

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2017	YTD 2018	+ / -	Apr 2017	Apr 2018	Key Metrics
						isting Activity Charts Metrics
-26.1%	23	17	-26.1%	23	17	New Listing Count
-47.5%	\$10,871,800	\$5,709,300	-47.5%	\$10,871,800	\$5,709,300	New Listing Volume
-24.1%	328	249	-24.1%	328	249	Active Listing Count
-11.1%	\$172,687,499	\$153,488,493	-11.1%	\$172,687,499	\$153,488,493	Active Listing Volume
+17.1%	\$526,486	\$616,420	+17.1%	\$526,486	\$616,420	Average Listing Price
+14.2%	\$349,450	\$399,000	+14.2%	\$349,450	\$399,000	Median Listing Price
-10.7%	257.5	230	-10.7%	257.5	230	Median Daysin RPR
-38.3%	25.2	15.6	-	_	_	Months of Inventory
+2.5%	3.96%	6.43%	+-	_	_	Absorption Rate
		••••	1			Sales Activity Charts Metrics
+111.1%	9	19	+111.1%	9	19	New Pending Sales Count
+148.6%	\$3,037,000	\$7,551,400	+148.6%	\$3,037,000	\$7,551,400	New Pending Sales Volume
+36.4%	22	30	+36.4%	22	30	Pending Sales Count
+15.8%	\$9,426,800	\$10,914,800	+15.8%	\$9,426,800	\$10,914,800	Pending Sales Volume
-18.8%	16	13	-18.8%	16	13	Closed Sales Count
-9.6%	\$4,610,000	\$4,167,610	-9.6%	\$4,610,000	\$4,167,610	Closed Sales Volume
+11.3%	\$288,125	\$320,585	+11.3%	\$288,125	\$320,585	Average Sales Price
-18.1%	\$235,000	\$192,500	-18.1%	\$235,000	\$192,500	Median Sales Price



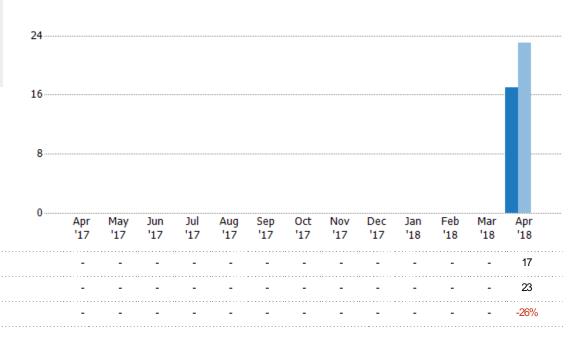




New Listings

The number of new single-family, condominium and townhome listings that were added each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

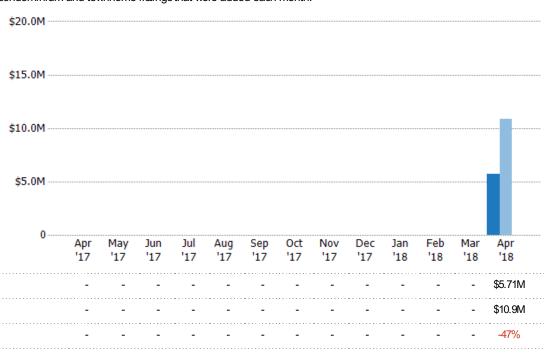
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

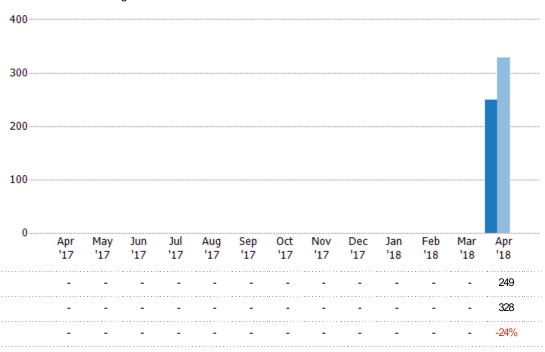




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





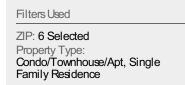
Active Listing Volume

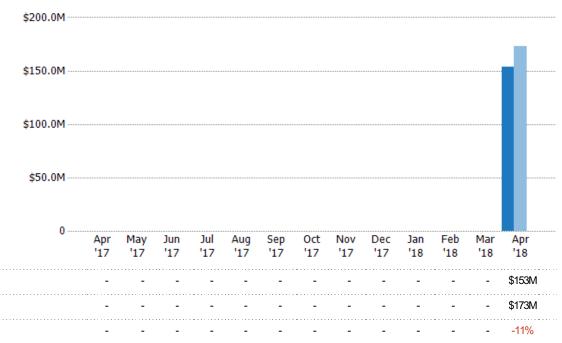
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.







Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: 6 Selected

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$175K	
0	
	\$61
	\$52

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$400K \$300K \$200K \$100K 0 May Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr Apr Jun '17 '18 \$399K \$349K



Current Year

Percent Change from Prior Year

Prior Year



14%

\$616K

159%



Market Data Report

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

\$700K Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single \$525K Family Residence \$350K \$175K 0 Apr May Jul Aug Sep 0ct Nov Dec Feb Apr '17 '17 '17 '17 '17 '17 '18 '17 '17 '17 '18 '18 '18 Avg Est Value \$388K

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

\$400K \$300K \$200K \$100K 0 May Jul Aug Sep 0ct Nov Dec Feb Mar Apr Apr Jun Jan '17 '17 '17 '17 '17 '17 '18 \$356K \$399K 112%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

•				' '		J			•				
Filters Used	300												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												•••••
	75												
	,,												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ap '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	230
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	258
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-119

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence 15 Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '18 Current Year 16.6 14.3 Prior Year 16% Percent Change from Prior Year







Absorption Rate

The percentage of inventory sold per month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

10%

5% ------

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

225

150

75 ------

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
 -	-	-	-	-	-	-	-	-	-	-	-	249
 -	-	-	-	-	-	-	-	-	-	-	-	30
-	-	-	-	-	-	-	-	-	-	-	-	13



Active Pending

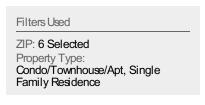
Sold

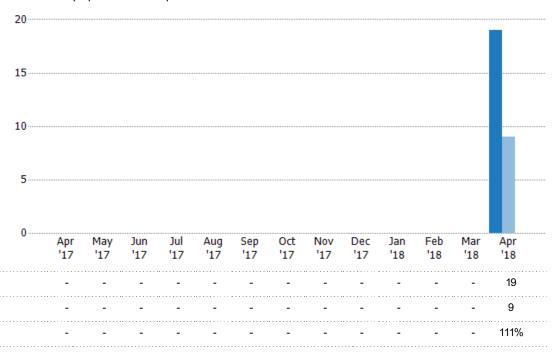




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

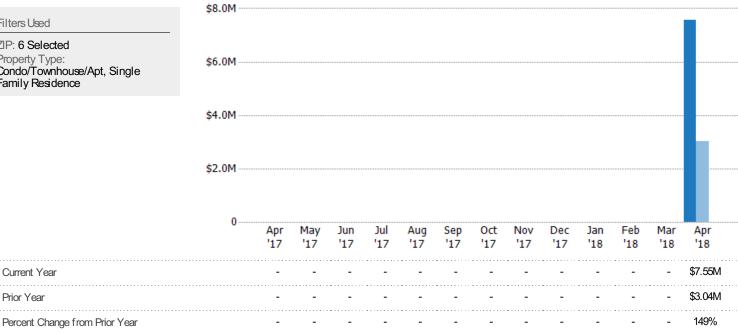
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





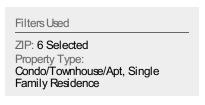
Current Year

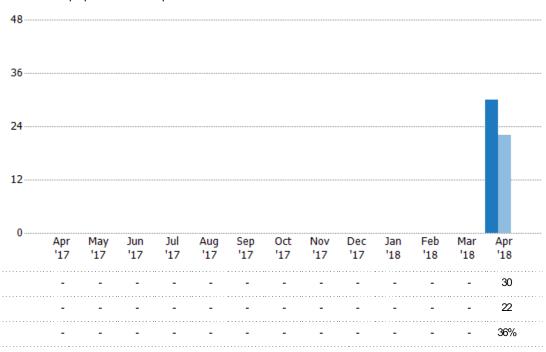




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

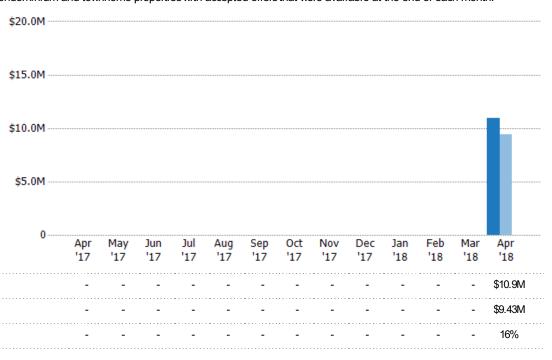
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.







Current Year

Percent Change from Prior Year

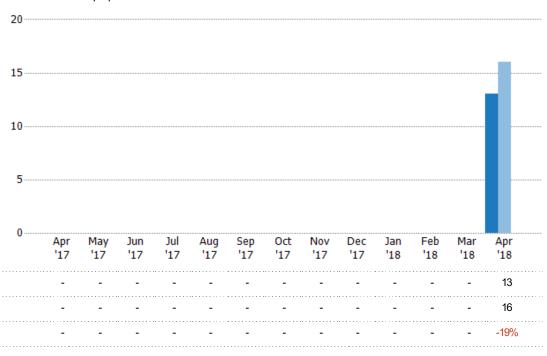




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Closed Sales Volume

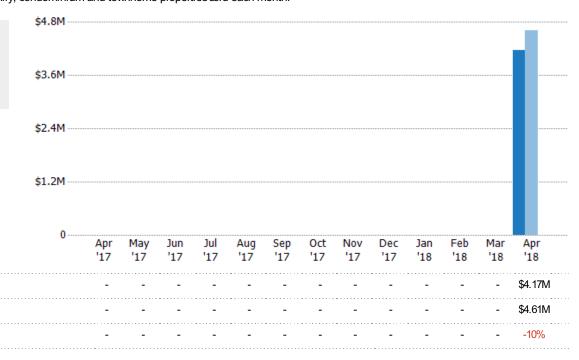
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



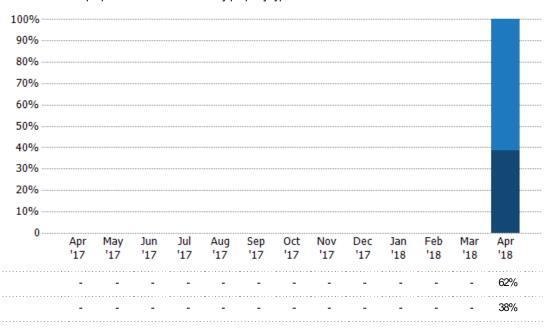


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: 6 Selected

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$400K \$300K \$200K \$100K Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$321K \$288K



Current Year

Percent Change from Prior Year

Prior Year



11%

\$235K



Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: 6 Selected

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

	May '17	'17	'17	17								
			201	'17	'17	'17	'17	'17	'18	'18	'18	'18
0		lun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
\$75K												
150K												
150K												

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Current Year

Prior Year

\$300K												
\$200K												
\$100K												
0 Apr	May '17	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0 Apr	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: 6 Selected

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K												
\$225K												
\$150K											•••••	
\$75K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$230K
-	-	-	-	-	-	-	-	-	-	-	-	\$193K

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

ZIP: 6 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

\$400K \$300K \$200K \$100K 0 May Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr Apr Jun '18 \$147K \$352K 239%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: 6 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

4		 	 		 			
\$225K	 	 	 		 			
Ų.								
\$150K ···	 	 	 		 			
¢751/								
φ/ 510		 	 		 			
φ/5ιζ								
0	 	 	 		 			
	 		 		 Jan '18	Feb '18	Mar '18	Apr '18
0 Арг	 	 	 		 Jan '18		Mar '18	Apr '18
0 Арг	 	 	 	Nov '17	 Jan '18	Feb '18	Mar '18	Apr '18



