

WILLIAM RAVEIS

REAL ESTATE • MORTGAGE • INSURANCE

New England's Largest Family-Owned Real Estate Company



Christine Norcross

Sales Associate

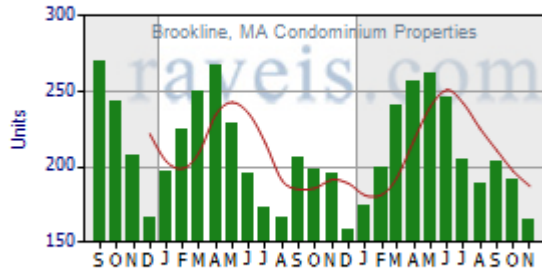
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Brookline, MA as of November, 2009

Total Inventory

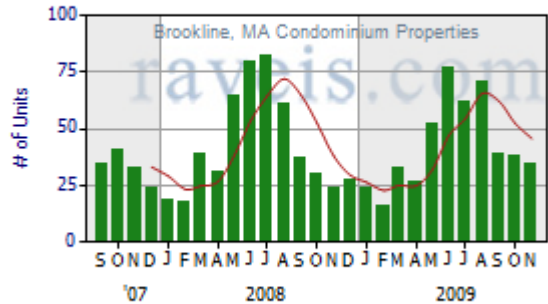
Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



Condominium 4-Month Moving Average

Unit Sales

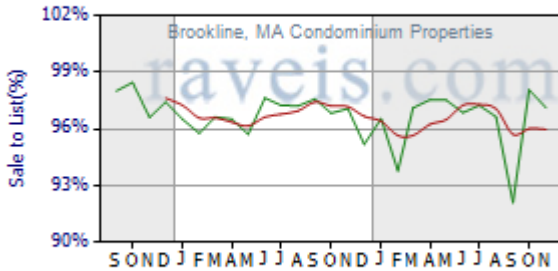
Number of homes sold.



Condominium 4-Month Moving Average

Sales To List Price Ratio

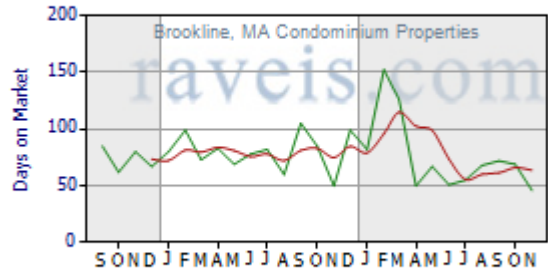
Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



Condominium 4-Month Moving Average

Market Time for Sold

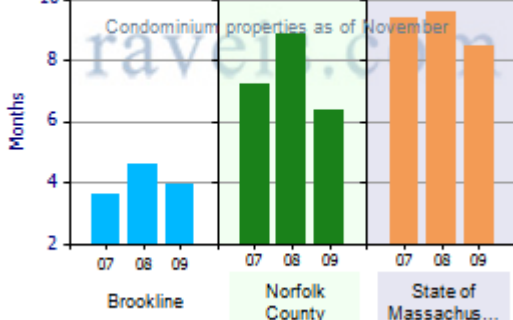
Average days on the market for properties that sold during the month.



Condominium 4-Month Moving Average

Months of Supply

Number of properties in inventory divided by 12-month average sales. Higher numbers indicate a slower market.



Sales, YTD

Shows number of properties sold since the beginning of the year.

