

## 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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	1	+500%	6	1	+500%
New Listing Volume	\$1,677,400	\$235,000	+613.8%	\$1,677,400	\$235,000	+613.8%
Active Listing Count	25	35	-28.6%	NA	NA	
Active Listing Volume	\$9,822,500	\$13,855,600	-29.1%	NA	NA	
Average Listing Price	\$392,900	\$395,874	-0.8%	\$392,900	\$395,874	-0.8%
Median Listing Price	\$375,000	\$309,000	+21.4%	\$375,000	\$309,000	+21.4%
Median Daysin RPR	123	157	-21.7%	123	157	-21.7%
Months of Inventory	_	_	-	3.6	5	-28.6%
Absorption Rate	_	_	+_	28%	20%	+8%
Sales Activity Charts Metrics						
New Pending Sales Count	6	8	-25%	6	8	-25%
New Pending Sales Volume	\$1,398,500	\$2,147,900	-34.9%	\$1,398,500	\$2,147,900	-34.9%
Pending Sales Count	13	14	-7.1%	N/A	NA	
Pending Sales Volume	\$4,087,399	\$4,352,700	-6.1%	N/A	NA	
Closed Sales Count	3	7	-57.1%	3	7	-57.1%
Closed Sales Volume	\$859,000	\$1,677,000	-48.8%	\$859,000	\$1,677,000	-48.8%
Average Sales Price	\$286,333	\$239,571	+19.5%	\$286,333	\$239,571	+19.5%
Median Sales Price	\$319,000	\$193,000	+65.3%	\$319,000	\$193,000	+65.3%

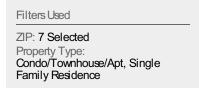


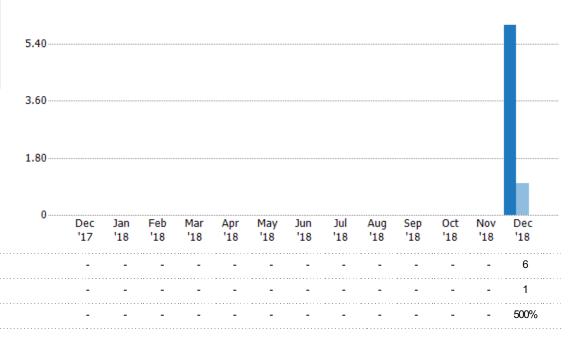




#### **New Listings**

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





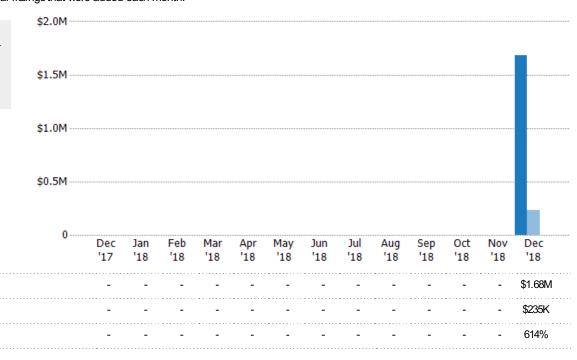
### **New Listing Volume**

Percent Change from Prior Year

Current Year
Prior Year

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

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



Current Year

Percent Change from Prior Year





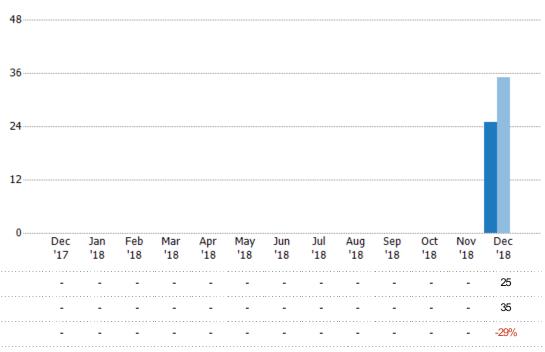
#### **Active Listings**

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



### **Active Listing Volume**

Percent Change from Prior Year

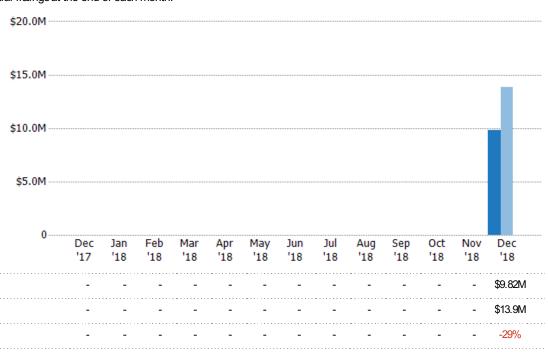
Current Year
Prior Year

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

Percent Change from Prior Year





#### **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

\$400K
\$300K
\$200K
\$100K
0

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-		-				_	-	-	\$393K
Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	\$396K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

### **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

\$400K \$300K \$200K \$100K

	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18		Oct '18		Dec '18
Current Year	-	-	-								-	-	\$375K
Prior Year	-	-		-							-	-	\$309K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





#### 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	\$400K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%

### 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.

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

0K												
												••••••
0K												
0					Mana		Jul		Sep		Nov	D
_		Eab	NA					Auu	260	OCL	INOV	
Dec '17	Jan	Feb '18	Mar '18	Apr '18	May '18	'18		'18	'18	'18		1
Dec	Jan	Feb '18	Mar '18	118 -	118 -	'18		'18	'18	'18		
Dec	Jan	Feb '18	Mar '18 -	'18	'18 -	'18		'18 - -	'18	'18	'18	'



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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

200												
150												
100												
50												
0 Dec					May				Sep			Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	123
-	-	-	-	-	-	-	-	-	-	-	-	157

### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

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

8.00 6.00 4.00

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	0
-	-	=	-	-	-	-	-	=	-	-	-	5
-	-	-	-	-	-	-	-	-	-	-	-	-38%



Current Year
Prior Year

Percent Change from Prior Year





Current Year
Prior Year

Change from Prior Year

## Market Data Report

20%

#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected

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

0%
10%

10%

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	32%
-	-	-	-	-	-	-	-			-		20%
-	-	-	-	-	-	-	-	-	-	-	-	-12%

### 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

23

15

8------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-		-	-	-	25
-	-	-	-	-	-	-	-	-		-	-	13
-	-	-	-	-	-	-	-	-	-	-	-	3



Active Pending

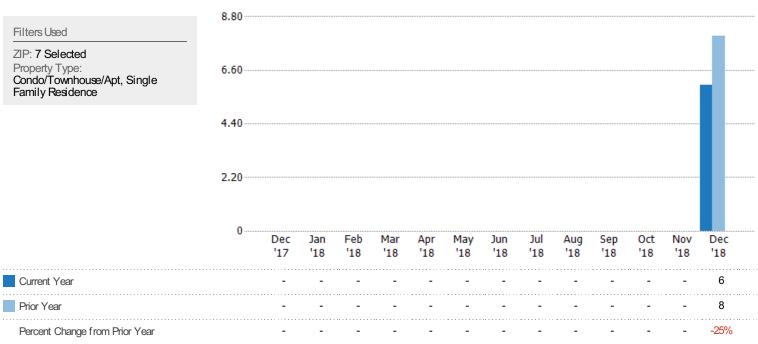
Sold





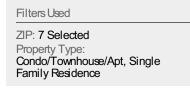
#### **New Pending Sales**

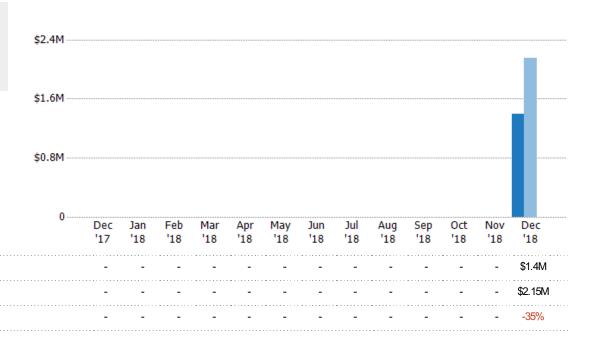
The number of residential properties with accepted offers that were added each month.



### New Pending Sales Volume

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







Current Year

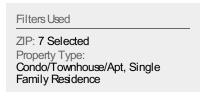
Percent Change from Prior Year

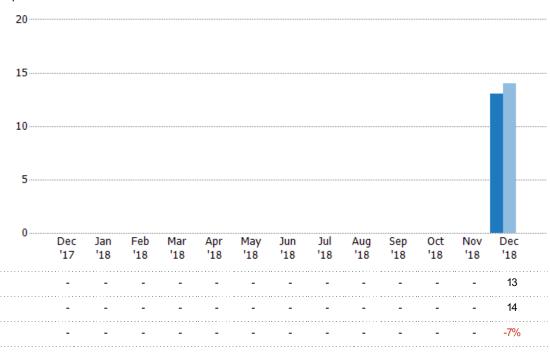




#### **Pending Sales**

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





### Pending Sales Volume

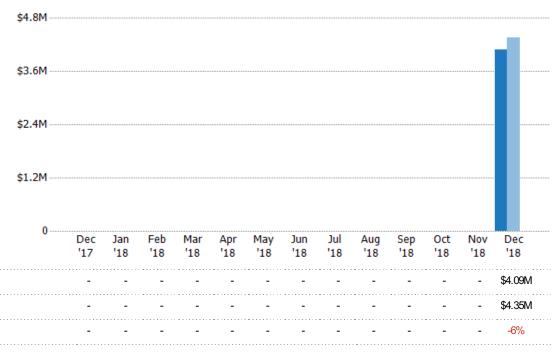
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





#### **Closed Sales**

The total number of residential properties sold each month.



#### **Closed Sales Volume**

Percent Change from Prior Year

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









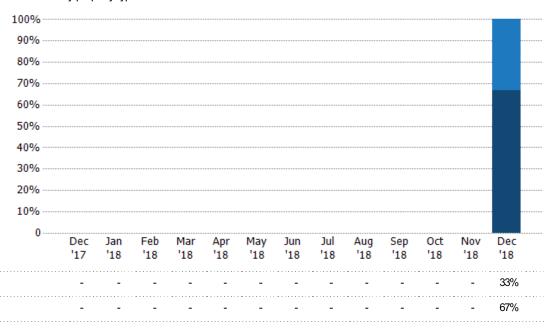
#### Closed Sales by Property Type

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

Filters Used

ZIP: 7 Selected

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



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '18 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$286K \$240K 20%



Current Year

Percent Change from Prior Year





#### **Median Sales Price**

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

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

0	lan	 Mar		lun	1l	Διια	Oct	Nov	 Doc
\$100K		 	 •••••				 		
\$200K		 	 				 		
\$300K		 	 				 		

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-						-	-	\$319K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	65%

### 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

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$286K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K												
\$300K												
\$200K		•••••										
\$100K	••••••											
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$315K
-	-	-	-	-	-	-	-	_	-	-	-	\$319K
- -	-	-	-	-	-	-	-	-	-	-	-	101%

### 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.

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K							
UK							
0K	 	 	 	 	 		
•							
Dec						Nov	D
•						Nov	D



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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

:200K												
10010												
0												
0 Dec '17					May '18						Nov '18	Dec '18
Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18	Dec '18
Dec	Jan '18 - -	Feb '18 -	Mar '18 -	Apr '18	May '18 -	Jun '18 - -	Jul '18 -	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18



