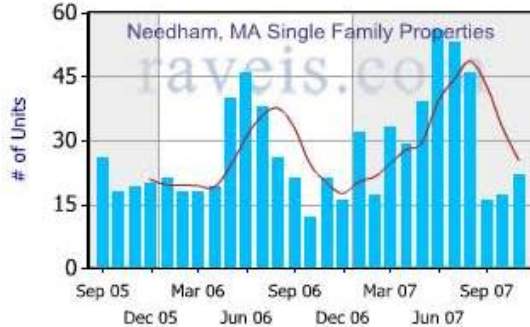


# NEEDHAM MARKET REPORT

## Unit Sales

Number of homes sold.

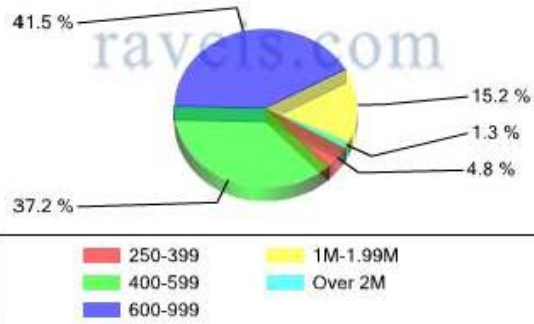


Single Family 4-Month Moving Average

## Unit Sales - 12 Month

Shows percentage of sales dollars in each price range.

Needham, MA Single Family Properties



## Total Inventory

Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



Single Family 4-Month Moving Average

## Median Sales Price

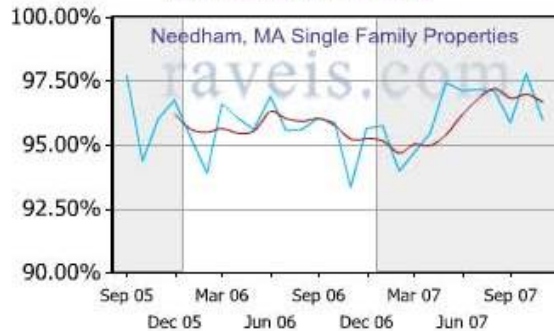
Median means 'middle'. There are an equal number of homes priced above and below the median.



Single Family 4-Month Moving Average

## Sales To List Price Ratio

Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



Single Family 4-Month Moving Average

## Market Time for Sold

Average number of days between the listing date and the date that a firm agreement for purchase is reached.



Single Family 4-Month Moving Average