

Brookline, MA Area Market Review

2013 - 2017 As of December 5, 2017

Prepared by The Gillach Group on Tuesday, December 05, 2017

Single Family

Listing Inventory on December 5	2013	2014	2015	2016	2017
Listing Units	41	34	42	33	28
Average Days on Market	186	191	95	105	139
Average List Price	\$3,178,951.22	\$3,836,908.82	\$2,647,373.79	\$6,053,918.18	\$6,302,964.29
Average List \$ / SqFt	\$575.44	\$640.37	\$561.00	\$718.11	\$731.32
Approximate Absorption Rate	35.57%	41.67%	35.12%	42.68%	42.86%
Approximate Months Supply of Inventory	2.81	2.40	2.85	2.34	2.33
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	244	216	254	216	195
Average Original List Price	\$1,880,260.21	\$2,265,092.24	\$2,077,927.73	\$2,657,395.37	\$2,294,264.03
Average Original List \$ / SqFt	\$489.36	\$528.56	\$537.80	\$595.81	\$592.82
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	190	186	180	182	146
Average List Price	\$1,622,346.28	\$1,942,952.06	\$1,960,165.54	\$2,037,084.05	\$2,181,361.54
Average List \$ / SqFt	\$461.82	\$498.94	\$517.14	\$544.96	\$568.65
Average Days to Offer	63	62	53	53	45
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	77	60	77	65	59
Average Original List Price	\$1,932,425.96	\$2,510,681.47	\$2,303,218.79	\$2,598,606.14	\$2,248,254.24
Average Original List \$ / SqFt	\$496.64	\$546.31	\$551.18	\$605.29	\$582.52
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	169	160	166	160	133
Average Days on Market	81	84	75	67	65
Average Days to Offer	59	60	53	52	48
Average Sale Price	\$1,545,790.47	\$1,781,097.72	\$2,036,710.22	\$1,930,433.44	\$2,153,223.63
Average Sale \$ / SqFt	\$449.33	\$489.44	\$524.79	\$530.69	\$567.48
Average List Price	\$1,599,592.27	\$1,809,512.39	\$2,095,958.43	\$1,988,645.61	\$2,199,307.41
Average List \$ / SqFt	\$457.72	\$489.80	\$527.45	\$539.90	\$571.98
Average Original List Price	\$1,668,743.16	\$1,883,524.90	\$2,151,888.47	\$2,054,484.38	\$2,253,402.15
Average Original List \$ / SqFt	\$471.49	\$506.83	\$539.40	\$554.75	\$583.86
Average Sale Price as % of List Price	99.09%	100.25%	100.49%	98.37%	99.33%
Average Sale Price as % of Original List Price	96.65%	97.51%	98.48%	95.85%	97.52%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	1	0
12-Month Activity as of December 5	2013	2014	2015	2016	2017
Units Listed	249	221	255	217	199
Units Price Changed	78	60	78	66	59
Units Went Pending	195	193	186	188	152
Units Sold	175	170	177	169	144

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Condominium

Listing Inventory on December 5	2013	2014	2015	2016	2017
Listing Units	27	29	34	34	29
Average Days on Market	99	78	71	85	74
Average List Price	\$1,186,181.48	\$1,085,955.17	\$1,173,797.56	\$1,119,558.47	\$989,968.97
Average List \$ / SqFt	\$602.51	\$599.70	\$606.31	\$629.48	\$691.32
Approximate Absorption Rate	167.90%	143.39%	128.19%	121.57%	141.95%
Approximate Months Supply of Inventory	0.60	0.70	0.78	0.82	0.70
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	637	561	601	590	580
Average Original List Price	\$677,771.43	\$785,331.74	\$834,371.54	\$911,583.59	\$964,419.26
Average Original List \$ / SqFt	\$501.27	\$552.97	\$588.47	\$3,419.59	\$675.30
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	578	503	527	504	512
Average List Price	\$649,011.59	\$740,455.28	\$791,230.88	\$876,992.86	\$933,447.79
Average List \$ / SqFt	\$492.96	\$539.37	\$579.28	\$616.07	\$666.48
Average Days to Offer	21	23	19	20	21
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	108	106	108	127	122
Average Original List Price	\$805,239.69	\$989,869.95	\$1,038,983.01	\$1,087,973.98	\$1,133,888.48
Average Original List \$ / SqFt	\$521.69	\$586.12	\$621.49	\$633.53	\$690.94
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	515	470	493	467	461
Average Days on Market	25	36	30	36	29
Average Days to Offer	18	23	17	20	20
Average Sale Price	\$631,277.40	\$736,263.88	\$807,881.46	\$885,681.70	\$930,520.55
Average Sale \$ / SqFt	\$496.80	\$546.31	\$595.68	\$629.60	\$677.97
Average List Price	\$620,827.57	\$721,017.46	\$788,495.28	\$872,509.07	\$913,955.22
Average List \$ / SqFt	\$487.01	\$533.52	\$576.38	\$615.08	\$661.16
Average Original List Price	\$625,170.68	\$731,613.42	\$796,181.65	\$881,757.71	\$921,689.90
Average Original List \$ / SqFt	\$490.25	\$539.16	\$580.31	\$619.47	\$665.63
Average Sale Price as % of List Price	102.04%	102.64%	103.52%	102.56%	102.61%
Average Sale Price as % of Original List Price	101.58%	101.74%	102.86%	101.85%	166.60%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	1	0	1	0	0
Sold Units - Lender-Owned	3	0	1	0	2
12-Month Activity as of December 5	2013	2014	2015	2016	2017
Units Listed	646	571	606	594	595
Units Price Changed	109	107	109	128	123
Units Went Pending	592	512	537	513	527
Units Sold	544	499	523	496	494

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Multi Family

Listing Inventory on December 5	2013	2014	2015	2016	2017
Listing Units	3	1	6	4	1
Average Days on Market	61	4	50	86	34
Average List Price	\$2,065,666.67	\$1,825,000.00	\$2,898,333.17	\$3,050,000.00	\$1,490,000.00
Average List \$ / SqFt	\$499.00	\$381.16	\$535.73	\$602.80	\$506.11
Approximate Absorption Rate	69.44%	183.33%	30.56%	66.67%	166.67%
Approximate Months Supply of Inventory	1.44	0.55	3.27	1.50	0.60
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	51	27	52	29	30
Average Original List Price	\$1,482,215.65	\$1,614,277.81	\$1,863,613.42	\$2,707,100.00	\$2,012,783.33
Average Original List \$ / SqFt	\$361.94	\$364.12	\$442.51	\$516.76	\$513.95
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	36	20	35	22	24
Average List Price	\$1,473,555.50	\$1,509,699.95	\$1,610,882.83	\$2,424,404.55	\$1,919,958.33
Average List \$ / SqFt	\$339.59	\$370.97	\$411.95	\$471.51	\$501.44
Average Days to Offer	15	30	26	49	25
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	7	5	16	6	8
Average Original List Price	\$1,686,000.00	\$1,193,600.20	\$2,084,125.00	\$3,654,166.67	\$2,155,062.50
Average Original List \$ / SqFt	\$359.69	\$287.74	\$464.06	\$636.87	\$544.57
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	25	19	22	25	20
Average Days on Market	32	34	22	59	32
Average Days to Offer	10	28	12	46	28
Average Sale Price	\$1,450,843.00	\$1,532,289.47	\$1,658,386.36	\$2,281,004.00	\$1,936,700.00
Average Sale \$ / SqFt	\$340.82	\$360.39	\$415.88	\$449.30	\$492.44
Average List Price	\$1,395,079.92	\$1,477,842.05	\$1,599,454.50	\$2,354,671.96	\$1,957,800.00
Average List \$ / SqFt	\$328.69	\$350.49	\$395.76	\$458.75	\$495.72
Average Original List Price	\$1,269,479.92	\$1,405,421.11	\$1,618,772.68	\$2,363,231.96	\$1,996,000.00
Average Original List \$ / SqFt	\$313.76	\$333.96	\$400.55	\$462.16	\$503.22
Average Sale Price as % of List Price	104.09%	103.35%	106.49%	99.15%	99.77%
Average Sale Price as % of Original List Price	115.94%	7,631,676.55%	105.45%	98.50%	98.72%
Average Sale Price as % of Assessed Price	165.34%	139.13%	N/A	N/A	130.19%
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	1	0	0	0	0
12-Month Activity as of December 5	2013	2014	2015	2016	2017
Units Listed	51	28	52	29	31
Units Price Changed	7	5	16	6	8
Units Went Pending	36	22	37	24	24
Units Sold	25	22	22	32	20

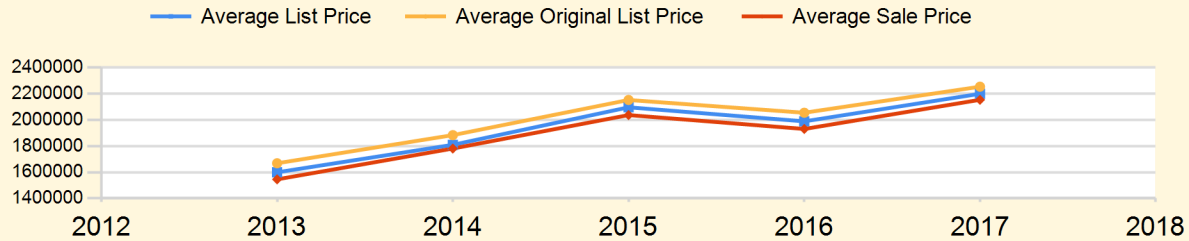
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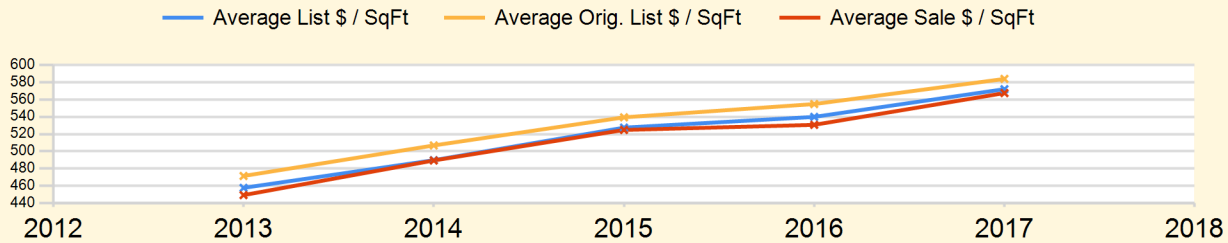
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,599,592.27	\$1,809,512.39	\$2,095,958.43	\$1,988,645.61	\$2,199,307.41
Original List Price	\$1,668,743.16	\$1,883,524.90	\$2,151,888.47	\$2,054,484.38	\$2,253,402.15
Sale Price	\$1,545,790.47	\$1,781,097.72	\$2,036,710.22	\$1,930,433.44	\$2,153,223.63

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$457.72	\$489.80	\$527.45	\$539.90	\$571.98
Orig. List \$ / SqFt	\$471.49	\$506.83	\$539.40	\$554.75	\$583.86
Sale \$ / SqFt	\$449.33	\$489.44	\$524.79	\$530.69	\$567.48

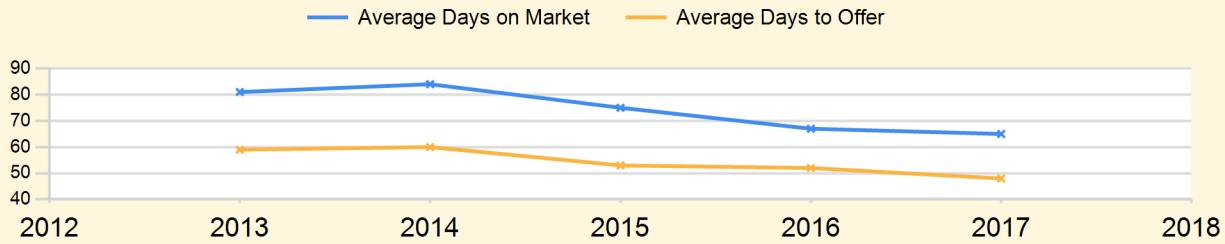
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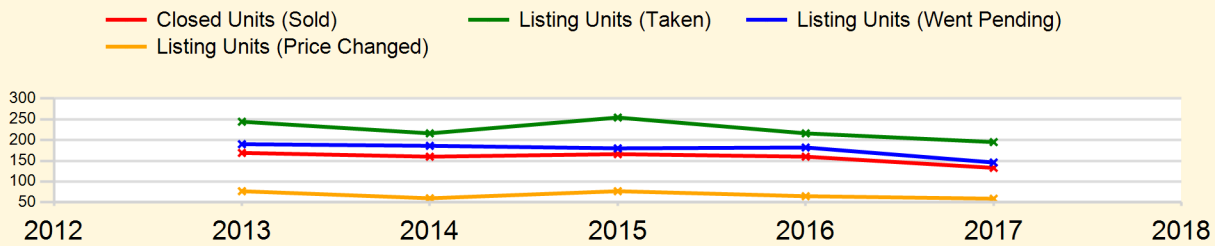
Single Family

Average Days to Offer (Sold Inventory - Year to Date)



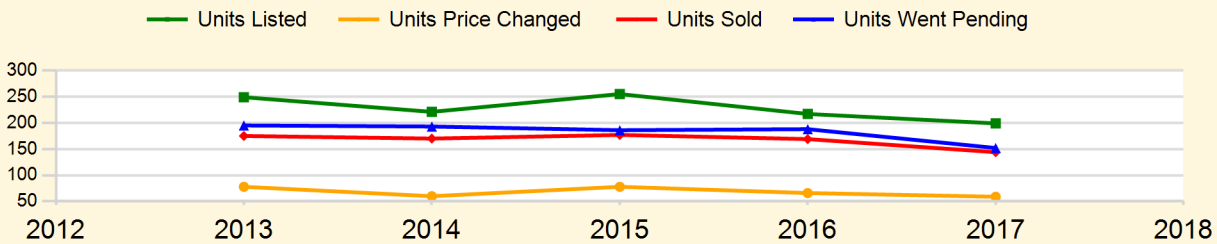
Solds / Year	2013	2014	2015	2016	2017
Days on Market	81	84	75	67	65
Days to Offer	59	60	53	52	48

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	169	160	166	160	133
Units Price Changed	77	60	77	65	59
Units Taken	244	216	254	216	195
Units Went Pending	190	186	180	182	146

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	249	221	255	217	199
Units Price Changed	78	60	78	66	59
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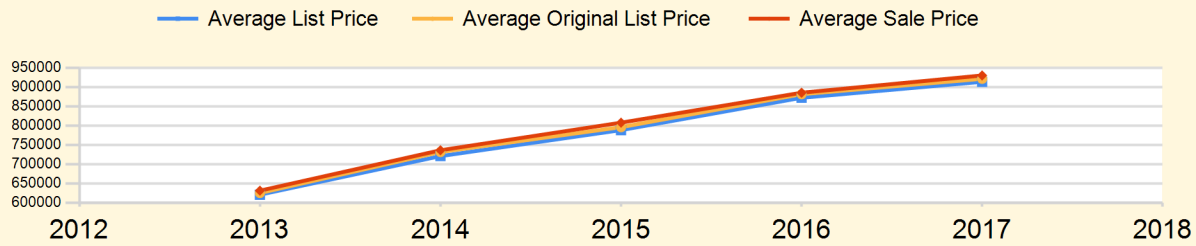
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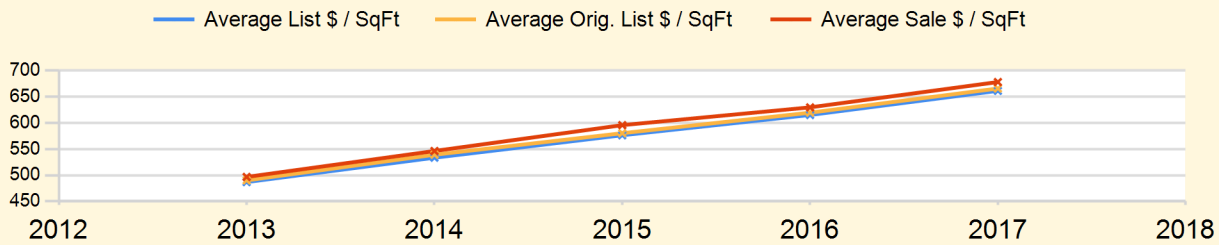
Condominium

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$620,827.57	\$721,017.46	\$788,495.28	\$872,509.07	\$913,955.22
Original List Price	\$625,170.68	\$731,613.42	\$796,181.65	\$881,757.71	\$921,689.90
Sale Price	\$631,277.40	\$736,263.88	\$807,881.46	\$885,681.70	\$930,520.55

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$487.01	\$533.52	\$576.38	\$615.08	\$661.16
Orig. List \$ / SqFt	\$490.25	\$539.16	\$580.31	\$619.47	\$665.63
Sale \$ / SqFt	\$496.80	\$546.31	\$595.68	\$629.60	\$677.97

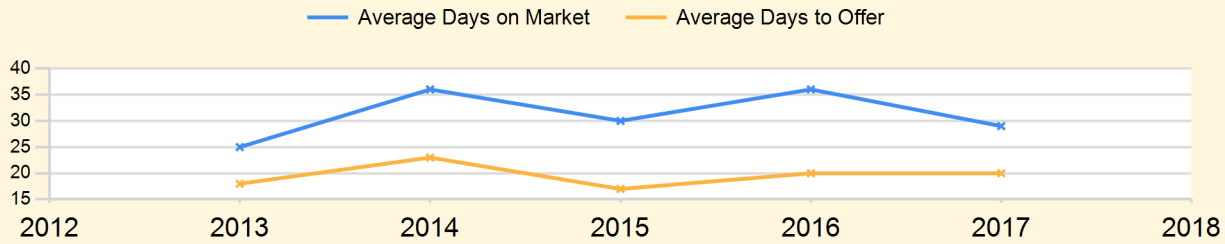
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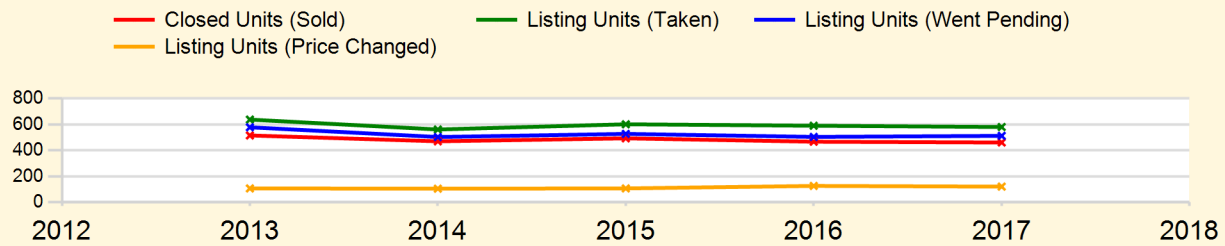
Condominium

Average Days to Offer (Sold Inventory - Year to Date)



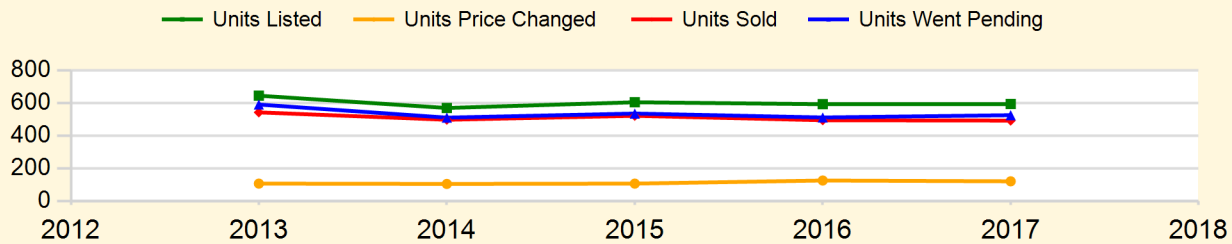
Solds / Year	2013	2014	2015	2016	2017
Days on Market	25	36	30	36	29
Days to Offer	18	23	17	20	20

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	515	470	493	467	461
Units Price Changed	108	106	108	127	122
Units Taken	637	561	601	590	580
Units Went Pending	578	503	527	504	512

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	646	571	606	594	595
Units Price Changed	109	107	109	128	123
Units Sold	544	499	523	496	494
Units Went Pending	592	512	537	513	527

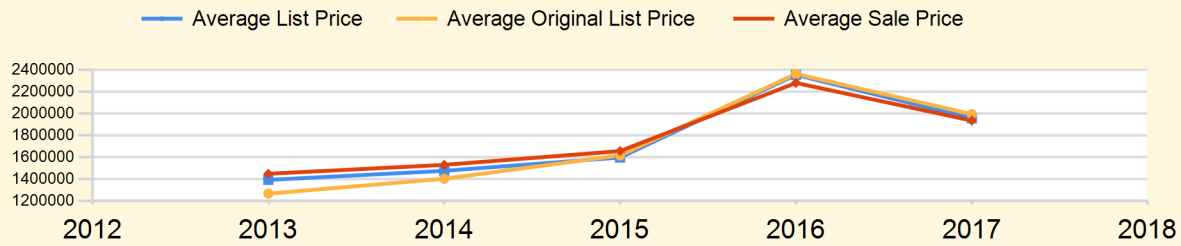
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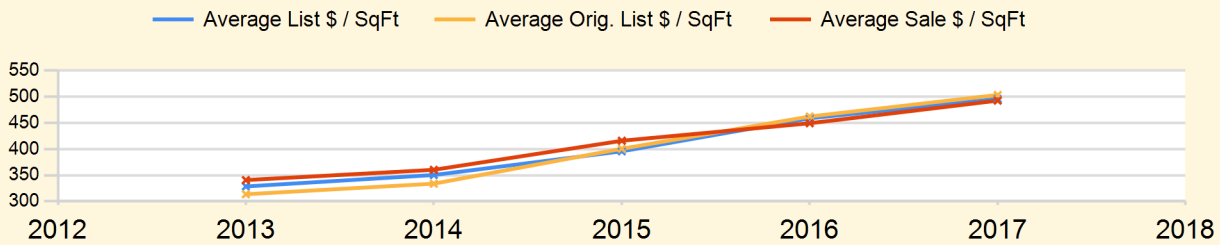
Multi Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,395,079.92	\$1,477,842.05	\$1,599,454.50	\$2,354,671.96	\$1,957,800.00
Original List Price	\$1,269,479.92	\$1,405,421.11	\$1,618,772.68	\$2,363,231.96	\$1,996,000.00
Sale Price	\$1,450,843.00	\$1,532,289.47	\$1,658,386.36	\$2,281,004.00	\$1,936,700.00

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$328.69	\$350.49	\$395.76	\$458.75	\$495.72
Orig. List \$ / SqFt	\$313.76	\$333.96	\$400.55	\$462.16	\$503.22
Sale \$ / SqFt	\$340.82	\$360.39	\$415.88	\$449.30	\$492.44

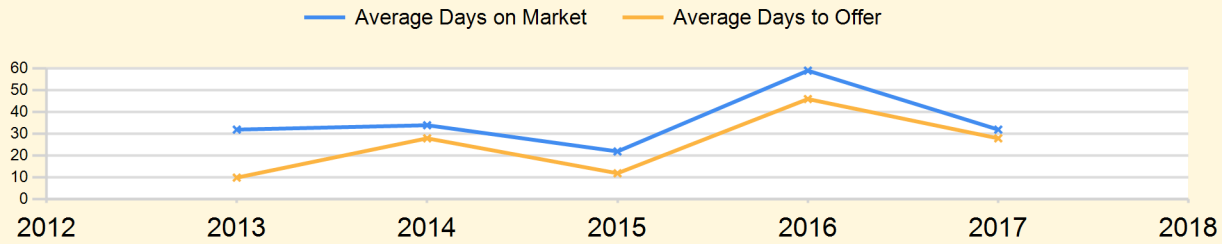
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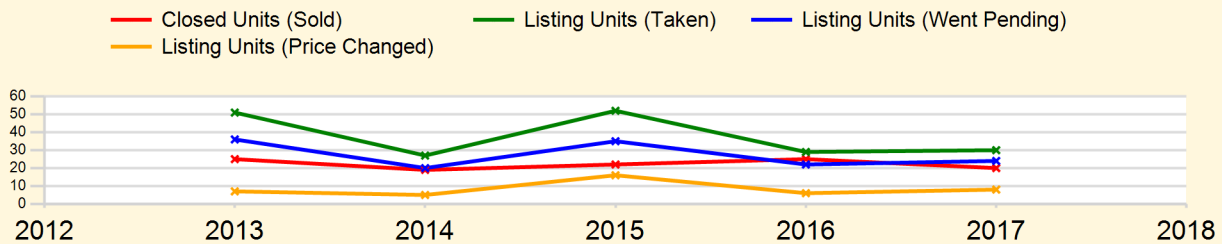
Multi Family

Average Days to Offer (Sold Inventory - Year to Date)



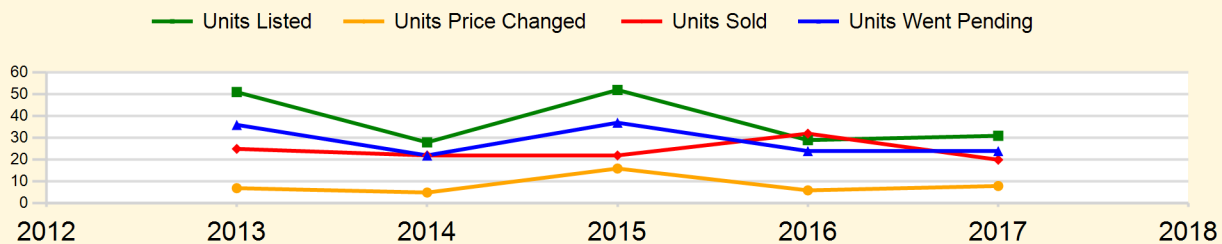
Solds / Year	2013	2014	2015	2016	2017
Days on Market	32	34	22	59	32
Days to Offer	10	28	12	46	28

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	25	19	22	25	20
Units Price Changed	7	5	16	6	8
Units Taken	51	27	52	29	30
Units Went Pending	36	20	35	22	24

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	51	28	52	29	31
Units Price Changed	7	5	16	6	8
Units Sold	25	22	22	32	20
Units Went Pending	36	22	37	24	24