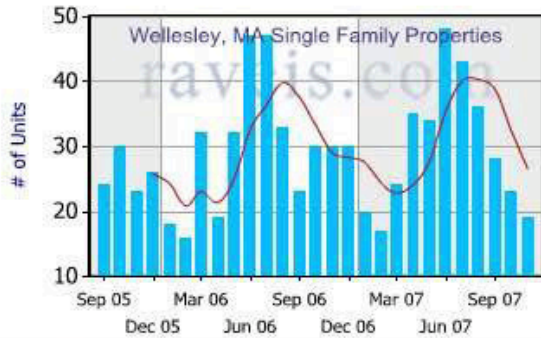


WELLESLEY MARKET REPORT

Unit Sales

Number of homes sold.

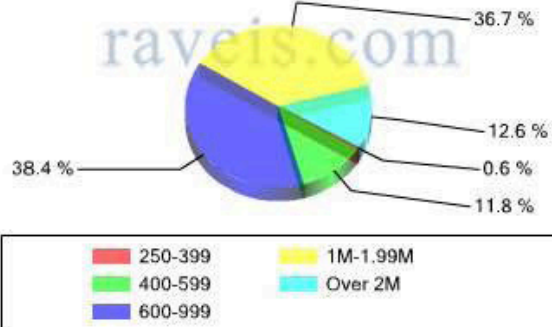


Single Family 4-Month Moving Average

Unit Sales - 12 Month

Shows percentage of sales dollars in each price range.

Wellesley, 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