

# Summary of Key Listing and Sales Metrics

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

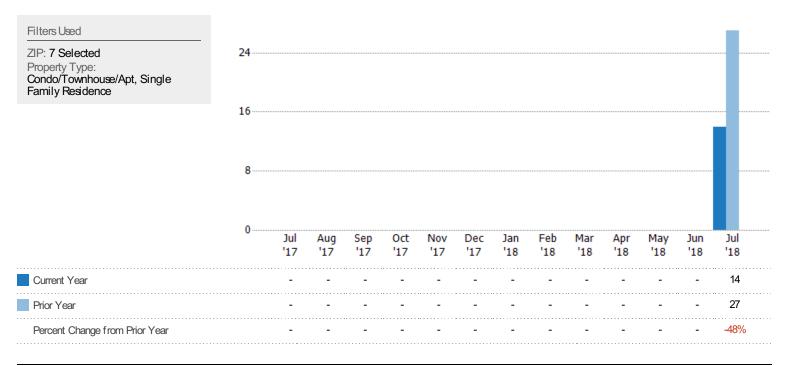
| +/-    | YTD 2017     | YTD 2018     | +/-    | Jul 2017     | Jul 2018     | Key Metrics                     |
|--------|--------------|--------------|--------|--------------|--------------|---------------------------------|
|        |              |              | -      |              |              | 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              |





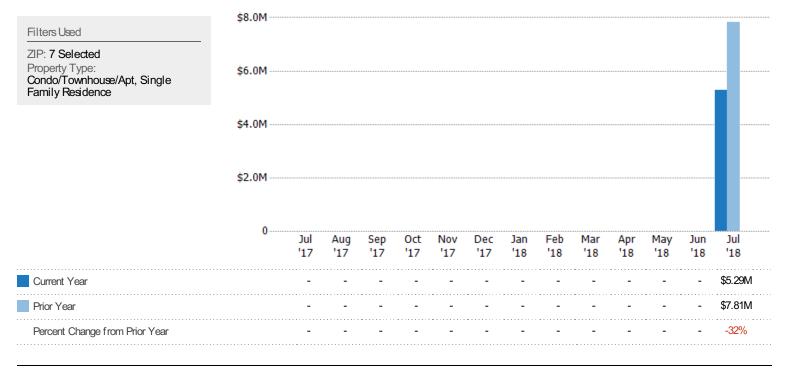
#### New Listings

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.



囼



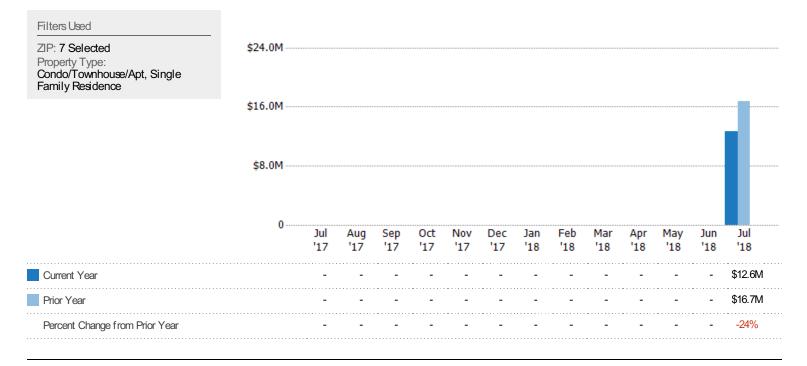
### Active Listings

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

| Filters Used  | 80 |     |     |     |     |     |     |     |     |     |     |     |     |      |
|---|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouœ/Apt, Single<br>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.



仓



#### Average Listing Price

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

|  | \$400K     |            |            |            |            |            |            |            |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$200K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Υ.         |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$200K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K        |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jul<br>'17    | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K        |            |            |            |     |     |     |     |     |            |     |     |        |
|  | \$200K        |            |            |            |     |     |     |     |     |            |     |     |        |
|  |               |            |            |            |     |     |     |     |     |            |     |     |        |
|  | \$1.00K       |            |            |            |     |     |     |     |     |            |     |     |        |
|  | \$100K        |            |            |            |     |     |     |     |     |            |     |     |        |
|  |               |            |            |            |     |     |     |     |     |            |     |     |        |
|  | 0<br>Jul      | Aug        | Con        | 0.4        | Nev | Dec |     | Feb | Mar |            | May | Jun | Jul    |
|  | '17           | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | '17 | '17 | '18 | '18 | 18  | Apr<br>'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<br>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<br>\$200K<br>\$100K<br>Jul | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug Sep | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug Sep Oct | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug Sep Oct Nov | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug Sep Oct Nov Dec | \$300K<br>\$200K<br>\$100K<br>0<br>Jul Aug Sep Oct Nov Dec Jan | \$300K<br>\$200K<br>\$100K<br>\$100K<br>0<br>Jul Aug Sep Oct Nov Dec Jan Feb | \$300K<br>\$200K<br>\$100K<br>0 | \$300K<br>\$200K<br>\$100K<br>0 | \$300K<br>\$200K<br>\$100K<br>\$100K<br>0.<br>Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May | \$300K<br>\$200K<br>\$100K<br>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<br>- | '17<br>- | '17<br>- | '17<br>- | '17<br>- | '17<br>- | '18<br>- | '18<br>- | '18<br>- | '18<br>- | '18<br>- | '18<br>- | Jul<br>'18<br>67 |
|--|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|------------------|
|  |          | '17      | '17      | '17      | '17      | '17      | '18      | '18      | '18      | '18      | '18      | '18      |                  |
|  | 0<br>Jul | Aug      | Sep      | 0ct      | Nov      | Dec      | Jan      | Feb      | Mar      | Apr      | May      | Jun      |                  |
|  | 20       |          |          |          |          |          |          |          |          |          |          |          |                  |
|  | 40       |          |          |          |          |          |          |          |          |          |          |          |                  |
| ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 5.25       |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 3.50       |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 1.75       |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|  | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 20%             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 10%             |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>Jul<br>'17<br>- | Aug<br>'17<br>- |     |     | Nov<br>'17 |     | Jan<br>'18<br>- | Feb<br>'18<br>- | Mar<br>'18<br>- | Apr<br>'18 | May<br>'18 | Jun<br>'18<br>- | Jul<br>'18<br>33<br>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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | 30                   |                 |     |     |            |     |                 |                 |                 |            |            |                 |                        |
| Filters Used   |                      |                 |     |     |            |     |                 |                 |                 |            |            |                 |                        |

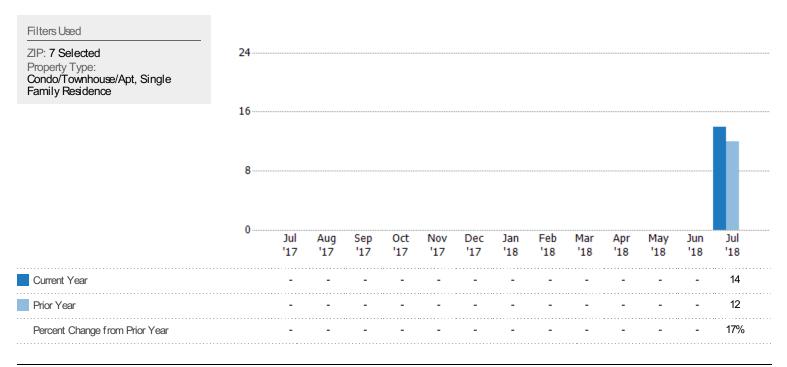


仓



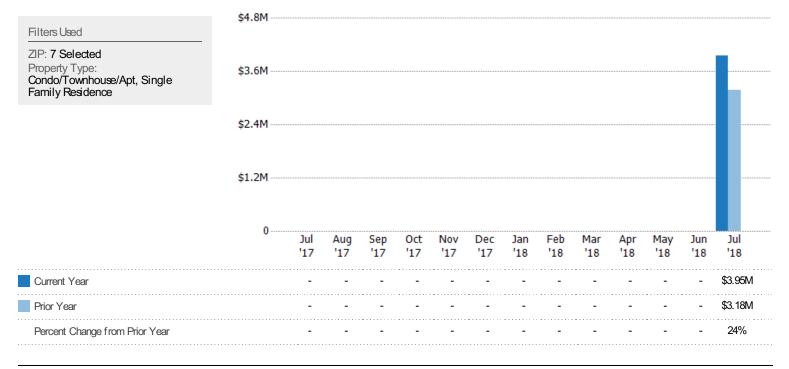
#### New Pending Sales

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.



囼



# 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<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|  | \$2.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   | \$4.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$6.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |
| Filters Used   | \$8.0M |            |            |            |            |            |            |            |            |            |            |            |            |            |

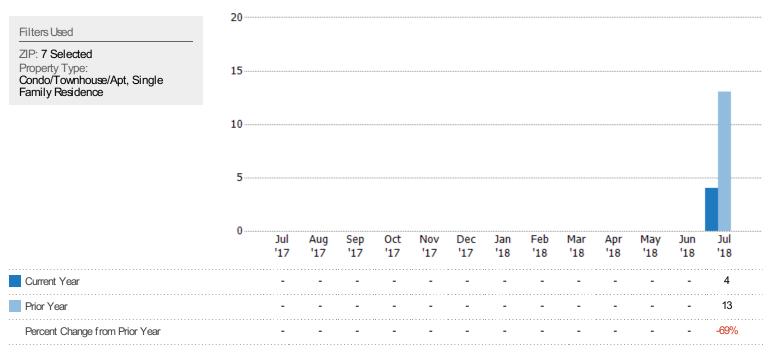


仓



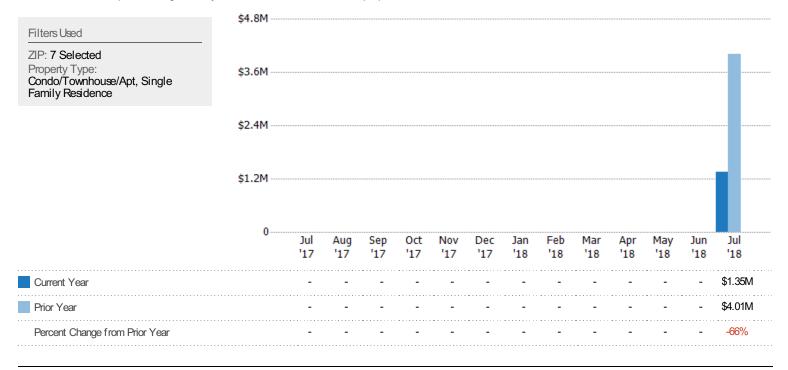
#### Closed Sales

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.



囼



## 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<br>'17 | Aug<br>'17 |   |   |   | Dec<br>'17 |   |   |   | Apr<br>'18 | Мау<br>'18 | Jun<br>'18 | Jul<br>'18 |   |
|  | 0    |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 10%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 20%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 30%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 40%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 50%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
|  | 60%  |            |            |   |   |   |            |   |   |   |            |            |            |            |   |
| Property Type:<br>Condo/Townhouæ/Apt, Single<br>Family Residence | 70%  |            |            |   |   |   |            |   |   |   |            |            |            |            | , |
| ZIP: 7 Selected<br>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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K          |            |            |            |            |            |   |            |            |            |            |            |            |
|  | \$200K          |            |            |            |            |            |   |            |            |            |            |            |            |
|  | \$100K          |            |            |            |            |            |   |            |            |            |            |            |            |
|  | 0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 |   | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K                    |            |            |   |            |   |   |   |            |            |            |            |            |
|  | \$200K ······             |            |            |   |            |   |   |   |            |            |            |            |            |
|  | \$100K<br>0<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 |   | Nov<br>'17 |   |   |   | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|  | +1001/          |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   | \$200K          |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>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<br>ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K        |            |            |            |   |            |   |            |            |            |            |            |            |
|  | \$200K        |            |            |            |   |            |   |            |            |            |            |            |            |
|  | \$100K        |            |            |            |   |            |   |            |            |            |            |            |            |
|  | Jul<br>'17    | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 |   | Dec<br>'17 |   | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$300K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$200K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | \$100K     |            |            |            |            |            |            |            |            |            |            |            |            |
|  | 0          | _          |            |            |            |            | _          |            |            | _          |            | _          |            |
|  | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'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<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 | Jul<br>'18 |
|  | \$100K     |            |            |            |            |            |            |            |            |            |            |            |            |
| Family Residence   | \$200K     |            |            |            |            |            |            |            |            |            |            |            |            |
| ZIP: 7 Selected<br>Property Type:<br>Condo/Townhouse/Apt, Single | \$300K     |            |            |            |            |            |            |            |            |            |            |            |            |
| Filters Used   |            |            |            |            |            |            |            |            |            |            |            |            |            |

