

# Brookline, MA Real Estate Market Review

## 2023 vs. 2022 Per Quarter

Prepared by Ryan Cook on Wednesday, April 05, 2023

### Multi Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units	5	5	0	7	5	-2	6	0	-6	5	0	-5
Avg. Days on Market	92	99	7	77	190	113	141	0	-141	40	0	-40
Avg. List Price	\$6,129,000.00	\$4,169,800.00	-\$1,959,200.00	\$4,302,000.00	\$4,169,800.00	-\$132,200.00	\$3,680,500.00	\$0.00	-\$3,680,500.00	\$3,618,600.00	\$0.00	-\$3,618,600.00
Avg. List \$ / SqFt	\$547.91	\$640.07	\$92.16	\$648.65	\$640.07	-\$8.58	\$661.13	\$0.00	-\$661.13	\$595.55	\$0.00	-\$595.55
Approx. Absorption Rate	41.67%	33.33%	-8.34%	33.33%	20.00%	-13.33%	33.33%	0.00%	-33.33%	26.67%	0.00%	-26.67%
Approx. Months Supply of Inventory	2.40	3.00	0.60	3.00	5.00	2.00	3.00	0.00	-3.00	3.75	0.00	-3.75
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units (Taken)	9	11	2	10	0	-10	3	0	-3	13	0	-13
Avg. Original List Price	\$2,315,444.44	\$3,746,090.91	\$1,430,646.47	\$3,191,200.00	\$0.00	-\$3,191,200.00	\$2,218,366.00	\$0.00	-\$2,218,366.00	\$3,606,069.23	\$0.00	-\$3,606,069.23
Avg. Original List \$ / SqFt	\$509.31	\$643.69	\$134.38	\$670.95	\$0.00	-\$670.95	\$534.13	\$0.00	-\$534.13	\$596.58	\$0.00	-\$596.58
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units (Price Changed)	1	2	1	1	0	-1	1	0	-1	4	0	-4
Avg. Original List Price	\$2,100,000.00	\$2,974,500.00	\$874,500.00	\$3,499,000.00	\$0.00	-\$3,499,000.00	\$1,650,000.00	\$0.00	-\$1,650,000.00	\$5,124,725.00	\$0.00	-\$5,124,725.00
Avg. Original List \$ / SqFt	\$485.44	\$579.29	\$93.85	\$633.07	\$0.00	-\$633.07	\$351.21	\$0.00	-\$351.21	\$643.35	\$0.00	-\$643.35
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units (Went Pending)	7	6	-1	6	0	-6	2	0	-2	5	0	-5
Avg. List Price	\$2,249,128.57	\$2,385,333.33	\$136,204.76	\$2,261,500.00	\$0.00	-\$2,261,500.00	\$2,502,549.00	\$0.00	-\$2,502,549.00	\$2,669,600.00	\$0.00	-\$2,669,600.00
Avg. List \$ / SqFt	\$524.79	\$590.85	\$66.06	\$572.16	\$0.00	-\$572.16	\$625.59	\$0.00	-\$625.59	\$545.57	\$0.00	-\$545.57
Avg. Days to Offer	53	8	-45	13	0	-13	9	0	-9	17	0	-17

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Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Closed Units (Sold)	2	6	4	8	0	-8	5	0	-5	1	0	-1
Avg. Days on Market	62	62	0	58	0	-58	20	0	-20	15	0	-15
Avg. Days to Offer	54	10	-44	42	0	-42	13	0	-13	15	0	-15
Avg. Sale Price	\$2,697,500.00	\$2,577,500.00	-\$120,000.00	\$2,489,375.00	\$0.00	-\$2,489,375.00	\$1,994,032.00	\$0.00	-\$1,994,032.00	\$2,470,000.00	\$0.00	-\$2,470,000.00
Avg. Sale \$ / SqFt	\$535.70	\$543.08	\$7.38	\$538.76	\$0.00	-\$538.76	\$579.72	\$0.00	-\$579.72	\$560.85	\$0.00	-\$560.85
Avg. List Price	\$2,797,500.00	\$2,737,500.00	-\$60,000.00	\$2,317,987.50	\$0.00	-\$2,317,987.50	\$2,125,019.60	\$0.00	-\$2,125,019.60	\$2,599,000.00	\$0.00	-\$2,599,000.00
Avg. List \$ / SqFt	\$545.81	\$568.50	\$22.69	\$511.95	\$0.00	-\$511.95	\$620.36	\$0.00	-\$620.36	\$590.15	\$0.00	-\$590.15
Avg. Original List Price	\$2,997,500.00	\$2,754,166.67	-\$243,333.33	\$2,311,750.00	\$0.00	-\$2,311,750.00	\$2,125,019.60	\$0.00	-\$2,125,019.60	\$2,599,000.00	\$0.00	-\$2,599,000.00
Avg. Original List \$ / SqFt	\$580.13	\$569.55	-\$10.58	\$509.65	\$0.00	-\$509.65	\$620.36	\$0.00	-\$620.36	\$590.15	\$0.00	-\$590.15
Avg. Sale Price as % of List Price	99.28%	95.42%	-3.86%	107.21%	0.00%	-107.21%	94.39%	0.00%	-94.39%	95.04%	0.00%	-95.04%
Avg. Sale Price as % of Original List Price	94.77%	95.25%	0.48%	107.73%	0.00%	-107.73%	94.39%	0.00%	-94.39%	95.04%	0.00%	-95.04%
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		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Units Listed	43	38	-5	39	27	-12	33	24	-9	35	11	-24
Units Price Changed	8	12	4	7	8	1	9	7	-2	11	2	-9
Units Went Pending	28	17	-11	26	11	-15	21	10	-11	19	6	-13
Units Sold	25	20	-5	28	12	-16	24	7	-17	16	6	-10

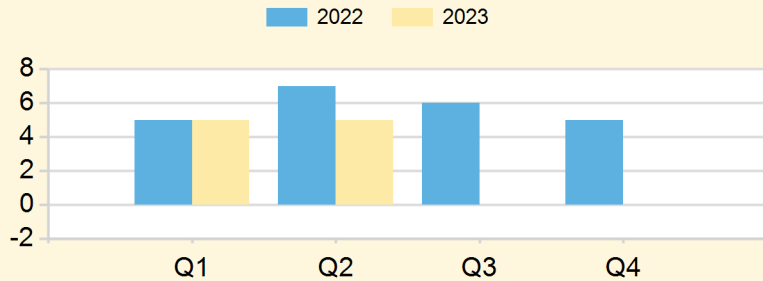
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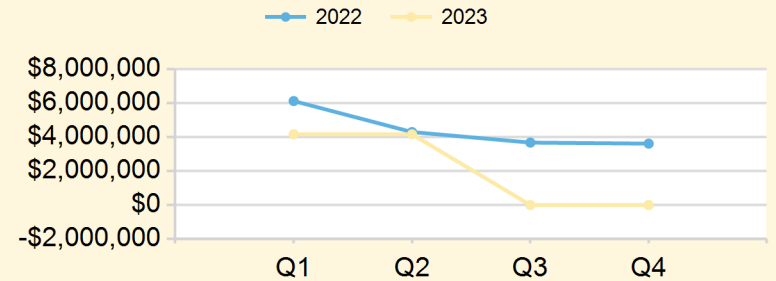
### Multi Family

**Listing Inventory on the Last Day of Each Quarter**



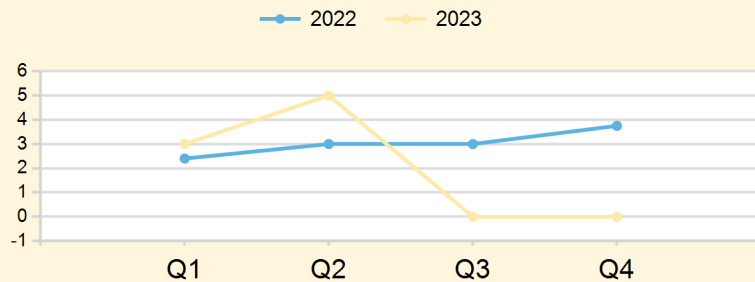
	Q1	Q2	Q3	Q4
2022	5	7	6	5
2023	5	5	0	0

**Average List Price on the Last Day of Each Quarter**



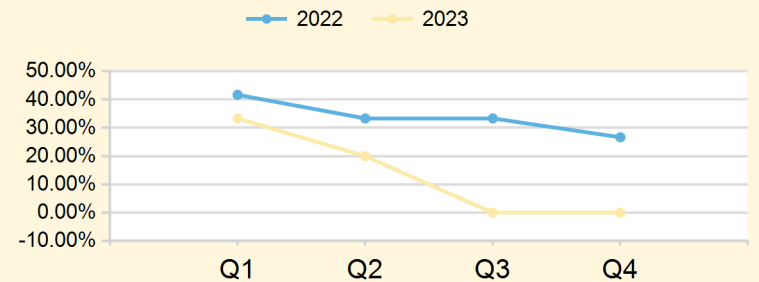
	Q1	Q2	Q3	Q4
2022	\$6,129,000.00	\$4,302,000.00	\$3,680,500.00	\$3,618,600.00
2023	\$4,169,800.00	\$4,169,800.00	\$0.00	\$0.00

**Approx. Months supply per Quarter**



	Q1	Q2	Q3	Q4
2022	2.40	3.00	3.00	3.75
2023	3.00	5.00	0.00	0.00

**Approx. Absorption Rate Per Quarter**



	Q1	Q2	Q3	Q4
2022	41.67%	33.33%	33.33%	26.67%
2023	33.33%	20.00%	0.00%	0.00%

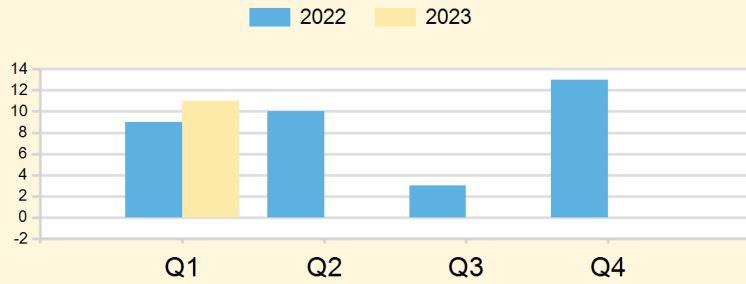
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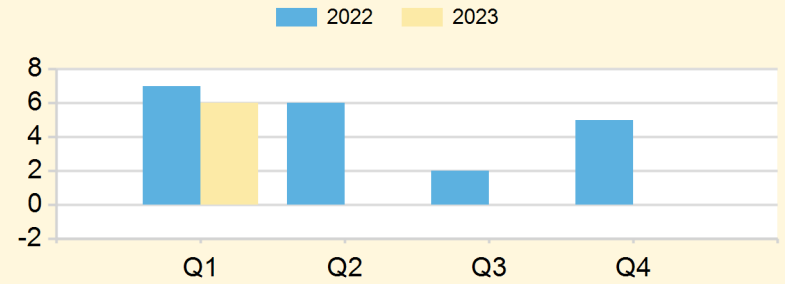
### Multi Family

Properties Listed During Each Quarter



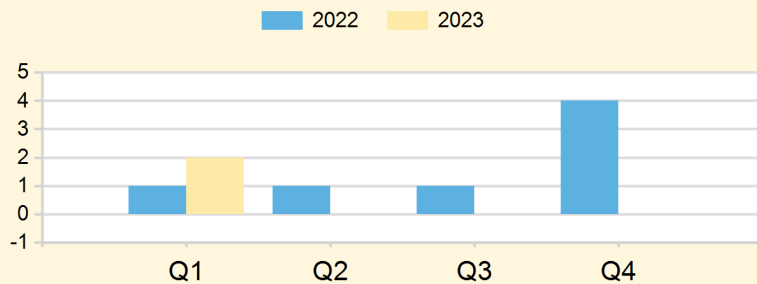
	Q1	Q2	Q3	Q4
2022	9	10	3	13
2023	11	0	0	0

Went Pending During Each Quarter



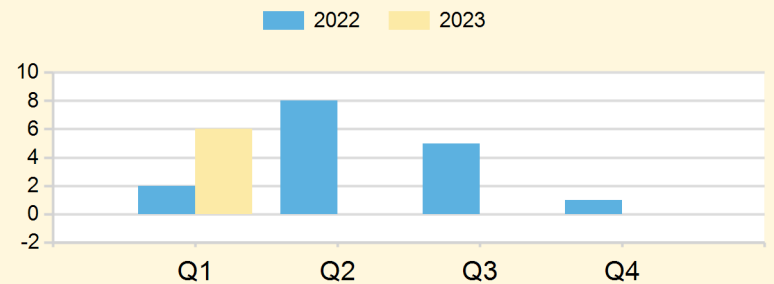
	Q1	Q2	Q3	Q4
2022	7	6	2	5
2023	6	0	0	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2022	1	1	1	4
2023	2	0	0	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2022	2	8	5	1
2023	6	0	0	0

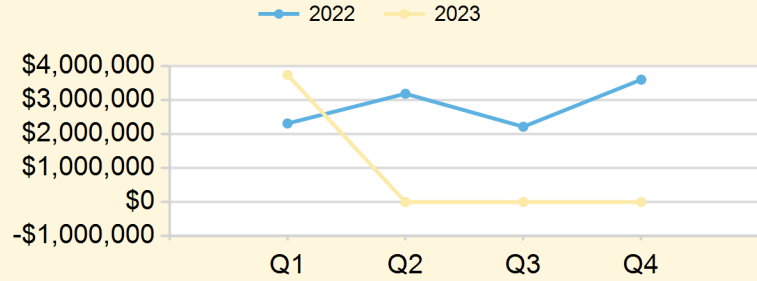
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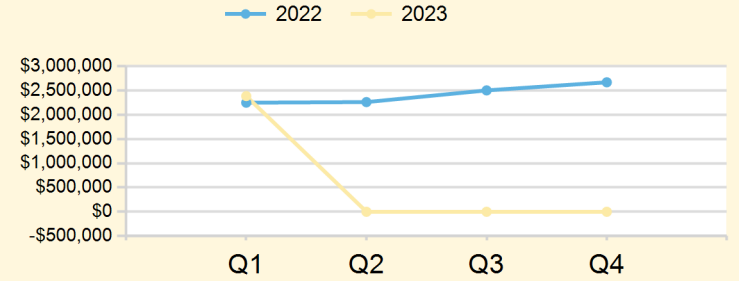
### Multi Family

**Listed Properties - Average List Price For Each Quarter**



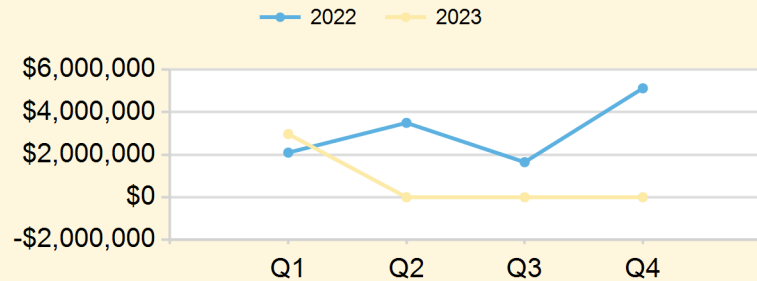
	Q1	Q2	Q3	Q4
2022	\$2,315,444.44	\$3,191,200.00	\$2,218,366.00	\$3,606,069.23
2023	\$3,746,090.91	\$0.00	\$0.00	\$0.00

**Went Pending - Average List Price For Each Quarter**



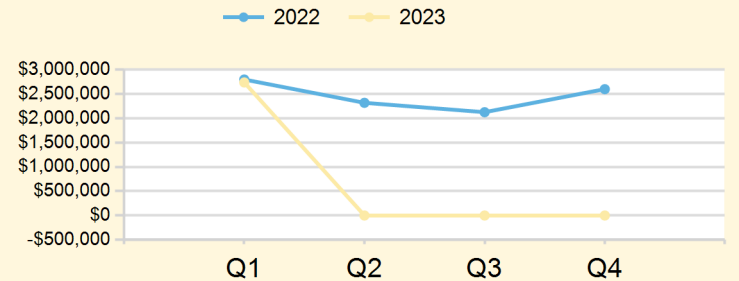
	Q1	Q2	Q3	Q4
2022	\$2,249,128.57	\$2,261,500.00	\$2,502,549.00	\$2,669,600.00
2023	\$2,385,333.33	\$0.00	\$0.00	\$0.00

**Price Changed - Average List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2022	\$2,100,000.00	\$3,499,000.00	\$1,650,000.00	\$5,124,725.00
2023	\$2,974,500.00	\$0.00	\$0.00	\$0.00

**Sold Listings - Average List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2022	\$2,797,500.00	\$2,317,987.50	\$2,125,019.60	\$2,599,000.00
2023	\$2,737,500.00	\$0.00	\$0.00	\$0.00

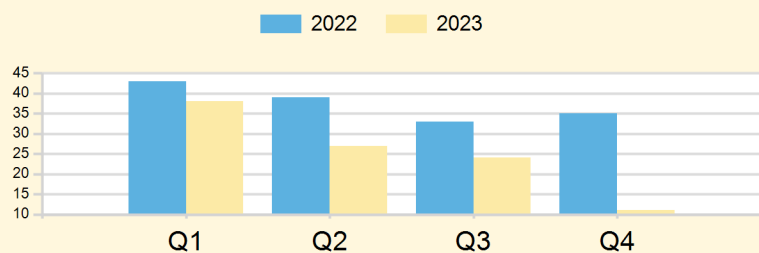
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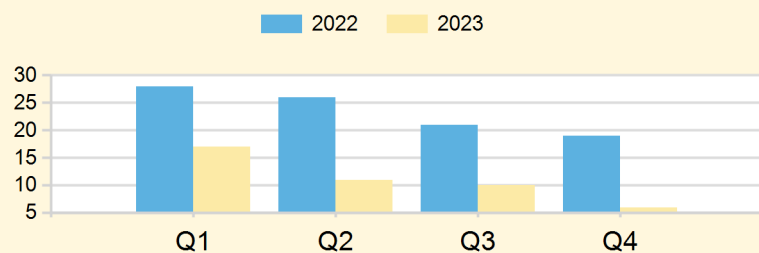
### Multi Family

**Listed Between the Last Day of Each Quarter and 12 Months**



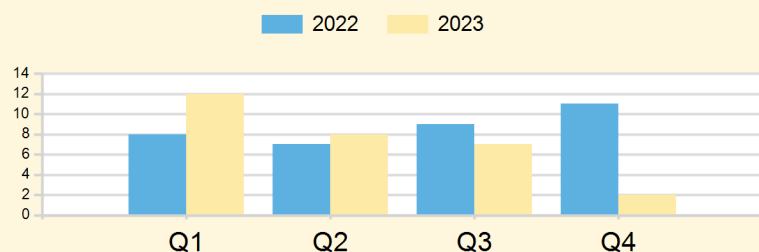
	Q1	Q2	Q3	Q4
2022	43	39	33	35
2023	38	27	24	11

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



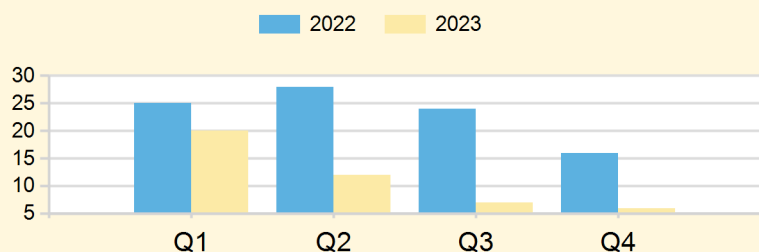
	Q1	Q2	Q3	Q4
2022	28	26	21	19
2023	17	11	10	6

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



	Q1	Q2	Q3	Q4
2022	8	7	9	11
2023	12	8	7	2

**Sold Between the Last Day of Each Quarter and 12 Months**



	Q1	Q2	Q3	Q4
2022	25	28	24	16
2023	20	12	7	6