

Brookline, MA Real Estate Market Review

2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, December 29, 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	76	-26	94	87	-7	30	43	13
Avg. Days on Market	72	67	-5	60	59	-1	68	53	-15	138	77	-61
Avg. List Price	\$1,148,653.79	\$1,215,687.69	\$67,033.90	\$1,091,645.88	\$1,347,475.00	\$255,829.12	\$1,153,810.97	\$1,372,975.72	\$219,164.75	\$1,439,886.33	\$1,572,560.47	\$132,674.14
Avg. List \$ / SqFt	\$772.34	\$846.29	\$73.95	\$767.57	\$850.32	\$82.75	\$813.14	\$839.43	\$26.29	\$894.50	\$869.94	-\$24.56
Approx. Absorption Rate	63.16%	98.64%	35.48%	45.02%	60.09%	15.07%	51.68%	45.59%	-6.09%	161.39%	87.02%	-74.37%
Approx. Months Supply of Inventory	1.58	1.01	-0.57	2.22	1.66	-0.56	1.93	2.19	0.26	0.62	1.15	0.53
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	146	-23	90	91	1
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	\$1,233,458.87	\$222,128.78	\$1,196,397.63	\$1,379,248.45	\$182,850.82
Avg. Original List \$ / SqFt	\$748.16	\$801.26	\$53.10	\$755.30	\$819.42	\$64.12	\$762.26	\$822.02	\$59.76	\$812.89	\$824.43	\$11.54
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	38	-2	17	21	4
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	\$1,149,434.18	\$73,661.75	\$1,167,641.18	\$1,403,809.48	\$236,168.30
Avg. Original List \$ / SqFt	\$755.86	\$837.94	\$82.08	\$747.73	\$819.01	\$71.28	\$722.19	\$791.29	\$69.10	\$740.90	\$835.55	\$94.65
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	125	-40	204	167	-37	136	82	-54	117	85	-32
Avg. List Price	\$1,061,341.18	\$1,156,259.12	\$94,917.94	\$1,031,948.75	\$1,079,440.97	\$47,492.22	\$973,276.32	\$1,027,381.60	\$54,105.28	\$1,123,674.83	\$1,238,098.68	\$114,423.85
Avg. List \$ / SqFt	\$735.29	\$786.08	\$50.79	\$736.96	\$796.14	\$59.18	\$723.36	\$767.08	\$43.72	\$786.79	\$776.66	-\$10.13
Avg. Days to Offer	44	30	-14	20	19	-1	32	32	0	43	39	-4

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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	165	-34	169	104	-65	112	86	-26
Avg. Days on Market	77	48	-29	37	30	-7	37	39	2	51	41	-10
Avg. Days to Offer	60	36	-24	28	21	-7	27	30	3	37	27	-10
Avg. Sale Price	\$1,020,687.76	\$1,236,509.70	\$215,821.94	\$1,037,985.09	\$1,115,607.65	\$77,622.56	\$1,012,501.11	\$1,057,661.75	\$45,160.64	\$985,434.93	\$1,113,220.93	\$127,786.00
Avg. Sale \$ / SqFt	\$712.98	\$772.81	\$59.83	\$750.65	\$804.15	\$53.50	\$727.17	\$782.41	\$55.24	\$728.48	\$759.29	\$30.81
Avg. List Price	\$1,055,129.56	\$1,233,777.01	\$178,647.45	\$1,028,706.91	\$1,088,366.05	\$59,659.14	\$1,015,838.77	\$1,063,955.21	\$48,116.44	\$984,546.02	\$1,142,742.74	\$158,196.72
Avg. List \$ / SqFt	\$730.08	\$774.43	\$44.35	\$741.91	\$787.98	\$46.07	\$728.83	\$784.00	\$55.17	\$728.23	\$777.24	\$49.01
Avg. Original List Price	\$1,083,889.36	\$1,251,985.87	\$168,096.51	\$1,040,336.56	\$1,094,932.72	\$54,596.16	\$1,040,670.72	\$1,087,160.55	\$46,489.83	\$1,001,257.89	\$1,166,503.47	\$165,245.58
Avg. Original List \$ / SqFt	\$750.44	\$786.17	\$35.73	\$750.23	\$792.52	\$42.29	\$743.21	\$800.49	\$57.28	\$740.41	\$791.96	\$51.55
Avg. Sale Price as % of List Price	97.99%	99.93%	1.94%	101.23%	102.13%	0.90%	99.80%	99.80%	0%	99.72%	97.85%	-1.87%
Avg. Sale Price as % of Original List Price	95.46%	98.49%	3.03%	100.08%	101.56%	1.48%	97.88%	97.85%	-0.03%	98.17%	95.97%	-2.20%
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	1	1	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	698	-28	831	636	-195	755	615	-140	725	613	-112
Units Price Changed	271	210	-61	285	167	-118	227	166	-61	225	185	-40
Units Went Pending	510	575	65	613	537	-76	605	484	-121	607	450	-157
Units Sold	432	580	148	551	548	-3	583	476	-107	581	449	-132

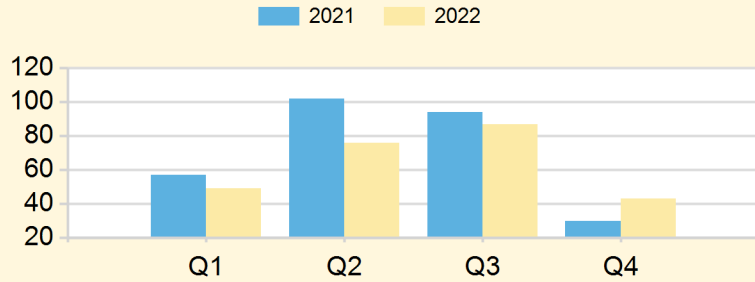
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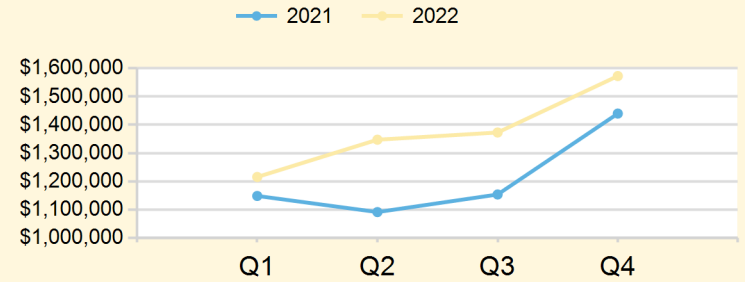
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Listing Inventory on the Last Day of Each Quarter



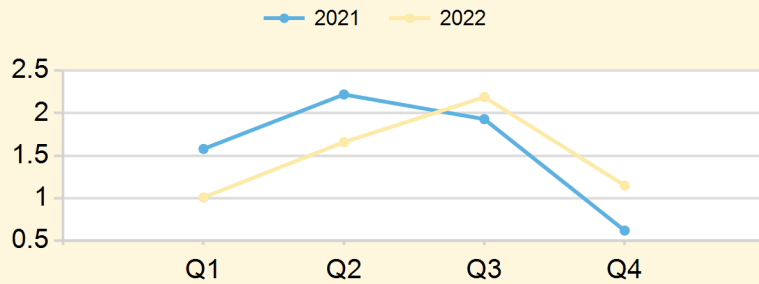
	Q1	Q2	Q3	Q4
2021	57	102	94	30
2022	49	76	87	43

Average List Price on the Last Day of Each Quarter



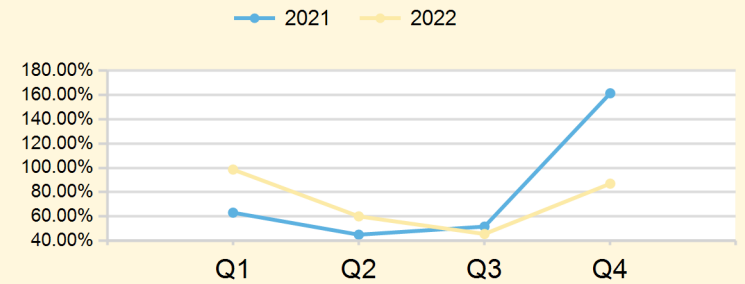
	Q1	Q2	Q3	Q4
2021	\$1,148,653.79	\$1,091,645.88	\$1,153,810.97	\$1,439,886.33
2022	\$1,215,687.69	\$1,347,475.00	\$1,372,975.72	\$1,572,560.47

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2021	1.58	2.22	1.93	0.62
2022	1.01	1.66	2.19	1.15

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2021	63.16%	45.02%	51.68%	161.39%
2022	98.64%	60.09%	45.59%	87.02%

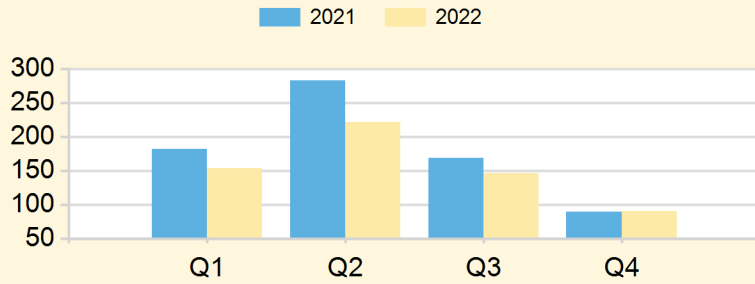
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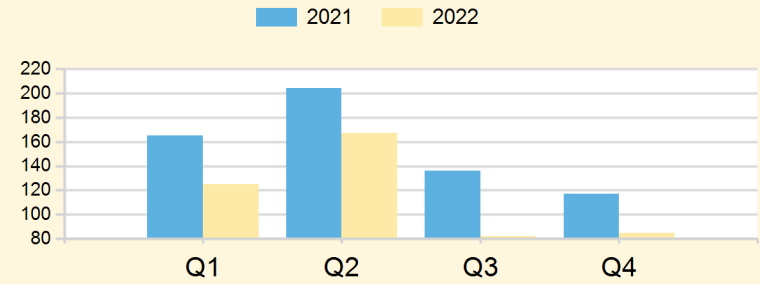
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Properties Listed During Each Quarter



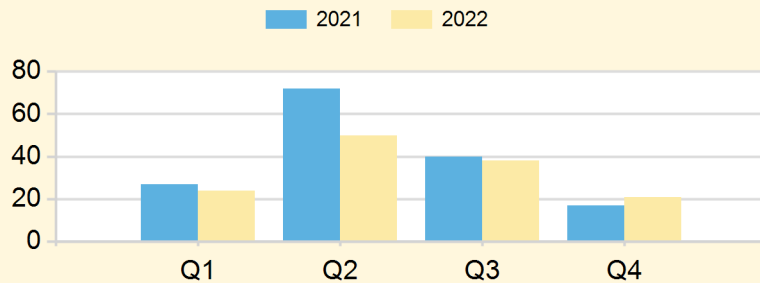
	Q1	Q2	Q3	Q4
2021	182	283	169	90
2022	154	222	146	91

Went Pending During Each Quarter



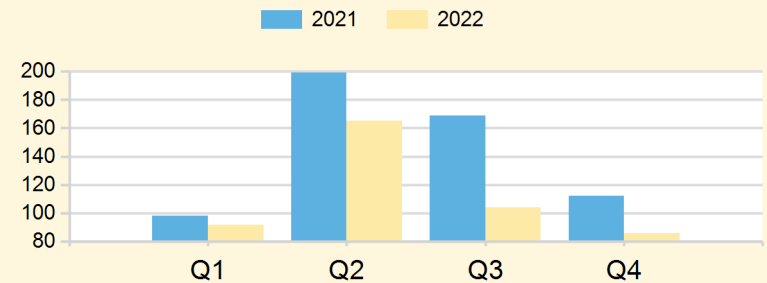
	Q1	Q2	Q3	Q4
2021	165	204	136	117
2022	125	167	82	85

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2021	27	72	40	17
2022	24	50	38	21

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2021	98	199	169	112
2022	92	165	104	86

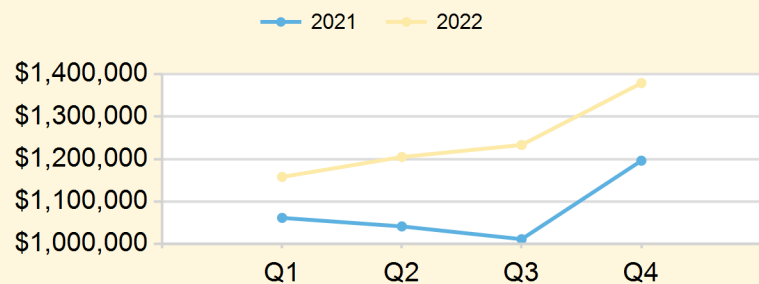
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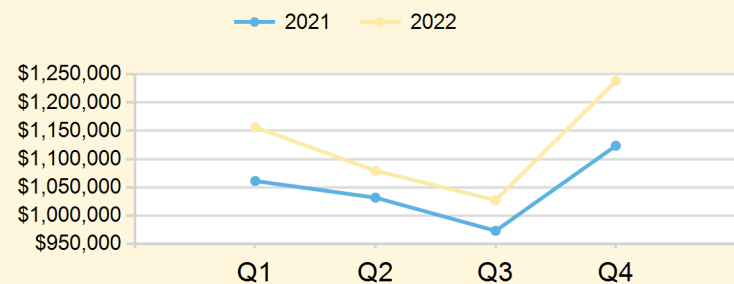
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Listed Properties - Average List Price For Each Quarter



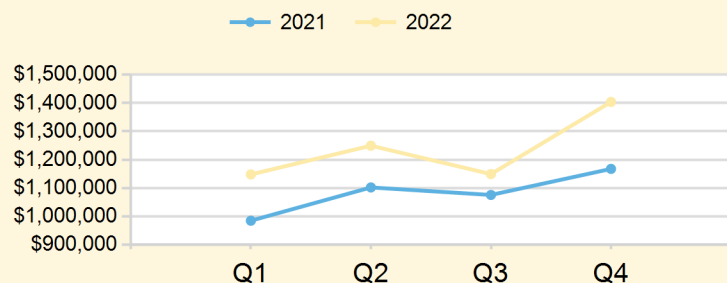
	Q1	Q2	Q3	Q4
2021	\$1,061,552.31	\$1,041,469.49	\$1,011,330.09	\$1,196,397.63
2022	\$1,158,133.26	\$1,205,060.35	\$1,233,458.87	\$1,379,248.45

Went Pending - Average List Price For Each Quarter



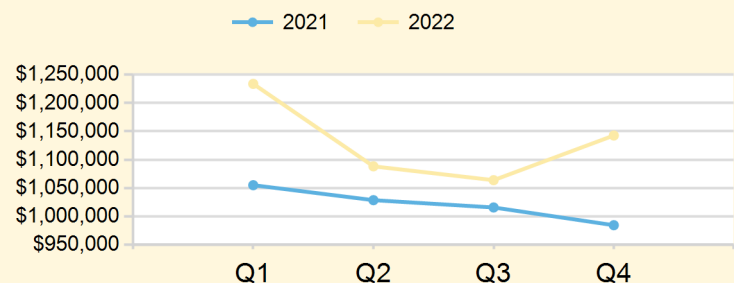
	Q1	Q2	Q3	Q4
2021	\$1,061,341.18	\$1,031,948.75	\$973,276.32	\$1,123,674.83
2022	\$1,156,259.12	\$1,079,440.97	\$1,027,381.60	\$1,238,098.68

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2021	\$984,924.37	\$1,102,336.11	\$1,075,772.43	\$1,167,641.18
2022	\$1,148,154.13	\$1,249,515.98	\$1,149,434.18	\$1,403,809.48

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	\$1,088,366.05	\$1,063,955.21	\$1,142,742.74

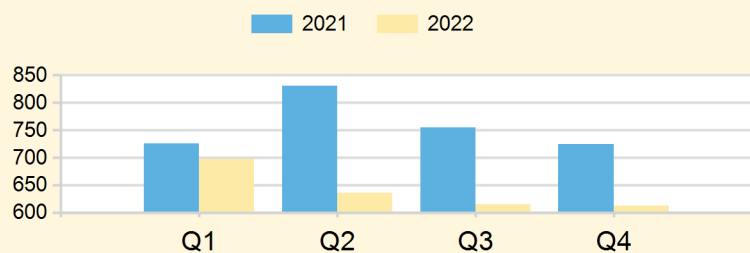
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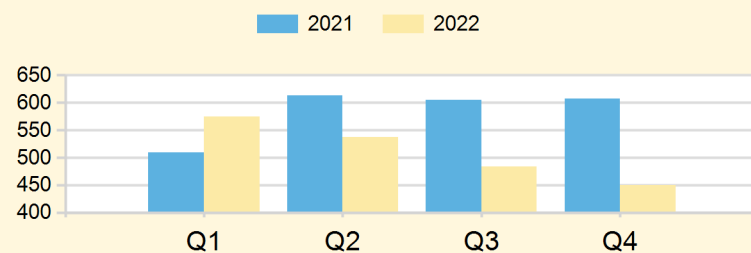
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Listed Between the Last Day of Each Quarter and 12 Months



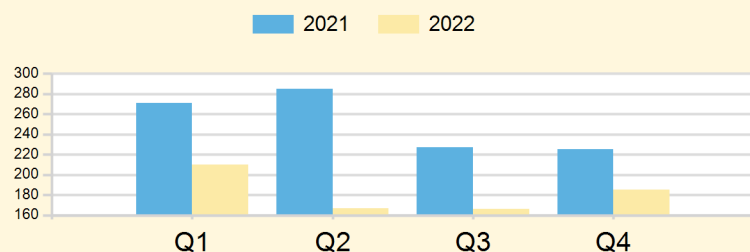
	Q1	Q2	Q3	Q4
2021	726	831	755	725
2022	698	636	615	613

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



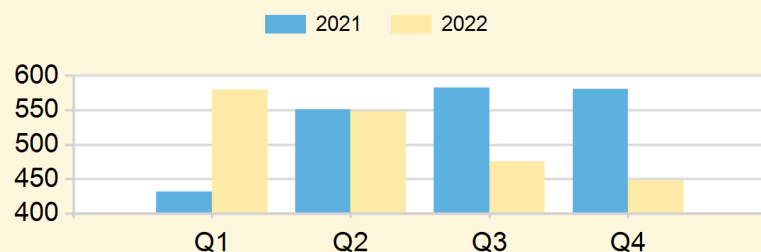
	Q1	Q2	Q3	Q4
2021	510	613	605	607
2022	575	537	484	450

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



	Q1	Q2	Q3	Q4
2021	271	285	227	225
2022	210	167	166	185

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2021	432	551	583	581
2022	580	548	476	449