

Brookline, MA Real Estate Market Review

2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, December 29, 2022

Multi Family

| Listing Inventory | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|----------------|-----------------|
| | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022* | Var. |
| Listing Units | 9 | 5 | -4 | 10 | 7 | -3 | 5 | 6 | 1 | 7 | 9 | 2 |
| Avg. Days on Market | 118 | 92 | -26 | 116 | 77 | -39 | 145 | 141 | -4 | 92 | 83 | -9 |
| Avg. List Price | \$2,154,099.89 | \$6,129,000.00 | \$3,974,900.11 | \$3,908,790.00 | \$4,302,000.00 | \$393,210.00 | \$4,342,600.00 | \$3,680,500.00 | -\$662,100.00 | \$6,284,271.43 | \$3,617,111.11 | -\$2,667,160.32 |
| Avg. List \$ / SqFt | \$497.67 | \$547.91 | \$50.24 | \$569.49 | \$648.65 | \$79.16 | \$646.32 | \$661.13 | \$14.81 | \$700.94 | \$580.62 | -\$120.32 |
| Approx. Absorption Rate | 17.59% | 41.67% | 24.08% | 19.17% | 33.33% | 14.16% | 46.67% | 33.33% | -13.34% | 34.52% | 14.81% | -19.71% |
| Approx. Months Supply of Inventory | 5.68 | 2.40 | -3.28 | 5.22 | 3.00 | -2.22 | 2.14 | 3.00 | 0.86 | 2.90 | 6.75 | 3.85 |
| Listed (Per Quarter) | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
| | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022* | Var. |
| Listing Units (Taken) | 8 | 9 | 1 | 14 | 10 | -4 | 9 | 3 | -6 | 11 | 13 | 2 |
| Avg. Original List Price | \$2,323,375.00 | \$2,315,444.44 | -\$7,930.56 | \$3,825,707.14 | \$3,191,200.00 | -\$634,507.14 | \$1,675,210.89 | \$2,218,366.00 | \$543,155.11 | \$4,999,090.91 | \$3,606,069.23 | -\$1,393,021.68 |
| Avg. Original List \$ / SqFt | \$539.51 | \$509.31 | -\$30.20 | \$581.27 | \$670.95 | \$89.68 | \$652.46 | \$534.13 | -\$118.33 | \$665.20 | \$596.58 | -\$68.62 |
| 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) | 1 | 1 | 0 | 2 | 1 | -1 | 2 | 1 | -1 | 0 | 4 | 4 |
| Avg. Original List Price | \$1,500,000.00 | \$2,100,000.00 | \$600,000.00 | \$1,950,000.00 | \$3,499,000.00 | \$1,549,000.00 | \$1,539,500.00 | \$1,650,000.00 | \$110,500.00 | \$0.00 | \$5,124,725.00 | \$5,124,725.00 |
| Avg. Original List \$ / SqFt | \$573.83 | \$485.44 | -\$88.39 | \$585.33 | \$633.07 | \$47.74 | \$885.94 | \$351.21 | -\$534.73 | \$0.00 | \$643.35 | \$643.35 |
| Went Pending (Per Quarter) | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
| | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022* | Var. |
| Listing Units (Went Pending) | 6 | 7 | 1 | 9 | 6 | -3 | 7 | 2 | -5 | 6 | 5 | -1 |
| Avg. List Price | \$1,907,983.33 | \$2,249,128.57 | \$341,145.24 | \$2,129,322.22 | \$2,261,500.00 | \$132,177.78 | \$2,120,999.86 | \$2,502,549.00 | \$381,549.14 | \$2,607,500.00 | \$2,669,600.00 | \$62,100.00 |
| Avg. List \$ / SqFt | \$508.74 | \$524.79 | \$16.05 | \$533.08 | \$572.16 | \$39.08 | \$584.07 | \$625.59 | \$41.52 | \$572.28 | \$545.57 | -\$26.71 |
| Avg. Days to Offer | 50 | 53 | 3 | 56 | 13 | -43 | 18 | 9 | -9 | 22 | 16 | -6 |

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Multi Family

| Sold (Per Quarter) | Q1 | | | Q2 | | | Q3 | | | Q4 | | |
|---|----------------|----------------|--------------|----------------|----------------|--------------|----------------|----------------|---------------|----------------|----------------|--------------|
| | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022 | Var. | 2021 | 2022* | Var. |
| Closed Units (Sold) | 6 | 2 | -4 | 5 | 8 | 3 | 10 | 5 | -5 | 8 | 1 | -7 |
| Avg. Days on Market | 92 | 62 | -30 | 52 | 58 | 6 | 44 | 20 | -24 | 15 | 15 | 0 |
| Avg. Days to Offer | 61 | 54 | -7 | 36 | 42 | 6 | 35 | 13 | -22 | 6 | 15 | 9 |
| Avg. Sale Price | \$1,992,500.00 | \$2,697,500.00 | \$705,000.00 | \$2,013,980.00 | \$2,489,375.00 | \$475,395.00 | \$2,190,500.00 | \$1,994,032.00 | -\$196,468.00 | \$2,055,686.00 | \$2,470,000.00 | \$414,314.00 |
| Avg. Sale \$ / SqFt | \$429.02 | \$535.70 | \$106.68 | \$554.87 | \$538.76 | -\$16.11 | \$545.30 | \$579.72 | \$34.42 | \$563.21 | \$560.85 | -\$2.36 |
| Avg. List Price | \$2,103,333.33 | \$2,797,500.00 | \$694,166.67 | \$2,008,780.00 | \$2,317,987.50 | \$309,207.50 | \$2,356,799.90 | \$2,125,019.60 | -\$231,780.30 | \$2,081,000.00 | \$2,599,000.00 | \$518,000.00 |
| Avg. List \$ / SqFt | \$459.46 | \$545.81 | \$86.35 | \$559.12 | \$511.95 | -\$47.17 | \$577.61 | \$620.36 | \$42.75 | \$561.24 | \$590.15 | \$28.91 |
| Avg. Original List Price | \$2,207,500.00 | \$2,997,500.00 | \$790,000.00 | \$2,078,800.00 | \$2,311,750.00 | \$232,950.00 | \$2,381,799.90 | \$2,125,019.60 | -\$256,780.30 | \$2,081,000.00 | \$2,599,000.00 | \$518,000.00 |
| Avg. Original List \$ / SqFt | \$490.27 | \$580.13 | \$89.86 | \$583.94 | \$509.65 | -\$74.29 | \$587.20 | \$620.36 | \$33.16 | \$561.24 | \$590.15 | \$28.91 |
| Avg. Sale Price as % of List Price | 94.20% | 99.28% | 5.08% | 99.53% | 107.21% | 7.68% | 94.32% | 94.39% | 0.07% | 100.33% | 95.04% | -5.29% |
| Avg. Sale Price as % of Original List Price | 89.68% | 94.77% | 5.09% | 95.33% | 107.73% | 12.40% | 92.99% | 94.39% | 1.40% | 100.33% | 95.04% | -5.29% |
| 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 | 45 | 43 | -2 | 49 | 39 | -10 | 43 | 33 | -10 | 42 | 35 | -7 |
| Units Price Changed | 12 | 8 | -4 | 15 | 7 | -8 | 13 | 9 | -4 | 8 | 11 | 3 |
| Units Went Pending | 23 | 28 | 5 | 27 | 26 | -1 | 29 | 21 | -8 | 28 | 19 | -9 |
| Units Sold | 19 | 25 | 6 | 23 | 28 | 5 | 28 | 24 | -4 | 29 | 16 | -13 |

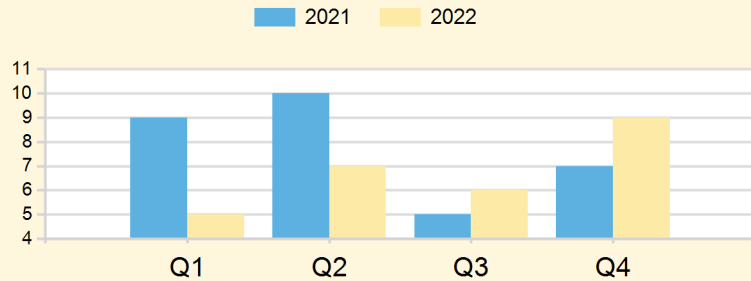
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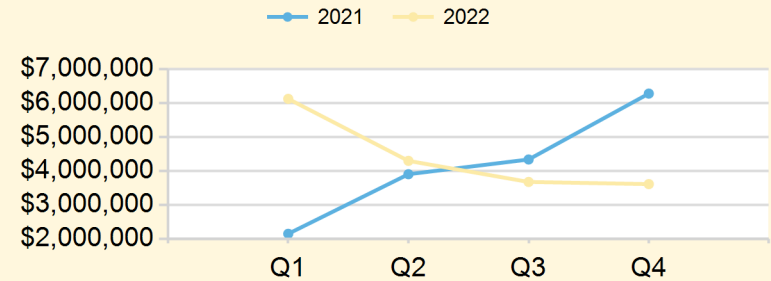
Multi Family

Listing Inventory on the Last Day of Each Quarter



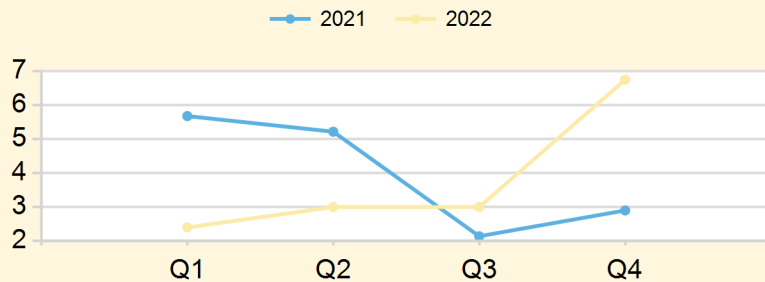
| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 9 | 10 | 5 | 7 |
| 2022 | 5 | 7 | 6 | 9 |

Average List Price on the Last Day of Each Quarter



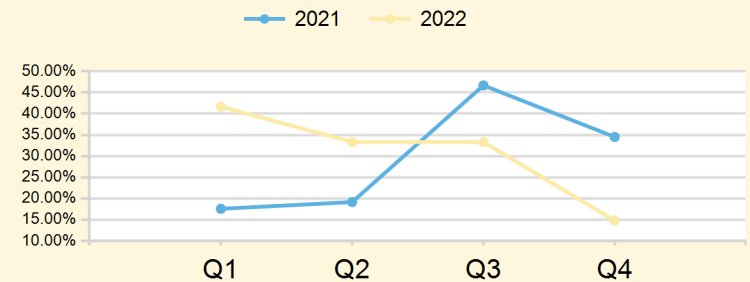
| | Q1 | Q2 | Q3 | Q4 |
|------|----------------|----------------|----------------|----------------|
| 2021 | \$2,154,099.89 | \$3,908,790.00 | \$4,342,600.00 | \$6,284,271.43 |
| 2022 | \$6,129,000.00 | \$4,302,000.00 | \$3,680,500.00 | \$3,617,111.11 |

Approx. Months supply per Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|------|------|------|------|
| 2021 | 5.68 | 5.22 | 2.14 | 2.90 |
| 2022 | 2.40 | 3.00 | 3.00 | 6.75 |

Approx. Absorption Rate Per Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|--------|--------|--------|--------|
| 2021 | 17.59% | 19.17% | 46.67% | 34.52% |
| 2022 | 41.67% | 33.33% | 33.33% | 14.81% |

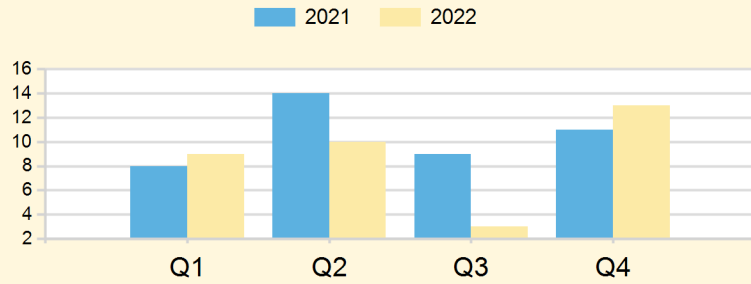
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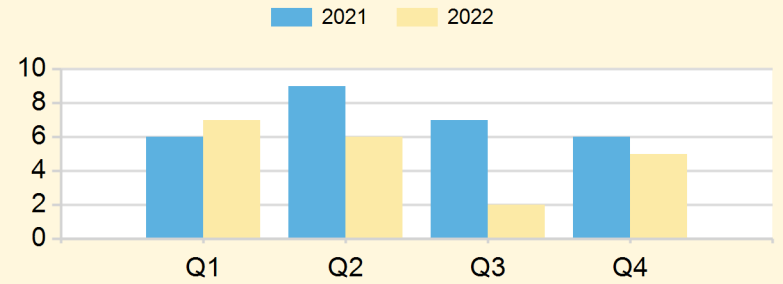
Multi Family

Properties Listed During Each Quarter



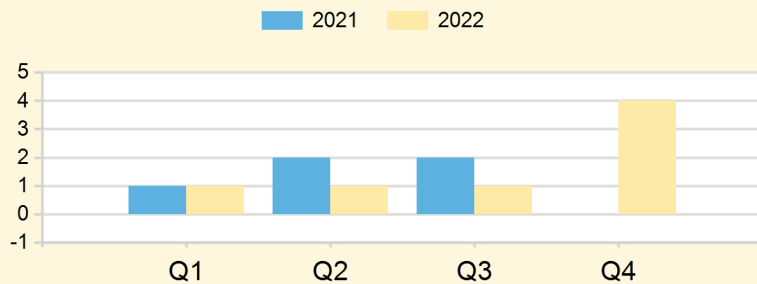
| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 8 | 14 | 9 | 11 |
| 2022 | 9 | 10 | 3 | 13 |

Went Pending During Each Quarter



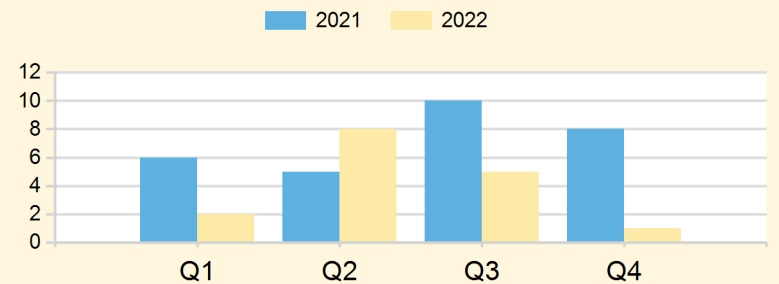
| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 6 | 9 | 7 | 6 |
| 2022 | 7 | 6 | 2 | 5 |

Price Changed During Each Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 1 | 2 | 2 | 0 |
| 2022 | 1 | 1 | 1 | 4 |

Sold Listings During Each Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 6 | 5 | 10 | 8 |
| 2022 | 2 | 8 | 5 | 1 |

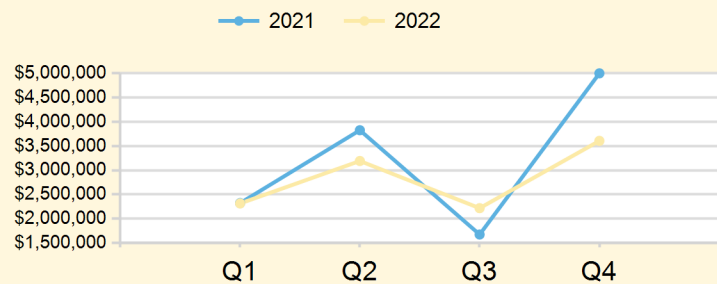
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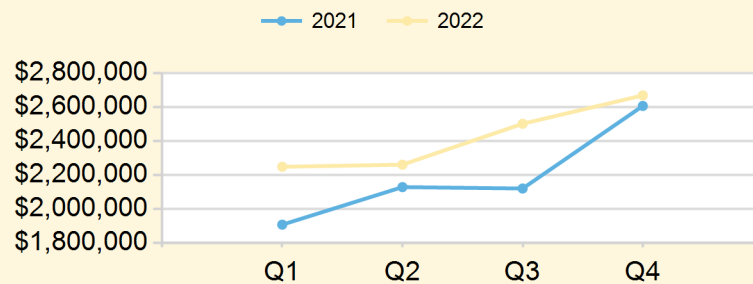
Multi Family

Listed Properties - Average List Price For Each Quarter



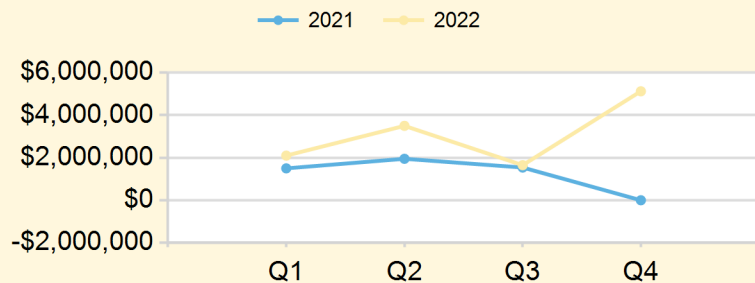
| | Q1 | Q2 | Q3 | Q4 |
|------|----------------|----------------|----------------|----------------|
| 2021 | \$2,323,375.00 | \$3,825,707.14 | \$1,675,210.89 | \$4,999,090.91 |
| 2022 | \$2,315,444.44 | \$3,191,200.00 | \$2,218,366.00 | \$3,606,069.23 |

Went Pending - Average List Price For Each Quarter



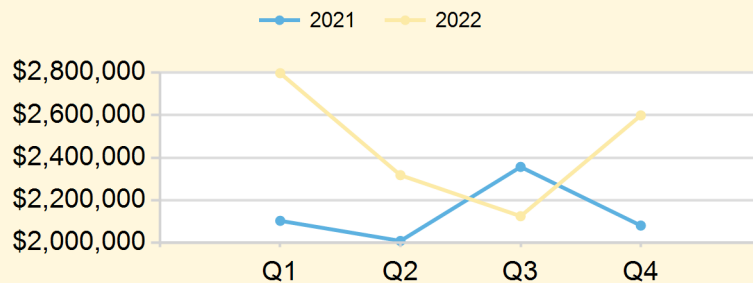
| | Q1 | Q2 | Q3 | Q4 |
|------|----------------|----------------|----------------|----------------|
| 2021 | \$1,907,983.33 | \$2,129,322.22 | \$2,120,999.86 | \$2,607,500.00 |
| 2022 | \$2,249,128.57 | \$2,261,500.00 | \$2,502,549.00 | \$2,669,600.00 |

Price Changed - Average List Price For Each Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|----------------|----------------|----------------|----------------|
| 2021 | \$1,500,000.00 | \$1,950,000.00 | \$1,539,500.00 | \$0.00 |
| 2022 | \$2,100,000.00 | \$3,499,000.00 | \$1,650,000.00 | \$5,124,725.00 |

Sold Listings - Average List Price For Each Quarter



| | Q1 | Q2 | Q3 | Q4 |
|------|----------------|----------------|----------------|----------------|
| 2021 | \$2,103,333.33 | \$2,008,780.00 | \$2,356,799.90 | \$2,081,000.00 |
| 2022 | \$2,797,500.00 | \$2,317,987.50 | \$2,125,019.60 | \$2,599,000.00 |

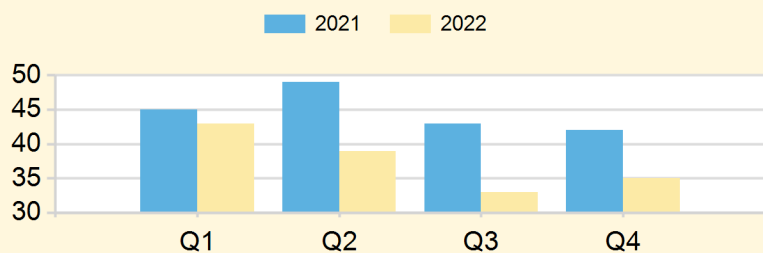
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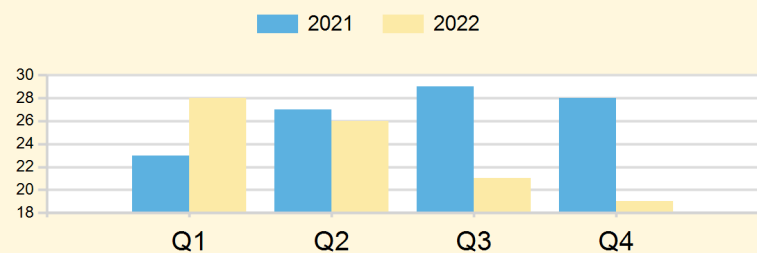
Multi Family

Listed Between the Last Day of Each Quarter and 12 Months



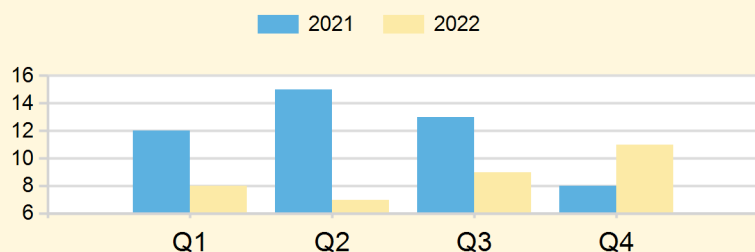
| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 45 | 49 | 43 | 42 |
| 2022 | 43 | 39 | 33 | 35 |

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



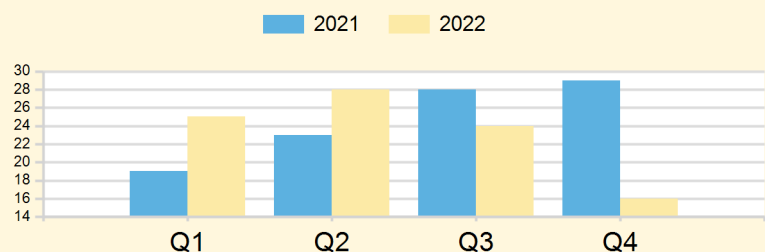
| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 23 | 27 | 29 | 28 |
| 2022 | 28 | 26 | 21 | 19 |

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



| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 12 | 15 | 13 | 8 |
| 2022 | 8 | 7 | 9 | 11 |

Sold Between the Last Day of Each Quarter and 12 Months



| | Q1 | Q2 | Q3 | Q4 |
|------|----|----|----|----|
| 2021 | 19 | 23 | 28 | 29 |
| 2022 | 25 | 28 | 24 | 16 |