

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	10	+90%	51	35	+45.7%
New Listing Volume	\$6,460,400	\$3,215,899	+100.9%	\$15,251,350	\$11,714,286	+30.2%
Active Listing Count	31	34	-8.8%	N/A	N/A	
Active Listing Volume	\$12,826,000	\$13,676,586	-6.2%	N/A	N/A	
Average Listing Price	\$413,742	\$402,253	+2.9%	\$410,849	\$396,388	+3.6%
Median Listing Price	\$364,000	\$322,000	+13%	\$358,787	\$314,240	+14.2%
Median Days in RPR	46	85	-45.9%	118.88	149.4	-20.4%
Months of Inventory	4.4	8.5	-47.9%	4.1	4.6	-10.2%
Absorption Rate	22.58%	11.76%	+10.8%	24.37%	21.88%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	6	+150%	47	30	+56.7%
New Pending Sales Volume	\$4,671,800	\$1,644,000	+184.2%	\$12,953,650	\$8,572,700	+51.1%
Pending Sales Count	25	13	+92.3%	N/A	N/A	
Pending Sales Volume	\$7,326,800	\$3,571,900	+105.1%	N/A	N/A	
Closed Sales Count	9	7	+28.6%	28	29	-3.4%
Closed Sales Volume	\$2,877,000	\$1,587,000	+81.3%	\$7,566,923	\$8,507,695	-11.1%
Average Sales Price	\$319,667	\$226,714	+41%	\$270,247	\$293,369	-7.9%
Median Sales Price	\$320,000	\$265,000	+20.8%	\$263,277	\$262,207	+0.4%

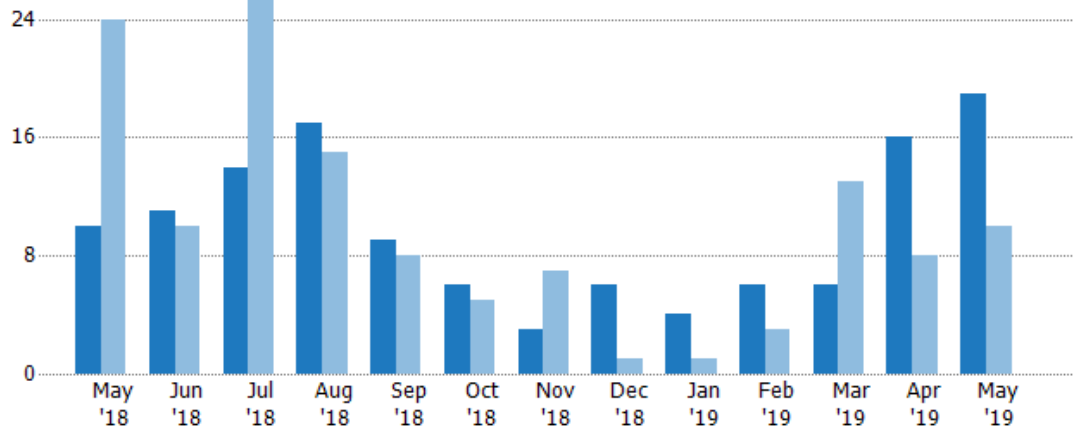
## New Listings

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.
May '19	19	90%
May '18	10	-58.3%
May '17	24	-50%



Current Year	10	11	14	17	9	6	3	6	4	6	6	16	19
Prior Year	24	10	26	15	8	5	7	1	1	3	13	8	10
Percent Change from Prior Year	-58%	10%	-46%	13%	13%	20%	-57%	500%	300%	100%	-54%	100%	90%

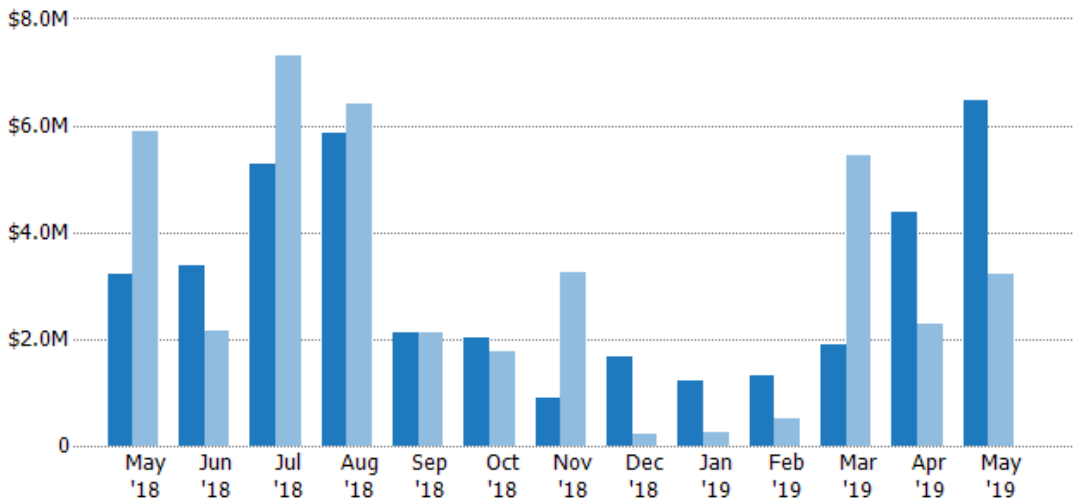
## New Listing Volume

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.
May '19	\$6.46M	100.9%
May '18	\$3.22M	-45.5%
May '17	\$5.9M	-56.7%



Current Year	\$3.22M	\$3.37M	\$5.29M	\$5.86M	\$2.13M	\$2.02M	\$900K	\$1.67M	\$1.22M	\$1.32M	\$1.89M	\$4.36M	\$6.46M
Prior Year	\$5.9M	\$2.14M	\$7.31M	\$6.4M	\$2.11M	\$1.77M	\$3.24M	\$235K	\$265K	\$526K	\$5.43M	\$2.28M	\$3.22M
Percent Change from Prior Year	-46%	57%	-28%	-8%	1%	14%	-72%	610%	359%	152%	-65%	92%	101%

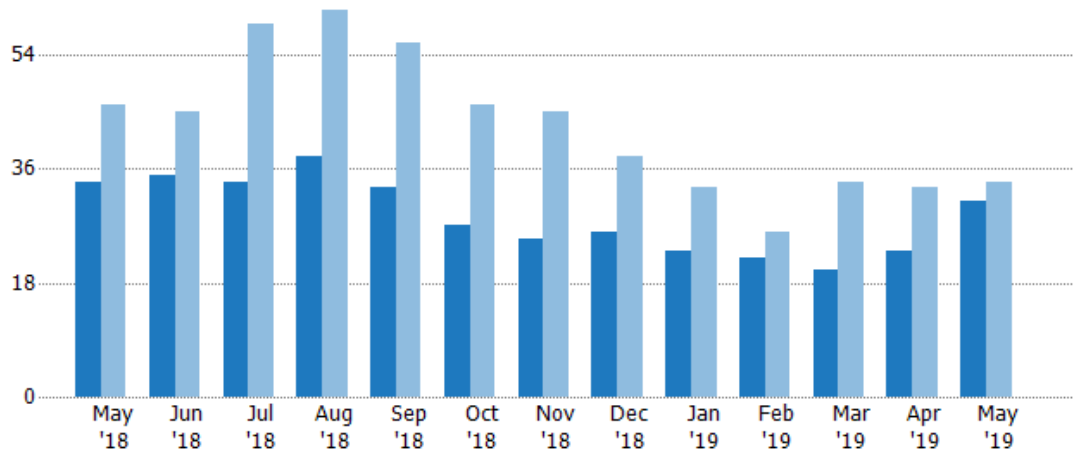
## Active Listings

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.
May '19	31	-8.8%
May '18	34	-26.1%
May '17	46	8.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	34	35	34	38	33	27	25	26	23	22	20	23	31
Prior Year	46	45	59	61	56	46	45	38	33	26	34	33	34
Percent Change from Prior Year	-26%	-22%	-42%	-38%	-41%	-41%	-44%	-32%	-30%	-15%	-41%	-30%	-9%

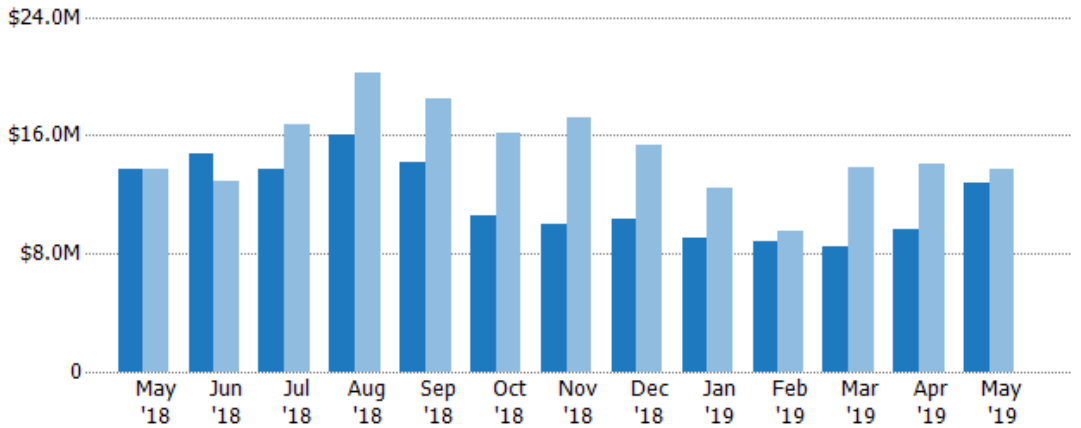
## Active Listing Volume

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.
May '19	\$12.8M	-6.2%
May '18	\$13.7M	-0.2%
May '17	\$13.7M	-3.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$13.7M	\$14.8M	\$13.7M	\$16.1M	\$14.2M	\$10.6M	\$9.93M	\$10.3M	\$9.09M	\$8.8M	\$8.49M	\$9.69M	\$12.8M
Prior Year	\$13.7M	\$12.9M	\$16.8M	\$20.2M	\$18.4M	\$16.2M	\$17.2M	\$15.3M	\$12.4M	\$9.56M	\$13.8M	\$14M	\$13.7M
Percent Change from Prior Year	0%	15%	-18%	-21%	-23%	-34%	-42%	-32%	-27%	-8%	-38%	-31%	-6%

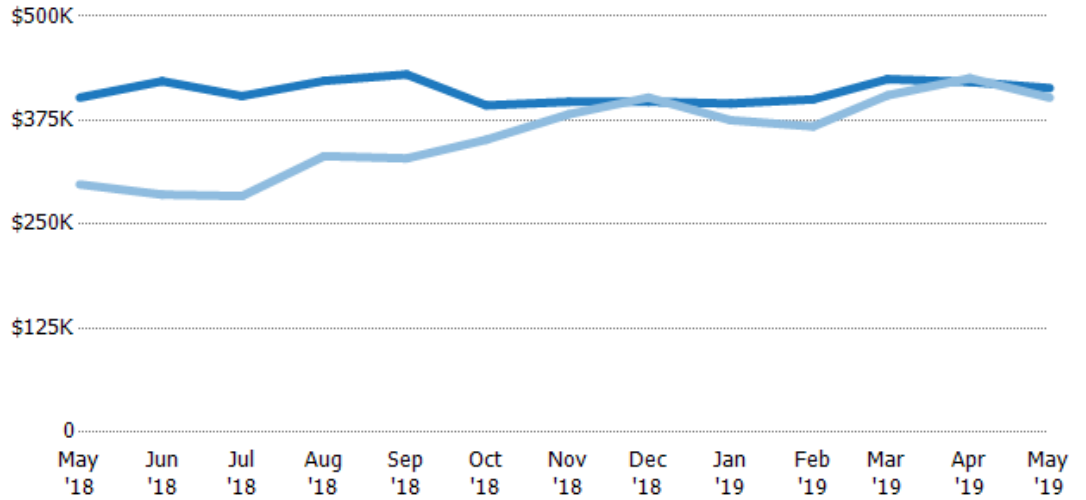
## Average Listing Price

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.
May '19	\$414K	2.9%
May '18	\$402K	35%
May '17	\$298K	-11.3%



Current Year	\$402K	\$422K	\$404K	\$422K	\$430K	\$393K	\$397K	\$397K	\$395K	\$400K	\$424K	\$421K	\$414K
Prior Year	\$298K	\$286K	\$284K	\$332K	\$329K	\$352K	\$382K	\$402K	\$375K	\$368K	\$405K	\$426K	\$402K
Percent Change from Prior Year	35%	48%	42%	27%	31%	12%	4%	-1%	5%	9%	5%	-1%	3%

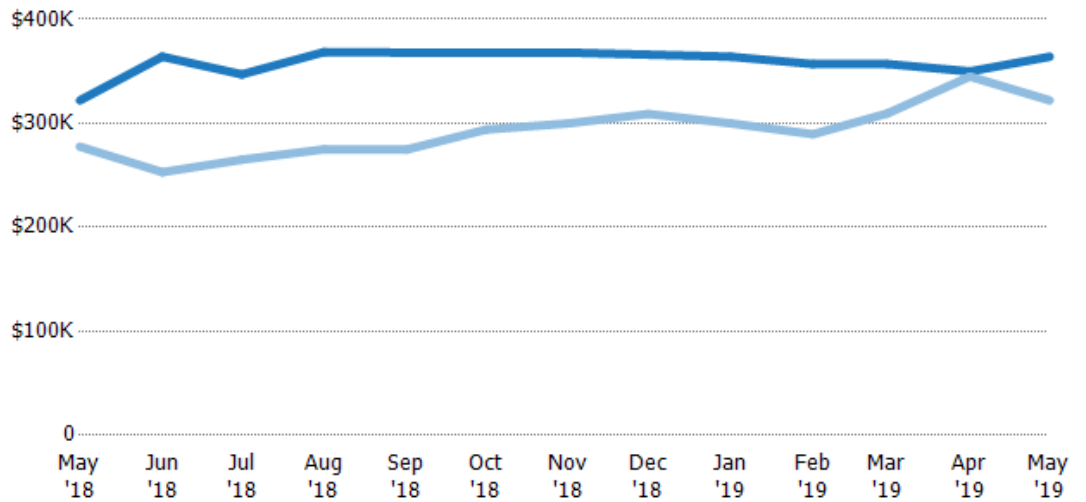
## Median Listing Price

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.
May '19	\$364K	13%
May '18	\$322K	16%
May '17	\$278K	-13.3%



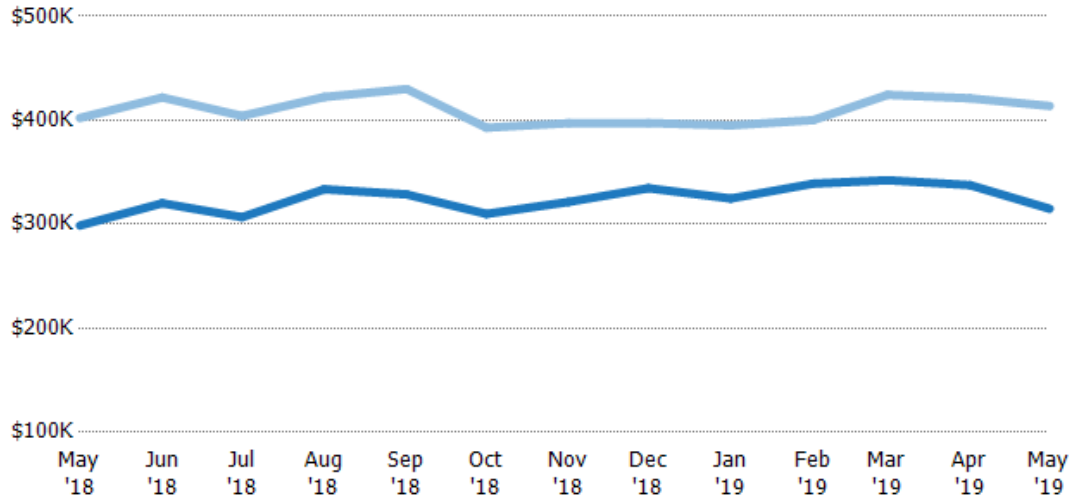
Current Year	\$322K	\$364K	\$347K	\$369K	\$368K	\$368K	\$368K	\$366K	\$364K	\$357K	\$357K	\$350K	\$364K
Prior Year	\$278K	\$253K	\$265K	\$275K	\$275K	\$294K	\$300K	\$309K	\$300K	\$289K	\$310K	\$345K	\$322K
Percent Change from Prior Year	16%	44%	31%	34%	34%	25%	23%	18%	21%	23%	15%	1%	13%

## 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



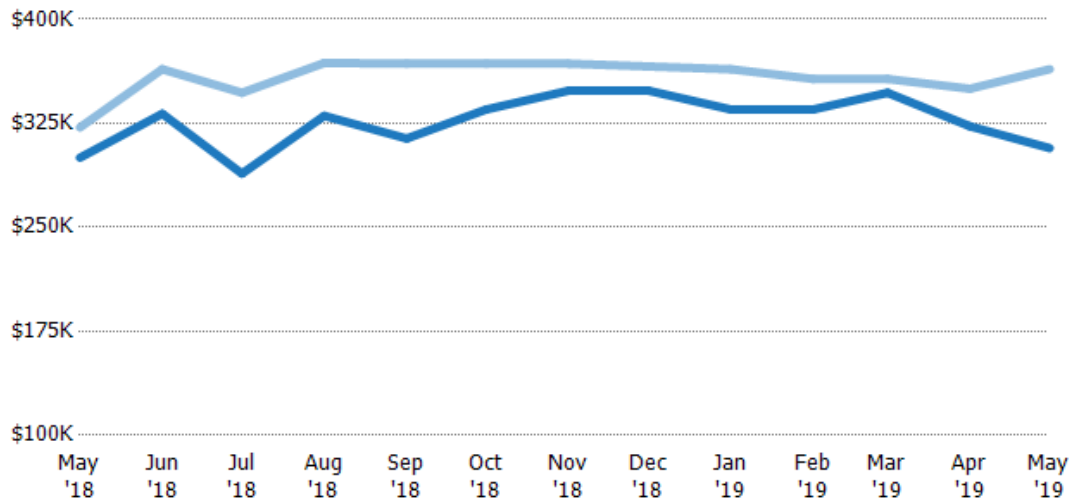
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$299K	\$320K	\$307K	\$334K	\$329K	\$310K	\$322K	\$335K	\$325K	\$339K	\$342K	\$338K	\$315K
Avg Listing Price	\$402K	\$422K	\$404K	\$422K	\$430K	\$393K	\$397K	\$397K	\$395K	\$400K	\$424K	\$421K	\$414K
Avg Listing Price as a % of Avg Est Value	135%	132%	132%	127%	131%	127%	124%	119%	122%	118%	124%	125%	131%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$300K	\$332K	\$289K	\$330K	\$314K	\$335K	\$349K	\$349K	\$335K	\$335K	\$347K	\$323K	\$307K
Median Listing Price	\$322K	\$364K	\$347K	\$369K	\$368K	\$368K	\$368K	\$366K	\$364K	\$357K	\$357K	\$350K	\$364K
Med Listing Price as a % of Med Est Value	107%	110%	120%	112%	117%	110%	106%	105%	109%	107%	103%	108%	119%

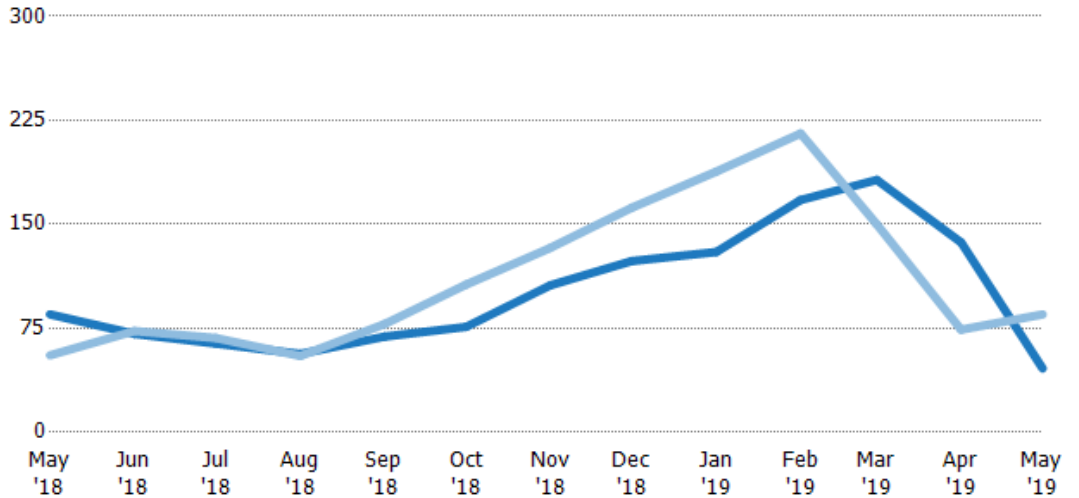
## Median Days in RPR

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.
May '19	46	-45.9%
May '18	85	53.2%
May '17	55.5	98.2%



Current Year	85	71	64	56.5	69	76	106	124	130	168	182	137	46
Prior Year	55.5	73	68	55	78	107	133	162	188	216	150	74	85
Percent Change from Prior Year	53%	-3%	-6%	3%	-12%	-29%	-20%	-24%	-31%	-22%	21%	85%	-46%

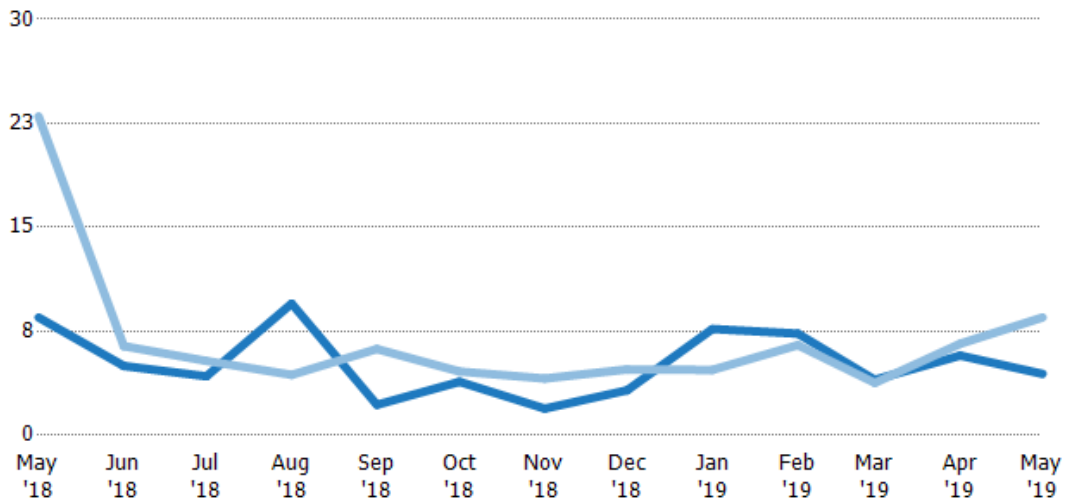
## Months of Inventory

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.
May '19	4.43	-47.9%
May '18	8.5	-63%
May '17	23	-63.8%



Current Year	8.5	5	4.25	9.5	2.2	3.86	1.92	3.25	7.67	7.33	4	5.75	4.43
Prior Year	23	6.43	5.36	4.36	6.22	4.6	4.09	4.75	4.71	6.5	3.78	6.6	8.5
Percent Change from Prior Year	-63%	-22%	-21%	118%	-65%	-16%	-53%	-32%	63%	13%	6%	-13%	-48%

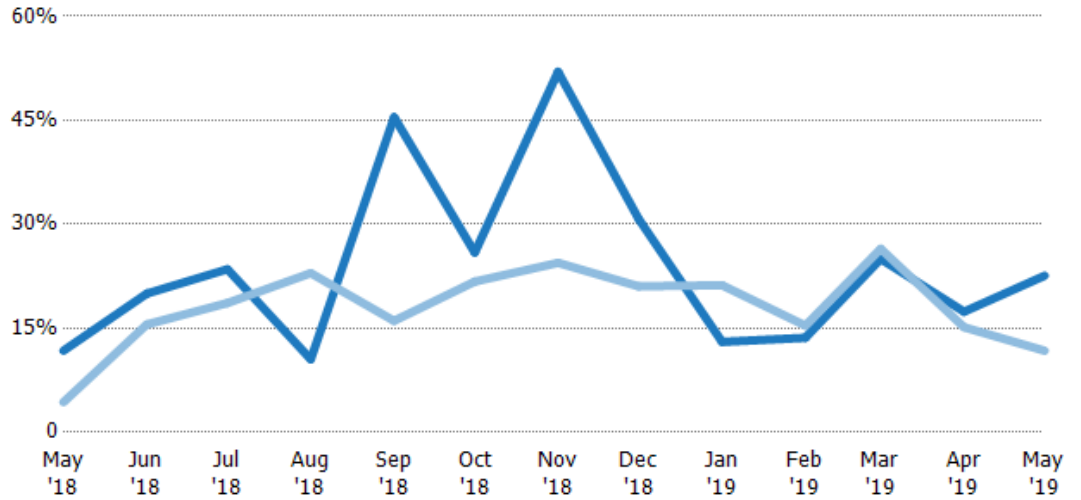
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
May '19	23%	-10.8%
May '18	12%	-7.4%
May '17	4%	176.5%



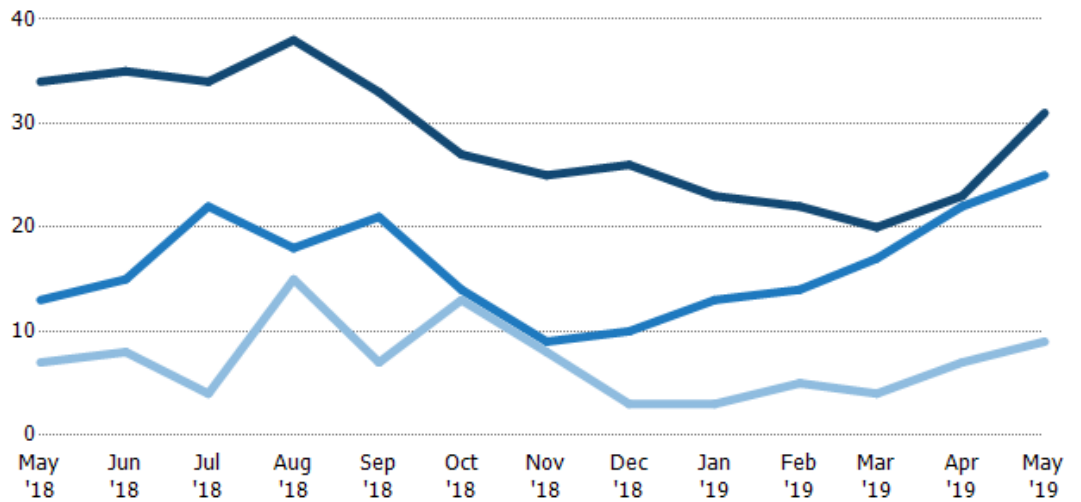
Current Year	12%	20%	24%	11%	45%	26%	52%	31%	13%	14%	25%	17%	23%
Prior Year	4%	16%	19%	23%	16%	22%	24%	21%	21%	15%	26%	15%	12%
Change from Prior Year	-7%	-4%	-5%	12%	-29%	-4%	-28%	-10%	8%	2%	1%	-2%	-11%

## 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	34	35	34	38	33	27	25	26	23	22	20	23	31
Pending	13	15	22	18	21	14	9	10	13	14	17	22	25
Sold	7	8	4	15	7	13	8	3	3	5	4	7	9

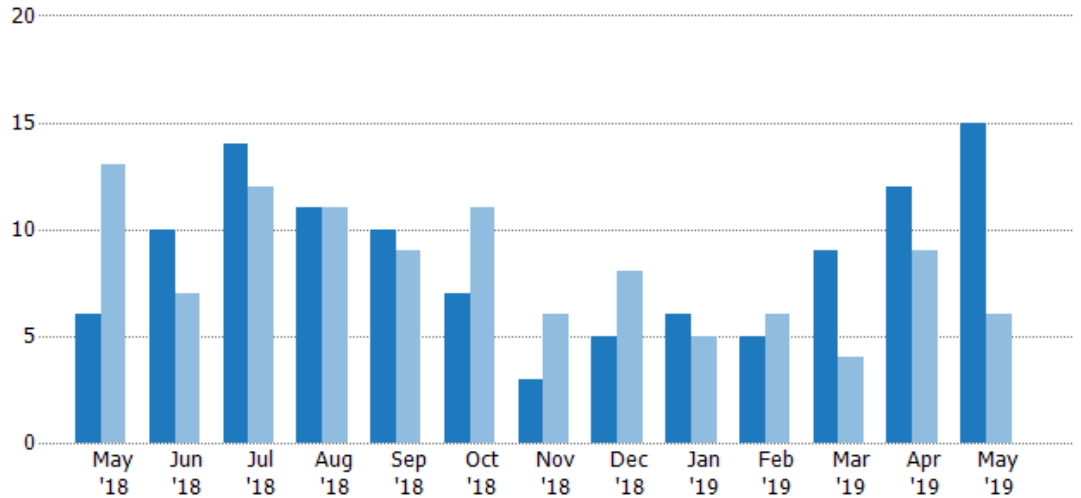
## New Pending Sales

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.
May '19	15	150%
May '18	6	-53.8%
May '17	13	-30.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	6	10	14	11	10	7	3	5	6	5	9	12	15
Prior Year	13	7	12	11	9	11	6	8	5	6	4	9	6
Percent Change from Prior Year	-54%	43%	17%	0%	11%	-36%	-50%	-38%	20%	-17%	125%	33%	150%

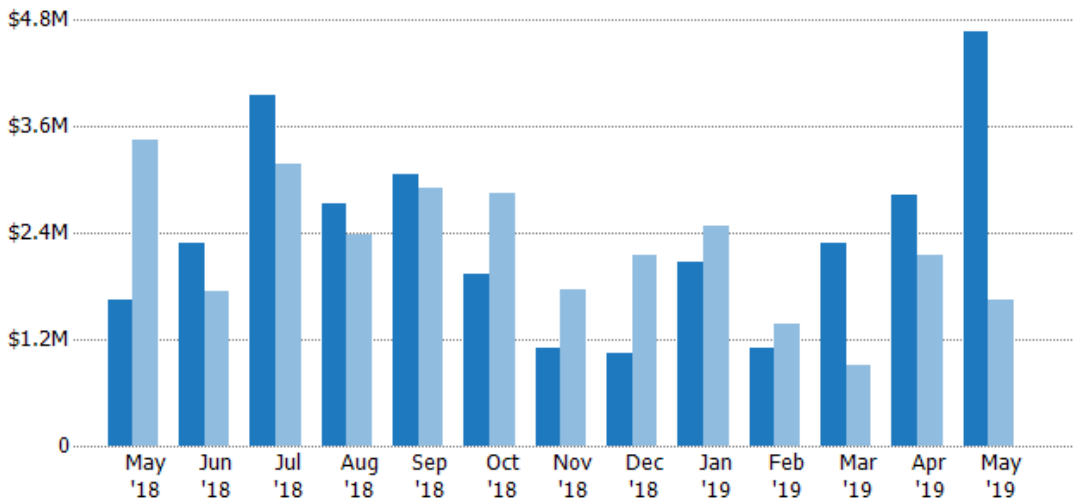
## New Pending Sales Volume

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.
May '19	\$4.67M	184.2%
May '18	\$1.64M	-52.3%
May '17	\$3.45M	-40.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$1.64M	\$2.28M	\$3.95M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.67M
Prior Year	\$3.45M	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K	\$2.15M	\$1.64M
Percent Change from Prior Year	-52%	31%	24%	14%	5%	-32%	-37%	-51%	-17%	-19%	149%	31%	184%



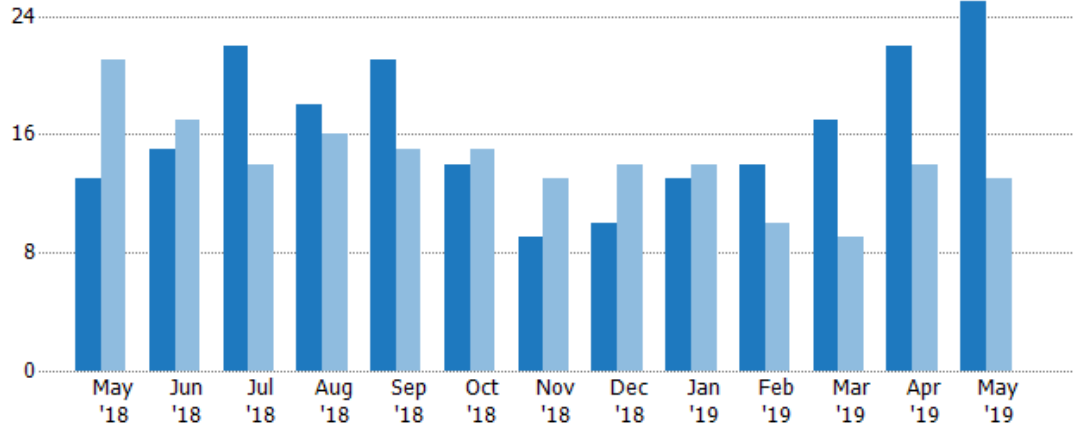
## Pending Sales

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.
May '19	25	92.3%
May '18	13	-38.1%
May '17	21	-9.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	13	15	22	18	21	14	9	10	13	14	17	22	25
Prior Year	21	17	14	16	15	15	13	14	14	10	9	14	13
Percent Change from Prior Year	-38%	-12%	57%	13%	40%	-7%	-31%	-29%	-7%	40%	89%	57%	92%

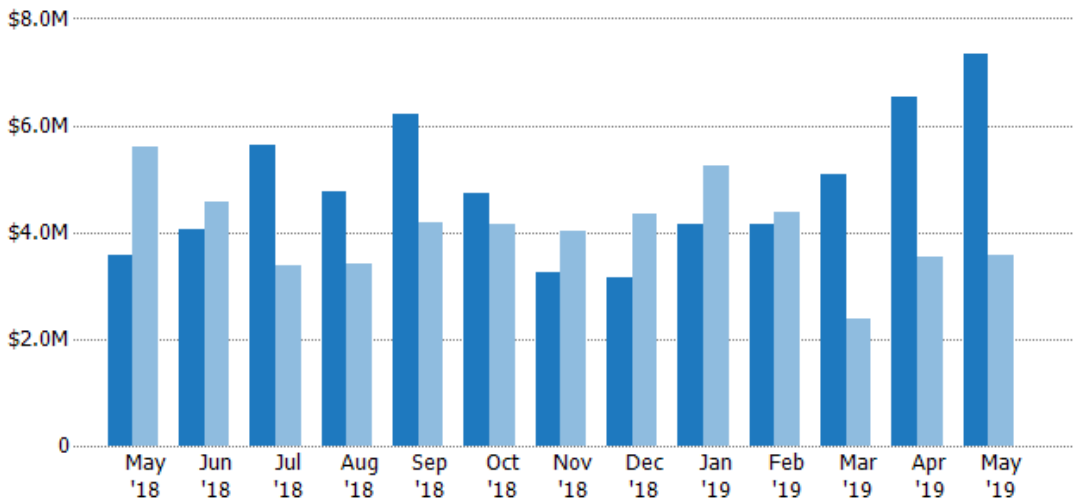
## Pending Sales Volume

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.
May '19	\$7.33M	105.1%
May '18	\$3.57M	-36%
May '17	\$5.58M	-12.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$3.57M	\$4.05M	\$5.62M	\$4.77M	\$6.21M	\$4.74M	\$3.24M	\$3.16M	\$4.14M	\$4.14M	\$5.09M	\$6.54M	\$7.33M
Prior Year	\$5.58M	\$4.58M	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M	\$3.54M	\$3.57M
Percent Change from Prior Year	-36%	-12%	67%	40%	49%	14%	-19%	-27%	-21%	-5%	114%	85%	105%

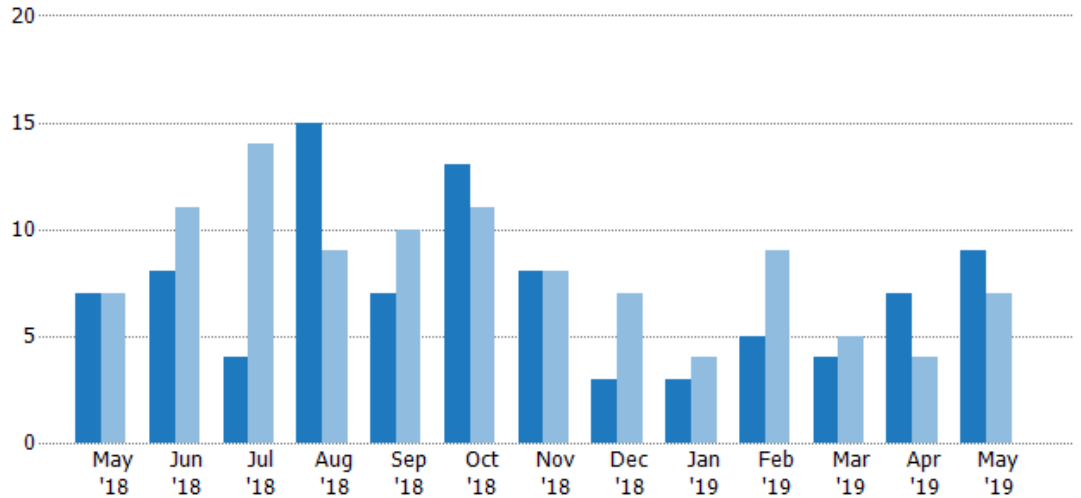
## Closed Sales

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.
May '19	9	28.6%
May '18	7	0%
May '17	7	85.7%



Current Year	7	8	4	15	7	13	8	3	3	5	4	7	9
Prior Year	7	11	14	9	10	11	8	7	4	9	5	4	7
Percent Change from Prior Year	0%	-27%	-71%	67%	-30%	18%	0%	-57%	-25%	-44%	-20%	75%	29%

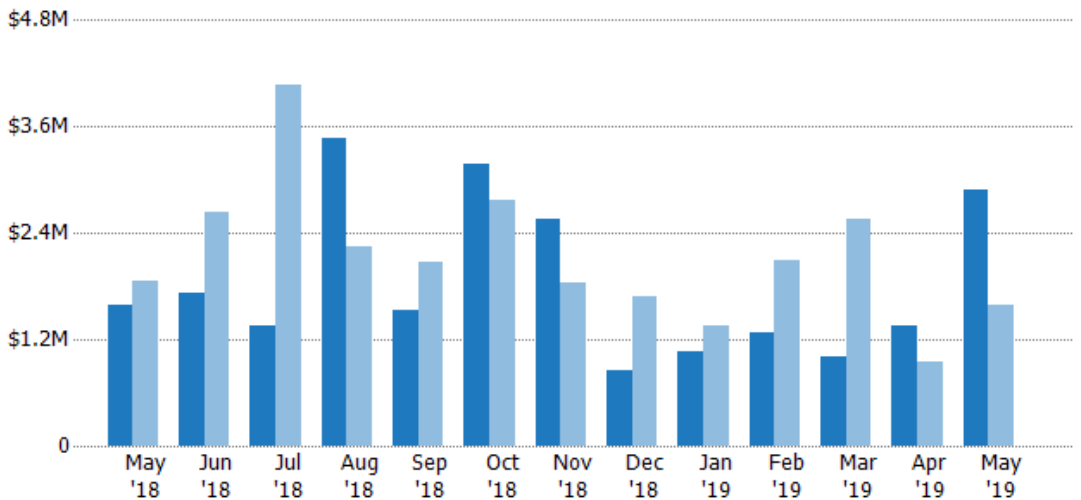
## Closed Sales Volume

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.
May '19	\$2.88M	81.3%
May '18	\$1.59M	-14.7%
May '17	\$1.86M	71%



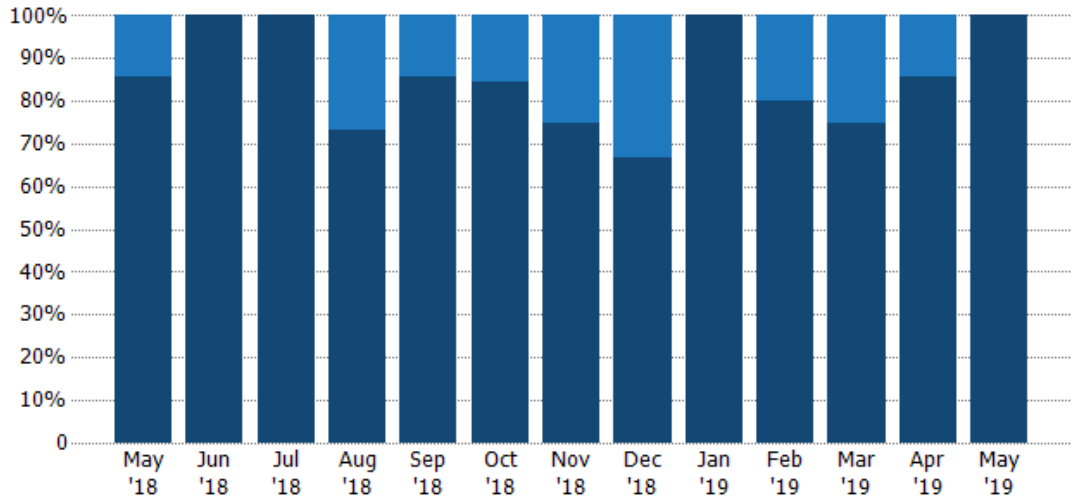
Current Year	\$1.59M	\$1.73M	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M
Prior Year	\$1.86M	\$2.64M	\$4.08M	\$2.25M	\$2.08M	\$2.77M	\$1.84M	\$1.68M	\$1.35M	\$2.09M	\$2.55M	\$940K	\$1.59M
Percent Change from Prior Year	-15%	-34%	-67%	55%	-27%	15%	39%	-49%	-22%	-38%	-61%	43%	81%

## 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



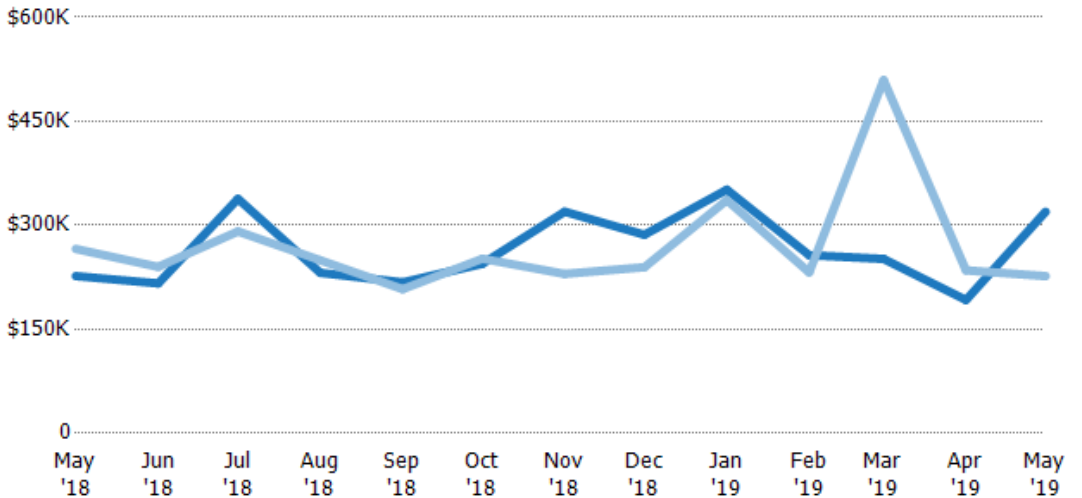
Condo/Townhouse	14%	-	-	27%	14%	15%	25%	33%	-	20%	25%	14%	-
Single Family Residence	86%	100%	100%	73%	86%	85%	75%	67%	100%	80%	75%	86%	100%

## 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



Current Year	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K
Prior Year	\$266K	\$240K	\$291K	\$250K	\$208K	\$252K	\$230K	\$240K	\$336K	\$232K	\$510K	\$235K	\$227K
Percent Change from Prior Year	-15%	-10%	16%	-7%	5%	-3%	39%	20%	4%	11%	-51%	-18%	41%

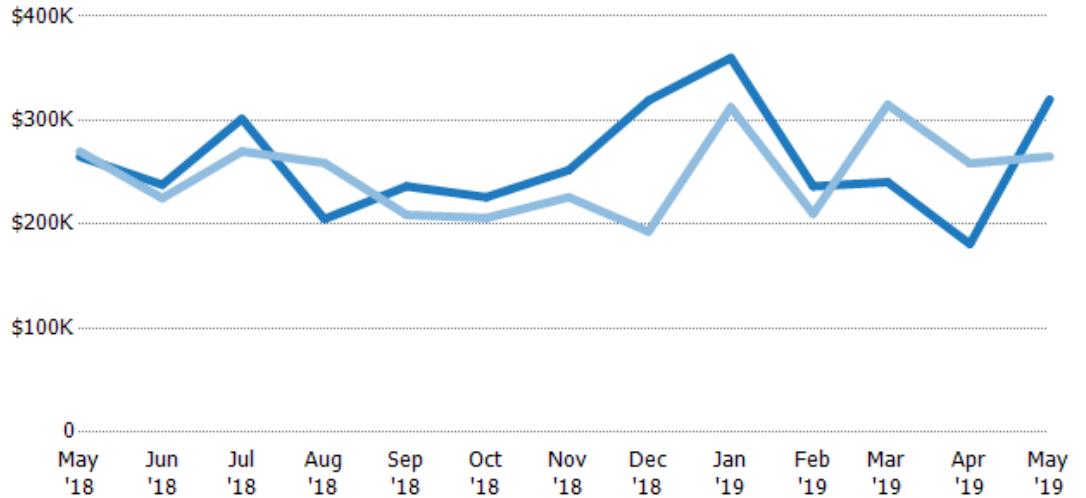
## Median Sales Price

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.
May '19	\$320K	20.8%
May '18	\$265K	-1.9%
May '17	\$270K	-7.4%



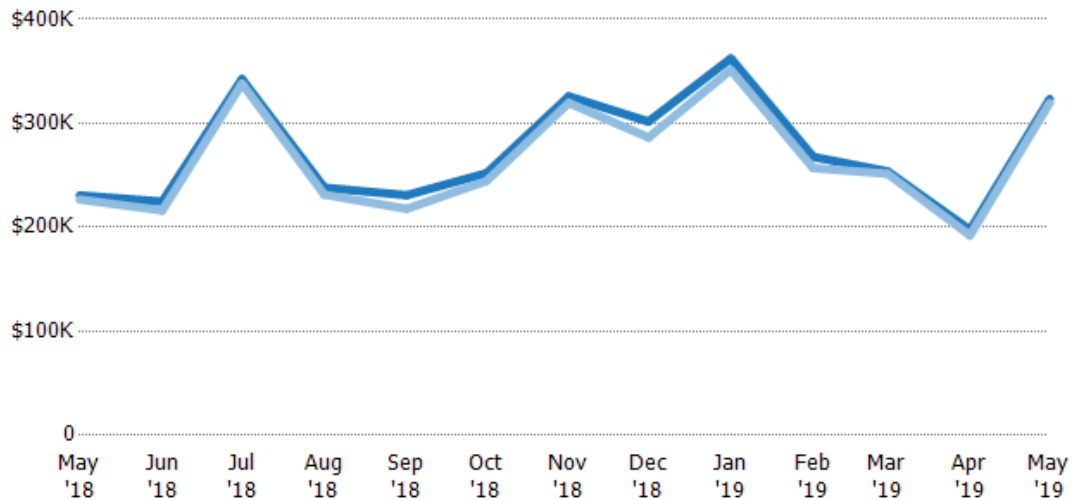
Current Year	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K
Prior Year	\$270K	\$225K	\$270K	\$259K	\$209K	\$206K	\$226K	\$193K	\$313K	\$210K	\$315K	\$259K	\$265K
Percent Change from Prior Year	-2%	6%	12%	-21%	13%	10%	12%	65%	15%	13%	-24%	-30%	21%

## 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



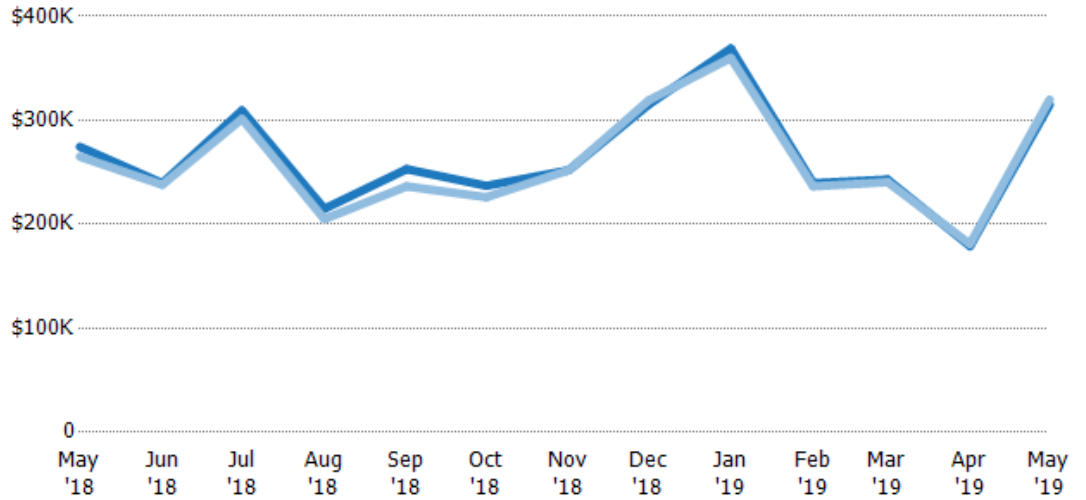
Avg List Price	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K
Avg Sales Price	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K
Avg Sales Price as a % of Avg List Price	98%	96%	99%	97%	94%	97%	98%	95%	97%	96%	99%	97%	99%

## 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



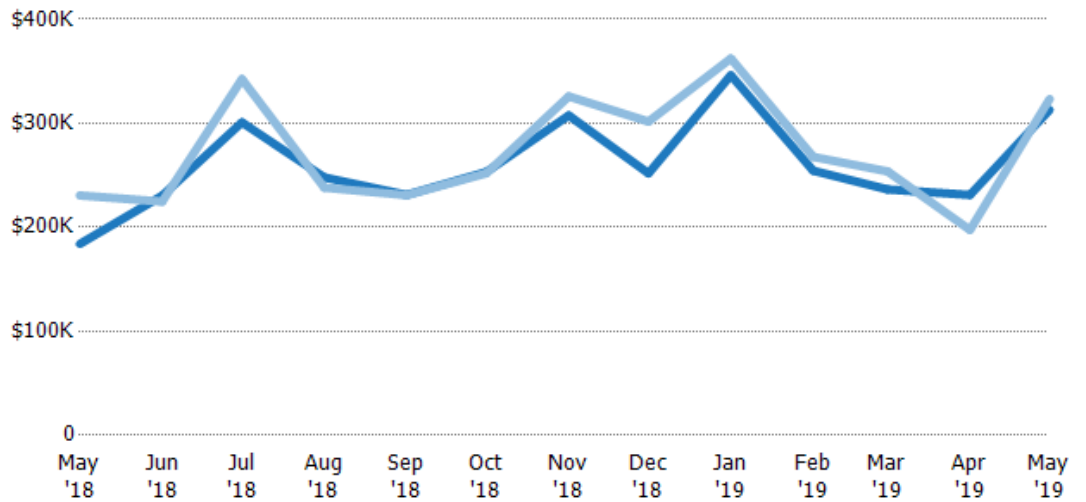
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K
Median Sales Price	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K
Med Sales Price as a % of Med List Price	97%	99%	97%	95%	93%	95%	100%	101%	98%	99%	99%	101%	102%

## 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



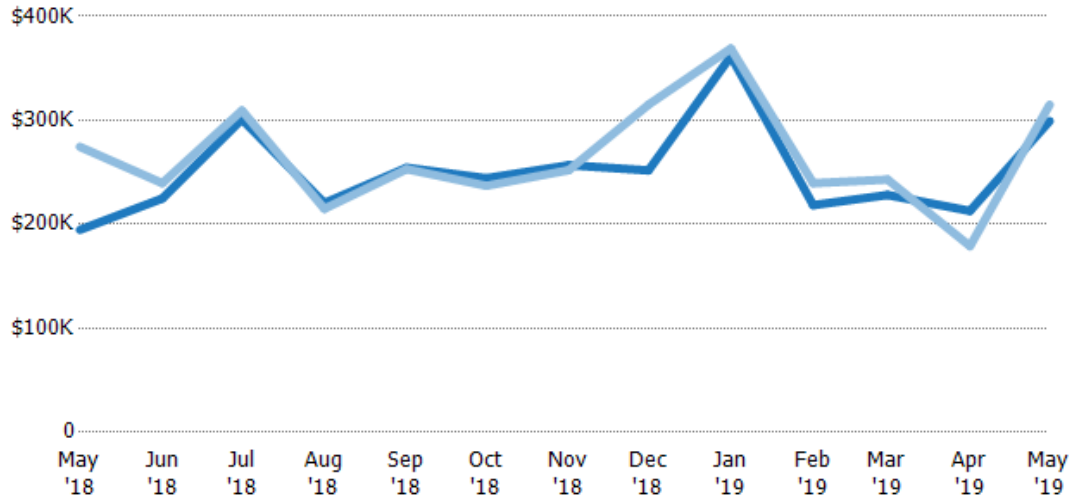
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$184K	\$230K	\$301K	\$248K	\$231K	\$253K	\$308K	\$252K	\$346K	\$254K	\$236K	\$231K	\$313K
Avg Sales Price	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K
Avg Sales Price as a % of Avg Est Value	125%	98%	114%	96%	100%	99%	106%	120%	105%	105%	107%	85%	103%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$195K	\$225K	\$301K	\$220K	\$254K	\$244K	\$257K	\$252K	\$362K	\$218K	\$228K	\$213K	\$299K
Median Sales Price	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K
Med Sales Price as a % of Med Est Value	141%	107%	103%	97%	99%	97%	98%	125%	102%	110%	106%	84%	105%