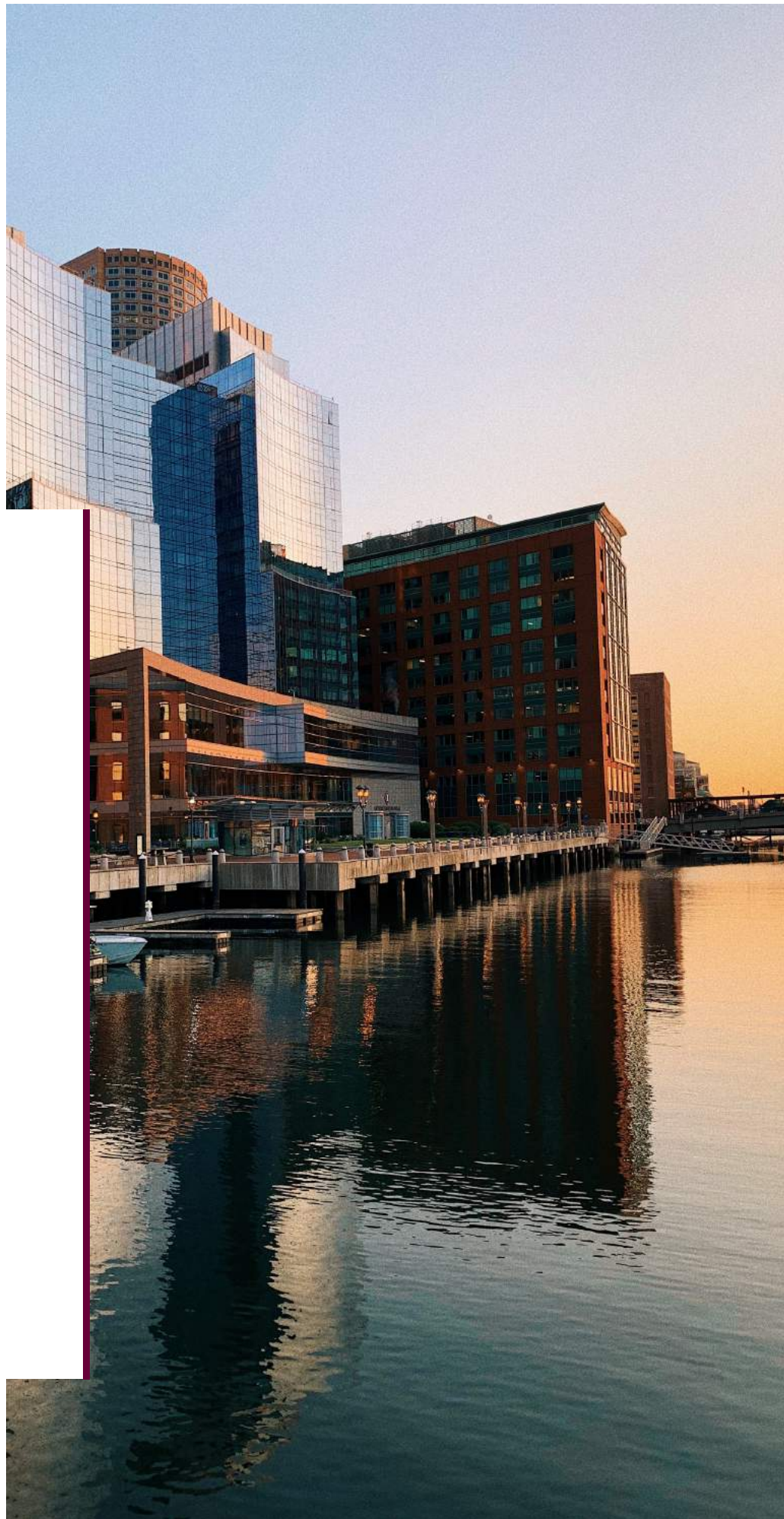
WARREN  
RESIDENTIAL





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## GLOSSARY OF TERMS

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### **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.

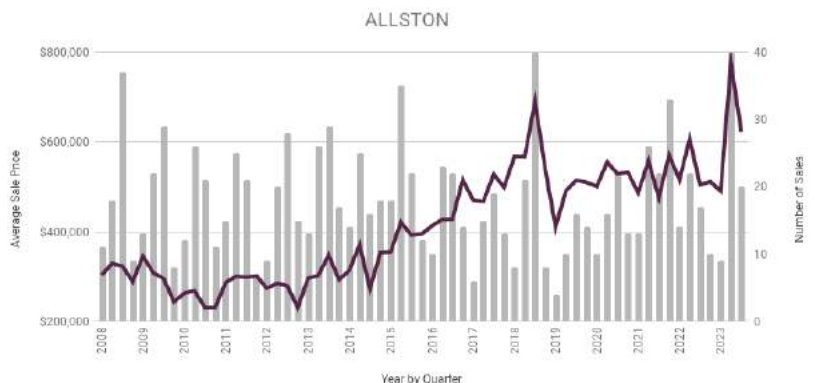
# ALLSTON MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19       | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change  |
|------------------------------------|-------------|--------------|--------------|----------------|-----|--------------|---------|
|                                    |             |              |              | Q3:22          | vs. | Q3:23        |         |
| AVERAGE PRICE PER FOOT             | \$603       | \$637        | \$639        | \$585          | vs. | \$754        | +28.8%  |
| AVERAGE SALES PRICE                | \$514,425   | \$528,718    | \$476,545    | \$504,318      | vs. | \$622,616    | +23.4%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 101.59%     | 99.28%       | 99.74%       | 99.16%         | vs. | 99.97%       | +8%     |
| AVERAGE DOM (DAYS ON MARKET)       | 20          | 28           | 45           | 28             | vs. | 46           | +64.2%  |
| TOTAL TRANSACTIONS                 | 16          | 22           | 22           | 17             | vs. | 20           | +17.6%  |
| TOTAL DOLLAR VOLUME SOLD           | \$8,230,800 | \$11,631,799 | \$10,484,000 | \$8,573,422    | vs. | \$12,452,321 | +45.2%  |
| AVERAGE ABSORPTION RATE            | 26.39%      | 22.83%       | 29.76%       | 32.61%         | vs. | 66.67%       | +104.4% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 3.79        | 4.38         | 3.36         | 3.07           | vs. | 1.5          | -51.1%  |
| TOTAL # OF UNITS LISTED            | 19          | 37           | 39           | 32             | vs. | 17           | -46.8%  |

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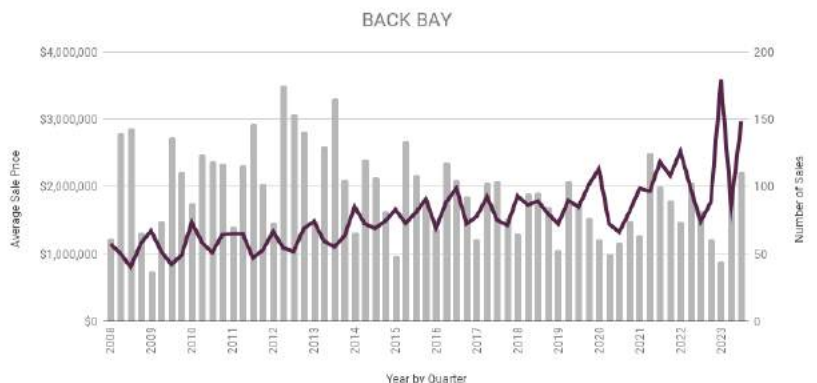
# BACKBAY MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19         | Q3:20        | Q3:21         | Year-Over-Year |     |               | Change  |
|------------------------------------|---------------|--------------|---------------|----------------|-----|---------------|---------|
|                                    |               |              |               | Q3:22          | vs. | Q3:23         |         |
| AVERAGE PRICE PER FOOT             | \$1,257       | \$1,215      | \$1,330       | \$1,247        | vs. | \$1,788       | +43.3%  |
| AVERAGE SALES PRICE                | \$1,697,466   | \$1,325,309  | \$2,368,620   | \$1,479,293    | vs. | \$2,977,100   | +101.2% |
| AVERAGE SALES PRICE VS. LIST PRICE | 96.52%        | 95.79%       | 94.18%        | 96.66%         | vs. | 97.8%         | +1.1%   |
| AVERAGE DOM (DAYS ON MARKET)       | 45            | 60           | 73            | 62             | vs. | 59            | -4.8%   |
| TOTAL TRANSACTIONS                 | 86            | 59           | 100           | 82             | vs. | 111           | +35.3%  |
| TOTAL DOLLAR VOLUME SOLD           | \$145,982,111 | \$78,193,250 | \$238,862,043 | \$121,302,090  | vs. | \$330,458,197 | +172.4% |
| AVERAGE ABSORPTION RATE            | 23.04%        | 10.75%       | 24.8%         | 27.91%         | vs. | 22.43%        | -19.6%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 4.34          | 9.3          | 4.03          | 3.58           | vs. | 4.46          | +24.5%  |
| TOTAL # OF UNITS LISTED            | 102           | 202          | 132           | 118            | vs. | 134           | +13.5%  |

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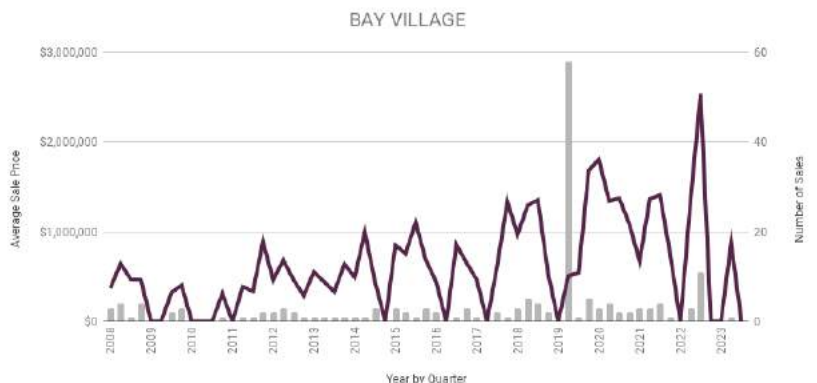
# BAY VILLAGE MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                          | Q3:19     | Q3:20       | Q4:21       | Year-Over-Year |     |       | Change |
|------------------------------------------|-----------|-------------|-------------|----------------|-----|-------|--------|
|                                          |           |             |             | Q3:22          | vs. | Q3:23 |        |
| AVERAGE<br>PRICE PER FOOT                | \$1,018   | \$1,182     | \$1,095     | \$1,185        | vs. | \$0   | N/A    |
| AVERAGE<br>SALES PRICE                   | \$540,000 | \$1,372,000 | \$1,405,750 | \$2,539,409    | vs. | \$0   | N/A    |
| AVERAGE<br>SALES PRICE VS.<br>LIST PRICE | 100.93%   | 102.86%     | 99.66%      | 100.2%         | vs. | 0%    | N/A    |
| AVERAGE<br>DOM (DAYS ON<br>MARKET)       | 132       | 5           | 23          | 25             | vs. | 0     | N/A    |
| TOTAL<br>TRANSACTIONS                    | 1         | 2           | 4           | 11             | vs. | 0     | N/A    |
| TOTAL<br>DOLLAR VOLUME<br>SOLD           | \$540,000 | \$2,744,000 | \$5,623,000 | \$27,933,500   | vs. | \$0   | N/A    |
| AVERAGE<br>ABSORPTION RATE               | 5.21%     | 29.17%      | 33.33%      | 62.5%          | vs. | 2.08% | -96.6% |
| AVERAGE<br>MONTHS INVENTORY<br>SUPPLY    | 19.2      | 3.43        | 3           | 1.6            | vs. | 48    | +2900% |
| TOTAL<br># OF UNITS LISTED               | 9         | 7           | 3           | 2              | vs. | 6     | +200%  |

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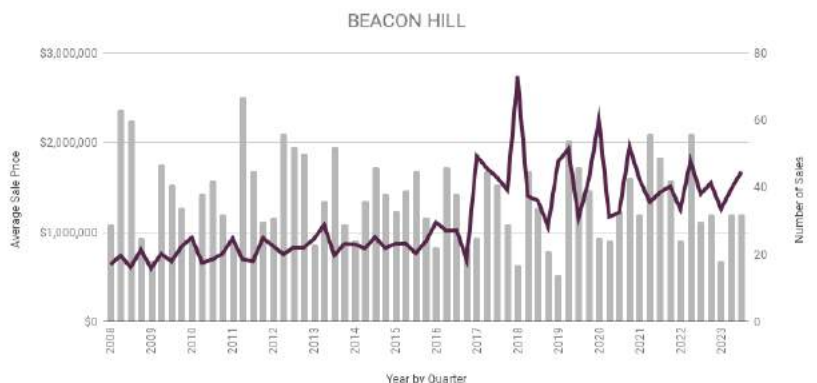
# BEACON HILL MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$1,116      | \$1,195      | \$1,197      | \$1,194        | vs. | \$1,265      | +5.9%  |
| AVERAGE SALES PRICE                | \$1,155,628  | \$1,218,109  | \$1,443,304  | \$1,423,453    | vs. | \$1,672,334  | +17.4% |
| AVERAGE SALES PRICE VS. LIST PRICE | 96.64%       | 96.09%       | 96.42%       | 93.87%         | vs. | 98.24%       | +4.6%  |
| AVERAGE DOM (DAYS ON MARKET)       | 57           | 46           | 50           | 46             | vs. | 61           | +32.6% |
| TOTAL TRANSACTIONS                 | 46           | 33           | 49           | 30             | vs. | 32           | +6.6%  |
| TOTAL DOLLAR VOLUME SOLD           | \$53,158,899 | \$40,197,625 | \$70,721,925 | \$42,703,600   | vs. | \$53,514,703 | +25.3% |
| AVERAGE ABSORPTION RATE            | 29.61%       | 12.4%        | 28.55%       | 25.49%         | vs. | 37.65%       | +47.7% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 3.38         | 8.06         | 3.5          | 3.92           | vs. | 2.66         | -32.1% |
| TOTAL # OF UNITS LISTED            | 45           | 99           | 62           | 53             | vs. | 38           | -28.3% |

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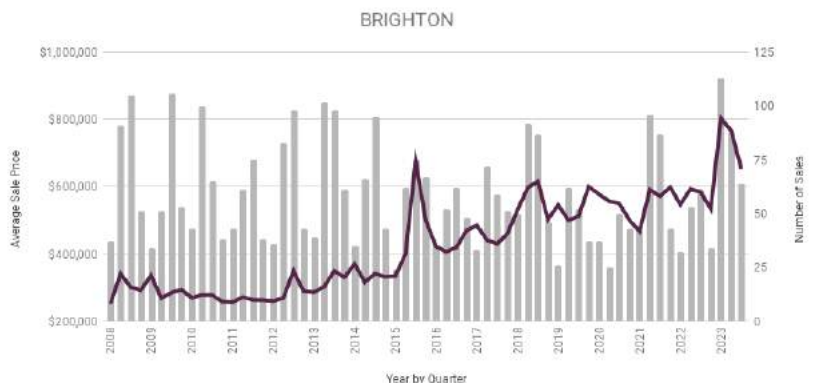
# BRIGHTON MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$598        | \$589        | \$674        | \$731          | vs. | \$750        | +2.5%  |
| AVERAGE SALES PRICE                | \$511,735    | \$550,032    | \$571,251    | \$584,288      | vs. | \$652,769    | +11.7% |
| AVERAGE SALES PRICE VS. LIST PRICE | 99.2%        | 99.13%       | 99.72%       | 99.44%         | vs. | 100.36%      | +9%    |
| AVERAGE DOM (DAYS ON MARKET)       | 30           | 37           | 46           | 35             | vs. | 26           | -25.7% |
| TOTAL TRANSACTIONS                 | 52           | 50           | 87           | 61             | vs. | 64           | +4.9%  |
| TOTAL DOLLAR VOLUME SOLD           | \$26,610,238 | \$27,501,600 | \$49,698,850 | \$35,641,600   | vs. | \$41,777,227 | +17.2% |
| AVERAGE ABSORPTION RATE            | 43.33%       | 16.67%       | 32.61%       | 35.46%         | vs. | 67.79%       | +91.1% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.31         | 6            | 3.07         | 2.82           | vs. | 1.48         | -47.5% |
| TOTAL # OF UNITS LISTED            | 59           | 113          | 129          | 92             | vs. | 80           | -13%   |

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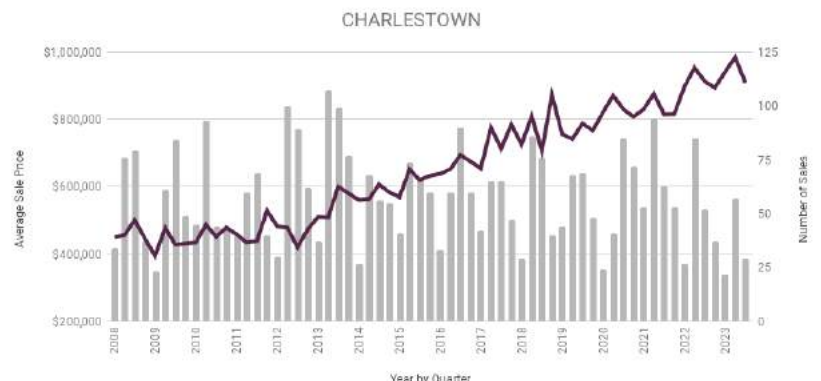
# CHARLESTOWN MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$752        | \$780        | \$776        | \$830          | vs. | \$858        | +3.3%  |
| AVERAGE SALES PRICE                | \$788,381    | \$830,733    | \$815,229    | \$913,759      | vs. | \$908,965    | -5%    |
| AVERAGE SALES PRICE VS. LIST PRICE | 100.86%      | 100.4%       | 100.67%      | 101.04%        | vs. | 100.4%       | -6%    |
| AVERAGE DOM (DAYS ON MARKET)       | 28           | 25           | 40           | 23             | vs. | 21           | -8.7%  |
| TOTAL TRANSACTIONS                 | 76           | 69           | 63           | 52             | vs. | 29           | -44.2% |
| TOTAL DOLLAR VOLUME SOLD           | \$54,398,304 | \$70,615,739 | \$51,359,470 | \$47,515,500   | vs. | \$26,360,000 | -40%   |
| AVERAGE ABSORPTION RATE            | 61.61%       | 22.95%       | 59.38%       | 53.92%         | vs. | 53.26%       | -1.2%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 1.62         | 4.36         | 1.68         | 1.85           | vs. | 1.88         | +1.6%  |
| TOTAL # OF UNITS LISTED            | 65           | 123          | 72           | 63             | vs. | 42           | -33.3% |

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# DORCHESTER MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$440        | \$441        | \$499        | \$478          | vs. | \$526        | +10.1% |
| AVERAGE SALES PRICE                | \$510,017    | \$510,675    | \$559,192    | \$566,843      | vs. | \$579,052    | +2.1%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 99.13%       | 100.27%      | 100.32%      | 99.97%         | vs. | 100.5%       | +5%    |
| AVERAGE DOM (DAYS ON MARKET)       | 54           | 31           | 36           | 28             | vs. | 31           | +10.7% |
| TOTAL TRANSACTIONS                 | 61           | 58           | 78           | 43             | vs. | 34           | -20.9% |
| TOTAL DOLLAR VOLUME SOLD           | \$31,111,055 | \$29,619,150 | \$43,617,000 | \$24,374,254   | vs. | \$19,687,799 | -19.2% |
| AVERAGE ABSORPTION RATE            | 36.64%       | 37.94%       | 65.05%       | 54.17%         | vs. | 34.68%       | -35.9% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.73         | 2.64         | 1.54         | 1.85           | vs. | 2.88         | +55.6% |
| TOTAL # OF UNITS LISTED            | 74           | 94           | 71           | 56             | vs. | 71           | +26.7% |

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# DOWNTOWN MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |               | Change  |
|------------------------------------|--------------|--------------|--------------|----------------|-----|---------------|---------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23         |         |
| AVERAGE PRICE PER FOOT             | \$1,147      | \$996        | \$991        | \$1,061        | vs. | \$1,408       | +32.6%  |
| AVERAGE SALES PRICE                | \$1,823,873  | \$1,401,047  | \$1,247,864  | \$1,457,416    | vs. | \$2,176,346   | +47.5%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 96.13%       | 93.65%       | 96.8%        | 96.95%         | vs. | 98.62%        | +1.7%   |
| AVERAGE DOM (DAYS ON MARKET)       | 96           | 109          | 145          | 117            | vs. | 56            | -52.1%  |
| TOTAL TRANSACTIONS                 | 39           | 21           | 37           | 18             | vs. | 48            | +166.6% |
| TOTAL DOLLAR VOLUME SOLD           | \$71,131,050 | \$29,422,004 | \$46,171,000 | \$26,557,500   | vs. | \$104,464,650 | +293.3% |
| AVERAGE ABSORPTION RATE            | 15.13%       | 7.58%        | 16.99%       | 10.23%         | vs. | 15.06%        | +47.2%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 6.61         | 13.39        | 5.89         | 9.77           | vs. | 6.64          | -32%    |
| TOTAL # OF UNITS LISTED            | 54           | 74           | 45           | 73             | vs. | 78            | +6.8%   |

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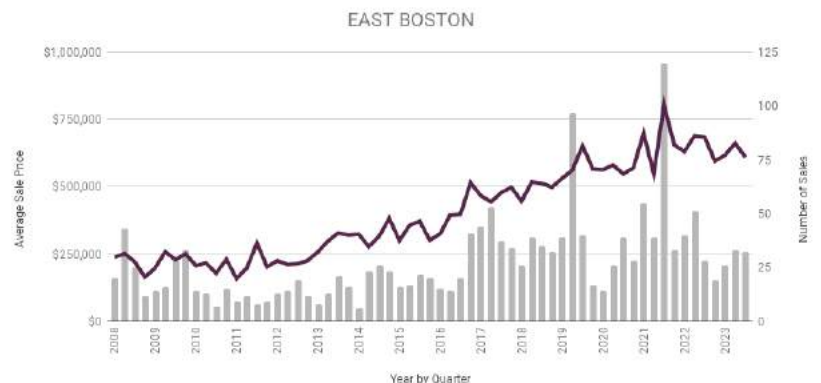
# EAST BOSTON MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21         | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|---------------|----------------|-----|--------------|--------|
|                                    |              |              |               | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$662        | \$582        | \$877         | \$690          | vs. | \$611        | -11.4% |
| AVERAGE SALES PRICE                | \$652,095    | \$547,147    | \$767,281     | \$685,375      | vs. | \$610,006    | -11%   |
| AVERAGE SALES PRICE VS. LIST PRICE | 100.04%      | 98.44%       | 99.85%        | 99.26%         | vs. | 100.17%      | +9%    |
| AVERAGE DOM (DAYS ON MARKET)       | 40           | 54           | 319           | 37             | vs. | 38           | +2.7%  |
| TOTAL TRANSACTIONS                 | 40           | 39           | 152           | 28             | vs. | 32           | +14.2% |
| TOTAL DOLLAR VOLUME SOLD           | \$26,083,800 | \$21,338,750 | \$116,626,859 | \$19,190,510   | vs. | \$19,520,197 | +1.7%  |
| AVERAGE ABSORPTION RATE            | 28.64%       | 11.15%       | 53.42%        | 37.38%         | vs. | 31.94%       | -14.5% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 3.49         | 8.97         | 1.87          | 2.68           | vs. | 3.13         | +16.7% |
| TOTAL # OF UNITS LISTED            | 93           | 84           | 80            | 57             | vs. | 45           | -21%   |

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# FENWAY / KENMORE

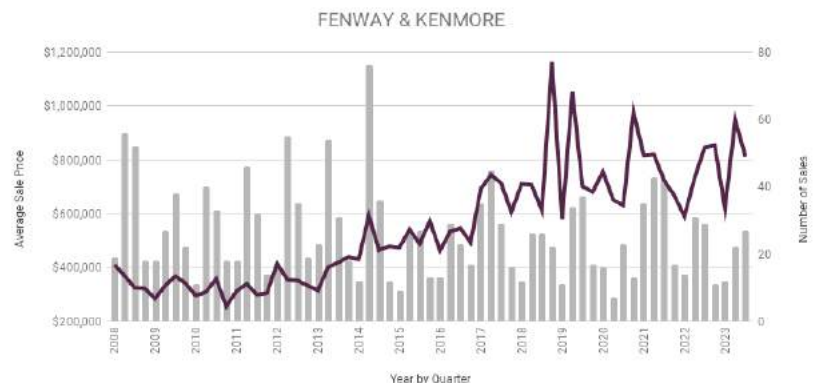
## MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$974        | \$989        | \$923        | \$1,044        | vs. | \$1,035      | -8%    |
| AVERAGE SALES PRICE                | \$701,575    | \$630,300    | \$724,132    | \$846,616      | vs. | \$813,073    | -3.9%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 96.82%       | 98.79%       | 97.89%       | 99.58%         | vs. | 99.7%        | +12%   |
| AVERAGE DOM (DAYS ON MARKET)       | 39           | 32           | 33           | 42             | vs. | 31           | -26.1% |
| TOTAL TRANSACTIONS                 | 37           | 23           | 42           | 39             | vs. | 27           | -6.9%  |
| TOTAL DOLLAR VOLUME SOLD           | \$25,958,286 | \$14,496,900 | \$30,413,562 | \$24,551,888   | vs. | \$21,952,988 | -10.5% |
| AVERAGE ABSORPTION RATE            | 45%          | 12.6%        | 59.65%       | 59.62%         | vs. | 37.5%        | -37.1% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.22         | 7.94         | 1.68         | 1.68           | vs. | 2.67         | +58.9% |
| TOTAL # OF UNITS LISTED            | 30           | 58           | 33           | 22             | vs. | 30           | +36.3% |

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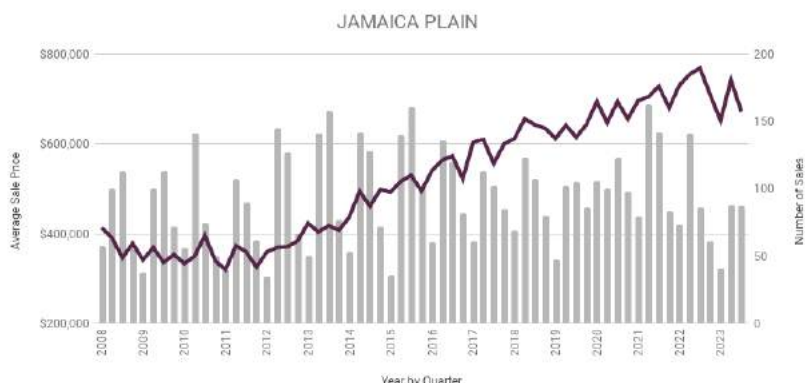
# JAMAICA PLAIN MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21         | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|---------------|----------------|-----|--------------|--------|
|                                    |              |              |               | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$545        | \$571        | \$596         | \$614          | vs. | \$610        | -.57%  |
| AVERAGE SALES PRICE                | \$614,464    | \$694,653    | \$728,275     | \$768,989      | vs. | \$672,410    | -12.5% |
| AVERAGE SALES PRICE VS. LIST PRICE | 101.33%      | 100.98%      | 102.41%       | 103.2%         | vs. | 101.36%      | -1.7%  |
| AVERAGE DOM (DAYS ON MARKET)       | 33           | 33           | 25            | 21             | vs. | 41           | +95.2% |
| TOTAL TRANSACTIONS                 | 105          | 123          | 142           | 86             | vs. | 87           | +11%   |
| TOTAL DOLLAR VOLUME SOLD           | \$64,518,783 | \$85,442,337 | \$103,415,149 | \$66,133,112   | vs. | \$58,499,749 | -11.5% |
| AVERAGE ABSORPTION RATE            | 36.15%       | 47.72%       | 57.98%        | 66.3%          | vs. | 48.96%       | -26.1% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.77         | 2.1          | 1.72          | 1.51           | vs. | 2.04         | +35.1% |
| TOTAL # OF UNITS LISTED            | 121          | 159          | 122           | 108            | vs. | 91           | -15.7% |

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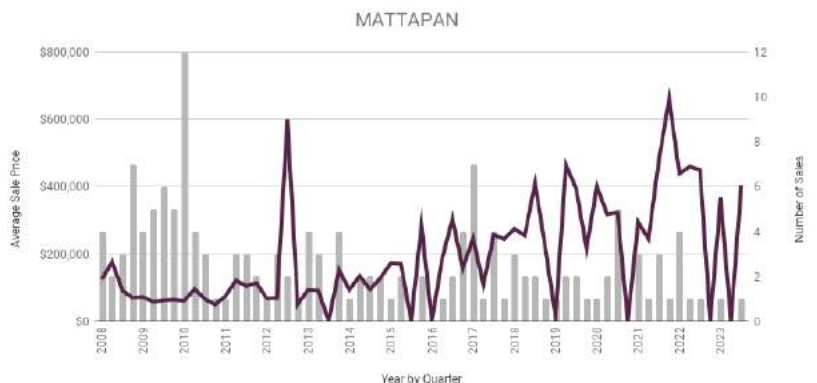
# MATTAPAN MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19     | Q3:20       | Q3:21       | Year-Over-Year |     |           | Change |
|------------------------------------|-----------|-------------|-------------|----------------|-----|-----------|--------|
|                                    |           |             |             | Q3:22          | vs. | Q3:23     |        |
| AVERAGE PRICE PER FOOT             | \$325     | \$335       | \$331       | \$359          | vs. | \$384     | +6.8%  |
| AVERAGE SALES PRICE                | \$393,500 | \$323,190   | \$477,666   | \$450,000      | vs. | \$405,000 | -10%   |
| AVERAGE SALES PRICE VS. LIST PRICE | 98.5%     | 101.71%     | 100.36%     | 104.9%         | vs. | 96.43%    | -8%    |
| AVERAGE DOM (DAYS ON MARKET)       | 22        | 62          | 11          | 7              | vs. | 53        | +6571% |
| TOTAL TRANSACTIONS                 | 2         | 5           | 3           | 1              | vs. | 1         | N/A    |
| TOTAL DOLLAR VOLUME SOLD           | \$787,000 | \$1,615,950 | \$1,433,000 | \$450,000      | vs. | \$405,000 | -10%   |
| AVERAGE ABSORPTION RATE            | 25%       | 41.67%      | 14.58%      | 0%             | vs. | 8.33%     | N/A    |
| AVERAGE MONTHS INVENTORY SUPPLY    | 4         | 2.4         | 6.86        | 0              | vs. | 12        | N/A    |
| TOTAL # OF UNITS LISTED            | 3         | 3           | 1           | 0              | vs. | 2         | N/A    |

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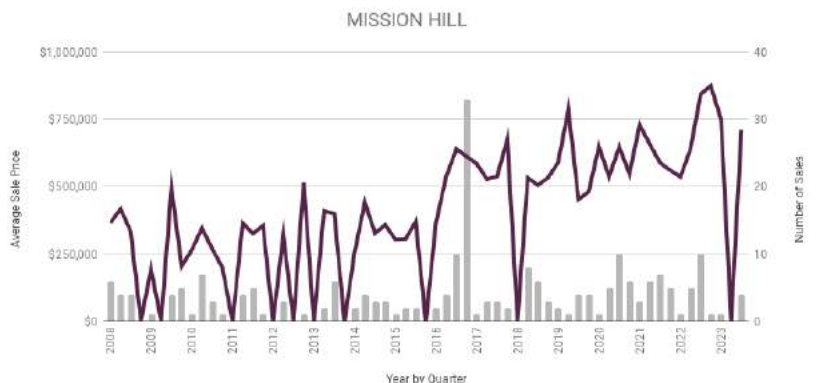
# MISSION HILL MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19       | Q3:20       | Q3:21       | Year-Over-Year |     |             | Change |
|------------------------------------|-------------|-------------|-------------|----------------|-----|-------------|--------|
|                                    |             |             |             | Q3:22          | vs. | Q3:23       |        |
| AVERAGE PRICE PER FOOT             | \$446       | \$596       | \$542       | \$805          | vs. | \$565       | -29.7% |
| AVERAGE SALES PRICE                | \$452,813   | \$648,450   | \$589,428   | \$843,899      | vs. | \$711,250   | -15.7% |
| AVERAGE SALES PRICE VS. LIST PRICE | 102.2%      | 99.56%      | 101.11%     | 99.04%         | vs. | 97.3%       | -1.7%  |
| AVERAGE DOM (DAYS ON MARKET)       | 14          | 41          | 19          | 45             | vs. | 19          | -57.8% |
| TOTAL TRANSACTIONS                 | 4           | 10          | 7           | 10             | vs. | 4           | -60%   |
| TOTAL DOLLAR VOLUME SOLD           | \$1,811,255 | \$8,484,500 | \$4,126,000 | \$8,439,999    | vs. | \$2,845,000 | -66.2% |
| AVERAGE ABSORPTION RATE            | 27.78%      | 20.83%      | 30.56%      | 29.17%         | vs. | 25%         | -14.3% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 3.6         | 4.8         | 3.27        | 3.43           | vs. | 4           | +16.6% |
| TOTAL # OF UNITS LISTED            | 4           | 16          | 11          | 9              | vs. | 2           | -77.7% |

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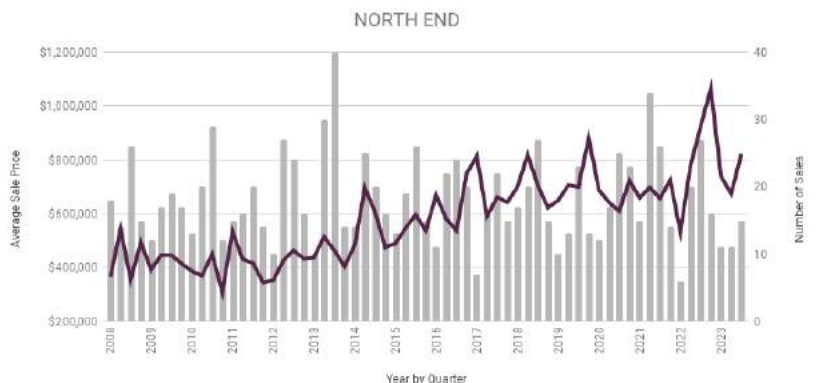
# NORTH END MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change  |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|---------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |         |
| AVERAGE PRICE PER FOOT             | \$897        | \$907        | \$939        | \$1,026        | vs. | \$1,051      | +2.4%   |
| AVERAGE SALES PRICE                | \$700,043    | \$609,283    | \$656,557    | \$923,848      | vs. | \$822,433    | -10.9%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 97.59%       | 97.69%       | 97.9%        | 97.57%         | vs. | 96.99%       | -6%     |
| AVERAGE DOM (DAYS ON MARKET)       | 58           | 25           | 54           | 44             | vs. | 64           | +45.4%  |
| TOTAL TRANSACTIONS                 | 23           | 25           | 26           | 27             | vs. | 15           | -44.4%  |
| TOTAL DOLLAR VOLUME SOLD           | \$16,101,000 | \$15,232,099 | \$17,070,500 | \$24,943,900   | vs. | \$12,336,500 | -50.5%  |
| AVERAGE ABSORPTION RATE            | 39.1%        | 18.49%       | 82.5%        | 63.89%         | vs. | 29.1%        | -54.3%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.56         | 5.41         | 1.21         | 1.57           | vs. | 3.43         | +118.4% |
| TOTAL # OF UNITS LISTED            | 17           | 60           | 22           | 23             | vs. | 26           | +13%    |

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# ROSLINDALE MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                          | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                          |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE<br>PRICE PER FOOT                | \$418        | \$440        | \$500        | \$476          | vs. | \$508        | +6.7%  |
| AVERAGE<br>SALES PRICE                   | \$508,122    | \$503,841    | \$569,761    | \$632,212      | vs. | \$552,961    | -12.5% |
| AVERAGE<br>SALES PRICE VS.<br>LIST PRICE | 101.59%      | 114.8%       | 101.4%       | 103.4%         | vs. | 102.35%      | -1%    |
| AVERAGE<br>DOM (DAYS ON<br>MARKET)       | 39           | 26           | 30           | 26             | vs. | 23           | -11.5% |
| TOTAL<br>TRANSACTIONS                    | 35           | 59           | 63           | 40             | vs. | 34           | -15%   |
| TOTAL<br>DOLLAR VOLUME<br>SOLD           | \$17,784,299 | \$29,726,646 | \$35,895,000 | \$25,288,500   | vs. | \$18,800,700 | -25.6% |
| AVERAGE<br>ABSORPTION RATE               | 55.7%        | 38.66%       | 88.26%       | 87.2%          | vs. | 123.15%      | +41.1% |
| AVERAGE<br>MONTHS INVENTORY<br>SUPPLY    | 1.79         | 2.59         | 1.13         | 1.15           | vs. | .81          | -29.5% |
| TOTAL<br># OF UNITS LISTED               | 57           | 93           | 58           | 49             | vs. | 34           | -30.6% |

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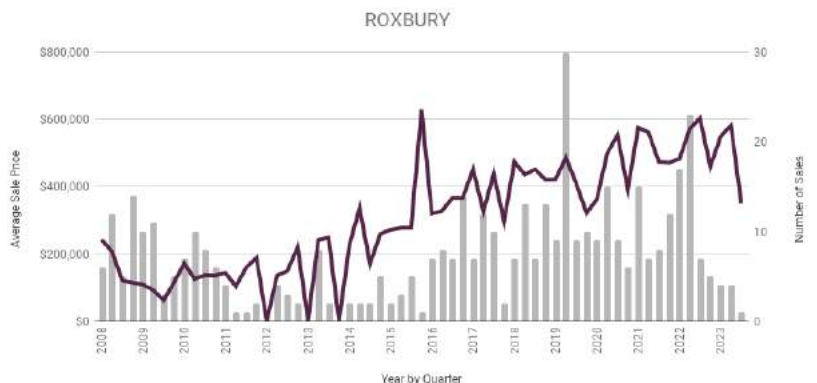
# ROXBURY MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19       | Q3:20       | Q3:21       | Year-Over-Year |     |           | Change  |
|------------------------------------|-------------|-------------|-------------|----------------|-----|-----------|---------|
|                                    |             |             |             | Q3:22          | vs. | Q3:23     |         |
| AVERAGE PRICE PER FOOT             | \$344       | \$395       | \$414       | \$495          | vs. | \$320     | -35.2%  |
| AVERAGE SALES PRICE                | \$409,388   | \$553,888   | \$474,187   | \$603,994      | vs. | \$350,000 | -42%    |
| AVERAGE SALES PRICE VS. LIST PRICE | 96.63%      | 99.3%       | 100.73%     | 99.02%         | vs. | 94.62%    | -4.4%   |
| AVERAGE DOM (DAYS ON MARKET)       | 50          | 46          | 30          | 81             | vs. | 70        | -13.5%  |
| TOTAL TRANSACTIONS                 | 9           | 9           | 8           | 7              | vs. | 1         | -85.7%  |
| TOTAL DOLLAR VOLUME SOLD           | \$3,684,500 | \$4,985,000 | \$3,793,500 | \$4,227,960    | vs. | \$350,000 | -91.7%  |
| AVERAGE ABSORPTION RATE            | 52.38%      | 31.25%      | 22.62%      | 83.3%          | vs. | 1212%     | -85.4%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 1.91        | 3.2         | 4.23        | 1.2            | vs. | 8.25      | +587.5% |
| TOTAL # OF UNITS LISTED            | 17          | 16          | 23          | 16             | vs. | 13        | -18.7%  |

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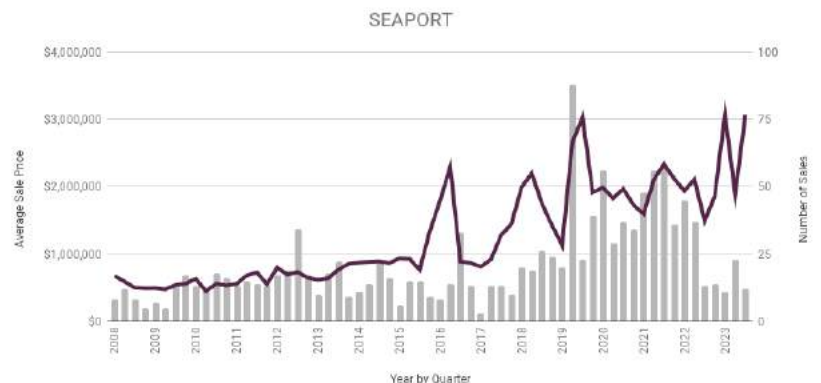
# SEAPORT MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21         | Year-Over-Year |     |              | Change  |
|------------------------------------|--------------|--------------|---------------|----------------|-----|--------------|---------|
|                                    |              |              |               | Q3:22          | vs. | Q3:23        |         |
| AVERAGE PRICE PER FOOT             | \$1,813      | \$1,630      | \$1,675       | \$1,380        | vs. | \$1,998      | +44.7%  |
| AVERAGE SALES PRICE                | \$3,034,289  | \$1,969,695  | \$2,337,122   | \$1,487,122    | vs. | \$3,073,500  | +106.5% |
| AVERAGE SALES PRICE VS. LIST PRICE | 90.12%       | 98.72%       | 98.48%        | 98.93%         | vs. | 96.85%       | -2.1%   |
| AVERAGE DOM (DAYS ON MARKET)       | 68           | 51           | 58            | 69             | vs. | 128          | +85.5%  |
| TOTAL TRANSACTIONS                 | 23           | 37           | 58            | 13             | vs. | 12           | -7.6%   |
| TOTAL DOLLAR VOLUME SOLD           | \$69,790,964 | \$72,878,726 | \$135,553,100 | \$19,342,290   | vs. | \$36,882,000 | +90.6%  |
| AVERAGE ABSORPTION RATE            | 20.4%        | 19.85%       | 31.89%        | 27.18%         | vs. | 10.06%       | -62.9%  |
| AVERAGE MONTHS INVENTORY SUPPLY    | 4.9          | 5.04         | 3.14          | 3.68           | vs. | 9.94         | +170.1% |
| TOTAL # OF UNITS LISTED            | 82           | 80           | 89            | 50             | vs. | 43           | -14%    |

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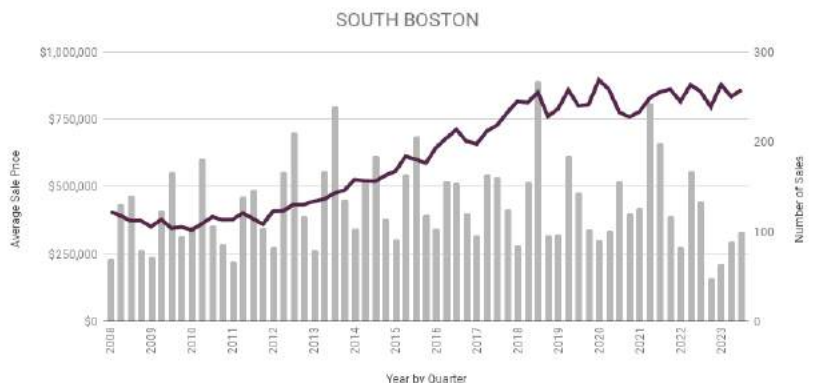
# SOUTH BOSTON MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19         | Q3:20         | Q3:21         | Year-Over-Year |     |              | Change |
|------------------------------------|---------------|---------------|---------------|----------------|-----|--------------|--------|
|                                    |               |               |               | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$809         | \$755         | \$807         | \$795          | vs. | \$811        | +1.9%  |
| AVERAGE SALES PRICE                | \$851,124     | \$776,559     | \$852,256     | \$853,731      | vs. | \$860,154    | +7.5%  |
| AVERAGE SALES PRICE VS. LIST PRICE | 99.54%        | 99.19%        | 99.63%        | 99.02%         | vs. | 98.27%       | -.7%   |
| AVERAGE DOM (DAYS ON MARKET)       | 32            | 45            | 45            | 32             | vs. | 40           | +25%   |
| TOTAL TRANSACTIONS                 | 268           | 156           | 199           | 134            | vs. | 100          | -25.3% |
| TOTAL DOLLAR VOLUME SOLD           | \$228,101,315 | \$121,143,325 | \$169,599,069 | \$114,400,000  | vs. | \$86,015,489 | -24.8% |
| AVERAGE ABSORPTION RATE            | 48.39%        | 18.46%        | 50.43%        | 51.51%         | vs. | 28.26%       | -45.1% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 2.07          | 5.42          | 1.98          | 1.94           | vs. | 3.54         | +82.4% |
| TOTAL # OF UNITS LISTED            | 183           | 291           | 190           | 127            | vs. | 131          | +31%   |

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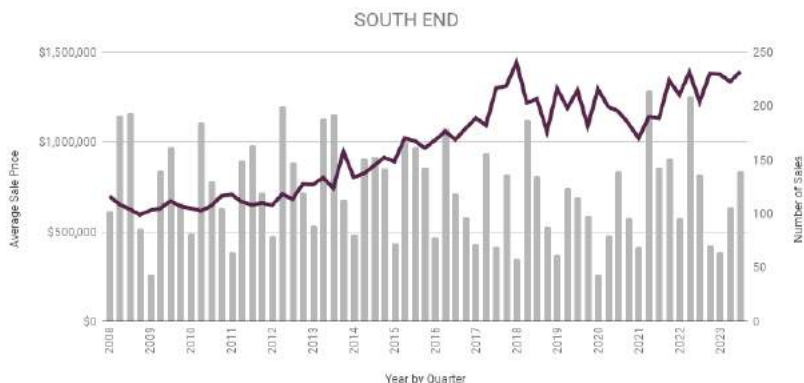
# SOUTH END MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19         | Q3:20         | Q3:21         | Year-Over-Year |     |               | Change |
|------------------------------------|---------------|---------------|---------------|----------------|-----|---------------|--------|
|                                    |               |               |               | Q3:22          | vs. | Q3:23         |        |
| AVERAGE PRICE PER FOOT             | \$1,046       | \$1,037       | \$1,032       | \$1,122        | vs. | \$1,139       | +1.5%  |
| AVERAGE SALES PRICE                | \$1,239,499   | \$1,216,990   | \$1,132,286   | \$1,221,973    | vs. | \$1,392,239   | +13.9% |
| AVERAGE SALES PRICE VS. LIST PRICE | 99.68%        | 97.99%        | 99.36%        | 99.67%         | vs. | 99.2%         | -.4%   |
| AVERAGE DOM (DAYS ON MARKET)       | 45            | 38            | 40            | 36             | vs. | 36            | +0%    |
| TOTAL TRANSACTIONS                 | 139           | 139           | 143           | 137            | vs. | 39            | +1.4%  |
| TOTAL DOLLAR VOLUME SOLD           | \$167,332,437 | \$162,628,293 | \$161,916,949 | \$167,410,397  | vs. | \$193,521,254 | +15.6% |
| AVERAGE ABSORPTION RATE            | 53.85%        | 12.92%        | 29.36%        | 43.48%         | vs. | 34.04%        | -21.7% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 1.86          | 7.74          | 3.41          | 2.3            | vs. | 2.94          | +27.8% |
| TOTAL # OF UNITS LISTED            | 147           | 276           | 206           | 149            | vs. | 125           | -16.1% |

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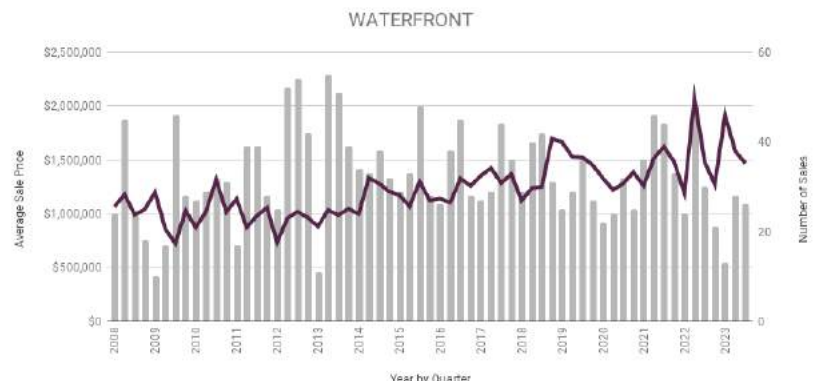
# WATERFRONT MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19        | Q3:20        | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------|--------------|--------------|--------------|----------------|-----|--------------|--------|
|                                    |              |              |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE PRICE PER FOOT             | \$1,027      | \$94         | \$1,093      | \$1,070        | vs. | \$1,104      | +3.1%  |
| AVERAGE SALES PRICE                | \$1,523,029  | \$1,280,312  | \$1,621,965  | \$1,482,033    | vs. | \$1,467,519  | -.9%   |
| AVERAGE SALES PRICE VS. LIST PRICE | 97.11%       | 96.59%       | 97.51%       | 96.37%         | vs. | 95.49%       | -.9%   |
| AVERAGE DOM (DAYS ON MARKET)       | 95           | 71           | 77           | 56             | vs. | 97           | +73.2% |
| TOTAL TRANSACTIONS                 | 37           | 32           | 44           | 30             | vs. | 26           | -13.3% |
| TOTAL DOLLAR VOLUME SOLD           | \$56,352,100 | \$40,970,000 | \$71,366,500 | \$44,461,000   | vs. | \$38,155,500 | -14.1% |
| AVERAGE ABSORPTION RATE            | 14.44%       | 9.17%        | 23.03%       | 27.13%         | vs. | 15.8%        | -41.7% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 6.93         | 10.91        | 4.34         | 3.69           | vs. | 6.33         | +71.5% |
| TOTAL # OF UNITS LISTED            | 52           | 100          | 50           | 42             | vs. | 39           | -7.1%  |

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MATTERS.



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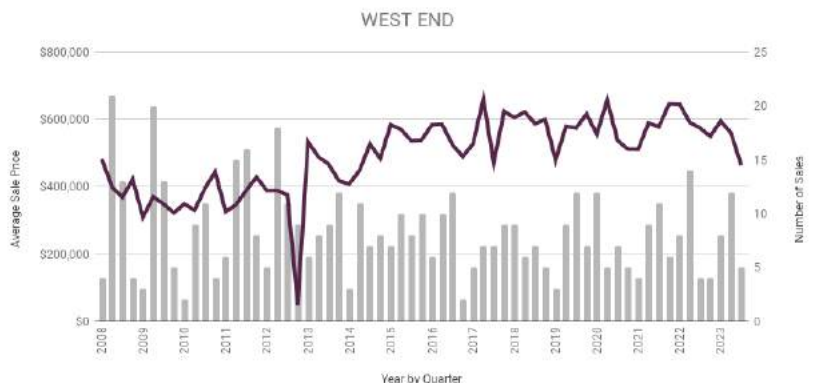
# WEST END MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                    | Q3:19       | Q3:20       | Q3:21       | Year-Over-Year |     |             | Change |
|------------------------------------|-------------|-------------|-------------|----------------|-----|-------------|--------|
|                                    |             |             |             | Q3:22          | vs. | Q3:23       |        |
| AVERAGE PRICE PER FOOT             | \$664       | \$635       | \$642       | \$673          | vs. | \$660       | -1.9%  |
| AVERAGE SALES PRICE                | \$574,607   | \$537,857   | \$578,407   | \$574,687      | vs. | \$463,960   | -19.2% |
| AVERAGE SALES PRICE VS. LIST PRICE | 101.3%      | 100.72%     | 99.35%      | 96.71%         | vs. | 98.22%      | +1.5%  |
| AVERAGE DOM (DAYS ON MARKET)       | 51          | 57          | 53          | 44             | vs. | 165         | +275%  |
| TOTAL TRANSACTIONS                 | 12          | 7           | 11          | 4              | vs. | 5           | +25%   |
| TOTAL DOLLAR VOLUME SOLD           | \$6,895,293 | \$3,764,999 | \$6,362,477 | \$2,298,750    | vs. | \$2,319,800 | +9%    |
| AVERAGE ABSORPTION RATE            | 26.85%      | 33.33%      | 17.86%      | 14.81%         | vs. | 25%         | +68.8% |
| AVERAGE MONTHS INVENTORY SUPPLY    | 3.72        | 3.0         | 5.6         | 6.75           | vs. | 4           | -40.7% |
| TOTAL # OF UNITS LISTED            | 11          | 11          | 17          | 9              | vs. | 13          | +44.4% |

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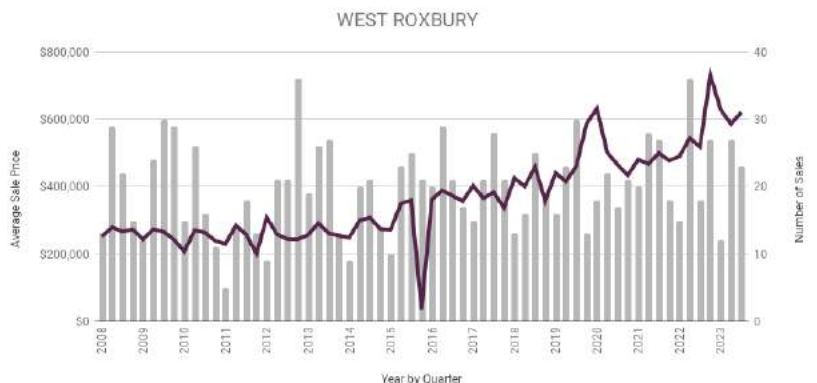
# WEST ROXBURY MARKET DATA

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

WARREN  
RESIDENTIAL

|                                          | Q3:19        | Q3:20       | Q3:21        | Year-Over-Year |     |              | Change |
|------------------------------------------|--------------|-------------|--------------|----------------|-----|--------------|--------|
|                                          |              |             |              | Q3:22          | vs. | Q3:23        |        |
| AVERAGE<br>PRICE PER FOOT                | \$403        | \$427       | \$445        | \$451          | vs. | \$563        | +24.8% |
| AVERAGE<br>SALES PRICE                   | \$460,830    | \$465,435   | \$499,962    | \$518,611      | vs. | \$621,086    | +19.7% |
| AVERAGE<br>SALES PRICE VS.<br>LIST PRICE | 100.62%      | 101.48%     | 103.77%      | 99.97%         | vs. | 99.02%       | -.9%   |
| AVERAGE<br>DOM (DAYS ON<br>MARKET)       | 25           | 23          | 23           | 24             | vs. | 42           | +75%   |
| TOTAL<br>TRANSACTIONS                    | 30           | 17          | 27           | 18             | vs. | 23           | +27.7% |
| TOTAL<br>DOLLAR VOLUME<br>SOLD           | \$13,824,900 | \$7,912,399 | \$13,498,999 | \$9,335,000    | vs. | \$14,285,000 | +53%   |
| AVERAGE<br>ABSORPTION RATE               | 75.93%       | 34.8%       | 90.74%       | 57.05%         | vs. | 58.97%       | +3.3%  |
| AVERAGE<br>MONTHS INVENTORY<br>SUPPLY    | 1.32         | 2.87        | 1.1          | 1.75           | vs. | 1.7          | 2.8%   |
| TOTAL<br># OF UNITS LISTED               | 20           | 33          | 32           | 23             | vs. | 32           | +39.1% |

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## NOTES

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### **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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