

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	3	+100%	10	4	+150%
New Listing Volume	\$1,323,650	\$525,900	+151.7%	\$2,539,950	\$790,887	+221.2%
Active Listing Count	24	27	-11.1%	N/A	N/A	
Active Listing Volume	\$9,298,550	\$10,170,887	-8.6%	N/A	N/A	
Average Listing Price	\$387,440	\$376,700	+2.9%	\$388,978	\$379,718	+2.4%
Median Listing Price	\$356,950	\$299,900	+19%	\$361,475	\$302,436	+19.5%
Median Days in RPR	163.5	215	-24%	153.94	206.54	-25.5%
Months of Inventory	8	6.8	+18.5%	3.7	3.6	+2.9%
Absorption Rate	12.5%	14.81%	-2.3%	27.08%	27.87%	-0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	4	6	-33.3%	10	11	-9.1%
New Pending Sales Volume	\$893,000	\$1,369,400	-34.8%	\$2,957,500	\$3,857,800	-23.3%
Pending Sales Count	13	10	+30%	N/A	N/A	
Pending Sales Volume	\$3,934,900	\$4,377,400	-10.1%	N/A	N/A	
Closed Sales Count	5	9	-44.4%	8	13	-38.5%
Closed Sales Volume	\$1,284,500	\$2,088,195	-38.5%	\$2,338,500	\$3,433,195	-31.9%
Average Sales Price	\$256,900	\$232,022	+10.7%	\$292,312	\$264,092	+10.7%
Median Sales Price	\$236,500	\$210,000	+12.6%	\$282,813	\$241,538	+17.1%

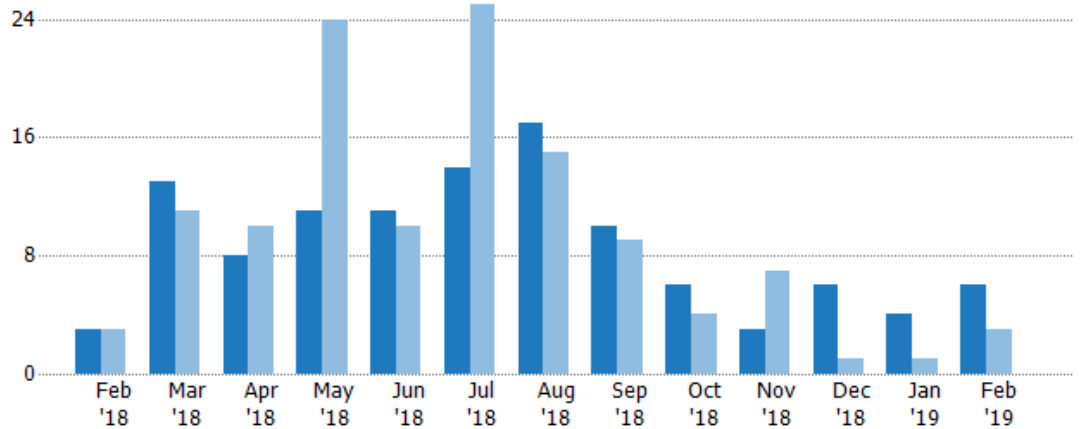
New Listings

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.
Feb '19	6	100%
Feb '18	3	0%
Feb '17	3	300%



Current Year	3	13	8	11	11	14	17	10	6	3	6	4	6
Prior Year	3	11	10	24	10	25	15	9	4	7	1	1	3
Percent Change from Prior Year	0%	18%	-20%	-54%	10%	-44%	13%	11%	50%	-57%	500%	300%	100%

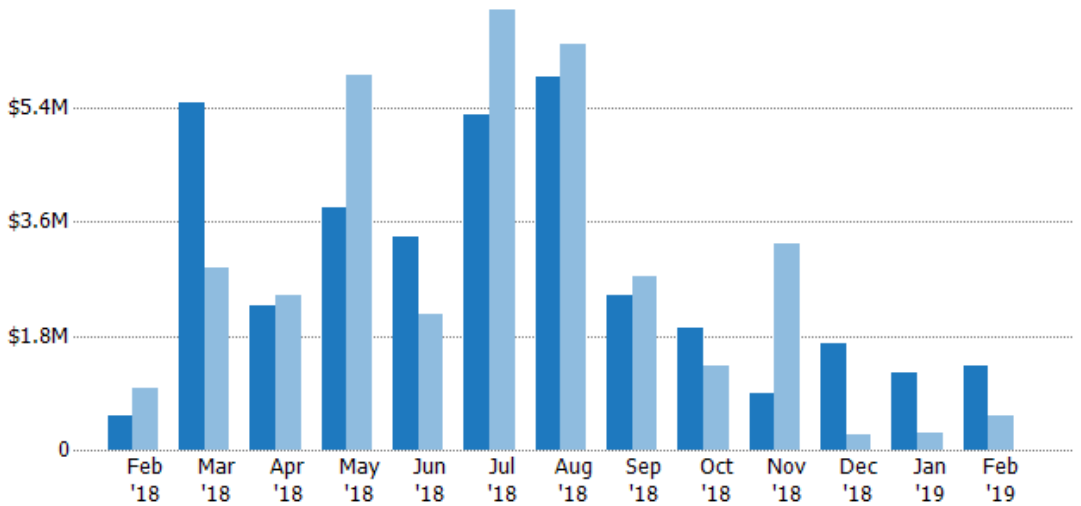
New Listing Volume

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.
Feb '19	\$1.32M	151.7%
Feb '18	\$526K	-46%
Feb '17	\$974K	186.2%



Current Year	\$526K	\$5.48M	\$2.28M	\$3.81M	\$3.37M	\$5.29M	\$5.88M	\$2.44M	\$1.92M	\$900K	\$1.67M	\$1.22M	\$1.32M
Prior Year	\$974K	\$2.87M	\$2.44M	\$5.9M	\$2.14M	\$6.94M	\$6.4M	\$2.72M	\$1.32M	\$3.24M	\$235K	\$265K	\$526K
Percent Change from Prior Year	-46%	91%	-7%	-35%	57%	-24%	-8%	-10%	46%	-72%	610%	359%	152%

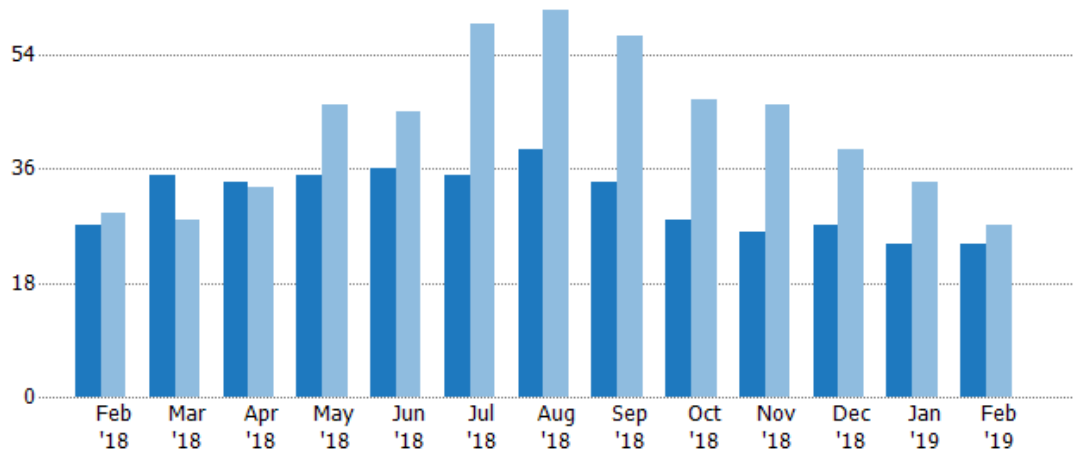
Active Listings

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.
Feb '19	24	-11.1%
Feb '18	27	-6.9%
Feb '17	29	89.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	27	35	34	35	36	35	39	34	28	26	27	24	24
Prior Year	29	28	33	46	45	59	61	57	47	46	39	34	27
Percent Change from Prior Year	-7%	25%	3%	-24%	-20%	-41%	-36%	-40%	-40%	-43%	-31%	-29%	-11%

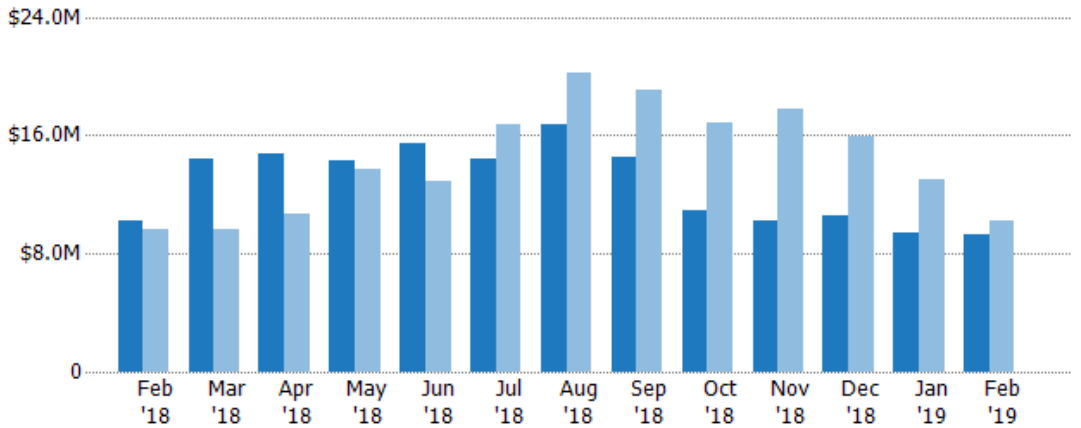
Active Listing Volume

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.
Feb '19	\$9.3M	-8.6%
Feb '18	\$10.2M	5.4%
Feb '17	\$9.65M	49.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	
Current Year	\$10.2M	\$14.4M	\$14.7M	\$14.3M	\$15.4M	\$14.4M	\$16.7M	\$14.6M	\$10.9M	\$10.2M	\$10.6M	\$9.37M	\$9.3M	
Prior Year	\$9.65M	\$9.67M	\$10.7M	\$13.7M	\$12.9M	\$16.8M	\$20.2M	\$19.1M	\$16.8M	\$17.8M	\$15.9M	\$13M	\$10.2M	
Percent Change from Prior Year		5%	49%	37%	5%	20%	-14%	-17%	-23%	-35%	-43%	-33%	-28%	-9%

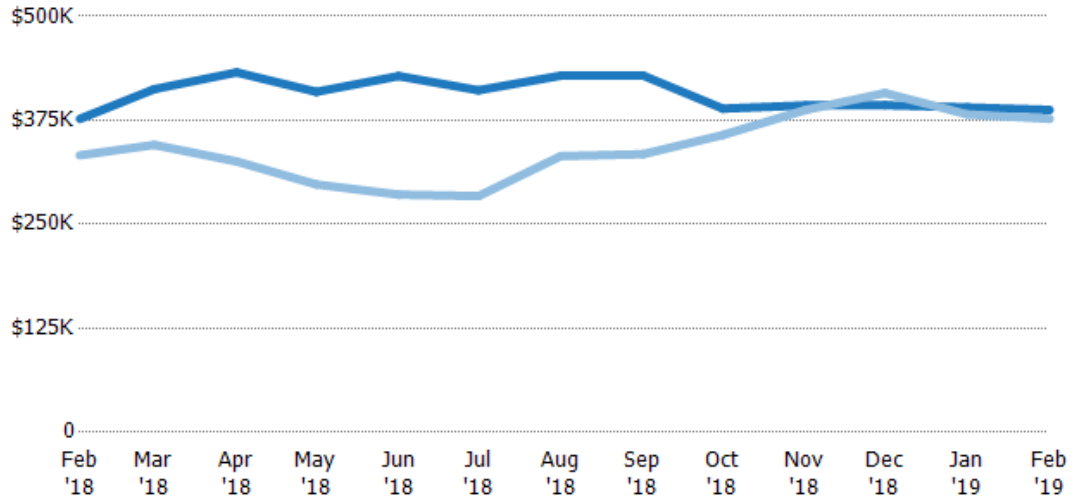
Average Listing Price

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.
Feb '19	\$387K	2.9%
Feb '18	\$377K	13.2%
Feb '17	\$333K	-21.2%



Current Year	\$377K	\$412K	\$433K	\$409K	\$428K	\$411K	\$429K	\$429K	\$389K	\$393K	\$393K	\$391K	\$387K
Prior Year	\$333K	\$345K	\$326K	\$298K	\$286K	\$284K	\$332K	\$334K	\$357K	\$387K	\$408K	\$382K	\$377K
Percent Change from Prior Year	13%	19%	33%	37%	50%	45%	29%	28%	9%	1%	-4%	2%	3%

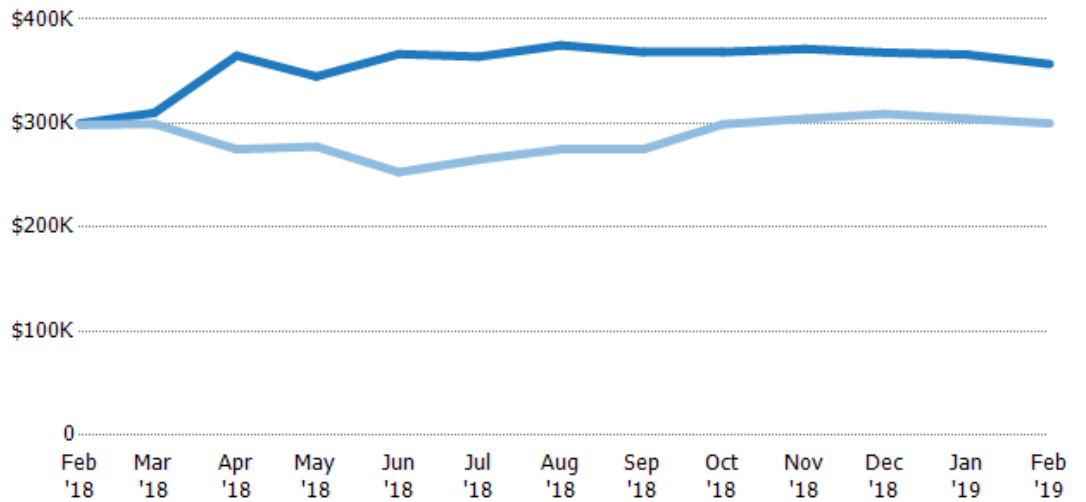
Median Listing Price

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.
Feb '19	\$357K	19%
Feb '18	\$300K	0.5%
Feb '17	\$299K	-21.3%



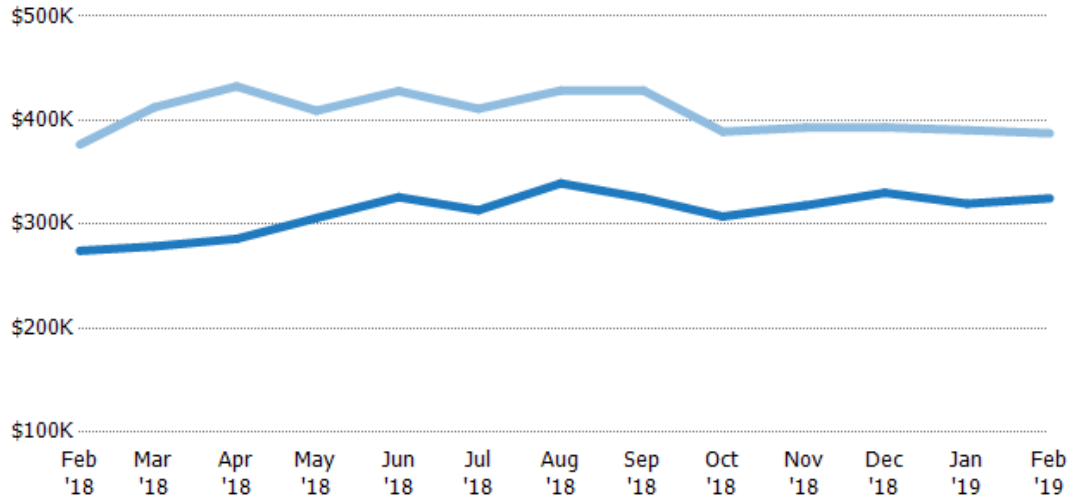
Current Year	\$300K	\$310K	\$365K	\$345K	\$367K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$366K	\$357K
Prior Year	\$299K	\$299K	\$275K	\$278K	\$253K	\$265K	\$275K	\$275K	\$299K	\$304K	\$309K	\$304K	\$300K
Percent Change from Prior Year	0%	4%	33%	24%	45%	37%	36%	34%	23%	22%	19%	20%	19%

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



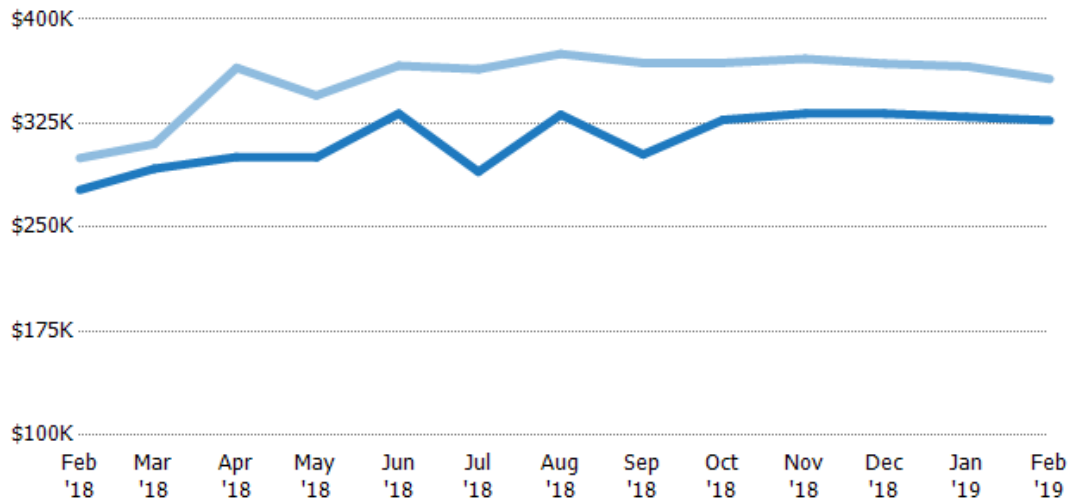
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$275K	\$279K	\$286K	\$306K	\$326K	\$313K	\$339K	\$325K	\$307K	\$318K	\$330K	\$320K	\$325K
Avg Listing Price	\$377K	\$412K	\$433K	\$409K	\$428K	\$411K	\$429K	\$429K	\$389K	\$393K	\$393K	\$391K	\$387K
Avg Listing Price as a % of Avg Est Value	137%	148%	151%	134%	131%	131%	126%	132%	127%	124%	119%	122%	119%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$277K	\$292K	\$301K	\$300K	\$332K	\$290K	\$331K	\$302K	\$327K	\$332K	\$332K	\$330K	\$327K
Median Listing Price	\$300K	\$310K	\$365K	\$345K	\$367K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$366K	\$357K
Med Listing Price as a % of Med Est Value	108%	106%	121%	115%	110%	126%	113%	122%	113%	112%	111%	111%	109%

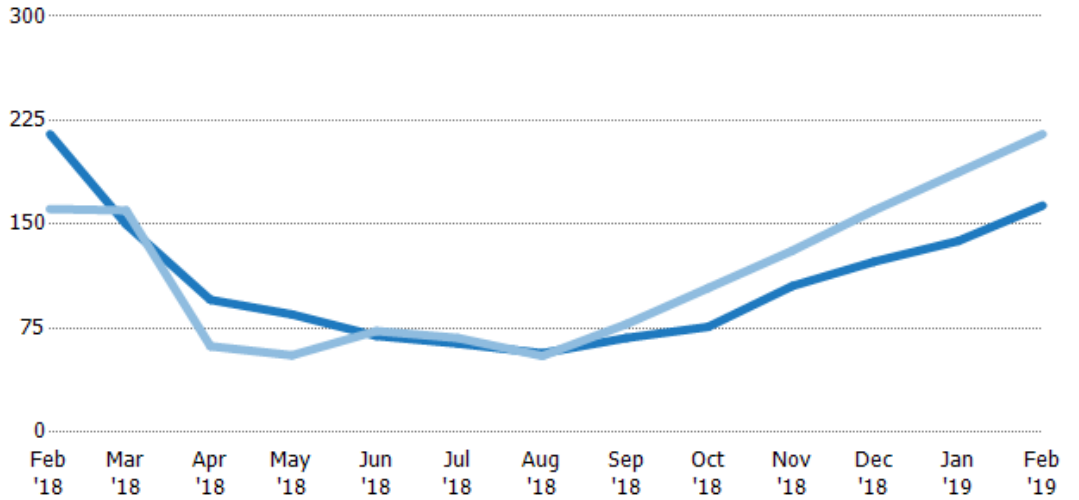
Median Days in RPR

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.
Feb '19	164	-24%
Feb '18	215	33.5%
Feb '17	161	11.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	215	150	95.5	85	69.5	64	57	68	76	106	123	138	164
Prior Year	161	160	62	55.5	73	68	55	78	104	131	160	188	215
Percent Change from Prior Year	34%	-6%	54%	53%	-5%	-6%	4%	-13%	-27%	-19%	-23%	-26%	-24%

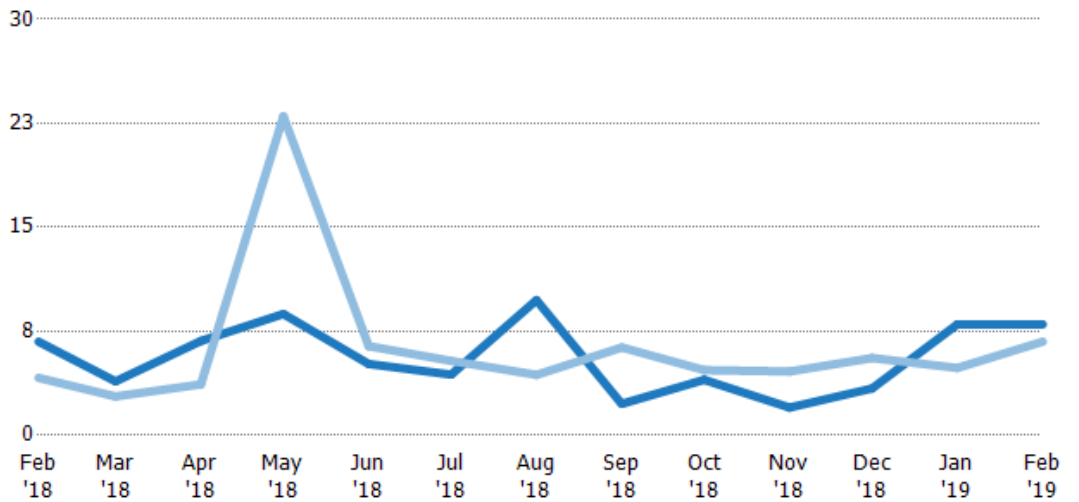
Months of Inventory

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.
Feb '19	8	18.5%
Feb '18	6.75	62.9%
Feb '17	4.14	121.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6.75	3.89	6.8	8.75	5.14	4.38	9.75	2.27	4	2	3.38	8	8
Prior Year	4.14	2.8	3.67	23	6.43	5.36	4.36	6.33	4.7	4.6	5.57	4.86	6.75
Percent Change from Prior Year	63%	39%	85%	-62%	-20%	-18%	124%	-64%	-15%	-57%	-39%	65%	19%

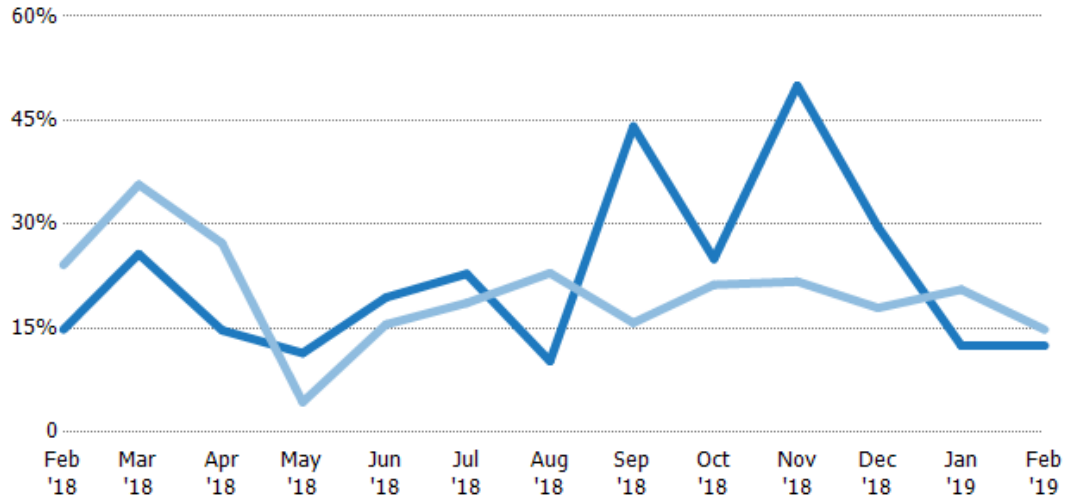
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	13%	2.3%
Feb '18	15%	9.3%
Feb '17	24%	-54.8%



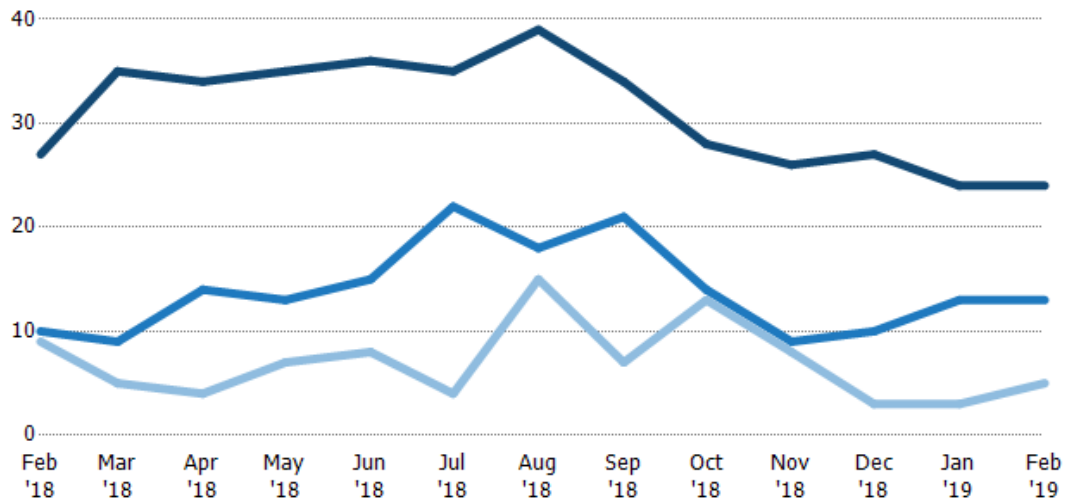
Current Year	15%	26%	15%	11%	19%	23%	10%	44%	25%	50%	30%	13%	13%
Prior Year	24%	36%	27%	4%	16%	19%	23%	16%	21%	22%	18%	21%	15%
Change from Prior Year	9%	10%	13%	-7%	-4%	-4%	13%	-28%	-4%	-28%	-12%	8%	2%

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	27	35	34	35	36	35	39	34	28	26	27	24	24
Pending	10	9	14	13	15	22	18	21	14	9	10	13	13
Sold	9	5	4	7	8	4	15	7	13	8	3	3	5

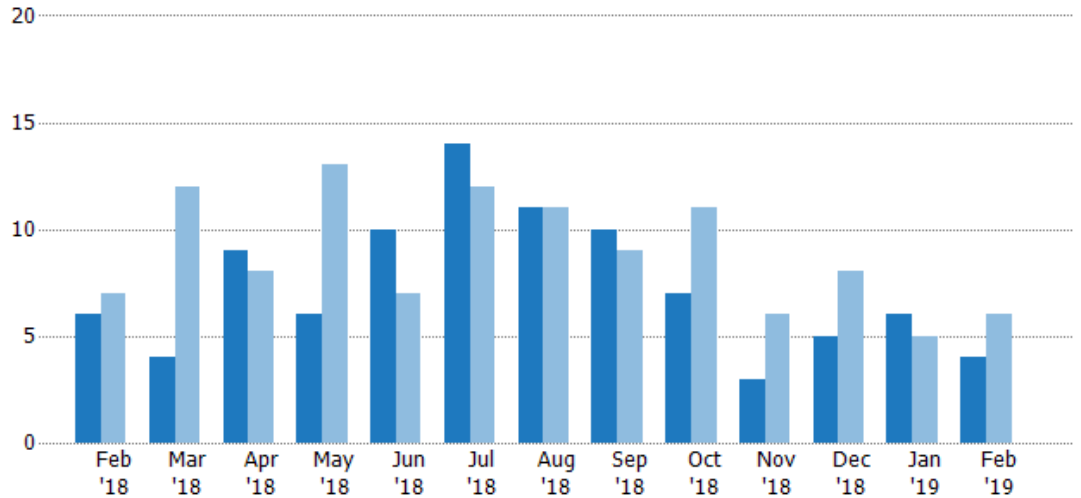
New Pending Sales

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.
Feb '19	4	-33.3%
Feb '18	6	-14.3%
Feb '17	7	0%



Current Year	6	4	9	6	10	14	11	10	7	3	5	6	4
Prior Year	7	12	8	13	7	12	11	9	11	6	8	5	6
Percent Change from Prior Year	-14%	-67%	13%	-54%	43%	17%	0%	11%	-36%	-50%	-38%	20%	-33%

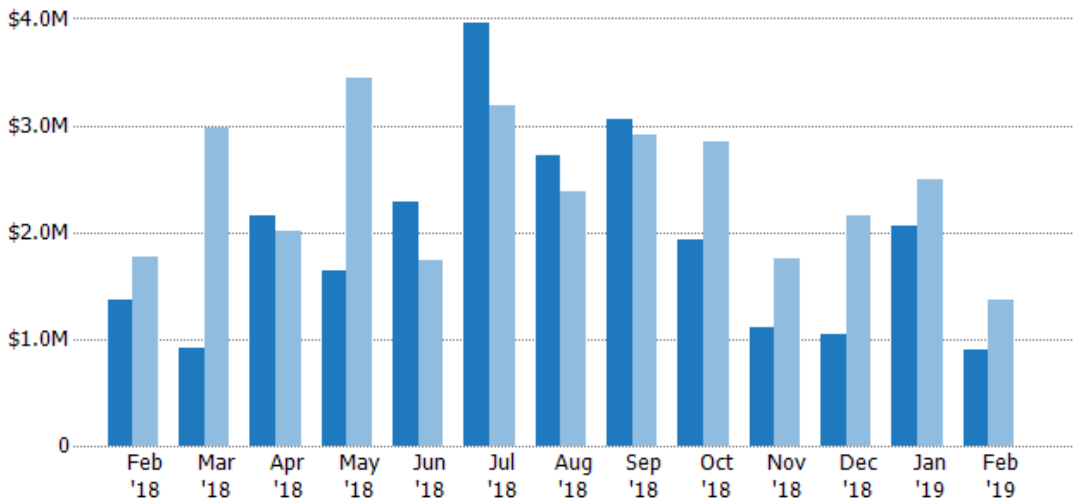
New Pending Sales Volume

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.
Feb '19	\$893K	-34.8%
Feb '18	\$1.37M	-22.3%
Feb '17	\$1.76M	-20.1%



Current Year	\$1.37M	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.95M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$893K
Prior Year	\$1.76M	\$2.97M	\$2.01M	\$3.45M	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M
Percent Change from Prior Year	-22%	-69%	7%	-52%	31%	24%	14%	5%	-32%	-37%	-51%	-17%	-35%

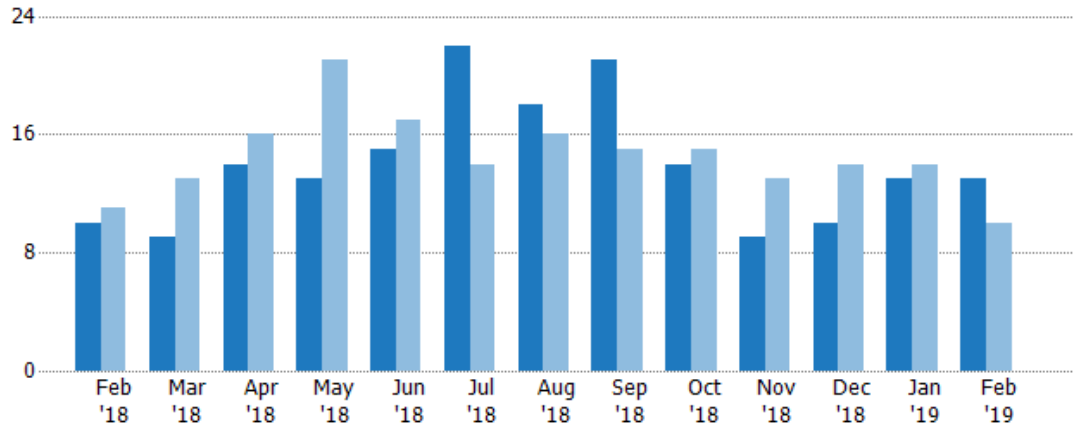
Pending Sales

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.
Feb '19	13	30%
Feb '18	10	-9.1%
Feb '17	11	18.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	10	9	14	13	15	22	18	21	14	9	10	13	13
Prior Year	11	13	16	21	17	14	16	15	15	13	14	14	10
Percent Change from Prior Year	-9%	-31%	-13%	-38%	-12%	57%	13%	40%	-7%	-31%	-29%	-7%	30%

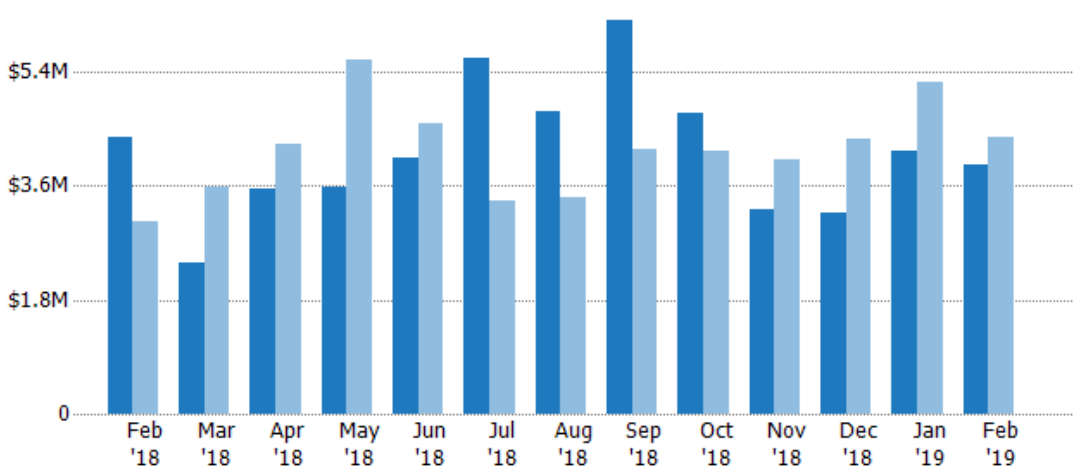
Pending Sales Volume

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.
Feb '19	\$3.93M	-10.1%
Feb '18	\$4.38M	44.7%
Feb '17	\$3.03M	-18.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$4.38M	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.62M	\$4.77M	\$6.21M	\$4.74M	\$3.24M	\$3.16M	\$4.14M	\$3.93M
Prior Year	\$3.03M	\$3.57M	\$4.25M	\$5.58M	\$4.58M	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M
Percent Change from Prior Year	45%	-33%	-17%	-36%	-12%	67%	40%	49%	14%	-19%	-27%	-21%	-10%

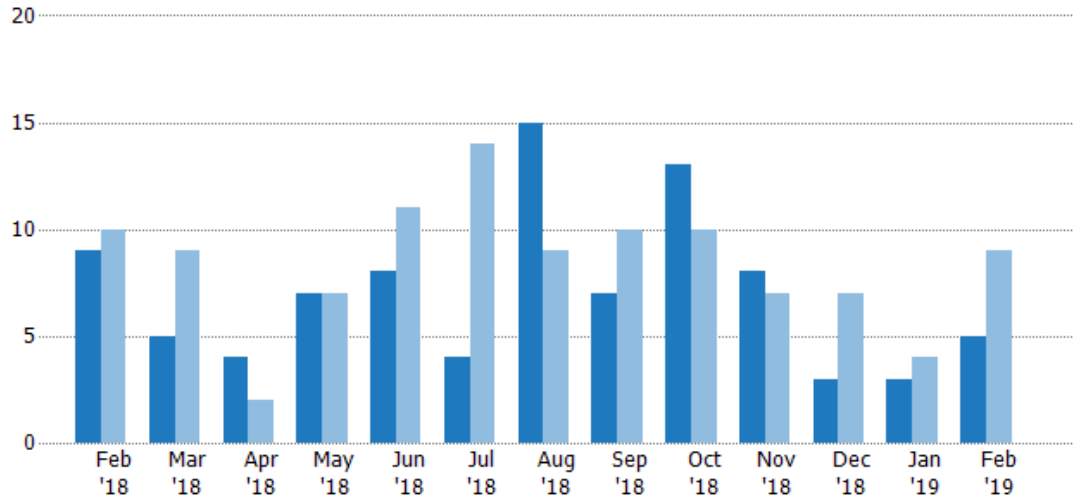
Closed Sales

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.
Feb '19	5	-44.4%
Feb '18	9	-10%
Feb '17	10	-80%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9	5	4	7	8	4	15	7	13	8	3	3	5
Prior Year	10	9	2	7	11	14	9	10	10	7	7	4	9
Percent Change from Prior Year	-10%	-44%	100%	0%	-27%	-71%	67%	-30%	30%	14%	-57%	-25%	-44%

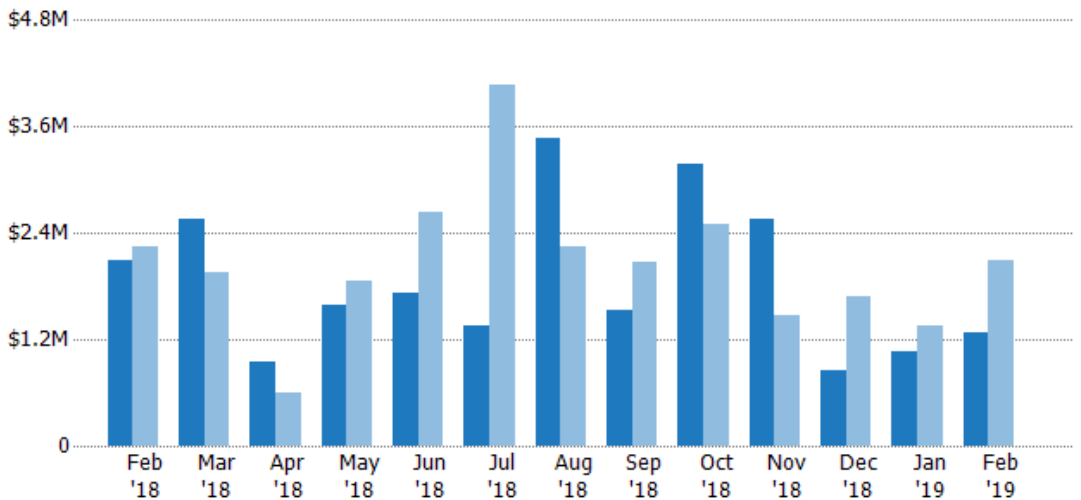
Closed Sales Volume

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.
Feb '19	\$1.28M	-38.5%
Feb '18	\$2.09M	-7%
Feb '17	\$2.24M	-83.6%



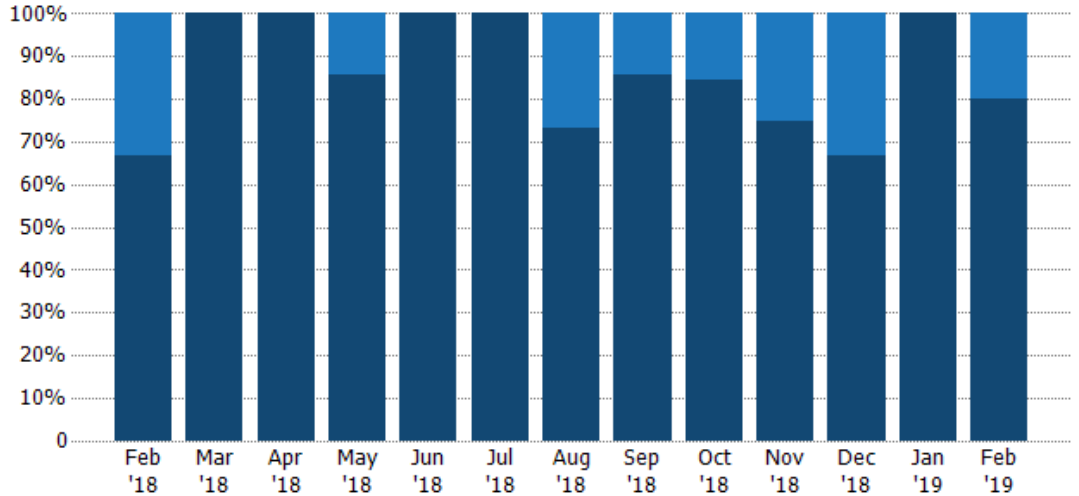
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M	\$1.28M
Prior Year	\$2.24M	\$1.96M	\$602K	\$1.86M	\$2.64M	\$4.08M	\$2.25M	\$2.08M	\$2.51M	\$1.47M	\$1.68M	\$1.35M	\$2.09M
Percent Change from Prior Year	-7%	30%	56%	-15%	-34%	-67%	55%	-27%	27%	74%	-49%	-22%	-38%

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	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	33%	-	-	14%	-	-	27%	14%	15%	25%	33%	-	20%
Single Family Residence	67%	100%	100%	86%	100%	100%	73%	86%	85%	75%	67%	100%	80%

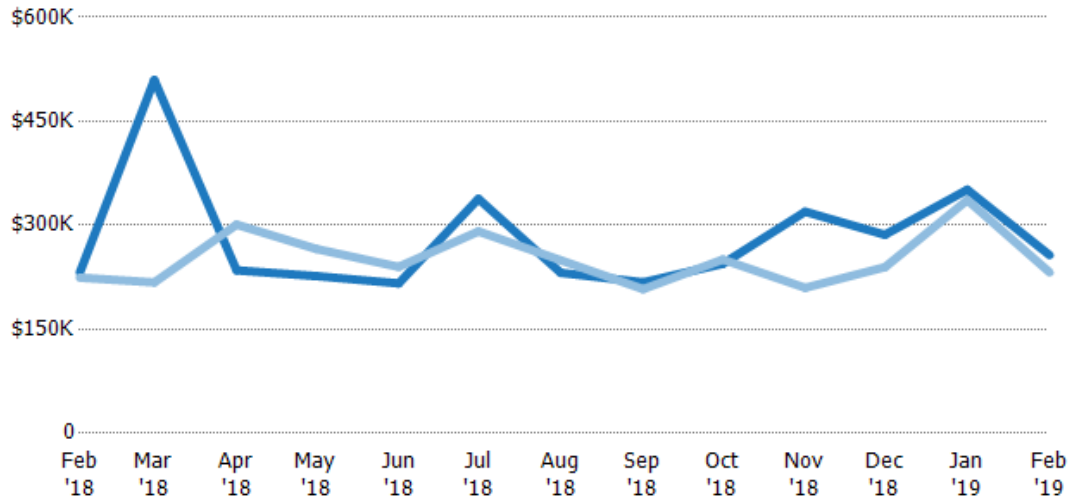
Average Sales Price

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.
Feb '19	\$257K	10.7%
Feb '18	\$232K	3.4%
Feb '17	\$224K	-18.1%



Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K
Prior Year	\$224K	\$218K	\$301K	\$266K	\$240K	\$291K	\$250K	\$208K	\$251K	\$210K	\$240K	\$336K	\$232K
Percent Change from Prior Year	3%	134%	-22%	-15%	-10%	16%	-7%	5%	-2%	52%	20%	4%	11%

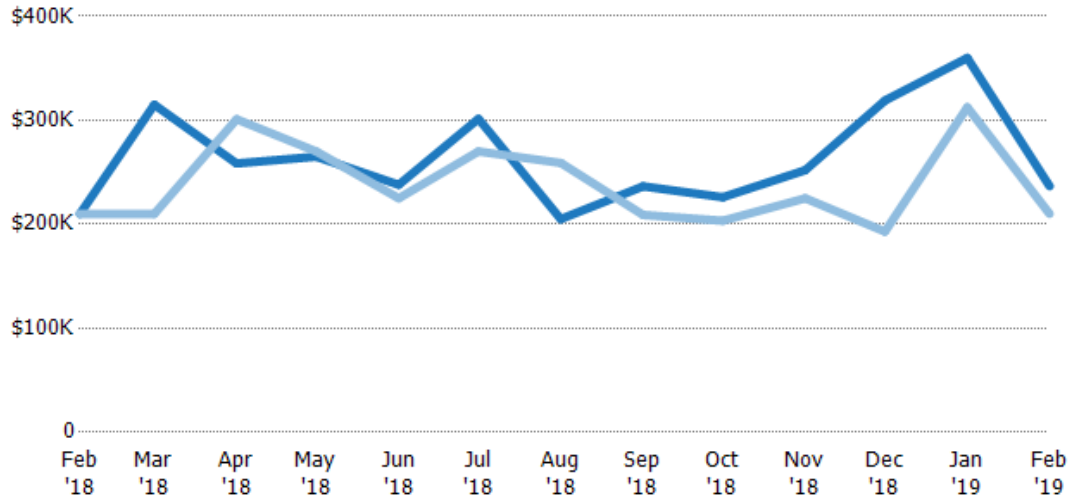
Median Sales Price

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.
Feb '19	\$237K	12.6%
Feb '18	\$210K	0%
Feb '17	\$210K	-12.5%



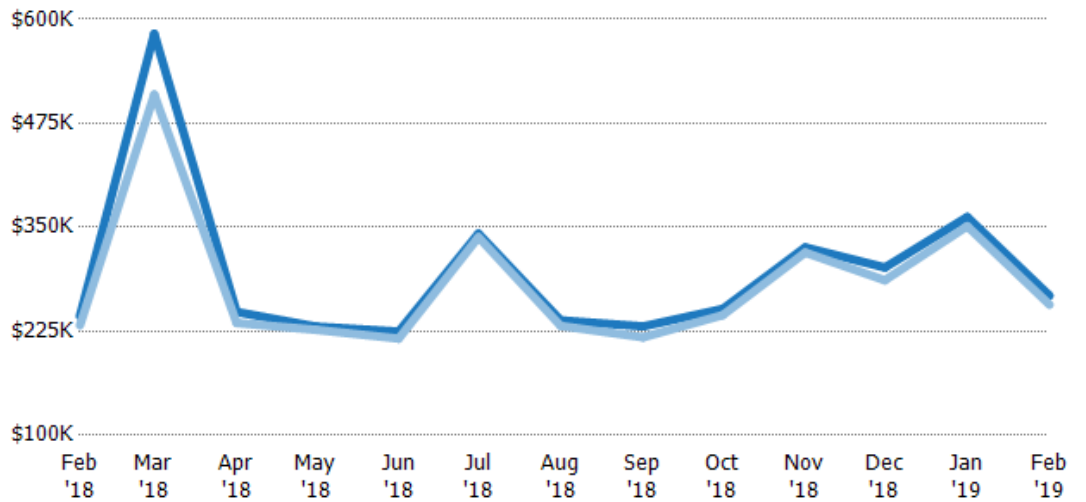
Current Year	\$210K	\$315K	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K
Prior Year	\$210K	\$210K	\$301K	\$270K	\$225K	\$270K	\$259K	\$209K	\$203K	\$225K	\$193K	\$313K	\$210K
Percent Change from Prior Year	0%	50%	-14%	-2%	6%	12%	-21%	13%	11%	12%	65%	15%	13%

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



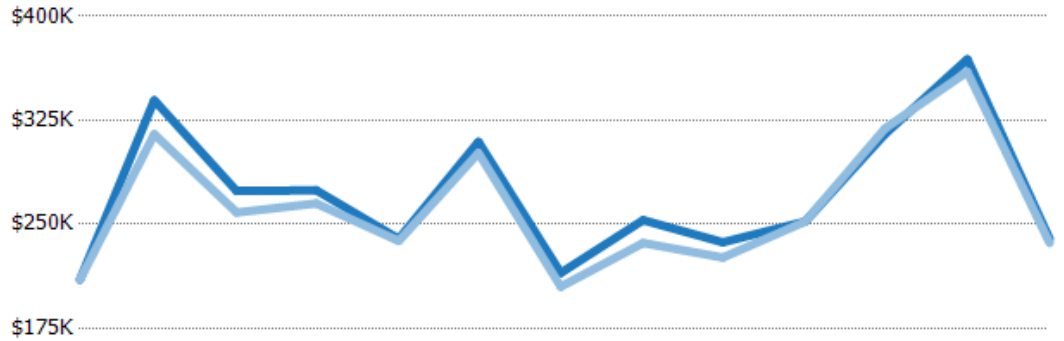
Avg List Price	\$243K	\$583K	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K
Avg Sales Price	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K
Avg Sales Price as a % of Avg List Price	95%	87%	95%	98%	96%	99%	97%	94%	97%	98%	95%	97%	96%

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



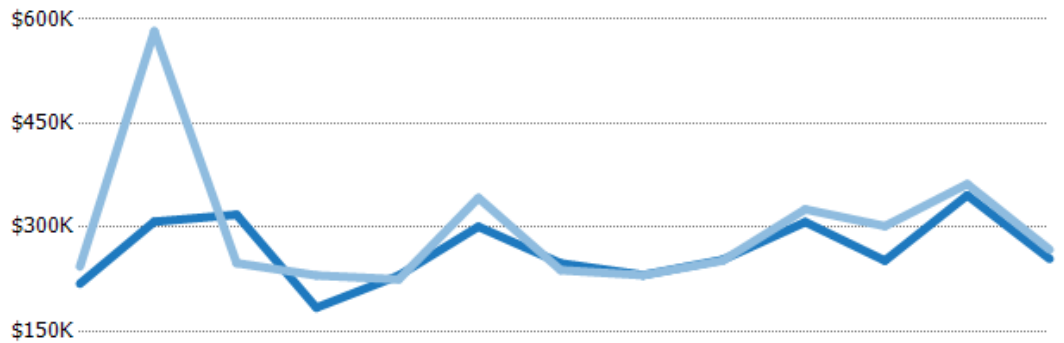
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$210K	\$340K	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K
Median Sales Price	\$210K	\$315K	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K
Med Sales Price as a % of Med List Price	100%	93%	94%	97%	99%	97%	95%	93%	95%	100%	101%	98%	99%

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



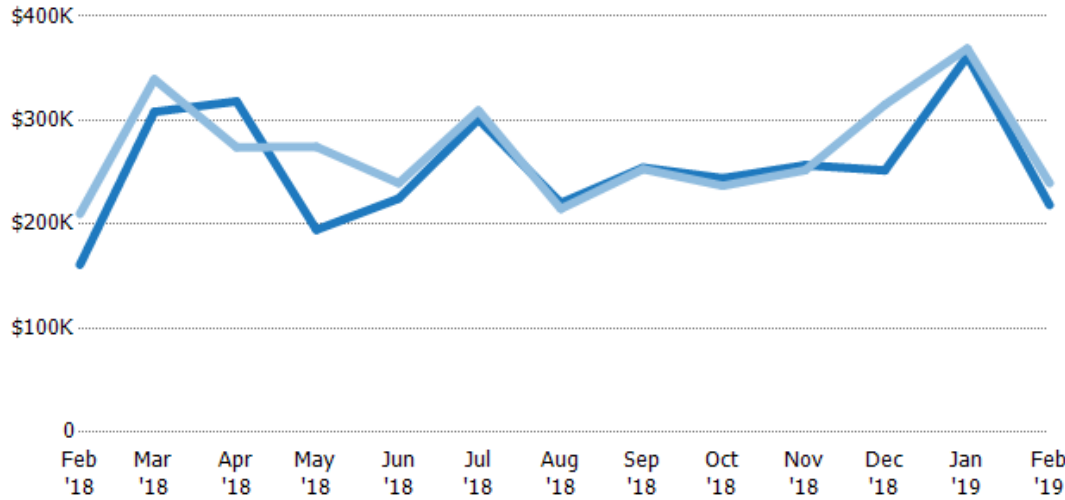
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$219K	\$308K	\$318K	\$184K	\$230K	\$301K	\$248K	\$231K	\$253K	\$308K	\$252K	\$346K	\$254K
Avg Sales Price	\$243K	\$583K	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K
Avg Sales Price as a % of Avg Est Value	111%	189%	78%	125%	98%	114%	96%	100%	99%	106%	120%	105%	105%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$161K	\$308K	\$318K	\$195K	\$225K	\$301K	\$220K	\$254K	\$244K	\$257K	\$252K	\$362K	\$218K
Median Sales Price	\$210K	\$340K	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K
Med Sales Price as a % of Med Est Value	130%	110%	86%	141%	107%	103%	97%	99%	97%	98%	125%	102%	110%