

Summary of Key Listing and Sales Metrics

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

Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	1	+300%	107	120	-10.8%
New Listing Volume	\$1,235,400	\$264,987	+366.2%	\$35,134,986	\$35,565,337	-1.2%
Active Listing Count	24	31	-22.6%	N/A	N/A	
Active Listing Volume	\$9,472,500	\$10,977,087	-13.7%	N/A	N/A	
Average Listing Price	\$394,688	\$354,100	+11.5%	\$400,184	\$320,347	+24.9%
Median Listing Price	\$368,500	\$299,900	+22.9%	\$349,680	\$286,084	+22.2%
Median Days in RPR	138	174	-20.7%	96.99	104.14	-6.9%
Months of Inventory	8	4.4	+80.6%	6	4.4	+35.5%
Absorption Rate	12.5%	22.58%	-10.1%	16.67%	22.58%	-5.9%
Sales Activity Charts Metrics						
New Pending Sales Count	7	4	+75%	95	111	-14.4%
New Pending Sales Volume	\$2,163,400	\$2,456,500	-11.9%	\$26,411,786	\$30,709,650	-14%
Pending Sales Count	13	13	+/-	N/A	N/A	
Pending Sales Volume	\$4,140,899	\$5,215,400	-20.6%	N/A	N/A	
Closed Sales Count	3	4	-25%	89	96	-7.3%
Closed Sales Volume	\$1,054,000	\$1,345,000	-21.6%	\$23,878,595	\$23,774,671	+0.4%
Average Sales Price	\$351,333	\$336,250	+4.5%	\$268,299	\$247,653	+8.3%
Median Sales Price	\$360,000	\$312,500	+15.2%	\$248,206	\$232,333	+6.8%

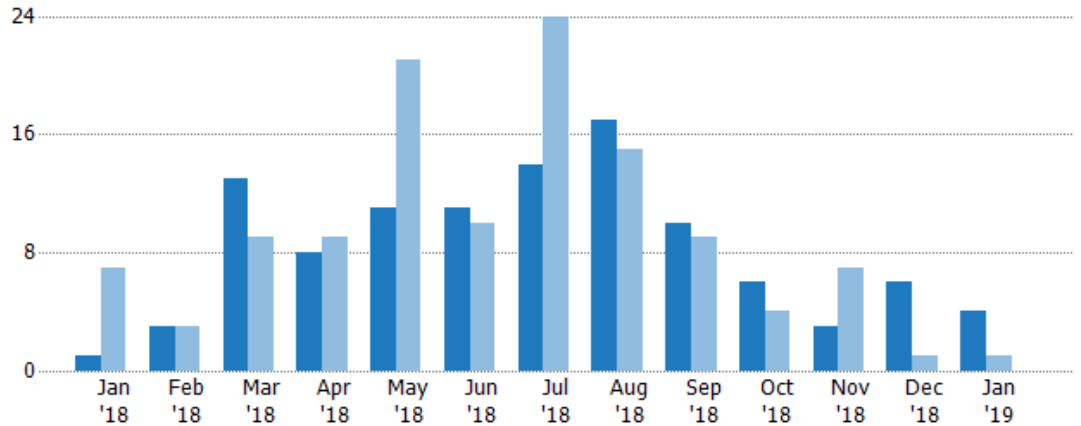
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Jan '19	4	300%
Jan '18	1	-85.7%
Jan '17	7	-28.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	1	3	13	8	11	11	14	17	10	6	3	6	4
Prior Year	7	3	9	9	21	10	24	15	9	4	7	1	1
Percent Change from Prior Year	-86%	0%	44%	-11%	-48%	10%	-42%	13%	11%	50%	-57%	500%	300%

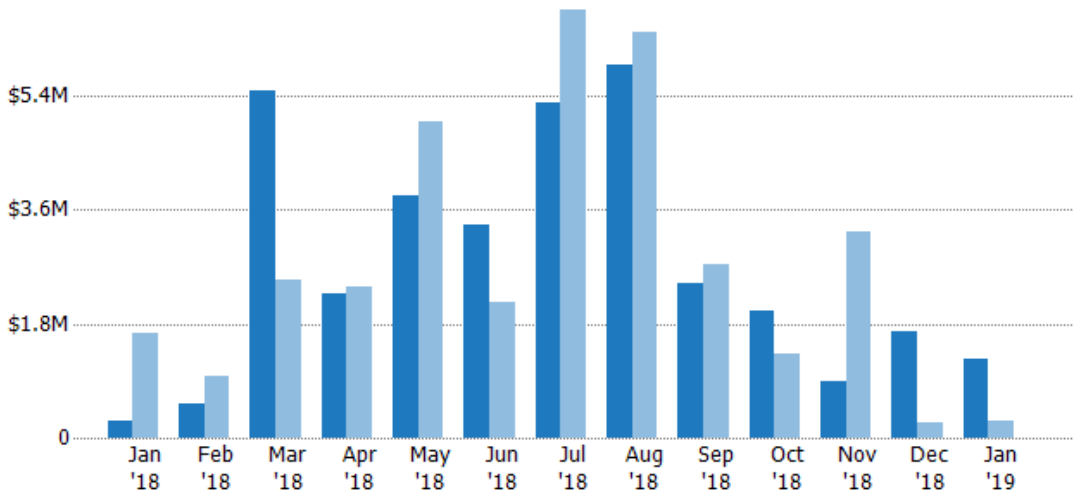
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.24M	366.2%
Jan '18	\$265K	-83.9%
Jan '17	\$1.65M	-43.5%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$265K	\$526K	\$5.48M	\$2.28M	\$3.81M	\$3.37M	\$5.29M	\$5.88M	\$2.44M	\$2M	\$900K	\$1.67M	\$1.24M
Prior Year	\$1.65M	\$974K	\$2.49M	\$2.38M	\$4.99M	\$2.14M	\$6.75M	\$6.4M	\$2.72M	\$1.32M	\$3.24M	\$235K	\$265K
Percent Change from Prior Year	-84%	-46%	120%	-4%	-24%	57%	-22%	-8%	-10%	52%	-72%	610%	366%

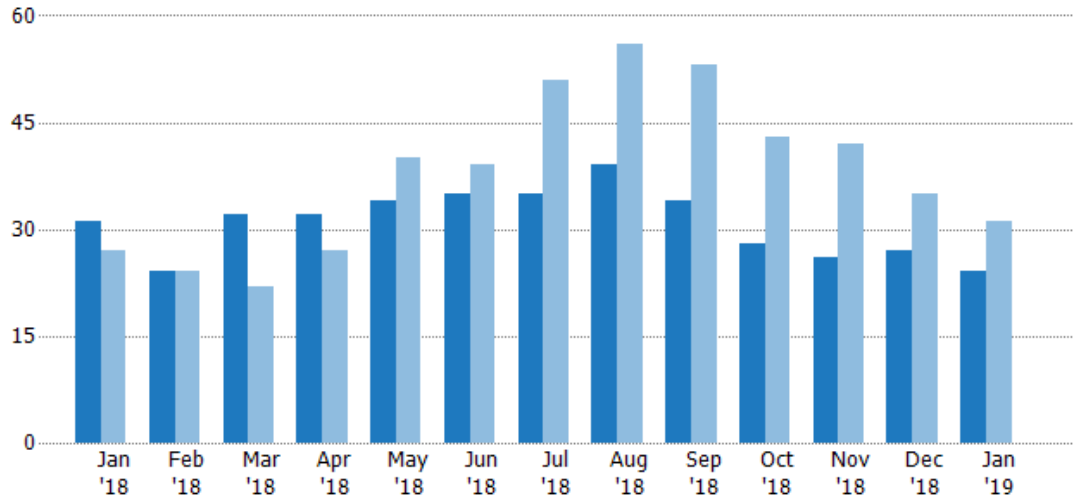
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	24	-22.6%
Jan '18	31	14.8%
Jan '17	27	77.8%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	31	24	32	32	34	35	35	39	34	28	26	27	24
Prior Year	27	24	22	27	40	39	51	56	53	43	42	35	31
Percent Change from Prior Year	15%	0%	45%	19%	-15%	-10%	-31%	-30%	-36%	-35%	-38%	-23%	-23%

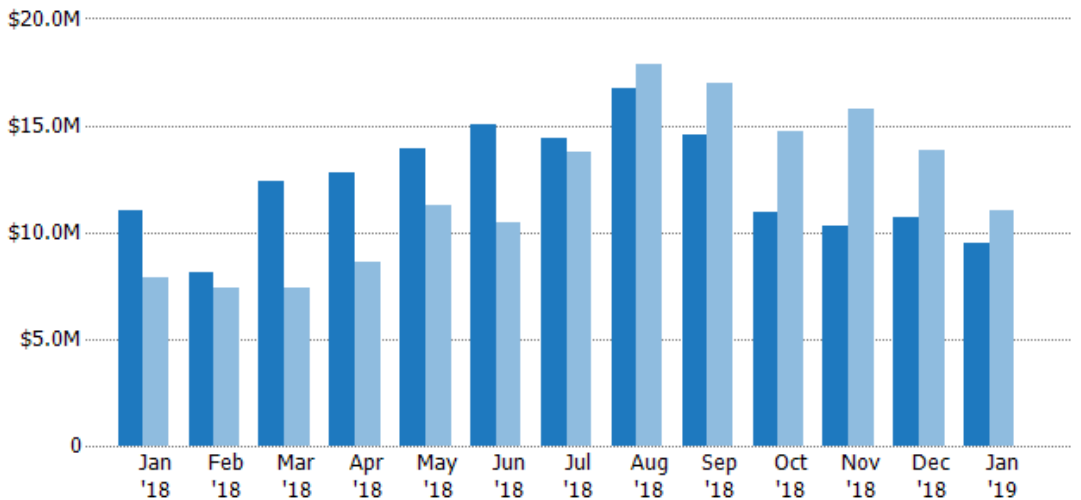
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$9.47M	-13.7%
Jan '18	\$11M	39.2%
Jan '17	\$7.89M	64.5%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$11M	\$8.16M	\$12.4M	\$12.8M	\$13.9M	\$15M	\$14.4M	\$16.7M	\$14.6M	\$11M	\$10.3M	\$10.7M	\$9.47M
Prior Year	\$7.89M	\$7.4M	\$7.36M	\$8.61M	\$11.3M	\$10.4M	\$13.8M	\$17.9M	\$17M	\$14.7M	\$15.8M	\$13.9M	\$11M
Percent Change from Prior Year	39%	10%	69%	49%	24%	44%	4%	-7%	-14%	-26%	-35%	-23%	-14%

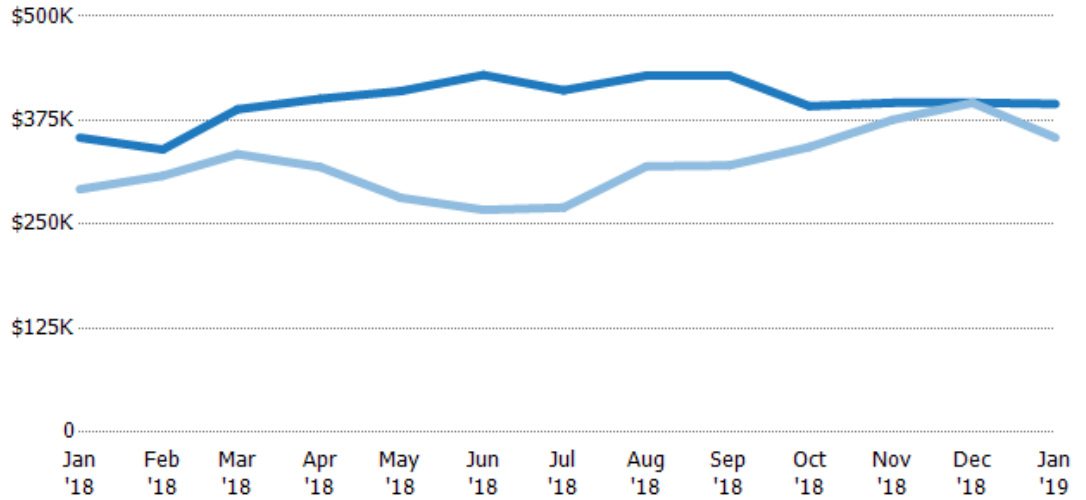
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Jan '19	\$395K	11.5%
Jan '18	\$354K	21.2%
Jan '17	\$292K	-7.5%



Current Year	\$354K	\$340K	\$388K	\$401K	\$410K	\$429K	\$411K	\$429K	\$429K	\$392K	\$396K	\$396K	\$395K
Prior Year	\$292K	\$308K	\$334K	\$319K	\$282K	\$267K	\$270K	\$320K	\$321K	\$343K	\$375K	\$396K	\$354K
Percent Change from Prior Year	21%	10%	16%	26%	45%	61%	52%	34%	34%	14%	5%	0%	11%

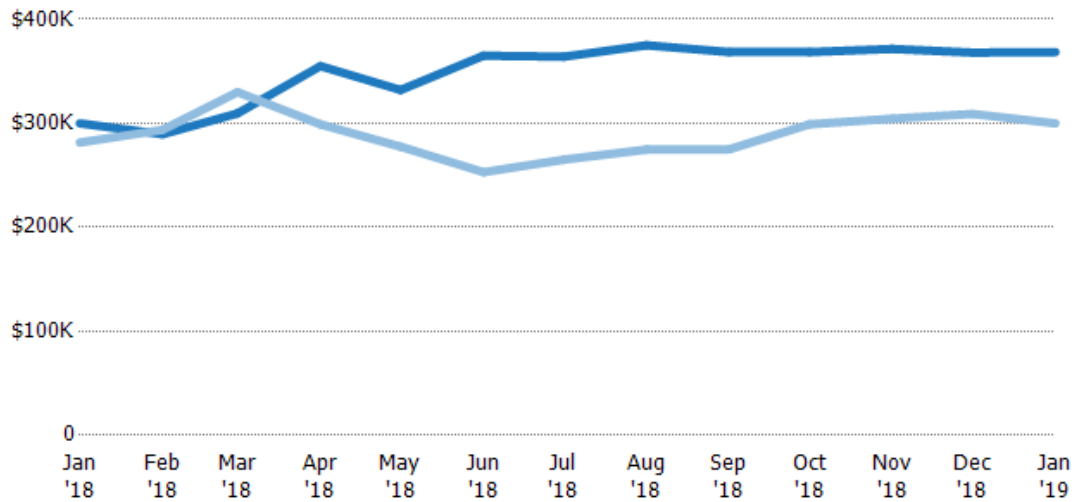
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Jan '19	\$369K	22.9%
Jan '18	\$300K	6.5%
Jan '17	\$282K	-14.8%



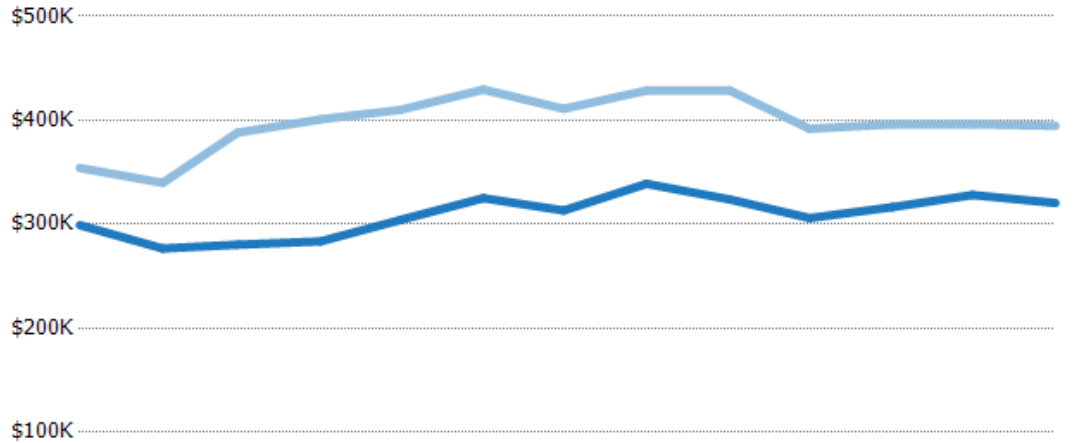
Current Year	\$300K	\$289K	\$310K	\$355K	\$332K	\$365K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$369K
Prior Year	\$282K	\$294K	\$330K	\$299K	\$278K	\$253K	\$265K	\$275K	\$275K	\$299K	\$304K	\$309K	\$300K
Percent Change from Prior Year	7%	-1%	-6%	19%	20%	44%	37%	36%	34%	23%	22%	19%	23%

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.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



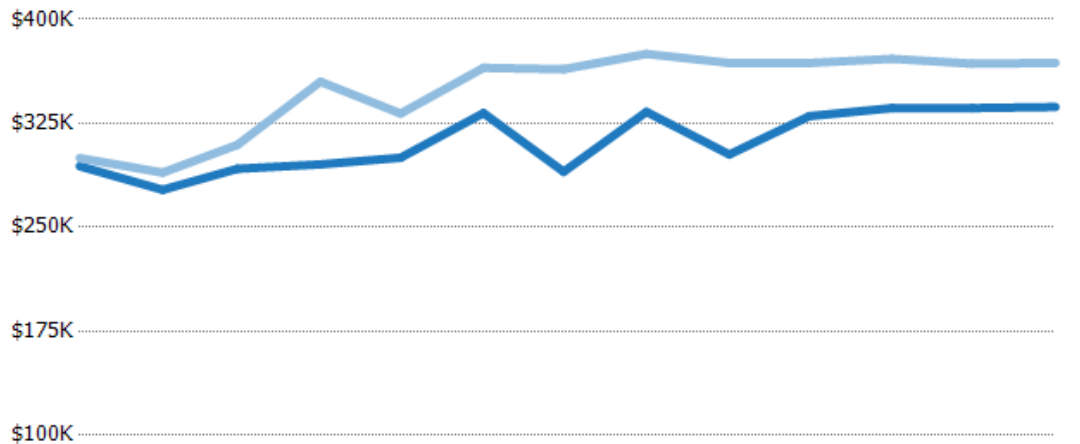
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$299K	\$277K	\$280K	\$284K	\$304K	\$325K	\$313K	\$339K	\$324K	\$306K	\$316K	\$328K	\$320K
Avg Listing Price	\$354K	\$340K	\$388K	\$401K	\$410K	\$429K	\$411K	\$429K	\$429K	\$392K	\$396K	\$396K	\$395K
Avg Listing Price as a % of Avg Est Value	118%	123%	138%	141%	135%	132%	131%	126%	132%	128%	125%	121%	123%

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.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$294K	\$277K	\$292K	\$295K	\$300K	\$332K	\$290K	\$333K	\$302K	\$330K	\$336K	\$336K	\$337K
Median Listing Price	\$300K	\$289K	\$310K	\$355K	\$332K	\$365K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$369K
Med Listing Price as a % of Med Est Value	102%	104%	106%	120%	111%	110%	126%	113%	122%	112%	111%	110%	109%

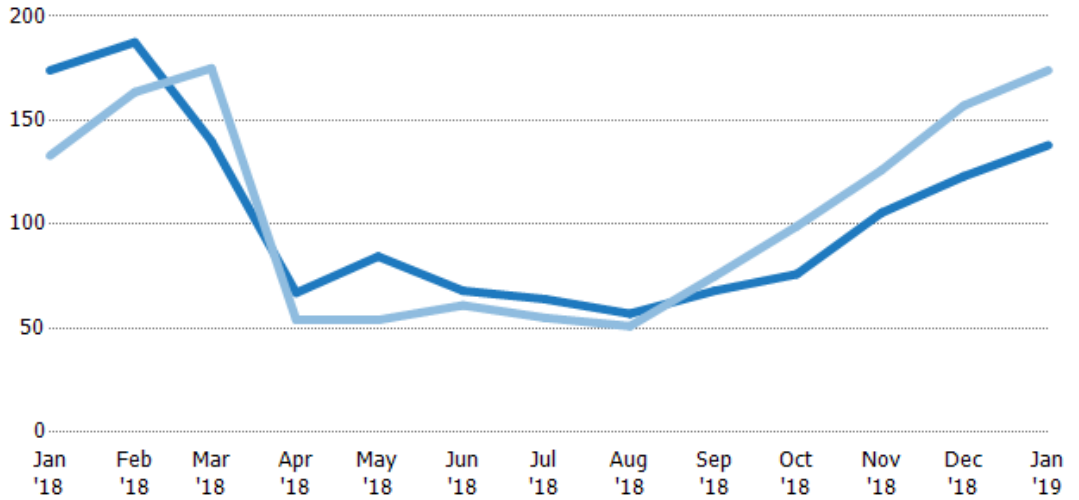
Median Days in RPR

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.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Days	% Chg.
Jan '19	138	-20.7%
Jan '18	174	30.8%
Jan '17	133	22.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	174	188	140	67	84.5	68	64	57	68	76	106	123	138
Prior Year	133	164	175	54	54	61	55	51	75	99	126	157	174
Percent Change from Prior Year	31%	15%	-20%	24%	56%	11%	16%	12%	-9%	-23%	-16%	-22%	-21%

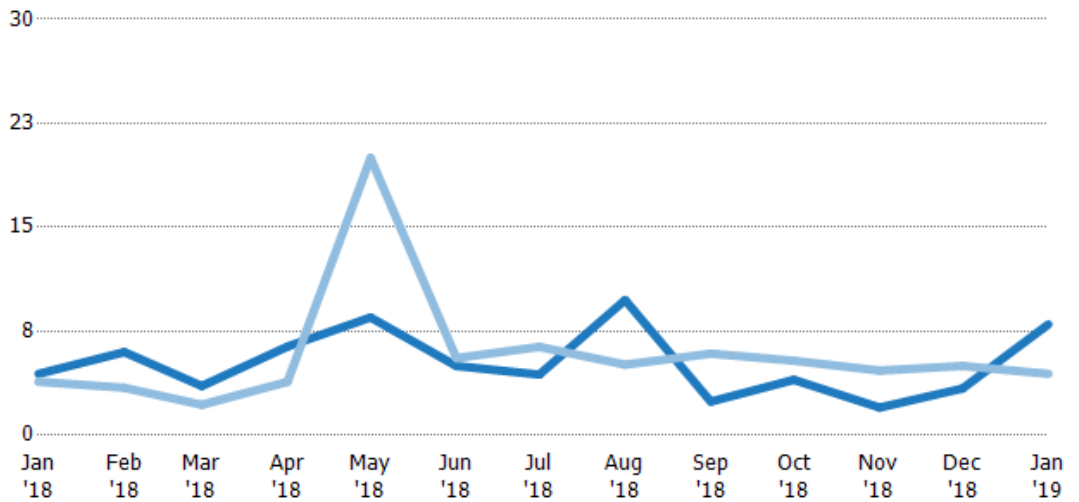
Months of Inventory

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Months	% Chg.
Jan '19	8	80.6%
Jan '18	4.43	14.8%
Jan '17	3.86	55.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4.43	6	3.56	6.4	8.5	5	4.38	9.75	2.43	4	2	3.38	8
Prior Year	3.86	3.43	2.2	3.86	20	5.57	6.38	5.09	5.89	5.38	4.67	5	4.43
Percent Change from Prior Year	15%	75%	62%	66%	-58%	-10%	-31%	92%	-59%	-26%	-57%	-33%	81%

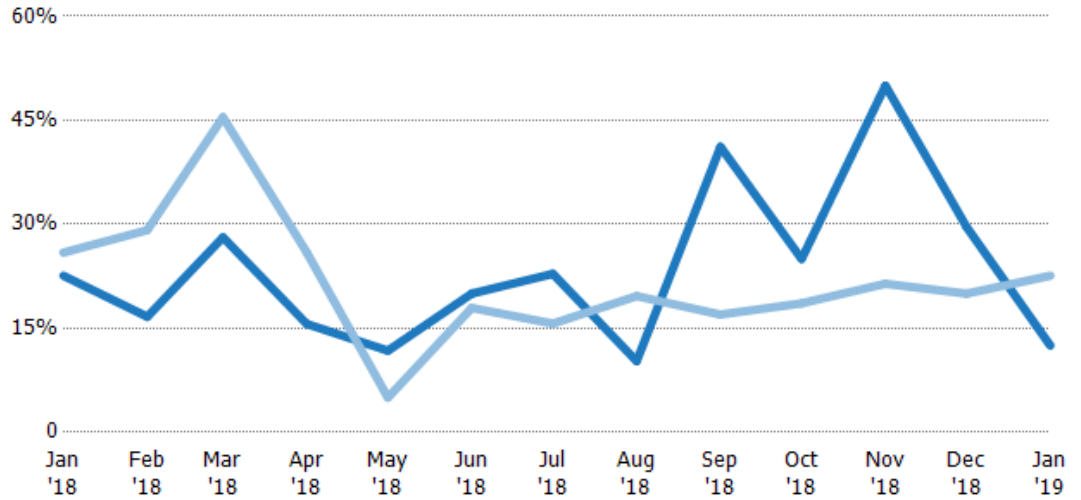
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Rate	Chg.
Jan '19	13%	10.1%
Jan '18	23%	3.3%
Jan '17	26%	-35.7%



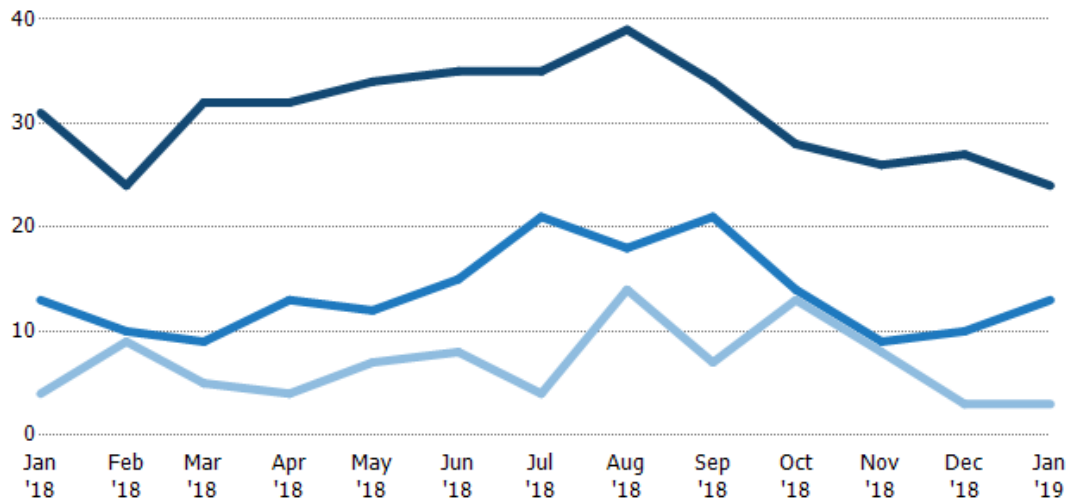
Current Year	23%	17%	28%	16%	12%	20%	23%	10%	41%	25%	50%	30%	13%
Prior Year	26%	29%	45%	26%	5%	18%	16%	20%	17%	19%	21%	20%	23%
Change from Prior Year	3%	13%	17%	10%	-7%	-2%	-7%	9%	-24%	-6%	-29%	-10%	10%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active	31	24	32	32	34	35	35	39	34	28	26	27	24
Pending	13	10	9	13	12	15	21	18	21	14	9	10	13
Sold	4	9	5	4	7	8	4	14	7	13	8	3	3

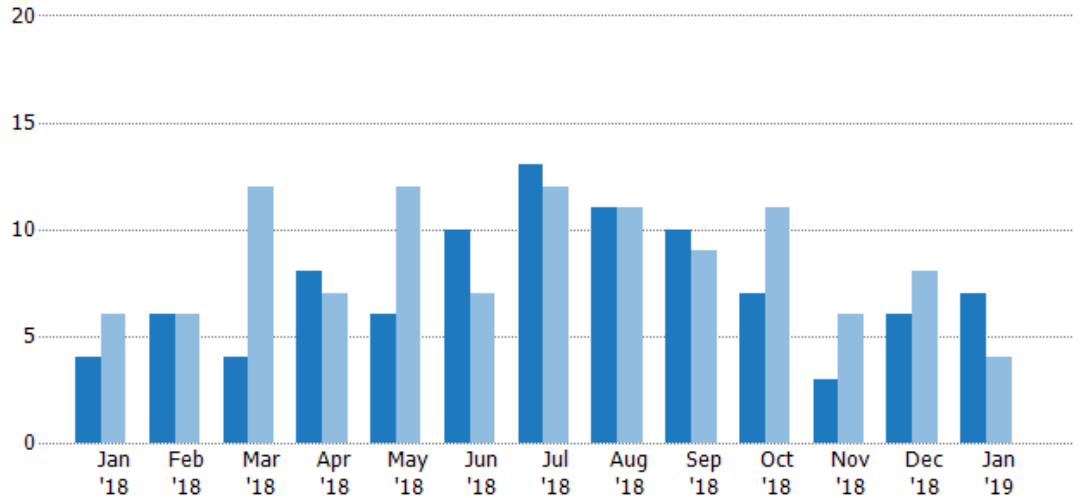
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Jan '19	7	75%
Jan '18	4	-33.3%
Jan '17	6	-50%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4	6	4	8	6	10	13	11	10	7	3	6	7
Prior Year	6	6	12	7	12	7	12	11	9	11	6	8	4
Percent Change from Prior Year	-33%	0%	-67%	14%	-50%	43%	8%	0%	11%	-36%	-50%	-25%	75%

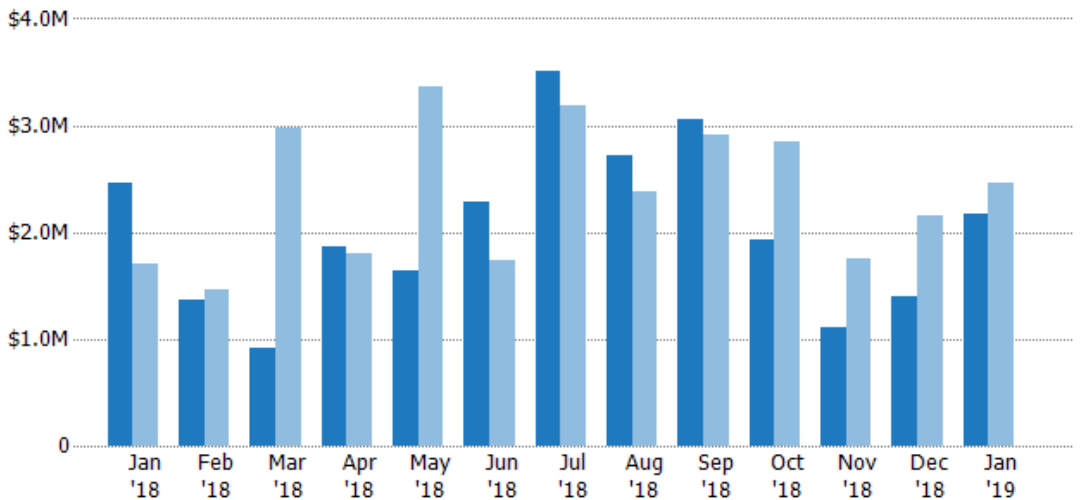
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$2.16M	-11.9%
Jan '18	\$2.46M	43.8%
Jan '17	\$1.71M	-71.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$2.46M	\$1.37M	\$918K	\$1.87M	\$1.64M	\$2.28M	\$3.5M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.4M	\$2.16M
Prior Year	\$1.71M	\$1.46M	\$2.97M	\$1.79M	\$3.36M	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.46M
Percent Change from Prior Year	44%	-6%	-69%	4%	-51%	31%	10%	14%	5%	-32%	-37%	-35%	-12%

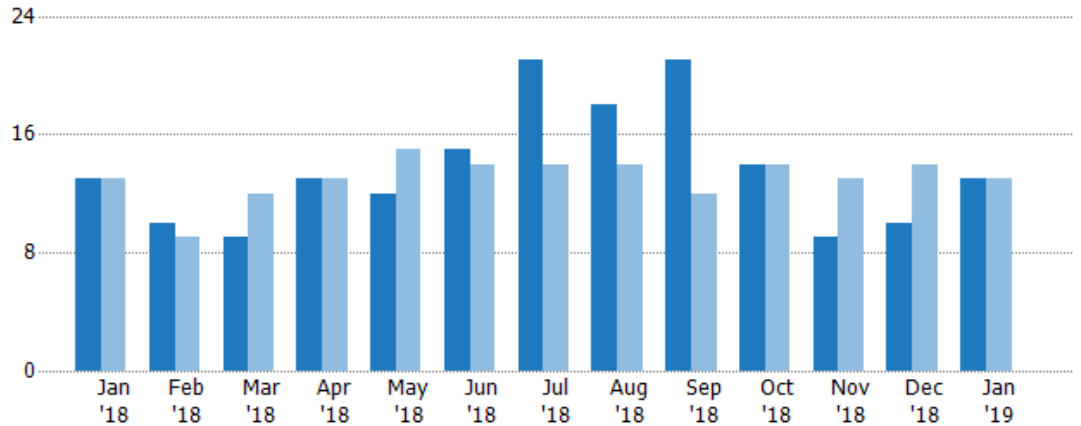
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	13	0%
Jan '18	13	0%
Jan '17	13	-53.8%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	13	10	9	13	12	15	21	18	21	14	9	10	13
Prior Year	13	9	12	13	15	14	14	14	12	14	13	14	13
Percent Change from Prior Year	0%	11%	-25%	0%	-20%	7%	50%	29%	75%	0%	-31%	-29%	0%

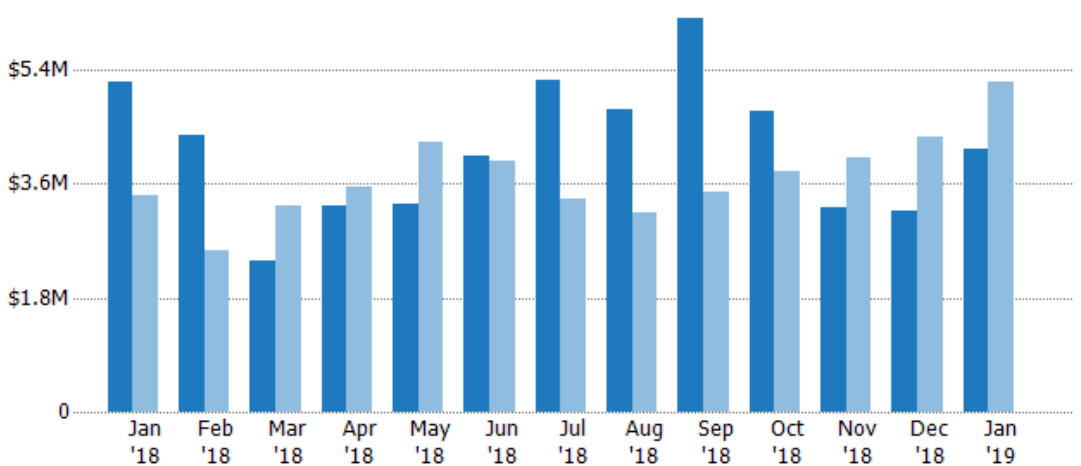
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$4.14M	-20.6%
Jan '18	\$5.22M	52.2%
Jan '17	\$3.43M	-68.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$5.22M	\$4.38M	\$2.38M	\$3.26M	\$3.29M	\$4.05M	\$5.24M	\$4.77M	\$6.21M	\$4.74M	\$3.24M	\$3.16M	\$4.14M
Prior Year	\$3.43M	\$2.54M	\$3.25M	\$3.55M	\$4.26M	\$3.96M	\$3.37M	\$3.16M	\$3.48M	\$3.79M	\$4.01M	\$4.35M	\$5.22M
Percent Change from Prior Year	52%	72%	-27%	-8%	-23%	2%	56%	51%	78%	25%	-19%	-27%	-21%

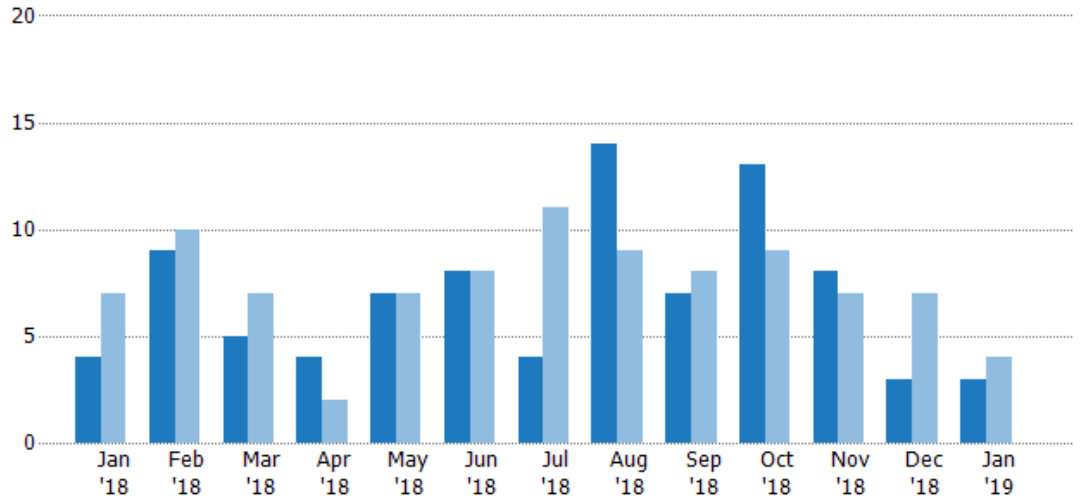
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Count	% Chg.
Jan '19	3	-25%
Jan '18	4	-42.9%
Jan '17	7	-42.9%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4	9	5	4	7	8	4	14	7	13	8	3	3
Prior Year	7	10	7	2	7	8	11	9	8	9	7	7	4
Percent Change from Prior Year	-43%	-10%	-29%	100%	0%	0%	-64%	56%	-13%	44%	14%	-57%	-25%

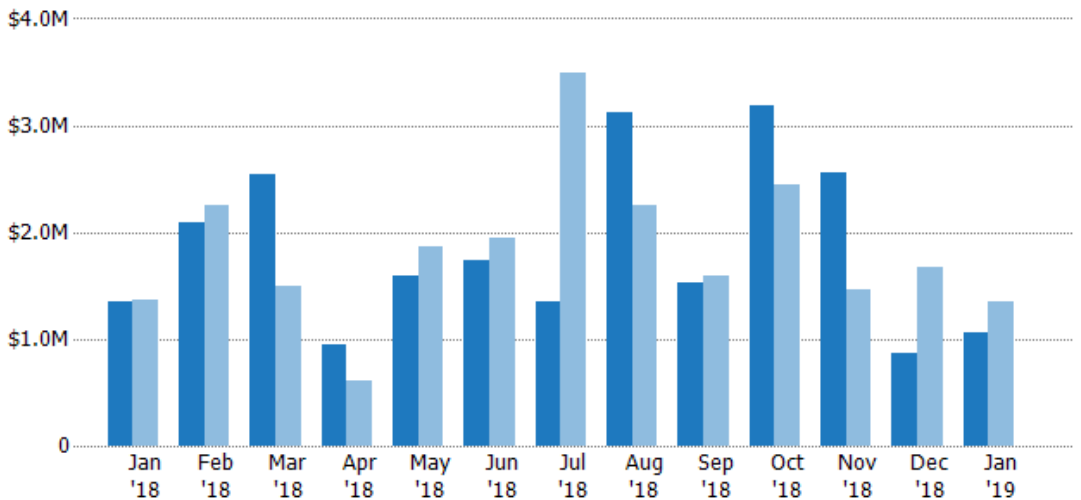
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.05M	-21.6%
Jan '18	\$1.35M	-1.1%
Jan '17	\$1.36M	-52.1%



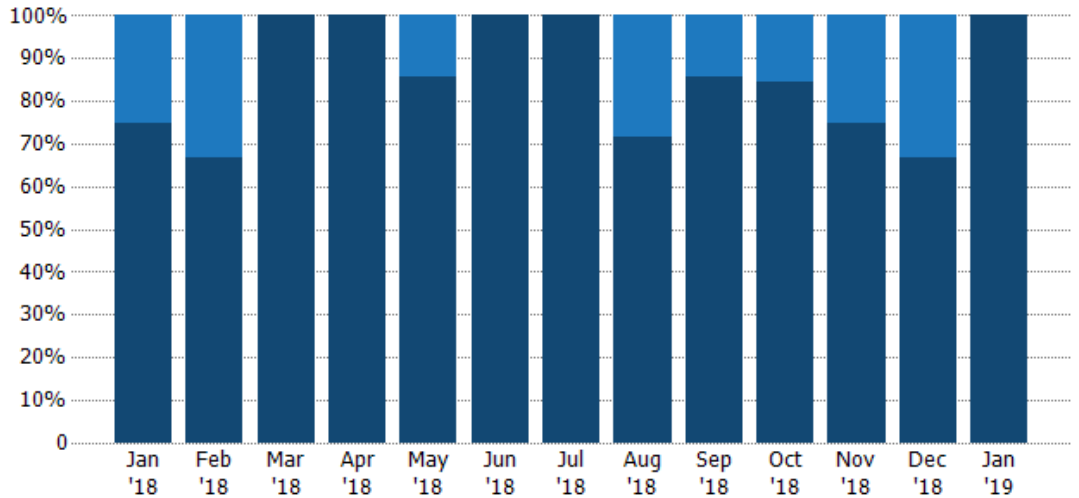
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.35M	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.35M	\$3.12M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M
Prior Year	\$1.36M	\$2.24M	\$1.49M	\$602K	\$1.86M	\$1.95M	\$3.49M	\$2.25M	\$1.59M	\$2.45M	\$1.47M	\$1.68M	\$1.35M
Percent Change from Prior Year	-1%	-7%	71%	56%	-15%	-11%	-61%	39%	-4%	30%	74%	-49%	-22%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	25%	33%	-	-	14%	-	-	29%	14%	15%	25%	33%	-
Single Family Residence	75%	67%	100%	100%	86%	100%	100%	71%	86%	85%	75%	67%	100%

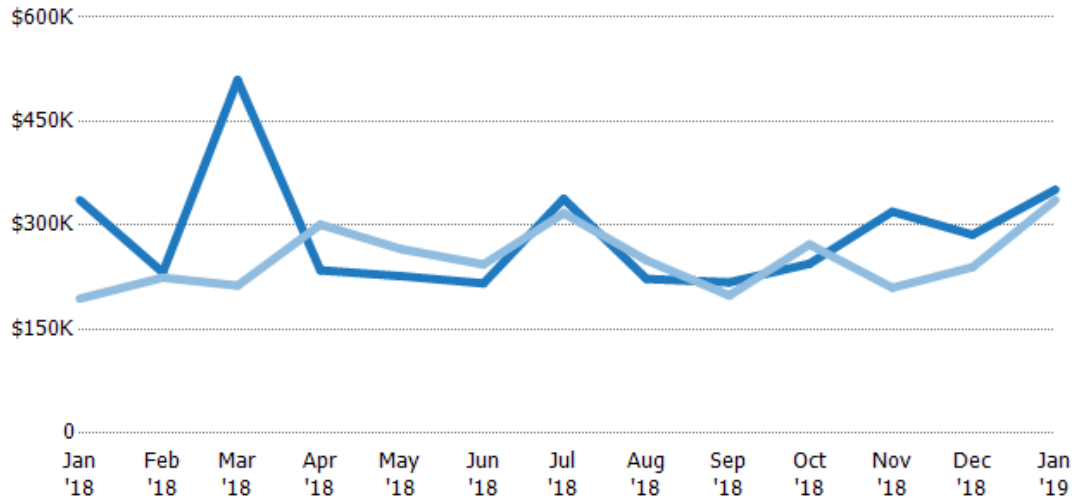
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$351K	4.5%
Jan '18	\$336K	73.1%
Jan '17	\$194K	-16.3%



Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$336K	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K	\$223K	\$218K	\$244K	\$320K	\$286K	\$351K
Prior Year	\$194K	\$224K	\$213K	\$301K	\$266K	\$244K	\$317K	\$250K	\$199K	\$272K	\$210K	\$240K	\$336K
Percent Change from Prior Year	73%	3%	139%	-22%	-15%	-11%	7%	-11%	10%	-10%	52%	20%	4%

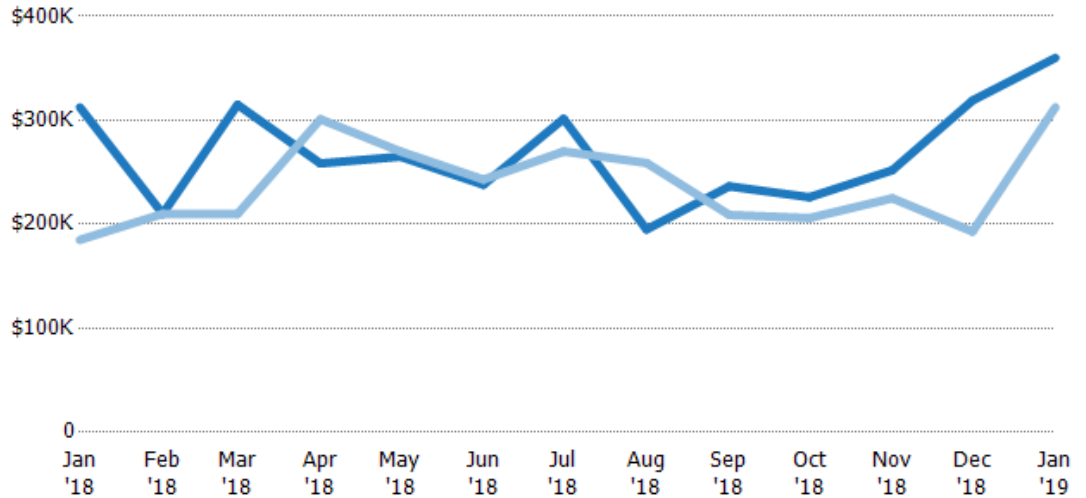
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$360K	15.2%
Jan '18	\$313K	68.9%
Jan '17	\$185K	-8.6%



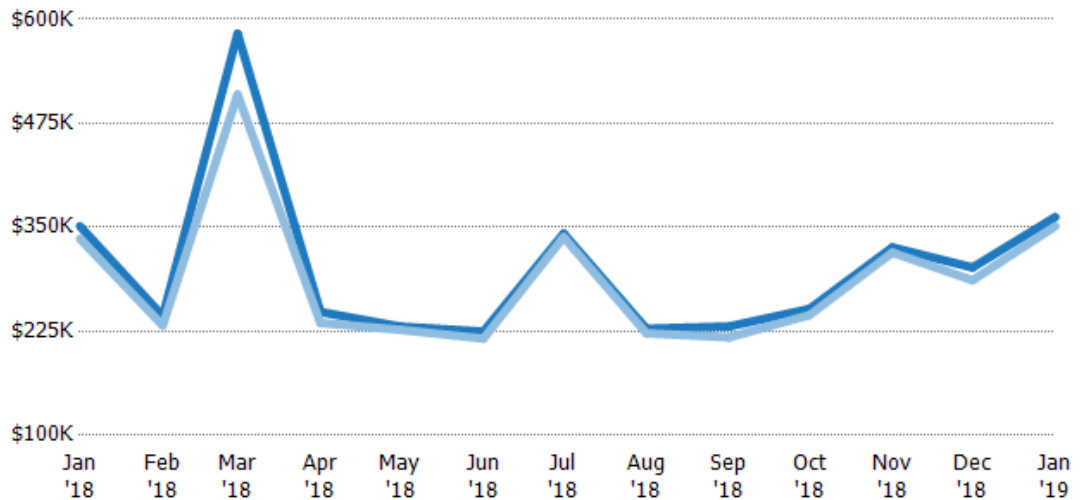
Current Year	\$313K	\$210K	\$315K	\$259K	\$265K	\$238K	\$301K	\$195K	\$237K	\$226K	\$252K	\$319K	\$360K
Prior Year	\$185K	\$210K	\$210K	\$301K	\$270K	\$243K	\$270K	\$259K	\$209K	\$206K	\$225K	\$193K	\$313K
Percent Change from Prior Year	69%	0%	50%	-14%	-2%	-2%	12%	-25%	13%	10%	12%	65%	15%

Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



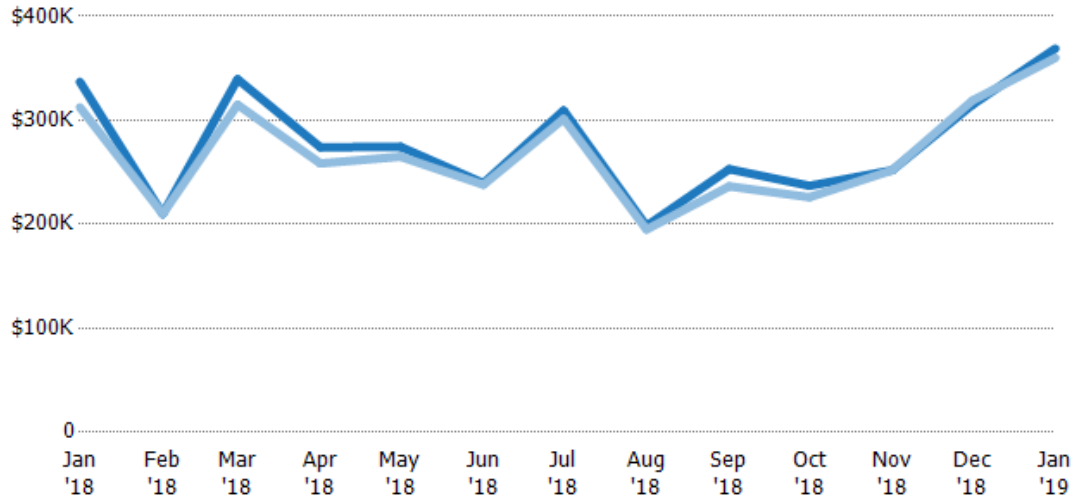
Avg List Price	\$351K	\$243K	\$583K	\$248K	\$231K	\$225K	\$342K	\$228K	\$231K	\$252K	\$326K	\$302K	\$362K
Avg Sales Price	\$336K	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K	\$223K	\$218K	\$244K	\$320K	\$286K	\$351K
Avg Sales Price as a % of Avg List Price	96%	95%	87%	95%	98%	96%	99%	98%	94%	97%	98%	95%	97%

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

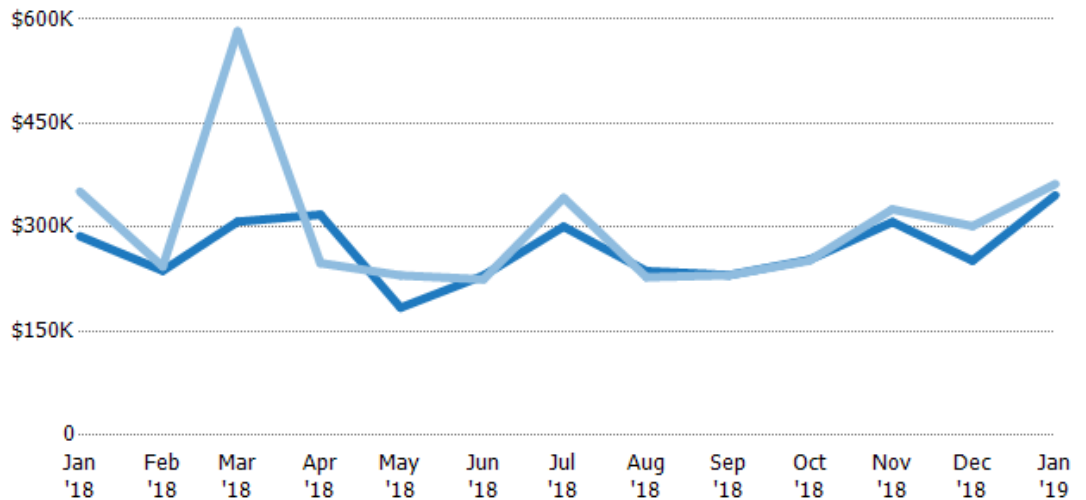


Average Sales Price vs Average Est Value

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

Filters Used

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

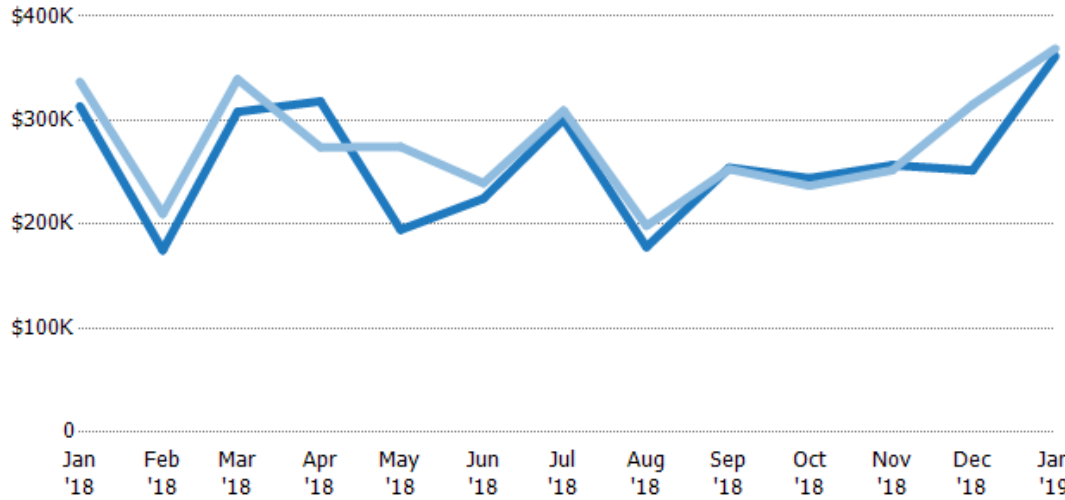


Median Sales Price vs Median Est Value

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

Filters Used

ZIP: 7 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$313K	\$175K	\$308K	\$318K	\$195K	\$225K	\$301K	\$178K	\$254K	\$244K	\$257K	\$252K	\$362K
Median Sales Price	\$337K	\$210K	\$340K	\$274K	\$275K	\$240K	\$309K	\$198K	\$253K	\$237K	\$252K	\$315K	\$369K
Med Sales Price as a % of Med Est Value	107%	120%	110%	86%	141%	107%	103%	111%	99%	97%	98%	125%	102%