



THE WARREN REPORT

CONDO EDITION

The Boston Market Report by Neighborhood

2024 | Q1

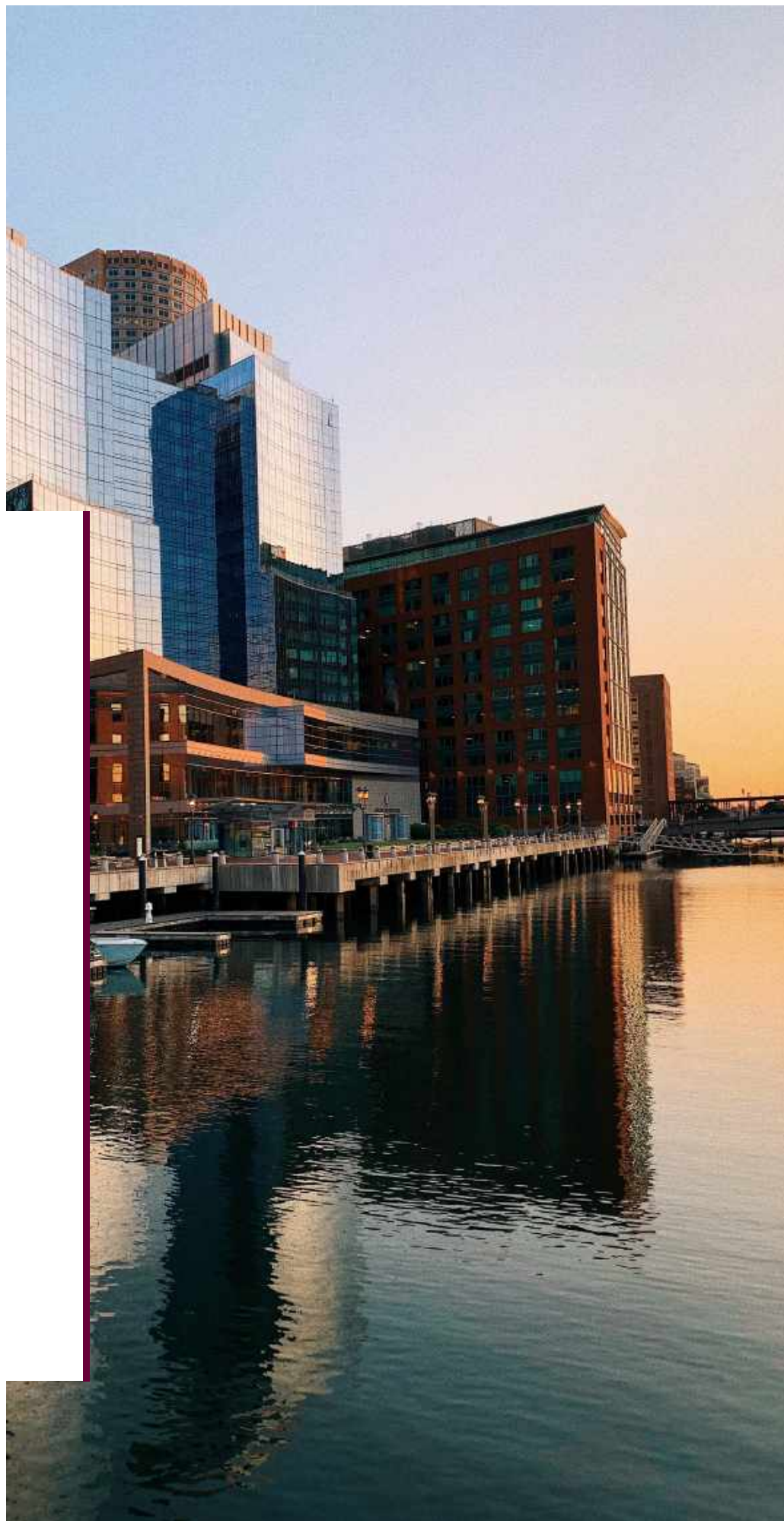
**BERKSHIRE
HATHAWAY**
HOMESERVICES

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.

BOSTON SNAPSHOT



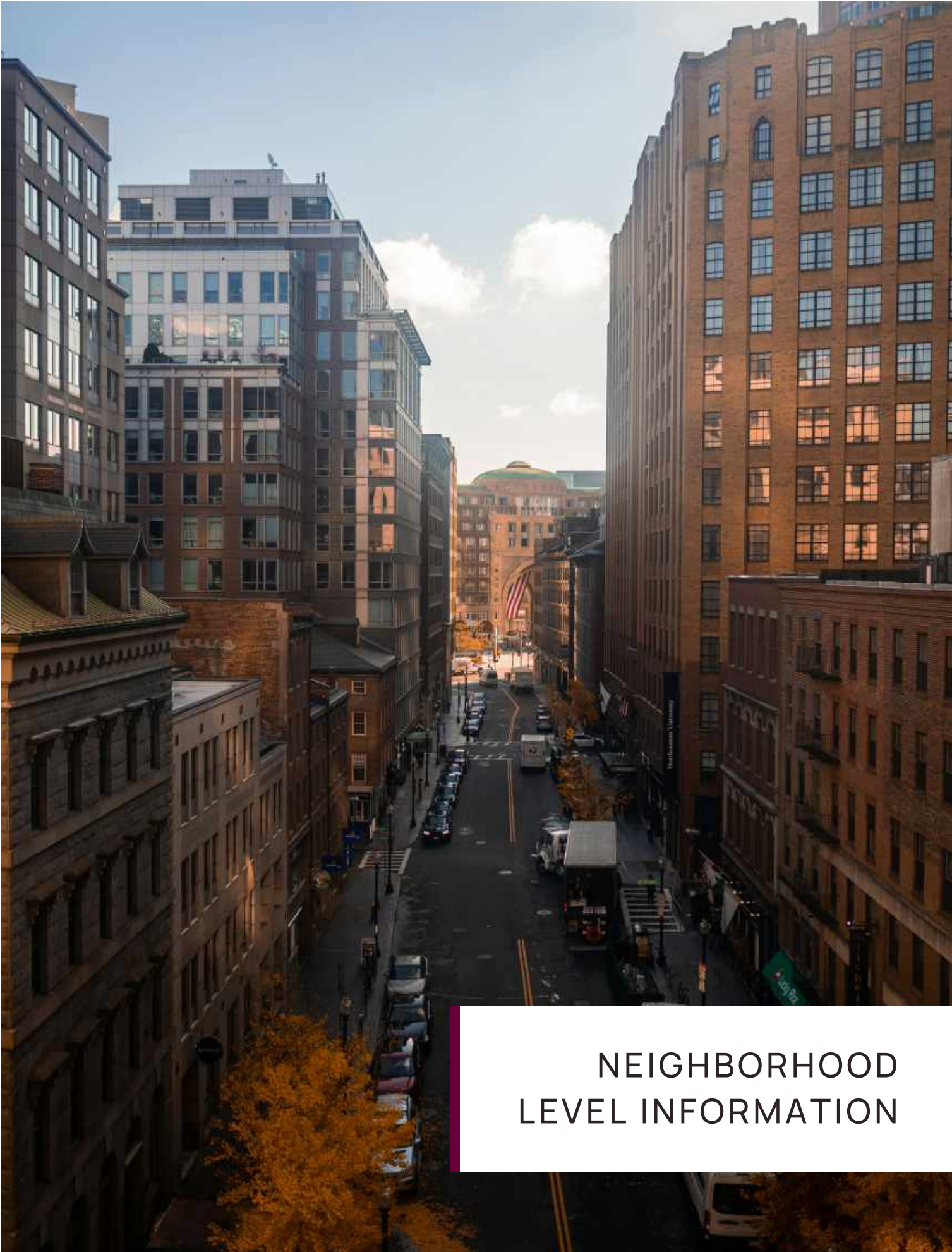
BOSTON MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$784	\$763	\$823	\$856	vs.	\$867	+ 1.3%
AVERAGE SALES PRICE	\$988,796	\$870,407	\$1,007,224	\$1,044,000	vs.	\$1,107,828	+ 6.1%
AVERAGE SALES PRICE VS. LIST PRICE	97.7%	97.24%	98.81%	97.36%	vs.	98.1%	+ .7%
AVERAGE DOM (DAYS ON MARKET)	68	72	66	62	vs.	65	+ 4.8%
TOTAL TRANSACTIONS	865	1,064	938	722	vs.	574	- 20.5%
TOTAL DOLLAR VOLUME SOLD	\$855,308,817	\$926,113,942	\$944,776,647	\$753,768,238	vs.	\$635,893,278	- 15.6%
AVERAGE ABSORPTION RATE	54.91%	37.79%	63.08%	45.99%	vs.	37.98%	- 17.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.82	2.65	1.59	2.17	vs.	2.63	+ 21.2%
TOTAL # OF UNITS LISTED	1,481	1,945	1,972	1,384	vs.	1,410	+ 1.8%

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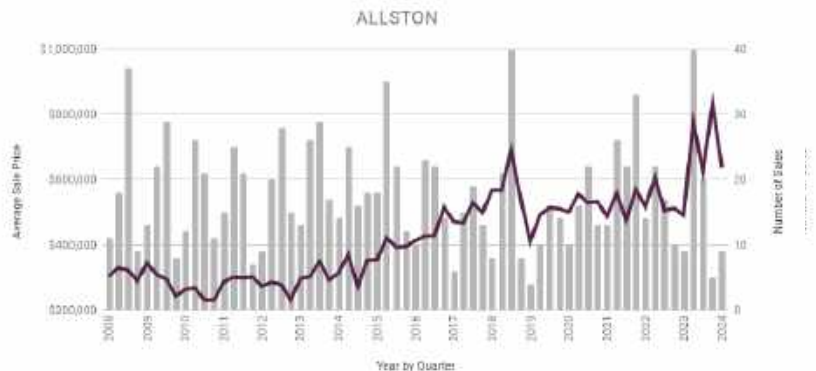


NEIGHBORHOOD
LEVEL INFORMATION

ALLSTON MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$603	\$575	\$756	\$688	vs.	\$775	+ 12.6%
AVERAGE SALES PRICE	\$500,700	\$486,500	\$516,178	\$490,388	vs.	\$635,444	+ 29.5%
AVERAGE SALES PRICE VS. LIST PRICE	98.13%	97.863%	100.41%	98.1%	vs.	98.23%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	55	54	54	65	vs.	73	+ 12.3%
TOTAL TRANSACTIONS	10	13	14	9	vs.	9	N/C
TOTAL DOLLAR VOLUME SOLD	\$5,007,000	\$6,324,500	\$7,226,500	\$4,413,500	vs.	\$5,719,000	+ 29.5%
AVERAGE ABSORPTION RATE	59.52%	42.31%	74.24%	65.63%	vs.	156.25%	+ 138%
AVERAGE MONTHS INVENTORY SUPPLY	1.68	2.36	1.35	1.52	vs.	.64	- 57.8%
TOTAL # OF UNITS LISTED	19	28	30	21	vs.	13	- 38.1%

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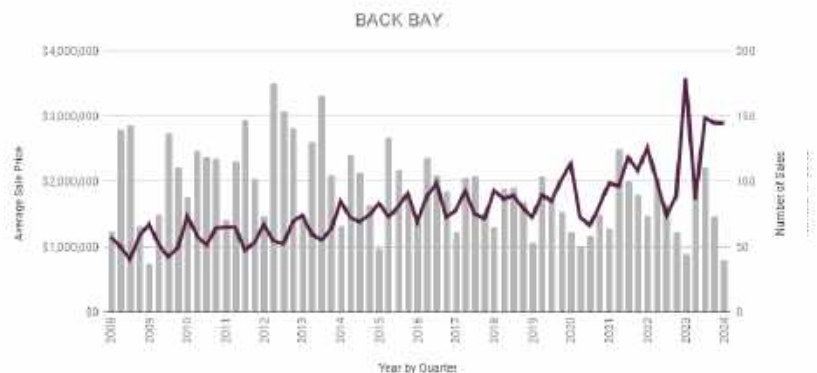


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BACK BAY MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,339	\$1,241	\$1,431	\$1,573	vs.	\$1,577	+ .2%
AVERAGE SALES PRICE	\$2,268,121	\$2,975,052	\$2,521,271	\$3,590,409	vs.	\$2,896,937	- 19.3%
AVERAGE SALES PRICE VS. LIST PRICE	96.23%	93.87%	97.47%	93.22%	vs.	96.78%	+ 3.8%
AVERAGE DOM (DAYS ON MARKET)	74	108	91	81	vs.	86	+ 6.1%
TOTAL TRANSACTIONS	61	64	74	44	vs.	40	- 9%
TOTAL DOLLAR VOLUME SOLD	\$138,355,400	\$126,403,377	\$186,574,100	\$157,978,000	vs.	\$115,877,499	- 26.6%
AVERAGE ABSORPTION RATE	42.18%	17.51%	41.98%	20.52%	vs.	21.72%	+ 5.8%
AVERAGE MONTHS INVENTORY SUPPLY	2.37	5.71	2.38	4.87	vs.	4.60	- 5.5%
TOTAL # OF UNITS LISTED	92	136	125	130	vs.	138	+ 6.1%

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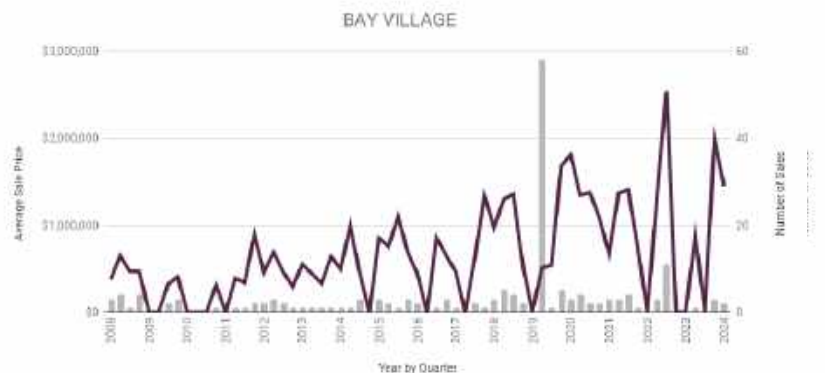


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BAY VILLAGE MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,194	\$974	\$0	\$0	vs.	\$1,272	N/A
AVERAGE SALES PRICE	\$1,805,333	\$668,333	\$0	\$0	vs.	\$1,447,500	N/A
AVERAGE SALES PRICE VS. LIST PRICE	98.67%	99.07%	0%	0%	vs.	95.11%	N/A
AVERAGE DOM (DAYS ON MARKET)	83	105	0	0	vs.	101	N/A
TOTAL TRANSACTIONS	3	3	0	0	vs.	2	N/A
TOTAL DOLLAR VOLUME SOLD	\$5,415,999	\$2,004,999	\$0	\$0	vs.	\$2,895,000	N/A
AVERAGE ABSORPTION RATE	45.83%	91.67%	0%	0%	vs.	0%	N/C
AVERAGE MONTHS INVENTORY SUPPLY	2.18	1.09	0	0	vs.	0	N/C
TOTAL # OF UNITS LISTED	6	0	4	0	vs.	1	N/A

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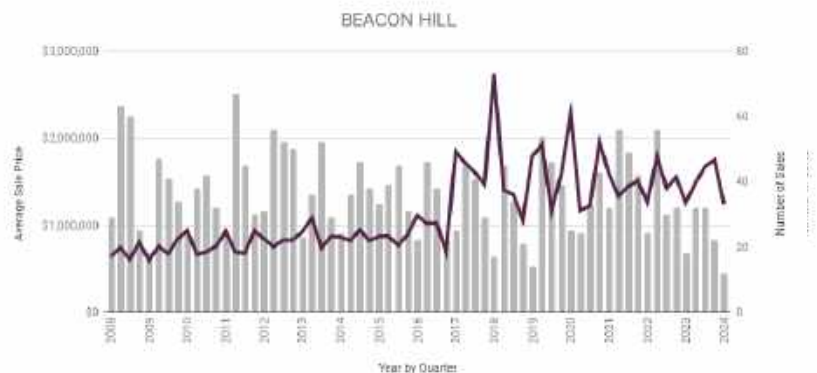


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BEACON HILL MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,230	\$1,220	\$1,138	\$1,186	vs.	\$1,220	+ 2.8%
AVERAGE SALES PRICE	\$2,260,880	\$1,584,139	\$1,256,677	\$1,254,408	vs.	\$1,236,875	- 1.4%
AVERAGE SALES PRICE VS. LIST PRICE	93.32%	93.23%	97.07%	97.15%	vs.	97.19%	+ .04%
AVERAGE DOM (DAYS ON MARKET)	73	118	76	103	vs.	62	- 9.8%
TOTAL TRANSACTIONS	25	32	24	18	vs.	12	- 33.3%
TOTAL DOLLAR VOLUME SOLD	\$56,522,000	\$50,692,449	\$30,160,265	\$22,579,345	vs.	\$14,842,500	- 34.7%
AVERAGE ABSORPTION RATE	37.16%	22.83%	44.44%	30.7%	vs.	30.95%	+ .8%
AVERAGE MONTHS INVENTORY SUPPLY	2.69	4.38	2.25	3.26	vs.	3.23	- .9%
TOTAL # OF UNITS LISTED	52	73	68	51	vs.	46	- 9.8%

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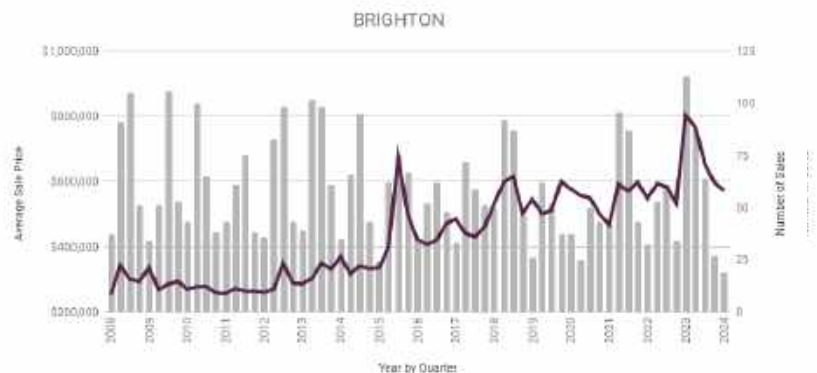


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BRIGHTON MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$617	\$572	\$605	\$955	vs.	\$780	- 18.3%
AVERAGE SALES PRICE	\$577,713	\$467,280	\$547,457	\$803,682	vs.	\$572,578	- 28.7%
AVERAGE SALES PRICE VS. LIST PRICE	98.7%	98.26%	99.55%	101.74%	vs.	99.93%	- 1.7%
AVERAGE DOM (DAYS ON MARKET)	55	61	64	37	vs.	42	+ 13.5%
TOTAL TRANSACTIONS	37	42	32	113	vs.	19	- 83.1%
TOTAL DOLLAR VOLUME SOLD	\$21,375,399	\$19,625,781	\$17,518,634	\$90,816,151	vs.	\$10,879,000	- 88%
AVERAGE ABSORPTION RATE	86.11%	45.28%	52.58%	89%	vs.	58.33%	- 34.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.16	2.21	1.90	1.12	vs.	1.71	+ 52.6%
TOTAL # OF UNITS LISTED	56	74	122	68	vs.	64	- 5.8%

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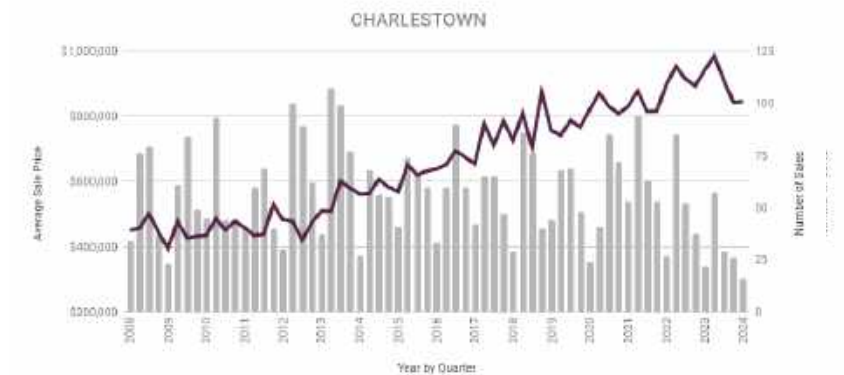


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CHARLESTOWN MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$751	\$738	\$761	\$799	vs.	\$861	+ 7.7%
AVERAGE SALES PRICE	\$820,687	\$830,437	\$897,297	\$941,159	vs.	\$845,468	- 10.1%
AVERAGE SALES PRICE VS. LIST PRICE	99.54%	97.83%	99.7%	99.17%	vs.	100%	+ 8%
AVERAGE DOM (DAYS ON MARKET)	48	70	54	64	vs.	47	- 26.5%
TOTAL TRANSACTIONS	24	53	27	22	vs.	16	- 27.2%
TOTAL DOLLAR VOLUME SOLD	\$19,696,500	\$44,013,200	\$24,227,027	\$20,705,500	vs.	\$13,527,500	- 34.6%
AVERAGE ABSORPTION RATE	85.53%	140%	112.96%	138.19%	vs.	100%	- 27.6%
AVERAGE MONTHS INVENTORY SUPPLY	1.17	.71	.89	.72	vs.	1.0	+ 38.8%
TOTAL # OF UNITS LISTED	46	71	62	39	vs.	41	+ 5.1%

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DORCHESTER MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$443	\$459	\$467	\$522	vs.	\$495	- 5.2%
AVERAGE SALES PRICE	\$565,232	\$582,052	\$562,670	\$594,933	vs.	\$658,459	+ 10.6%
AVERAGE SALES PRICE VS. LIST PRICE	100%	97.87%	99.04%	99.46%	vs.	99.41%	- .05%
AVERAGE DOM (DAYS ON MARKET)	62	62	64	72	vs.	55	- 23.6%
TOTAL TRANSACTIONS	43	36	56	27	vs.	34	+ 25.9%
TOTAL DOLLAR VOLUME SOLD	\$24,304,998	\$20,953,899	\$31,509,569	\$16,063,198	vs.	\$22,387,631	+39/3%
AVERAGE ABSORPTION RATE	79.17%	53.79%	125.9%	57.14%	vs.	119.7%	+ 109.4%
AVERAGE MONTHS INVENTORY SUPPLY	1.26	1.86	.79	1.75	vs.	.84	- .52%
TOTAL # OF UNITS LISTED	72	91	74	70	vs.	48	- 31.4%

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DOWNTOWN MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,245	\$934	\$1,304	\$1,285	vs.	\$1,413	+ 9.9%
AVERAGE SALES PRICE	\$2,207,722	\$1,161,819	\$1,926,600	\$2,006,153	vs.	\$2,329,150	+ 16.1%
AVERAGE SALES PRICE VS. LIST PRICE	94.45%	93.69%	95.96%	96.65%	vs.	95.26%	- 1.4%
AVERAGE DOM (DAYS ON MARKET)	155	106	120	109	vs.	118	+ 8.2%
TOTAL TRANSACTIONS	18	22	20	13	vs.	18	+ 38.4%
TOTAL DOLLAR VOLUME SOLD	\$39,738,999	\$25,560,031	\$38,532,000	\$26,080,000	vs.	\$41,924,700	+ 60.7%
AVERAGE ABSORPTION RATE	23.86%	9.88%	18.17%	10.26%	vs.	14.66%	+ 42.8%
AVERAGE MONTHS INVENTORY SUPPLY	4.19	10.12	5.5	9.74	vs.	6.82	- 29.9%
TOTAL # OF UNITS LISTED	43	63	67	90	vs.	97	+ 7.7%

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EAST BOSTON MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$642	\$698	\$635	\$660	vs.	\$725	+ 9.8%
AVERAGE SALES PRICE	\$563,194	\$699,710	\$631,007	\$617,384	vs.	\$700,350	+ 13.4%
AVERAGE SALES PRICE VS. LIST PRICE	98.71%	99.18%	99.53%	99.11%	vs.	100.10%	+ 1%
AVERAGE DOM (DAYS ON MARKET)	82	60	57	70	vs.	89	+ 27.1%
TOTAL TRANSACTIONS	14	55	40	26	vs.	46	+ 76.9%
TOTAL DOLLAR VOLUME SOLD	\$7,884,727	\$38,484,100	\$25,240,299	\$16,052,000	vs.	\$32,216,121	+ 100.7%
AVERAGE ABSORPTION RATE	31.62%	25.17%	85.24%	44.44%	vs.	30.86%	- 30.5%
AVERAGE MONTHS INVENTORY SUPPLY	3.16	3.97	1.17	2.25	vs.	3.24	+ 44%
TOTAL # OF UNITS LISTED	55	86	83	36	vs.	70	+ 94.4%

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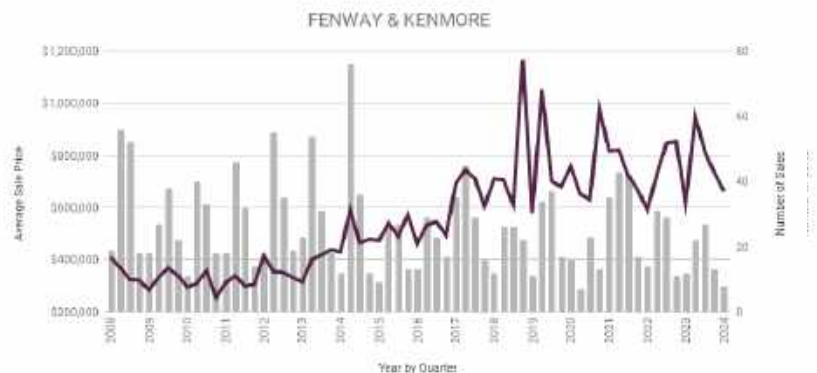


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FENWAY / KENMORE MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$916	\$1,022	\$9911	\$926	vs.	\$967	+ 4.35%
AVERAGE SALES PRICE	\$756,437	\$817,714	\$591,100	\$617,533	vs.	\$663,236	+ 7.4%
AVERAGE SALES PRICE VS. LIST PRICE	97.73%	98.85%	99.18%	99.69%	vs.	104.43%	+ 2.94%
AVERAGE DOM (DAYS ON MARKET)	61	70	58	33	vs.	56	+ 69.7%
TOTAL TRANSACTIONS	16	35	14	17	vs.	8	- 33.3%
TOTAL DOLLAR VOLUME SOLD	\$12,103,000	\$28,620,000	\$8,275,400	\$7,410,400	vs.	\$5,305,890	- 28.4%
AVERAGE ABSORPTION RATE	145.83%	30.3%	76.92%	65.15%	vs.	58.33%	- 10.4%
AVERAGE MONTHS INVENTORY SUPPLY	.69	3.30	1.30	1.53	vs.	1.71	+ 11.7%
TOTAL # OF UNITS LISTED	28	50	37	26	vs.	25	- 3.8%

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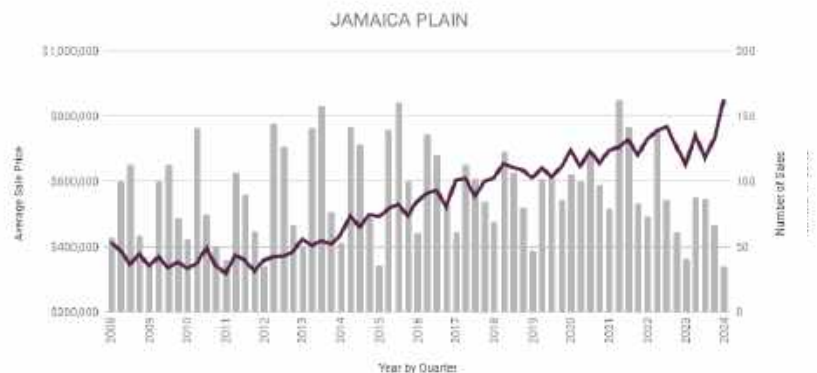


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JAMAICA PLAIN MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$597	\$571	\$578	\$577	vs.	\$640	+ 10.9%
AVERAGE SALES PRICE	\$694,767	\$696,564	\$731,014	\$651,647	vs.	\$852,768	+ 30.8%
AVERAGE SALES PRICE VS. LIST PRICE	99.78%	100.77%	102.14%	98.42%	vs.	99.86%	+ 1.4%
AVERAGE DOM (DAYS ON MARKET)	63	52	45	52	vs.	35	- 32.6%
TOTAL TRANSACTIONS	106	79	73	41	vs.	35	- 14.6%
TOTAL DOLLAR VOLUME SOLD	\$73,645,333	\$55,028,600	\$53,364,071	\$26,717,559	vs.	\$29,846,900	+ 11.7%
AVERAGE ABSORPTION RATE	158.33%	88.6%	195%	71.79%	vs.	106.82%	+ 48.8%
AVERAGE MONTHS INVENTORY SUPPLY	.63	1.13	.51	1.39	vs.	.94	-32.7%
TOTAL # OF UNITS LISTED	91	136	120	86	vs.	58	- 32.5%

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MATTAPAN MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$343	\$288	\$331	\$305	vs.	\$341	+ 11.6%
AVERAGE SALES PRICE	\$402,000	\$295,000	\$439,000	\$368,000	vs.	\$420,000	+ 14.1%
AVERAGE SALES PRICE VS. LIST PRICE	107.2%	103.41%	100.75%	105.44%	vs.	113.82%	+ 7.9%
AVERAGE DOM (DAYS ON MARKET)	18	51	55	11	vs.	15	+ 36.3%
TOTAL TRANSACTIONS	1	3	4	1	vs.	2	+ 100%
TOTAL DOLLAR VOLUME SOLD	\$402,000	\$885,000	\$1,756,000	\$368,000	vs.	\$840,000	+ 128.2%
AVERAGE ABSORPTION RATE	58.33%	41.67%	0%	0%	vs.	41.67%	N/A
AVERAGE MONTHS INVENTORY SUPPLY	1.71	2.4	0	0	vs.	2.40	N/A
TOTAL # OF UNITS LISTED	3	5	5	2	vs.	1	- 50%

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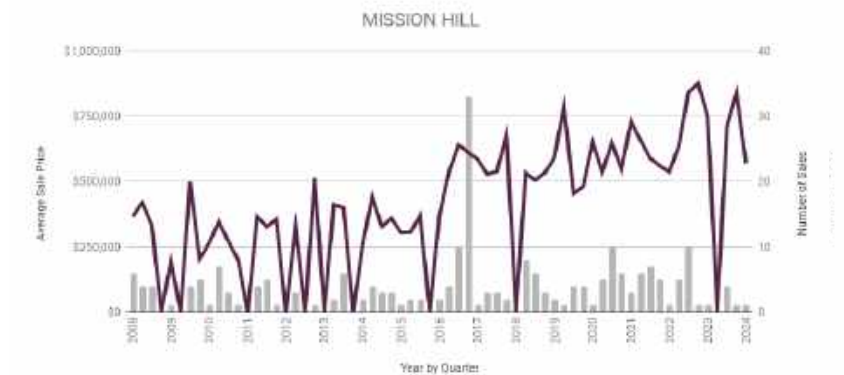


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MISSION HILL MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$421	\$595	\$424	\$498	vs.	\$514	+ 3.3%
AVERAGE SALES PRICE	\$650,000	\$730,333	\$537,000	\$750,000	vs.	\$570,000	- 24%
AVERAGE SALES PRICE VS. LIST PRICE	95.6%	98.08%	102.29%	96.06%	vs.	92.08%	- 3.1%
AVERAGE DOM (DAYS ON MARKET)	35	73	9	56	vs.	14	-75%
TOTAL TRANSACTIONS	1	3	1	1	vs.	1	N/C
TOTAL DOLLAR VOLUME SOLD	\$650,000	\$2,191,000	\$537,000	\$750,000	vs.	\$570,000	- 24%
AVERAGE ABSORPTION RATE	16.67%	100%	52.78%	47.2%	vs.	12.50%	- 73.5%
AVERAGE MONTHS INVENTORY SUPPLY	6	1	1.89	2.12	vs.	8.0	+ 277.3%
TOTAL # OF UNITS LISTED	8	6	9	2	vs.	9	+ 350%

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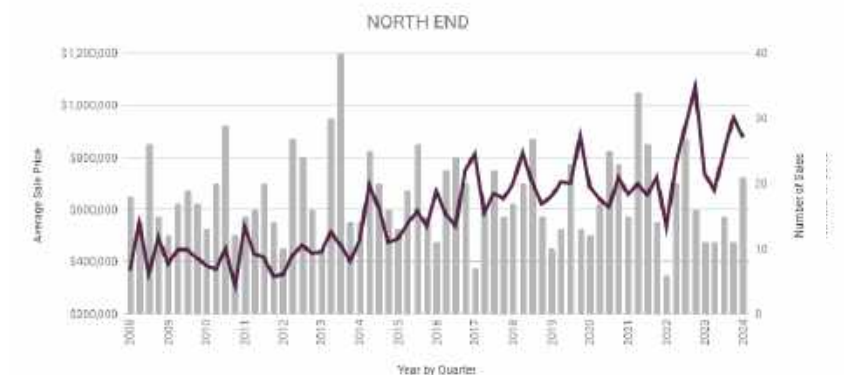


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NORTH END MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$871	\$813	\$778	\$880	vs.	\$984	+ 11.9%
AVERAGE SALES PRICE	\$688,166	\$658,226	\$533,226	\$738,804	vs.	\$877,690	+ 18.8%
AVERAGE SALES PRICE VS. LIST PRICE	96.38%	95.46%	97.81%	98.49%	vs.	99.02%	+ 5%
AVERAGE DOM (DAYS ON MARKET)	56	95	93	42	vs.	56	+ 33.3%
TOTAL TRANSACTIONS	10	15	6	11	vs.	21	- 90.9%
TOTAL DOLLAR VOLUME SOLD	\$8,258,000	\$9,873,400	\$3,202,000	\$8,126,845	vs.	\$18,431,500	+ 126.8%
AVERAGE ABSORPTION RATE	56.48%	47.62%	55.56%	78.13%	vs.	37.82%	- 51.5%
AVERAGE MONTHS INVENTORY SUPPLY	.77	2.10	1.80	1.28	vs.	2.64	+ 106.2%
TOTAL # OF UNITS LISTED	27	32	27	19	vs.	28	+ 47.3%

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ROSLINDALE MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$435	\$489	\$435	\$524	vs.	\$520	- 8%
AVERAGE SALES PRICE	\$498,019	\$567,008	\$505,175	\$604,911	vs.	\$685,076	+ 13.2%
AVERAGE SALES PRICE VS. LIST PRICE	100.79%	100.08%	101.29%	99.2%	vs.	101.79%	+ 2.6%
AVERAGE DOM (DAYS ON MARKET)	43	51	43	45	vs.	47	+ 4.4%
TOTAL TRANSACTIONS	32	45	32	25	vs.	13	- 48%
TOTAL DOLLAR VOLUME SOLD	\$15,936,638	\$25,515,400	\$16,165,600	\$15,122,775	vs.	\$8,906,000	- 41.1%
AVERAGE ABSORPTION RATE	175%	141.67%	204.17%	164.58%	vs.	330.56%	+ 100.8%
AVERAGE MONTHS INVENTORY SUPPLY	.57	.71	.49	.61	vs.	.30	- 50.8%
TOTAL # OF UNITS LISTED	49	63	53	42	vs.	20	- 52.3%

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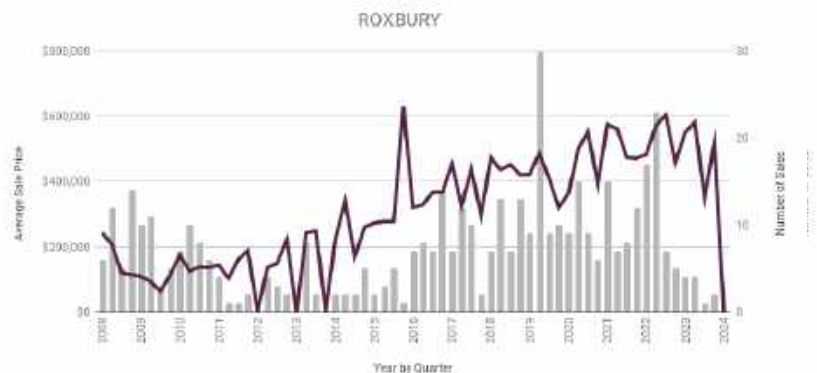


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ROXBURY MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$308	\$444	\$553	\$419	vs.	\$0	N/A
AVERAGE SALES PRICE	\$362,972	\$575,533	\$482,973	\$549,750	vs.	\$0	N/A
AVERAGE SALES PRICE VS. LIST PRICE	102.03%	99.63%	98.21%	94.87%	vs.	0%	N/A
AVERAGE DOM (DAYS ON MARKET)	48	69	77	99	vs.	0	N/A
TOTAL TRANSACTIONS	9	15	17	4	vs.	0	N/A
TOTAL DOLLAR VOLUME SOLD	\$3,226,751	\$8,632,999	\$8,210,555	\$2,199,000	vs.	\$0	N/A
AVERAGE ABSORPTION RATE	58.33%	78.33%	32.64%	325%	vs.	3.07%	- 99%
AVERAGE MONTHS INVENTORY SUPPLY	1.71	1.28	3.06	.31	vs.	32.57	+ 10,406%
TOTAL # OF UNITS LISTED	25	13	22	4	vs.	29	+ 625%

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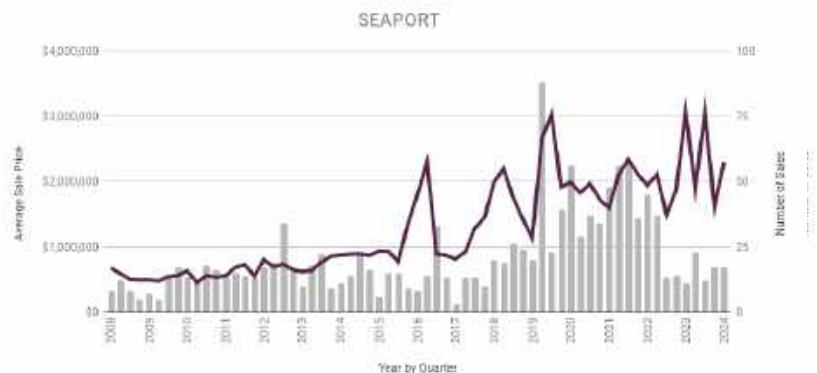


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SEAPORT MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,616	\$1,546	\$1,499	\$1,910	vs.	\$1,630	- 14.6%
AVERAGE SALES PRICE	\$1,988,500	\$1,594,014	\$1,939,104	\$3,078,909	vs.	\$2,299,764	- 25.3%
AVERAGE SALES PRICE VS. LIST PRICE	99.81%	99.07%	99.39%	95.66%	vs.	95.99%	+ .3%
AVERAGE DOM (DAYS ON MARKET)	54	42	73	48	vs.	107	+ 122.9%
TOTAL TRANSACTIONS	56	48	45	11	vs.	17	+54.5%
TOTAL DOLLAR VOLUME SOLD	\$111,356,005	\$76,512,685	\$87,259,700	\$33,868,000	vs.	\$39,096,000	+ 15.4%
AVERAGE ABSORPTION RATE	42.92%	46.69%	34.57%	12.35%	vs.	13.04%	+ 5.5%
AVERAGE MONTHS INVENTORY SUPPLY	2.33	4.37	2.89	8.1	vs.	7.67	- 5.3%
TOTAL # OF UNITS LISTED	58	81	74	68	vs.	50	- 26.4%

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SOUTH BOSTON MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$743	\$713	\$749	\$750	vs.	\$797	+ 6.2%
AVERAGE SALES PRICE	\$897,548	\$779,557	\$817,116	\$880,106	vs.	\$930,245	+ 5.7%
AVERAGE SALES PRICE VS. LIST PRICE	97.08%	97.93%	98.52%	97.34%	vs.	97.53%	+ .1%
AVERAGE DOM (DAYS ON MARKET)	89	73	66	62	vs.	63	+ 1.6%
TOTAL TRANSACTIONS	90	126	83	64	vs.	51	- 20.3%
TOTAL DOLLAR VOLUME SOLD	\$80,779,352	\$98,224,289	\$67,820,700	\$56,326,818	vs.	\$47,442,500	- 15.7%
AVERAGE ABSORPTION RATE	55.84%	54.06%	82.58%	56.22%	vs.	39.39%	- 29.9%
AVERAGE MONTHS INVENTORY SUPPLY	1.79	1.89	1.21	1.78	vs.	2.54	+ 42.7%
TOTAL # OF UNITS LISTED	185	236	165	128	vs.	149	+ 16.4%

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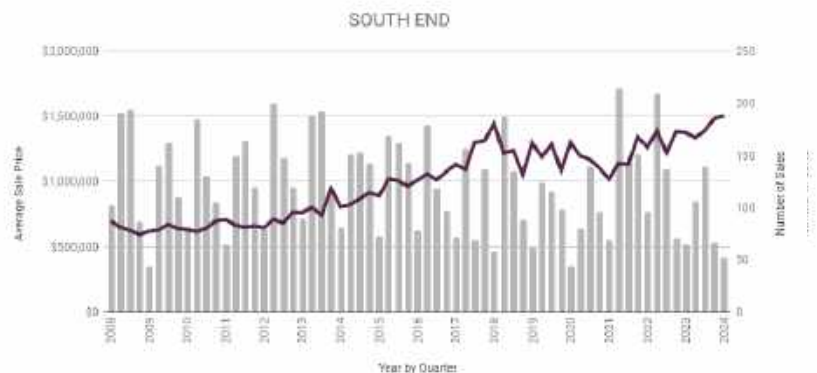


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SOUTH END MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,005	\$1,002	\$1,093	\$1,158	vs.	\$1,105	- 4.6%
AVERAGE SALES PRICE	\$1,295,541	\$1,019,822	\$1,262,870	\$1,376,144	vs.	\$1,505,139	+ 9.3%
AVERAGE SALES PRICE VS. LIST PRICE	97.56%	98%	100.3%	97.91%	vs.	98.89%	+ 1%
AVERAGE DOM (DAYS ON MARKET)	80	84	67	65	vs.	64	- 1.5%
TOTAL TRANSACTIONS	44	69	96	64	vs.	52	- 18.7%
TOTAL DOLLAR VOLUME SOLD	\$57,003,807	\$70,367,724	\$121,235,600	\$88,073,259	vs.	\$78,267,246	- 11.1%
AVERAGE ABSORPTION RATE	44.79%	24.62%	47.74%	48.33%	vs.	36.9%	- 23.6%
AVERAGE MONTHS INVENTORY SUPPLY	2.23	4.06	2.09	2.07	vs.	2.71	+ 30.9%
TOTAL # OF UNITS LISTED	137	205	295	146	vs.	157	+ 7.5%

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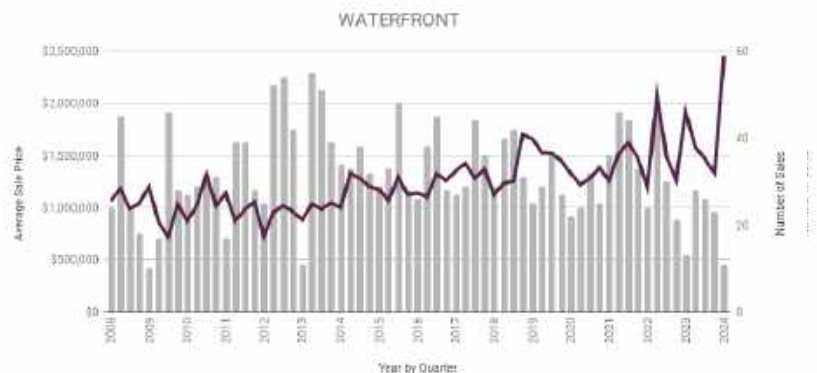


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WATERFRONT MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$1,038	\$1,951	\$1,015	\$1,327	vs.	\$1,262	- 4.9%
AVERAGE SALES PRICE	\$1,392,202	\$1,257,856	\$1,194,191	\$1,917,538	vs.	\$2,454,309	+ 27.9%
AVERAGE SALES PRICE VS. LIST PRICE	96.38%	95.88%	97.53%	97.9%	vs.	97.6%	- .3%
AVERAGE DOM (DAYS ON MARKET)	116	115	78	73	vs.	108	+ 47.9%
TOTAL TRANSACTIONS	22	36	24	13	vs.	11	- 15.3%
TOTAL DOLLAR VOLUME SOLD	\$29,242,457	\$45,282,837	\$26,660,600	\$24,928,000	vs.	\$26,997,400	+ 8.3%
AVERAGE ABSORPTION RATE	21.48%	19.07%	33.3%	26.16%	vs.	16.32%	- 37.6%
AVERAGE MONTHS INVENTORY SUPPLY	4.63	5.24	3.00	3.82	vs.	6.13	+ 60.4%
TOTAL # OF UNITS LISTED	58	71	51	52	vs.	44	- 15.3%

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WEST END MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$619	\$602	\$608	\$634	vs.	\$616	- 2.8%
AVERAGE SALES PRICE	\$555,580	\$511,250	\$646,000	\$595,612	vs.	\$550,388	- 7.5%
AVERAGE SALES PRICE VS. LIST PRICE	99.7%	95.6%	98.7%	95.8%	vs.	98.27%	+ 2.4%
AVERAGE DOM (DAYS ON MARKET)	80	79	54	100	vs.	78	- 22%
TOTAL TRANSACTIONS	12	4	8	8	vs.	9	+ 12.5%
TOTAL DOLLAR VOLUME SOLD	\$6,666,966	\$2,045,000	\$5,168,000	\$4,764,900	vs.	\$4,953,500	+ 3.9%
AVERAGE ABSORPTION RATE	66.67%	17.5%	17.71%	13.8%	vs.	3.71%	+ 157%
AVERAGE MONTHS INVENTORY SUPPLY	1.5	5.71	5.65	7.2	vs.	2.80	- 61.1%
TOTAL # OF UNITS LISTED	12	13	22	13	vs.	13	N/C

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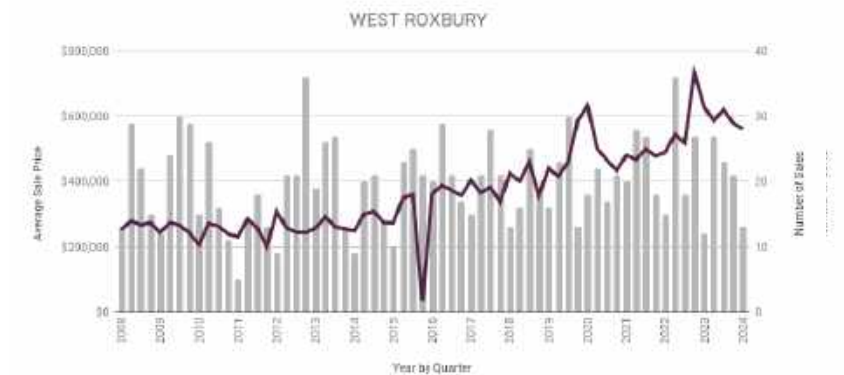


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WEST ROXBURY MARKET DATA

	Q1:20	Q1:21	Q1:22	Year-Over-Year			Change
				Q1:23	vs.	Q1:24	
AVERAGE PRICE PER FOOT	\$499	\$416	\$401	\$476	vs.	\$566	+ 18.9%
AVERAGE SALES PRICE	\$632,638	\$480,462	\$490,266	\$629,200	vs.	\$561,607	- 10.7%
AVERAGE SALES PRICE VS. LIST PRICE	99.87%	99.39%	98.7%	99.47%	vs.	98.86%	- 6%
AVERAGE DOM (DAYS ON MARKET)	40	61	50	34	vs.	38	+ 11.7%
TOTAL TRANSACTIONS	18	20	15	12	vs.	13	- 8.3%
TOTAL DOLLAR VOLUME SOLD	\$11,387,500	\$9,609,250	\$7,354,000	\$7,550,400	vs.	\$7,300,900	- 3.3%
AVERAGE ABSORPTION RATE	92.86%	112.5%	151.67%	158.3%	vs.	177.08%	+ 11.8%
AVERAGE MONTHS INVENTORY SUPPLY	1.08	.89	.66	.63	vs.	.56	- 11.1%
TOTAL # OF UNITS LISTED	21	26	27	28	vs.	15	- 46.43%

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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 02 and 03 vs. 01 and 04.

Do Closings in New Developments Impact Quarterly Reports?

When a new development is completed, we often see large amounts of closings happen in a short period of time. This can dramatically skew the quarterly market statistics for a particular neighborhood. With that said, there are also cases where new construction units were never listed on MLS and therefore don't show up in the report.

Does Sample Size Impact Quarterly Reports?

Certain neighborhoods with lower market activity may see significant variations from one report to the next due to the small sample size.

What is Included in Downtown Neighborhoods?

In order to prevent extremely small sample sizes and eliminate a real estate agent's subjective choice of which neighborhood to include their listing on MLSpin in, we've combined five areas into one neighborhood called Downtown. These areas include any properties listed in Chinatown, Faneuil, Financial District, Leather District, Midtown, and the Theatre District.







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