

## 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	23	37	-37.8%	126	141	-10.6%
New Listing Volume	\$9,357,000	\$12,563,200	-25.5%	\$58,795,000	\$57,924,798	+1.5%
Active Listing Count	197	246	-19.9%	N/A	N/A	
Active Listing Volume	\$118,074,999	\$137,505,693	-14.1%	N/A	N/A	
Average Listing Price	\$599,365	\$558,966	+7.2%	\$584,122	\$570,240	+2.4%
Median Listing Price	\$449,000	\$379,500	+18.3%	\$410,170	\$384,019	+6.8%
Median Days in RPR	220	231.5	-5%	226.37	223.15	+1.4%
Months of Inventory	9.9	20.5	-52%	15.7	16.9	-7%
Absorption Rate	10.15%	4.88%	+5.3%	6.36%	5.91%	+0.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	25	-12%	113	94	+20.2%
New Pending Sales Volume	\$7,849,900	\$10,863,799	-27.7%	\$40,451,699	\$36,940,149	+9.5%
Pending Sales Count	38	39	-2.6%	N/A	N/A	
Pending Sales Volume	\$13,512,300	\$14,423,699	-6.3%	N/A	N/A	
Closed Sales Count	29	14	+107.1%	82	71	+15.5%
Closed Sales Volume	\$10,350,319	\$6,256,693	+65.4%	\$28,049,489	\$26,681,603	+5.1%
Average Sales Price	\$356,908	\$446,907	-20.1%	\$342,067	\$375,797	-9%
Median Sales Price	\$326,000	\$315,250	+3.4%	\$290,382	\$283,148	+2.6%

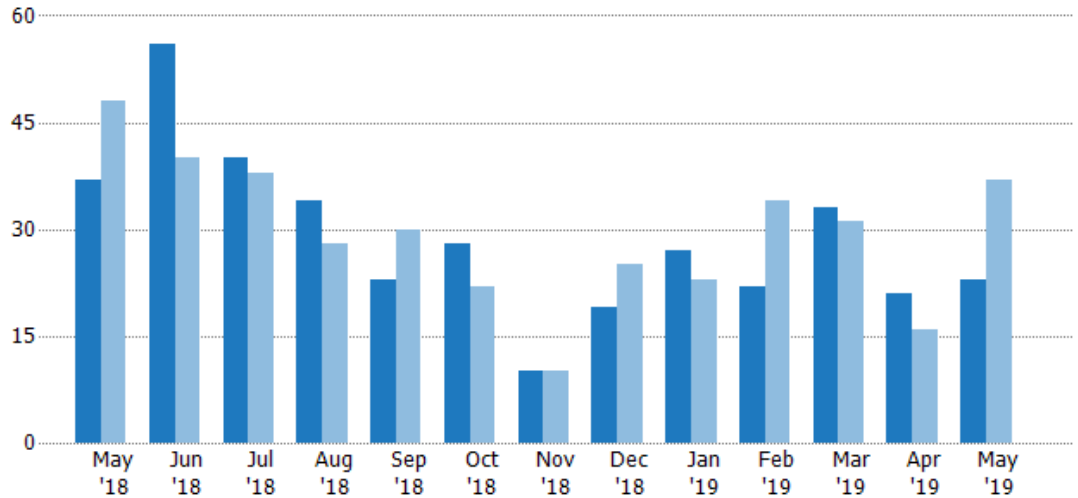
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	23	-37.8%
May '18	37	-22.9%
May '17	48	-35.4%



	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	37	56	40	34	23	28	10	19	27	22	33	21	23
Prior Year	48	40	38	28	30	22	10	25	23	34	31	16	37
Percent Change from Prior Year	-23%	40%	5%	21%	-23%	27%	0%	-24%	17%	-35%	6%	31%	-38%

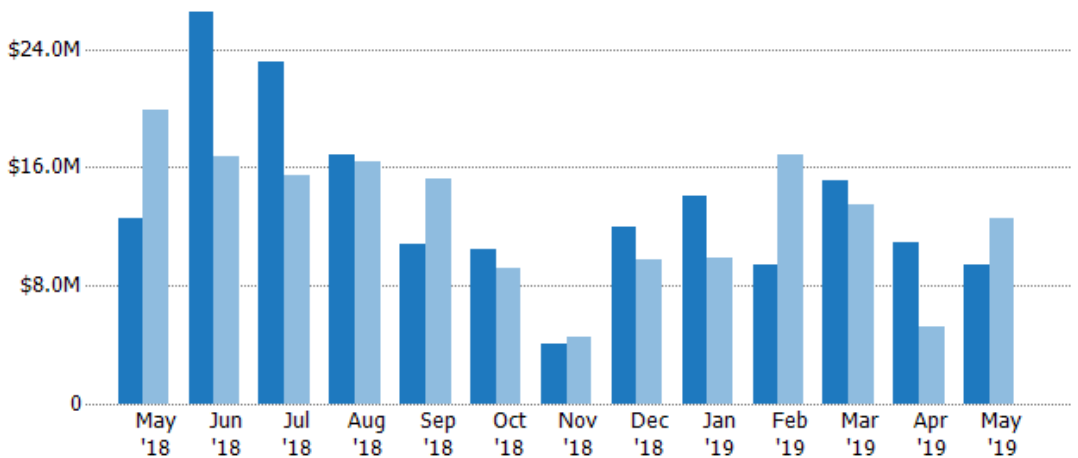
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$9.36M	-25.5%
May '18	\$12.6M	-36.9%
May '17	\$19.9M	-29%



	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	\$12.6M	\$26.5M	\$23.1M	\$16.8M	\$10.8M	\$10.4M	\$4.02M	\$12M	\$14M	\$9.35M	\$15.1M	\$11M	\$9.36M
Prior Year	\$19.9M	\$16.8M	\$15.5M	\$16.4M	\$15.2M	\$9.21M	\$4.53M	\$9.81M	\$9.88M	\$16.8M	\$13.4M	\$5.23M	\$12.6M
Percent Change from Prior Year	-37%	58%	49%	3%	-29%	13%	-11%	22%	42%	-44%	12%	110%	-26%

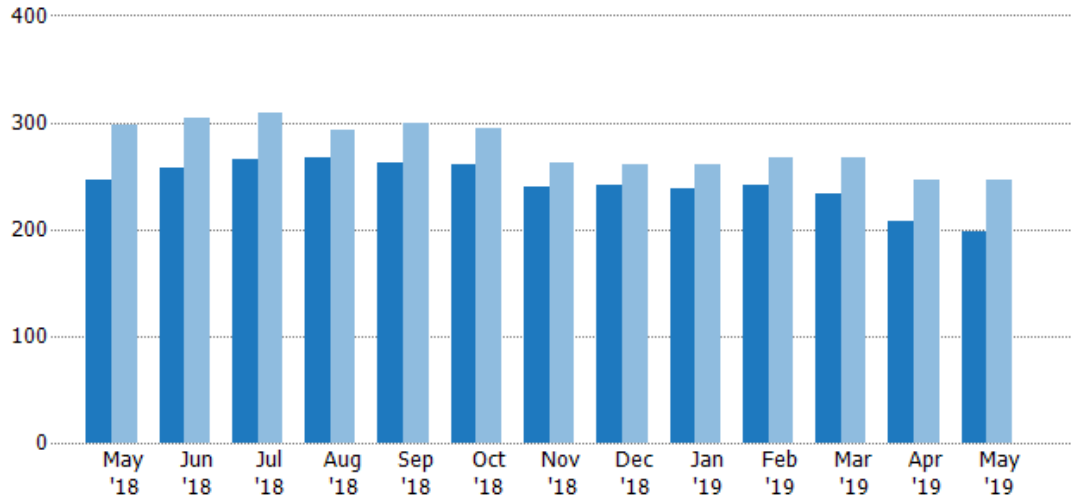
## Active Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	197	-19.9%
May '18	246	-17.4%
May '17	298	6%



Current Year	246	258	265	267	262	260	240	241	238	241	233	208	197
Prior Year	298	304	309	293	299	295	262	260	260	267	267	246	246
Percent Change from Prior Year	-17%	-15%	-14%	-9%	-12%	-12%	-8%	-7%	-8%	-10%	-13%	-15%	-20%

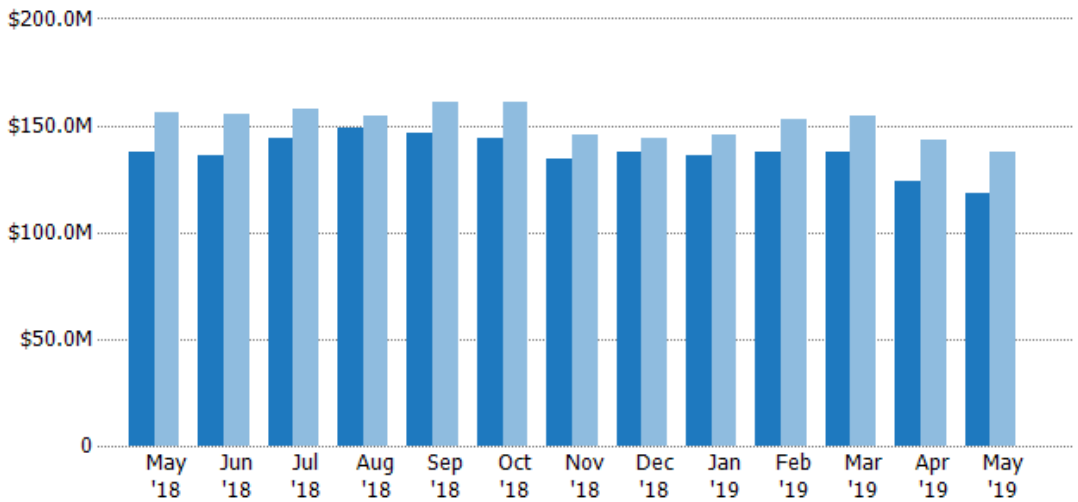
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$118M	-14.1%
May '18	\$138M	-11.7%
May '17	\$156M	1.5%



Current Year	\$138M	\$136M	\$144M	\$149M	\$146M	\$144M	\$134M	\$137M	\$136M	\$137M	\$137M	\$124M	\$118M
Prior Year	\$156M	\$155M	\$157M	\$155M	\$161M	\$161M	\$146M	\$144M	\$146M	\$153M	\$154M	\$143M	\$138M
Percent Change from Prior Year	-12%	-12%	-9%	-4%	-9%	-10%	-8%	-5%	-7%	-10%	-11%	-14%	-14%

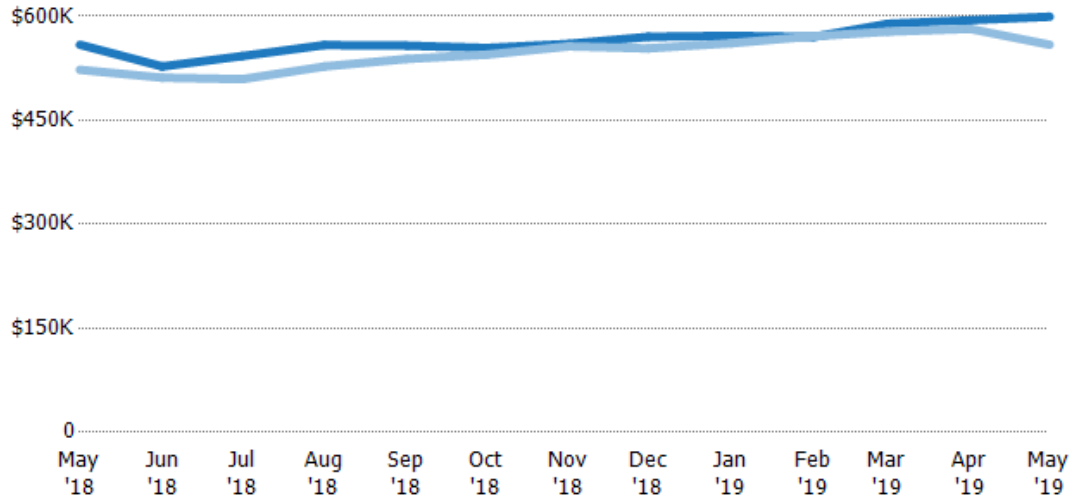
## Average Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
May '19	\$599K	7.2%
May '18	\$559K	6.9%
May '17	\$523K	-4.3%



Current Year	\$559K	\$528K	\$543K	\$558K	\$558K	\$554K	\$560K	\$570K	\$572K	\$570K	\$589K	\$594K	\$599K
Prior Year	\$523K	\$511K	\$509K	\$528K	\$538K	\$545K	\$557K	\$554K	\$561K	\$571K	\$578K	\$582K	\$559K
Percent Change from Prior Year	7%	3%	7%	6%	4%	2%	1%	3%	2%	0%	2%	2%	7%

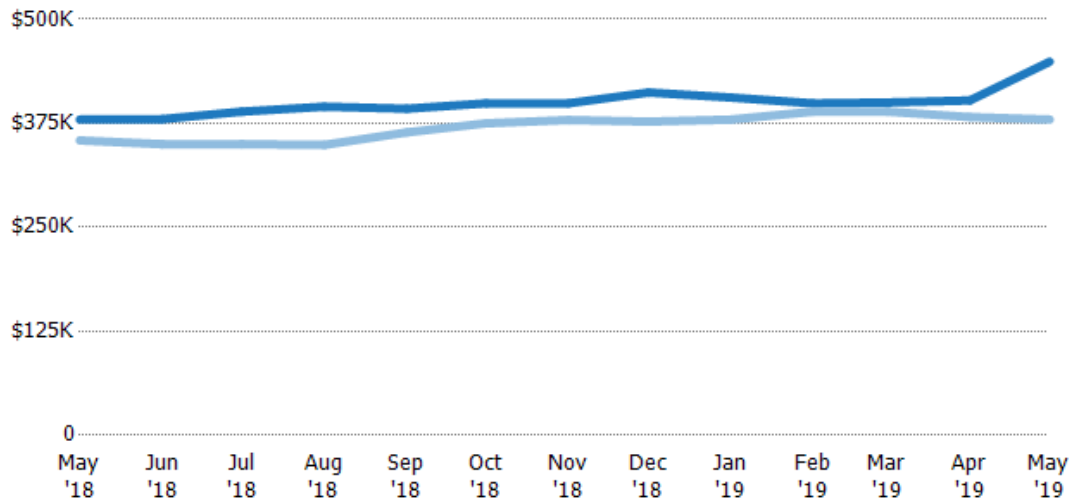
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
May '19	\$449K	18.3%
May '18	\$380K	7.1%
May '17	\$354K	-1.7%



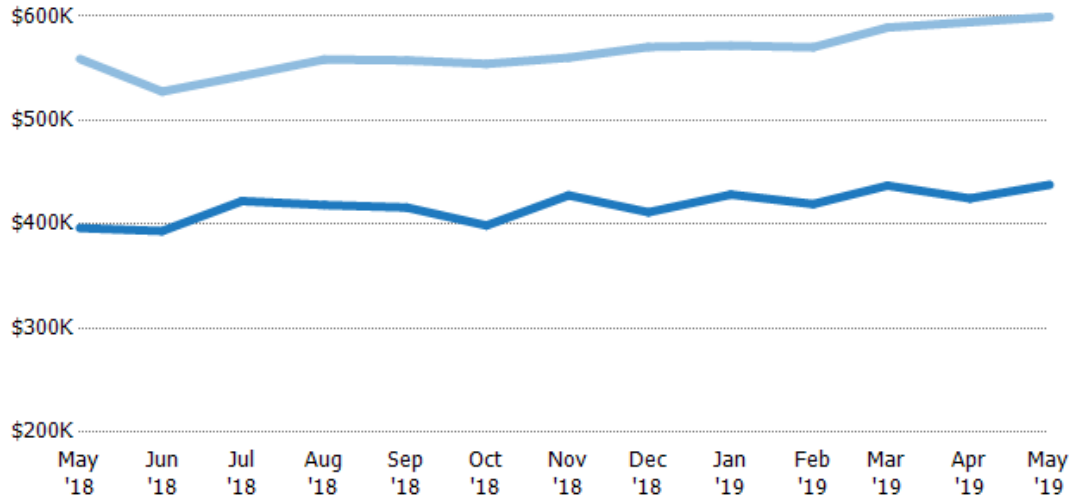
Current Year	\$380K	\$380K	\$389K	\$395K	\$393K	\$399K	\$399K	\$412K	\$406K	\$399K	\$400K	\$403K	\$449K
Prior Year	\$354K	\$350K	\$350K	\$349K	\$364K	\$375K	\$379K	\$377K	\$380K	\$389K	\$389K	\$383K	\$380K
Percent Change from Prior Year	7%	9%	11%	13%	8%	6%	5%	9%	7%	3%	3%	5%	18%

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



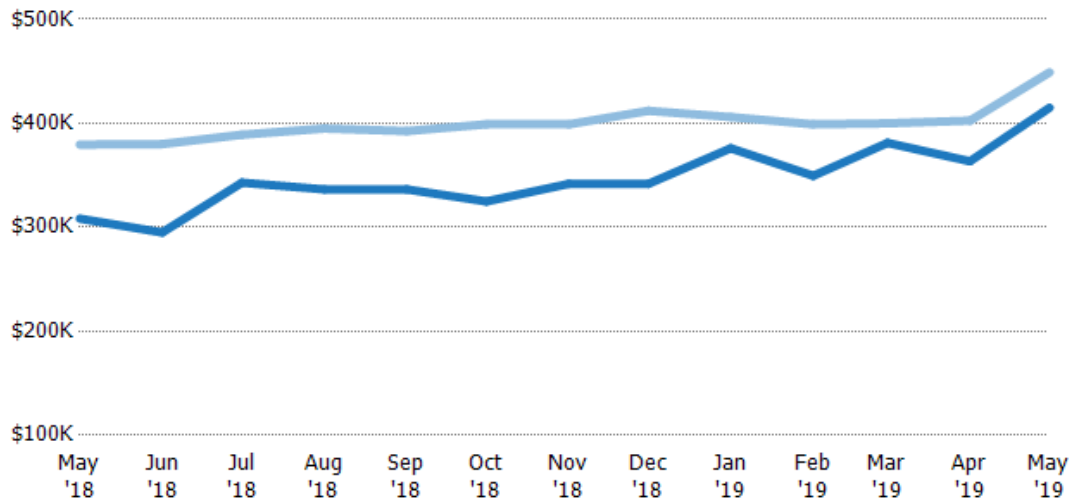
Avg Est Value	\$396K	\$393K	\$422K	\$418K	\$416K	\$399K	\$428K	\$412K	\$429K	\$419K	\$437K	\$425K	\$438K
Avg Listing Price	\$559K	\$528K	\$543K	\$558K	\$558K	\$554K	\$560K	\$570K	\$572K	\$570K	\$589K	\$594K	\$599K
Avg Listing Price as a % of Avg Est Value	141%	134%	128%	133%	134%	139%	131%	139%	133%	136%	135%	140%	137%

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



Median Est Value	\$308K	\$295K	\$343K	\$336K	\$336K	\$325K	\$342K	\$342K	\$376K	\$350K	\$381K	\$363K	\$415K
Median Listing Price	\$380K	\$380K	\$389K	\$395K	\$393K	\$399K	\$399K	\$412K	\$406K	\$399K	\$400K	\$403K	\$449K
Med Listing Price as a % of Med Est Value	123%	129%	113%	117%	117%	123%	117%	121%	108%	114%	105%	111%	108%

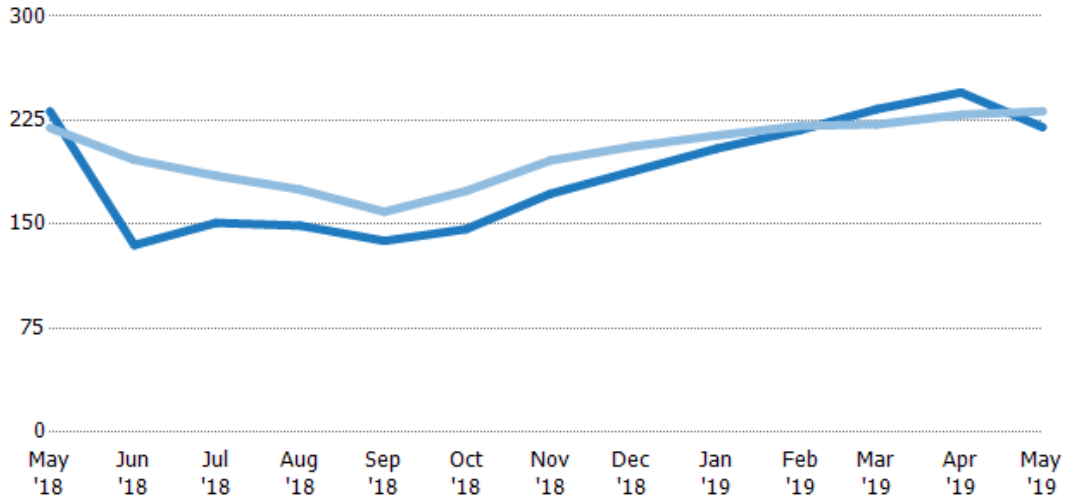
## Median Days in RPR

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

Month/Year	Days	% Chg.
May '19	220	-5%
May '18	232	5.5%
May '17	220	-25.7%



	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	232	135	151	149	138	147	172	188	205	218	233	245	220
Prior Year	220	197	185	175	159	174	196	206	214	221	222	229	232
Percent Change from Prior Year	5%	-31%	-18%	-15%	-13%	-16%	-12%	-9%	-4%	-1%	5%	7%	-5%

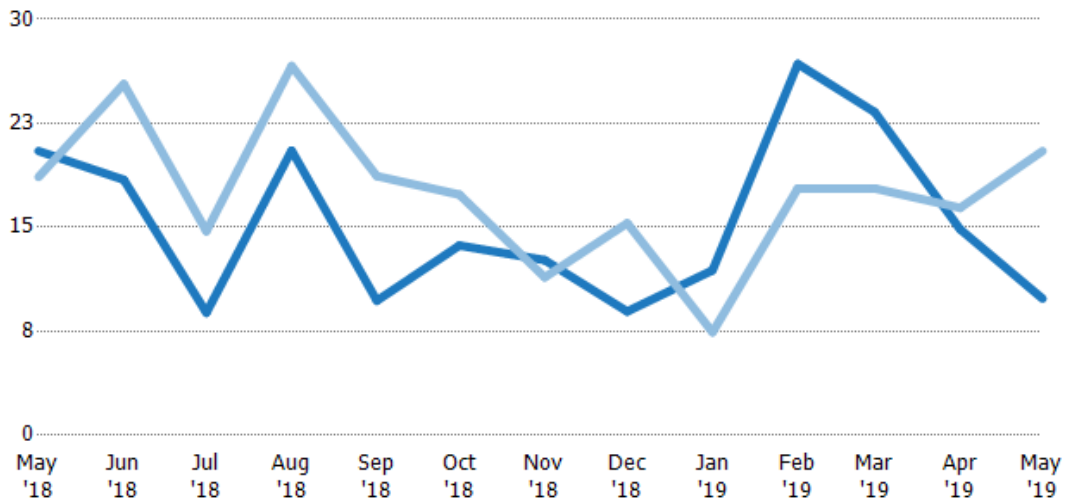
## Months of Inventory

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

Month/Year	Months	% Chg.
May '19	9.85	-52%
May '18	20.5	10.1%
May '17	18.6	30.5%



	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	20.5	18.4	8.83	20.5	9.7	13.7	12.6	8.93	11.9	26.8	23.3	14.9	9.85
Prior Year	18.6	25.3	14.7	26.6	18.7	17.4	11.4	15.3	7.43	17.8	17.8	16.4	20.5
Percent Change from Prior Year	10%	-27%	-40%	-23%	-48%	-21%	11%	-42%	60%	50%	31%	-9%	-52%

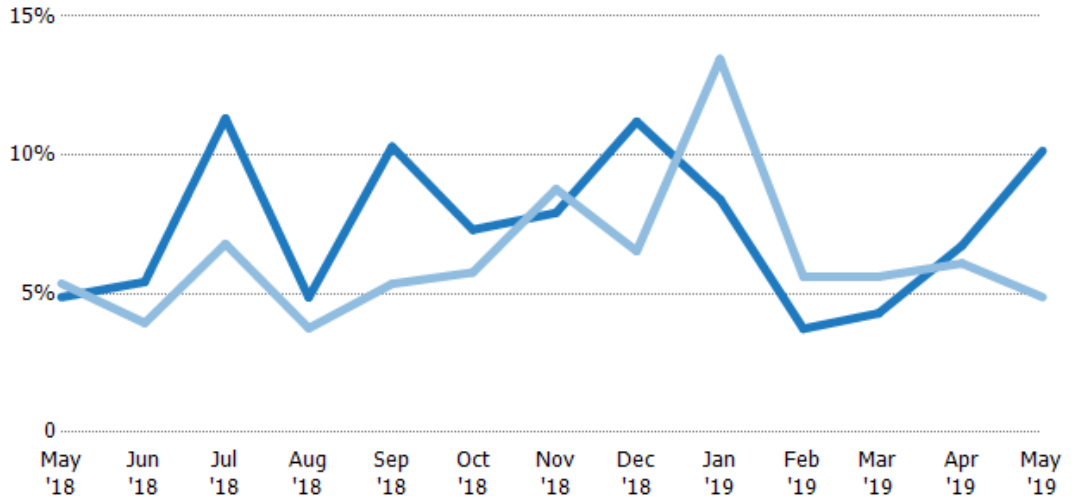
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
May '19	10%	-5.3%
May '18	5%	0.5%
May '17	5%	-23.3%



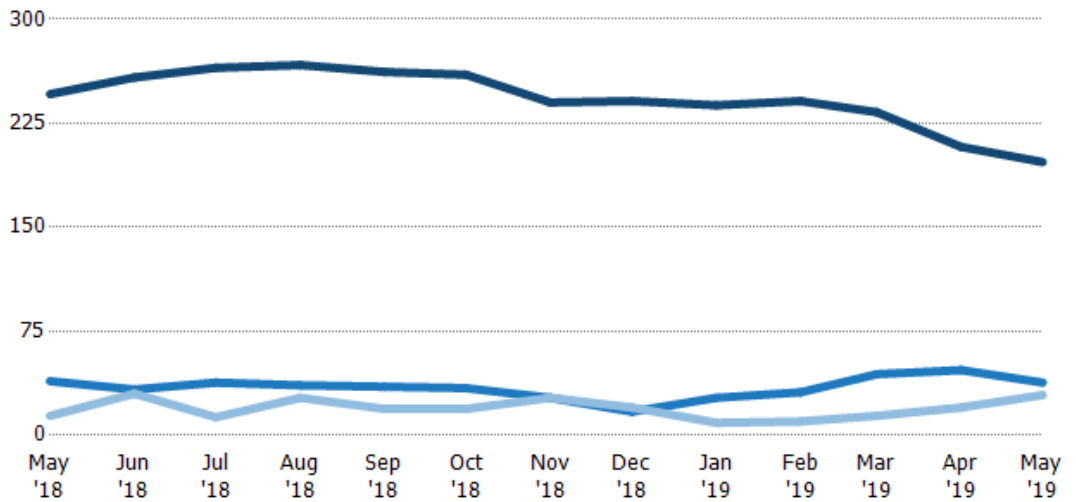
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	5%	5%	11%	5%	10%	7%	8%	11%	8%	4%	4%	7%	10%
Prior Year	5%	4%	7%	4%	5%	6%	9%	7%	13%	6%	6%	6%	5%
Change from Prior Year	0%	-1%	-5%	-1%	-5%	-2%	1%	-5%	5%	2%	1%	-1%	-5%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: 6 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
Active	246	258	265	267	262	260	240	241	238	241	233	208	197
Pending	39	33	38	36	35	34	27	17	27	31	44	47	38
Sold	14	30	13	27	19	19	27	20	9	10	14	20	29

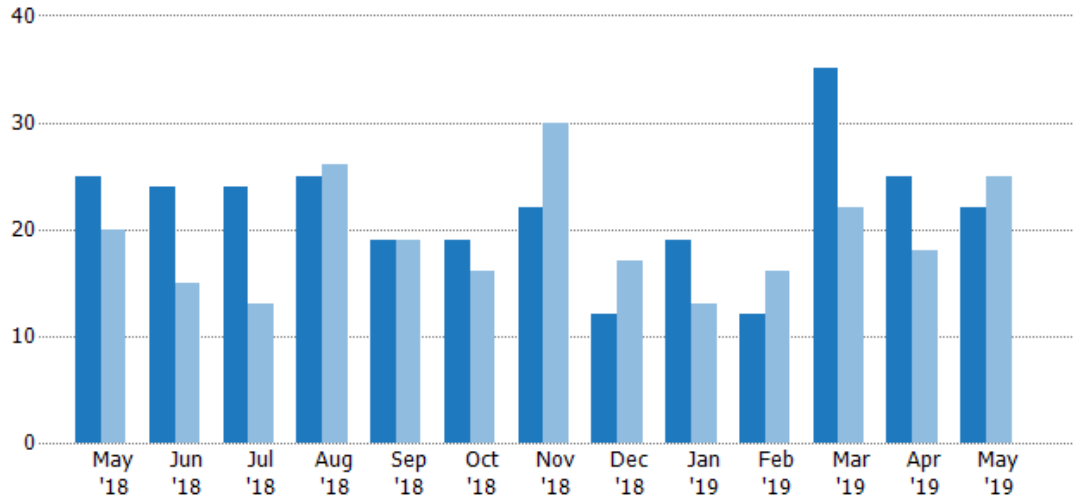
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	22	-12%
May '18	25	25%
May '17	20	-60%



	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	25	24	24	25	19	19	22	12	19	12	35	25	22
Prior Year	20	15	13	26	19	16	30	17	13	16	22	18	25
Percent Change from Prior Year	25%	60%	85%	-4%	0%	19%	-27%	-29%	46%	-25%	59%	39%	-12%

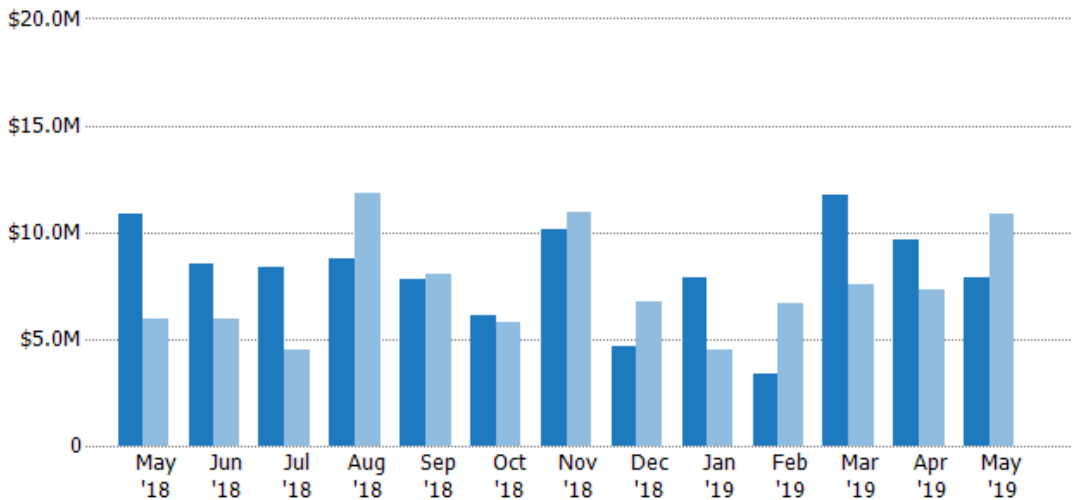
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$7.85M	-27.7%
May '18	\$10.9M	82.2%
May '17	\$5.96M	-27.2%



	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	\$10.9M	\$8.52M	\$8.39M	\$8.77M	\$7.79M	\$6.11M	\$10.2M	\$4.68M	\$7.91M	\$3.36M	\$11.7M	\$9.62M	\$7.85M
Prior Year	\$5.96M	\$5.94M	\$4.53M	\$11.9M	\$8.01M	\$5.8M	\$10.9M	\$6.72M	\$4.5M	\$6.64M	\$7.59M	\$7.34M	\$10.9M
Percent Change from Prior Year	82%	43%	85%	-26%	-3%	5%	-7%	-30%	76%	-49%	54%	31%	-28%



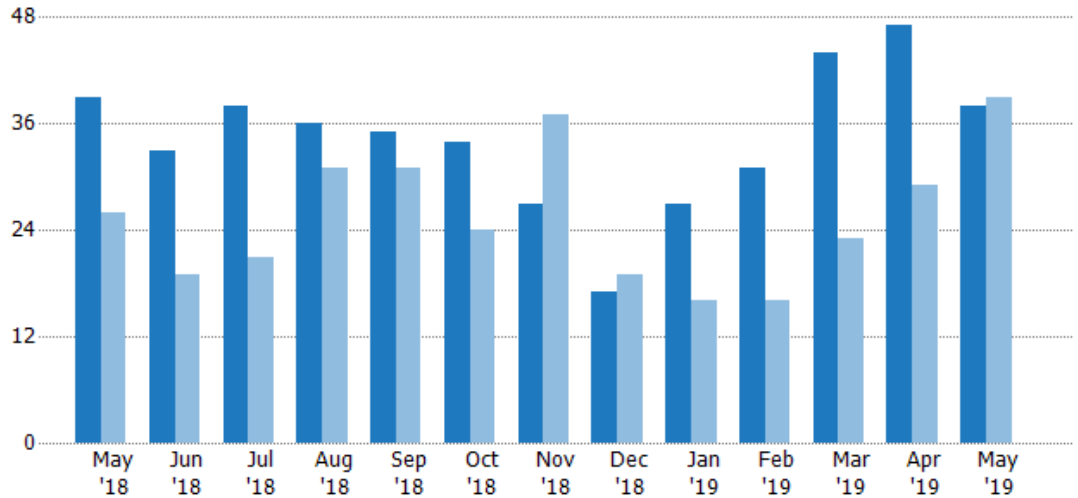
## Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
May '19	38	-2.6%
May '18	39	50%
May '17	26	11.5%



	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	39	33	38	36	35	34	27	17	27	31	44	47	38
Prior Year	26	19	21	31	31	24	37	19	16	16	23	29	39
Percent Change from Prior Year	50%	74%	81%	16%	13%	42%	-27%	-11%	69%	94%	91%	62%	-3%

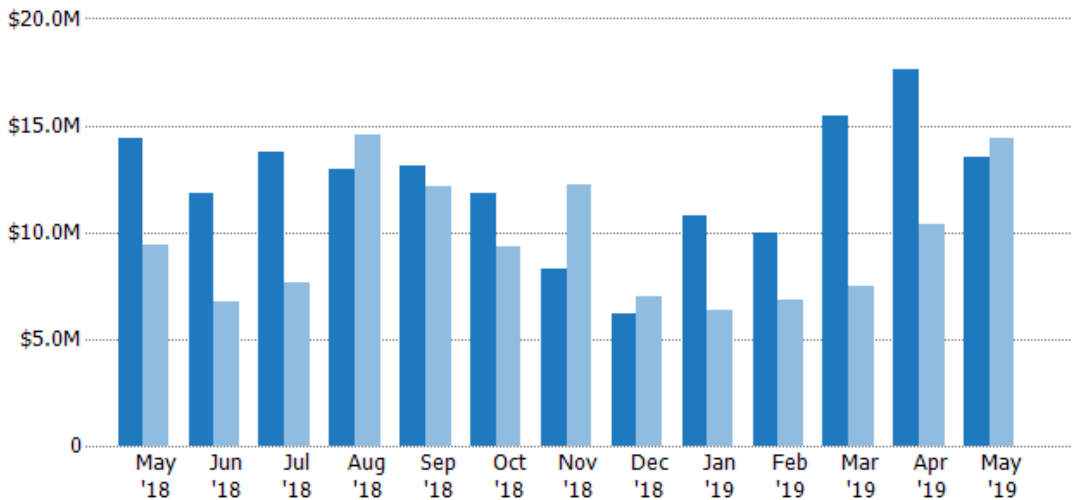
## Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
May '19	\$13.5M	-6.3%
May '18	\$14.4M	53.7%
May '17	\$9.38M	4.8%



	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	\$14.4M	\$11.8M	\$13.7M	\$13M	\$13.1M	\$11.8M	\$8.32M	\$6.15M	\$10.8M	\$9.98M	\$15.4M	\$17.6M	\$13.5M
Prior Year	\$9.38M	\$6.72M	\$7.63M	\$14.6M	\$12.1M	\$9.3M	\$12.2M	\$6.97M	\$6.32M	\$6.83M	\$7.5M	\$10.4M	\$14.4M
Percent Change from Prior Year	54%	76%	80%	-11%	8%	27%	-32%	-12%	70%	46%	106%	69%	-6%

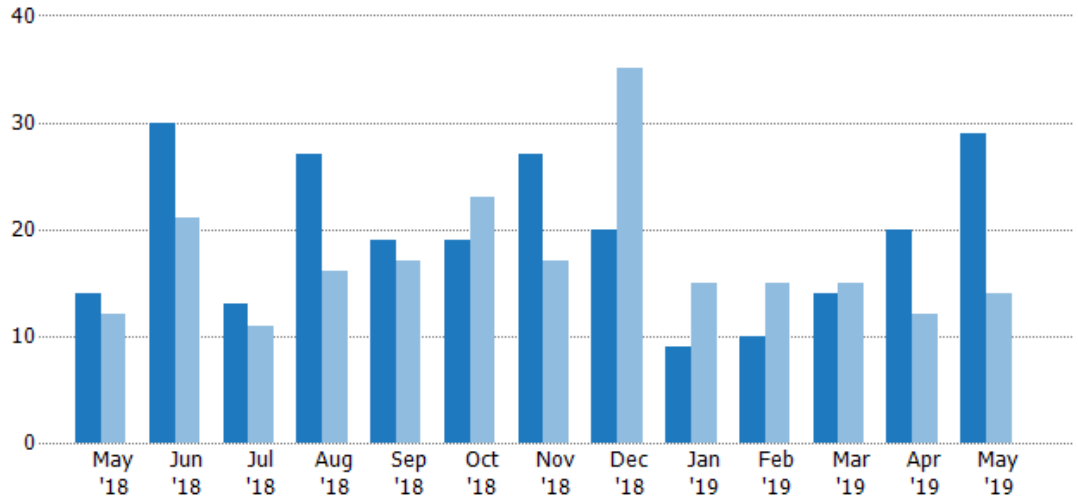
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	29	107.1%
May '18	14	16.7%
May '17	12	33.3%



	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	14	30	13	27	19	19	27	20	9	10	14	20	29
Prior Year	12	21	11	16	17	23	17	35	15	15	15	12	14
Percent Change from Prior Year	17%	43%	18%	69%	12%	-17%	59%	-43%	-40%	-33%	-7%	67%	107%

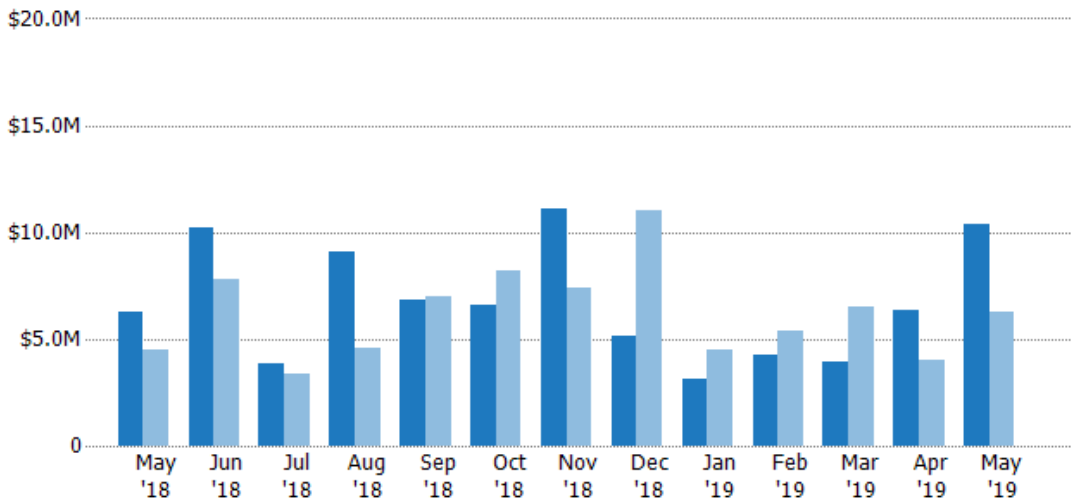
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$10.4M	65.4%
May '18	\$6.26M	39.6%
May '17	\$4.48M	112.5%



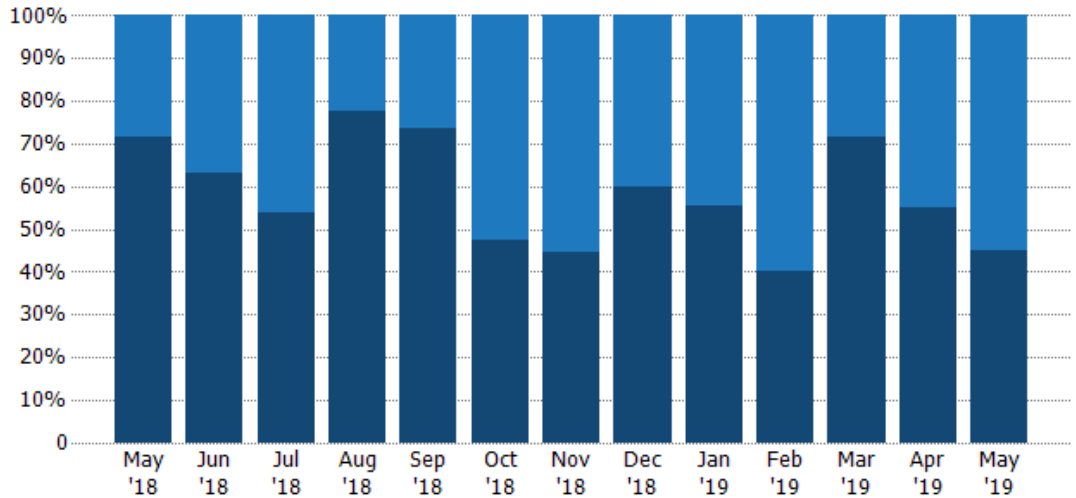
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$6.26M	\$10.2M	\$3.84M	\$9.1M	\$6.85M	\$6.56M	\$11.1M	\$5.11M	\$3.15M	\$4.22M	\$3.96M	\$6.37M	\$10.4M
Prior Year	\$4.48M	\$7.81M	\$3.36M	\$4.6M	\$6.99M	\$8.2M	\$7.4M	\$11M	\$4.47M	\$5.41M	\$6.51M	\$4.04M	\$6.26M
Percent Change from Prior Year	40%	31%	14%	98%	-2%	-20%	50%	-54%	-30%	-22%	-39%	58%	65%

## Closed Sales by Property Type

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

**Filters Used**

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



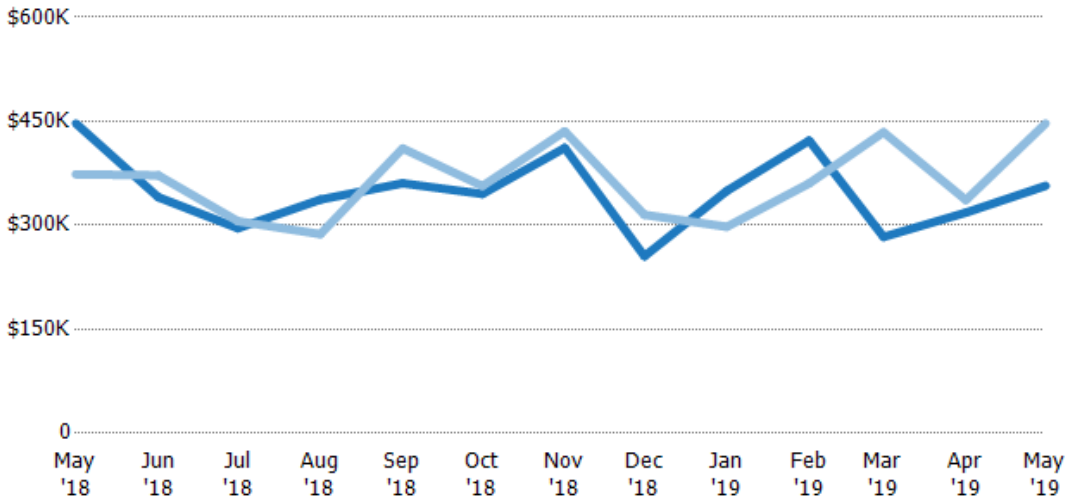
Condo/Townhouse	29%	37%	46%	22%	26%	53%	56%	40%	44%	60%	29%	45%	55%
Single Family Residence	71%	63%	54%	78%	74%	47%	44%	60%	56%	40%	71%	55%	45%

## Average Sales Price

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

**Filters Used**

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



Current Year	\$447K	\$341K	\$296K	\$337K	\$361K	\$345K	\$412K	\$255K	\$350K	\$422K	\$283K	\$318K	\$357K
Prior Year	\$374K	\$372K	\$306K	\$287K	\$411K	\$357K	\$435K	\$315K	\$298K	\$360K	\$434K	\$336K	\$447K
Percent Change from Prior Year	20%	-8%	-3%	17%	-12%	-3%	-5%	-19%	17%	17%	-35%	-5%	-20%

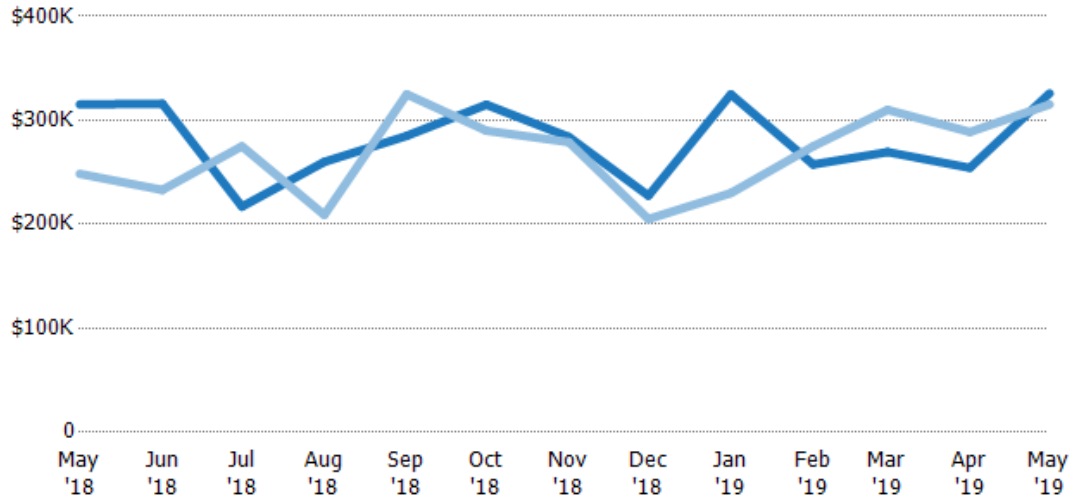
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
May '19	\$326K	3.4%
May '18	\$315K	26.9%
May '17	\$249K	34.6%



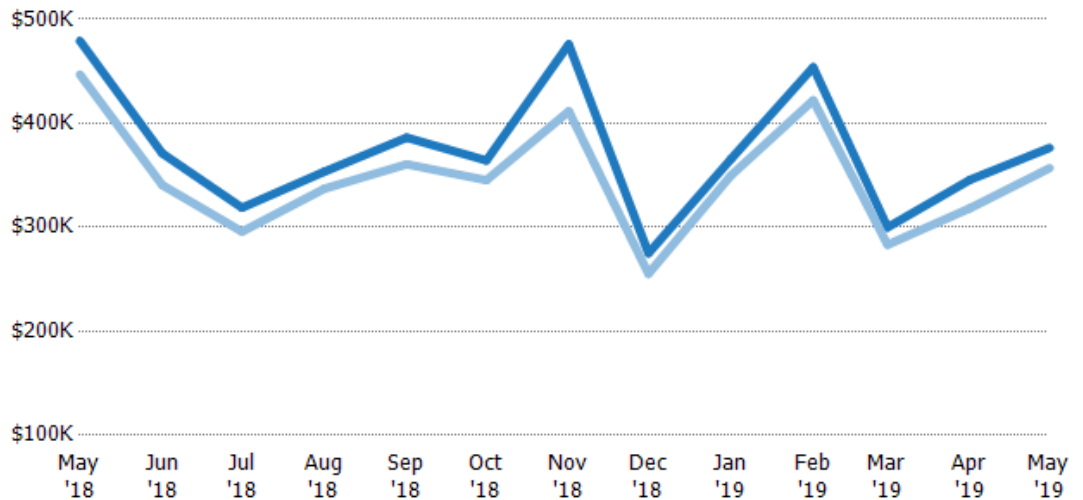
Current Year	\$315K	\$316K	\$217K	\$260K	\$285K	\$315K	\$284K	\$228K	\$325K	\$258K	\$269K	\$254K	\$326K
Prior Year	\$249K	\$233K	\$275K	\$209K	\$325K	\$290K	\$279K	\$205K	\$230K	\$275K	\$310K	\$289K	\$315K
Percent Change from Prior Year	27%	36%	-21%	24%	-12%	9%	2%	11%	41%	-6%	-13%	-12%	3%

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



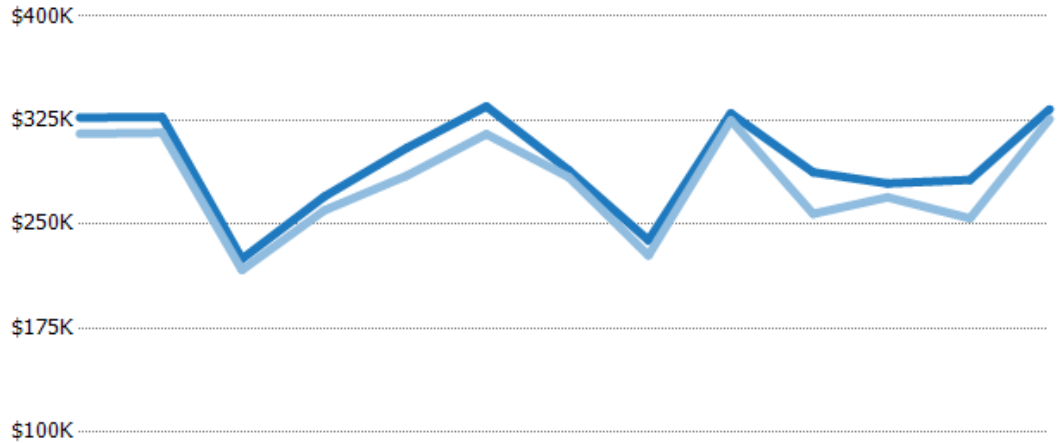
Avg List Price	\$479K	\$371K	\$319K	\$353K	\$386K	\$364K	\$476K	\$275K	\$365K	\$454K	\$300K	\$346K	\$376K
Avg Sales Price	\$447K	\$341K	\$296K	\$337K	\$361K	\$345K	\$412K	\$255K	\$350K	\$422K	\$283K	\$318K	\$357K
Avg Sales Price as a % of Avg List Price	93%	92%	93%	95%	93%	95%	86%	93%	96%	93%	94%	92%	95%

## 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



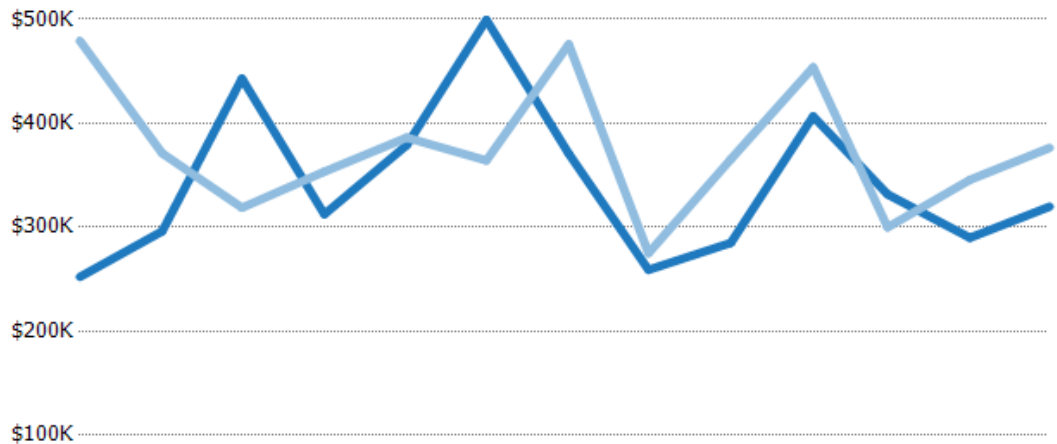
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$327K	\$327K	\$225K	\$270K	\$305K	\$335K	\$289K	\$238K	\$330K	\$287K	\$279K	\$282K	\$333K
Median Sales Price	\$315K	\$316K	\$217K	\$260K	\$285K	\$315K	\$284K	\$228K	\$325K	\$258K	\$269K	\$254K	\$326K
Med Sales Price as a % of Med List Price	96%	97%	96%	96%	93%	94%	98%	95%	98%	90%	96%	90%	98%

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



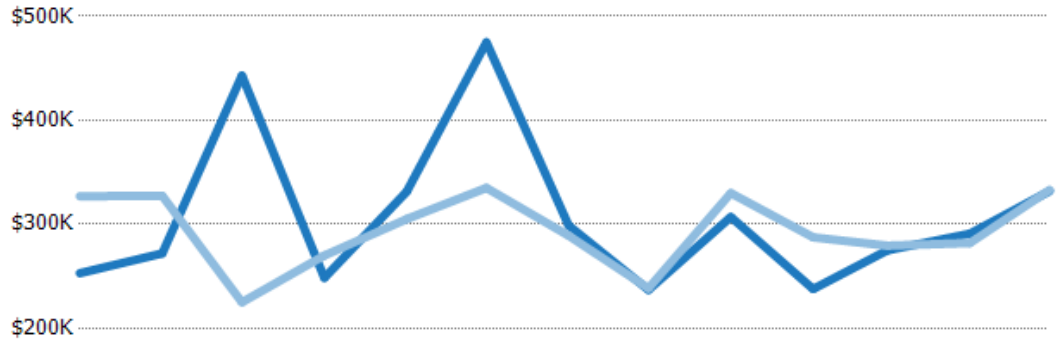
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$252K	\$296K	\$443K	\$312K	\$379K	\$500K	\$371K	\$259K	\$285K	\$407K	\$332K	\$290K	\$320K
Avg Sales Price	\$479K	\$371K	\$319K	\$353K	\$386K	\$364K	\$476K	\$275K	\$365K	\$454K	\$300K	\$346K	\$376K
Avg Sales Price as a % of Avg Est Value	190%	125%	72%	113%	102%	73%	128%	106%	128%	112%	90%	119%	118%

## 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



	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	\$253K	\$272K	\$443K	\$249K	\$331K	\$475K	\$299K	\$237K	\$307K	\$238K	\$275K	\$291K	\$332K
Median Sales Price	\$327K	\$327K	\$225K	\$270K	\$305K	\$335K	\$289K	\$238K	\$330K	\$287K	\$279K	\$282K	\$333K
Med Sales Price as a % of Med Est Value	129%	120%	51%	109%	92%	71%	97%	101%	107%	121%	102%	97%	100%