

WILLIAM RAVEIS

REAL ESTATE • MORTGAGE • INSURANCE

New England's Largest Family-Owned Real Estate Company



Christine Norcross

Sales Associate

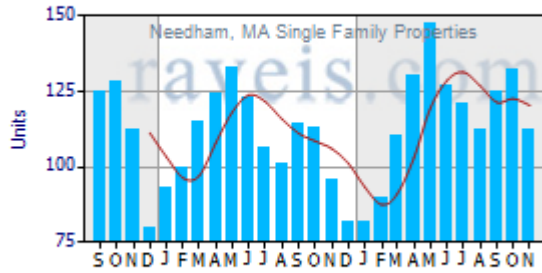
norcrossc@raveisre.com

781.694.3595

Needham, MA as of November, 2009

Total Inventory

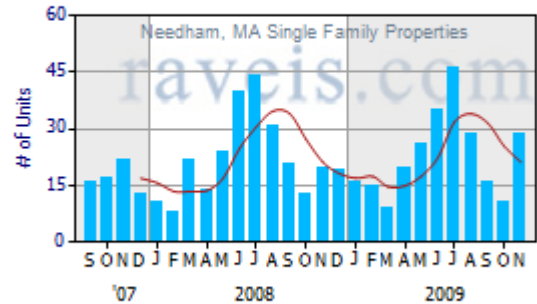
Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



Single Family 4-Month Moving Average

Unit Sales

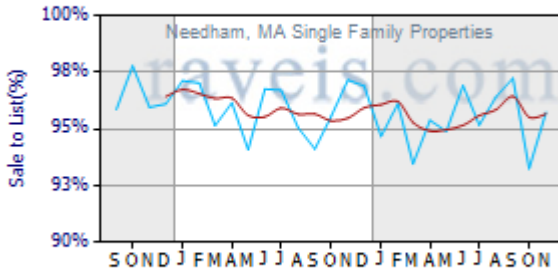
Number of homes sold.



Single Family 4-Month Moving Average

Sales To List Price Ratio

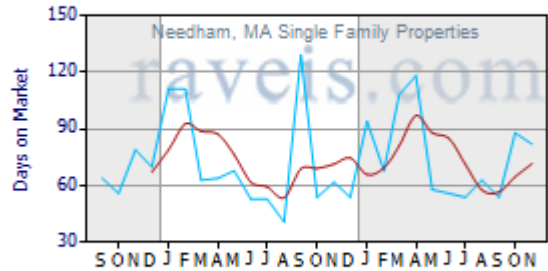
Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



Single Family 4-Month Moving Average

Market Time for Sold

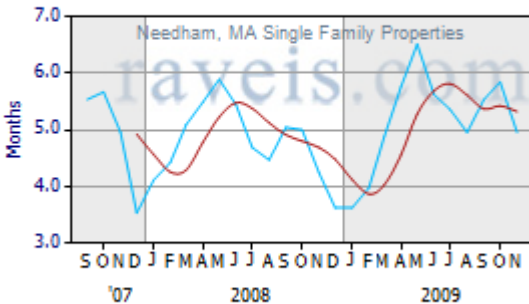
Average days on the market for properties that sold during the month.



Single Family 4-Month Moving Average

Months Of Supply

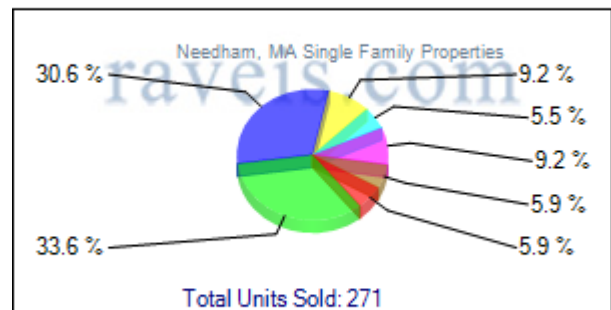
Number of properties in inventory divided by 12-month average sales. Higher numbers indicate a slower market.



Months of Supply 4-Month Moving Average

Unit Sales - 12 Month

Shows percentage of units in each price range.



Under 400 400-599 600-799