

BOSTON MARKET DATA
BY NEIGHBORHOOD

2018
Annual



THE WARREN REPORT

CONDO EDITION

warrenre.com

535 Boylston Street
Boston, MA 02116



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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

2017 vs. 2018

PRICES +26.2%

Average Sale Price

SUPPLY +104.3%

Approx. Months Supply

SALES +45.28%

Closed Sales

ABSORPTION RATE -227.7%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -.71%

Listing Discount

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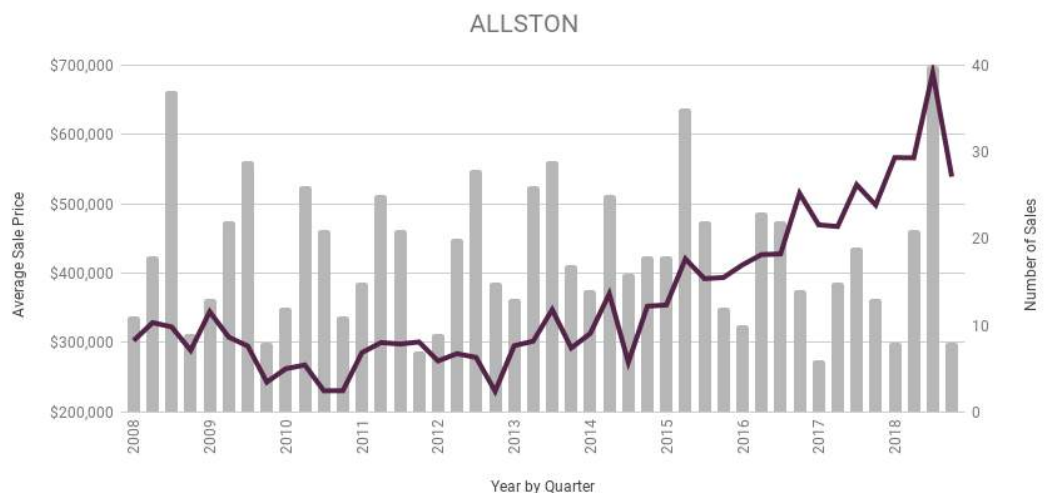


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$429	\$451	\$505	\$553	\$689
AVERAGE SALES PRICE	\$333,533	\$396,260	\$443,219	\$497,138	\$627,598
AVERAGE SALES PRICE VS. LIST PRICE	100.8%	101.10%	103.18%	102.24%	101.5%
AVERAGE DOM (DAYS ON MARKET)	47	57	24	25	22
TOTAL TRANSACTIONS	73	87	69	53	77
TOTAL DOLLAR VOLUME SOLD	\$24,347,939	\$34,474,687	\$30,582,131	\$26,348,347	\$48,325,099
APPROXIMATE ABSORPTION RATE	67.59%	725%	583.33%	441.67%	213.89%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.48	.14	.17	.23	.47
TOTAL NUMBER OF UNITS LISTED	89	88	82	69	85



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +8.89%

Average Sale Price

SUPPLY +18.38%

Approx. Months Supply

SALES -.87%

Closed Sales

ABSORPTION RATE -9.02%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY +.24%

Listing Discount

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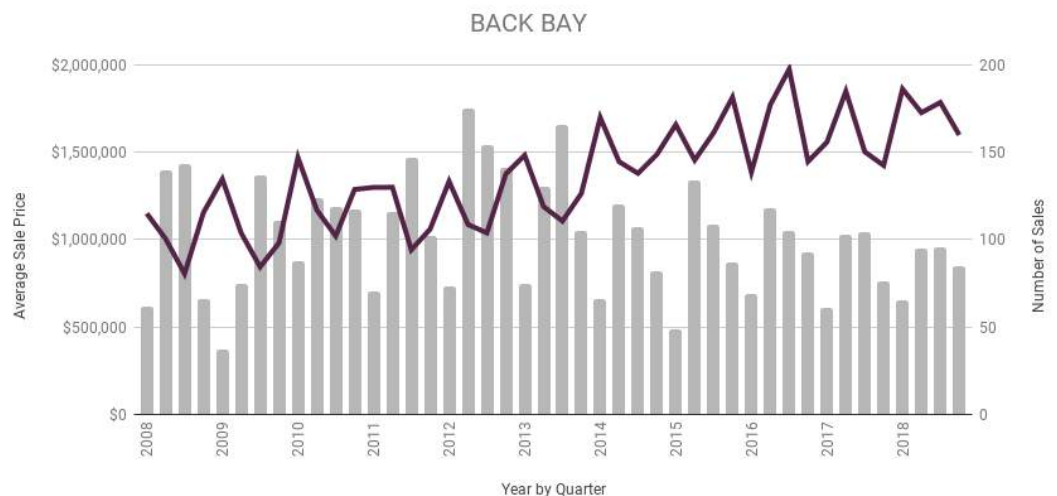


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$1,002	\$1,118	\$1,136	\$1,185	\$1,251
AVERAGE SALES PRICE	\$1,481,785	\$1,610,324	\$1,681,395	\$1,600,335	\$1,742,631
AVERAGE SALES PRICE VS. LIST PRICE	97.85%	98.37%	96.47%	97.52%	97.75%
AVERAGE DOM (DAYS ON MARKET)	59	56	67	54	63
TOTAL TRANSACTIONS	375	379	385	344	341
TOTAL DOLLAR VOLUME SOLD	\$555,669,521	\$610,312,762	\$647,336,902	\$550,515,099	\$594,237,185
APPROXIMATE ABSORPTION RATE	67.93%	46.57%	72.92%	54.09%	45.07%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.47	2.15	1.37	1.85	2.19
TOTAL NUMBER OF UNITS LISTED	466	510	454	507	450



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +49.72%

Average Sale Price

SUPPLY -85.72%

Approx. Months Supply

SALES +250%

Closed Sales

ABSORPTION RATE +33.3%

Approximate

MARKET TIME 0 DAYS

Days On Market

NEGOTIABILITY +1.23%

Listing Discount

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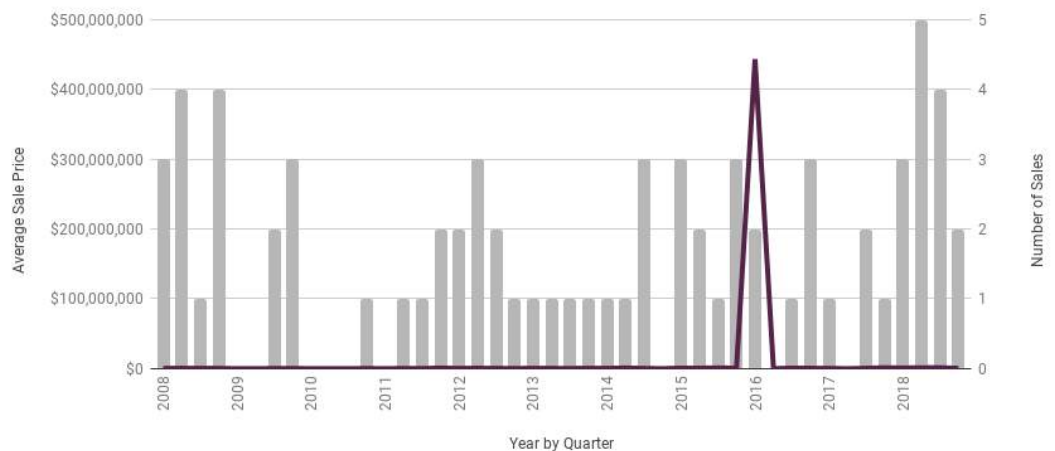
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$752	\$808	\$856	\$948	\$1,047
AVERAGE SALES PRICE	\$561,630	\$799,544	\$615,500	\$756,750	\$1,133,017
AVERAGE SALES PRICE VS. LIST PRICE	100.80%	102.45%	103.233%	97.21%	96.01%
AVERAGE DOM (DAYS ON MARKET)	54	35	37	56	56
TOTAL TRANSACTIONS	5	9	6	4	14
TOTAL DOLLAR VOLUME SOLD	\$2,808,150	\$7,195,899	\$3,692,000	\$3,027,000	\$15,862,250
APPROXIMATE ABSORPTION RATE	41.67%	75%	0%	5.56%	38.89%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	4	0	18	2.57
TOTAL NUMBER OF UNITS LISTED	9	3	5	16	23

BAY VILLAGE



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES -8.6%

Average Sale Price

SUPPLY +24.82%

Approx. Months Supply

SALES -16.43%

Closed Sales

ABSORPTION RATE -14.59%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY +1.77%

Listing Discount

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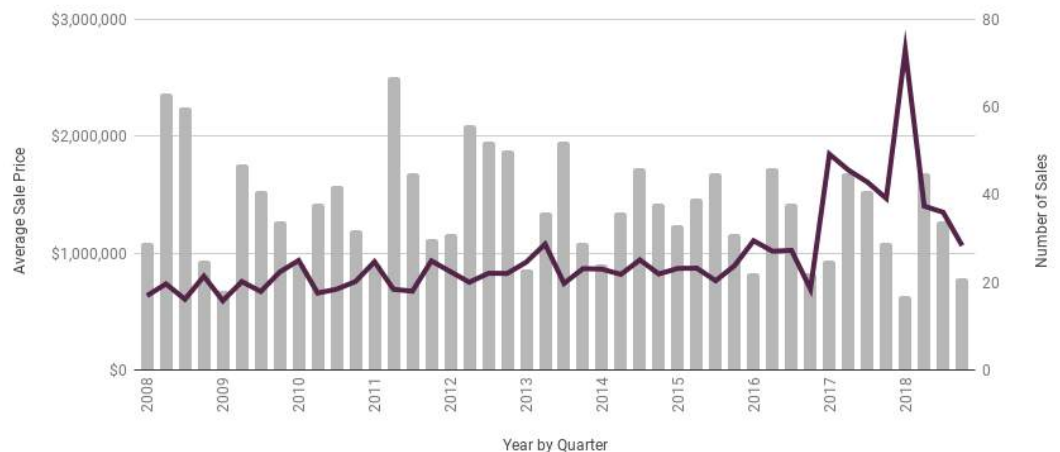
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$898	\$923	\$986	\$1,160	\$1,225
AVERAGE SALES PRICE	\$865,855	\$842,632	\$978,018	\$1,655,056	\$1,512,733
AVERAGE SALES PRICE VS. LIST PRICE	99.70%	101.26%	98.47%	99.01%	100.76%
AVERAGE DOM (DAYS ON MARKET)	57	37	47	60	58
TOTAL TRANSACTIONS	144	148	128	140	117
TOTAL DOLLAR VOLUME SOLD	\$124,683,203	\$124,709,679	\$125,186,334	\$231,707,903	\$176,989,856
APPROXIMATE ABSORPTION RATE	100%	65.35%	35.83%	72.92%	58.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	1.53	2.79	1.37	1.71
TOTAL NUMBER OF UNITS LISTED	185	185	189	164	174

BEACON HILL



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +27.89%
Average Sale Price

SUPPLY -.39%
Approx. Months Supply

SALES +27.9%
Closed Sales

ABSORPTION RATE +64.75%
Approximate

MARKET TIME +5 DAYS
Days On Market

NEGOTIABILITY -2.47%
Listing Discount

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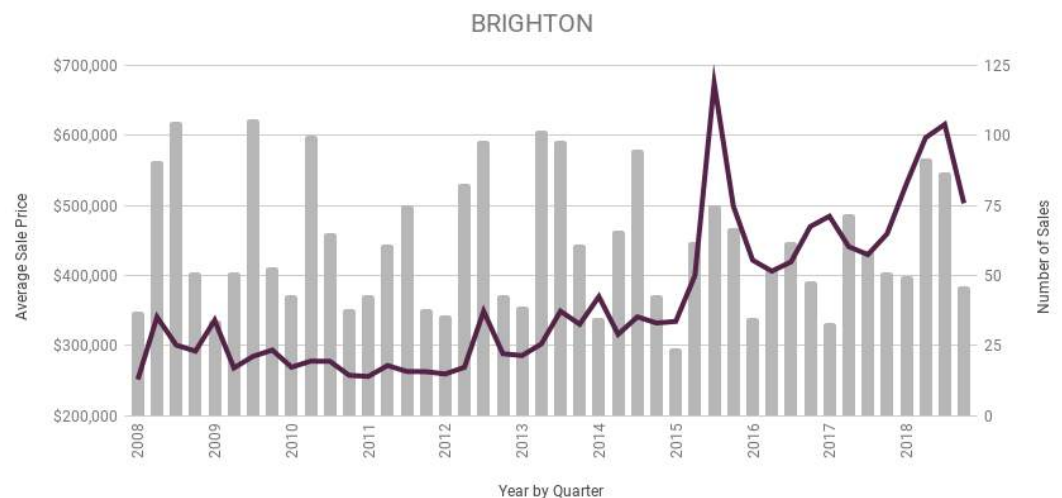


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$422	\$479	\$507	\$558	\$664
AVERAGE SALES PRICE	\$337,095	\$414,163	\$429,038	\$449,439	\$574,790
AVERAGE SALES PRICE VS. LIST PRICE	101.47%	102.22%	102.2%	103.65%	101.09%
AVERAGE DOM (DAYS ON MARKET)	27	32	29	24	29
TOTAL TRANSACTIONS	239	228	197	215	275
TOTAL DOLLAR VOLUME SOLD	\$80,565,793	\$94,429,209	\$84,520,627	\$96,629,415	\$158,067,360
APPROXIMATE ABSORPTION RATE	251.04%	237.5%	126.92%	99.54%	164.29%
APPROXIMATE MONTHS INVENTORY SUPPLY	.4	.42	.79	1	.61
TOTAL NUMBER OF UNITS LISTED	263	265	225	286	294



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2017 vs. 2018

PRICES +5.71%

Average Sale Price

SUPPLY +18.18%

Approx. Months Supply

SALES +5.48%

Closed Sales

ABSORPTION RATE -23.19%

Approximate

MARKET TIME -9 DAYS

Days On Market

NEGOTIABILITY +.59%

Listing Discount

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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$558	\$595	\$637	\$677	\$726
AVERAGE SALES PRICE	\$579,986	\$624,309	\$671,368	\$736,019	\$778,044
AVERAGE SALES PRICE VS. LIST PRICE	101.75%	101.87%	102.233%	101.24%	101.83%
AVERAGE DOM (DAYS ON MARKET)	37	40	35	39	30
TOTAL TRANSACTIONS	206	242	243	219	231
TOTAL DOLLAR VOLUME SOLD	\$119,477,130	\$151,082,966	\$163,142,654	\$161,188,239	\$179,728,330
APPROXIMATE ABSORPTION RATE	251.19%	155.13%	112.96%	152.08%	128.89%
APPROXIMATE MONTHS INVENTORY SUPPLY	.4	.64	.89	.66	.78
TOTAL NUMBER OF UNITS LISTED	242	278	285	256	275



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +15.72%

Average Sale Price

SUPPLY +138.8%

Approx. Months Supply

SALES +13.81%

Closed Sales

ABSORPTION RATE -56.57%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY -.33%

Listing Discount

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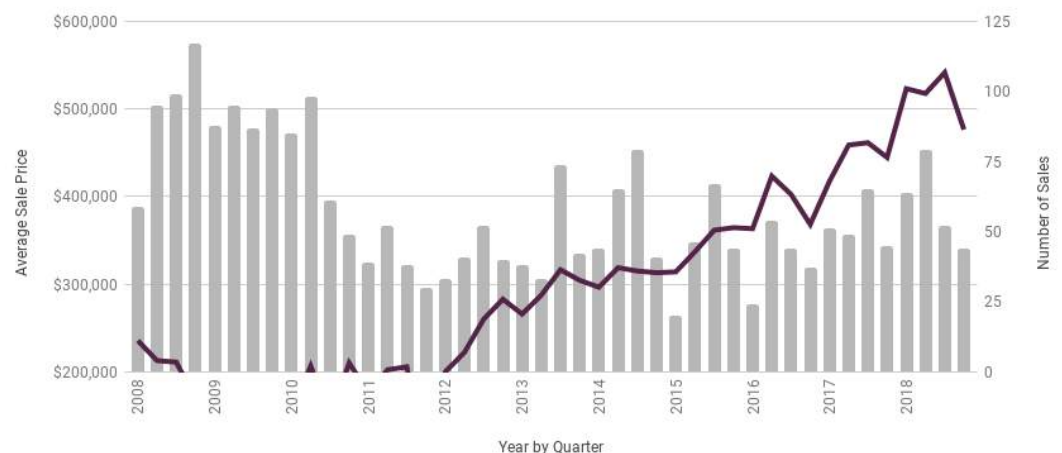
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$270	\$308	\$338	\$377	\$414
AVERAGE SALES PRICE	\$312,358	\$350,750	\$395,903	\$446,762	\$516,979
AVERAGE SALES PRICE VS. LIST PRICE	99.29%	99.79%	100.41%	100.63%	100.31%
AVERAGE DOM (DAYS ON MARKET)	62	54	47	33	38
TOTAL TRANSACTIONS	229	177	159	210	239
TOTAL DOLLAR VOLUME SOLD	\$71,530,199	\$62,082,919	\$62,948,624	\$93,820,169	\$123,558,000
APPROXIMATE ABSORPTION RATE	77%	114.1%	102.56%	97.22%	40.65%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.3	.88	.98	1.03	2.46
TOTAL NUMBER OF UNITS LISTED	283	219	216	276	311

DORCHESTER



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES -15.91%

Average Sale Price

SUPPLY +89.74%

Approx. Months Supply

SALES -31.28%

Closed Sales

ABSORPTION RATE -15.71%

Approximate

MARKET TIME +10 DAYS

Days On Market

NEGOTIABILITY +1.22%

Listing Discount

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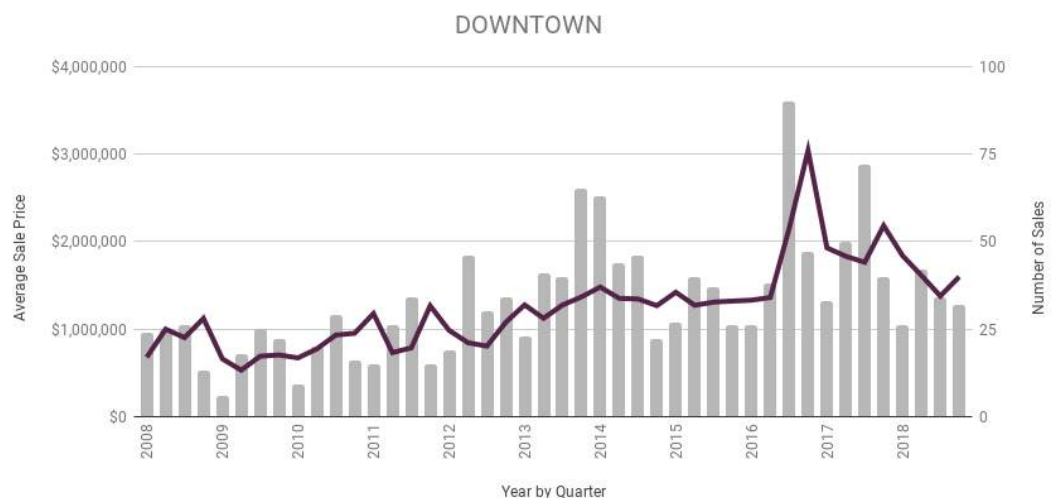


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	2014	2015	Q3:16	Q3:17	Q3:18
AVERAGE PRICE PER FOOT	\$923	\$906	\$1,282	\$1,211	\$1,152
AVERAGE SALES PRICE	\$1,386,918	\$1,295,971	\$2,105,577	\$1,896,800	\$1,595,089
AVERAGE SALES PRICE VS. LIST PRICE	97.22%	95.73%	97.85%	95.09%	93.41%
AVERAGE DOM (DAYS ON MARKET)	66	78	73	85	95
TOTAL TRANSACTIONS	175	130	201	195	134
TOTAL DOLLAR VOLUME SOLD	\$242,710,748	\$168,476,308	\$423,221,051	\$369,876,000	\$213,741,998
APPROXIMATE ABSORPTION RATE	76.75%	29.5%	31.6%	33.16%	17.45%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.3	3.39	3.16	3.02	5.73
TOTAL NUMBER OF UNITS LISTED	1	2	5	5	3



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

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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +7.2%

Average Sale Price

SUPPLY +184.3%

Approx. Months Supply

SALES -21.43%

Closed Sales

ABSORPTION RATE -100.5%

Approximate

MARKET TIME +1 DAYS

Days On Market

NEGOTIABILITY +.87%

Listing Discount

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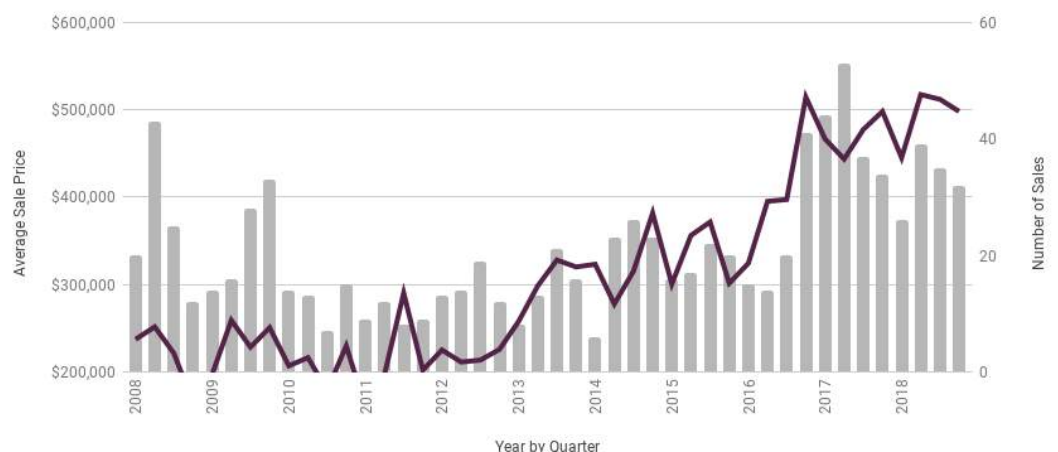
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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$317	\$359	\$461	\$481	\$515
AVERAGE SALES PRICE	\$324,470	\$334,298	\$438,419	\$468,331	\$497,357
AVERAGE SALES PRICE VS. LIST PRICE	98.93%	99.27%	100.59%	99.68%	100.55%
AVERAGE DOM (DAYS ON MARKET)	57	46	55	44	45
TOTAL TRANSACTIONS	78	75	90	168	132
TOTAL DOLLAR VOLUME SOLD	\$25,308,688	\$25,072,404	\$39,457,761	\$78,679,613	\$65,651,142
APPROXIMATE ABSORPTION RATE	108.33%	48.08%	37.5%	155.56%	55%
APPROXIMATE MONTHS INVENTORY SUPPLY	.92	2.08	2.67	.64	1.82
TOTAL NUMBER OF UNITS LISTED	109	105	152	194	214

EAST BOSTON



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2017 vs. 2018

PRICES +12.93%

Average Sale Price

SUPPLY +376.3%

Approx. Months Supply

SALES -31.2%

Closed Sales

ABSORPTION RATE -205.2%

Approximate

MARKET TIME +11 DAYS

Days On Market

NEGOTIABILITY -1.39%

Listing Discount

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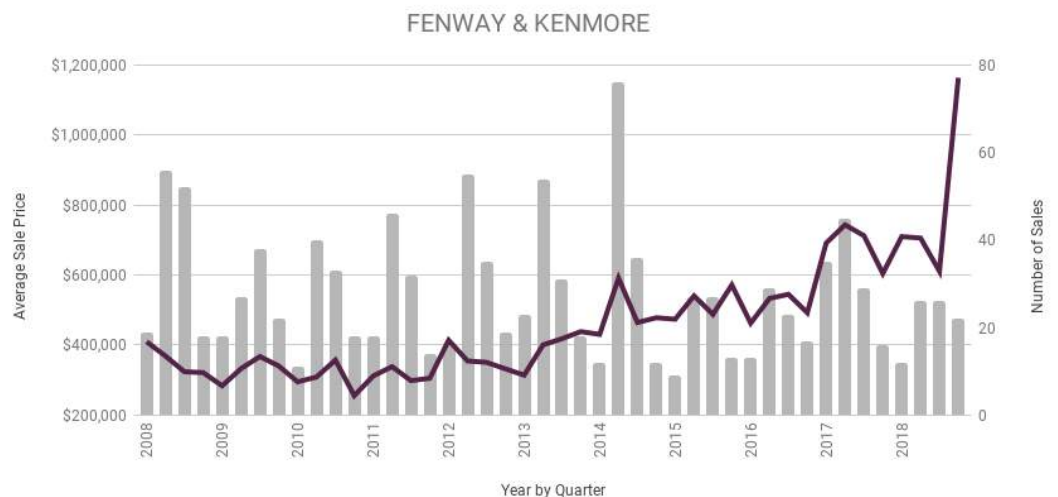


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$642	\$702	\$792	\$910	\$1,042
AVERAGE SALES PRICE	\$534,107	\$519,663	\$517,369	\$704,309	\$795,351
AVERAGE SALES PRICE VS. LIST PRICE	100.51%	100.96%	100.37%	100.15%	98.76%
AVERAGE DOM (DAYS ON MARKET)	32	27	29	25	36
TOTAL TRANSACTIONS	136	76	82	125	86
TOTAL DOLLAR VOLUME SOLD	\$72,638,659	\$39,494,413	\$42,424,299	\$88,038,701	\$68,400,229
APPROXIMATE ABSORPTION RATE	0%	316.67%	87.5%	260.42%	55.13%
APPROXIMATE MONTHS INVENTORY SUPPLY	0	.32	1.14	.38	1.81
TOTAL NUMBER OF UNITS LISTED	128	81	104	143	170



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2017 vs. 2018

PRICES +8.25%

Average Sale Price

SUPPLY +38.6%

Approx. Months Supply

SALES +4.99%

Closed Sales

ABSORPTION RATE -50.29%

Approximate

MARKET TIME 0 DAYS

Days On Market

NEGOTIABILITY -.63%

Listing Discount

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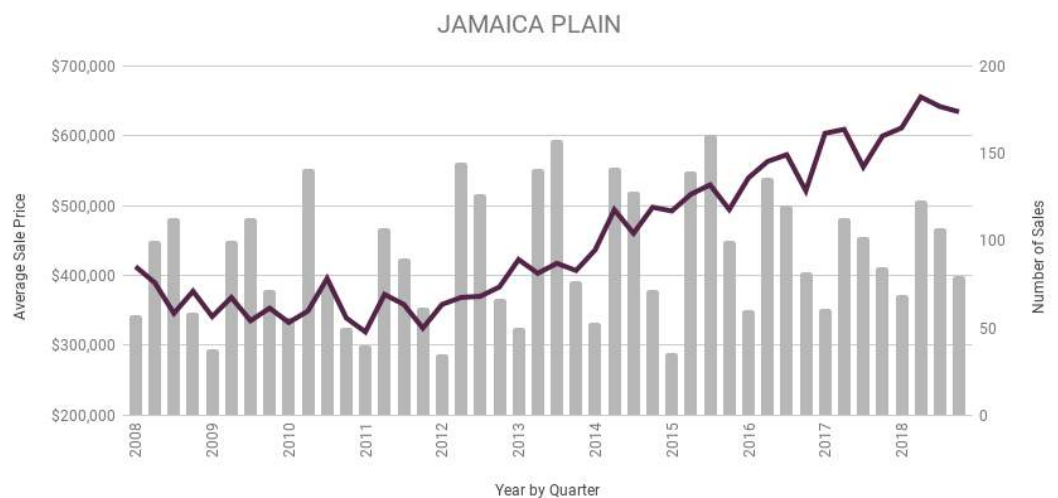


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	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$384	\$431	\$459	\$494	\$523
AVERAGE SALES PRICE	\$498,078	\$514,647	\$554,358	\$591,224	\$639,985
AVERAGE SALES PRICE VS. LIST PRICE	101.43%	102.96%	102.37%	103.48%	102.83%
AVERAGE DOM (DAYS ON MARKET)	30	35	36	28	28
TOTAL TRANSACTIONS	395	437	308	361	379
TOTAL DOLLAR VOLUME SOLD	\$188,208,936	\$224,900,996	\$220,634,507	\$213,432,109	\$242,554,405
APPROXIMATE ABSORPTION RATE	184.26%	130.36%	100%	176.96%	126.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.54	.77	1	.57	.79
TOTAL NUMBER OF UNITS LISTED	450	517	418	424	469



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YEAR-OVER-YEAR

2017 vs. 2018

PRICES +23.92%

Average Sale Price

SUPPLY +143.2%

Approx. Months Supply

SALES -38.4%

Closed Sales

ABSORPTION RATE -31.95%

Approximate

MARKET TIME -5 DAYS

Days On Market

NEGOTIABILITY +1.89%

Listing Discount

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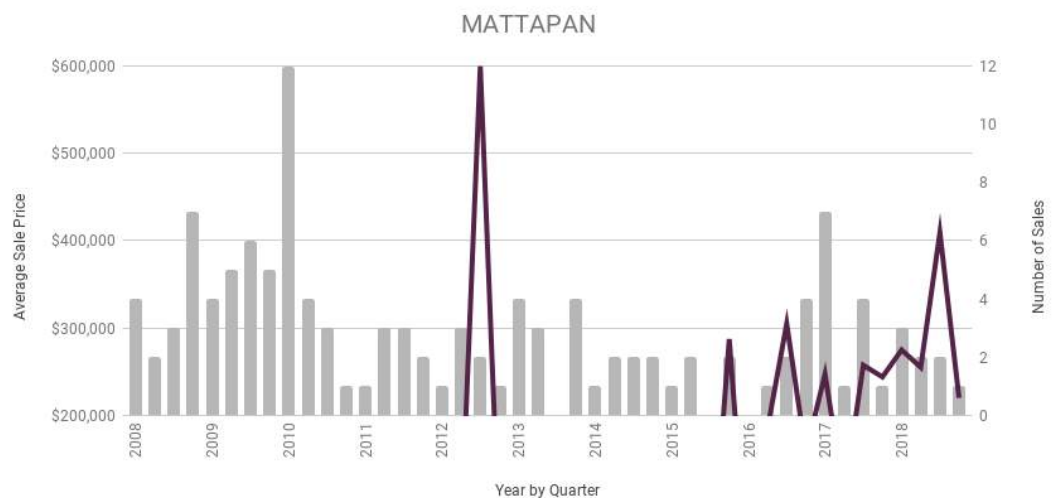


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$155	\$172	\$206	\$224	\$250
AVERAGE SALES PRICE	\$115,357	\$217,580	\$203,142	\$239,461	\$296,750
AVERAGE SALES PRICE VS. LIST PRICE	94.09%	99.55%	100.5%	99.46%	101.34%
AVERAGE DOM (DAYS ON MARKET)	154	84	125	47	42
TOTAL TRANSACTIONS	7	5	7	13	8
TOTAL DOLLAR VOLUME SOLD	\$807,499	\$1,087,900	\$1,422,000	\$3,113,000	\$2,374,000
APPROXIMATE ABSORPTION RATE	22.22%	41.67%	11.67%	54.17%	22.22%
APPROXIMATE MONTHS INVENTORY SUPPLY	4.5	2.4	8.57	1.85	4.5
TOTAL NUMBER OF UNITS LISTED	12	5	21	10	13



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES -8.3%

Average Sale Price

SUPPLY +0%

Approx. Months Supply

SALES +88.39%

Closed Sales

ABSORPTION RATE 0%

Approximate

MARKET TIME +13 DAYS

Days On Market

NEGOTIABILITY +.67%

Listing Discount

Smart matters.

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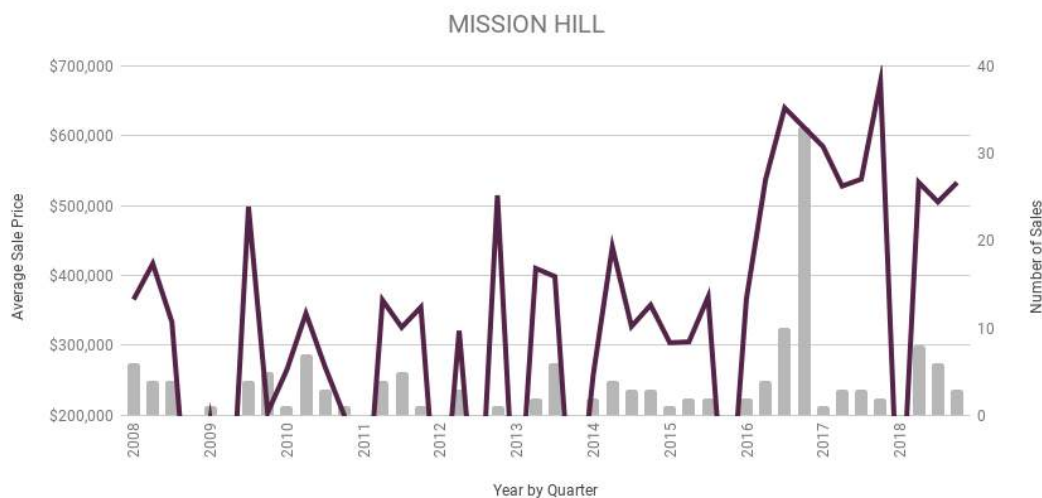


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$333	\$328	\$841	\$474	\$528
AVERAGE SALES PRICE	\$361,333	\$330,745	\$602,122	\$571,100	\$523,691
AVERAGE SALES PRICE VS. LIST PRICE	103.51%	99.5%	100.31%	103.86%	104.56%
AVERAGE DOM (DAYS ON MARKET)	33	80	52	9	35
TOTAL TRANSACTIONS	12	5	49	22	17
TOTAL DOLLAR VOLUME SOLD	\$4,335,999	\$1,653,726	\$29,503,984	\$5,139,900	\$8,902,762
APPROXIMATE ABSORPTION RATE	100%	3.79%	408.33%	0%	0%
APPROXIMATE MONTHS INVENTORY SUPPLY	1	26.4	0.24	0	0
TOTAL NUMBER OF UNITS LISTED	14	26	33	13	26



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +9.01%

Average Sale Price

SUPPLY -47.5%

Approx. Months Supply

SALES +31.67%

Closed Sales

ABSORPTION RATE +45.24%

Approximate

MARKET TIME -5 DAYS

Days On Market

NEGOTIABILITY +.51%

Listing Discount

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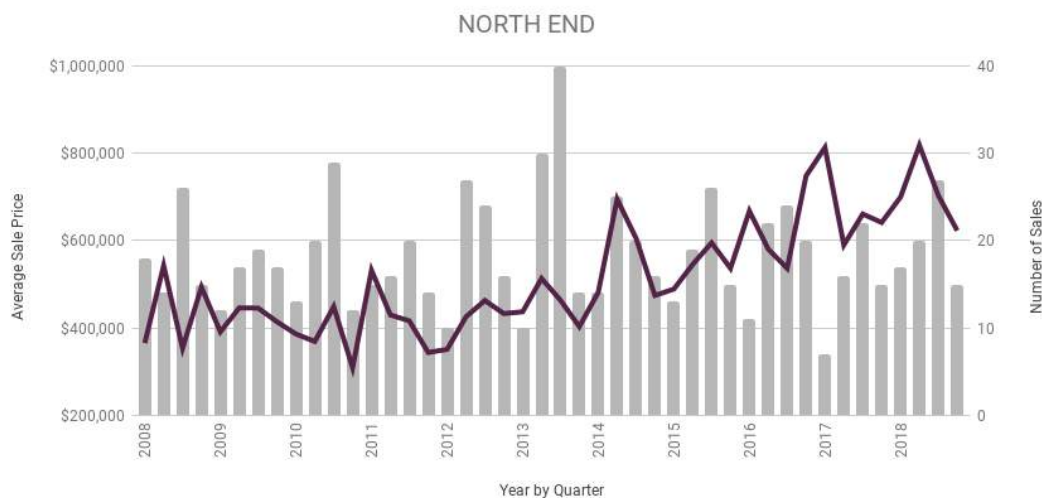


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	Q3:18
AVERAGE PRICE PER FOOT	\$730	\$733	\$833	\$892	\$969
AVERAGE SALES PRICE	\$584,596	\$551,607	\$623,187	\$655,312	\$714,369
AVERAGE SALES PRICE VS. LIST PRICE	99.13%	98.52%	99.16%	99.42%	99.93%
AVERAGE DOM (DAYS ON MARKET)	59	43	38	42	37
TOTAL TRANSACTIONS	75	73	77	60	79
TOTAL DOLLAR VOLUME SOLD	\$43,844,700	\$40,267,375	\$47,985,445	\$39,318,732	\$56,435,181
APPROXIMATE ABSORPTION RATE	156.25%	101.39%	106.94%	50%	95.24%
APPROXIMATE MONTHS INVENTORY SUPPLY	.64	.99	.94	2	1.05
TOTAL NUMBER OF UNITS LISTED	94	92	94	91	113



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +11.7%

Average Sale Price

SUPPLY +27.14%

Approx. Months Supply

SALES +16.67%

Closed Sales

ABSORPTION RATE -31.94%

Approximate

MARKET TIME -3 DAYS

Days On Market

NEGOTIABILITY -1.51%

Listing Discount

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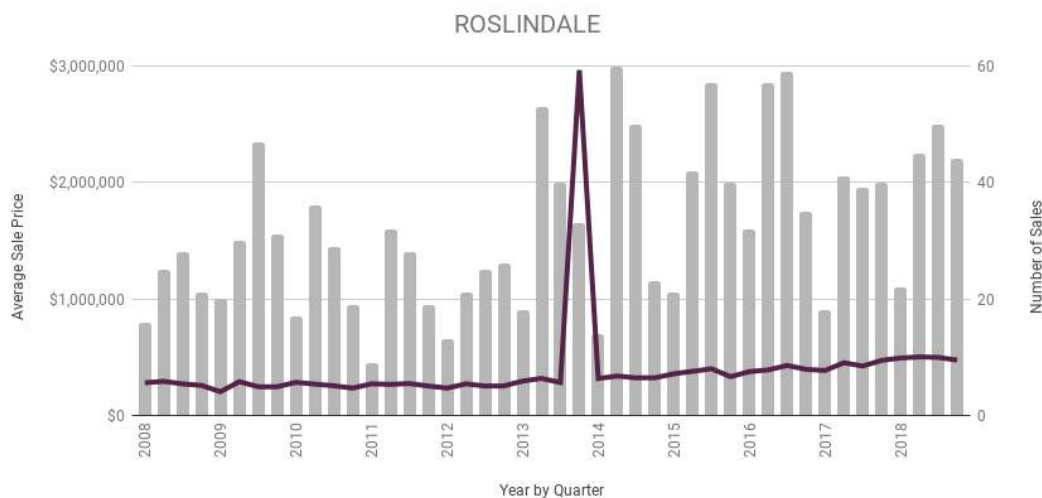


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$288	\$313	\$347	\$363	\$404
AVERAGE SALES PRICE	\$328,282	\$327,199	\$401,207	\$441,288	\$493,069
AVERAGE SALES PRICE VS. LIST PRICE	100.37%	100.38%	101.77%	103.71%	101.72%
AVERAGE DOM (DAYS ON MARKET)	49	59	45	32	29
TOTAL TRANSACTIONS	147	160	183	138	161
TOTAL DOLLAR VOLUME SOLD	\$48,257,599	\$59,519,495	\$73,420,913	\$60,897,763	\$79,384,250
APPROXIMATE ABSORPTION RATE	153.13%	95.83%	138.64%	143.75%	111.81%
APPROXIMATE MONTHS INVENTORY SUPPLY	.65	1.04	.72	.07	.89
TOTAL NUMBER OF UNITS LISTED	187	214	205	167	200



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +13.29%
Average Sale Price

SUPPLY -22.68%
Approx. Months Supply

SALES +29.03%
Closed Sales

ABSORPTION RATE +15%
Approximate

MARKET TIME -18 DAYS
Days On Market

NEGOTIABILITY -.45%
Listing Discount

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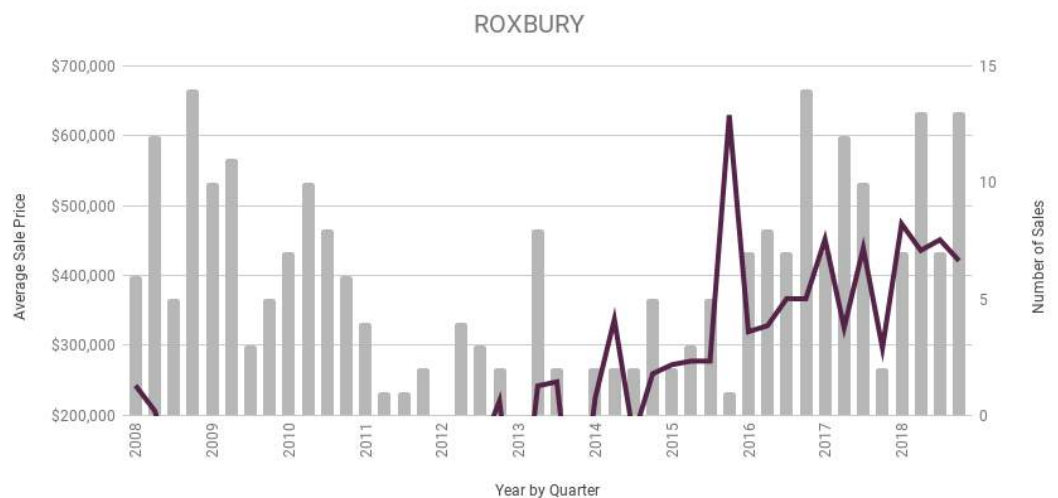


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$210	\$230	\$283	\$257	\$327
AVERAGE SALES PRICE	\$251,145	\$286,090	\$349,248	\$389,024	\$440,706
AVERAGE SALES PRICE VS. LIST PRICE	94.33%	97.36%	98.84%	98.4%	97.96%
AVERAGE DOM (DAYS ON MARKET)	11	100	67	69	51
TOTAL TRANSACTIONS	76	11	36	31	40
TOTAL DOLLAR VOLUME SOLD	\$2,762,599	\$3,147,000	\$12,572,943	\$12,059,747	\$17,628,252
APPROXIMATE ABSORPTION RATE	45.83%	10.19%	23.08%	51.67%	66.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.18	9.82	4.33	1.94	1.5
TOTAL NUMBER OF UNITS LISTED	17	34	64	52	78



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +55.56%

Average Sale Price

SUPPLY 16.8%

Approx. Months Supply

SALES +122.5%

Closed Sales

ABSORPTION RATE -3.9%

Approximate

MARKET TIME +9 DAYS

Days On Market

NEGOTIABILITY +1.24%

Listing Discount

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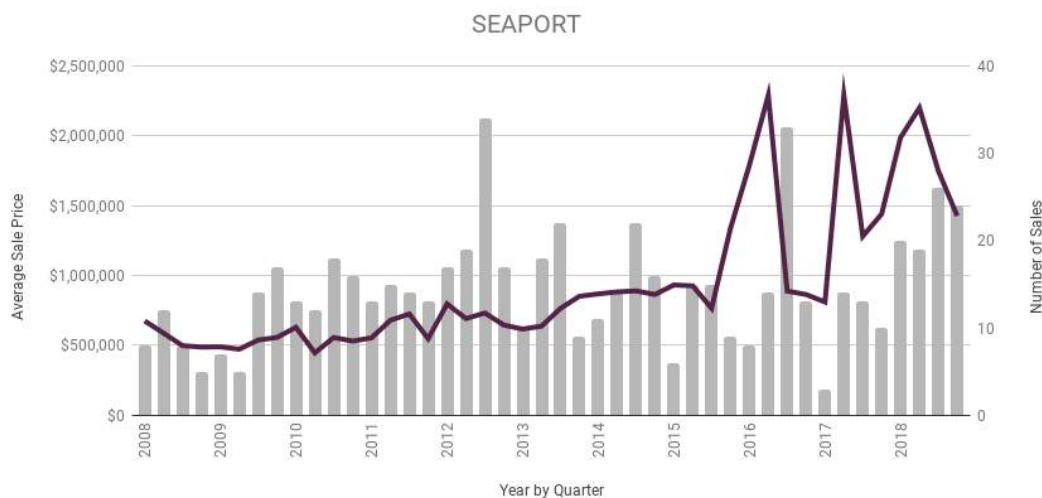


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$624	\$698	\$1,005	\$884	\$1,229
AVERAGE SALES PRICE	\$879,207	\$957,073	\$1,279,791	\$1,165,839	\$1,813,537
AVERAGE SALES PRICE VS. LIST PRICE	96.57%	97.64%	98.24%	96.49%	97.68%
AVERAGE DOM (DAYS ON MARKET)	71	52	59	56	65
TOTAL TRANSACTIONS	63	45	68	40	89
TOTAL DOLLAR VOLUME SOLD	\$55,390,059	\$43,068,308	\$87,025,800	\$46,633,589	\$161,404,873
APPROXIMATE ABSORPTION RATE	52.5%	52.5%	47.22%	27.08%	23.18%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.9	1.9	2.12	3.69	4.31
TOTAL NUMBER OF UNITS LISTED	72	61	79	81	170



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +14.21%

Average Sale Price

SUPPLY +46.43%

Approx. Months Supply

SALES +10.62%

Closed Sales

ABSORPTION RATE -28.34%

Approximate

MARKET TIME -4 DAYS

Days On Market

NEGOTIABILITY -.76%

Listing Discount

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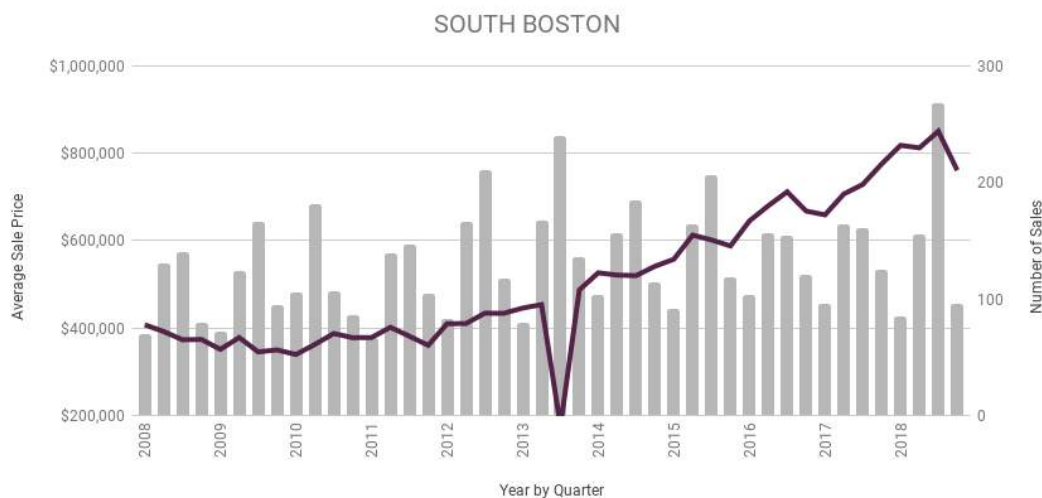


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$503	\$555	\$617	\$665	\$755
AVERAGE SALES PRICE	\$526,059	\$595,262	\$679,998	\$721,001	\$823,449
AVERAGE SALES PRICE VS. LIST PRICE	99.71%	100.25%	100.3%	100.16%	99.39%
AVERAGE DOM (DAYS ON MARKET)	53	47	46	40	36
TOTAL TRANSACTIONS	559	580	534	546	604
TOTAL DOLLAR VOLUME SOLD	\$294,067,277	\$345,252,197	\$363,119,252	\$393,666,731	\$497,363,359
APPROXIMATE ABSORPTION RATE	111.11%	131.08%	123.84%	89.38%	61.04%
APPROXIMATE MONTHS INVENTORY SUPPLY	.9	.76	.81	1.12	1.64
TOTAL NUMBER OF UNITS LISTED	645	727	685	772	836



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +3.45%

Average Sale Price

SUPPLY +33.72%

Approx. Months Supply

SALES +7.59%

Closed Sales

ABSORPTION RATE -29.28%

Approximate

MARKET TIME +5 DAYS

Days On Market

NEGOTIABILITY -78%

Listing Discount

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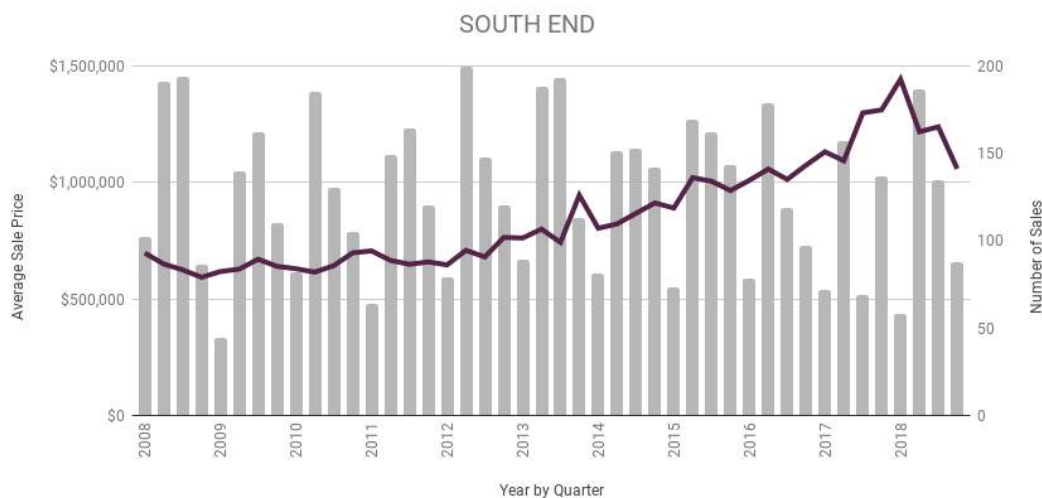


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$771	\$858	\$895	\$984	\$1,044
AVERAGE SALES PRICE	\$858,048	\$981,304	\$1,042,372	\$1,181,777	\$1,222,509
AVERAGE SALES PRICE VS. LIST PRICE	100.91%	101.25%	101.11%	101.03%	100.24%
AVERAGE DOM (DAYS ON MARKET)	33	45	37	36	41
TOTAL TRANSACTIONS	527	547	473	435	468
TOTAL DOLLAR VOLUME SOLD	\$452,191,296	\$536,773,288	\$493,041,956	\$514,072,995	\$572,134,595
APPROXIMATE ABSORPTION RATE	137.5%	147.04%	112.62%	115.95%	86.67%
APPROXIMATE MONTHS INVENTORY SUPPLY	.73	.68	.89	.86	1.15
TOTAL NUMBER OF UNITS LISTED	607	660	584	565	391



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

17 vs. 2018

PRICES

Average Sale Price

-2.69%

SUPPLY

Approx. Months Supply

-18.6%

SALES

Closed Sales

+4.41%

ABSORPTION RATE

Approximate

+6.12%

MARKET TIME

Days On Market

+14 DAYS

NEGOTIABILITY

Listing Discount

-1.02%

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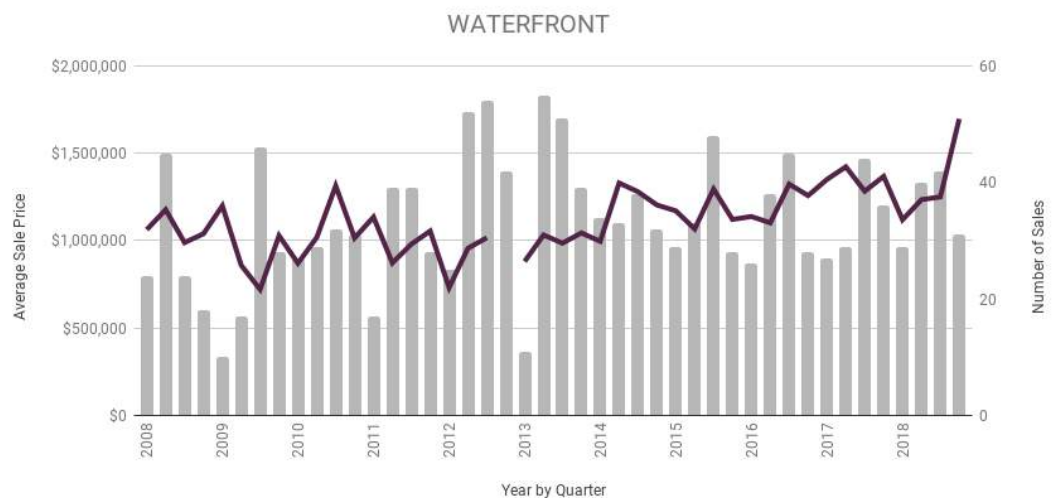


BERKSHIRE
HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$848	\$888	\$947	\$988	\$1,020
AVERAGE SALES PRICE	\$1,204,722	\$1,178,021	\$1,214,463	\$1,349,605	\$1,313,292
AVERAGE SALES PRICE VS. LIST PRICE	96.56%	95.78%	95.95%	96.56%	97.54%
AVERAGE DOM (DAYS ON MARKET)	71	70	66	70	84
TOTAL TRANSACTIONS	137	138	137	136	142
TOTAL DOLLAR VOLUME SOLD	\$165,047,034	\$162,566,928	\$166,381,488	\$183,546,304	\$186,487,544
APPROXIMATE ABSORPTION RATE	47.92%	54.76%	49.64%	26.98%	33.10%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.09	1.83	2.01	3.71	3.02
TOTAL NUMBER OF UNITS LISTED	179	182	202	240	209



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THE WARREN REPORT
CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +4.5%
Average Sale Price

SUPPLY +4.09%
Approx. Months Supply

SALES -3.57%
Closed Sales

ABSORPTION RATE -2.08%
Approximate

MARKET TIME -22 DAYS
Days On Market

NEGOTIABILITY +2.14%
Listing Discount

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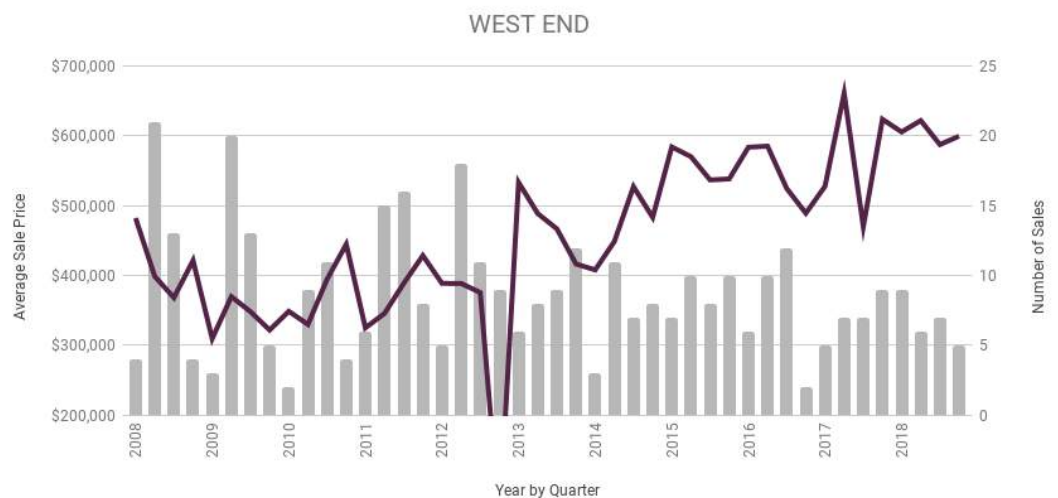


BERKSHIRE HATHAWAY
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$557	\$568	\$632	\$627	\$627
AVERAGE SALES PRICE	\$473,257	\$556,519	\$554,549	\$577,669	\$603,668
AVERAGE SALES PRICE VS. LIST PRICE	103.9%	100.98%	102.19%	97.89%	99.98%
AVERAGE DOM (DAYS ON MARKET)	33	50	27	74	52
TOTAL TRANSACTIONS	29	35	30	28	27
TOTAL DOLLAR VOLUME SOLD	\$13,724,459	\$19,478,181	\$6,298,875	\$16,174,751	\$16,299,055
APPROXIMATE ABSORPTION RATE	60.42%	97.22%	31.25%	58.33%	56.25%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.66	1.03	3.2	1.71	1.78
TOTAL NUMBER OF UNITS LISTED	38	38	43	36	33



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THE WARREN REPORT

CONDO EDITION

YEAR-OVER-YEAR

2017 vs. 2018

PRICES +12.61%

Average Sale Price

SUPPLY +57.75%

Approx. Months Supply

SALES -14.21%

Closed Sales

ABSORPTION RATE -52.38%

Approximate

MARKET TIME -2 DAYS

Days On Market

NEGOTIABILITY -1.08%

Listing Discount

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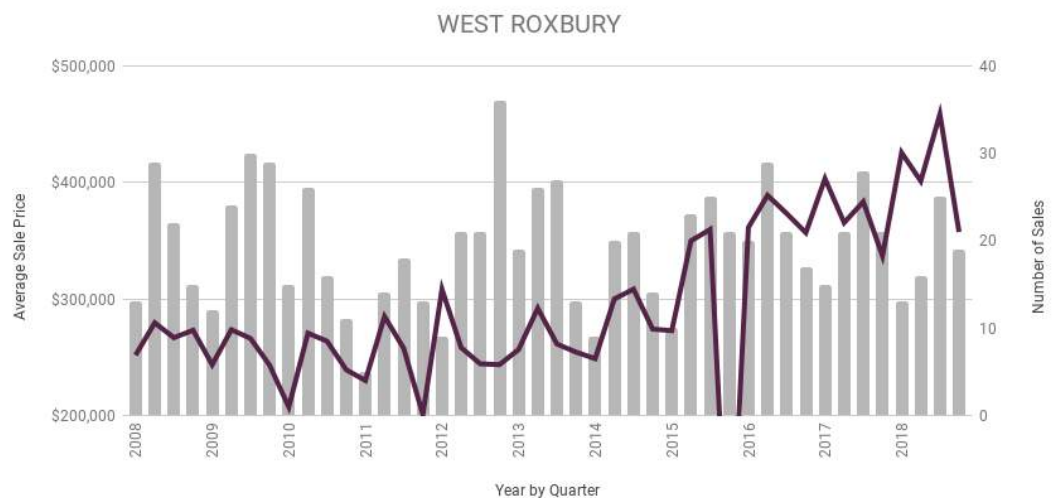


**BERKSHIRE
HATHAWAY**
HomeServices
Warren Residential

warrenre.com

535 Boylston Street
Boston, MA 02116

	2014	2015	2016	2017	2018
AVERAGE PRICE PER FOOT	\$292	\$288	\$331	\$362	\$386
AVERAGE SALES PRICE	\$289,900	\$341,714	\$372,668	\$371,115	\$417,928
AVERAGE SALES PRICE VS. LIST PRICE	100.67%	99.96%	100.40%	101.93%	100.84%
AVERAGE DOM (DAYS ON MARKET)	47	42	51	28	26
TOTAL TRANSACTIONS	64	79	87	85	73
TOTAL DOLLAR VOLUME SOLD	\$18,553,639	\$26,995,424	\$32,422,154	\$31,544,825	\$30,508,782
APPROXIMATE ABSORPTION RATE	177.78%	47.02%	183.33%	141.67%	89.29%
APPROXIMATE MONTHS INVENTORY SUPPLY	.56	2.13	.55	.71	1.12
TOTAL NUMBER OF UNITS LISTED	93	114	84	98	34



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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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