

# WILLIAM RAVEIS

— REAL ESTATE • MORTGAGE • INSURANCE —

New England's Largest Family-Owned Real Estate Company



## Christine Norcross

Sales Associate

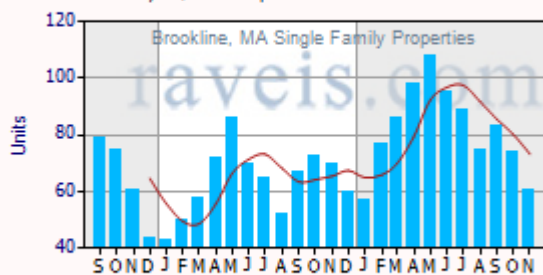
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### Brookline, MA as of November, 2009

#### Total Inventory

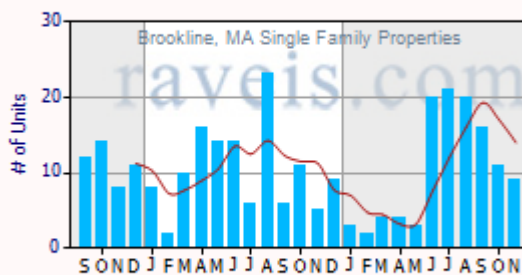
Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



Single Family 4-Month Moving Average

#### Unit Sales

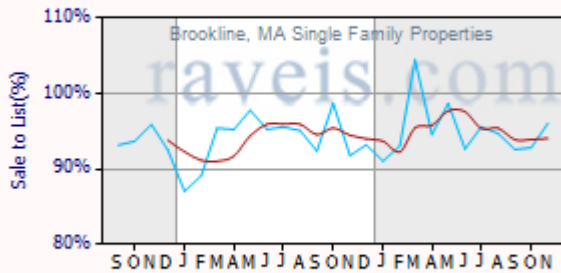
Number of homes sold.



Single Family 4-Month Moving Average

#### Sales To List Price Ratio

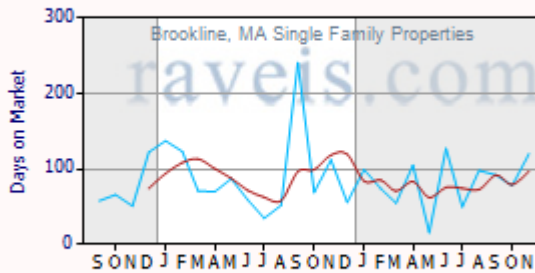
Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



Single Family 4-Month Moving Average

#### Market Time for Sold

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



Single Family 4-Month Moving Average

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