

Brookline, MA Real Estate Market Review

2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, June 30, 2022

Condominium

Listing Inventory	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units	57	49	-8	102	80	-22	94	80	-14	31	0	-31
Avg. Days on Market	72	67	-5	60	60	0	68	152	84	134	0	-134
Avg. List Price	\$1,148,653.79	\$1,215,687.69	\$67,033.90	\$1,091,645.88	\$1,343,586.23	\$251,940.35	\$1,153,810.97	\$1,343,586.23	\$189,775.26	\$1,418,596.45	\$0.00	-\$1,418,596.45
Avg. List \$ / SqFt	\$772.34	\$846.29	\$73.95	\$767.57	\$848.29	\$80.72	\$813.14	\$848.29	\$35.15	\$882.56	\$0.00	-\$882.56
Approx. Absorption Rate	63.16%	98.64%	35.48%	45.02%	56.04%	11.02%	51.68%	37.71%	-13.97%	156.18%	0.00%	-156.18%
Approx. Months Supply of Inventory	1.58	1.01	-0.57	2.22	1.78	-0.44	1.93	2.65	0.72	0.64	0.00	-0.64
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units (Taken)	182	154	-28	283	222	-61	169	0	-169	91	0	-91
Avg. Original List Price	\$1,061,552.31	\$1,158,133.26	\$96,580.95	\$1,041,469.49	\$1,205,060.35	\$163,590.86	\$1,011,330.09	\$0.00	-\$1,011,330.09	\$1,192,041.62	\$0.00	-\$1,192,041.62
Avg. Original List \$ / SqFt	\$748.16	\$801.26	\$53.10	\$755.30	\$819.42	\$64.12	\$762.26	\$0.00	-\$762.26	\$809.87	\$0.00	-\$809.87
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units (Price Changed)	27	24	-3	72	50	-22	40	0	-40	18	0	-18
Avg. Original List Price	\$984,924.37	\$1,148,154.13	\$163,229.76	\$1,102,336.11	\$1,249,515.98	\$147,179.87	\$1,075,772.43	\$0.00	-\$1,075,772.43	\$1,147,216.67	\$0.00	-\$1,147,216.67
Avg. Original List \$ / SqFt	\$755.86	\$837.94	\$82.08	\$747.73	\$819.01	\$71.28	\$722.19	\$0.00	-\$722.19	\$729.62	\$0.00	-\$729.62
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units (Went Pending)	165	126	-39	204	165	-39	136	0	-136	117	0	-117
Avg. List Price	\$1,061,341.18	\$1,152,638.01	\$91,296.83	\$1,031,948.75	\$1,085,738.47	\$53,789.72	\$973,276.32	\$0.00	-\$973,276.32	\$1,123,674.83	\$0.00	-\$1,123,674.83
Avg. List \$ / SqFt	\$735.29	\$783.58	\$48.29	\$736.96	\$796.66	\$59.70	\$723.36	\$0.00	-\$723.36	\$786.79	\$0.00	-\$786.79
Avg. Days to Offer	44	30	-14	20	18	-2	32	0	-32	43	0	-43

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Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Closed Units (Sold)	98	92	-6	199	155	-44	169	0	-169	112	0	-112
Avg. Days on Market	77	48	-29	37	30	-7	37	0	-37	51	0	-51
Avg. Days to Offer	60	36	-24	28	22	-6	27	0	-27	37	0	-37
Avg. Sale Price	\$1,020,687.76	\$1,236,509.70	\$215,821.94	\$1,037,985.09	\$1,118,556.54	\$80,571.45	\$1,012,501.11	\$0.00	-\$1,012,501.11	\$985,434.93	\$0.00	-\$985,434.93
Avg. Sale \$ / SqFt	\$712.98	\$772.81	\$59.83	\$750.65	\$809.21	\$58.56	\$727.17	\$0.00	-\$727.17	\$728.48	\$0.00	-\$728.48
Avg. List Price	\$1,055,129.56	\$1,233,777.01	\$178,647.45	\$1,028,706.91	\$1,090,352.25	\$61,645.34	\$1,015,838.77	\$0.00	-\$1,015,838.77	\$984,546.02	\$0.00	-\$984,546.02
Avg. List \$ / SqFt	\$730.08	\$774.43	\$44.35	\$741.91	\$792.46	\$50.55	\$728.83	\$0.00	-\$728.83	\$728.23	\$0.00	-\$728.23
Avg. Original List Price	\$1,083,889.36	\$1,251,985.87	\$168,096.51	\$1,040,336.56	\$1,096,697.41	\$56,360.85	\$1,040,670.72	\$0.00	-\$1,040,670.72	\$1,001,257.89	\$0.00	-\$1,001,257.89
Avg. Original List \$ / SqFt	\$750.44	\$786.17	\$35.73	\$750.23	\$796.73	\$46.50	\$743.21	\$0.00	-\$743.21	\$740.41	\$0.00	-\$740.41
Avg. Sale Price as % of List Price	97.99%	99.93%	1.94%	101.23%	102.23%	1%	99.80%	0.00%	-99.80%	99.72%	0.00%	-99.72%
Avg. Sale Price as % of Original List Price	95.46%	98.49%	3.03%	100.08%	101.68%	1.60%	97.88%	0.00%	-97.88%	98.17%	0.00%	-98.17%
Sold Units - Short Sale	0	0	0	0	0	0	0	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0	0	0	0	0	0	0	0
12-Month Activity	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Units Listed	726	699	-27	831	637	-194	755	470	-285	726	376	-350
Units Price Changed	271	211	-60	285	168	-117	227	106	-121	226	81	-145
Units Went Pending	510	576	66	613	536	-77	605	404	-201	607	289	-318
Units Sold	432	580	148	551	538	-13	583	362	-221	581	249	-332

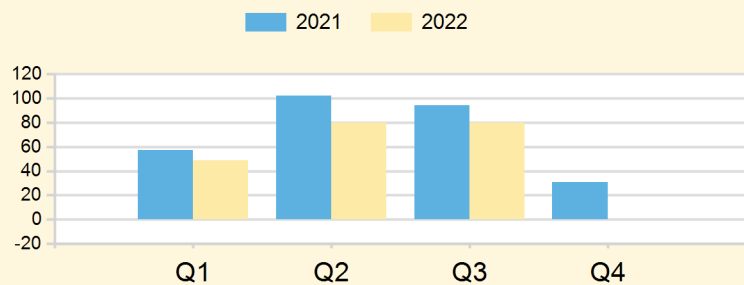
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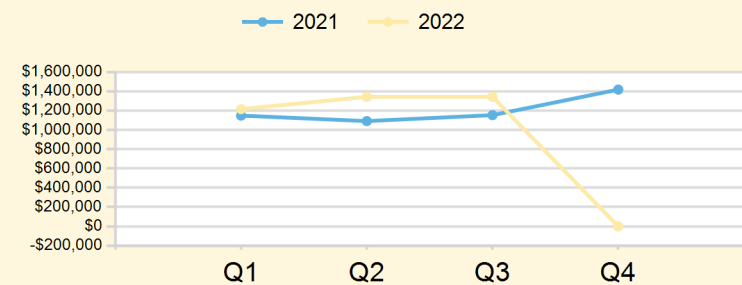
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Listing Inventory on the Last Day of Each Quarter



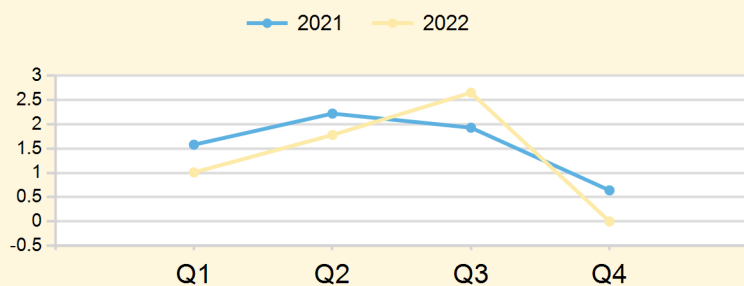
	Q1	Q2	Q3	Q4
2021	57	102	94	31
2022	49	80	80	0

Average List Price on the Last Day of Each Quarter



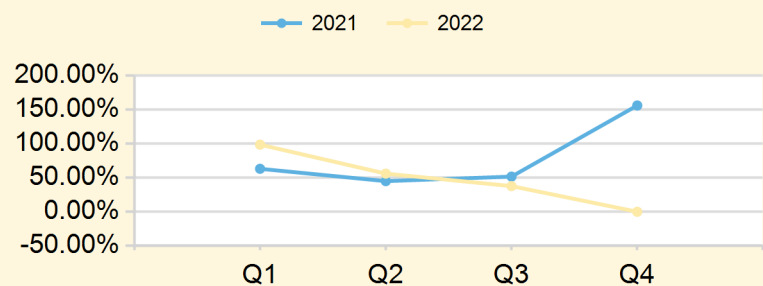
	Q1	Q2	Q3	Q4
2021	\$1,148,653.79	\$1,091,645.88	\$1,153,810.97	\$1,418,596.45
2022	\$1,215,687.69	\$1,343,586.23	\$1,343,586.23	\$0.00

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2021	1.58	2.22	1.93	0.64
2022	1.01	1.78	2.65	0.00

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2021	63.16%	45.02%	51.68%	156.18%
2022	98.64%	56.04%	37.71%	0.00%

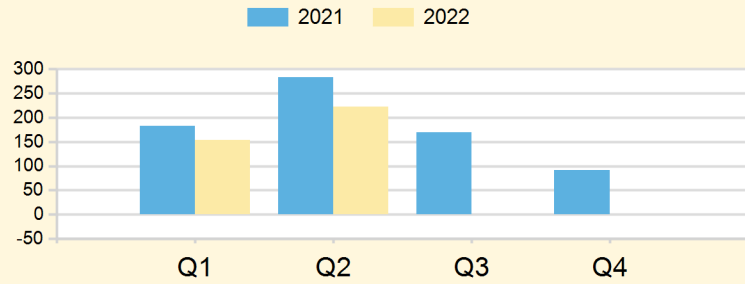
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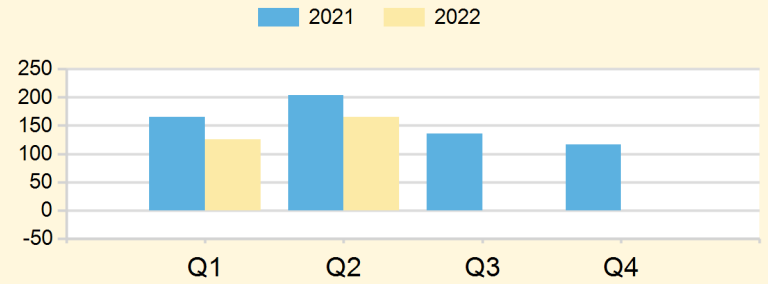
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Properties Listed During Each Quarter



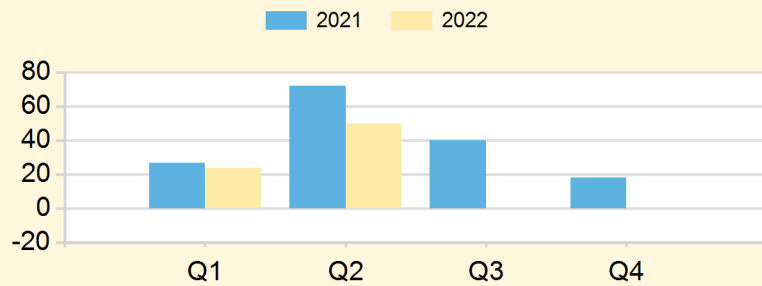
	Q1	Q2	Q3	Q4
2021	182	283	169	91
2022	154	222	0	0

Went Pending During Each Quarter



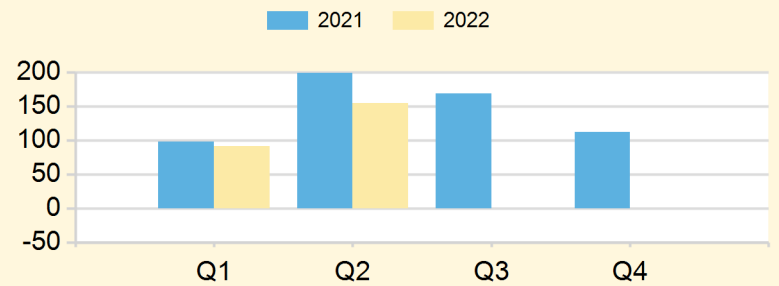
	Q1	Q2	Q3	Q4
2021	165	204	136	117
2022	126	165	0	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2021	27	72	40	18
2022	24	50	0	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2021	98	199	169	112
2022	92	155	0	0

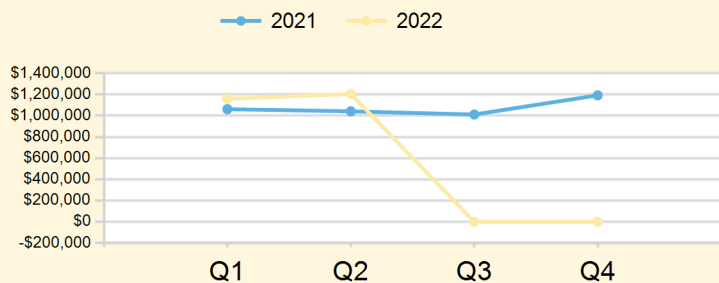
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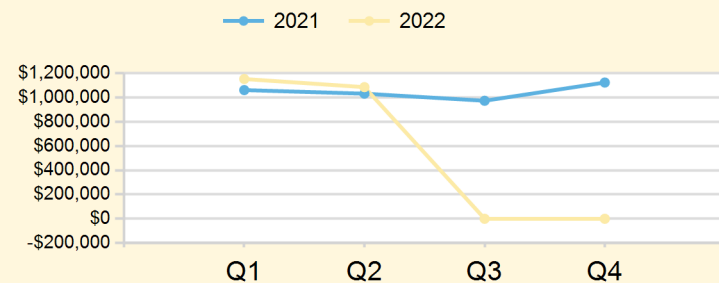
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Listed Properties - Average List Price For Each Quarter



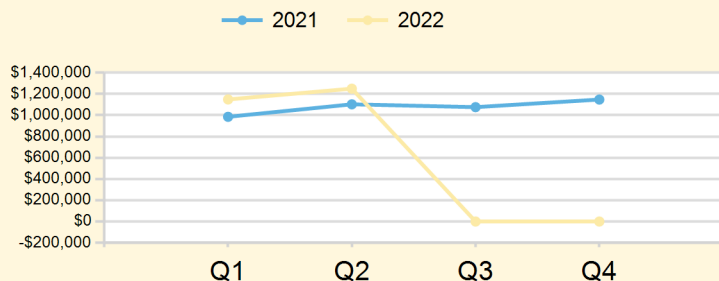
	Q1	Q2	Q3	Q4
2021	\$1,061,552.31	\$1,041,469.49	\$1,011,330.09	\$1,192,041.62
2022	\$1,158,133.26	\$1,205,060.35	\$0.00	\$0.00

Went Pending - Average List Price For Each Quarter



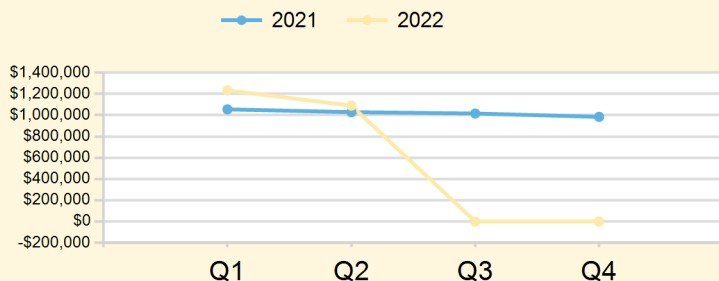
	Q1	Q2	Q3	Q4
2021	\$1,061,341.18	\$1,031,948.75	\$973,276.32	\$1,123,674.83
2022	\$1,152,638.01	\$1,085,738.47	\$0.00	\$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2021	\$984,924.37	\$1,102,336.11	\$1,075,772.43	\$1,147,216.67
2022	\$1,148,154.13	\$1,249,515.98	\$0.00	\$0.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2021	\$1,055,129.56	\$1,028,706.91	\$1,015,838.77	\$984,546.02
2022	\$1,233,777.01	\$1,090,352.25	\$0.00	\$0.00

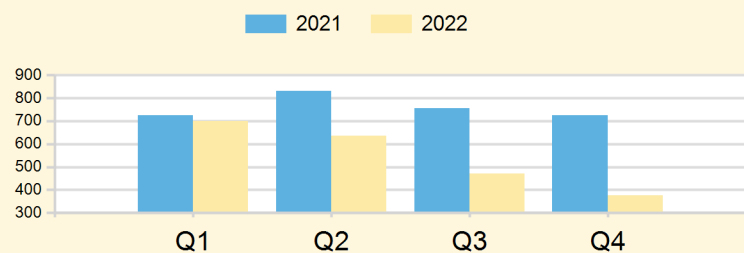
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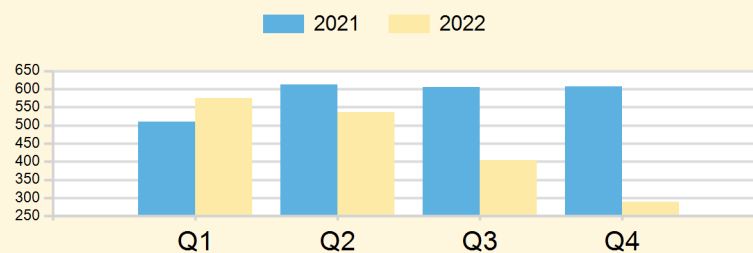
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Listed Between the Last Day of Each Quarter and 12 Months



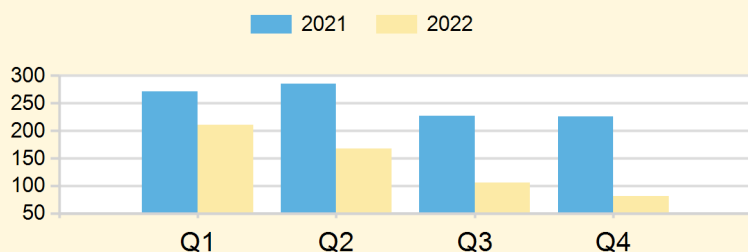
	Q1	Q2	Q3	Q4
2021	726	831	755	726
2022	699	637	470	376

Went Pending Between the Last Day of Each Quarter and 12 Months



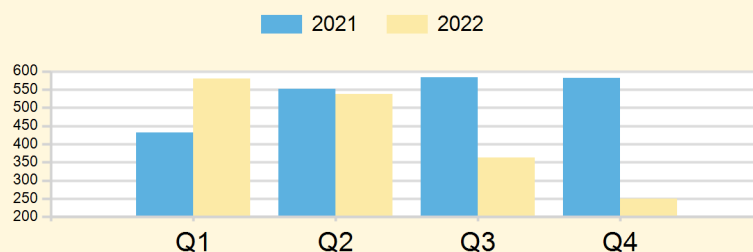
	Q1	Q2	Q3	Q4
2021	510	613	605	607
2022	576	536	404	289

Price Changed Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2021	271	285	227	226
2022	211	168	106	81

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2021	432	551	583	581
2022	580	538	362	249