

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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	4	3	+33.3%
New Listing Volume	\$625,400	\$973,900	-35.8%	\$625,400	\$973,900	-35.8%
Active Listing Count	22	31	-29%	22	31	-29%
Active Listing Volume	\$9,246,200	\$10,430,900	-11.4%	\$9,246,200	\$10,430,900	-11.4%
Average Listing Price	\$420,282	\$336,481	+24.9%	\$420,282	\$336,481	+24.9%
Median Listing Price	\$309,000	\$298,500	+3.5%	\$309,000	\$298,500	+3.5%
Median Days in RPR	204.5	161	+27%	204.5	161	+27%
Months of Inventory	_	_	-	2.2	15.5	-85.8%
Absorption Rate	_	_	+-	45.45%	6.45%	+39%
Sales Activity Charts Metrics						
New Pending Sales Count	5	7	-28.6%	5	7	-28.6%
New Pending Sales Volume	\$1,319,900	\$1,762,000	-25.1%	\$1,319,900	\$1,762,000	-25.1%
Pending Sales Count	13	11	+18.2%	13	11	+18.2%
Pending Sales Volume	\$4,754,900	\$3,025,900	+57.1%	\$4,754,900	\$3,025,900	+57.1%
Closed Sales Count	9	10	-10%	9	10	-10%
Closed Sales Volume	\$2,088,195	\$2,244,889	-7%	\$2,088,195	\$2,244,889	-7%
Average Sales Price	\$232,022	\$224,489	+3.4%	\$232,022	\$224,489	+3.4%
Median Sales Price	\$210,000	\$210,000	+_	\$210,000	\$210,000	+-



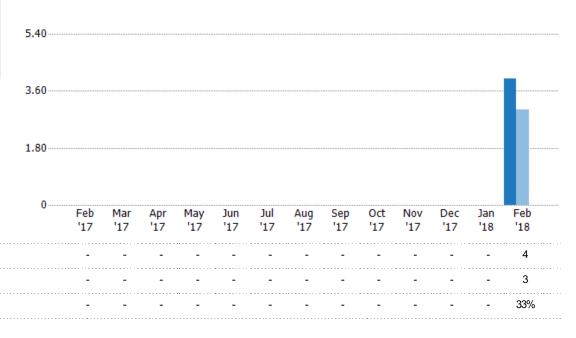




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





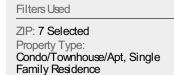
New Listing Volume

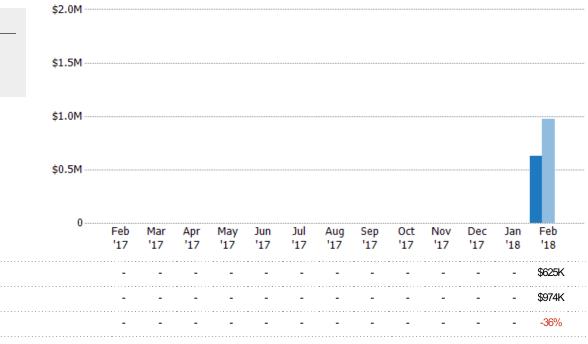
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.







Current Year

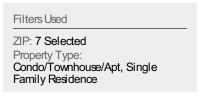
Percent Change from Prior Year

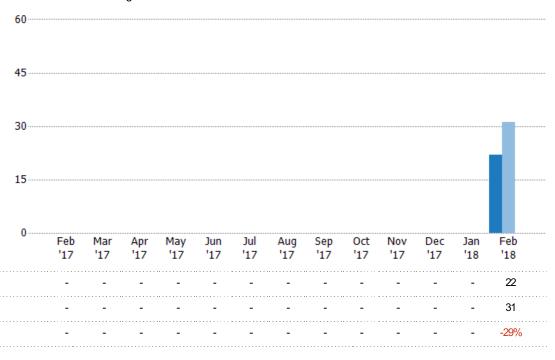




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

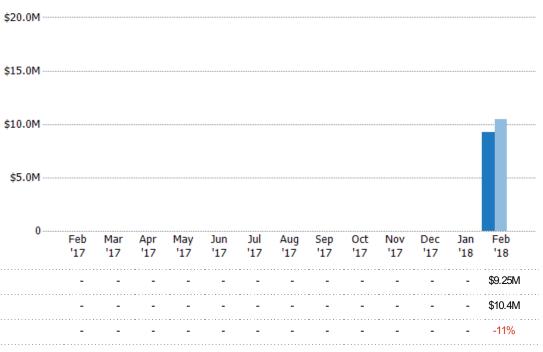
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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 single-family, condominium and townhome listings at the end of each month.

Filters Used	\$500K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	=	\$420K
Prior Year	-	-	-	- -	-	-	-	-	-	-	-	-	\$336K

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single \$300K Family Residence \$200K \$100K Feb Mar May Jun Jul Aug Sep Dec Feb

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-						-						\$309K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





25%



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.

ZIP: 7 Selected Property Type:	\$375K				 	 	 			
Condo/Townhouse/Apt, Single Family Residence	·									
	\$250K				 	 	 			
	¢125K									
	\$125K				 		 			
	,									
	,				 					Feb '18
Avg Est Value	0 Feb	Mar	Apr	May	 	 	 Nov	Dec	Jan	Feb

Median Listing Price vs Median Est Value

Avg Listing Price as a % of Avg 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

\$400K

\$300K

)K											
)K		 									
		May									
0 Feb '17	Mar				Aug '17				Dec	Jan	Fe
Feb	Mar		Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Fe '1' \$27
Feb	Mar		Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Fe '1



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value



131%



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	300												**********
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	Feb	Mar		May '17	Jun '17	Jul '17	Aug '17	Sep	0ct '17		Dec '17	Jan '18	Feb '18
Current Year	-							- -		- -		- -	205
Prior Year	-	-	-	-	-	-	-	-	- -	-	-	-	161
Percent Change from Prior Year	-	-	-	-	-	-	-	-			- -		27%
	0	Mar '17 - -		May '17 - -	Jun '17 - -	Jul '17 - -	Aug '17 - -	Sep '17 - -	0ct '17 - -	Nov '17	Dec '17 - -	Jan '18 - -	'18 205 161

Months of Inventory

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

Filters Used	20		•••••										
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.5
Prior Year	-	-	-	-	=	-	-	-	-	-	-	-	4.43



20%

10%



Absorption Rate

Family Residence

Current Year
Prior Year

Change from Prior Year

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected

Property Type:
Condo/Townhouse/Apt, Single

0%	

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	18%
-	-	-	-	-	-	-	-	-	-	-	-	23%
-	-	-	-	-	-	-	-	-	-	-	-	4%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

15

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

30	
23	
23	

0 Feb '17	Mar '17	Apr '17	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	_	-	-	22
-	-	-	-	-	-	-	-	-	-	-	-	13
-	-	-	-	-	-	-	-	-	-	-	-	9



Active Pending

Sold





New Pending Sales

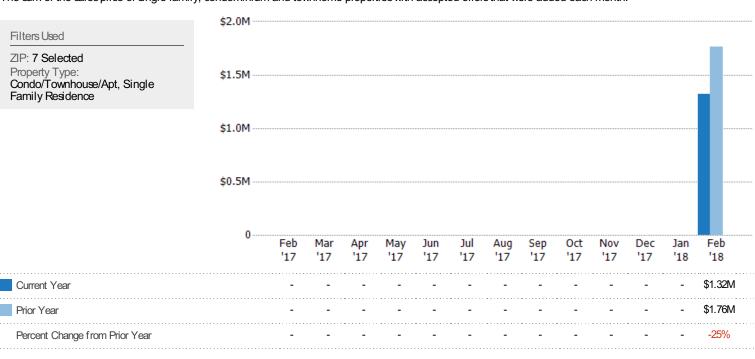
The number of single-family, condominium and townhome properties with accepted offers that were added each month.



New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.



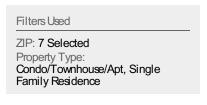


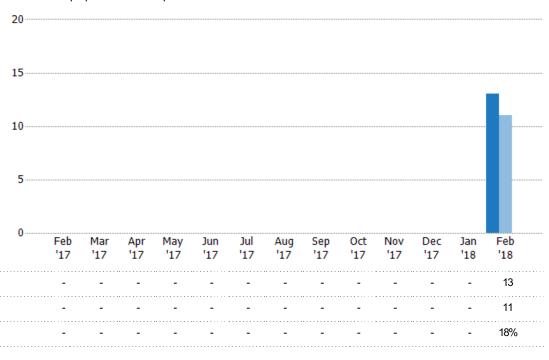
-29%



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

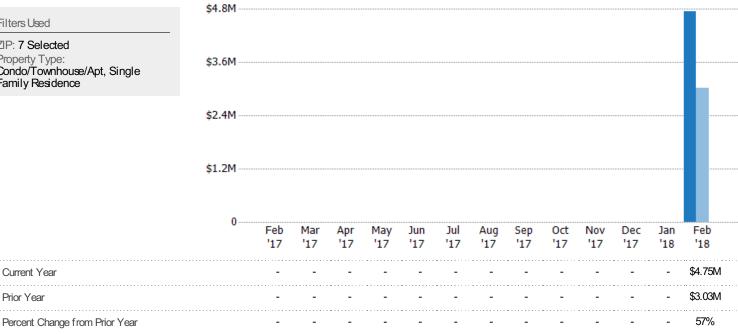
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

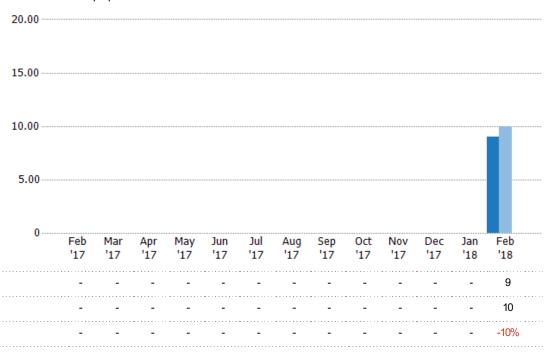




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

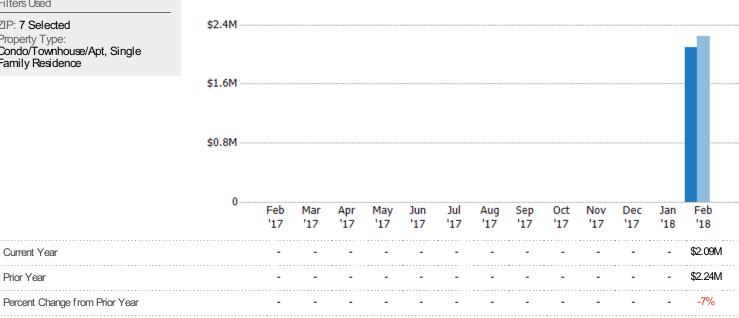
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.





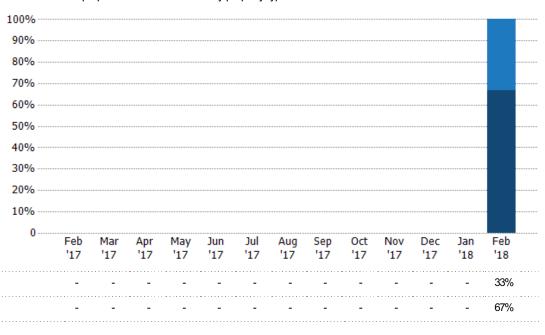




Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

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 single-family, condominium and townhome properties sold each month.

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

\$300K \$225K \$150K \$75K 0 Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 \$232K \$224K 3%



Current Year

Percent Change from Prior Year





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

|--|

\$300K												
\$225K												
\$150K												
\$75K												
0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
_	-	-		-		-	-	-	- -	-	-	0%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Current Year
Prior Year

\$300K												
\$225K												
\$150K												
\$75K												
_			May '17									Feb '18
-	-	-		-		-			-		-	
-	-	-	-	-	-	-	-	-	-	-	-	\$232K



Avg List Price

Avg Sales Price





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

\$300K												
\$225K												
\$150K												
\$75K												
•			Mav									
'17	'17	17	May '17	'17	'17	'17	'17	'17	'17			
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
-	-	-	_	-	-	-	-	-	-	-	-	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.

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

\$300K												
\$225K												
\$150K												
\$75K												
_			May '17									Feb
'17 -	'17 -	'17 -		'17 -		'17 -			'17 -			'18 \$138K
-	-	-	-	-	-	- -	-	-	-	-	-	\$243K



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K												
\$75K												
_			May									Feb
'17	'17	'i7	May '17	'17	'17	'17	'17	'17	'17			'18
-	-	-	-	-	-	-	-	-	-	-	-	\$138K
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
-	-	-	-	-	-	-	-	-	-	-	-	152%



