

# Summary of Key Listing and Sales Metrics

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

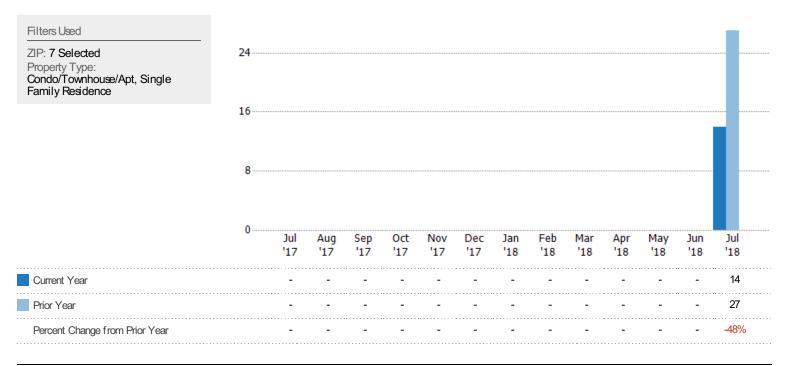
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
			-			Listing Activity Charts Metrics
-48.1%	27	14	-48.1%	27	14	New Listing Count
-32.3%	\$7,805,300	\$5,286,300	-32.3%	\$7,805,300	\$5,286,300	New Listing Volume
-45.9%	61	33	-45.9%	61	33	Active Listing Count
-24.5%	\$16,712,100	\$12,620,800	-24.5%	\$16,712,100	\$12,620,800	Active Listing Volume
+39.6%	\$273,969	\$382,448	+39.6%	\$273,969	\$382,448	Average Listing Price
+33%	\$274,500	\$365,000	+33%	\$274,500	\$365,000	Median Listing Price
-1.5%	68	67	-1.5%	68	67	Median Daysin RPR
-45.9%	4.7	2.5	-	_	-	Months of Inventory
+18.1%	21.31%	39.39%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+16.7%	12	14	+16.7%	12	14	New Pending Sales Count
+24.2%	\$3,181,400	\$3,951,800	+24.2%	\$3,181,400	\$3,951,800	New Pending Sales Volume
+64.3%	14	23	+64.3%	14	23	Pending Sales Count
+71.3%	\$3,366,200	\$5,767,100	+71.3%	\$3,366,200	\$5,767,100	Pending Sales Volume
-69.2%	13	4	-69.2%	13	4	Closed Sales Count
-66.2%	\$4,006,100	\$1,352,900	-66.2%	\$4,006,100	\$1,352,900	Closed Sales Volume
+9.8%	\$308,162	\$338,225	+9.8%	\$308,162	\$338,225	Average Sales Price
+11.6%	\$270,000	\$301,450	+11.6%	\$270,000	\$301,450	Median Sales Price





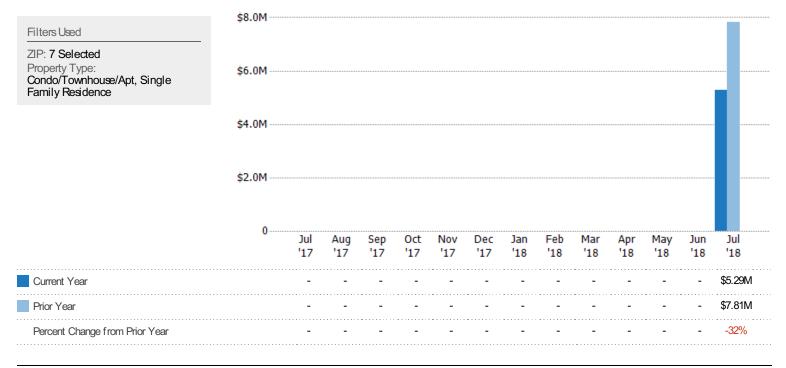
#### New Listings

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



#### New Listing Volume

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



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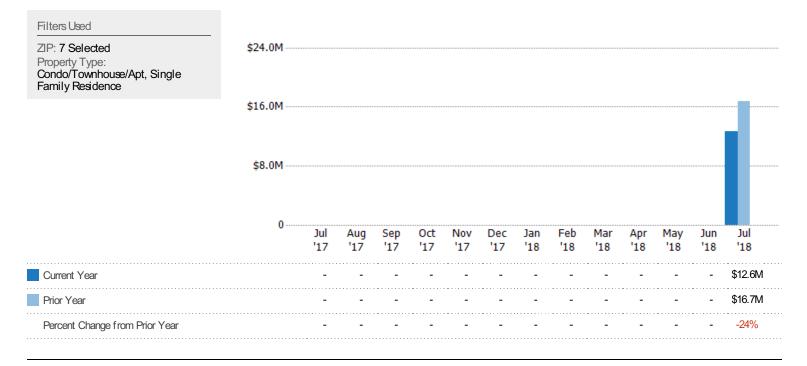
### Active Listings

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

Filters Used	80													
ZIP: 7 Selected Property Type: Condo/Townhouœ/Apt, Single Family Residence	60													
	40													
														- 1
	20													
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	33
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	61
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-46%

#### Active Listing Volume

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



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#### Average Listing Price

The average 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 Family Residence	\$300K												
	\$200K												
	\$100K												
	Υ.												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$382K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	40%

# Median Listing Price

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

Filters Used	\$400K ······											,	
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	33%





## 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.

	\$400K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$1.00K												
	\$100K												
	0 Jul	Aug	Con	0.4	Nev	Dec		Feb	Mar		May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	18	Apr '18	'18	'18	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$382K
Avg Listing Price as a % of Avg Est Value	) –	-	-	-	-	-	-	-	-	-	-	-	118%

#### 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.

\$400K ······												
\$300K												
\$200K												
\$100K												
0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$348K
-	-	-	-	-	-	-	-	-	-	-	-	\$365K
												φυσσιτ
	\$300K \$200K \$100K Jul	\$300K \$200K \$100K 0 Jul Aug	\$300K \$200K \$100K 0 Jul Aug Sep	\$300K \$200K \$100K 0 Jul Aug Sep Oct	\$300K \$200K \$100K 0 Jul Aug Sep Oct Nov	\$300K \$200K \$100K 0 Jul Aug Sep Oct Nov Dec	\$300K \$200K \$100K 0 Jul Aug Sep Oct Nov Dec Jan	\$300K \$200K \$100K \$100K 0 Jul Aug Sep Oct Nov Dec Jan Feb	\$300K \$200K \$100K 0	\$300K \$200K \$100K 0	\$300K \$200K \$100K \$100K 0. Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	\$300K \$200K \$100K 0





#### 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.

Current Year	'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -	'18 -	'18 -	'18 -	Jul '18 67
		'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
	20												
	40												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
Filters Used													

#### Months of Inventory

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

Filters Used	7.00												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	5.25												
	3.50												
	1.75												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.13
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%





#### Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	24%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

# Active/Pending/Sold Units

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

Active	0 Jul '17 -	Aug '17 -			Nov '17		Jan '18 -	Feb '18 -	Mar '18 -	Apr '18	May '18	Jun '18 -	Jul '18 33 23
Active	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	'18
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
	0												
	10												
	20												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Filters Used													

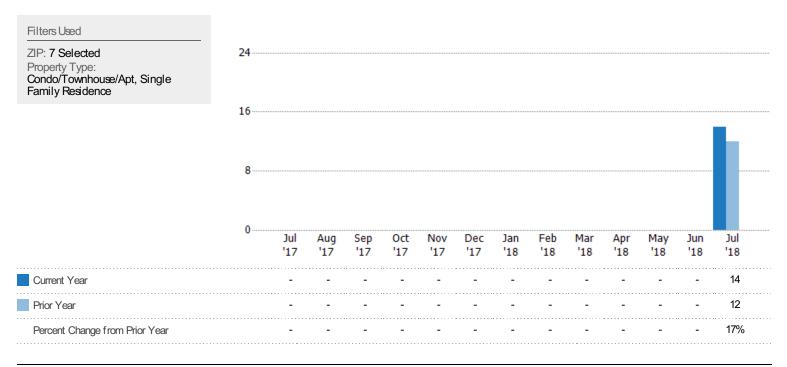


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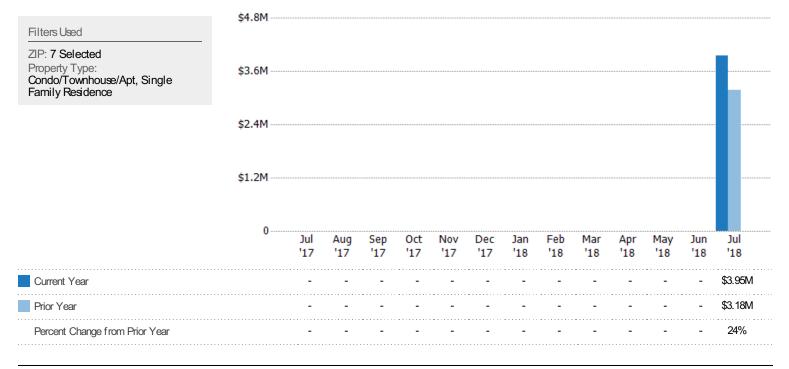
#### New Pending Sales

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



#### New Pending Sales Volume

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



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# Pending Sales

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

	40													
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Jul	Διια	Sen	0ct	Nov	Dec	Jan				May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	64%

#### Pending Sales Volume

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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	71%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.37M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.77M
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$2.0M													
Family Residence	\$4.0M													
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$6.0M													
Filters Used	\$8.0M													

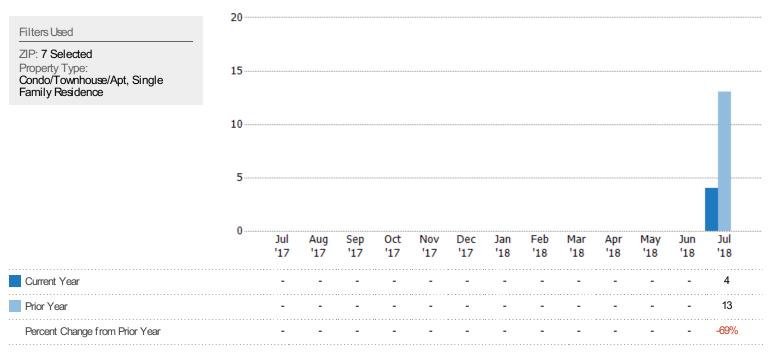


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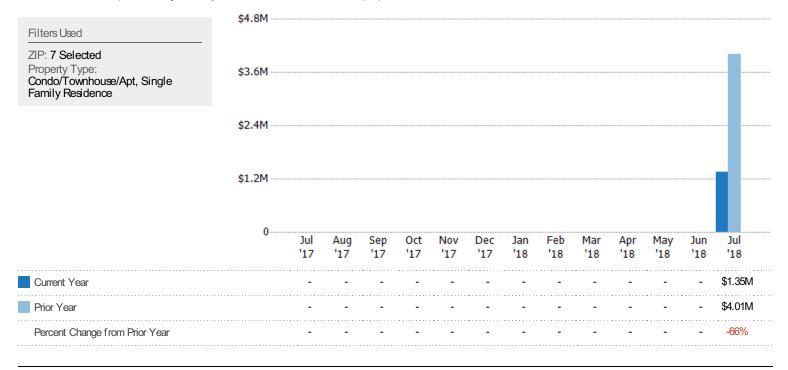
#### Closed Sales

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



#### **Closed Sales Volume**

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



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## Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	U	Jul '17	Aug '17				Dec '17				Apr '18	Мау '18	Jun '18	Jul '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	60%														
Property Type: Condo/Townhouæ/Apt, Single Family Residence	70%														,
ZIP: 7 Selected Property Type:	80%														
Filters Used	90%														
	100%														

# Average Sales Price

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

Filters Used	\$400K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$338K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%





#### Median Sales Price

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

	\$400K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K 0 Jul '17	Aug '17	Sep '17		Nov '17				Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-			-	-	-	-	-	-	-	-	99%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$338K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	+1001/												
Family Residence	\$200K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K ······												





# Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	Jul '17	Aug '17	Sep '17	0ct '17		Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Med Sales Price as a % of Med List Price		-	-	-	-	-	-	-	-	-	-	-	97%

#### 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	\$400K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0	_					_			_		_	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$342K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%





# 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.

Median Est Value Median Sales Price	-	-	-		-	-	-	-	-	-	-	-	
Median Est Value	-	_											\$312K
				-	-	-	-	-	-	-	-	-	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Family Residence	\$200K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single	\$300K												
Filters Used													

