

**BOSTON MARKET DATA**  
BY NEIGHBORHOOD

2019  
Annual



# THE WARREN REPORT

CONDO EDITION

[warrenre.com](http://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

2019 vs. 2018

#### PRICES

Average Sale Price

-20.35%

#### SUPPLY

Approx. Months Supply

+453%

#### SALES

Closed Sales

-41.56%

#### ABSORPTION RATE

Approximate

-166.9%

#### MARKET TIME

Days On Market

+14 DAYS

#### NEGOTIABILITY

Listing Discount

-1.86%

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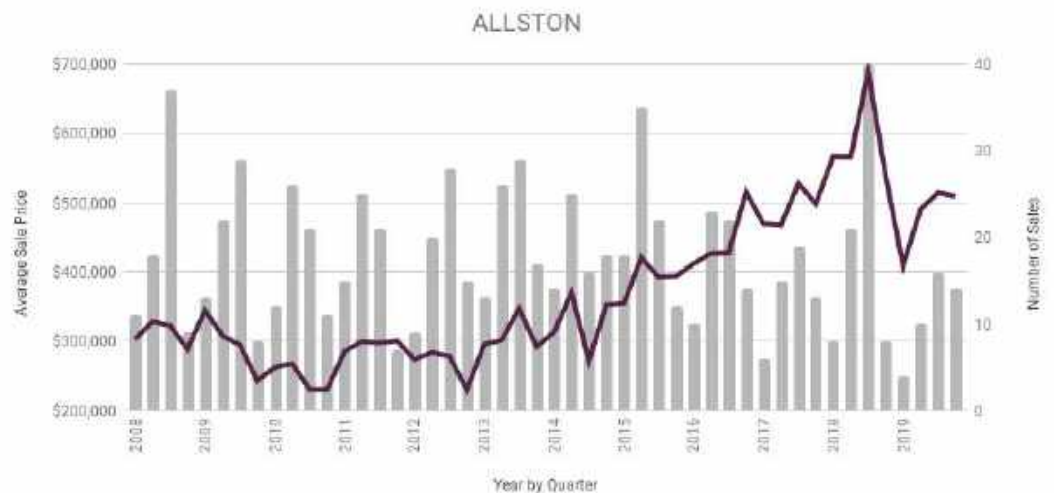


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	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$451	\$505	\$553	\$689	\$608
AVERAGE SALES PRICE	\$396,260	\$443,219	\$497,138	\$627,598	\$499,910
AVERAGE SALES PRICE VS. LIST PRICE	101.1%	103.18%	102.24%	101.5%	99.62%
AVERAGE DOM (DAYS ON MARKET)	57	24	25	22	36
TOTAL TRANSACTIONS	87	69	53	77	45
TOTAL DOLLAR VOLUME SOLD	\$34,474,687	\$30,582,131	\$26,348,347	\$48,325,099	\$22,495,994
APPROXIMATE ABSORPTION RATE	725%	583.33%	441.67%	213.8%	46.88%
APPROXIMATE MONTHS INVENTORY SUPPLY	.14	.17	.23	.47	2.13
TOTAL NUMBER OF UNITS LISTED	88	82	69	85	66



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** **-.29%**  
Average Sale Price

**SUPPLY** **+18.38%**  
Approx. Months Supply

**SALES** **-.87%**  
Closed Sales

**ABSORPTION RATE** **+26.03%**  
Approximate

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

**NEGOTIABILITY** **-1.08%**  
Listing Discount

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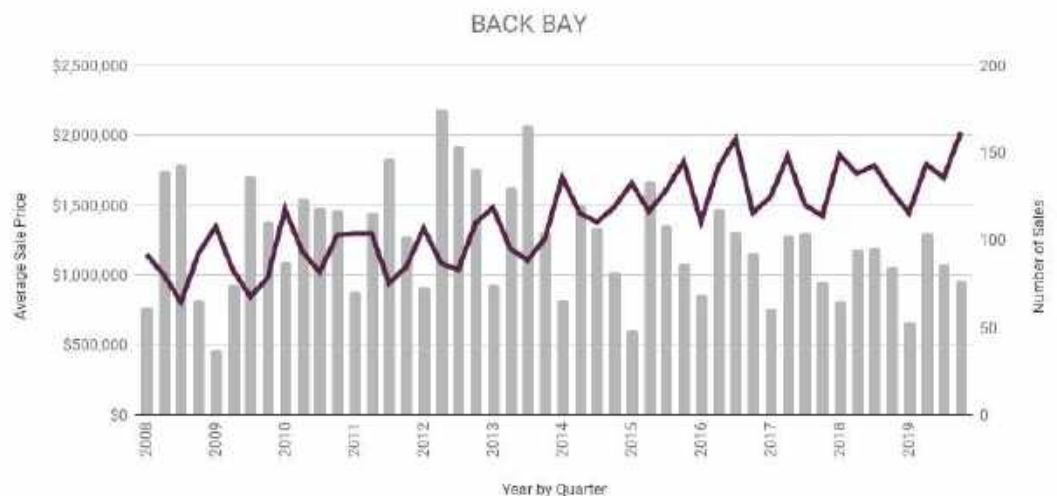


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	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$1,118	\$1,136	\$1,185	\$1,251	\$1,246
<b>AVERAGE SALES PRICE</b>	\$1,610,324	\$1,681,395	\$1,600,335	\$1,742,631	\$1,764,125
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	98.37%	96.47%	97.52%	97.75%	96.7%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	56	67	54	63	63
<b>TOTAL TRANSACTIONS</b>	379	385	344	341	321
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$610,312,762	\$647,336,902	\$550,515,099	\$594,237,185	\$566,284,241
<b>APPROXIMATE ABSORPTION RATE</b>	46.57%	72.92%	54.09%	45.07%	36.26%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	2.15	1.37	1.85	2.19	2.76
<b>TOTAL NUMBER OF UNITS LISTED</b>	510	454	507	450	504



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +10.29%

Average Sale Price

**SUPPLY** -41.63%

Approx. Months Supply

**SALES** -42.86%

Closed Sales

**ABSORPTION RATE** +71.43%

Approximate

**MARKET TIME** -22 DAYS

Days On Market

**NEGOTIABILITY** +4.72%

Listing Discount

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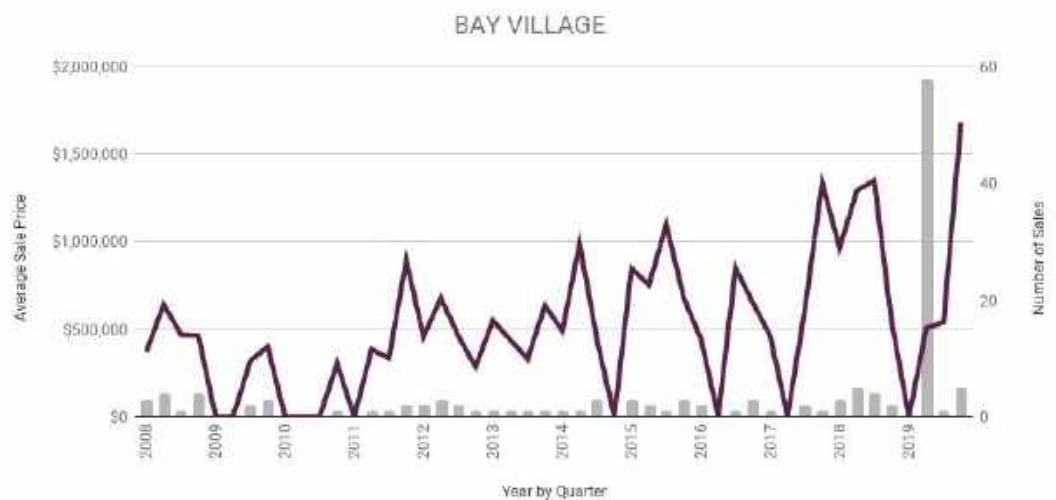


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	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$808	\$856	\$948	\$1,047	\$1,155
<b>AVERAGE SALES PRICE</b>	\$799,544	\$615,500	\$756,750	\$1,133,017	\$1,300,000
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	102.45%	103.23%	97.21%	96.01%	100.54%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	35	37	56	56	34
<b>TOTAL TRANSACTIONS</b>	9	6	4	14	8
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$7,195,899	\$3,692,000	\$3,027,000	\$15,862,250	\$10,400,000
<b>APPROXIMATE ABSORPTION RATE</b>	75%	0%	5.56%	38.89%	66.67%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	4	0	18	2.57	1.5
<b>TOTAL NUMBER OF UNITS LISTED</b>	3	5	16	23	1



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +5.97%

Average Sale Price

**SUPPLY** +4.68%

Approx. Months Supply

**SALES** +31.62%

Closed Sales

**ABSORPTION RATE** -4.34%

Approximate

**MARKET TIME** +1 DAYS

Days On Market

**NEGOTIABILITY** -2.41%

Listing Discount

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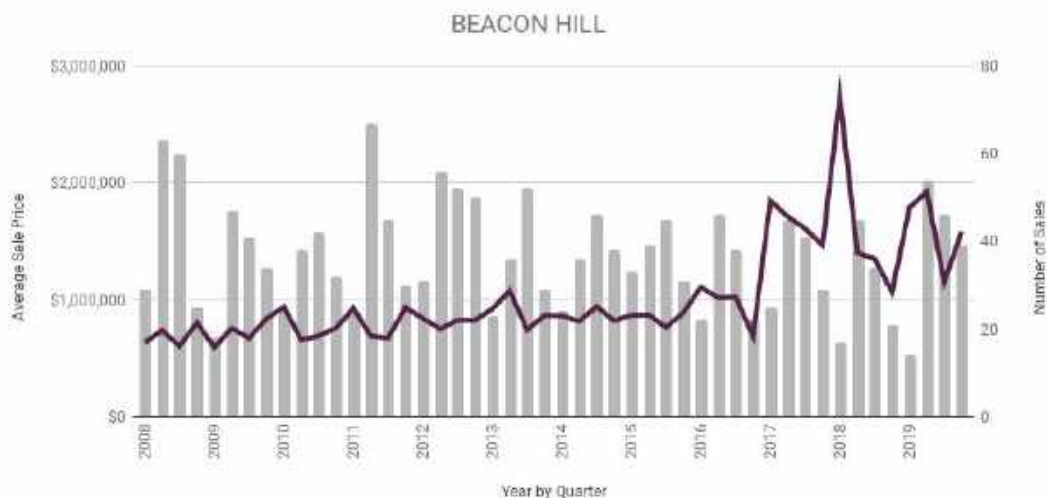


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	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$923	\$986	\$1,160	\$1,225	\$1,125
AVERAGE SALES PRICE	\$842,632	\$978,018	\$1,655,056	\$1,512,733	\$1,602,972
AVERAGE SALES PRICE VS. LIST PRICE	101.26%	98.47%	99.01%	100.76%	98.33%
AVERAGE DOM (DAYS ON MARKET)	37	47	60	58	59
TOTAL TRANSACTIONS	148	128	140	117	154
TOTAL DOLLAR VOLUME SOLD	\$124,709,679	\$125,186,334	\$231,707,903	\$176,989,856	\$246,857,728
APPROXIMATE ABSORPTION RATE	63.35%	35.83%	72.92%	58.33%	55.8%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.53	2.79	1.37	1.71	1.79
TOTAL NUMBER OF UNITS LISTED	185	189	164	174	228



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**YEAR-OVER-YEAR**

2019 vs. 2018

**PRICES** -7.1%

Average Sale Price

**SUPPLY** +90.16%

Approx. Months Supply

**SALES** -36.73%

Closed Sales

**ABSORPTION RATE** -47.49%

Approximate

**MARKET TIME** +11 DAYS

Days On Market

**NEGOTIABILITY** -1.94%

Listing Discount

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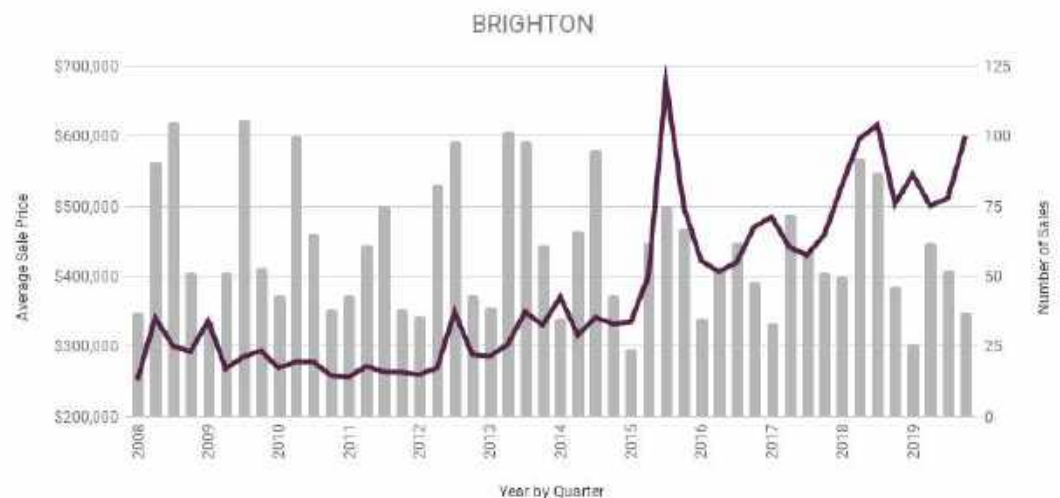


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	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$479	\$507	\$558	\$664	\$600
AVERAGE SALES PRICE	\$414,163	\$429,038	\$449,439	\$574,790	\$533,976
AVERAGE SALES PRICE VS. LIST PRICE	102.22%	102.2%	103.65%	101.09%	99.13%
AVERAGE DOM (DAYS ON MARKET)	32	29	24	29	40
TOTAL TRANSACTIONS	228	197	215	275	174
TOTAL DOLLAR VOLUME SOLD	\$94,429,209	\$84,520,627	\$96,629,415	\$158,067,360	\$92,911,971
APPROXIMATE ABSORPTION RATE	237.5%	126.92%	99.54%	164.29%	86.279%
APPROXIMATE MONTHS INVENTORY SUPPLY	.42	.79	1	.61	1.16
TOTAL NUMBER OF UNITS LISTED	265	225	286	294	243



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -1.66%

Average Sale Price

**SUPPLY** -57.69%

Approx. Months Supply

**SALES** -6.93%

Closed Sales

**ABSORPTION RATE** +131.6%

Approximate

**MARKET TIME** +9 DAYS

Days On Market

**NEGOTIABILITY** -1.69%

Listing Discount

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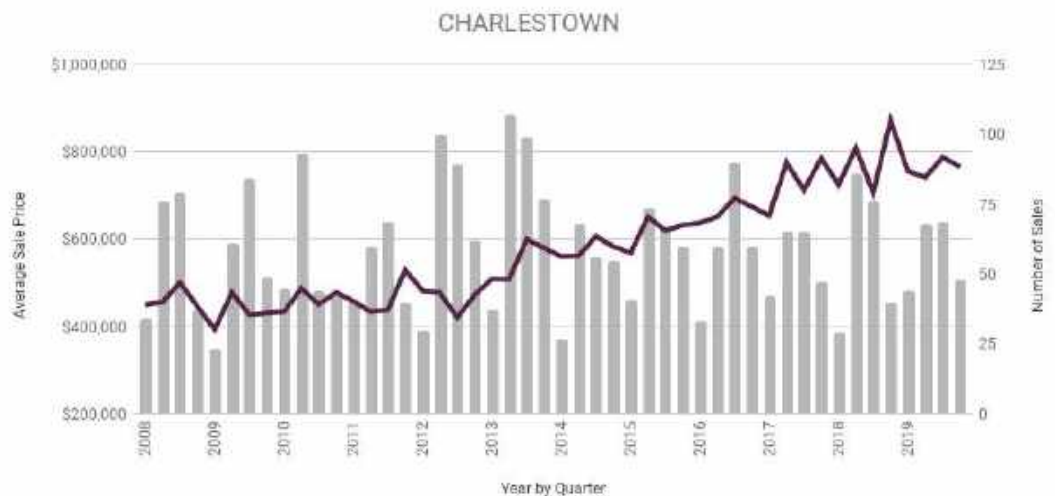


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	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$595	\$637	\$677	\$726	\$727
<b>AVERAGE SALES PRICE</b>	\$624,309	\$671,368	\$736,019	\$778,044	\$765,144
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	101.87%	102.23%	101.24%	101.83%	100.113%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	40	35	39	30	39
<b>TOTAL TRANSACTIONS</b>	242	243	219	231	215
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$151,082,966	\$163,142,654	\$161,188,239	\$179,728,330	\$164,506,043
<b>APPROXIMATE ABSORPTION RATE</b>	155.13%	112.96%	152.08%	128.89%	298.61%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	.64	.89	.66	.78	.33
<b>TOTAL NUMBER OF UNITS LISTED</b>	278	285	256	275	265



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** **-.73%**  
Average Sale Price

**SUPPLY** **-63.01%**  
Approx. Months Supply

**SALES** **-1.26%**  
Closed Sales

**ABSORPTION RATE** **-63.01%**  
Approximate

**MARKET TIME** **+16 DAYS**  
Days On Market

**NEGOTIABILITY** **-1.51%**  
Listing Discount

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	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$308	\$338	\$377	\$414	\$445
<b>AVERAGE SALES PRICE</b>	\$350,750	\$395,903	\$446,762	\$516,979	\$513,219
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	99.79%	100.41%	100.63%	100.31%	98.79%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	54	47	33	38	54
<b>TOTAL TRANSACTIONS</b>	177	159	210	239	236
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$62,082,919	\$62,948,624	\$93,820,169	\$123,558,000	\$121,119,917
<b>APPROXIMATE ABSORPTION RATE</b>	114.1%	102.56%	97.22%	40.65%	110.19%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	.88	.98	1.03	2.46	.91
<b>TOTAL NUMBER OF UNITS LISTED</b>	219	216	276	311	324



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +2.22%

Average Sale Price

**SUPPLY** -23.91%

Approx. Months Supply

**SALES** -2.24%

Closed Sales

**ABSORPTION RATE** +31.35%

Approximate

**MARKET TIME** -4 DAYS

Days On Market

**NEGOTIABILITY** -1.41%

Listing Discount

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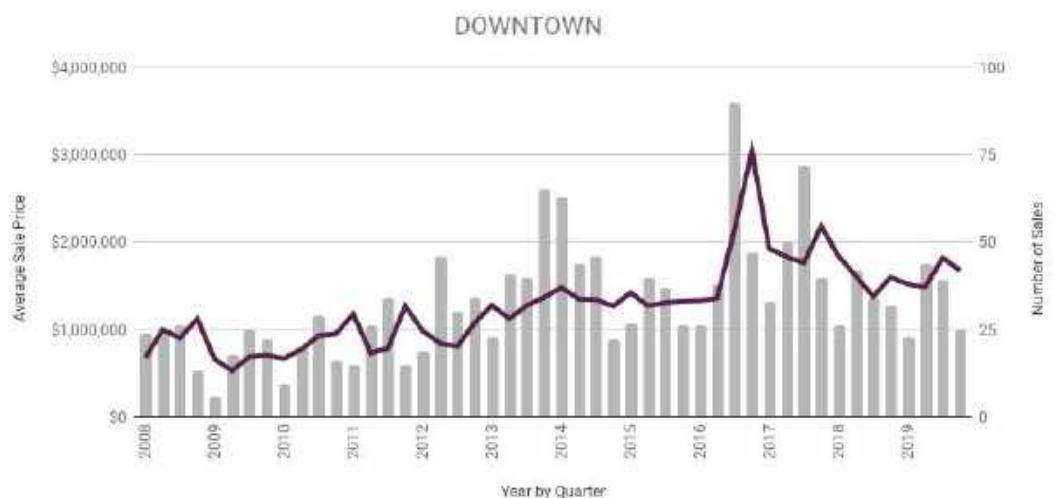


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	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$906	\$1,282	\$1,211	\$1,152	\$1,101
<b>AVERAGE SALES PRICE</b>	\$1,295,971	\$2,105,577	\$1,896,800	\$1,595,089	\$1,630,492
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	95.73%	97.85%	95.09%	93.41%	95.32%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	78	73	85	95	91
<b>TOTAL TRANSACTIONS</b>	130	201	195	134	131
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$168,476,308	\$423,221,051	\$369,876,000	\$213,741,998	\$213,594,453
<b>APPROXIMATE ABSORPTION RATE</b>	29.5%	31.6%	33.16%	17.45%	22.92%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	3.39	3.16	3.02	5.73	4.36
<b>TOTAL NUMBER OF UNITS LISTED</b>	2	5	5	3	253



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

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#### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +16.31%

Average Sale Price

**SUPPLY** +13.74%

Approx. Months Supply

**SALES** +31.06%

Closed Sales

**ABSORPTION RATE** -12.13%

Approximate

**MARKET TIME** +1 DAYS

Days On Market

**NEGOTIABILITY** -1.26%

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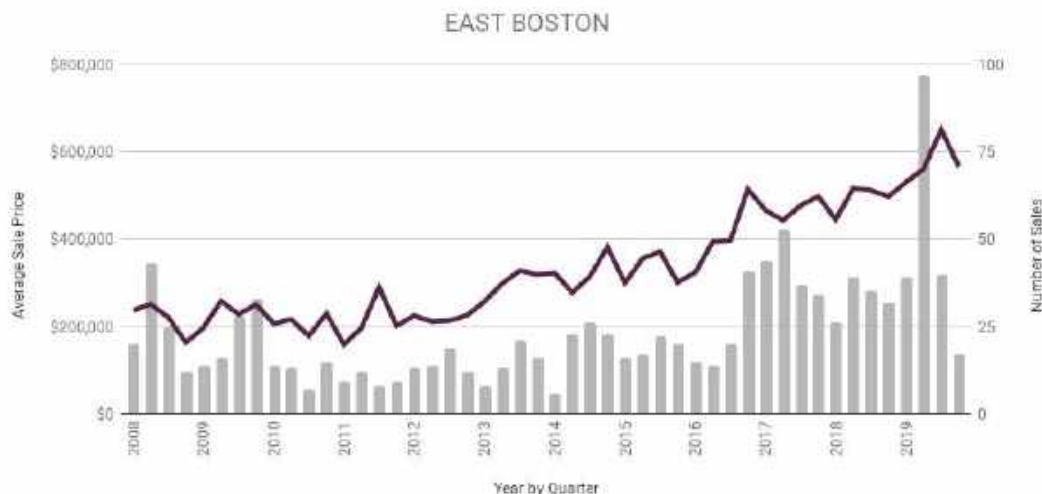


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	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$359	\$461	\$481	\$515	\$596
AVERAGE SALES PRICE	\$334,298	\$438,419	\$468,331	\$497,357	\$578,457
AVERAGE SALES PRICE VS. LIST PRICE	99.27%	100.59%	99.68%	100.55%	99.29%
AVERAGE DOM (DAYS ON MARKET)	46	55	44	45	46
TOTAL TRANSACTIONS	75	90	168	132	173
TOTAL DOLLAR VOLUME SOLD	\$25,072,404	\$39,457,761	\$78,679,613	\$65,651,142	\$100,073,093
APPROXIMATE ABSORPTION RATE	48.08%	37.5%	155.56%	55%	48.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.08	2.67	.64	1.82	2.07
TOTAL NUMBER OF UNITS LISTED	105	152	194	214	295



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## YEAR-OVER-YEAR

2019 vs. 2018

PRICES **-.15%**

Average Sale Price

SUPPLY **-35.36%**

Approx. Months Supply

SALES **+19.7%**

Closed Sales

ABSORPTION RATE **+55.96%**

Approximate

MARKET TIME **+9 DAYS**

Days On Market

NEGOTIABILITY **-3.05%**

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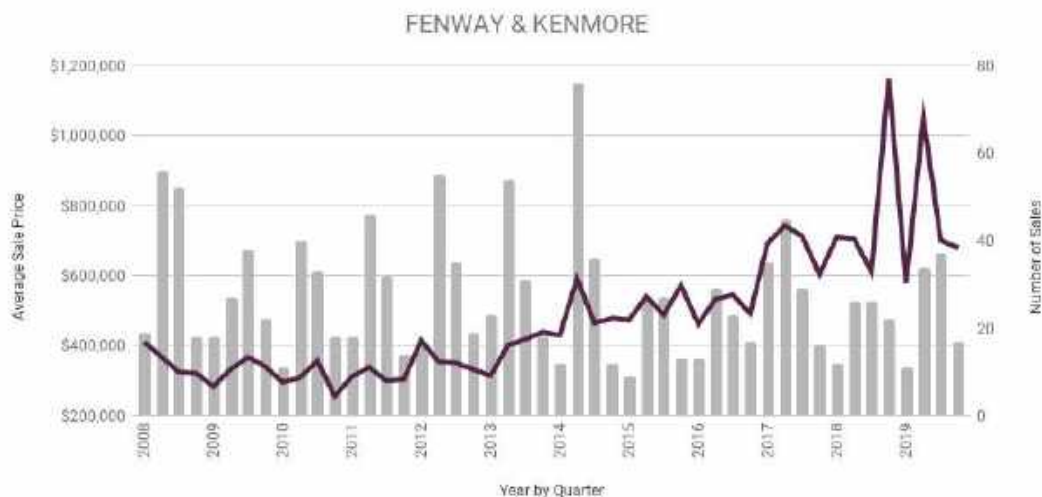


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	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$702	\$792	\$910	\$1,042	\$996
AVERAGE SALES PRICE	\$519,663	\$517,369	\$704,309	\$795,351	\$794,145
AVERAGE SALES PRICE VS. LIST PRICE	100.96%	100.37%	100.15%	98.76%	95.75%
AVERAGE DOM (DAYS ON MARKET)	27	29	25	36	45
TOTAL TRANSACTIONS	76	82	125	86	103
TOTAL DOLLAR VOLUME SOLD	\$39,494,413	\$42,424,299	\$88,038,701	\$68,400,229	\$81,796,936
APPROXIMATE ABSORPTION RATE	316.67%	87.5%	260.42%	55.13%	85.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	.32	1.14	.38	1.81	1.17
TOTAL NUMBER OF UNITS LISTED	81	104	143	170	145



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### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -1.46%

Average Sale Price

**SUPPLY** +43.04%

Approx. Months Supply

**SALES** -10.55%

Closed Sales

**ABSORPTION RATE** -30.1%

Approximate

**MARKET TIME** +6 DAYS

Days On Market

**NEGOTIABILITY** -1.32%

Listing Discount

Smart matters.

Our expert agents can provide a deeper analysis of this data. Contact our office to get started.

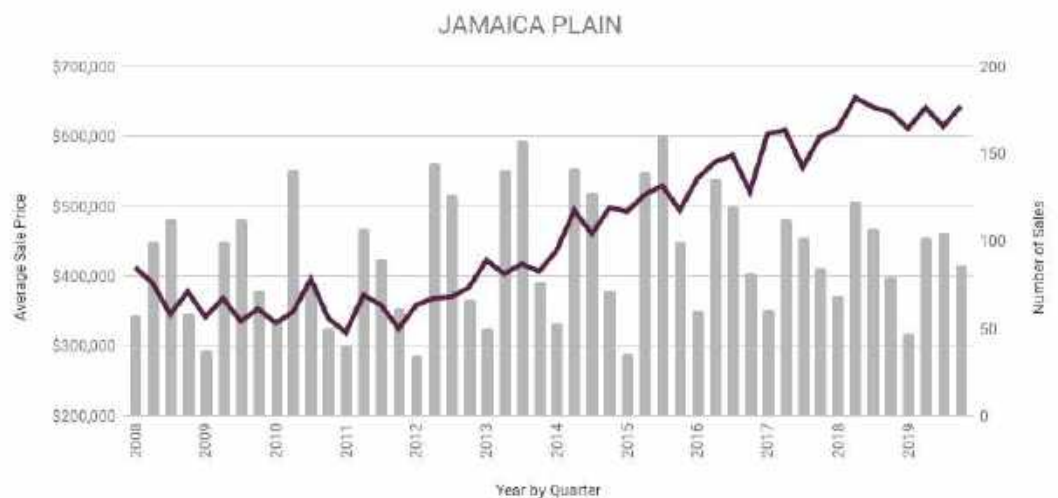


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$431	\$459	\$494	\$523	\$536
<b>AVERAGE SALES PRICE</b>	\$514,647	\$554,358	\$591,224	\$639,985	\$630,663
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	102.96%	102.37%	103.48%	102.83%	101.47%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	35	36	28	28	34
<b>TOTAL TRANSACTIONS</b>	437	308	361	379	339
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$224,900,996	\$220,634,507	\$213,432,109	\$242,554,405	\$213,794,773
<b>APPROXIMATE ABSORPTION RATE</b>	130.36%	100%	1076.96%	126.67%	88.54%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	.77	1	.57	.79	1.13
<b>TOTAL NUMBER OF UNITS LISTED</b>	517	418	424	469	461



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## THE WARREN REPORT

CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +15.33%

Average Sale Price

**SUPPLY** -55.56%

Approx. Months Supply

**SALES** -25%

Closed Sales

**ABSORPTION RATE** +125%

Approximate

**MARKET TIME** +49 DAYS

Days On Market

**NEGOTIABILITY** -4.33%

Listing Discount

Smart matters.

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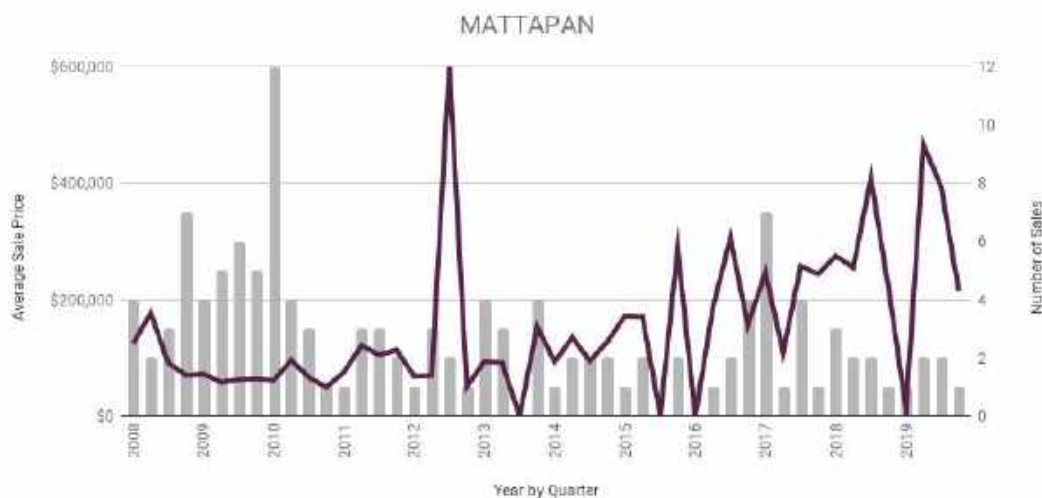


BERKSHIRE  
HATHAWAY  
HomeServices  
Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$172	\$206	\$224	\$250	\$291
AVERAGE SALES PRICE	\$217,580	\$203,142	\$239,461	\$296,750	\$342,250
AVERAGE SALES PRICE VS. LIST PRICE	99.55%	100.5%	99.46%	101.34%	96.96%
AVERAGE DOM (DAYS ON MARKET)	84	125	47	42	91
TOTAL TRANSACTIONS	5	7	13	8	6
TOTAL DOLLAR VOLUME SOLD	\$1,087,900	\$1,422,000	\$3,113,000	\$2,374,000	\$2,053,500
APPROXIMATE ABSORPTION RATE	41.67%	11.67%	54.17%	22.22%	50%
APPROXIMATE MONTHS INVENTORY SUPPLY	2.4	8.57	1.85	4.5	2
TOTAL NUMBER OF UNITS LISTED	5	21	10	13	7



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -9.8%

Average Sale Price

**SUPPLY** +218%

Approx. Months Supply

**SALES** -35.29%

Closed Sales

**ABSORPTION RATE** +45.83%

Approximate

**MARKET TIME** +6 DAYS

Days On Market

**NEGOTIABILITY** -3.7%

Listing Discount

Smart matters.

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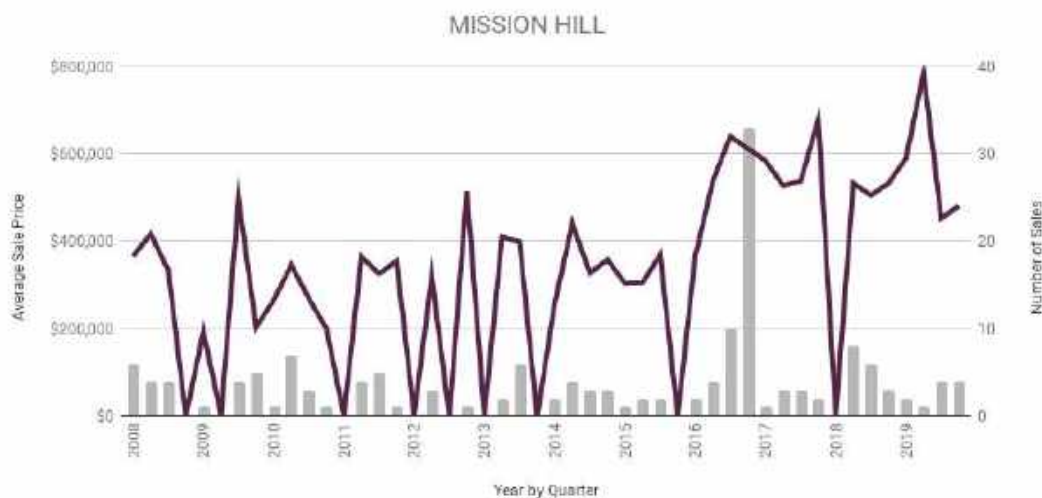


BERKSHIRE  
HATHAWAY  
HomeServices  
Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$328	\$841	\$474	\$528	\$453
AVERAGE SALES PRICE	\$330,745	\$602,122	\$571,100	\$523,691	\$518,568
AVERAGE SALES PRICE VS. LIST PRICE	99.5%	100.31%	103.86%	104.56%	100.69%
AVERAGE DOM (DAYS ON MARKET)	80	52	9	35	41
TOTAL TRANSACTIONS	5	49	22	17	11
TOTAL DOLLAR VOLUME SOLD	\$1,653,726	\$29,503,984	\$5,139,900	\$8,902,762	\$5,704,255
APPROXIMATE ABSORPTION RATE	3.79%	408.33%	0%	0%	45.83%
APPROXIMATE MONTHS INVENTORY SUPPLY	26.4	.24	0	0	2.18
TOTAL NUMBER OF UNITS LISTED	26	33	13	26	20



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +2.55%

Average Sale Price

**SUPPLY** -2.86%

Approx. Months Supply

**SALES** -25.32%

Closed Sales

**ABSORPTION RATE** +3.24%

Approximate

**MARKET TIME** +16 DAYS

Days On Market

**NEGOTIABILITY** -1.52%

Listing Discount

Smart matters.

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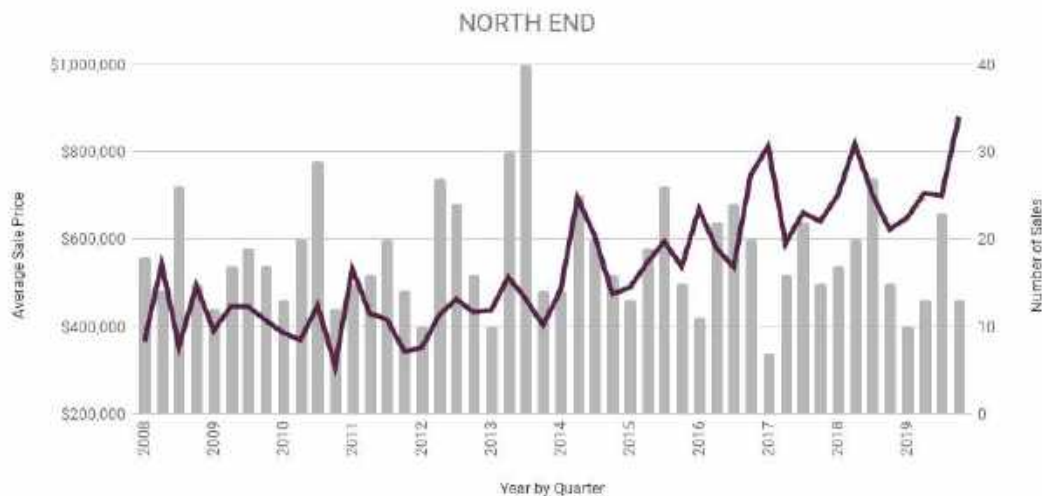


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$733	\$833	\$892	\$969	\$912
AVERAGE SALES PRICE	\$551,607	\$623,187	\$655,312	\$714,369	\$732,601
AVERAGE SALES PRICE VS. LIST PRICE	98.52%	99.16%	99.42%	99.93%	98.01%
AVERAGE DOM (DAYS ON MARKET)	43	38	42	37	53
TOTAL TRANSACTIONS	73	77	60	79	59
TOTAL DOLLAR VOLUME SOLD	\$40,267,375	\$47,985,445	\$39,318,732	\$56,435,181	\$43,223,509
APPROXIMATE ABSORPTION RATE	101.39%	106.94%	50%	95.24%	98.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	.99	.94	2	1.05	1.02
TOTAL NUMBER OF UNITS LISTED	92	94	91	113	98



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## THE WARREN REPORT

CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -1.74%

Average Sale Price

**SUPPLY** +3.37%

Approx. Months Supply

**SALES** +4.97%

Closed Sales

**ABSORPTION RATE** -3.11%

Approximate

**MARKET TIME** +13 DAYS

Days On Market

**NEGOTIABILITY** -.21%

Listing Discount

Smart matters.

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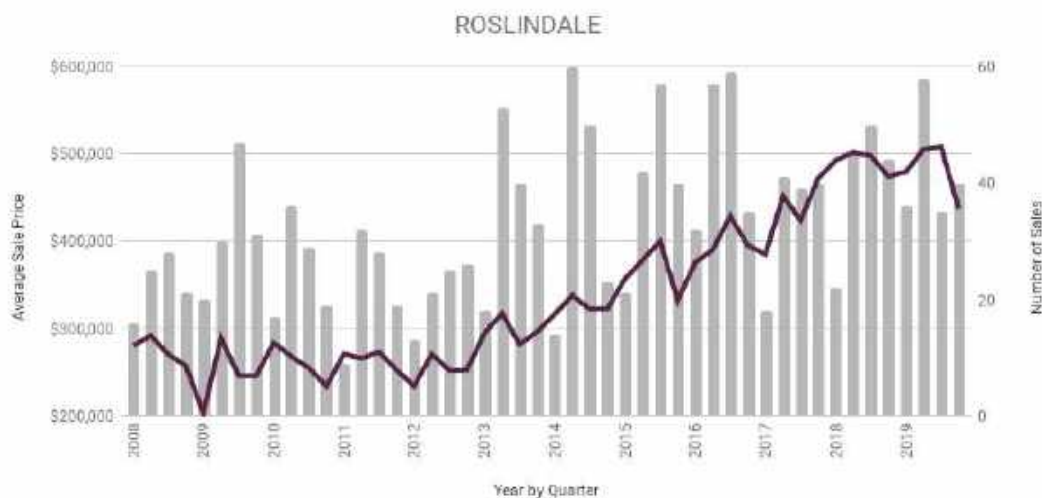


BERKSHIRE  
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Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$313	\$347	\$363	\$404	\$419
AVERAGE SALES PRICE	\$327,199	\$401,207	\$441,288	\$493,069	\$484,507
AVERAGE SALES PRICE VS. LIST PRICE	100.38%	101.77%	103.71%	101.72%	101.52%
AVERAGE DOM (DAYS ON MARKET)	59	45	32	29	42
TOTAL TRANSACTIONS	160	183	138	161	169
TOTAL DOLLAR VOLUME SOLD	\$59,519,495	\$73,420,913	\$60,897,763	\$79,384,250	\$81,881,698
APPROXIMATE ABSORPTION RATE	95.83%	138.64%	143.75%	111.81%	108.33%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.04	.72	.07	.89	.92
TOTAL NUMBER OF UNITS LISTED	214	205	167	200	218



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# THE WARREN REPORT

## CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -7.51%

Average Sale Price

**SUPPLY** -4.67%

Approx. Months Supply

**SALES** +5%

Closed Sales

**ABSORPTION RATE** +4.99%

Approximate

**MARKET TIME** +13 DAYS

Days On Market

**NEGOTIABILITY** +1.26%

Listing Discount

Smart matters.

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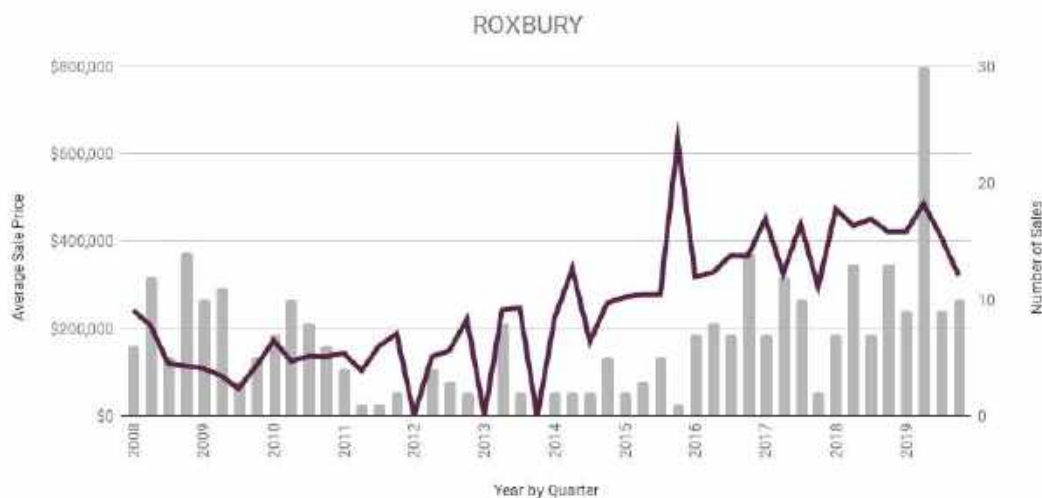


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$230	\$283	\$257	\$327	\$328
<b>AVERAGE SALES PRICE</b>	\$286,090	\$349,248	\$389,024	\$440,706	\$407,617
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	97.36%	98.84%	98.4%	97.96%	99.19%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	100	67	69	51	64
<b>TOTAL TRANSACTIONS</b>	11	36	31	40	42
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$3,147,000	\$12,572,943	\$12,059,747	\$17,628,252	\$17,119,948
<b>APPROXIMATE ABSORPTION RATE</b>	10.19%	23.08%	51.67%	66.67%	70%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	9.82	4.33	1.94	1.5	1.43
<b>TOTAL NUMBER OF UNITS LISTED</b>	34	64	52	78	68



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +37.11%

Average Sale Price

**SUPPLY** -15.31%

Approx. Months Supply

**SALES** +77.53%

Closed Sales

**ABSORPTION RATE** +18.3%

Approximate

**MARKET TIME** -21 DAYS

Days On Market

**NEGOTIABILITY** +1.15%

Listing Discount

Smart matters.

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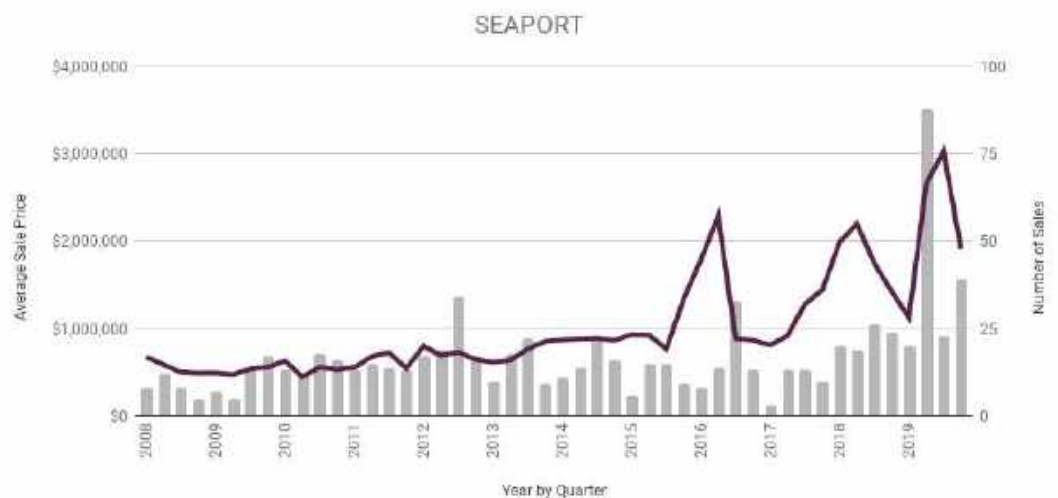


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$698	\$1,005	\$884	\$1,229	\$1,632
<b>AVERAGE SALES PRICE</b>	\$957,073	\$1,279,791	\$1,165,839	\$1,813,537	\$2,486,501
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	97.64%	98.24%	96.49%	97.68%	98.8%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	52	59	56	65	44
<b>TOTAL TRANSACTIONS</b>	45	68	40	89	158
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$43,068,308	\$87,025,800	\$46,633,589	\$161,404,873	\$392,867,311
<b>APPROXIMATE ABSORPTION RATE</b>	52.5%	47.22%	27.08%	23.18%	27.43%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	1.9	2.12	3.69	4.31	3.65
<b>TOTAL NUMBER OF UNITS LISTED</b>	61	79	81	170	332



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** **-.65%**  
Average Sale Price

**SUPPLY** **+.61%**  
Approx. Months Supply

**SALES** **-13.41%**  
Closed Sales

**ABSORPTION RATE** **-.84%**  
Approximate

**MARKET TIME** **+18 DAYS**  
Days On Market

**NEGOTIABILITY** **-.67%**  
Listing Discount

Smart matters.

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**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$555	\$617	\$665	\$755	\$741
<b>AVERAGE SALES PRICE</b>	\$595,262	\$679,998	\$721,001	\$823,449	\$818,111
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	100.25%	100.3%	100.16%	99.39%	98.72%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	47	46	40	36	54
<b>TOTAL TRANSACTIONS</b>	580	534	546	604	523
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$345,252,197	\$363,119,252	\$393,666,731	\$497,363,359	\$427,872,168
<b>APPROXIMATE ABSORPTION RATE</b>	131.08%	123.84%	89.38%	61.04%	60.53%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	.76	.81	1.12	1.64	1.65
<b>TOTAL NUMBER OF UNITS LISTED</b>	727	685	772	836	709



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** -16.05%

Average Sale Price

**SUPPLY** +18.26%

Approx. Months Supply

**SALES** -13.68%

Closed Sales

**ABSORPTION RATE** -14.93%

Approximate

**MARKET TIME** +7 DAYS

Days On Market

**NEGOTIABILITY** -16.2%

Listing Discount

Smart matters.

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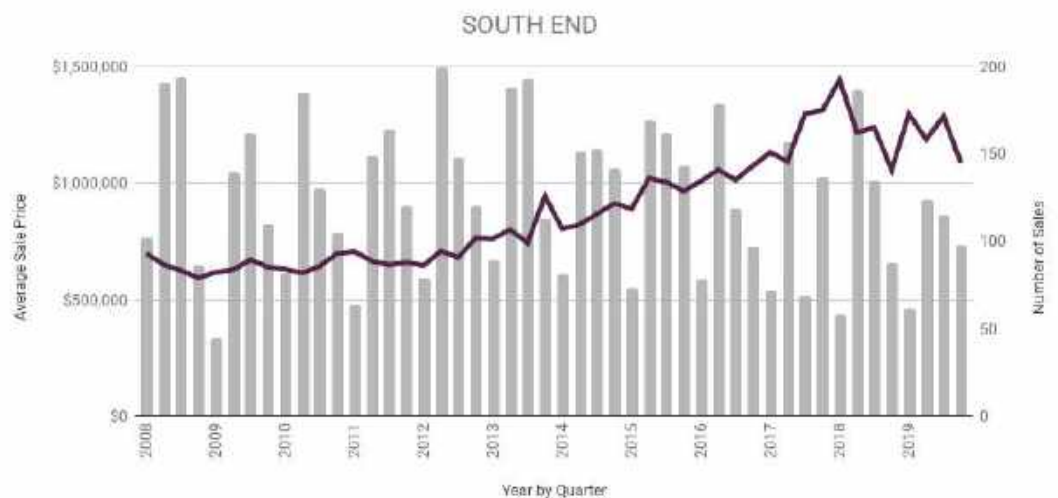


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$858	\$895	\$984	\$1,044	\$1,030
<b>AVERAGE SALES PRICE</b>	\$981,304	\$1,042,372	\$1,181,777	\$1,222,509	\$1,026,302
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	101.25%	101.11%	101.03%	100.24%	83.92%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	45	37	36	41	48
<b>TOTAL TRANSACTIONS</b>	547	473	435	468	408
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$536,773,288	\$493,041,956	\$514,072,995	\$572,134,595	\$414,626,214
<b>APPROXIMATE ABSORPTION RATE</b>	147.04%	112.62%	115.95%	86.67%	73.73%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	.68	.89	.86	1.15	1.36
<b>TOTAL NUMBER OF UNITS LISTED</b>	660	584	565	391	539



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## THE WARREN REPORT

### CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +17.04%

Average Sale Price

**SUPPLY** +32.4%

Approx. Months Supply

**SALES** -16.9%

Closed Sales

**ABSORPTION RATE** -24.4%

Approximate

**MARKET TIME** +10 DAYS

Days On Market

**NEGOTIABILITY** -.59%

Listing Discount

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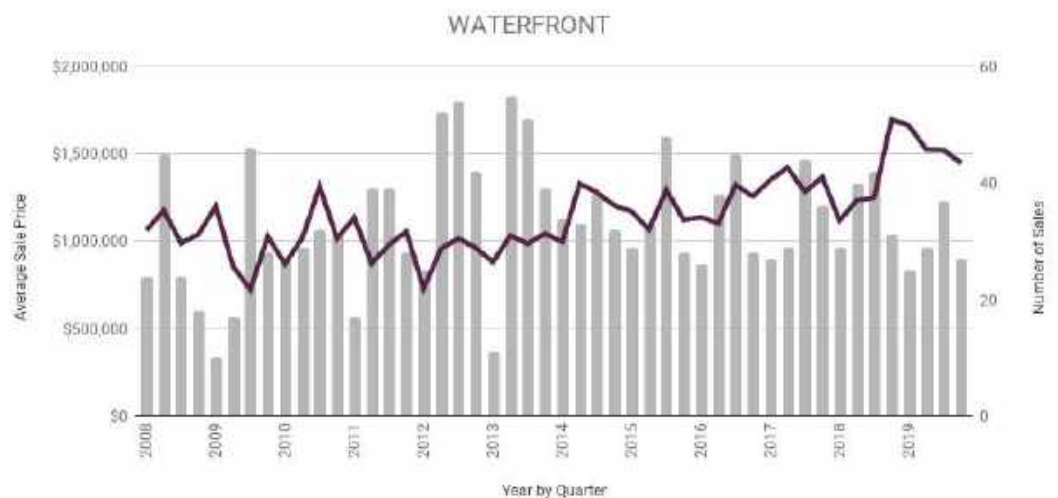


BERKSHIRE  
HATHAWAY  
HomeServices  
Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
AVERAGE PRICE PER FOOT	\$888	\$947	\$988	\$1,020	\$1,069
AVERAGE SALES PRICE	\$1,178,021	\$1,214,463	\$1,349,605	\$1,313,292	\$1,537,136
AVERAGE SALES PRICE VS. LIST PRICE	95.78%	95.95%	96.56%	97.54%	96.96%
AVERAGE DOM (DAYS ON MARKET)	70	66	70	84	94
TOTAL TRANSACTIONS	138	137	136	142	118
TOTAL DOLLAR VOLUME SOLD	\$162,566,928	\$166,381,488	\$183,546,304	\$186,487,544	\$181,382,062
APPROXIMATE ABSORPTION RATE	54.76%	49.64%	26.98%	33.10%	25%
APPROXIMATE MONTHS INVENTORY SUPPLY	1.83	2.01	3.71	3.02	4
TOTAL NUMBER OF UNITS LISTED	182	202	240	209	241



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**THE WARREN REPORT**  
CONDO EDITION

**YEAR-OVER-YEAR**

2019 vs. 2018

**PRICES**

Average Sale Price

**-4.53%**

**SUPPLY**

Approx. Months Supply

**-12.9%**

**SALES**

Closed Sales

**+14.8%**

**ABSORPTION RATE**

Approximate

**+14.8%**

**MARKET TIME**

Days On Market

**+15 DAYS**

**NEGOTIABILITY**

Listing Discount

**+.60%**

Smart matters.

Our expert agents can provide a deeper analysis of this data. Contact our office to get started.

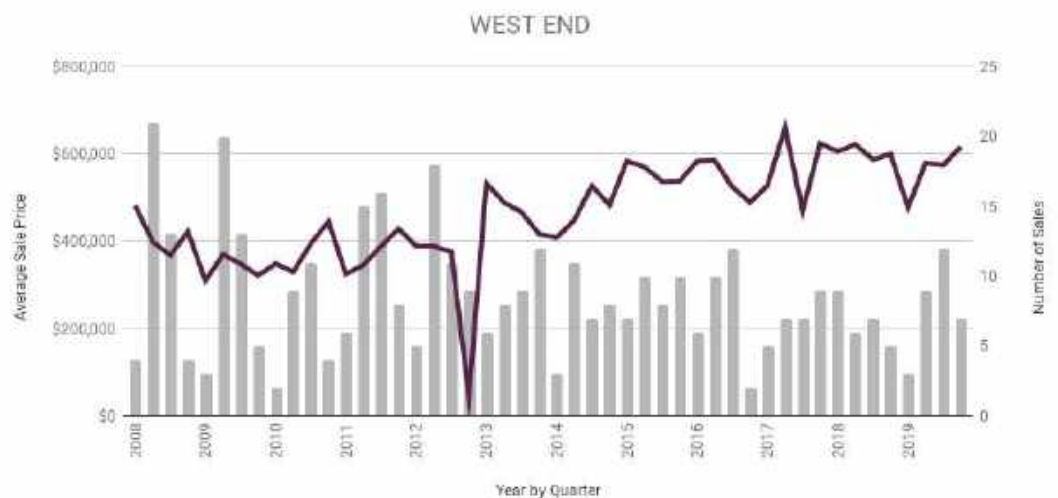


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

[warrenre.com](http://warrenre.com)

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$568	\$632	\$627	\$627	\$657
<b>AVERAGE SALES PRICE</b>	\$556,519	\$554,549	\$577,669	\$603,668	\$576,315
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	100.98%	102.19%	97.89%	99.98%	100.58%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	50	27	74	52	67
<b>TOTAL TRANSACTIONS</b>	35	30	28	27	31
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$19,478,181	\$6,298,875	\$16,174,751	\$16,299,055	\$17,865,792
<b>APPROXIMATE ABSORPTION RATE</b>	97.22%	31.25%	58.33%	56.25%	64.58%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	1.03	3.2	1.71	1.78	1.55
<b>TOTAL NUMBER OF UNITS LISTED</b>	38	43	36	33	40



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## THE WARREN REPORT

CONDO EDITION

### YEAR-OVER-YEAR

2019 vs. 2018

**PRICES** +12.97%

Average Sale Price

**SUPPLY** +41.07%

Approx. Months Supply

**SALES** +4.11%

Closed Sales

**ABSORPTION RATE** -29.07%

Approximate

**MARKET TIME** +17 DAYS

Days On Market

**NEGOTIABILITY** -.53%

Listing Discount

Smart matters.

Our expert agents can provide a deeper analysis of this data. Contact our office to get started.

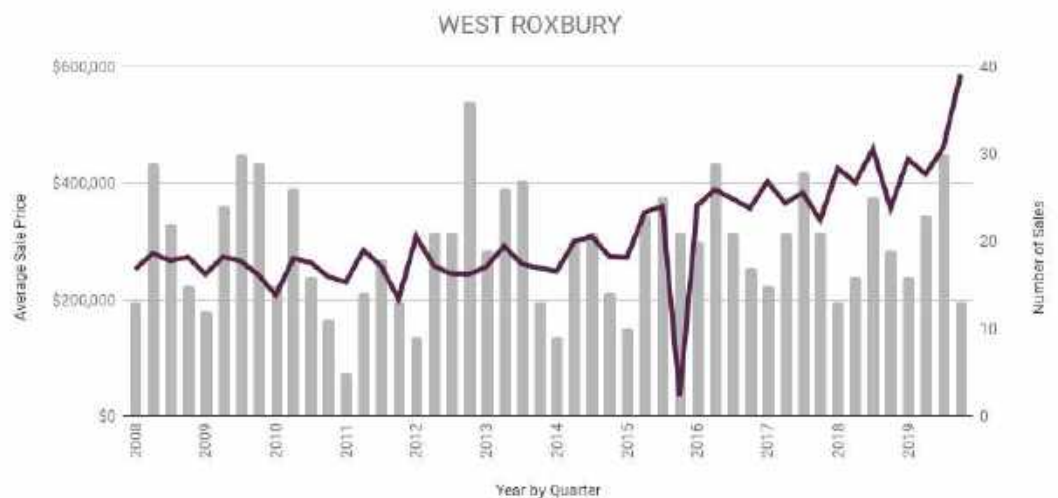


**BERKSHIRE  
HATHAWAY**  
HomeServices  
Warren Residential

warrenre.com

535 Boylston Street  
Boston, MA 02116

	2015	2016	2017	2018	2019
<b>AVERAGE PRICE PER FOOT</b>	\$288	\$331	\$3362	\$386	\$399
<b>AVERAGE SALES PRICE</b>	\$341,714	\$372,668	\$371,115	\$417,928	\$472,119
<b>AVERAGE SALES PRICE VS. LIST PRICE</b>	99.96%	100.4%	101.93%	100.84%	100.31%
<b>AVERAGE DOM (DAYS ON MARKET)</b>	42	51	28	26	43
<b>TOTAL TRANSACTIONS</b>	79	87	85	73	76
<b>TOTAL DOLLAR VOLUME SOLD</b>	\$26,995,424	\$32,422,154	\$31,544,825	\$30,508,782	\$35,881,050
<b>APPROXIMATE ABSORPTION RATE</b>	47.02%	183.33%	141.67%	89.29%	63.33%
<b>APPROXIMATE MONTHS INVENTORY SUPPLY</b>	2.13	.55	.71	1.12	1.58
<b>TOTAL NUMBER OF UNITS LISTED</b>	114	84	98	34	99



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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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