

Brookline, MA Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Ryan Cook on Wednesday, April 05, 2023

Condominium

Listing Inventory	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units	49	61	12	76	56	-20	87	0	-87	38	0	-38
Avg. Days on Market	67	38	-29	59	133	74	53	0	-53	73	0	-73
Avg. List Price	\$1,215,687.69	\$1,548,167.13	\$332,479.44	\$1,347,475.00	\$1,636,632.07	\$289,157.07	\$1,372,975.72	\$0.00	-\$1,372,975.72	\$1,538,768.42	\$0.00	-\$1,538,768.42
Avg. List \$ / SqFt	\$846.29	\$840.73	-\$5.56	\$850.32	\$852.79	\$2.47	\$839.43	\$0.00	-\$839.43	\$870.08	\$0.00	-\$870.08
Approx. Absorption Rate	98.64%	58.74%	-39.90%	60.09%	39.88%	-20.21%	45.59%	0.00%	-45.59%	99.78%	0.00%	-99.78%
Approx. Months Supply of Inventory	1.01	1.70	0.69	1.66	2.51	0.85	2.19	0.00	-2.19	1.00	0.00	-1.00
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units (Taken)	154	127	-27	222	6	-216	146	0	-146	91	0	-91
Avg. Original List Price	\$1,158,133.26	\$1,295,381.85	\$137,248.59	\$1,205,060.35	\$1,535,666.67	\$330,606.32	\$1,233,458.87	\$0.00	-\$1,233,458.87	\$1,379,248.45	\$0.00	-\$1,379,248.45
Avg. Original List \$ / SqFt	\$801.26	\$798.05	-\$3.21	\$819.42	\$880.56	\$61.14	\$822.02	\$0.00	-\$822.02	\$824.43	\$0.00	-\$824.43
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)	24	12	-12	50	0	-50	38	0	-38	21	0	-21
Avg. Original List Price	\$1,148,154.13	\$1,730,899.92	\$582,745.79	\$1,249,515.98	\$0.00	-\$1,249,515.98	\$1,149,434.18	\$0.00	-\$1,149,434.18	\$1,403,809.48	\$0.00	-\$1,403,809.48
Avg. Original List \$ / SqFt	\$837.94	\$847.93	\$9.99	\$819.01	\$0.00	-\$819.01	\$791.29	\$0.00	-\$791.29	\$835.55	\$0.00	-\$835.55
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Listing Units (Went Pending)	125	95	-30	167	11	-156	82	0	-82	86	0	-86
Avg. List Price	\$1,156,259.12	\$1,150,118.93	-\$6,140.19	\$1,079,440.97	\$1,073,227.18	-\$6,213.79	\$1,027,381.60	\$0.00	-\$1,027,381.60	\$1,232,132.42	\$0.00	-\$1,232,132.42
Avg. List \$ / SqFt	\$786.08	\$785.30	-\$0.78	\$796.14	\$816.19	\$20.05	\$767.08	\$0.00	-\$767.08	\$775.16	\$0.00	-\$775.16
Avg. Days to Offer	30	38	8	19	8	-11	33	0	-33	43	0	-43

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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)	92	63	-29	165	3	-162	104	0	-104	92	0	-92
Avg. Days on Market	48	59	11	30	15	-15	39	0	-39	43	0	-43
Avg. Days to Offer	36	49	13	21	7	-14	30	0	-30	29	0	-29
Avg. Sale Price	\$1,236,509.70	\$1,036,814.29	-\$199,695.41	\$1,115,607.65	\$1,393,000.00	\$277,392.35	\$1,057,661.75	\$0.00	-\$1,057,661.75	\$1,111,902.72	\$0.00	-\$1,111,902.72
Avg. Sale \$ / SqFt	\$772.81	\$750.62	-\$22.19	\$804.15	\$793.32	-\$10.83	\$782.41	\$0.00	-\$782.41	\$752.16	\$0.00	-\$752.16
Avg. List Price	\$1,233,777.01	\$1,065,655.54	-\$168,121.47	\$1,088,366.05	\$1,466,333.33	\$377,967.28	\$1,063,955.21	\$0.00	-\$1,063,955.21	\$1,141,714.96	\$0.00	-\$1,141,714.96
Avg. List \$ / SqFt	\$774.43	\$768.80	-\$5.63	\$787.98	\$822.94	\$34.96	\$784.00	\$0.00	-\$784.00	\$770.28	\$0.00	-\$770.28
Avg. Original List Price	\$1,251,985.87	\$1,099,495.21	-\$152,490.66	\$1,094,932.72	\$1,466,333.33	\$371,400.61	\$1,087,160.55	\$0.00	-\$1,087,160.55	\$1,166,969.54	\$0.00	-\$1,166,969.54
Avg. Original List \$ / SqFt	\$786.17	\$789.69	\$3.52	\$792.52	\$822.94	\$30.42	\$800.49	\$0.00	-\$800.49	\$785.49	\$0.00	-\$785.49
Avg. Sale Price as % of List Price	99.93%	97.71%	-2.22%	102.13%	97.07%	-5.06%	99.80%	0.00%	-99.80%	97.79%	0.00%	-97.79%
Avg. Sale Price as % of Original List Price	98.49%	95.29%	-3.20%	101.56%	97.07%	-4.49%	97.85%	0.00%	-97.85%	95.85%	0.00%	-95.85%
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	1	0	-1	0	0	0
12-Month Activity	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023*	Var.	2022	2023*	Var.	2022	2023*	Var.
Units Listed	698	591	-107	636	370	-266	615	225	-390	613	133	-480
Units Price Changed	210	176	-34	167	108	-59	166	47	-119	185	16	-169
Units Went Pending	575	424	-151	537	268	-269	484	190	-294	451	106	-345
Units Sold	580	430	-150	548	268	-280	476	161	-315	455	66	-389

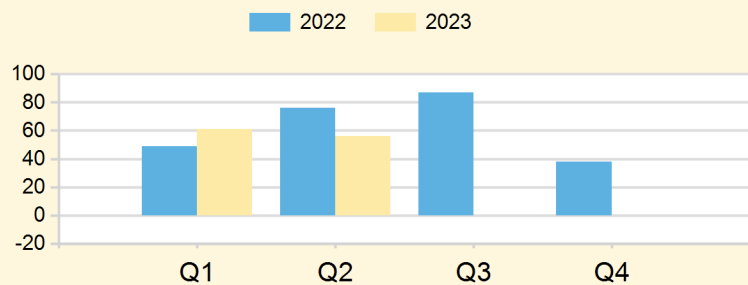
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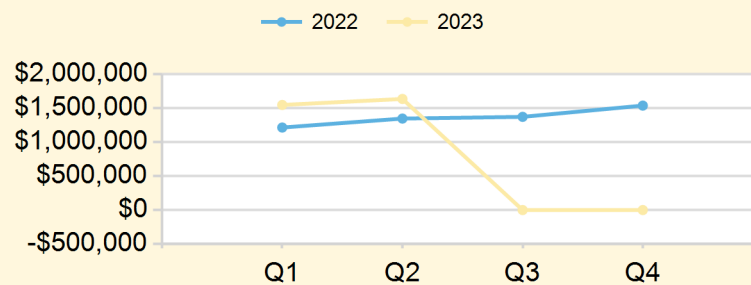
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Listing Inventory on the Last Day of Each Quarter



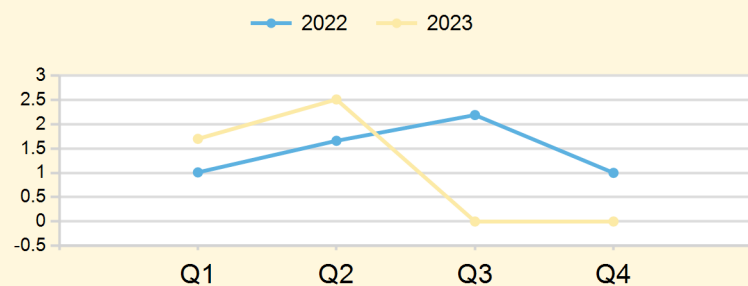
	Q1	Q2	Q3	Q4
2022	49	76	87	38
2023	61	56	0	0

Average List Price on the Last Day of Each Quarter



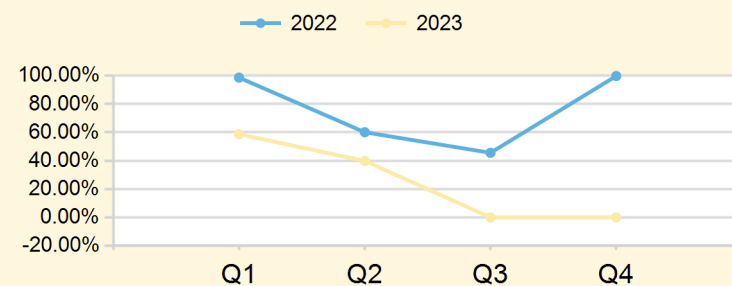
	Q1	Q2	Q3	Q4
2022	\$1,215,687.69	\$1,347,475.00	\$1,372,975.72	\$1,538,768.42
2023	\$1,548,167.13	\$1,636,632.07	\$0.00	\$0.00

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2022	1.01	1.66	2.19	1.00
2023	1.70	2.51	0.00	0.00

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2022	98.64%	60.09%	45.59%	99.78%
2023	58.74%	39.88%	0.00%	0.00%

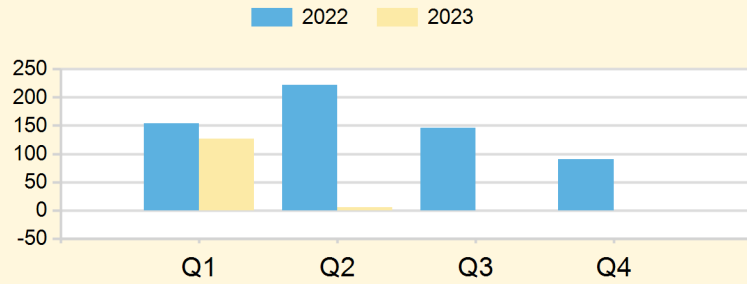
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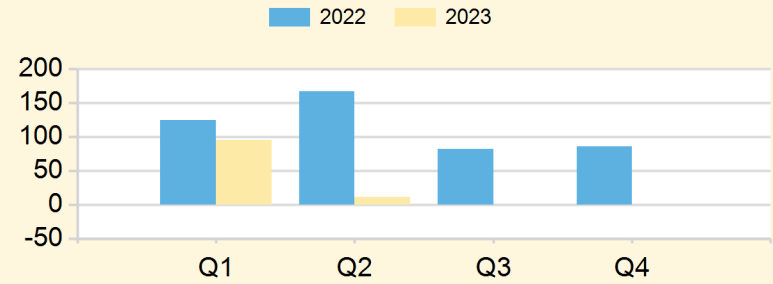
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Properties Listed During Each Quarter



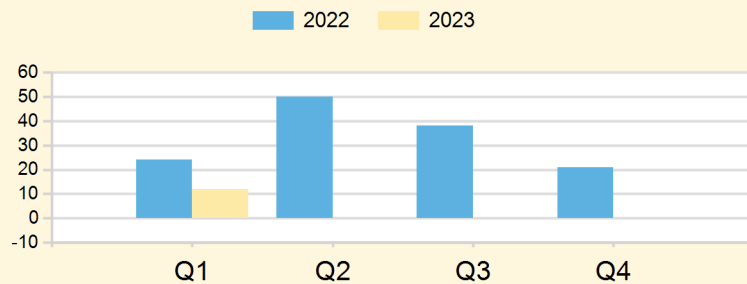
	Q1	Q2	Q3	Q4
2022	154	222	146	91
2023	127	6	0	0

Went Pending During Each Quarter



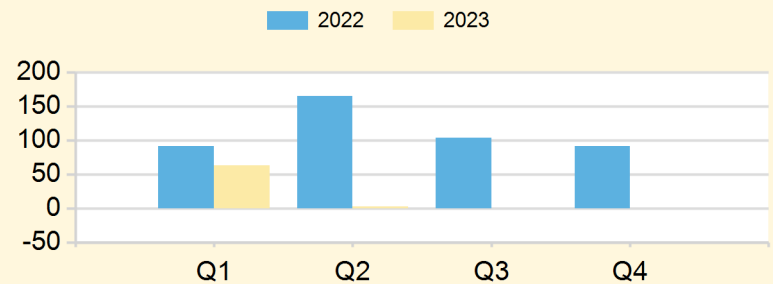
	Q1	Q2	Q3	Q4
2022	125	167	82	86
2023	95	11	0	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2022	24	50	38	21
2023	12	0	0	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2022	92	165	104	92
2023	63	3	0	0

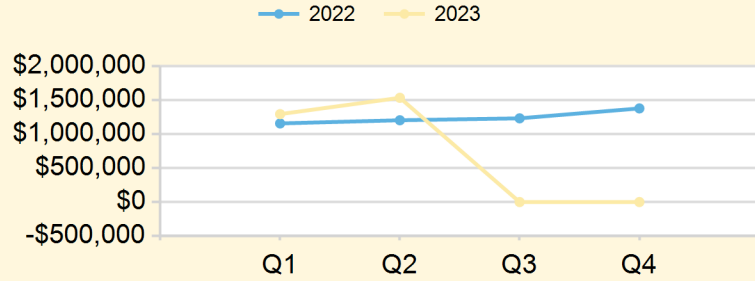
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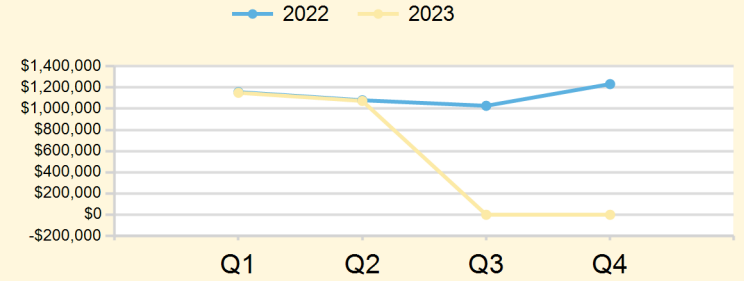
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Listed Properties - Average List Price For Each Quarter



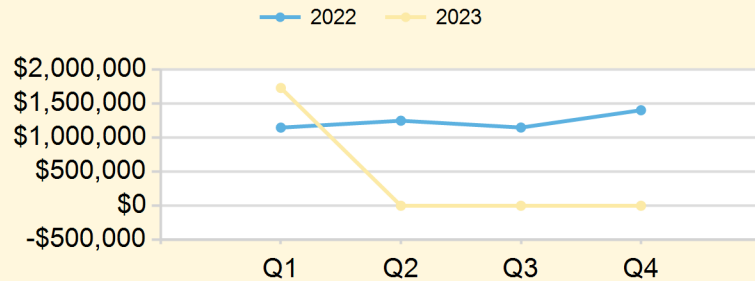
	Q1	Q2	Q3	Q4
2022	\$1,158,133.26	\$1,205,060.35	\$1,233,458.87	\$1,379,248.45
2023	\$1,295,381.85	\$1,535,666.67	\$0.00	\$0.00

Went Pending - Average List Price For Each Quarter



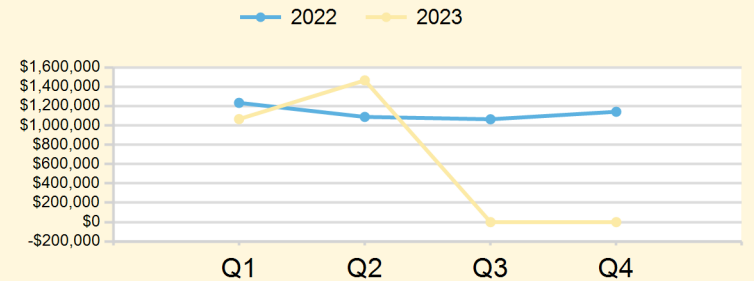
	Q1	Q2	Q3	Q4
2022	\$1,156,259.12	\$1,079,440.97	\$1,027,381.60	\$1,232,132.42
2023	\$1,150,118.93	\$1,073,227.18	\$0.00	\$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$1,148,154.13	\$1,249,515.98	\$1,149,434.18	\$1,403,809.48
2023	\$1,730,899.92	\$0.00	\$0.00	\$0.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$1,233,777.01	\$1,088,366.05	\$1,063,955.21	\$1,141,714.96
2023	\$1,065,655.54	\$1,466,333.33	\$0.00	\$0.00

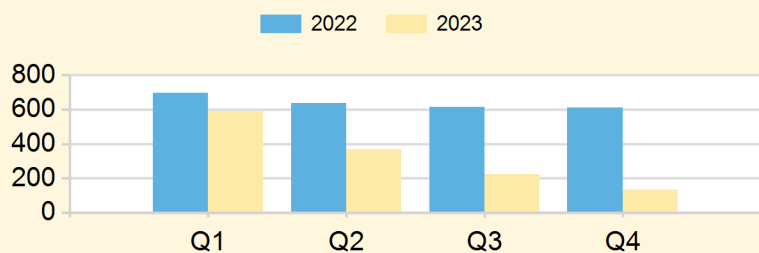
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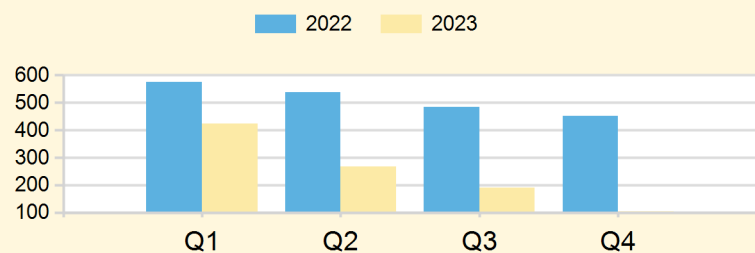
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Listed Between the Last Day of Each Quarter and 12 Months



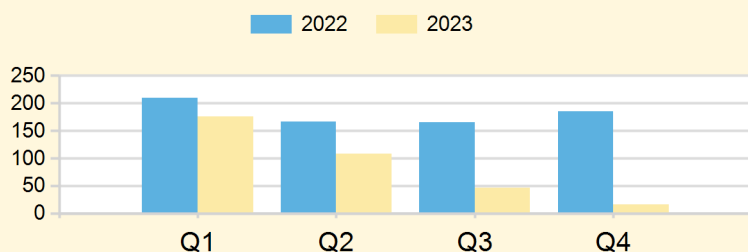
	Q1	Q2	Q3	Q4
2022	698	636	615	613
2023	591	370	225	133

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



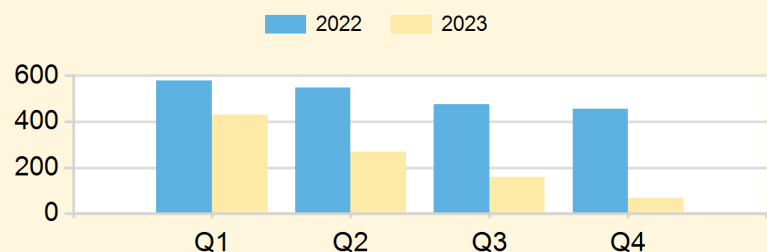
	Q1	Q2	Q3	Q4
2022	575	537	484	451
2023	424	268	190	106

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



	Q1	Q2	Q3	Q4
2022	210	167	166	185
2023	176	108	47	16

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2022	580	548	476	455
2023	430	268	161	66