

BOSTON MARKET DATA
BY NEIGHBORHOOD

2020
Q2



THE **WARREN REPORT**

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

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CONTENTS

3	Glossary Of Terms	16	Mattapan
4	Allston	17	Mission Hill
5	Back Bay	19	North End
6	Bay Village	19	Roslindale
7	Beacon Hill	19	Roxbury
8	Brighton	20	Seaport
9	Charlestown	21	South Boston
10	Dorchester	22	South End
11	Downtown	23	Waterfront
12	East Boston	24	West End
13	Fenway/Kenmore	25	West Roxbury
15	Jamaica Plain	26	Notes

GLOSSARY OF TERMS

Average Price Per Foot

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

Average Sales Price

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

Average Sales Price vs List Price

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

Average DOM

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

Total Dollar Volume Sold

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

Total Transactions

The total transactions for a period are the number of listings that transferred

ownership in that area.

Approximate Absorption Rate

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

Approximate Months Inventory Supply

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

Total Number of Units Listed

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

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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +13.09%

Average Sale Price

SUPPLY +43.81%

Approx. Months Supply

SALES +60%

Closed Sales

ABSORPTION RATE -30.5%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY +2.56%

Listing Discount

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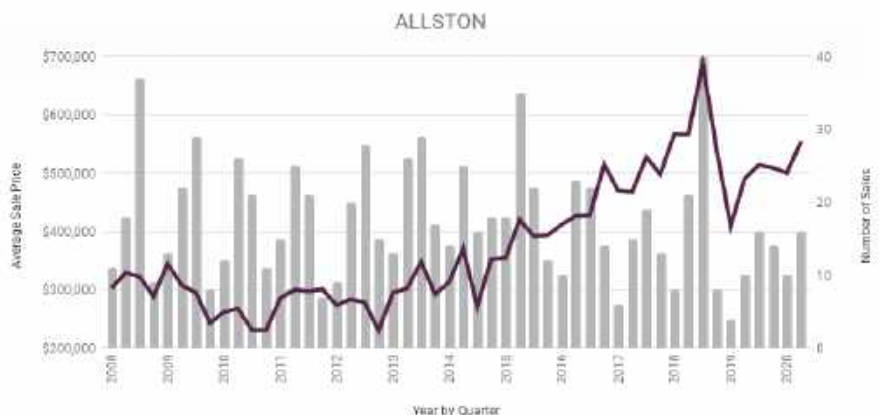


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$501	\$556	\$657	\$626	\$633
AVERAGE SALES PRICE	\$427,141	\$467,656	\$566,680	\$490,900	\$455,146
AVERAGE SALES PRICE VS. LIST PRICE	104.02%	103.59%	104.34%	98.46%	100.98%
AVERAGE DOM (DAYS ON MARKET)	25	24	17	37	50
TOTAL TRANSACTIONS	23	15	21	10	16
TOTAL DOLLAR VOLUME SOLD	\$9,824,243	\$7,014,847	\$11,900,299	\$4,909,000	\$8,882,350
APPROXIMATE ABSORPTION RATE	113.33%	98.33%	129.17%	51.67%	35.9%
APPROXIMATE MONTHS INVENTORY SUPPLY	.88	1.02	.77	1.94	2.79
TOTAL NUMBER OF UNITS LISTED	30	23	23	24	28



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES -19.4%

Average Sale Price

SUPPLY +11.49%

Approx. Months Supply

SALES -51.92%

Closed Sales

ABSORPTION RATE -10.3%

Approximate

MARKET TIME +11 DAYS

Days On Market

NEGOTIABILITY -1.51%

Listing Discount

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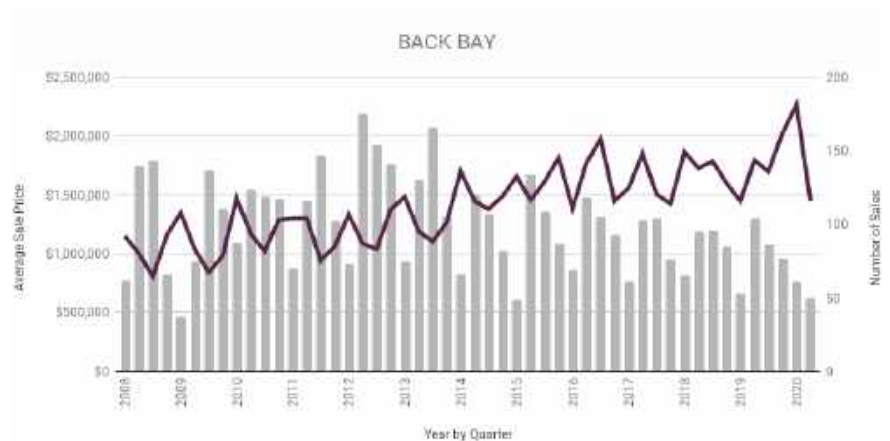


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AVERAGE PRICE PER FOOT	\$1,158	\$1,217	\$1,264	\$1,257	\$1,144
AVERAGE SALES PRICE	\$1,773,374	\$1,850,462	\$1,728,162	\$1,796,409	\$1,447,901
AVERAGE SALES PRICE VS. LIST PRICE	95.73%	97.883%	99.41%	98.34%	96.85%
AVERAGE DOM (DAYS ON MARKET)	73	45	53	65	76
TOTAL TRANSACTIONS	118	103	95	104	50
TOTAL DOLLAR VOLUME SOLD	\$209,258,143	\$190,597,548	\$164,175,413	\$186,826,550	\$72,395,095
APPROXIMATE ABSORPTION RATE	42.86%	35.04%	32.66	22.53%	20.21%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.33	2.85	3.06	4.44	4.95
TOTAL NUMBER OF UNITS LISTED	200	175	156	193	119



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +165.2%

Average Sale Price

SUPPLY +188.5%

Approx. Months Supply

SALES -93.1%

Closed Sales

ABSORPTION RATE -65.43%

Approximate

MARKET TIME +98 DAYS

Days On Market

NEGOTIABILITY -2.78%

Listing Discount

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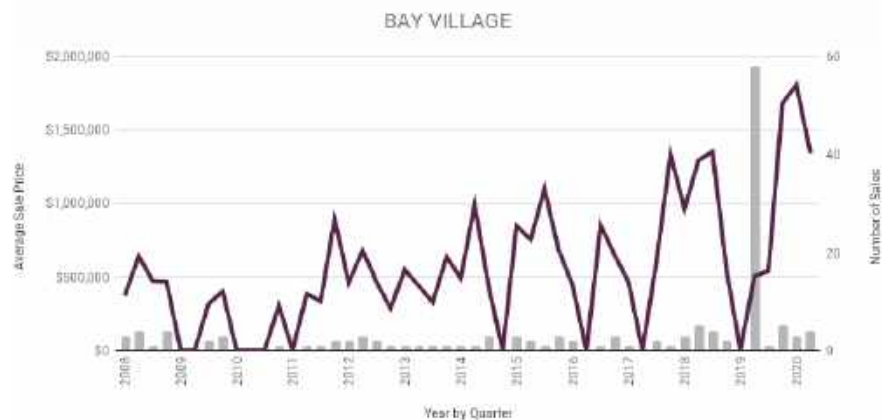


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$0	\$0	\$1,039	\$416	\$1,168
AVERAGE SALES PRICE	\$0	\$0	\$1,293,800	\$505,800	\$1,341,500
AVERAGE SALES PRICE VS. LIST PRICE	0%	0%	92.75%	103.4%	100.52%
AVERAGE DOM (DAYS ON MARKET)	0	0	61	34	132
TOTAL TRANSACTIONS	0	0	5	58	4
TOTAL DOLLAR VOLUME SOLD	\$0	\$0	\$6,469,000	\$29,336,400	\$5,366,000
APPROXIMATE ABSORPTION RATE	0%	41.67%	20.56%	104.44%	36.11%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	2.4	3.27	.96	2.77
TOTAL NUMBER OF UNITS LISTED	0	2	7	60	3



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES

Average Sale Price

-39.34%

SUPPLY

Approx. Months Supply

+14.97%

SALES

Closed Sales

-55.5%

ABSORPTION RATE

Approximate

-13.18%

MARKET TIME

Days On Market

+7 DAYS

NEGOTIABILITY

Listing Discount

-1.18%

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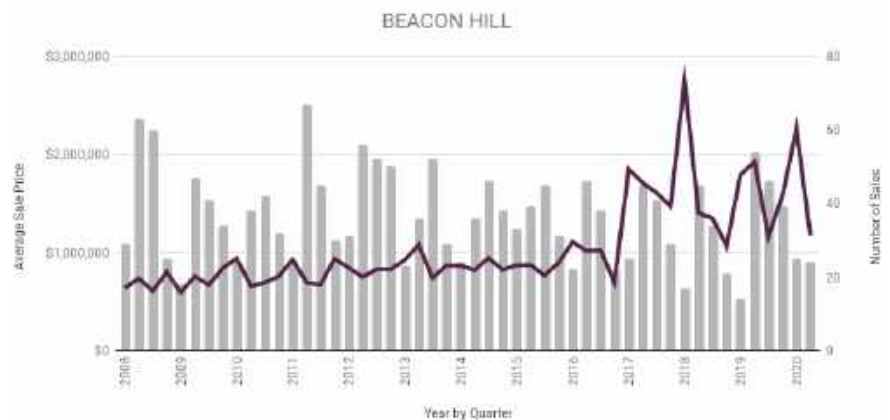


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$976	\$1,148	\$1,224	\$1,284	\$1,190
AVERAGE SALES PRICE	\$1,016,063	\$1,711,409	\$1,402,390	\$1,926,066	\$1,168,395
AVERAGE SALES PRICE VS. LIST PRICE	98.02%	100.12%	98.95%	98.58%	97.41%
AVERAGE DOM (DAYS ON MARKET)	37	67	64	51	58
TOTAL TRANSACTIONS	46	45	45	54	24
TOTAL DOLLAR VOLUME SOLD	\$46,738,899	\$77,013,445	\$63,107,550	\$104,007,582	\$28,041,499
APPROXIMATE ABSORPTION RATE	35.24%	52.78%	37.63%	25.41%	22.06%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.84	1.89	2.66	3.94	4.53
TOTAL NUMBER OF UNITS LISTED	57	60	66	74	59



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +11.25%

Average Sale Price

SUPPLY +53.6%

Approx. Months Supply

SALES -59.6%

Closed Sales

ABSORPTION RATE -34.9%

Approximate

MARKET TIME -18 DAYS

Days On Market

NEGOTIABILITY -.22%

Listing Discount

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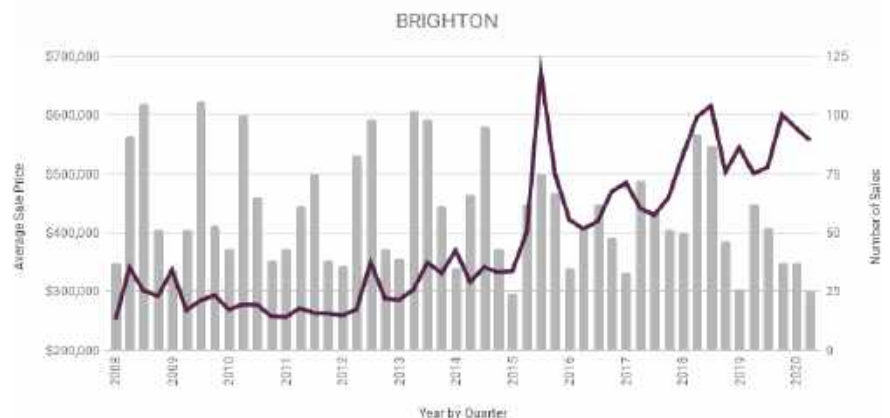


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$528	\$582	\$699	\$555	\$633
AVERAGE SALES PRICE	\$406,584	\$441,590	\$596,980	\$500,694	\$557,000
AVERAGE SALES PRICE VS. LIST PRICE	103.39%	105.43%	102.15%	99.42%	99.21%
AVERAGE DOM (DAYS ON MARKET)	21	24	21	37	19
TOTAL TRANSACTIONS	52	72	92	62	25
TOTAL DOLLAR VOLUME SOLD	\$21,142,400	\$31,794,547	\$54,922,225	\$31,043,049	\$13,925,000
APPROXIMATE ABSORPTION RATE	162.5%	123.89%	66.93%	51.54%	33.55%
APPROXIMATE MONTHS INVENTORY SUPPLY	.62	.81	1.49	1.94	2.98
TOTAL NUMBER OF UNITS LISTED	83	95	107	107	61



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +17.5%

Average Sale Price

SUPPLY +6.28%

Approx. Months Supply

SALES -39.71%

Closed Sales

ABSORPTION RATE -5.93%

Approximate

MARKET TIME -16 DAYS

Days On Market

NEGOTIABILITY -.59%

Listing Discount

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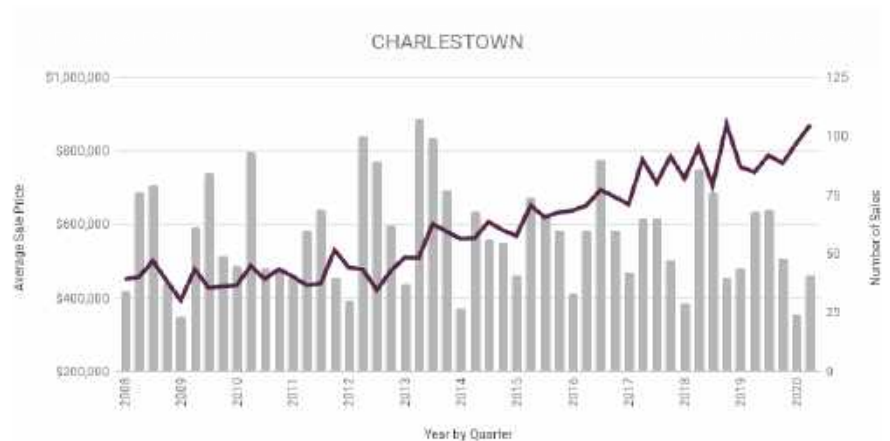


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$616	\$668	\$756	\$726	\$773
AVERAGE SALES PRICE	\$651,728	\$776,030	\$809,903	\$741,735	\$871,504
AVERAGE SALES PRICE VS. LIST PRICE	103.37%	102.53%	103.24%	99.88%	99.29%
AVERAGE DOM (DAYS ON MARKET)	35	29	30	43	27
TOTAL TRANSACTIONS	60	65	86	68	41
TOTAL DOLLAR VOLUME SOLD	\$39,103,699	\$50,442,000	\$69,651,667	\$50,438,045	\$35,731,684
APPROXIMATE ABSORPTION RATE	64.94%	81.79%	101.32%	52.29%	49.19%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.54	1.22	.99	1.91	2.03
TOTAL NUMBER OF UNITS LISTED	104	103	106	127	94



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +9.09%

Average Sale Price

SUPPLY -48.67%

Approx. Months Supply

SALES -51.2%

Closed Sales

ABSORPTION RATE +95.6%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY +1.59%

Listing Discount

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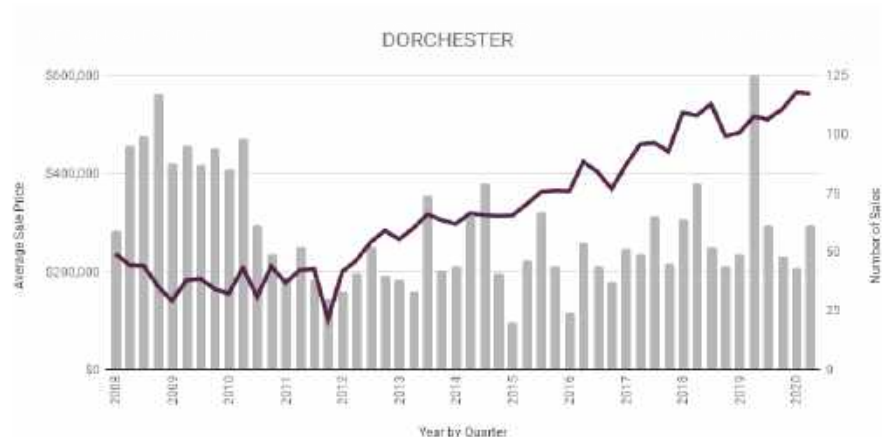


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$350	\$419	\$425	\$455	\$462
AVERAGE SALES PRICE	\$423,568	\$459,059	\$517,930	\$515,878	\$562,775
AVERAGE SALES PRICE VS. LIST PRICE	100.44%	102.66%	101.24%	99.39%	99.37%
AVERAGE DOM (DAYS ON MARKET)	46	20	27	45	38
TOTAL TRANSACTIONS	54	49	79	125	61
TOTAL DOLLAR VOLUME SOLD	\$22,872,700	\$22,493,899	\$40,916,499	\$64,484,850	\$34,329,329
APPROXIMATE ABSORPTION RATE	100%	58.01%	79.01%	44.22%	86.51%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	1.72	1.27	2.26	1.16
TOTAL NUMBER OF UNITS LISTED	58	98	98	192	76



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YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES -15.44%

Average Sale Price

SUPPLY +.27%

Approx. Months Supply

SALES -43.18%

Closed Sales

ABSORPTION RATE -.3%

Approximate

MARKET TIME -32 DAYS

Days On Market

NEGOTIABILITY +1.28%

Listing Discount

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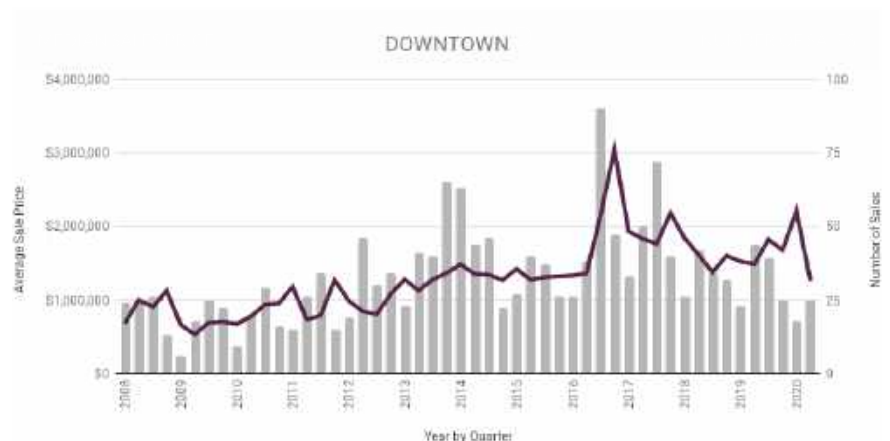


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AVERAGE PRICE PER FOOT	\$1,021	\$1,168	\$1,158	\$1,043	\$954
AVERAGE SALES PRICE	\$1,362,178	\$1,833,845	\$1,614,357	\$1,488,251	\$1,258,443
AVERAGE SALES PRICE VS. LIST PRICE	96.24%	97.09%	96.79%	94.57%	95.78%
AVERAGE DOM (DAYS ON MARKET)	55	64	93	101	69
TOTAL TRANSACTIONS	38	50	42	44	25
TOTAL DOLLAR VOLUME SOLD	\$51,762,800	\$91,692,299	\$67,802,999	\$65,483,073	\$31,461,075
APPROXIMATE ABSORPTION RATE	18.9%	24.24%	19.76%	13.35%	13.31%
APPROXIMATE MONTHS INVENTORY SUPPLY	5.29	4.12	5.06	7.49	7.51
TOTAL NUMBER OF UNITS LISTED	2	1	0	84	55



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

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Q2:20 vs. Q2:19

PRICES +3.48%

Average Sale Price

SUPPLY +142.3%

Approx. Months Supply

SALES -73.2%

Closed Sales

ABSORPTION RATE -58.79%

Approximate

MARKET TIME +20 DAYS

Days On Market

NEGOTIABILITY -.23%

Listing Discount

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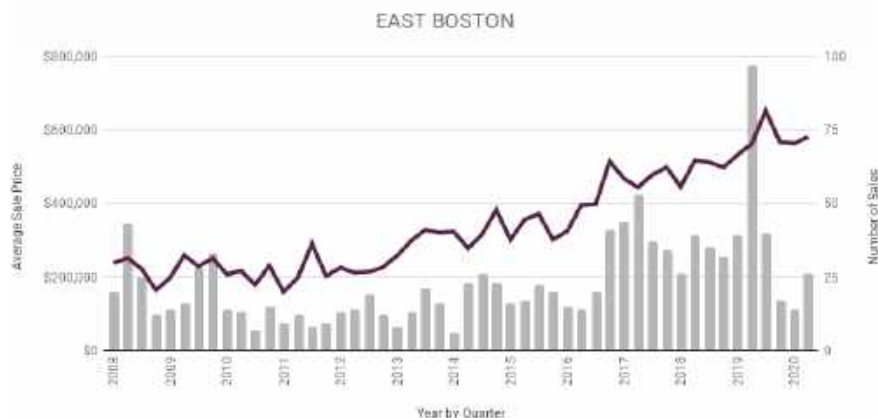


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$404	\$494	\$534	\$593	\$649
AVERAGE SALES PRICE	\$395,421	\$443,774	\$517,694	\$561,422	\$580,961
AVERAGE SALES PRICE VS. LIST PRICE	100.73%	100.14%	101.91%	99.37%	99.14%
AVERAGE DOM (DAYS ON MARKET)	37	34	52	47	67
TOTAL TRANSACTIONS	14	53	39	97	26
TOTAL DOLLAR VOLUME SOLD	\$5,535,900	\$23,520,040	\$20,190,099	\$54,457,999	\$15,104,995
APPROXIMATE ABSORPTION RATE	68.52%	54.86%	41.07%	38.51%	15.87%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.46	1.82	2.43	2.6	6.3
TOTAL NUMBER OF UNITS LISTED	28	64	77	122	70



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Q2:20 vs. Q2:19

PRICES

Average Sale Price

-38.1%

SUPPLY

Approx. Months Supply

+13.54%

SALES

Closed Sales

-79.41%

ABSORPTION RATE

Approximate

-11.99%

MARKET TIME

Days On Market

-22 DAYS

NEGOTIABILITY

Listing Discount

+6%

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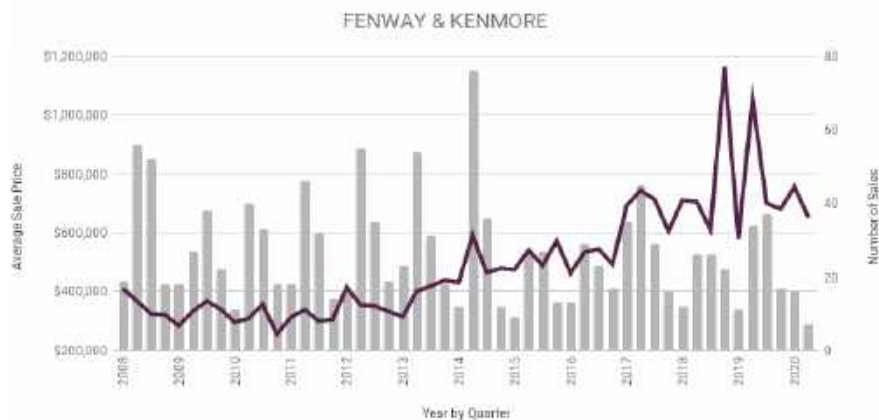


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AVERAGE PRICE PER FOOT	\$729	\$948	\$1,043	\$1,046	\$957
AVERAGE SALES PRICE	\$533,786	\$744,103	\$706,296	\$1,053,514	\$652,142
AVERAGE SALES PRICE VS. LIST PRICE	100.67%	101.52%	102.52%	93.63%	99.24%
AVERAGE DOM (DAYS ON MARKET)	36	22	22	34	12
TOTAL TRANSACTIONS	29	45	26	34	7
TOTAL DOLLAR VOLUME SOLD	\$15,479,800	\$33,484,675	\$18,363,714	\$35,819,500	\$4,565,000
APPROXIMATE ABSORPTION RATE	140%	93.18%	31.82%	30.77%	27.08%
APPROXIMATE MONTHS INVENTORY SUPPLY	.71	1.07	3.14	3.25	3.69
TOTAL NUMBER OF UNITS LISTED	40	54	54	57	43



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Q2:20 vs. Q2:19

PRICES +.78%

Average Sale Price

SUPPLY -28.87%

Approx. Months Supply

SALES -1.96%

Closed Sales

ABSORPTION RATE +39.9%

Approximate

MARKET TIME +0 DAYS

Days On Market

NEGOTIABILITY -.43%

Listing Discount

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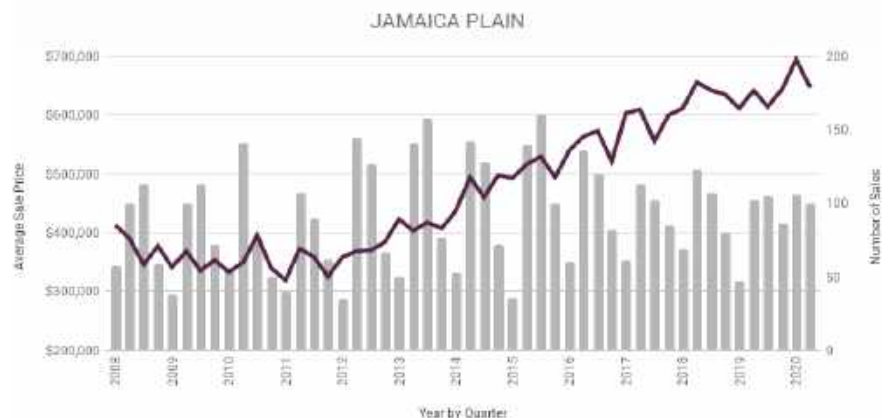


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$456	\$506	\$537	\$555	\$568
AVERAGE SALES PRICE	\$563,660	\$609,666	\$656,041	\$641,778	\$646,769
AVERAGE SALES PRICE VS. LIST PRICE	103.22%	104.57%	104.9%	102.32%	101.88%
AVERAGE DOM (DAYS ON MARKET)	39	27	22	27	27
TOTAL TRANSACTIONS	136	113	123	102	100
TOTAL DOLLAR VOLUME SOLD	\$76,657,818	\$68,892,364	\$80,693,115	\$65,461,363	\$64,676,925
APPROXIMATE ABSORPTION RATE	169.93%	138.77%	95.34%	51.64%	72.28%
APPROXIMATE MONTHS INVENTORY SUPPLY	.59	.72	1.05	1.94	1.38
TOTAL NUMBER OF UNITS LISTED	168	154	171	179	141



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES

Average Sale Price

-31.83%

SUPPLY

Approx. Months Supply

0%

SALES

Closed Sales

0%

ABSORPTION RATE

Approximate

0%

MARKET TIME

Days On Market

-145 DAYS

NEGOTIABILITY

Listing Discount

+4.22%

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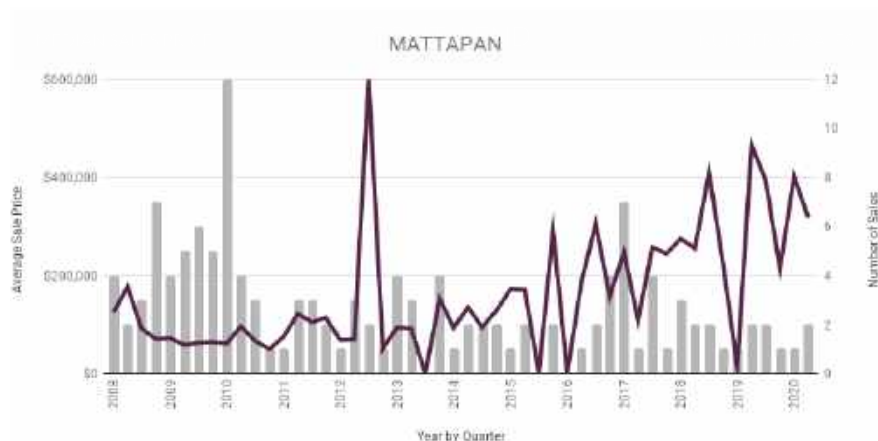


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$218	\$126	\$240	\$340	\$349
AVERAGE SALES PRICE	\$185,000	\$108,000	\$255,000	\$465,750	\$317,500
AVERAGE SALES PRICE VS. LIST PRICE	100%	98.18%	103.26%	97.64%	101.76%
AVERAGE DOM (DAYS ON MARKET)	269	50	46	165	20
TOTAL TRANSACTIONS	1	1	2	2	2
TOTAL DOLLAR VOLUME SOLD	\$185,000	\$108,000	\$510,000	\$931,500	\$635,000
APPROXIMATE ABSORPTION RATE	4.17%	116.67%	41.67%	0%	0%
APPROXIMATE MONTHS INVENTORY SUPPLY	24	.86	.24	0	0
TOTAL NUMBER OF UNITS LISTED	9	2	8	2	4



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES

Average Sale Price

-31.82%

SUPPLY

Approx. Months Supply

-14.25%

SALES

Closed Sales

+400%

ABSORPTION RATE

Approximate

-14.25%

MARKET TIME

Days On Market

+6 DAYS

NEGOTIABILITY

Listing Discount

+1.27%

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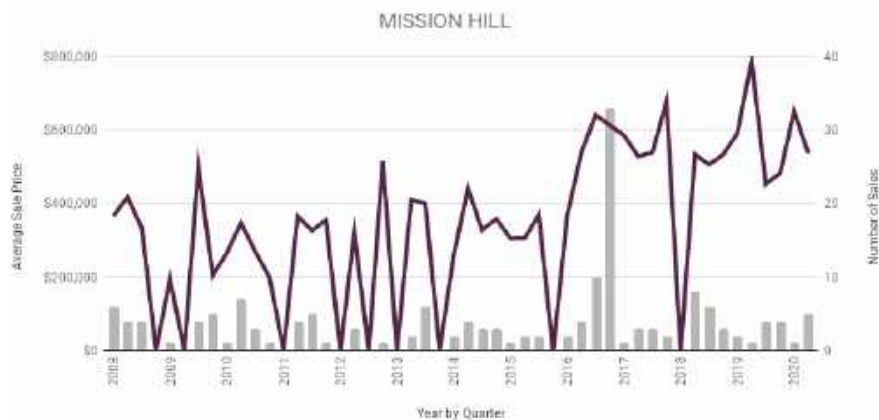


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$444	\$444	\$554	\$508	\$506
AVERAGE SALES PRICE	\$537,612	\$528,333	\$533,595	\$787,000	\$536,600
AVERAGE SALES PRICE VS. LIST PRICE	99.97%	109.84%	106.62%	98.5%	99.75%
AVERAGE DOM (DAYS ON MARKET)	13	15	27	82	88
TOTAL TRANSACTIONS	4	3	8	1	5
TOTAL DOLLAR VOLUME SOLD	\$2,150,450	\$1,584,999	\$4,268,763	\$787,000	\$2,683,000
APPROXIMATE ABSORPTION RATE	37.5%	200%	27.08%	25%	29.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.67	.5	3.69	4	3.43
TOTAL NUMBER OF UNITS LISTED	12	6	6	7	11



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES -9.07%

Average Sale Price

SUPPLY -39.72%

Approx. Months Supply

SALES +30.7%

Closed Sales

ABSORPTION RATE +65.67%

Approximate

MARKET TIME +7 DAYS

Days On Market

NEGOTIABILITY -2.31%

Listing Discount

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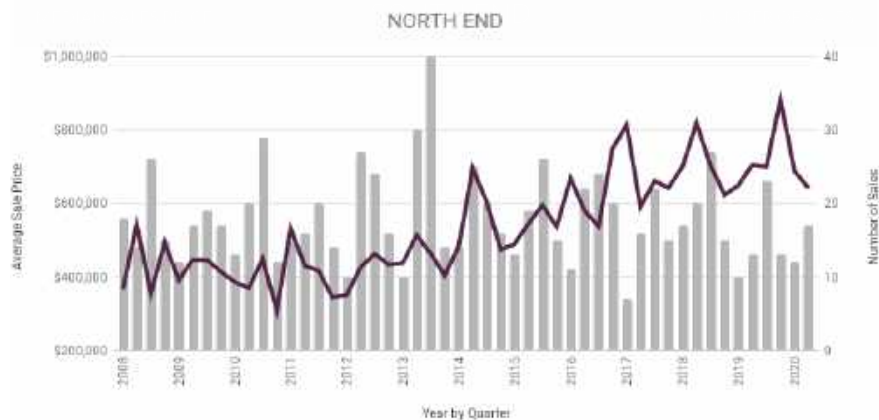


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$827	\$859	\$1,006	\$927	\$886
AVERAGE SALES PRICE	\$580,772	\$590,364	\$818,900	\$705,700	\$641,764
AVERAGE SALES PRICE VS. LIST PRICE	100.07%	100.94%	101.18%	98.8%	96.52%
AVERAGE DOM (DAYS ON MARKET)	34	326	24	49	56
TOTAL TRANSACTIONS	22	16	20	13	17
TOTAL DOLLAR VOLUME SOLD	\$12,777,000	\$9,445,832	\$16,378,000	\$9,175,010	\$10,910,000
APPROXIMATE ABSORPTION RATE	88.1%	100.94%	41.11%	17.74%	29.39%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.14	1.94	2.43	5.64	3.4
TOTAL NUMBER OF UNITS LISTED	25	27	39	44	36



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +2.74%

Average Sale Price

SUPPLY +5.21%

Approx. Months Supply

SALES -43.1%

Closed Sales

ABSORPTION RATE -4.91%

Approximate

MARKET TIME -16 DAYS

Days On Market

NEGOTIABILITY -1.53%

Listing Discount

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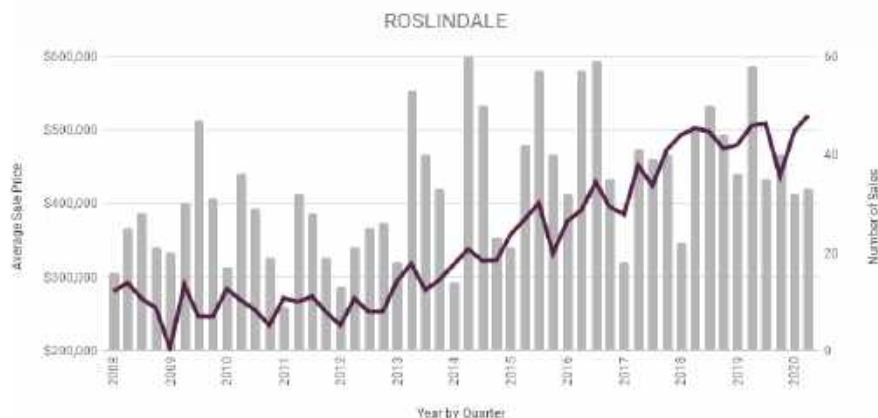


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$365	\$361	\$406	\$416	\$449
AVERAGE SALES PRICE	\$390,510	\$452,052	\$502,096	\$505,800	\$519,639
AVERAGE SALES PRICE VS. LIST PRICE	103.07%	106.11%	104.01%	103.4%	101.82%
AVERAGE DOM (DAYS ON MARKET)	40	40	22	34	18
TOTAL TRANSACTIONS	57	41	45	58	33
TOTAL DOLLAR VOLUME SOLD	\$22,259,075	\$18,534,163	\$22,592,325	\$29,336,400	\$17,148,099
APPROXIMATE ABSORPTION RATE	174.07%	185.71%	64.47%	104.44%	99.31%
APPROXIMATE MONTHS INVENTORY SUPPLY	.57	.54	1.55	.96	1.01
TOTAL NUMBER OF UNITS LISTED	73	50	70	60	49



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +2.49%

Average Sale Price

SUPPLY +23.72%

Approx. Months Supply

SALES -50%

Closed Sales

ABSORPTION RATE -19.3%

Approximate

MARKET TIME -15 DAYS

Days On Market

NEGOTIABILITY -1.81%

Listing Discount

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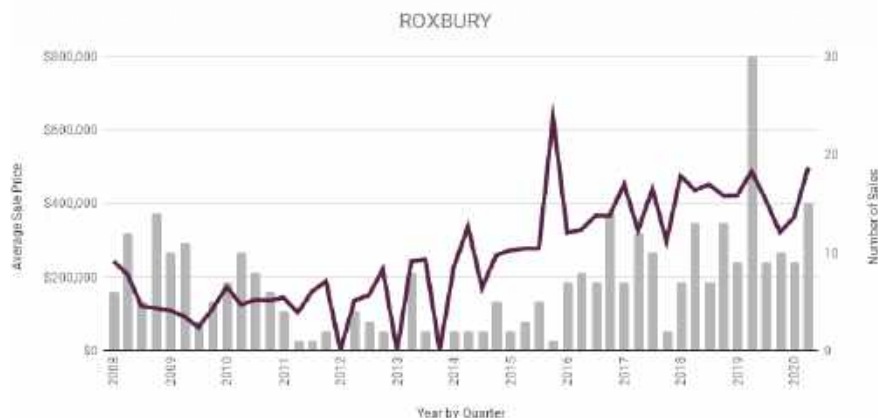


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$272	\$256	\$334	\$397	\$476
AVERAGE SALES PRICE	\$328,431	\$325,620	\$436,187	\$486,926	\$499,026
AVERAGE SALES PRICE VS. LIST PRICE	100.52%	100.27%	100.38%	100.36%	98.55%
AVERAGE DOM (DAYS ON MARKET)	79	68	28	49	26
TOTAL TRANSACTIONS	8	12	13	30	15
TOTAL DOLLAR VOLUME SOLD	\$2,627,450	\$3,907,446	\$5,670,438	\$14,607,795	\$7,485,400
APPROXIMATE ABSORPTION RATE	15.91%	33.33%	17.19%	39.58%	31.94%
APPROXIMATE MONTHS INVENTORY SUPPLY	6.29	3	5.82	2.53	3.13
TOTAL NUMBER OF UNITS LISTED	16	18	27	32	16



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES -31.3%

Average Sale Price

SUPPLY -8.47%

Approx. Months Supply

SALES -67.05%

Closed Sales

ABSORPTION RATE +9.19%

Approximate

MARKET TIME +25 DAYS

Days On Market

NEGOTIABILITY -.61%

Listing Discount

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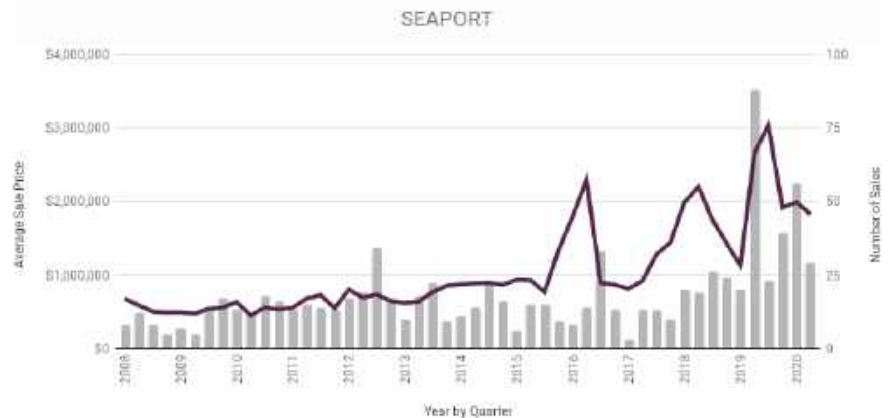


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$1,232	\$865	\$1,322	\$1,716	\$1,450
AVERAGE SALES PRICE	\$2,291,932	\$918,634	\$2,201,830	\$2,658,942	\$1,826,600
AVERAGE SALES PRICE VS. LIST PRICE	98.39%	97.81%	99.72%	99.15%	98.55%
AVERAGE DOM (DAYS ON MARKET)	37	51	83	24	49
TOTAL TRANSACTIONS	14	13	19	88	29
TOTAL DOLLAR VOLUME SOLD	\$32,087,049	\$11,942,242	\$41,834,770	\$233,986,983	\$52,971,422
APPROXIMATE ABSORPTION RATE	44.44%	30.88%	18.45%	25.45%	28.88%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.25	3.24	5.42	3.78	3.46
TOTAL NUMBER OF UNITS LISTED	24	21	61	111	45



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +.12%

Average Sale Price

SUPPLY +61.98%

Approx. Months Supply

SALES +19.35%

Closed Sales

ABSORPTION RATE -38.23%

Approximate

MARKET TIME -8 DAYS

Days On Market

NEGOTIABILITY -.02%

Listing Discount

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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$596	\$671	\$711	\$748	\$774
AVERAGE SALES PRICE	\$680,254	\$707,259	\$812,889	\$859,749	\$860,749
AVERAGE SALES PRICE VS. LIST PRICE	100.98%	101.31%	99.51%	99.29%	99.27%
AVERAGE DOM (DAYS ON MARKET)	55	31	34	58	50
TOTAL TRANSACTIONS	156	164	155	185	101
TOTAL DOLLAR VOLUME SOLD	\$106,119,639	\$115,990,536	\$125,997,926	\$159,053,698	\$86,935,680
APPROXIMATE ABSORPTION RATE	109.19%	48.23%	43.45%	37.98%	23.46%
APPROXIMATE MONTHS INVENTORY SUPPLY	.93	2.07	2.3	2.63	4.26
TOTAL NUMBER OF UNITS LISTED	204	278	299	323	264



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +0.73%

Average Sale Price

SUPPLY +218.8%

Approx. Months Supply

SALES -35.48%

Closed Sales

ABSORPTION RATE -68.6%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY -0.18%

Listing Discount

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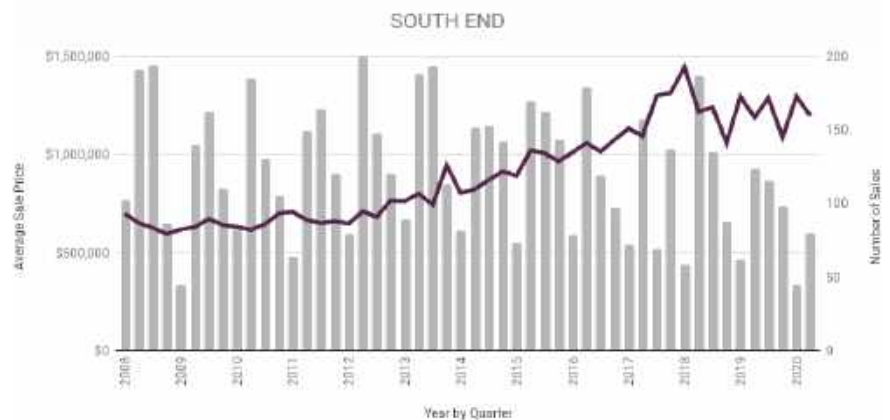


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$896	\$994	\$1,073	\$1,046	\$1,040
AVERAGE SALES PRICE	\$1,058,183	\$1,093,683	\$1,218,286	\$1,188,197	\$1,196,907
AVERAGE SALES PRICE VS. LIST PRICE	101.94%	102.16%	101.76%	99.31%	99.13%
AVERAGE DOM (DAYS ON MARKET)	32	35	36	44	35
TOTAL TRANSACTIONS	179	157	187	124	80
TOTAL DOLLAR VOLUME SOLD	\$189,414,855	\$171,708,359	\$227,819,609	\$147,336,430	\$95,752,634
APPROXIMATE ABSORPTION RATE	78.28%	54.95%	66.54%	53.78%	16.87%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.28	1.82	1.5	1.86	5.93
TOTAL NUMBER OF UNITS LISTED	202	221	230	167	255



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES

Average Sale Price

-20.09%

SUPPLY

Approx. Months Supply

-0.79%

SALES

Closed Sales

-17.24%

ABSORPTION RATE

Approximate

+0.76%

MARKET TIME

Days On Market

-1 DAYS

NEGOTIABILITY

Listing Discount

-.85%

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Q2:16

Q2:17

Q2:18

Q2:19

Q2:20

AVERAGE
PRICE PER FOOT

\$924

\$1,017

\$1,037

\$1,139

\$1,038

AVERAGE
SALES PRICE

\$1,102,651

\$1,423,551

\$1,235,575

\$1,526,769

\$1,220,050

AVERAGE
SALES PRICE VS. LIST PRICE

97.89%

97.53%

97.39%

97.25%

96.43%

AVERAGE
DOM (DAYS ON MARKET)

57

56

68

82

81

TOTAL
TRANSACTIONS

38

29

40

29

24

TOTAL
DOLLAR VOLUME SOLD

\$41,900,738

\$41,282,999

\$49,423,000

\$44,276,312

\$29,281,200

APPROXIMATE
ABSORPTION RATE

30.56%

20.75%

25.17%

13.11%

13.21%

APPROXIMATE
MONTHS INVENTORY SUPPLY

3.27

4.82

3.97

7.63

7.57

TOTAL
NUMBER OF UNITS LISTED

68

74

75

84

71



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES +13.52%

Average Sale Price

SUPPLY -33.4%

Approx. Months Supply

SALES -44.4%

Closed Sales

ABSORPTION RATE +50%

Approximate

MARKET TIME -18 DAYS

Days On Market

NEGOTIABILITY -3.23%

Listing Discount

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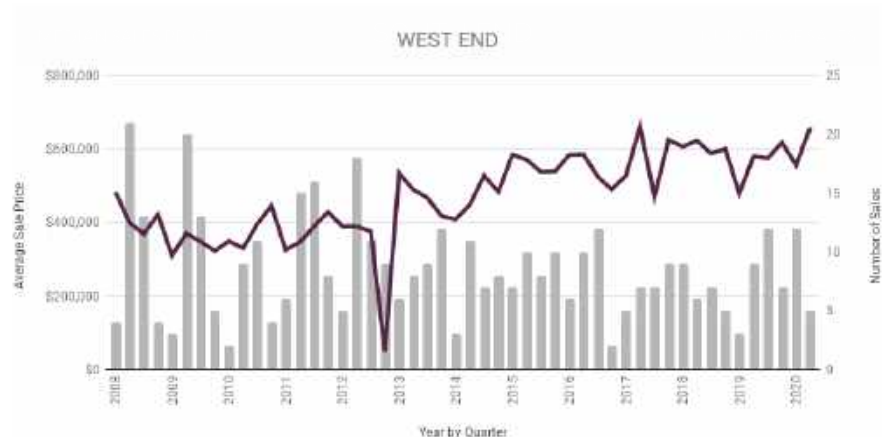


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$617	\$660	\$687	\$633	\$634
AVERAGE SALES PRICE	\$585,499	\$660,985	\$622,083	\$579,888	\$658,300
AVERAGE SALES PRICE VS. LIST PRICE	103.3%	95.91%	101.01%	100.75%	97.5%
AVERAGE DOM (DAYS ON MARKET)	29	71	14	80	62
TOTAL TRANSACTIONS	10	7	6	9	5
TOTAL DOLLAR VOLUME SOLD	\$5,854,999	\$4,626,901	\$3,732,499	\$5,219,000	\$3,291,500
APPROXIMATE ABSORPTION RATE	70.83%	45%	33.33%	28.57%	42.86%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.41	2.22	3	3.5	2.33
TOTAL NUMBER OF UNITS LISTED	14	9	16	15	10



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

Q2:20 vs. Q2:19

PRICES

Average Sale Price

+20.83%

SUPPLY

Approx. Months Supply

+39.4%

SALES

Closed Sales

-4.35%

ABSORPTION RATE

Approximate

-28.5%

MARKET TIME

Days On Market

+8 DAYS

NEGOTIABILITY

Listing Discount

-2.29%

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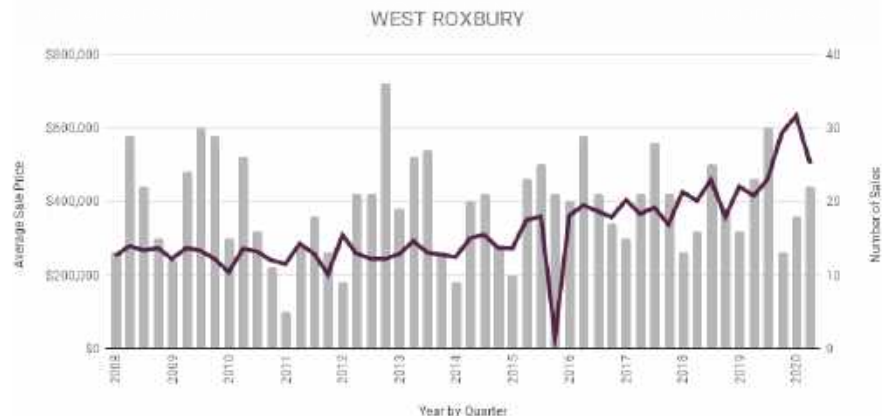


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	Q2:16	Q2:17	Q2:18	Q2:19	Q2:20
AVERAGE PRICE PER FOOT	\$336	\$364	\$367	\$413	\$429
AVERAGE SALES PRICE	\$389,084	\$365,552	\$401,343	\$415,413	\$501,945
AVERAGE SALES PRICE VS. LIST PRICE	100.71%	104.31%	101.87%	101.94%	99.6%
AVERAGE DOM (DAYS ON MARKET)	58	23	21	42	50
TOTAL TRANSACTIONS	29	21	16	23	22
TOTAL DOLLAR VOLUME SOLD	\$11,283,455	\$7,676,599	\$6,421,500	\$9,554,499	\$11,042,799
APPROXIMATE ABSORPTION RATE	202.08%	205.56%	109.72%	87.96%	62.88%
APPROXIMATE MONTHS INVENTORY SUPPLY	.49	.49	.91	1.14	1.59
TOTAL NUMBER OF UNITS LISTED	30	32	33	42	28



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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 Q2 and Q3 vs. Q1 and Q4.

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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CHARLESTOWN

DORCHESTER

EAST BOSTON

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NORTH END

SEAPORT

SOUTH BOSTON

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