

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	Jul 2018	Jul 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	41	43	-4.7%	41	43	-4.7%
New Listing Volume	\$24,097,500	\$18,053,600	+33.5%	\$24,097,500	\$18,053,600	+33.5%
Active Listing Count	263	348	-24.4%	263	348	-24.4%
Active Listing Volume	\$151,125,194	\$182,842,889	-17.3%	\$151,125,194	\$182,842,889	-17.3%
Average Listing Price	\$574,621	\$525,411	+9.4%	\$574,621	\$525,411	+9.4%
Median Listing Price	\$399,000	\$370,950	+7.6%	\$399,000	\$370,950	+7.6%
Median Daysin RPR	157	186	-15.6%	157	186	-15.6%
Months of Inventory	_	_	-	21.9	26.8	-18.1%
Absorption Rate	_	_	+_	4.56%	3.74%	+0.8%
Sales Activity Charts Metrics			1			
New Pending Sales Count	26	12	+116.7%	26	12	+116.7%
New Pending Sales Volume	\$8,712,500	\$4,280,000	+103.6%	\$8,712,500	\$4,280,000	+103.6%
Pending Sales Count	35	19	+84.2%	35	19	+84.2%
Pending Sales Volume	\$12,727,900	\$7,192,000	+77%	\$12,727,900	\$7,192,000	+77%
Closed Sales Count	12	12	+-	12	12	+-
Closed Sales Volume	\$3,684,925	\$3,534,000	+4.3%	\$3,684,925	\$3,534,000	+4.3%
Average Sales Price	\$307,077	\$294,500	+4.3%	\$307,077	\$294,500	+4.3%
Median Sales Price	\$242,250	\$257,500	-5.9%	\$242,250	\$257,500	-5.9%

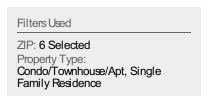


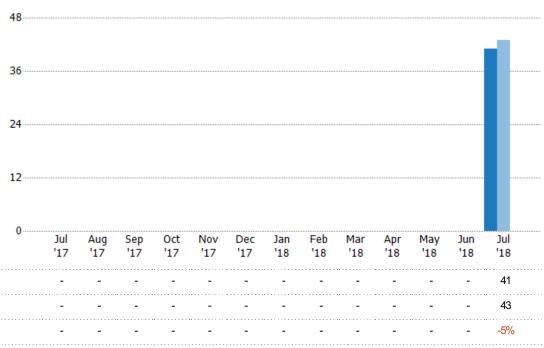




New Listings

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





New Listing Volume

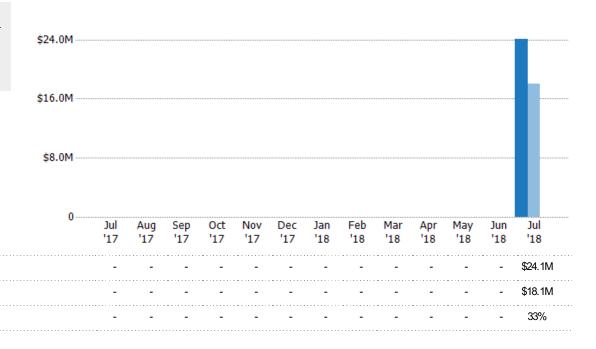
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

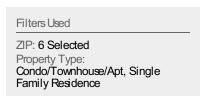
Percent Change from Prior Year

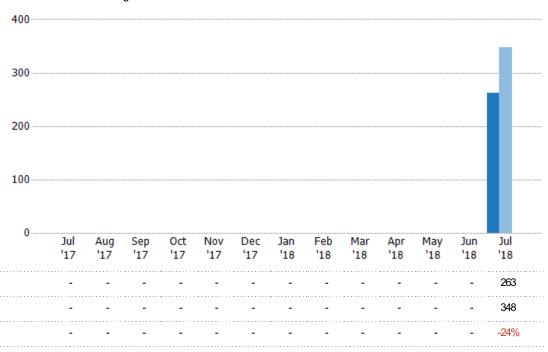




Active Listings

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





Active Listing Volume

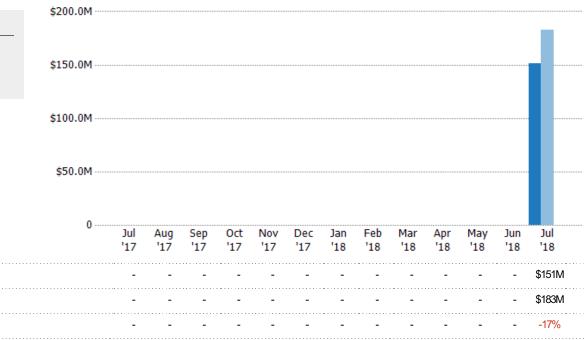
Percent Change from Prior Year

Current Year

Prior Year

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





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

ZIP: 6 Selected

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

\$6UUK
\$450K
\$300K
\$150K

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
 -	-	-	-	-	-		-			-	-	\$575K
 -	-	-	-	-	-	-	-	-	-	-	-	\$525K
 -	-		-	-	-	-	-	-	-	-	-	9%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

\$100K

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

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

0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar May Jun Jul Apr '17 '17 '18 '18 \$399K \$371K 8%



Current Year

Percent Change from Prior Year



135%



Market Data Report

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.

\$600K Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single \$450K Family Residence \$300K \$150K 0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jul '17 '17 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 Avg Est Value \$427K Avg Listing Price \$575K

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

Avg Listing Price as a % of Avg Est Value

	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	_	_	-	-	-	-	_	-	-	\$377K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%





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.

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

200												
150												
100												
50												
0												
Jul '17	Aug '17	Sep '17								May '18		Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	157
-	-	-	-	-	-	-	-	-	-	-	-	186
-	-	-	-	-	-	-	-	-	-	-	-	-16%

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.

Filters Used

ZIP: 6 Selected

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

20 10 Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 8.77 14.5



Current Year

Prior Year

Percent Change from Prior Year





Absorption Rate

Family Residence

Current Year
Prior Year

The percentage of inventory sold per month.

Filters Used

ZIP: 6 Selected

Property Type:
Condo/Townhouse/Apt, Single

15%

10%

5% -----

0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-		-	11%
-	-	-	-	-	-	-	-	-	-		-	7%
_	_	_	_	_	-	_	_	_		_	_	-5%

Active/Pending/Sold Units

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

ZIP: 6 Selected

Change from Prior Year

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

-	-	-	-	-	-	-	-	-	-	-	-	35
-	-	-	-	-	-	-	-	-	-	-	-	263
•	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
75												
150												
225												************



Active Pending

Sold



Current Year

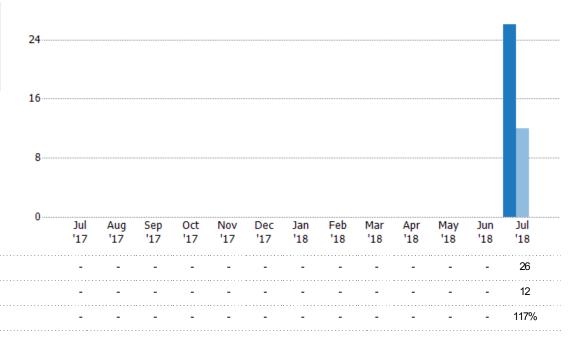
Prior Year

Market Data Report

New Pending Sales

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



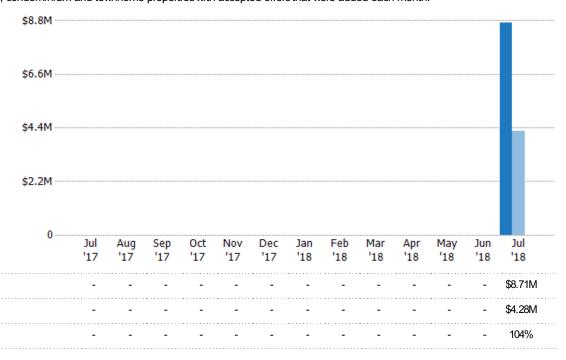


New Pending Sales Volume

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.





Current Year

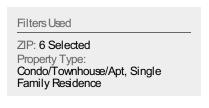
Percent Change from Prior Year

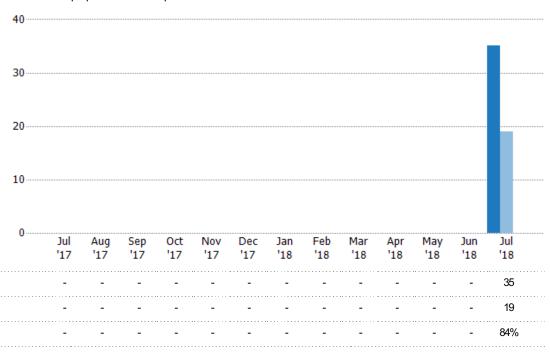




Pending Sales

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

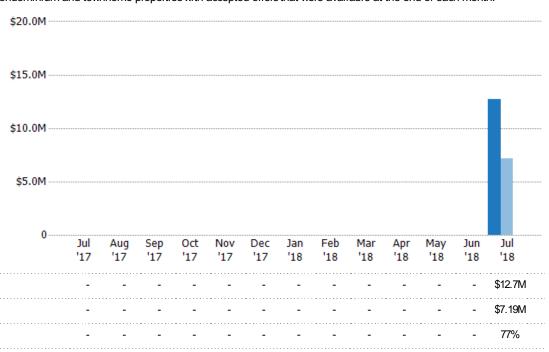
Prior Year

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.

Filters Used

ZIP: 6 Selected

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





Current Year

Percent Change from Prior Year

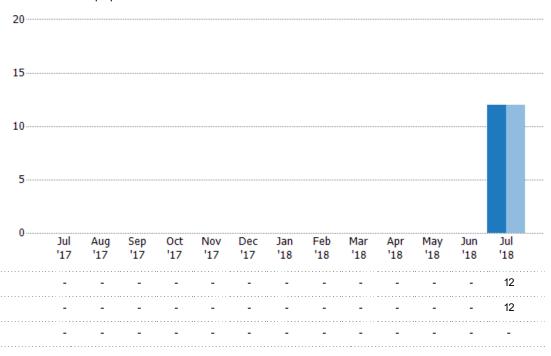




Closed Sales

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

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



Closed Sales Volume

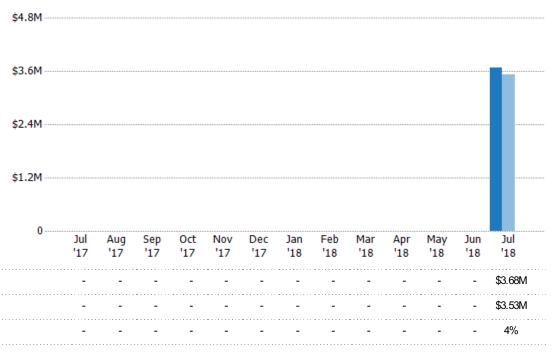
Current Year

PriorExtra Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



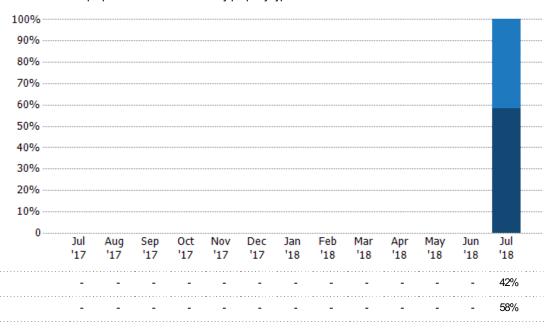


Closed Sales by Property Type

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

Filters Used

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.

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

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

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Prior Year	-	-	-	-	-	-	_	-	-	-	-	-	\$295K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





Median Sales Price

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

\$300K

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

\$225K	
\$150K	
\$75K	

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$242K
Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	\$258K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

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: 6 Selected

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

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

	Λ												
	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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%





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

\$225K												
\$150K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$248K
-	-	-	-	-	-	-	-	-	-	-	-	\$242K

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
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

\$500K \$375K \$250K \$125K 0 Jul Sep 0ct Νον Dec Jan Feb Mar May Jul Aug Apr Jun '17 '18 \$443K \$330K 75%



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.

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

75K										
50K	 								 	
25K	 								 	
0	 								 	
0									 	 Jul
0	 	0ct '17	Nov '17	Dec '17 -	Jan '18	Feb '18	Mar '18	Apr '18	 Jun '18	Jul '18 \$443k



