

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	8	+50%	28	25	+12%
New Listing Volume	\$3,218,400	\$2,275,900	+41.4%	\$7,677,350	\$8,548,387	-10.2%
Active Listing Count	–	34	–	N/A	N/A	
Active Listing Volume	–	\$14,707,687	–	N/A	N/A	
Average Listing Price	–	\$432,579	–	\$402,395	\$402,350	+0%
Median Listing Price	–	\$365,000	–	\$365,310	\$320,835	+13.9%
Median Days in RPR	–	95.5	–	121.97	173.5	-29.7%
Months of Inventory	–	6.8	-100%	3	4.6	-34.4%
Absorption Rate	–	14.71%	–	32.84%	21.54%	+11.3%
Sales Activity Charts Metrics						
New Pending Sales Count	6	9	-33.3%	26	24	+8.3%
New Pending Sales Volume	\$1,158,800	\$2,153,400	-46.2%	\$6,614,450	\$6,928,700	-4.5%
Pending Sales Count	–	14	–	N/A	N/A	
Pending Sales Volume	–	\$3,541,900	–	N/A	N/A	
Closed Sales Count	4	4	+–	16	22	-27.3%
Closed Sales Volume	\$773,300	\$940,000	-17.7%	\$4,117,923	\$6,920,695	-40.5%
Average Sales Price	\$193,325	\$235,000	-17.7%	\$257,370	\$314,577	-18.2%
Median Sales Price	\$181,000	\$258,500	-30%	\$246,797	\$261,318	-5.6%

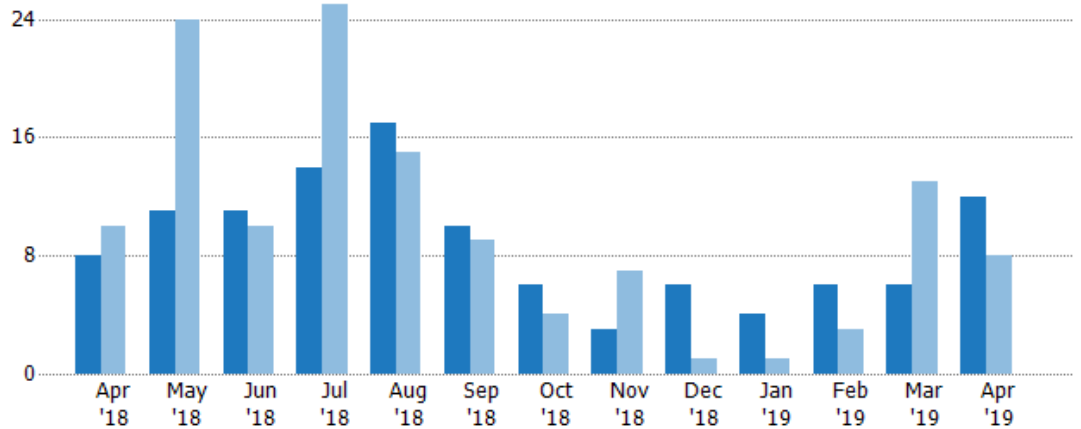
New Listings

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.
Apr '19	12	50%
Apr '18	8	-20%
Apr '17	10	20%



Current Year	8	11	11	14	17	10	6	3	6	4	6	6	12
Prior Year	10	24	10	25	15	9	4	7	1	1	3	13	8
Percent Change from Prior Year	-20%	-54%	10%	-44%	13%	11%	50%	-57%	500%	300%	100%	-54%	50%

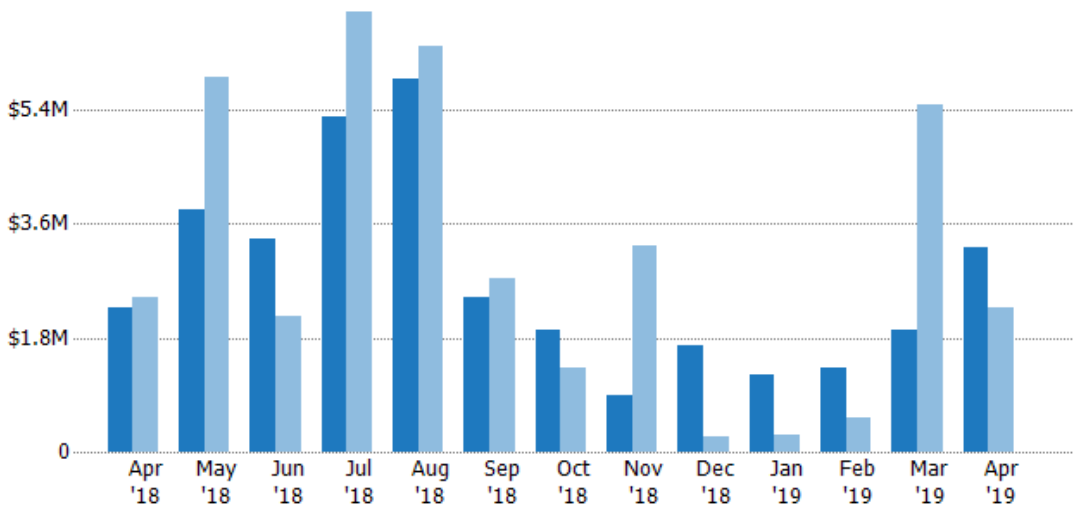
New Listing Volume

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.
Apr '19	\$3.22M	41.4%
Apr '18	\$2.28M	-6.9%
Apr '17	\$2.44M	50.9%



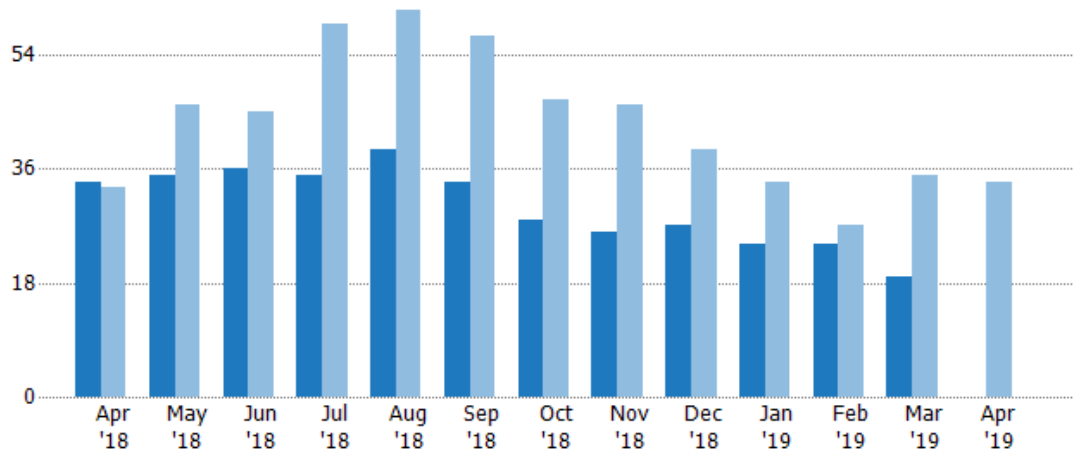
Current Year	\$2.28M	\$3.81M	\$3.37M	\$5.29M	\$5.88M	\$2.44M	\$1.92M	\$900K	\$1.67M	\$1.22M	\$1.32M	\$1.92M	\$3.22M
Prior Year	\$2.44M	\$5.9M	\$2.14M	\$6.94M	\$6.4M	\$2.72M	\$1.32M	\$3.24M	\$235K	\$265K	\$526K	\$5.48M	\$2.28M
Percent Change from Prior Year	-7%	-35%	57%	-24%	-8%	-10%	46%	-72%	610%	359%	152%	-65%	41%

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



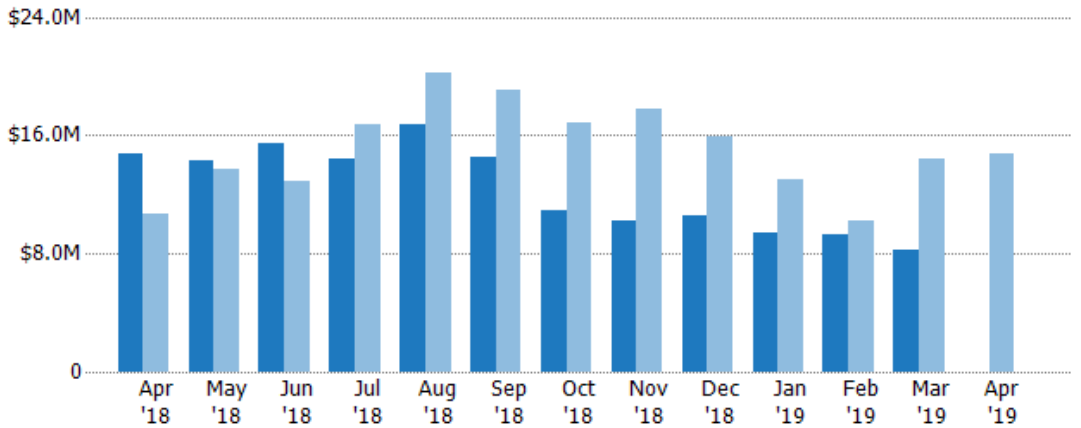
Current Year	34	35	36	35	39	34	28	26	27	24	24	19	-
Prior Year	33	46	45	59	61	57	47	46	39	34	27	35	34
Percent Change from Prior Year	3%	-24%	-20%	-41%	-36%	-40%	-40%	-43%	-31%	-29%	-11%	-46%	-100%

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



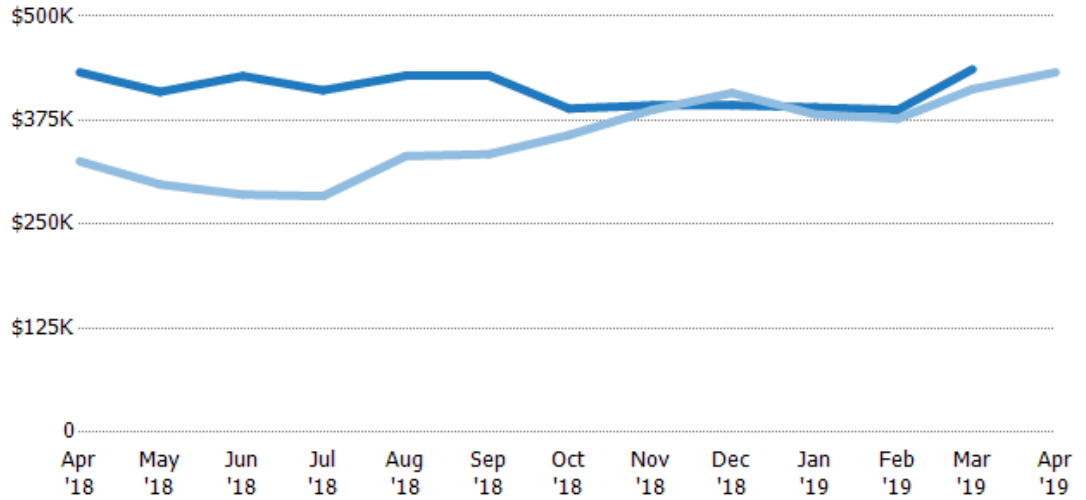
Current Year	\$14.7M	\$14.3M	\$15.4M	\$14.4M	\$16.7M	\$14.6M	\$10.9M	\$10.2M	\$10.6M	\$9.37M	\$9.3M	\$8.29M	-
Prior Year	\$10.7M	\$13.7M	\$12.9M	\$16.8M	\$20.2M	\$19.1M	\$16.8M	\$17.8M	\$15.9M	\$13M	\$10.2M	\$14.4M	\$14.7M
Percent Change from Prior Year	37%	5%	20%	-14%	-17%	-23%	-35%	-43%	-33%	-28%	-9%	-43%	-100%

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



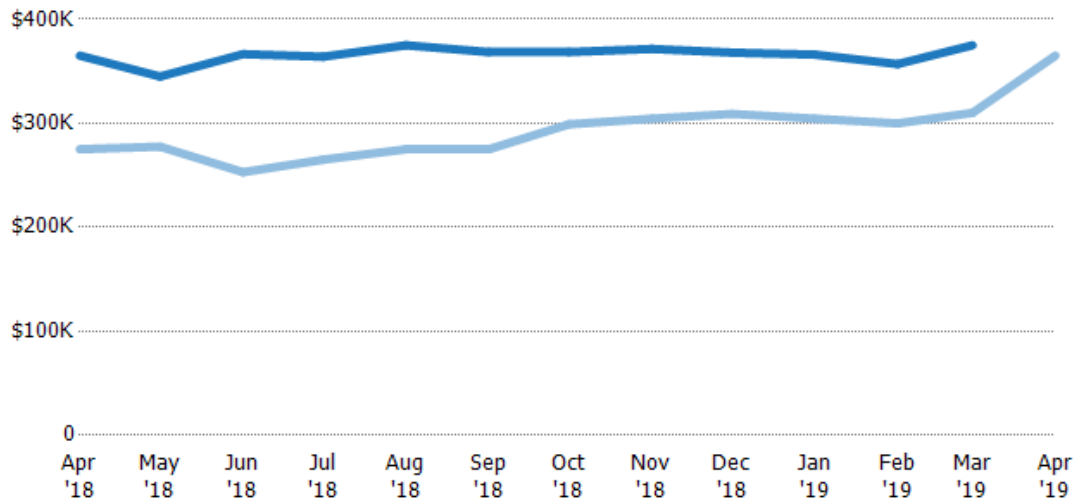
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$433K	\$409K	\$428K	\$411K	\$429K	\$429K	\$389K	\$393K	\$393K	\$391K	\$387K	\$436K	-
Prior Year	\$326K	\$298K	\$286K	\$284K	\$332K	\$334K	\$357K	\$387K	\$408K	\$382K	\$377K	\$412K	\$433K
Percent Change from Prior Year	33%	37%	50%	45%	29%	28%	9%	1%	-4%	2%	3%	6%	-100%

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



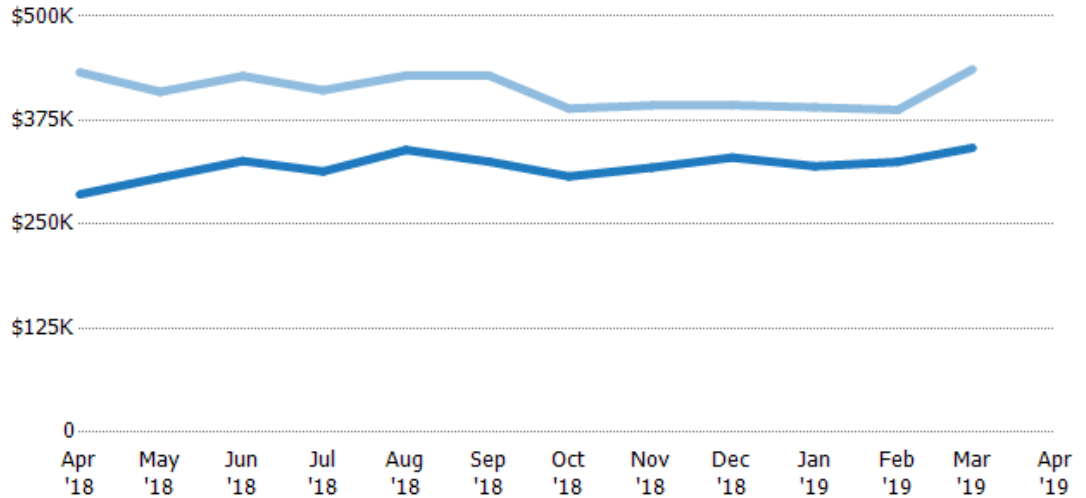
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$365K	\$345K	\$367K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$366K	\$357K	\$375K	-
Prior Year	\$275K	\$278K	\$253K	\$265K	\$275K	\$275K	\$299K	\$304K	\$309K	\$304K	\$300K	\$310K	\$365K
Percent Change from Prior Year	33%	24%	45%	37%	36%	34%	23%	22%	19%	20%	19%	21%	-100%

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



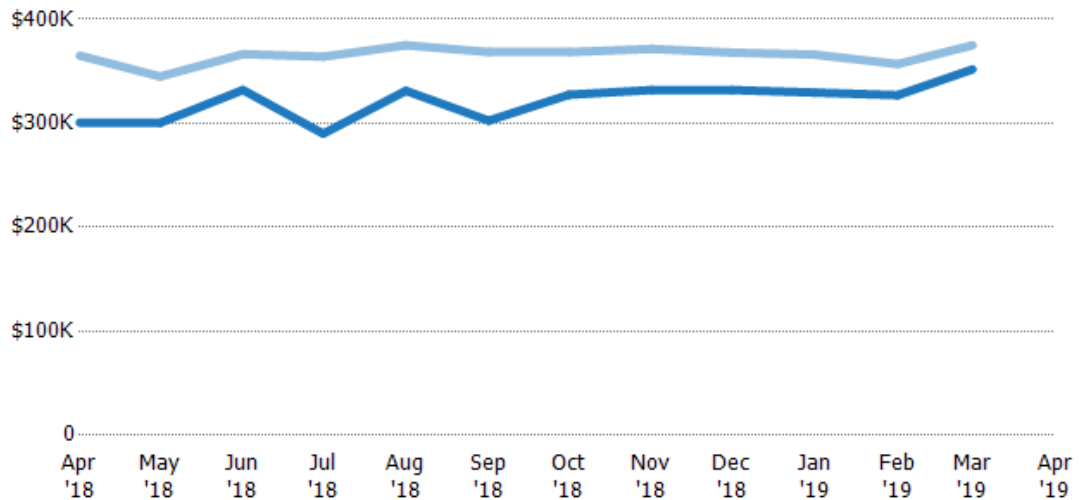
Avg Est Value	\$286K	\$306K	\$326K	\$313K	\$339K	\$325K	\$307K	\$318K	\$330K	\$320K	\$325K	\$342K	-
Avg Listing Price	\$433K	\$409K	\$428K	\$411K	\$429K	\$429K	\$389K	\$393K	\$393K	\$391K	\$387K	\$436K	-
Avg Listing Price as a % of Avg Est Value	151%	134%	131%	131%	126%	132%	127%	124%	119%	122%	119%	128%	-

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



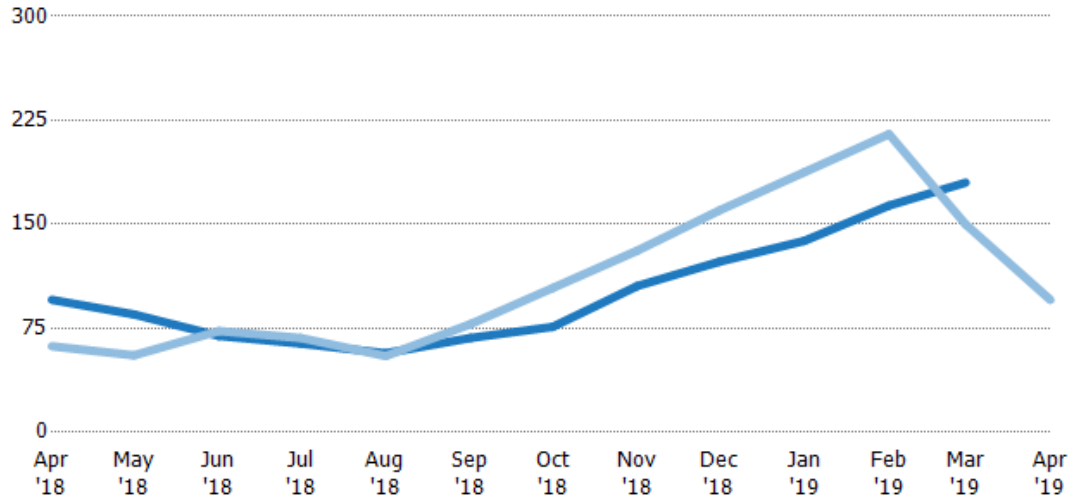
Median Est Value	\$301K	\$300K	\$332K	\$290K	\$331K	\$302K	\$327K	\$332K	\$332K	\$330K	\$327K	\$352K	-
Median Listing Price	\$365K	\$345K	\$367K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$366K	\$357K	\$375K	-
Med Listing Price as a % of Med Est Value	121%	115%	110%	126%	113%	122%	113%	112%	111%	111%	109%	107%	-

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



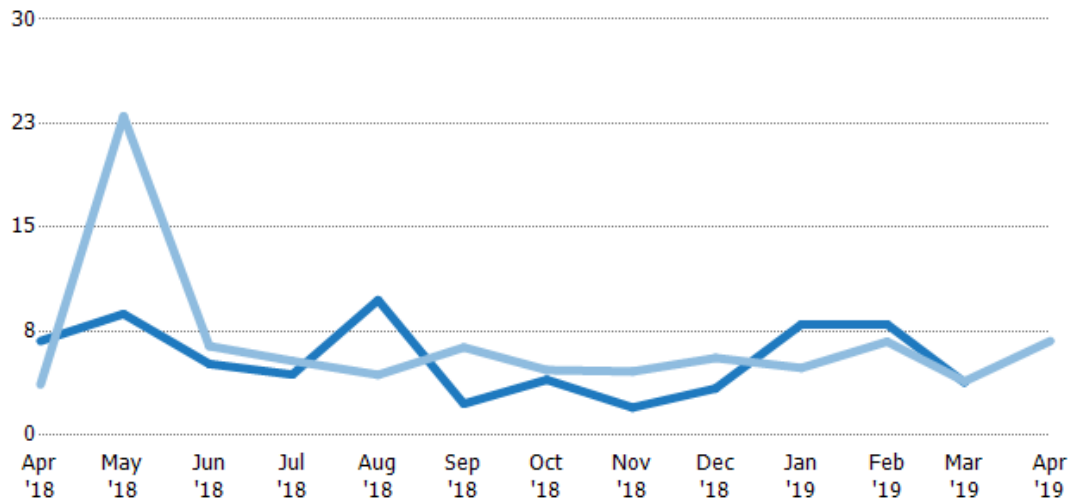
Current Year	95.5	85	69.5	64	57	68	76	106	123	138	164	180	-
Prior Year	62	55.5	73	68	55	78	104	131	160	188	215	150	95.5
Percent Change from Prior Year	54%	53%	-5%	-6%	4%	-13%	-27%	-19%	-23%	-26%	-24%	20%	-100%

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



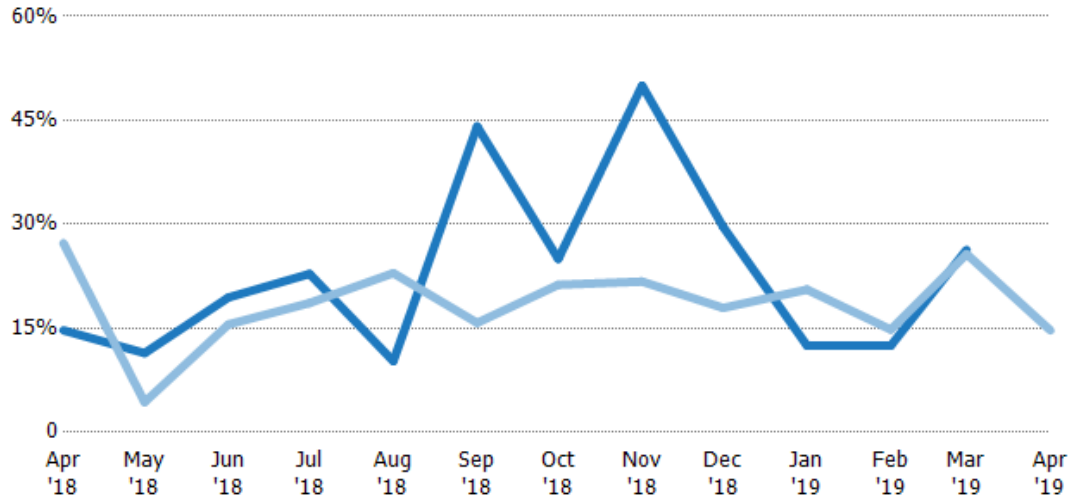
Current Year	6.8	8.75	5.14	4.38	9.75	2.27	4	2	3.38	8	8	3.8	-
Prior Year	3.67	23	6.43	5.36	4.36	6.33	4.7	4.6	5.57	4.86	6.75	3.89	6.8
Percent Change from Prior Year	85%	-62%	-20%	-18%	124%	-64%	-15%	-57%	-39%	65%	19%	-2%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



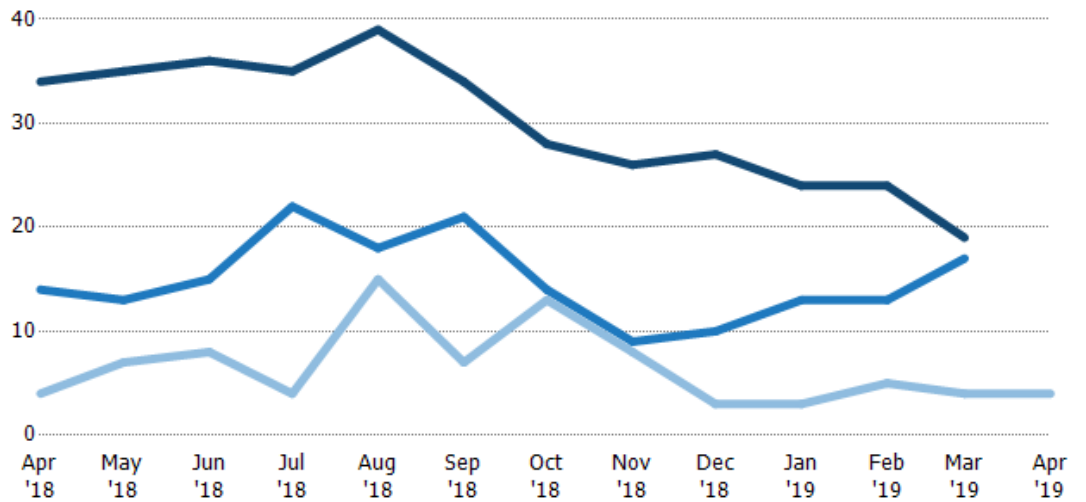
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	15%	11%	19%	23%	10%	44%	25%	50%	30%	13%	13%	26%	-
Prior Year	27%	4%	16%	19%	23%	16%	21%	22%	18%	21%	15%	26%	15%
Change from Prior Year	13%	-7%	-4%	-4%	13%	-28%	-4%	-28%	-12%	8%	2%	-1%	15%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	34	35	36	35	39	34	28	26	27	24	24	19	-
Pending	14	13	15	22	18	21	14	9	10	13	13	17	-
Sold	4	7	8	4	15	7	13	8	3	3	5	4	4

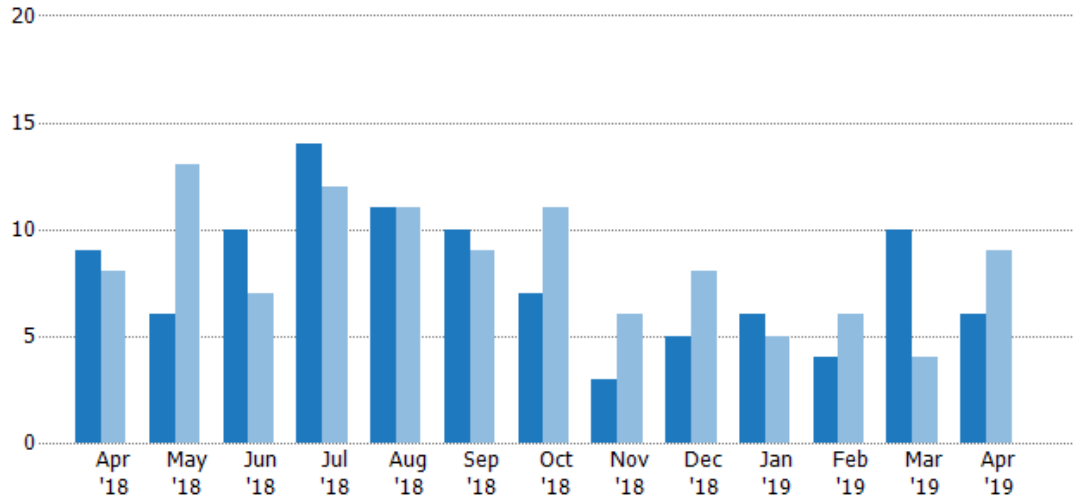
New Pending Sales

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.
Apr '19	6	-33.3%
Apr '18	9	12.5%
Apr '17	8	0%



Current Year	9	6	10	14	11	10	7	3	5	6	4	10	6
Prior Year	8	13	7	12	11	9	11	6	8	5	6	4	9
Percent Change from Prior Year	13%	-54%	43%	17%	0%	11%	-36%	-50%	-38%	20%	-33%	150%	-33%

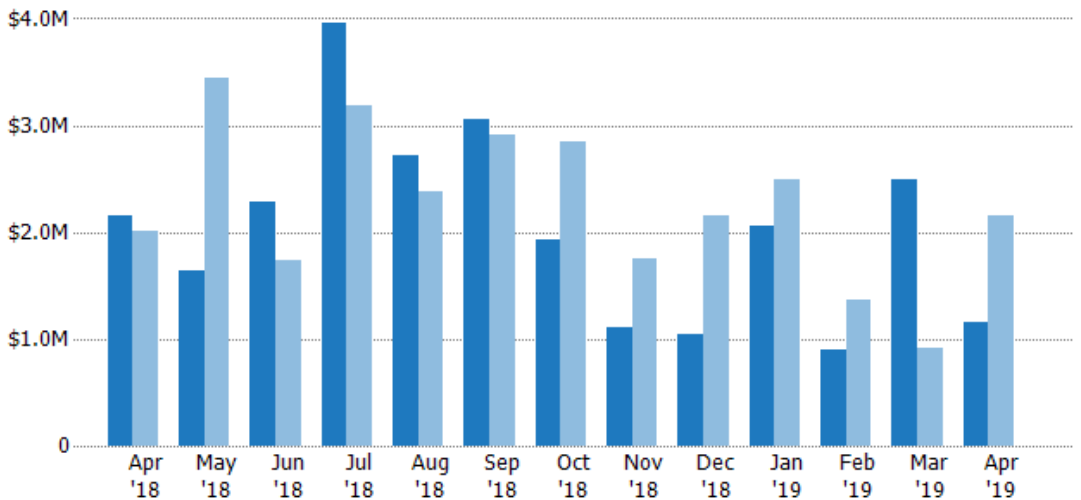
New Pending Sales Volume

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.
Apr '19	\$1.16M	-46.2%
Apr '18	\$2.15M	7.2%
Apr '17	\$2.01M	13.1%



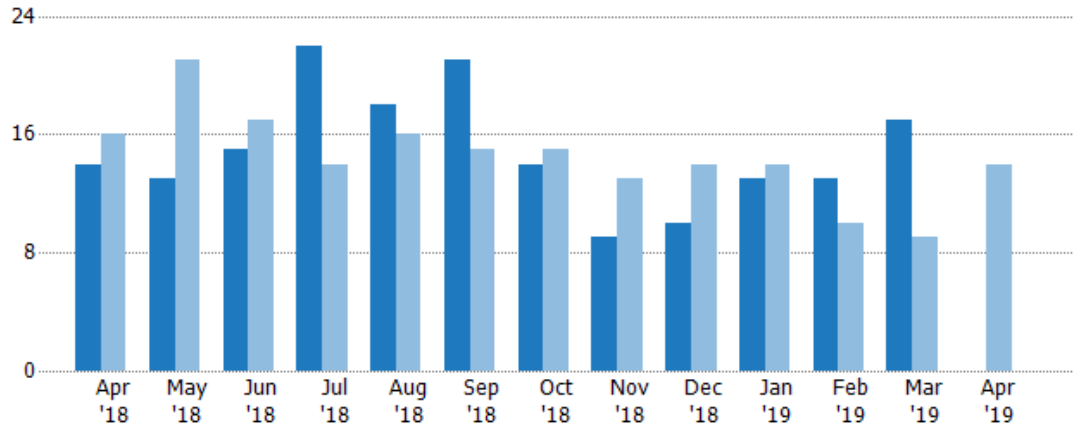
Current Year	\$2.15M	\$1.64M	\$2.28M	\$3.95M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$893K	\$2.5M	\$1.16M
Prior Year	\$2.01M	\$3.45M	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K	\$2.15M
Percent Change from Prior Year	7%	-52%	31%	24%	14%	5%	-32%	-37%	-51%	-17%	-35%	172%	-46%

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



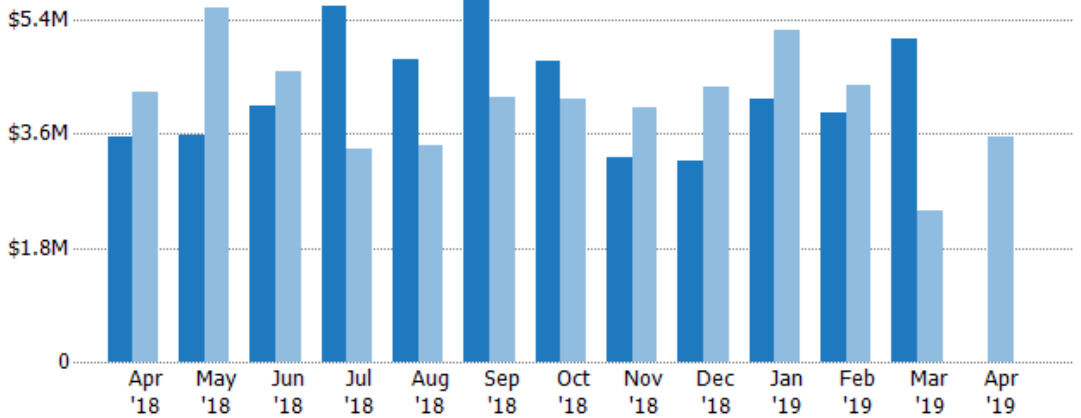
Current Year	14	13	15	22	18	21	14	9	10	13	13	17	-
Prior Year	16	21	17	14	16	15	15	13	14	14	10	9	14
Percent Change from Prior Year	-13%	-38%	-12%	57%	13%	40%	-7%	-31%	-29%	-7%	30%	89%	-100%

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



Current Year	\$3.54M	\$3.57M	\$4.05M	\$5.62M	\$4.77M	\$6.21M	\$4.74M	\$3.24M	\$3.16M	\$4.14M	\$3.93M	\$5.09M	-
Prior Year	\$4.25M	\$5.58M	\$4.58M	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M	\$3.54M
Percent Change from Prior Year	-17%	-36%	-12%	67%	40%	49%	14%	-19%	-27%	-21%	-10%	114%	-100%

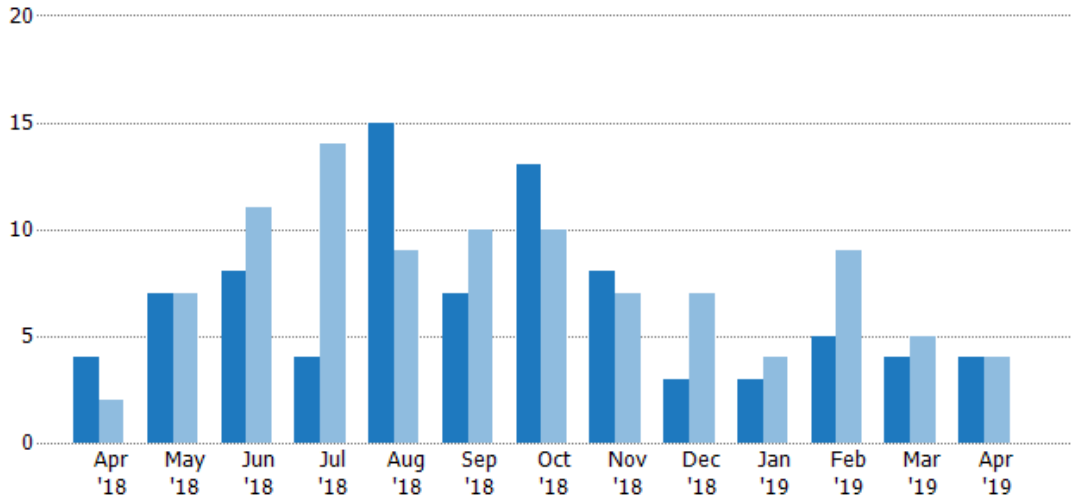
Closed Sales

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.
Apr '19	4	0%
Apr '18	4	100%
Apr '17	2	200%



Current Year	4	7	8	4	15	7	13	8	3	3	5	4	4
Prior Year	2	7	11	14	9	10	10	7	7	4	9	5	4
Percent Change from Prior Year	100%	0%	-27%	-71%	67%	-30%	30%	14%	-57%	-25%	-44%	-20%	0%

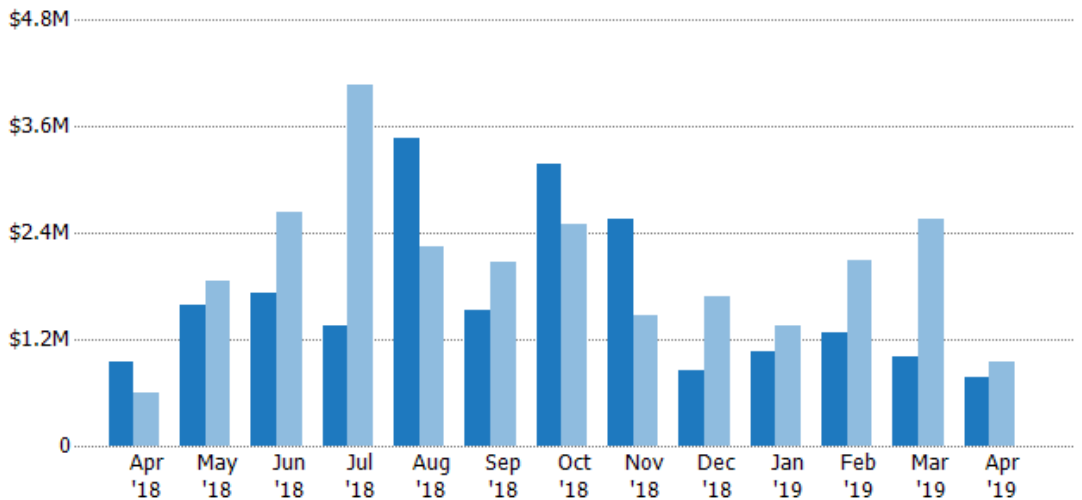
Closed Sales Volume

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.
Apr '19	\$773K	-17.7%
Apr '18	\$940K	56.1%
Apr '17	\$602K	101.6%



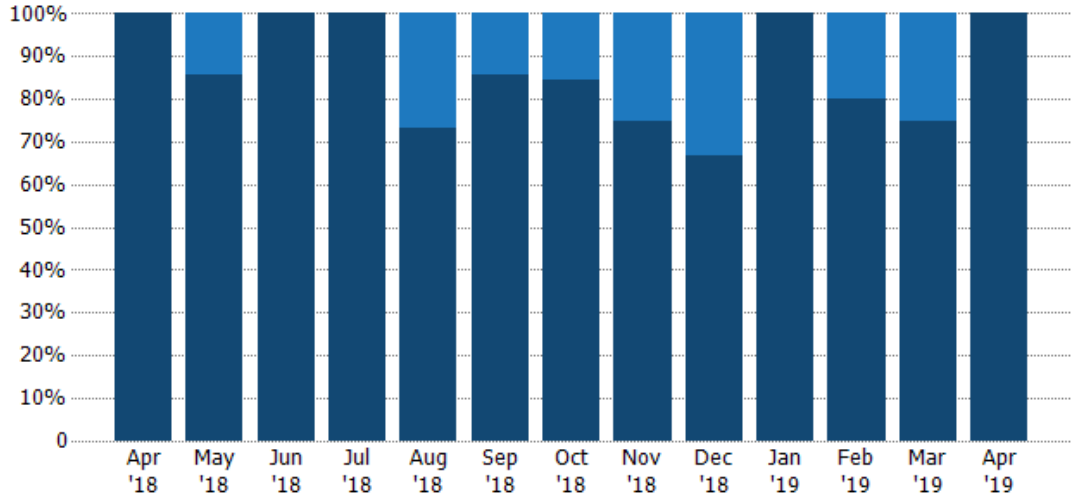
Current Year	\$940K	\$1.59M	\$1.73M	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$773K
Prior Year	\$602K	\$1.86M	\$2.64M	\$4.08M	\$2.25M	\$2.08M	\$2.51M	\$1.47M	\$1.68M	\$1.35M	\$2.09M	\$2.55M	\$940K
Percent Change from Prior Year	56%	-15%	-34%	-67%	55%	-27%	27%	74%	-49%	-22%	-38%	-61%	-18%

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



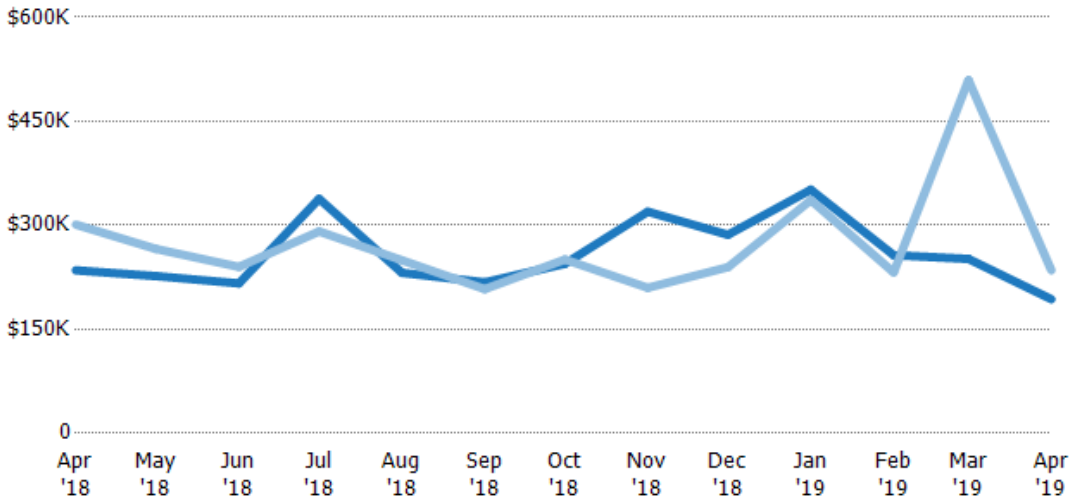
Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Condo/Townhouse	-	14%	-	-	27%	14%	15%	25%	33%	-	20%	25%	-
Single Family Residence	100%	86%	100%	100%	73%	86%	85%	75%	67%	100%	80%	75%	100%

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.
Apr '19	\$193K	-17.7%
Apr '18	\$235K	-21.9%
Apr '17	\$301K	-32.8%

Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$193K
Prior Year	\$301K	\$266K	\$240K	\$291K	\$250K	\$208K	\$251K	\$210K	\$240K	\$336K	\$232K	\$510K	\$235K
Percent Change from Prior Year	-22%	-15%	-10%	16%	-7%	5%	-2%	52%	20%	4%	11%	-51%	-18%

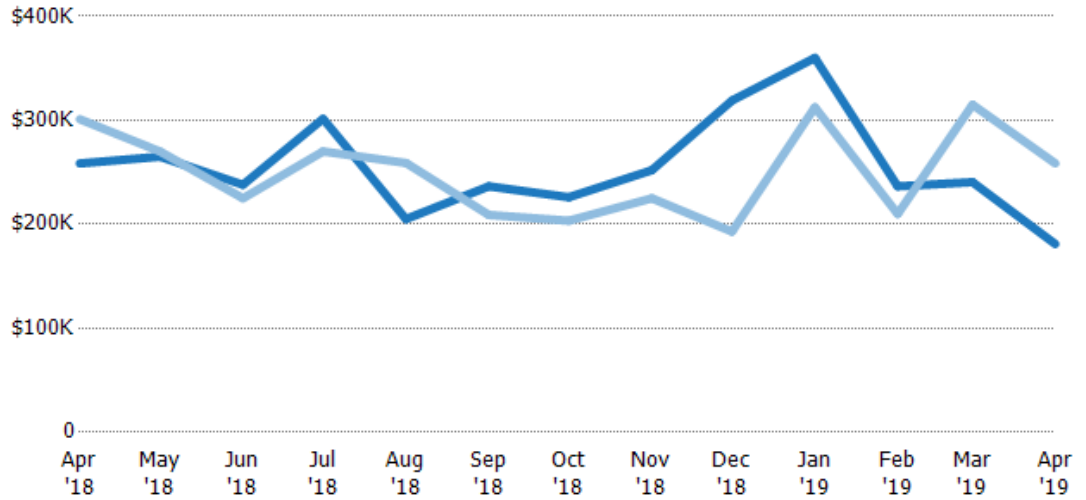
Median Sales Price

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.
Apr '19	\$181K	-30%
Apr '18	\$259K	-14.1%
Apr '17	\$301K	-43.7%



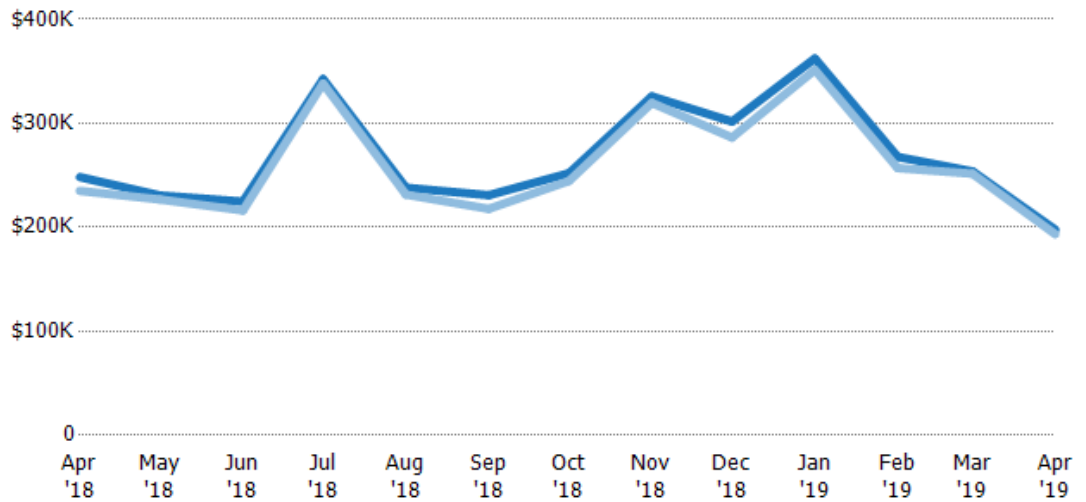
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K
Prior Year	\$301K	\$270K	\$225K	\$270K	\$259K	\$209K	\$203K	\$225K	\$193K	\$313K	\$210K	\$315K	\$259K
Percent Change from Prior Year	-14%	-2%	6%	12%	-21%	13%	11%	12%	65%	15%	13%	-24%	-30%

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



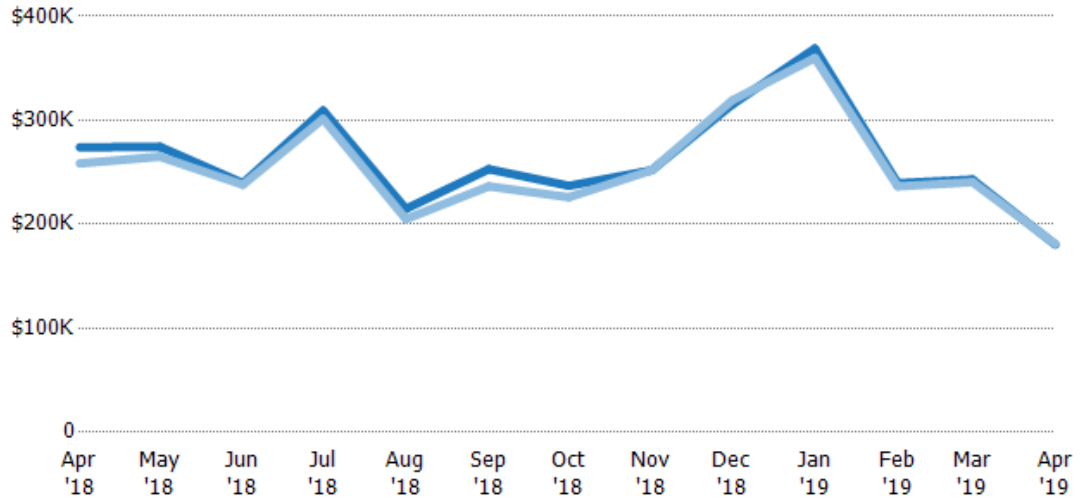
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$198K
Avg Sales Price	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$193K
Avg Sales Price as a % of Avg List Price	95%	98%	96%	99%	97%	94%	97%	98%	95%	97%	96%	99%	98%

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



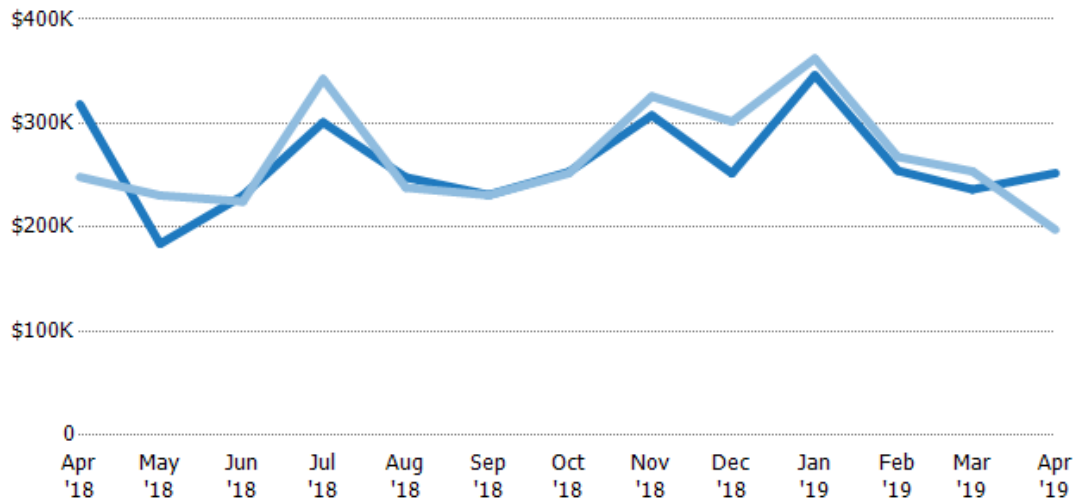
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$180K
Median Sales Price	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K
Med Sales Price as a % of Med List Price	94%	97%	99%	97%	95%	93%	95%	100%	101%	98%	99%	99%	100%

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



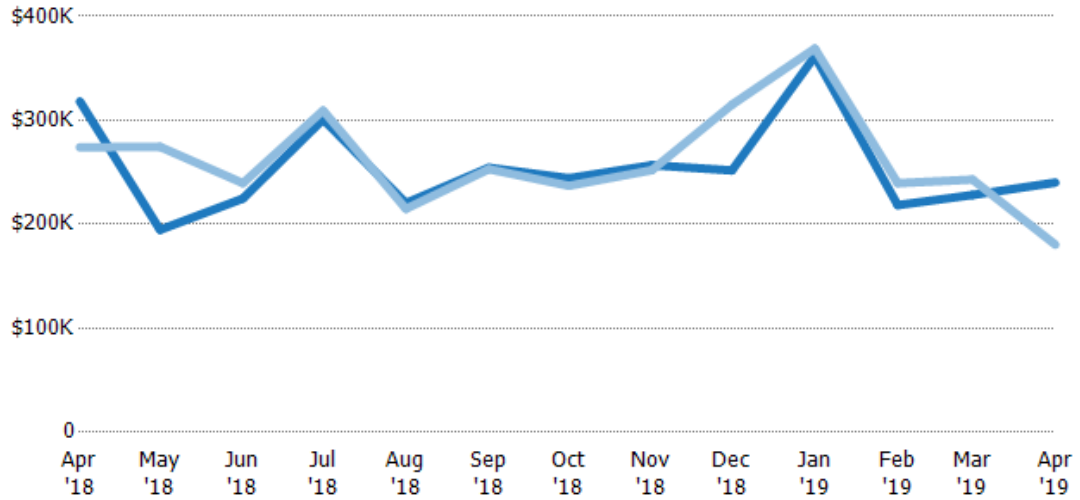
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$318K	\$184K	\$230K	\$301K	\$248K	\$231K	\$253K	\$308K	\$252K	\$346K	\$254K	\$236K	\$252K
Avg Sales Price	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$198K
Avg Sales Price as a % of Avg Est Value	78%	125%	98%	114%	96%	100%	99%	106%	120%	105%	105%	107%	78%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$318K	\$195K	\$225K	\$301K	\$220K	\$254K	\$244K	\$257K	\$252K	\$362K	\$218K	\$228K	\$240K
Median Sales Price	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$180K
Med Sales Price as a % of Med Est Value	86%	141%	107%	103%	97%	99%	97%	98%	125%	102%	110%	106%	75%