

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2017	YTD 2018	+ / -	Feb 2017	Feb 2018	Key Metrics
						isting Activity Charts Metrics
+45.8%	24	35	+45.8%	24	35	New Listing Count
+26.4%	\$14,409,900	\$18,213,899	+26.4%	\$14,409,900	\$18,213,899	New Listing Volume
-22.9%	362	279	-22.9%	362	279	Active Listing Count
-14%	\$195,518,199	\$168,195,692	-14%	\$195,518,199	\$168,195,692	Active Listing Volume
+11.6%	\$540,106	\$602,852	+11.6%	\$540,106	\$602,852	Average Listing Price
+14.3%	\$349,900	\$400,000	+14.3%	\$349,900	\$400,000	Median Listing Price
-11.9%	243	214	-11.9%	243	214	Median Days in RPR
-28.9%	30.2	21.5	-	_	_	Months of Inventory
+1.3%	3.31%	4.66%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
-26.7%	30	22	-26.7%	30	22	New Pending Sales Count
-6.5%	\$10,957,700	\$10,248,500	-6.5%	\$10,957,700	\$10,248,500	New Pending Sales Volume
-36.1%	36	23	-36.1%	36	23	Pending Sales Count
-27.2%	\$14,530,100	\$10,577,000	-27.2%	\$14,530,100	\$10,577,000	Pending Sales Volume
+15.4%	13	15	+15.4%	13	15	Closed Sales Count
+6.4%	\$5,082,000	\$5,406,500	+6.4%	\$5,082,000	\$5,406,500	Closed Sales Volume
-7.8%	\$390,923	\$360,433	-7.8%	\$390,923	\$360,433	Average Sales Price
-24.7%	\$365,000	\$275,000	-24.7%	\$365,000	\$275,000	Median Sales Price



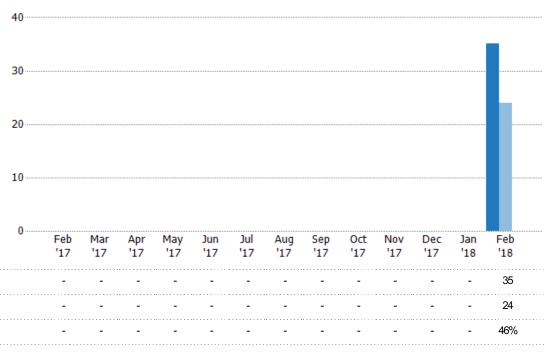




New Listings

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.



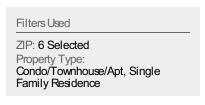


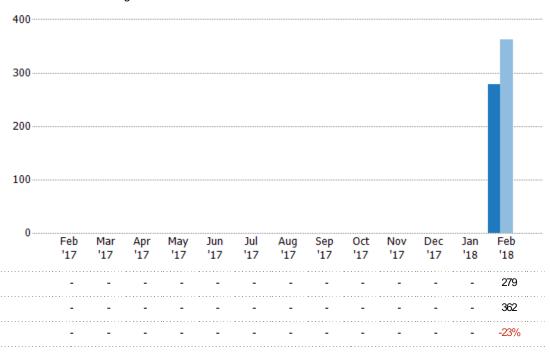




Active Listings

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





Active Listing Volume

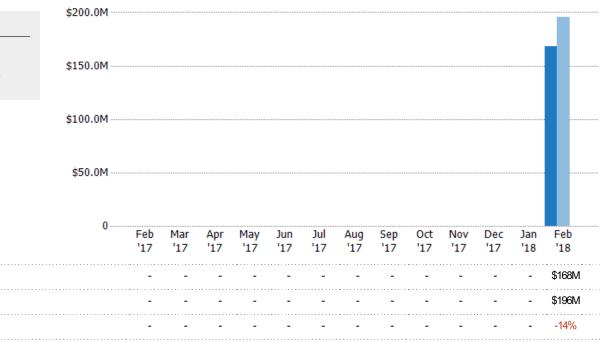
Percent Change from Prior Year

Current Year

Prior Year

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





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.

Prior Year	-	-	-	-	-	-	-	-	-	-	-		\$540K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$603K
	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
	0												
	\$175K ······												
	\$350K												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
Filters Used	\$700K												

Median Listing Price

Percent Change from Prior Year

Percent Change from Prior Year

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

	\$125K	 	 	 	 	 	
	\$250K	 	 	 	 	 	
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K	 	 	 	 	 	
Filters Used	\$500K						





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	\$700K												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$411K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$603K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	147%

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.

Filtern Llead	\$500K ······												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	·												
	0								0ct	Nov	Dec		
									OCT			Jan	
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	'17	'18	Feb '18
Median Est Value				Мау '17 -			'17 -	'17 -					'18
Median Est Value Median Listing Price	'17 - -	'17	'i7 - -	мау '17	'17 - -	'17 - -	'17 - -	'17 - -	'17 - -	'17 - -	'17	'18 - -	'18 \$374k \$400k







Winhall February 2018

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.

	300												
Filters Used	300												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	/3												
	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	214
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	243
Percent Change from Prior Year	-	-	-	-	-	-	_	-	-	-	_	-	-12%

Months of Inventory

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

Filters Used	60												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	30												
	15												
	15												
	0										Dec	lan	Fph
	15 0 Feb '17	Mar '17	Apr '17	May '17		Jul '17	Aug '17			Nov '17	Dec '17	Jan '18	Fel
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov			'18
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov		'18	





Absorption Rate

The percentage of inventory sold per month.

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

10%

5%

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

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

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

300 225 150

75

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
-	-	-	-	-	-	-	-	-	-	-	-	279
 -	-	-	-	-	-	-	-	-	-	-	-	23
 -	-	-	-	-	-	-	-	-	-	-	-	15

Active Pending

Sold

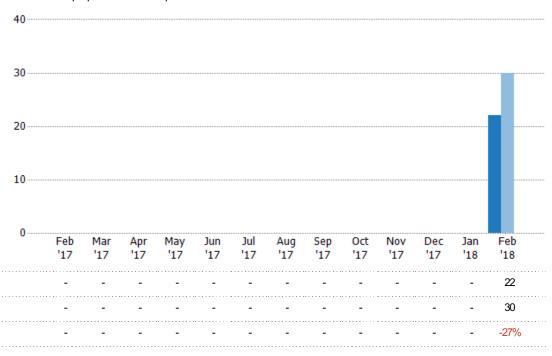




New Pending Sales

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





New Pending Sales Volume

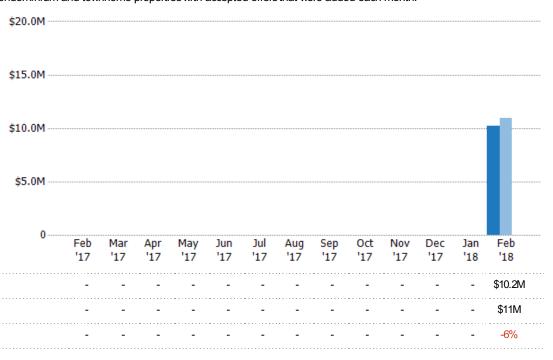
Percent Change from Prior Year

Current Year

Prior Year

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







Current Year

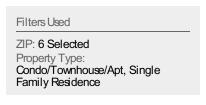
Percent Change from Prior Year

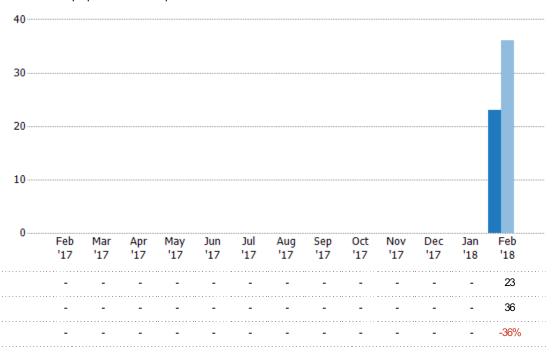




Pending Sales

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





Pending Sales Volume

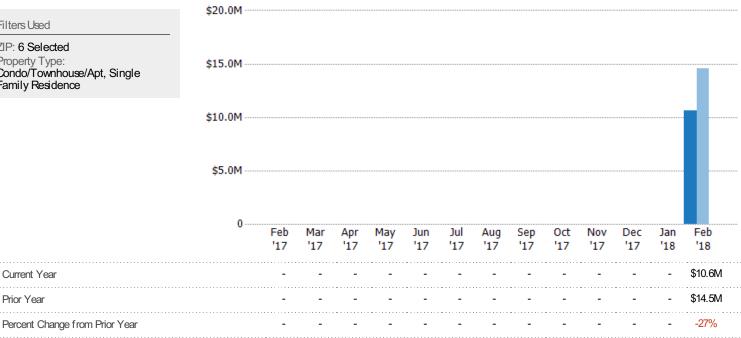
Percent Change from Prior Year

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.





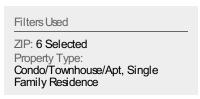
Current Year

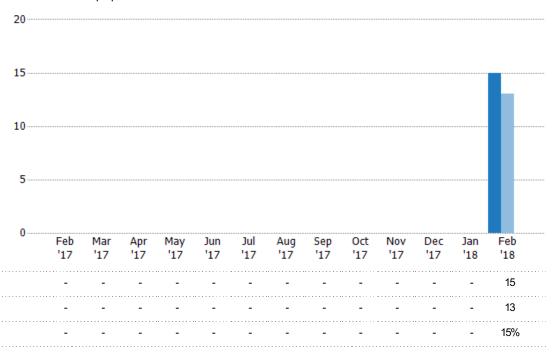




Closed Sales

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





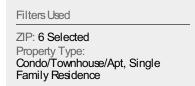
Closed Sales Volume

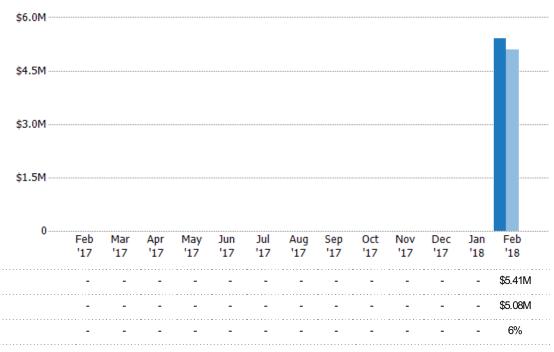
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year

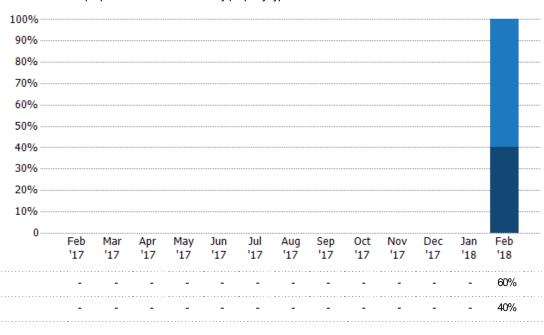




Closed Sales by Property Type

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

ZIP: 6 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.

Filters Used

ZIP: 6 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$30	0K	 										
\$20	0K	 										
\$10	IUK											
	UIV.											
-												
	0	 	May '17									
	0	 Apr '17		Jun '17	Jul '17	Aug '17		0ct '17				Feb
	0	 Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17 -	Oct '17	Nov '17	Dec '17 -	Jan '18	Feb '18



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

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

\$100K							
	200K	 	 	 	 	 	
3200K	300K		 	 	 	 	

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: 6 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

00K	 							 		
00K	 							 		
00K										
0								 		
0								 		Fel
0		May '17	Jun '17	Jul '17		Sep '17	0ct '17	 		
0		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	 	Jan '18	Fel '18



Avg List Price

Avg Sales Price



\$365K



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

300K									
\$225K	 		 		 				
\$150K	 		 		 				
\$75K	 		 		 				
0		May '17							
0						Nov '17		Jan '18	Feb '18
0		May '17 -		Aug '17 -	 Oct '17 -	Nov '17	Dec '17	Jan '18	Feb '18

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

+20014											
\$300K	 										
\$200K	 										
\$100K											
_		May									
_		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
_		May '17	Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
_		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



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: 6 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												
\$150K												
\$75K												
_												
Feb '17	Mar '17	4pr '17	May '17	Jun '17	Jui '17	'17	Sep '17	'17	117	'17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$168K
-	-	-	-	-	-	-	-	-	-	-	-	\$299K
												178%
-	-	-	-	-	-	_	-	-	_	-	-	170/0



