

BOSTON MARKET DATA
BY NEIGHBORHOOD

2020
Annual



THE WARREN REPORT

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



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.

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YEAR-OVER-YEAR

2020 vs. 2019

PRICES +6.39%
Average Sale Price

SUPPLY +14.5%
Approx. Months Supply

SALES +40%
Closed Sales

ABSORPTION RATE -5.65%
Approximate

MARKET TIME +2 DAYS
Days On Market

NEGOTIABILITY -.2%
Listing Discount

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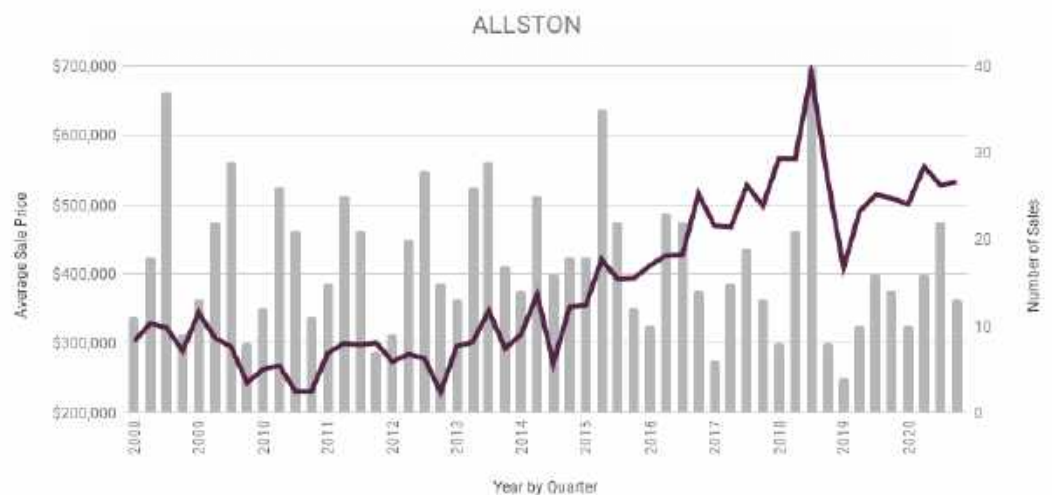


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$505	\$553	\$689	\$608	\$622
AVERAGE SALES PRICE	\$443,219	\$497,138	\$627,598	\$499,598	\$531,850
AVERAGE SALES PRICE VS. LIST PRICE	101.18%	102.24%	101.5%	99.62%	99.42%
AVERAGE DOM (DAYS ON MARKET)	24	25	22	36	38
TOTAL TRANSACTIONS	69	53	77	45	63
TOTAL DOLLAR VOLUME SOLD	\$30,582,131	\$26,348,347	\$48,325,099	\$22,495,994	\$33,506,550
APPROXIMATE ABSORPTION RATE	583.33%	441.67%	213.8%	46.88%	41.03%
APPROXIMATE MONTHS INVENTORY SUPPLY	.17	.23	.47	2.13	2.44
TOTAL NUMBER OF UNITS LISTED	82	69	85	66	107



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES -19.5%

Average Sale Price

SUPPLY +108.7%

Approx. Months Supply

SALES -23.9%

Closed Sales

ABSORPTION RATE -18.89%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY -1.22%

Listing Discount

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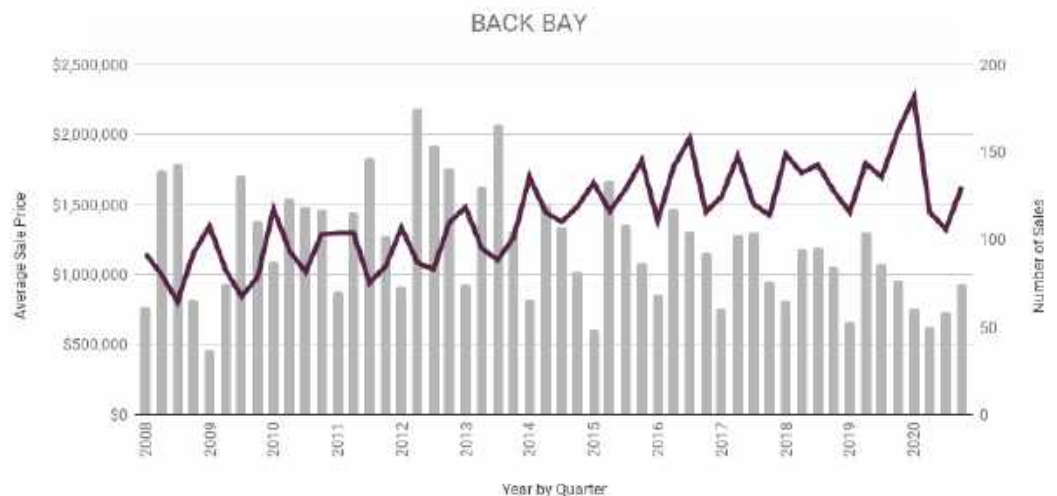


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$1,136	\$1,185	\$1,251	\$1,246	\$1,231
AVERAGE SALES PRICE	\$1,681,395	\$1,600,335	\$1,742,631	\$1,764,125	\$1,677,649
AVERAGE SALES PRICE VS. LIST PRICE	96.47%	97.52%	97.75%	96.7%	95.52%
AVERAGE DOM (DAYS ON MARKET)	67	54	63	63	72
TOTAL TRANSACTIONS	385	344	341	321	244
TOTAL DOLLAR VOLUME SOLD	\$647,336,902	\$550,515,099	\$594,237,185	\$566,284,241	\$409,346,539
APPROXIMATE ABSORPTION RATE	72.92%	54.09%	45.07%	36.26%	17.37%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.37	1.85	2.19	2.76	5.76
TOTAL NUMBER OF UNITS LISTED	454	507	450	504	508



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES +9.69%

Average Sale Price

SUPPLY +118%

Approx. Months Supply

SALES +37.5%

Closed Sales

ABSORPTION RATE -36.11%

Approximate

MARKET TIME +45 DAYS

Days On Market

NEGOTIABILITY -.27%

Listing Discount

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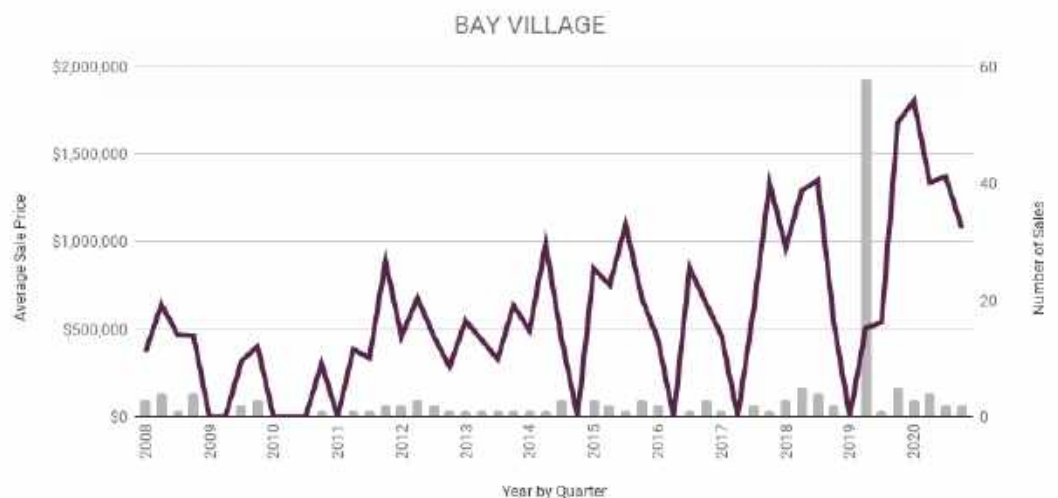


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$856	\$948	\$1,047	\$1,155	\$1,116
AVERAGE SALES PRICE	\$615,500	\$756,750	\$1,133,017	\$1,300,000	\$1,426,000
AVERAGE SALES PRICE VS. LIST PRICE	103.23%	97.21%	96.01%	100.54%	100.27%
AVERAGE DOM (DAYS ON MARKET)	37	56	56	34	79
TOTAL TRANSACTIONS	6	4	14	8	11
TOTAL DOLLAR VOLUME SOLD	\$3,692,000	\$3,027,000	\$15,862,250	\$10,400,000	\$15,686,000
APPROXIMATE ABSORPTION RATE	0%	5.56%	38.89%	66.67%	30.56%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	18	2.57	1.5	3.27
TOTAL NUMBER OF UNITS LISTED	5	16	23	1	20



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES +3.71%

Average Sale Price

SUPPLY +139.6%

Approx. Months Supply

SALES -18.18%

Closed Sales

ABSORPTION RATE -32.4%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -2.83%

Listing Discount

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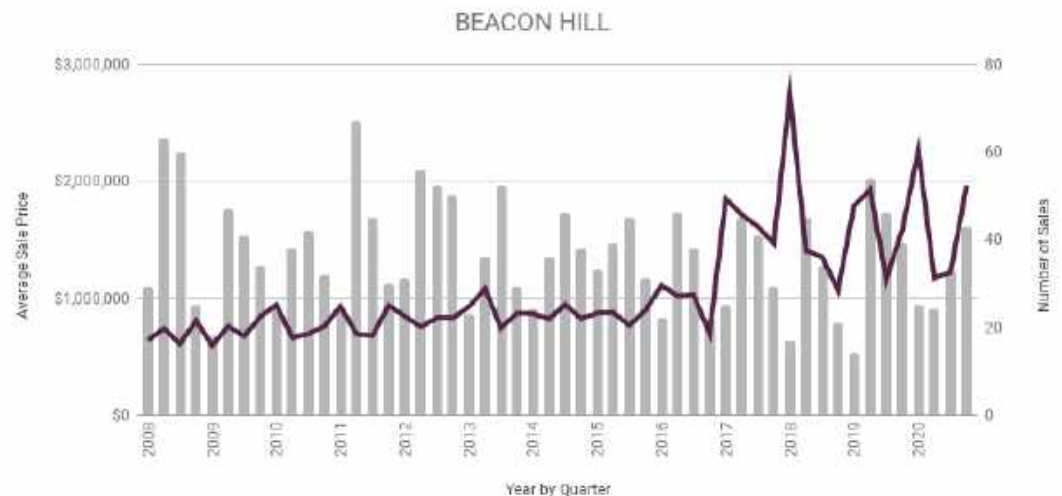


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$986	\$1,160	\$1,225	\$1,212	\$1,144
AVERAGE SALES PRICE	\$978,018	\$1,655,056	\$1,512,733	\$1,602,972	\$1,662,473
AVERAGE SALES PRICE VS. LIST PRICE	98.47%	99.01%	100.76%	98.33%	95.55%
AVERAGE DOM (DAYS ON MARKET)	47	60	58	59	53
TOTAL TRANSACTIONS	128	140	117	154	126
TOTAL DOLLAR VOLUME SOLD	\$125,186,334	\$231,707,903	\$176,989,856	\$246,857,728	\$209,471,624
APPROXIMATE ABSORPTION RATE	35.83%	72.92%	58.33%	55.8%	23.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.79	1.37	1.71	1.79	4.29
TOTAL NUMBER OF UNITS LISTED	189	164	174	228	244



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2020 vs. 2019

PRICES **-.33%**
Average Sale Price

SUPPLY **+149.1%**
Approx. Months Supply

SALES **-9.2%**
Closed Sales

ABSORPTION RATE **-50.62%**
Approximate

MARKET TIME **+0 DAYS**
Days On Market

NEGOTIABILITY **-.33%**
Listing Discount

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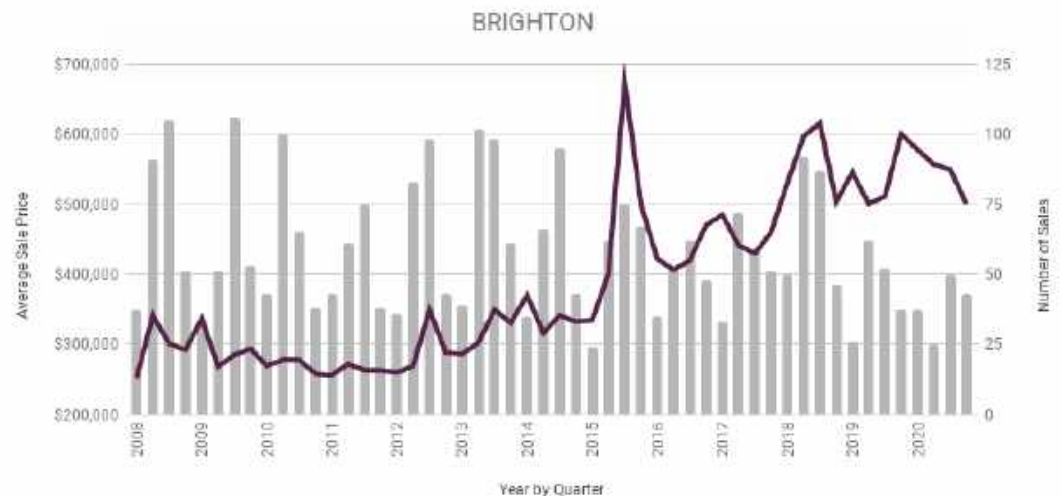


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$507	\$558	\$664	\$600	\$596
AVERAGE SALES PRICE	\$429,038	\$449,439	\$574,790	\$533,976	\$546,951
AVERAGE SALES PRICE VS. LIST PRICE	102.2%	103.65%	101.09%	99.13%	98.8%
AVERAGE DOM (DAYS ON MARKET)	29	24	29	40	40
TOTAL TRANSACTIONS	197	215	275	174	158
TOTAL DOLLAR VOLUME SOLD	\$84,520,627	\$96,629,415	\$158,067,360	\$92,911,971	\$86,418,376
APPROXIMATE ABSORPTION RATE	126.92%	99.54%	164.29%	86.27%	34.65%
APPROXIMATE MONTHS INVENTORY SUPPLY	.79	1	.61	1.16	2.89
TOTAL NUMBER OF UNITS LISTED	225	286	294	243	283



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2020 vs. 2019

PRICES +8.45%

Average Sale Price

SUPPLY +490%

Approx. Months Supply

SALES +3.26%

Closed Sales

ABSORPTION RATE -247.2%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY -.48%

Listing Discount

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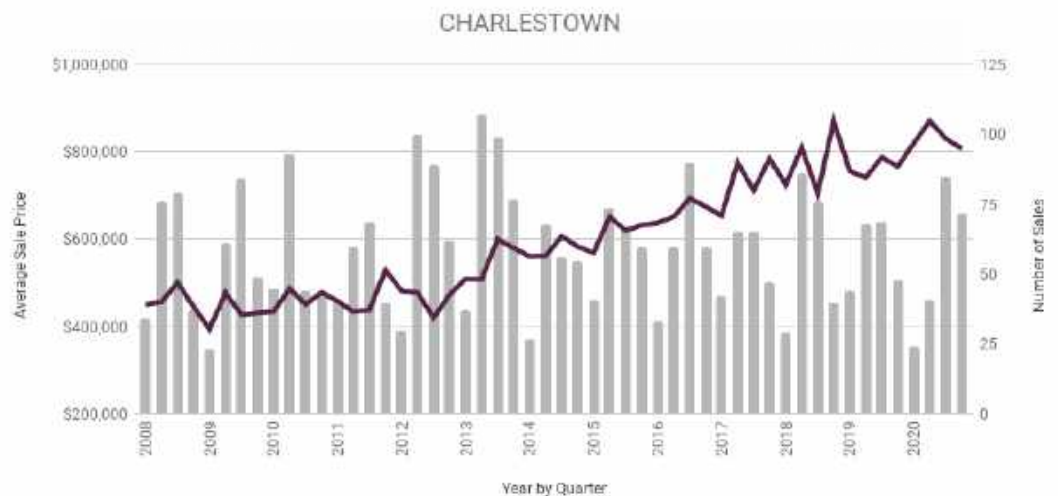


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$637	\$677	\$726	\$727	\$829
AVERAGE SALES PRICE	\$671,368	\$736,019	\$778,044	\$765,144	\$829,804
AVERAGE SALES PRICE VS. LIST PRICE	102.23%	101.24%	101.83%	100.11%	99.63%
AVERAGE DOM (DAYS ON MARKET)	35	39	30	39	32
TOTAL TRANSACTIONS	243	219	231	215	222
TOTAL DOLLAR VOLUME SOLD	\$163,142,654	\$161,188,239	\$179,728,330	\$164,506,043	\$184,216,674
APPROXIMATE ABSORPTION RATE	112.96%	152.08%	128.89%	298.61%	51.39%
APPROXIMATE MONTHS INVENTORY SUPPLY	.89	.66	.78	.33	1.95
TOTAL NUMBER OF UNITS LISTED	285	256	275	265	327



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES +4.23%

Average Sale Price

SUPPLY +54.9%

Approx. Months Supply

SALES -5.93%

Closed Sales

ABSORPTION RATE -39.04%

Approximate

MARKET TIME -13 DAYS

Days On Market

NEGOTIABILITY .88%

Listing Discount

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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$338	\$377	\$414	\$445	\$450
AVERAGE SALES PRICE	\$395,903	\$446,762	\$516,979	\$513,219	\$534,950
AVERAGE SALES PRICE VS. LIST PRICE	100.41%	100.63%	100.31%	98.79%	99.66%
AVERAGE DOM (DAYS ON MARKET)	47	33	38	54	41
TOTAL TRANSACTIONS	159	210	239	236	222
TOTAL DOLLAR VOLUME SOLD	\$62,948,624	\$93,820,169	\$123,558,000	\$121,119,917	\$118,758,979
APPROXIMATE ABSORPTION RATE	102.56%	97.22%	40.65%	110.19%	71.15%
APPROXIMATE MONTHS INVENTORY SUPPLY	.98	1.03	2.46	.91	1.41
TOTAL NUMBER OF UNITS LISTED	216	276	311	324	299



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES -3.01%

Average Sale Price

SUPPLY +146.3%

Approx. Months Supply

SALES -41.98%

Closed Sales

ABSORPTION RATE -13.5%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -.63%

Listing Discount

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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$1,282	\$1,211	\$1,152	\$1,101	\$1,051
AVERAGE SALES PRICE	\$2,105,577	\$1,896,800	\$1,595,089	\$1,630,492	\$1,581,408
AVERAGE SALES PRICE VS. LIST PRICE	97.85%	95.09%	93.41%	95.32%	94.72%
AVERAGE DOM (DAYS ON MARKET)	73	85	95	91	97
TOTAL TRANSACTIONS	201	195	134	131	76
TOTAL DOLLAR VOLUME SOLD	\$423,221,051	\$369,876,000	\$213,741,998	\$213,594,453	\$120,187,078
APPROXIMATE ABSORPTION RATE	31.6%	33.1%	17.4%	22.9%	9.31%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.16	3.02	5.73	4.36	10.74
TOTAL NUMBER OF UNITS LISTED	5	5	3	253	212



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

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2020 vs. 2019

PRICES **-.74%**

Average Sale Price

SUPPLY **+181.6%**

Approx. Months Supply

SALES **-36.9%**

Closed Sales

ABSORPTION RATE **-31.19%**

Approximate

MARKET TIME **+15 DAYS**

Days On Market

NEGOTIABILITY **-.53%**

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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$461	\$481	\$515	\$596	\$591
AVERAGE SALES PRICE	\$438,419	\$468,331	\$497,357	\$578,457	\$564,468
AVERAGE SALES PRICE VS. LIST PRICE	100.59%	99.68%	100.55%	99.29%	98.76%
AVERAGE DOM (DAYS ON MARKET)	55	44	45	46	61
TOTAL TRANSACTIONS	90	168	132	173	109
TOTAL DOLLAR VOLUME SOLD	\$39,457,761	\$78,679,613	\$65,651,142	\$100,073,093	\$61,527,027
APPROXIMATE ABSORPTION RATE	37.5%	155.56%	55%	48.33%	17.14%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.67	.64	1.82	2.07	5.83
TOTAL NUMBER OF UNITS LISTED	152	194	214	295	288



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YEAR-OVER-YEAR

2020 vs. 2019

PRICES -5.47%

Average Sale Price

SUPPLY +185.4%

Approx. Months Supply

SALES -40.7%

Closed Sales

ABSORPTION RATE -55.93%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY +2.1%

Listing Discount

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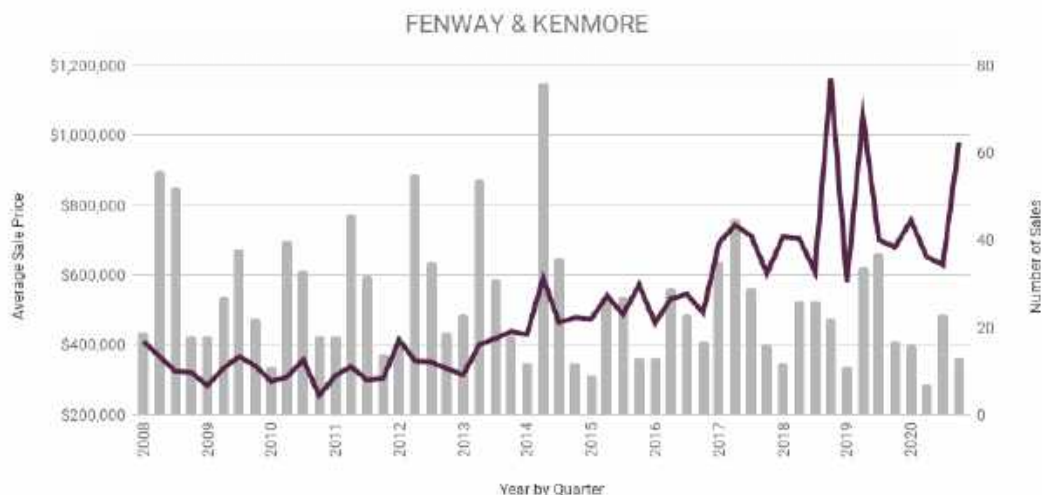


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$792	\$910	\$1,042	\$996	\$969
AVERAGE SALES PRICE	\$517,369	\$704,309	\$795,351	\$794,145	\$750,736
AVERAGE SALES PRICE VS. LIST PRICE	100.37%	100.15%	98.76%	95.75%	97.7%
AVERAGE DOM (DAYS ON MARKET)	29	25	36	45	43
TOTAL TRANSACTIONS	82	125	86	103	61
TOTAL DOLLAR VOLUME SOLD	\$42,424,299	\$88,038,701	\$68,400,229	\$81,796,936	\$45,794,900
APPROXIMATE ABSORPTION RATE	87.5%	260.42%	55.13%	85.83%	29.9%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.14	.38	1.81	1.17	3.34
TOTAL NUMBER OF UNITS LISTED	104	143	170	145	153



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PRICES +6.88%

Average Sale Price

SUPPLY +25.6%

Approx. Months Supply

SALES +26.25%

Closed Sales

ABSORPTION RATE -18.2%

Approximate

MARKET TIME +6 DAYS

Days On Market

NEGOTIABILITY -.61%

Listing Discount

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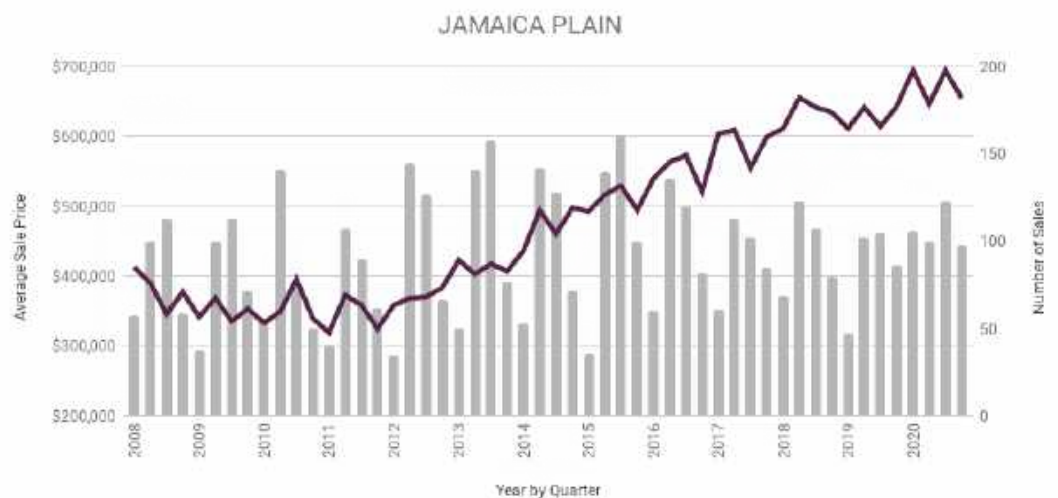


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$459	\$494	\$523	\$536	\$571
AVERAGE SALES PRICE	\$554,358	\$591,224	\$639,985	\$630,663	\$674,076
AVERAGE SALES PRICE VS. LIST PRICE	102.37%	103.48%	102.83%	101.47%	100.85%
AVERAGE DOM (DAYS ON MARKET)	36	28	28	34	40
TOTAL TRANSACTIONS	308	361	379	339	428
TOTAL DOLLAR VOLUME SOLD	\$220,634,507	\$213,432,109	\$242,554,405	\$213,794,773	\$288,504,592
APPROXIMATE ABSORPTION RATE	100%	1076.96%	126.67%	88.54%	70.26%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	.57	.79	1.13	1.42
TOTAL NUMBER OF UNITS LISTED	418	424	469	461	506



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2020 vs. 2019

PRICES -3.11%

Average Sale Price

SUPPLY +50%

Approx. Months Supply

SALES +33.3%

Closed Sales

ABSORPTION RATE -16.7%

Approximate

MARKET TIME -45 DAYS

Days On Market

NEGOTIABILITY +5.73%

Listing Discount

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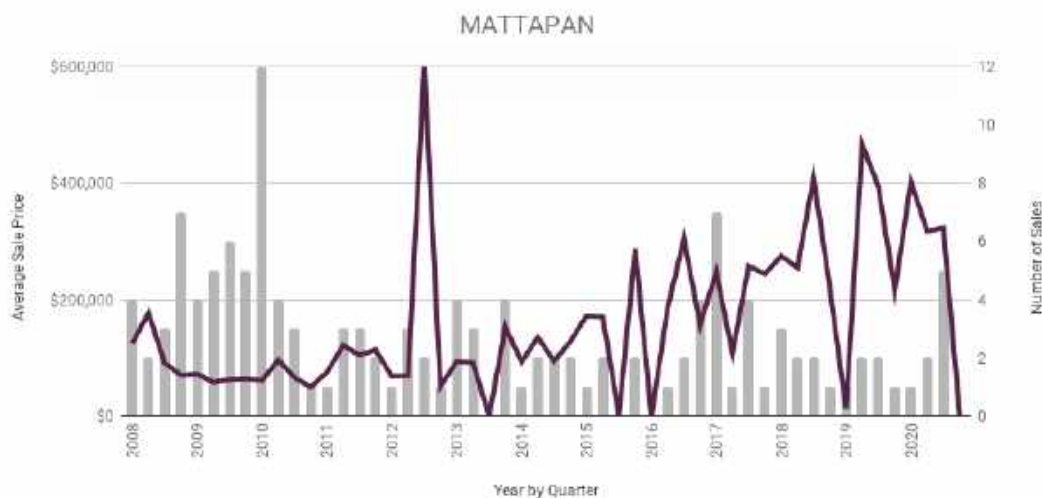


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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$206	\$224	\$250	\$291	\$340
AVERAGE SALES PRICE	\$203,142	\$239,461	\$296,750	\$342,250	\$331,618
AVERAGE SALES PRICE VS. LIST PRICE	100.5%	99.46%	101.34%	96.96%	102.52%
AVERAGE DOM (DAYS ON MARKET)	125	47	42	91	46
TOTAL TRANSACTIONS	7	13	8	6	8
TOTAL DOLLAR VOLUME SOLD	\$1,422,000	\$3,113,000	\$2,374,000	\$2,053,500	\$2,652,950
APPROXIMATE ABSORPTION RATE	11.67%	54.17%	22.22%	50%	33.3%
APPROXIMATE MONTHS INVENTORY SUPPLY	8.57	1.85	4.5	2	3
TOTAL NUMBER OF UNITS LISTED	21	10	13	7	12



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES +14.83%

Average Sale Price

SUPPLY +50%

Approx. Months Supply

SALES +100%

Closed Sales

ABSORPTION RATE +45.84%

Approximate

MARKET TIME +23 DAYS

Days On Market

NEGOTIABILITY -1.61%

Listing Discount

Smart matters.

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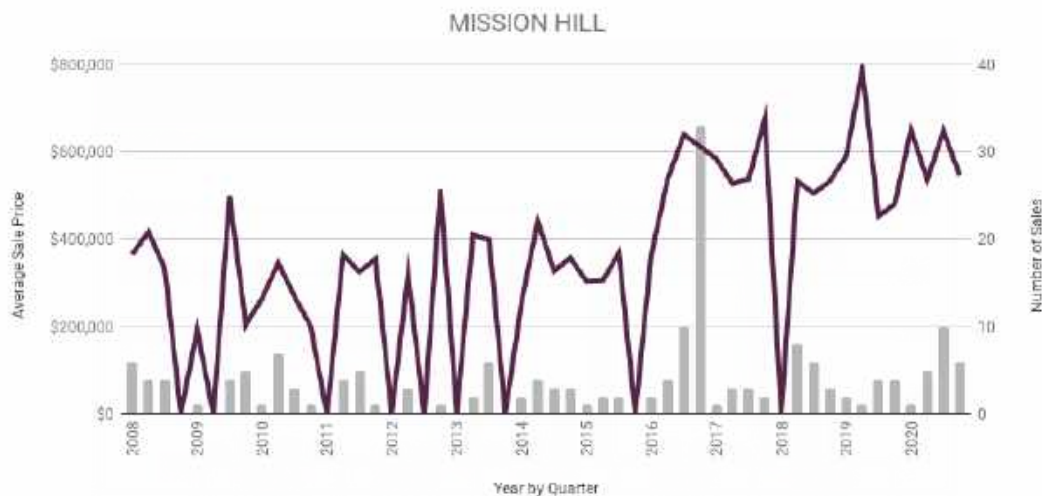


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$841	\$474	\$528	\$453	\$548
AVERAGE SALES PRICE	\$602,122	\$571,100	\$523,691	\$518,568	\$595,471
AVERAGE SALES PRICE VS. LIST PRICE	100.31%	103.86%	104.563.86%	100.69%	99.07%
AVERAGE DOM (DAYS ON MARKET)	52	9	35	41	64
TOTAL TRANSACTIONS	49	22	17	11	22
TOTAL DOLLAR VOLUME SOLD	\$29,503,984	\$5,139,900	\$8,902,762	\$5,704,255	\$13,100,380
APPROXIMATE ABSORPTION RATE	408.33%	0%	0%	45.83%	91.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.24	0	0	2.18	1.09
TOTAL NUMBER OF UNITS LISTED	33	13	26	20	41



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES -9.28%

Average Sale Price

SUPPLY +198%

Approx. Months Supply

SALES +32.2%

Closed Sales

ABSORPTION RATE -65.41%

Approximate

MARKET TIME -7 DAYS

Days On Market

NEGOTIABILITY -.62%

Listing Discount

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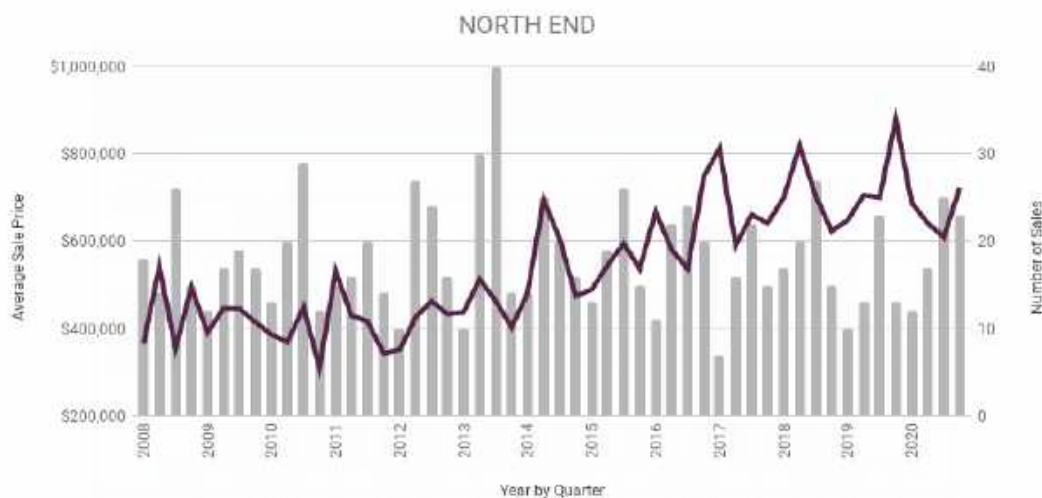


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$833	\$892	\$969	\$912	\$896
AVERAGE SALES PRICE	\$623,187	\$655,312	\$714,369	\$732,601	\$664,635
AVERAGE SALES PRICE VS. LIST PRICE	99.16%	99.42%	99.93%	98.01%	97.4%
AVERAGE DOM (DAYS ON MARKET)	38	42	37	53	46
TOTAL TRANSACTIONS	77	60	79	59	78
TOTAL DOLLAR VOLUME SOLD	\$47,985,445	\$39,318,732	\$56,435,181	\$43,223,509	\$51,841,598
APPROXIMATE ABSORPTION RATE	106.94%	50%	96.24%	98.33%	32.92%
APPROXIMATE MONTHS INVENTORY SUPPLY	.94	2	1.05	1.02	3.04
TOTAL NUMBER OF UNITS LISTED	94	91	113	98	148



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES +6.47%
Average Sale Price

SUPPLY +10.8%
Approx. Months Supply

SALES +11.8%
Closed Sales

ABSORPTION RATE -9.89%
Approximate

MARKET TIME -12 DAYS
Days On Market

NEGOTIABILITY +.30%
Listing Discount

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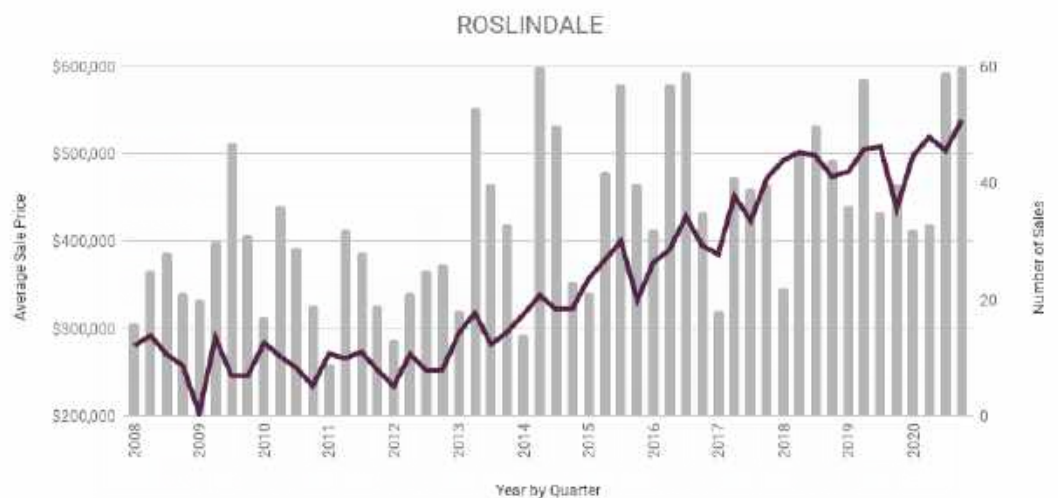


BERKSHIRE
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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$347	\$363	\$404	\$419	\$436
AVERAGE SALES PRICE	\$401,207	\$442,288	\$493,069	\$484,507	\$515,848
AVERAGE SALES PRICE VS. LIST PRICE	100.38%	103.71%	101.72%	101.52%	101.82%
AVERAGE DOM (DAYS ON MARKET)	45	32	29	42	30
TOTAL TRANSACTIONS	183	138	161	169	189
TOTAL DOLLAR VOLUME SOLD	\$73,420,913	\$60,897,763	\$79,384,250	\$81,881,698	\$97,495,385
APPROXIMATE ABSORPTION RATE	138.64%	143.75%	111.81%	108.33%	98.44%
APPROXIMATE MONTHS INVENTORY SUPPLY	.72	.07	.89	.92	1.02
TOTAL NUMBER OF UNITS LISTED	205	167	200	218	240



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES +13.64%

Average Sale Price

SUPPLY +46.85%

Approx. Months Supply

SALES -4.76%

Closed Sales

ABSORPTION RATE -22.3%

Approximate

MARKET TIME -22 DAYS

Days On Market

NEGOTIABILITY +.36%

Listing Discount

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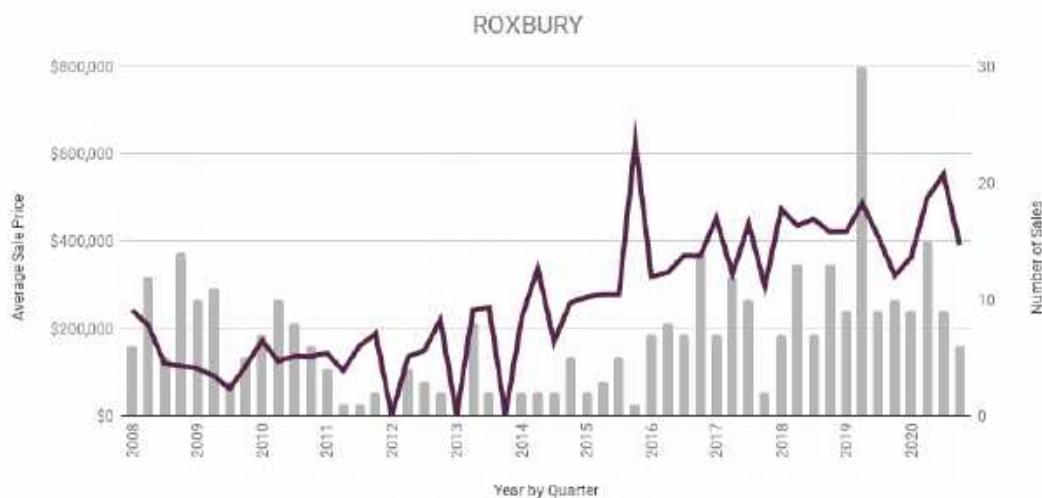


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$283	\$257	\$327	\$328	\$401
AVERAGE SALES PRICE	\$349,248	\$389,024	\$440,706	\$407,617	\$463,226
AVERAGE SALES PRICE VS. LIST PRICE	98.84%	98.4%	97.96%	99.19%	99.55%
AVERAGE DOM (DAYS ON MARKET)	67	69	51	64	42
TOTAL TRANSACTIONS	36	31	40	42	40
TOTAL DOLLAR VOLUME SOLD	\$12,572,943	\$12,059,747	\$17,628,252	\$17,119,948	\$18,529,052
APPROXIMATE ABSORPTION RATE	23.08%	51.67%	66.67%	70%	47.62%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.33	1.94	1.5	1.43	2.1
TOTAL NUMBER OF UNITS LISTED	64	52	78	68	64



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES -24.02%

Average Sale Price

SUPPLY -35.62%

Approx. Months Supply

SALES -.63%

Closed Sales

ABSORPTION RATE +15.04%

Approximate

MARKET TIME +8DAYS

Days On Market

NEGOTIABILITY -.04%

Listing Discount

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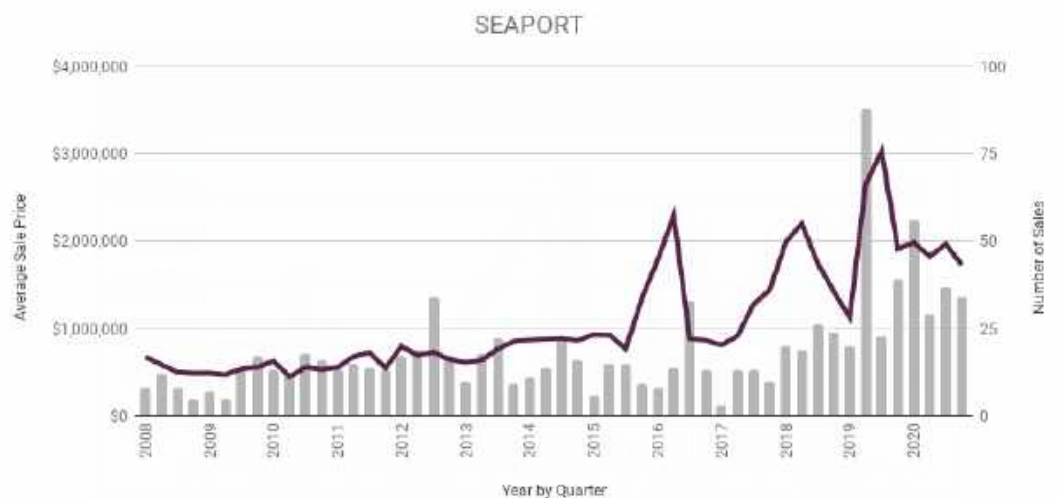


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$1,005	\$884	\$1,229	\$1,632	\$1,584
AVERAGE SALES PRICE	\$1,279,791	\$1,165,839	\$1,813,537	\$2,468,501	\$1,889,284
AVERAGE SALES PRICE VS. LIST PRICE	98.24%	96.49%	97.68%	98.8%	98.76%
AVERAGE DOM (DAYS ON MARKET)	59	56	65	44	52
TOTAL TRANSACTIONS	68	40	89	158	157
TOTAL DOLLAR VOLUME SOLD	\$87,025,800	\$46,633,589	\$161,404,873	\$392,867,311	\$296,617,696
APPROXIMATE ABSORPTION RATE	47.22%	27.08%	23.18%	27.43%	42.47%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.12	3.69	4.31	3.65	2.35
TOTAL NUMBER OF UNITS LISTED	79	81	170	332	232



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES **-.54%**
Average Sale Price

SUPPLY **+71.5%**
Approx. Months Supply

SALES **-8.6%**
Closed Sales

ABSORPTION RATE **-25.2%**
Approximate

MARKET TIME **+4 DAYS**
Days On Market

NEGOTIABILITY **-.42%**
Listing Discount

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**BERKSHIRE
HATHAWAY**
Home Services
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535 Boylston Street
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	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$617	\$665	\$755	\$741	\$752
AVERAGE SALES PRICE	\$679,998	\$721,001	\$823,449	\$818,111	\$813,685
AVERAGE SALES PRICE VS. LIST PRICE	100.3%	100.16%	99.39%	98.72%	98.31%
AVERAGE DOM (DAYS ON MARKET)	46	40	36	54	58
TOTAL TRANSACTIONS	534	546	604	523	478
TOTAL DOLLAR VOLUME SOLD	\$363,119,252	\$393,666,731	\$497,363,359	\$427,872,168	\$388,941,898
APPROXIMATE ABSORPTION RATE	123.84%	89.38%	61.04%	60.53%	35.32%
APPROXIMATE MONTHS INVENTORY SUPPLY	.81	1.12	1.64	1.65	2.83
TOTAL NUMBER OF UNITS LISTED	685	772	836	709	907



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES +14.23%

Average Sale Price

SUPPLY +163.9%

Approx. Months Supply

SALES -10.64%

Closed Sales

ABSORPTION RATE -45.88%

Approximate

MARKET TIME +0 DAYS

Days On Market

NEGOTIABILITY +16.8%

Listing Discount

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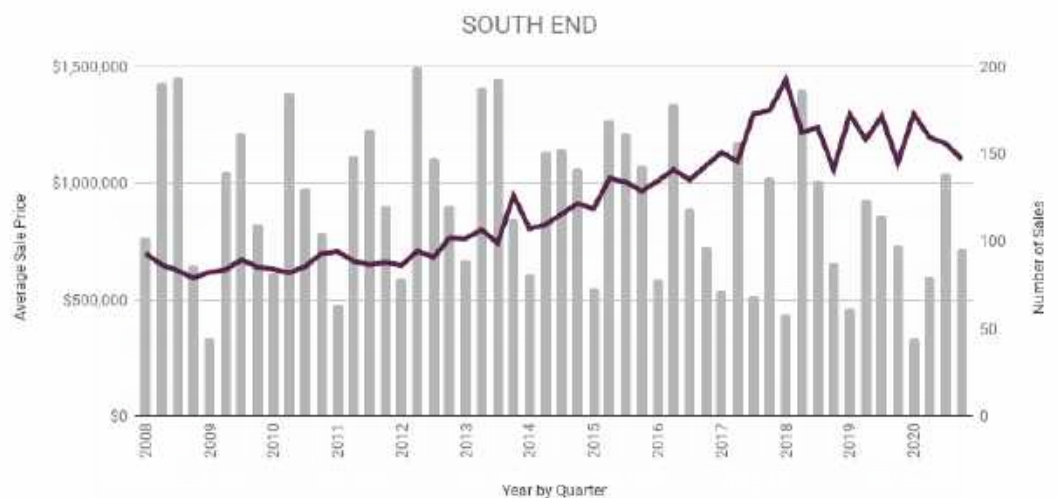


BERKSHIRE HATHAWAY
Home Services
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$895	\$984	\$1,044	\$1,030	\$1,019
AVERAGE SALES PRICE	\$1,042,372	\$1,181,777	\$1,222,509	\$1,026,302	\$1,172,352
AVERAGE SALES PRICE VS. LIST PRICE	101.11%	101.03%	100.24%	83.92%	98.07%
AVERAGE DOM (DAYS ON MARKET)	37	36	41	48	48
TOTAL TRANSACTIONS	473	435	468	408	361
TOTAL DOLLAR VOLUME SOLD	\$493,041,956	\$514,072,995	\$572,134,595	\$414,626,214	\$423,219,378
APPROXIMATE ABSORPTION RATE	112.62%	115.95%	86.97%	73.73%	27.85%
APPROXIMATE MONTHS INVENTORY SUPPLY	.89	.86	1.15	1.36	3.59
TOTAL NUMBER OF UNITS LISTED	584	565	391	539	790



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES -15.27%

Average Sale Price

SUPPLY +67.25%

Approx. Months Supply

SALES -12.71%

Closed Sales

ABSORPTION RATE -10.06%

Approximate

MARKET TIME -1 DAYS

Days On Market

NEGOTIABILITY -.85%

Listing Discount

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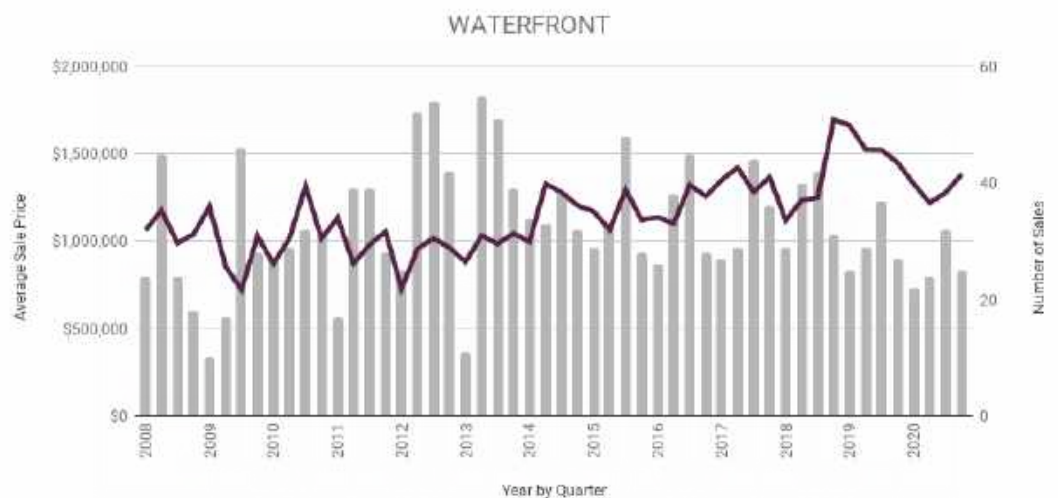


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$947	\$988	\$1,020	\$1,069	\$1,017
AVERAGE SALES PRICE	\$1,214,463	\$1,349,605	\$1,313,292	\$1,537,136	\$1,302,360
AVERAGE SALES PRICE VS. LIST PRICE	95.95%	96.56%	97.54%	96.96%	96.14%
AVERAGE DOM (DAYS ON MARKET)	66	70	84	94	93
TOTAL TRANSACTIONS	137	136	142	118	103
TOTAL DOLLAR VOLUME SOLD	\$166,381,488	\$183,546,304	\$186,487,544	\$181,382,062	\$134,143,082
APPROXIMATE ABSORPTION RATE	49.64%	26.98%	33.1%	25%	14.94%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.01	3.71	3.02	4	6.69
TOTAL NUMBER OF UNITS LISTED	202	240	209	241	269



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES -2.58%
Average Sale Price

SUPPLY +167%
Approx. Months Supply

SALES -6.45%
Closed Sales

ABSORPTION RATE -40.41%
Approximate

MARKET TIME +2 DAYS
Days On Market

NEGOTIABILITY -1.78%
Listing Discount

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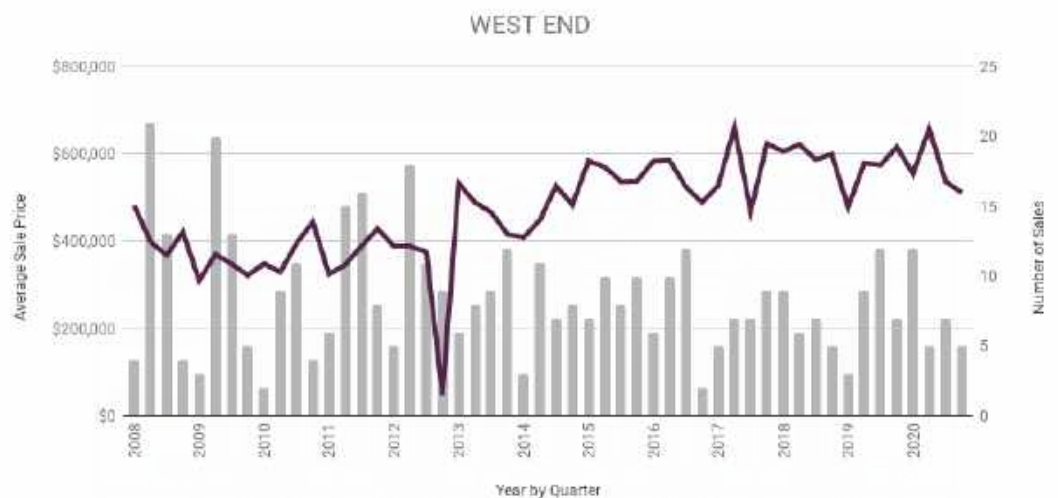


BERKSHIRE HATHAWAY
Home Services
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$632	\$627	\$627	\$657	\$634
AVERAGE SALES PRICE	\$554,549	\$577,669	\$603,668	\$576,315	\$561,464
AVERAGE SALES PRICE VS. LIST PRICE	102.19%	97.89%	99.98%	100.58%	98.79%
AVERAGE DOM (DAYS ON MARKET)	27	74	52	67	69
TOTAL TRANSACTIONS	30	28	27	31	29
TOTAL DOLLAR VOLUME SOLD	\$6,298,875	\$16,174,751	\$16,299,055	\$17,865,792	\$16,282,465
APPROXIMATE ABSORPTION RATE	31.25%	58.33%	56.25%	64.58%	24.17%
APPROXIMATE MONTHS INVENTORY SUPPLY	3.2	1.71	1.78	1.55	4.14
TOTAL NUMBER OF UNITS LISTED	43	36	33	40	47



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2020 vs. 2019

PRICES +7.15%

Average Sale Price

SUPPLY -22.78%

Approx. Months Supply

SALES +2.63%

Closed Sales

ABSORPTION RATE +18.96%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -.35%

Listing Discount

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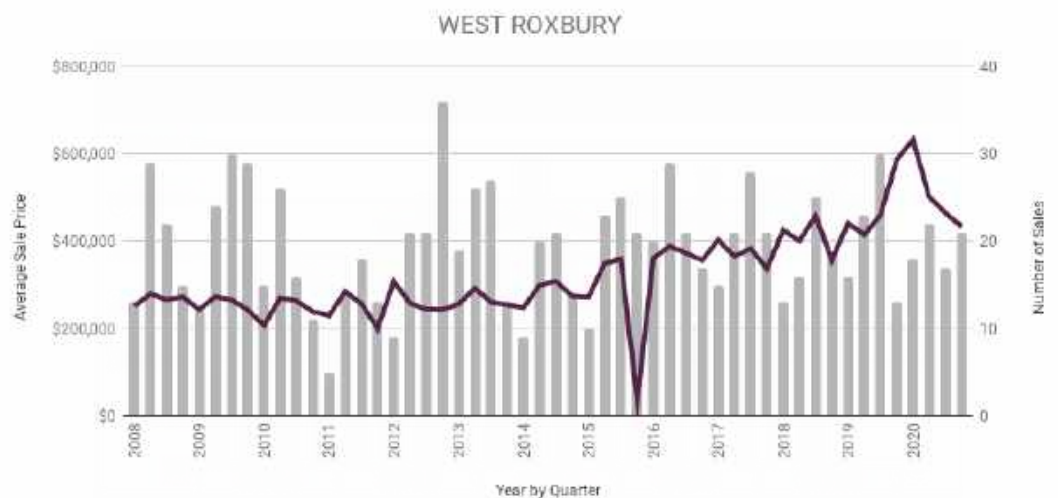


**BERKSHIRE
HATHAWAY**
Home Services
Warren Residential

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535 Boylston Street
Boston, MA 02116

	2016	2017	2018	2019	2020
AVERAGE PRICE PER FOOT	\$331	\$362	\$386	\$399	\$443
AVERAGE SALES PRICE	\$372,668	\$371,115	\$417,928	\$472,119	\$505,892
AVERAGE SALES PRICE VS. LIST PRICE	100.4%	101.93%	100.84%	100.31%	99.95%
AVERAGE DOM (DAYS ON MARKET)	51	28	26	43	40
TOTAL TRANSACTIONS	87	85	73	76	78
TOTAL DOLLAR VOLUME SOLD	\$32,422,154	\$31,544,825	\$30,508,782	\$35,881,050	\$39,459,600
APPROXIMATE ABSORPTION RATE	183.33%	141.67%	89.29%	63.33%	82.29%
APPROXIMATE MONTHS INVENTORY SUPPLY	.55	.71	1.12	1.58	1.22
TOTAL NUMBER OF UNITS LISTED	84	98	34	99	104



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SOUTH END

ALLSTON

BAY VILLAGE

BRIGHTON

CHARLESTOWN

DORCHESTER

EAST BOSTON

JAMAICA PLAIN

NORTH END

SEAPORT

SOUTH BOSTON

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