

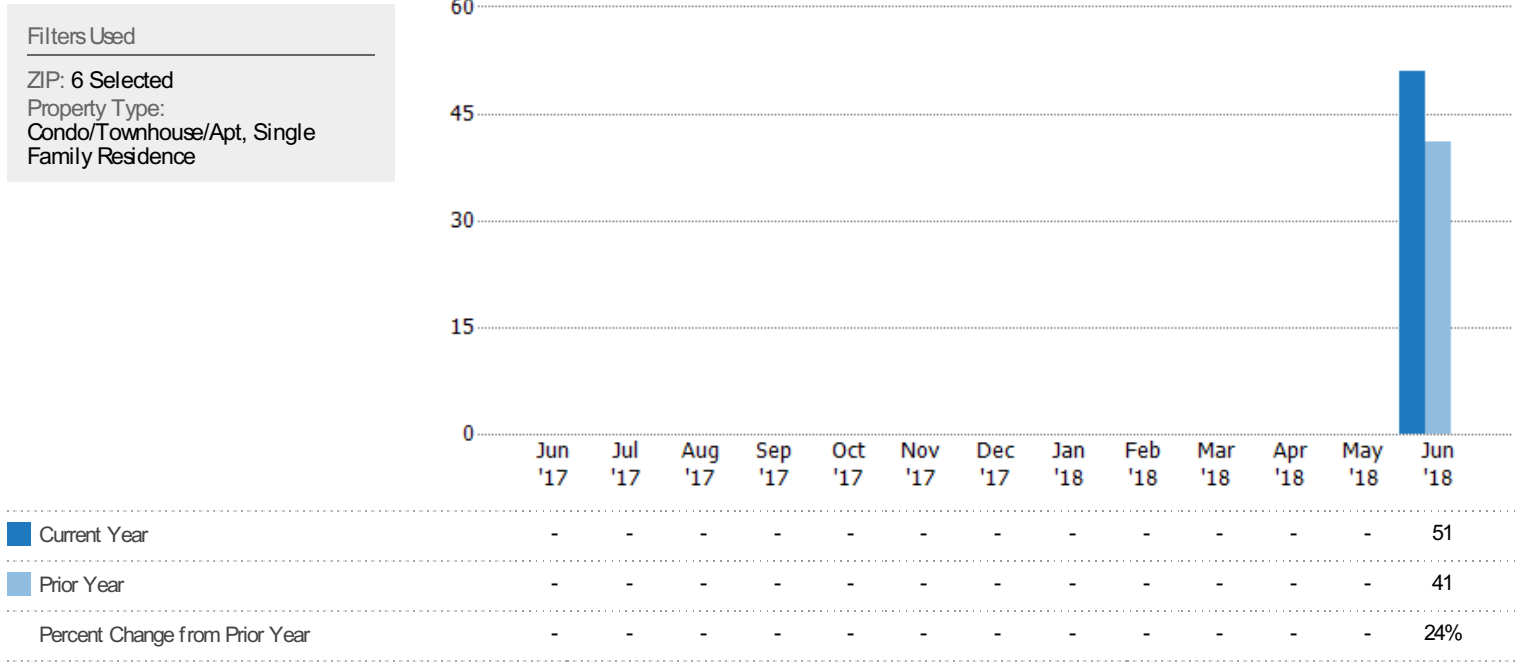
## Summary of Key Listing and Sales Metrics

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

Key Metrics	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	51	41	+24.4%	51	41	+24.4%
New Listing Volume	\$21,247,100	\$18,198,950	+16.7%	\$21,247,100	\$18,198,950	+16.7%
Active Listing Count	342	-	-	342	-	-
Active Listing Volume	\$178,280,739	-	-	\$178,280,739	-	-
Average Listing Price	\$521,289	-	-	\$521,289	-	-
Median Listing Price	\$349,950	-	-	\$349,950	-	-
Median Days in RPR	221	-	-	221	-	-
Months of Inventory	-	-	-	-	21.4	-
Absorption Rate	-	-	-	-	4.68%	-
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	20	15	+33.3%	20	15	+33.3%
New Pending Sales Volume	\$7,585,895	\$5,903,900	+28.5%	\$7,585,895	\$5,903,900	+28.5%
Pending Sales Count	19	-	-	19	-	-
Pending Sales Volume	\$6,676,200	-	-	\$6,676,200	-	-
Closed Sales Count	27	24	+12.5%	27	24	+12.5%
Closed Sales Volume	\$9,259,500	\$8,803,500	+5.2%	\$9,259,500	\$8,803,500	+5.2%
Average Sales Price	\$342,944	\$366,813	-6.5%	\$342,944	\$366,813	-6.5%
Median Sales Price	\$315,000	\$251,500	+25.2%	\$315,000	\$251,500	+25.2%

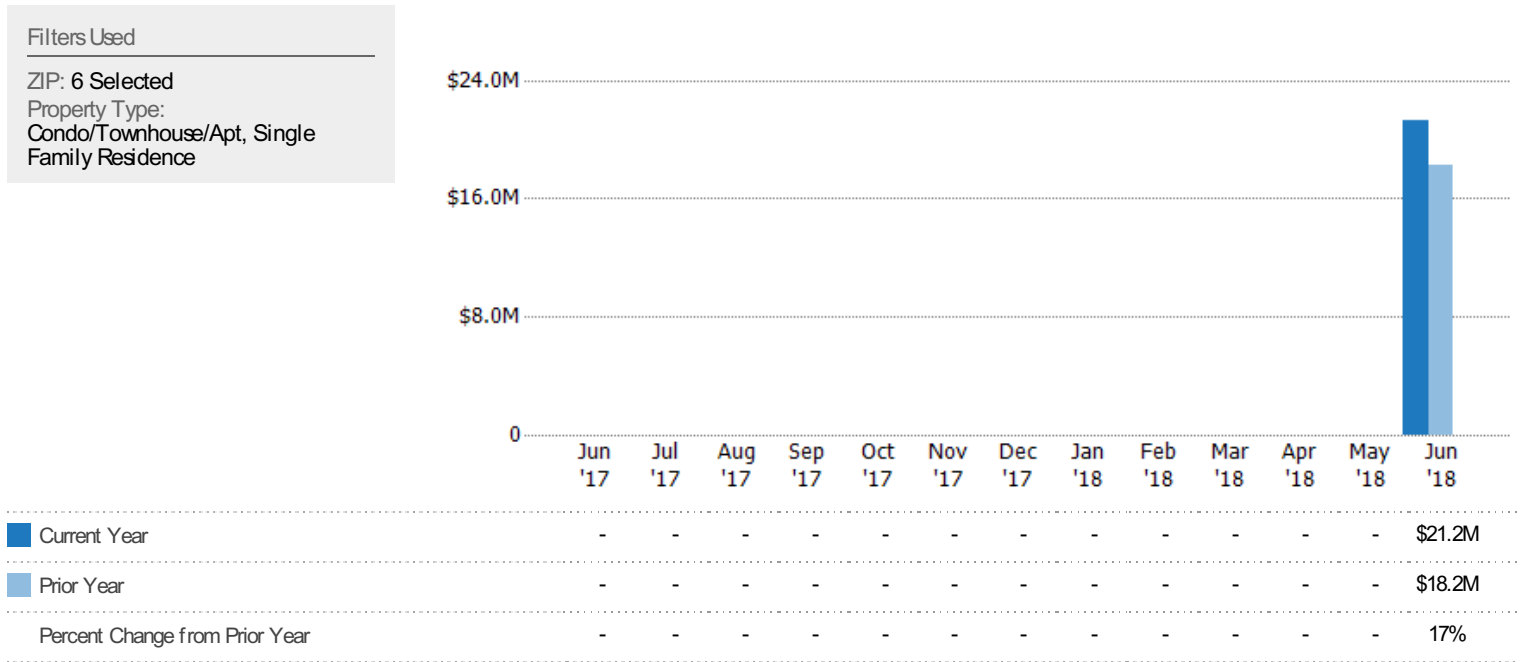
## New Listings

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.

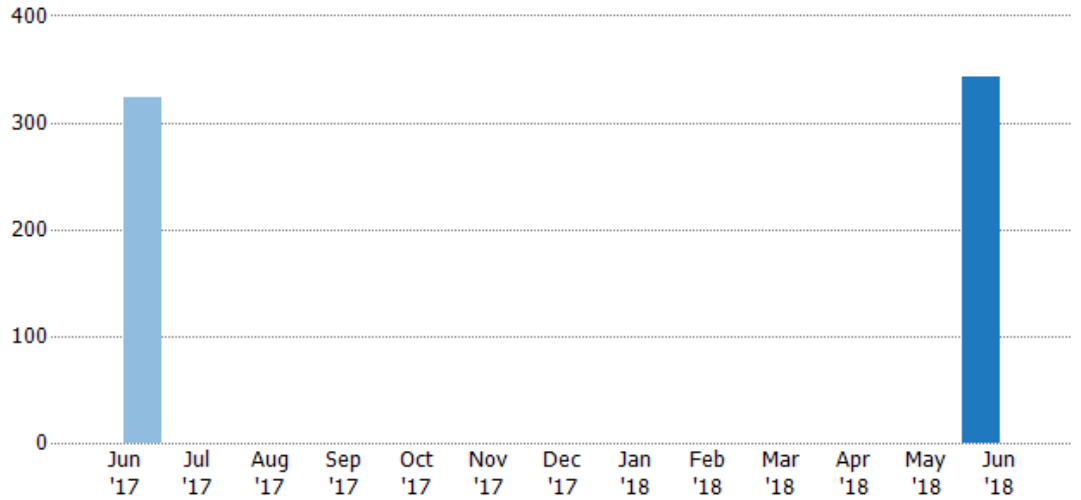


## Active Listings

The number 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



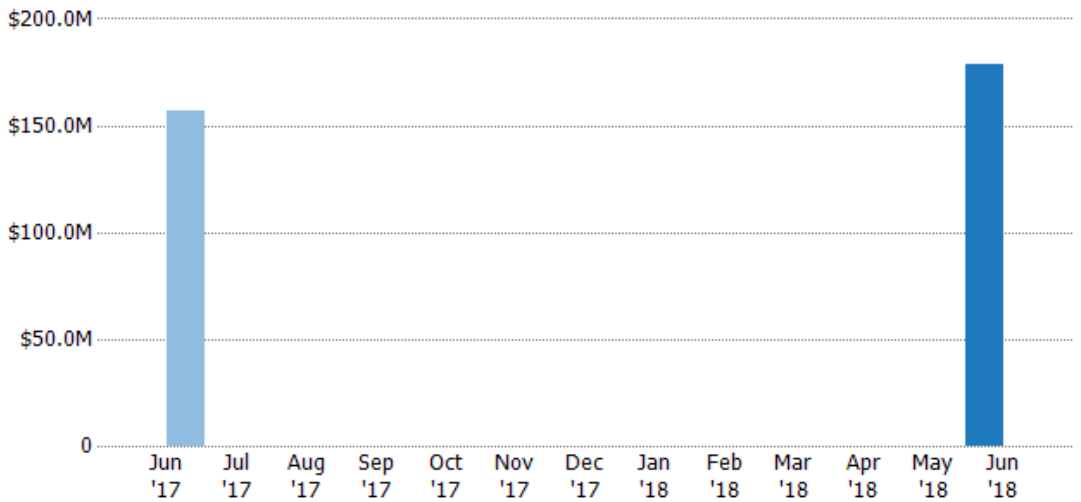
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	342
Prior Year	324	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	-	-	100%

## Active Listing Volume

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

**Filters Used**

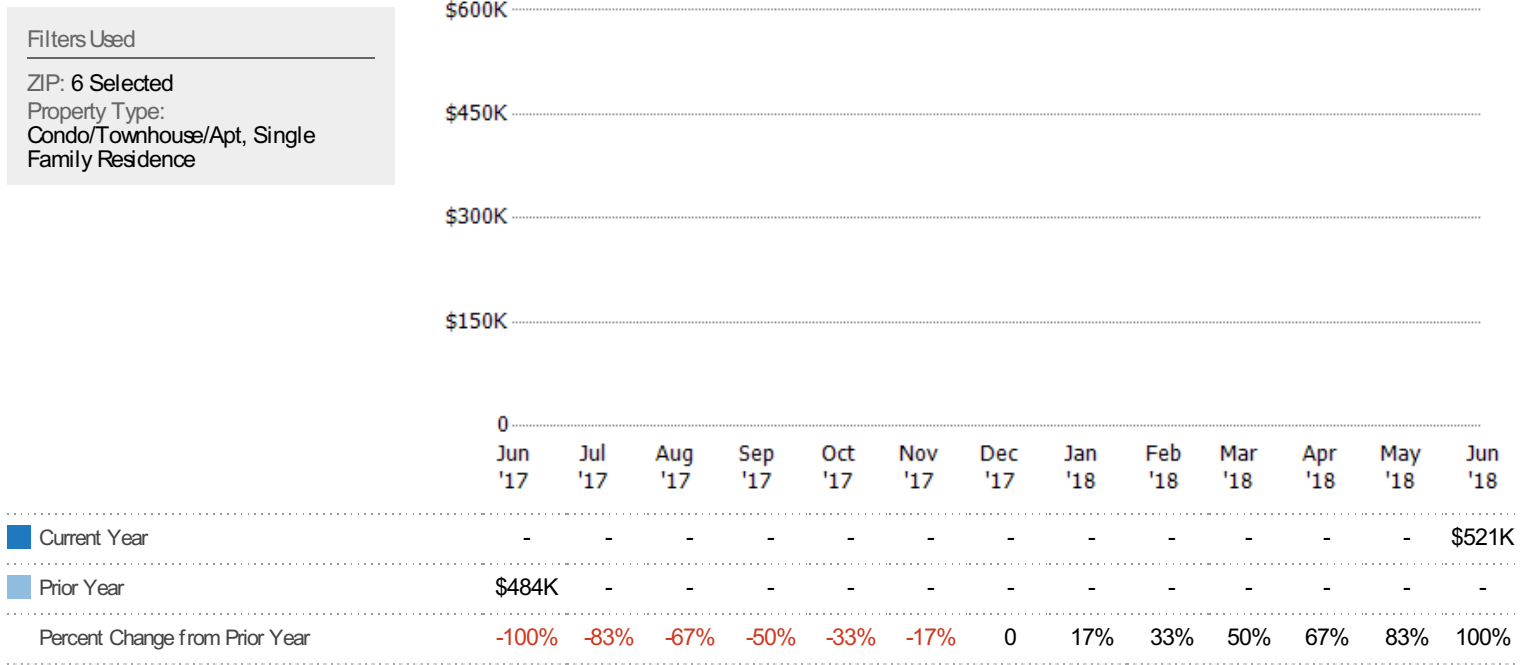
ZIP: 6 Selected  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$178M
Prior Year	\$157M	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	-	-	100%

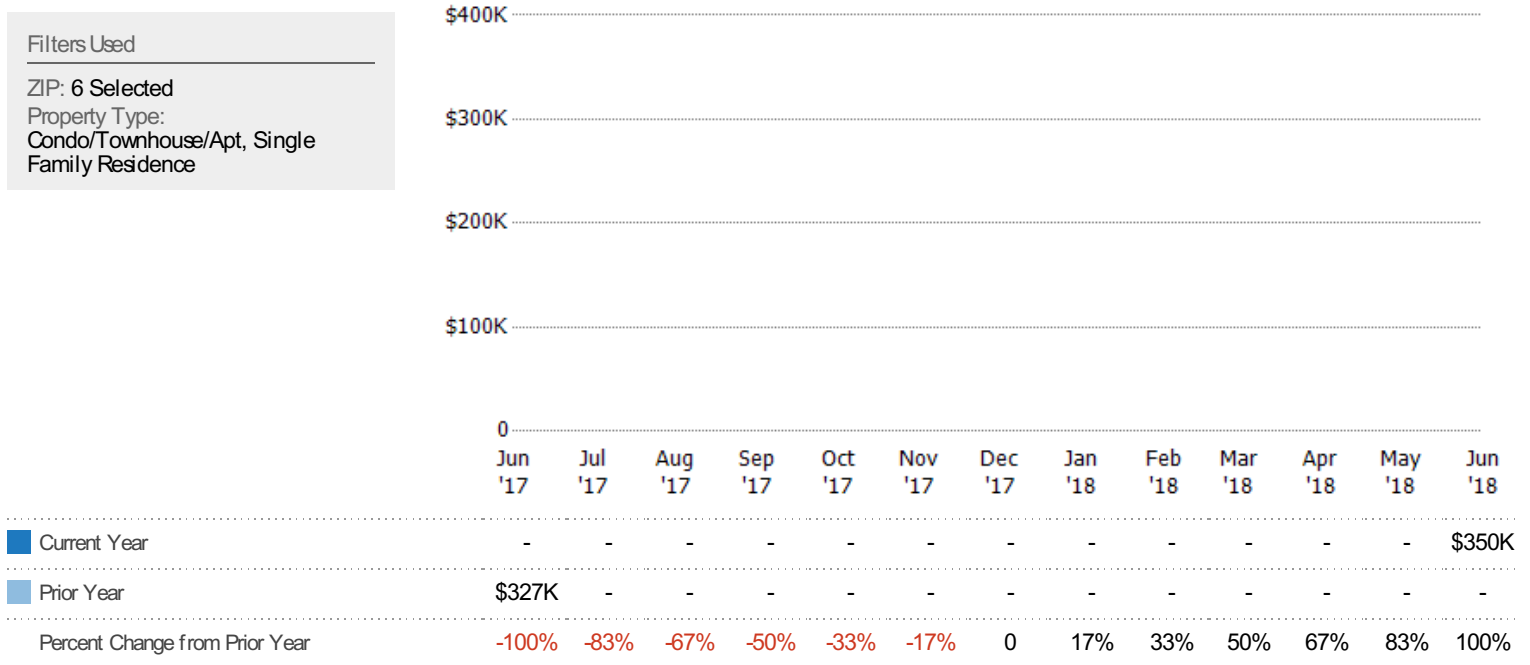
## Average Listing Price

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



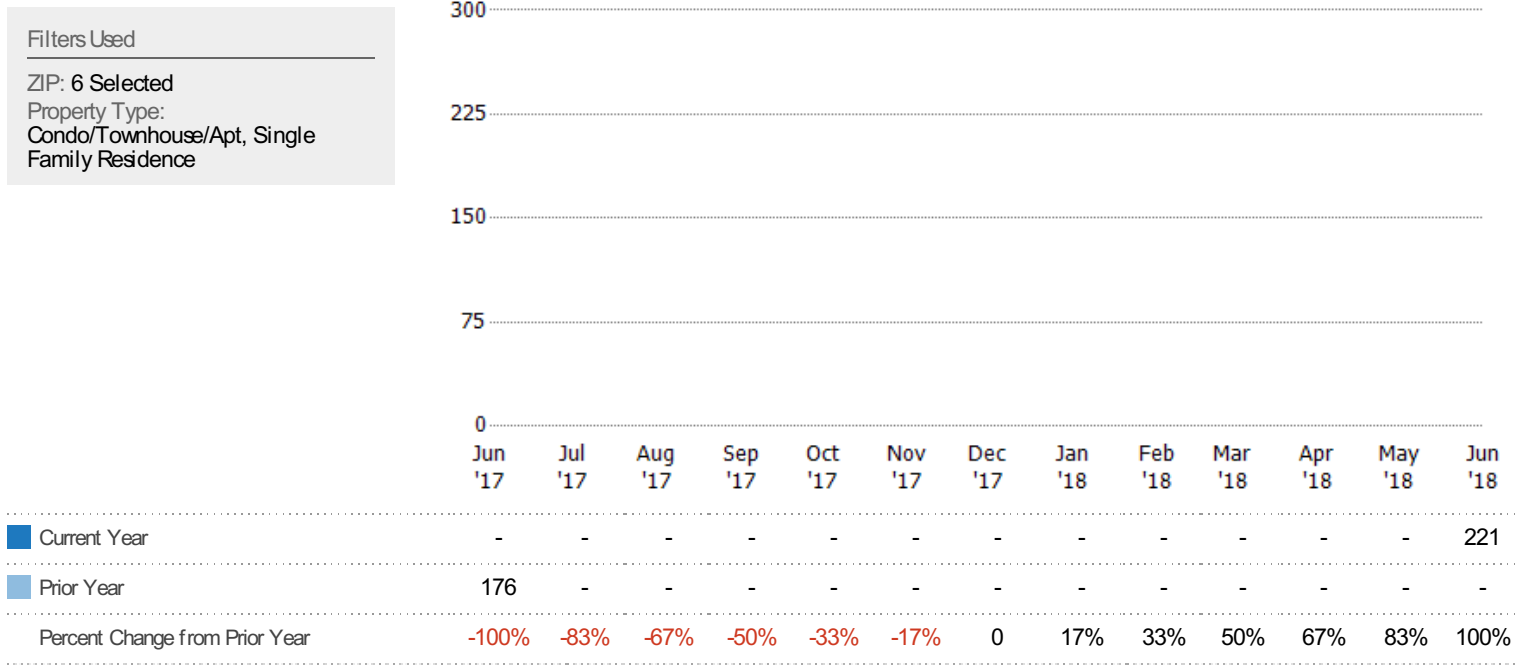
## Median Listing Price

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



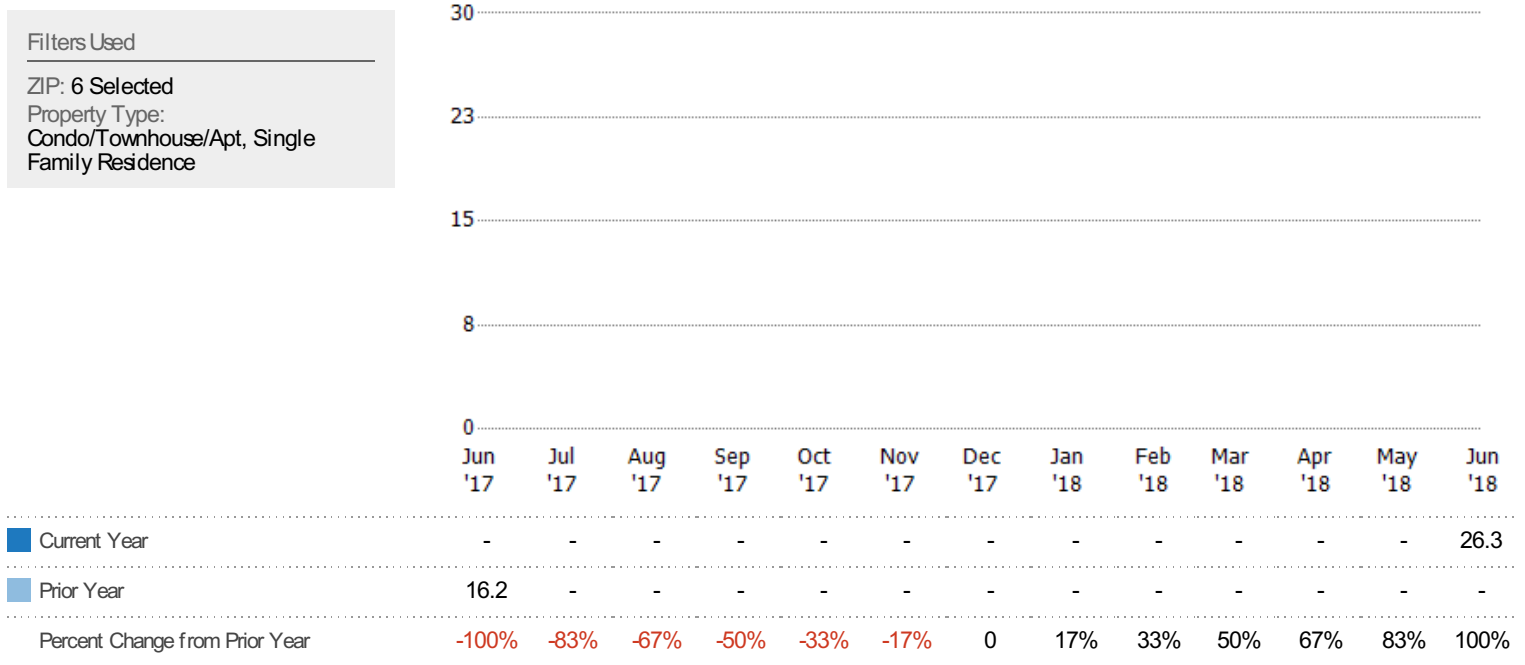
## Median Days in RPR

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.



## Months of Inventory

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

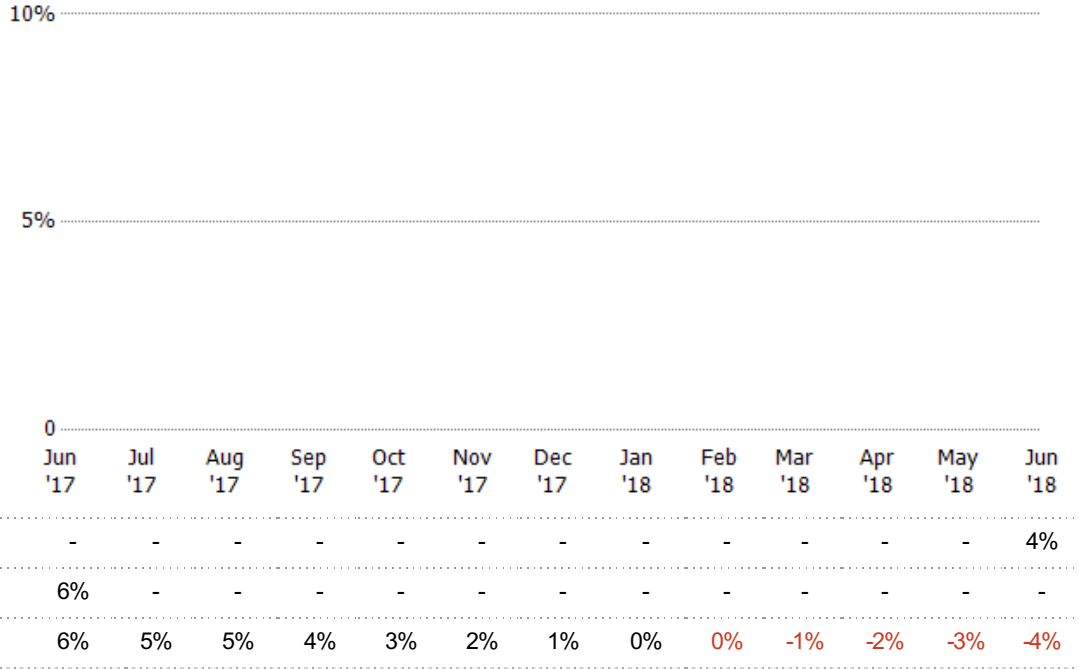


## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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

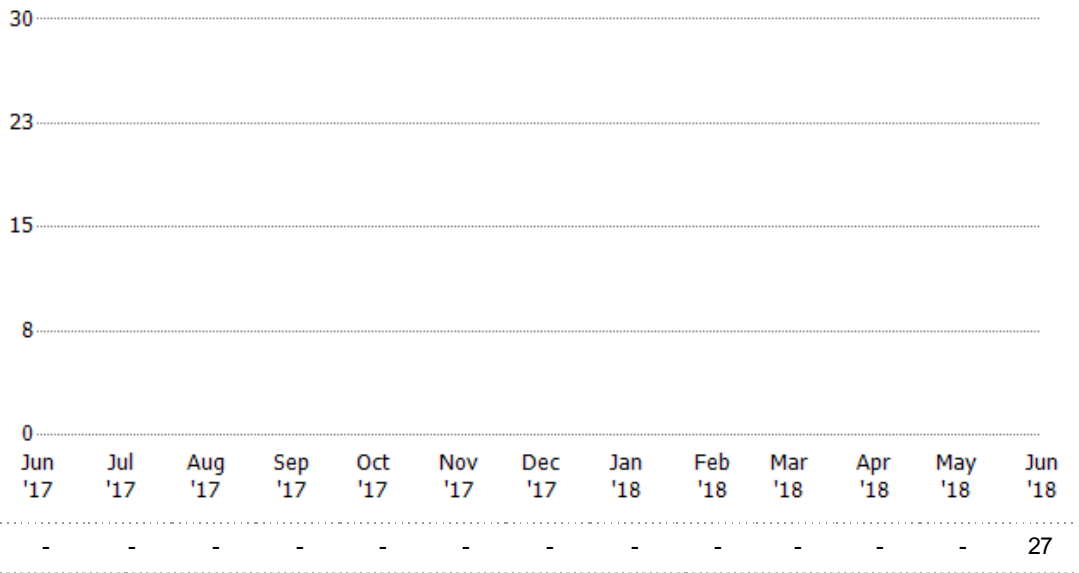


## Active/Pending/Sold Units

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

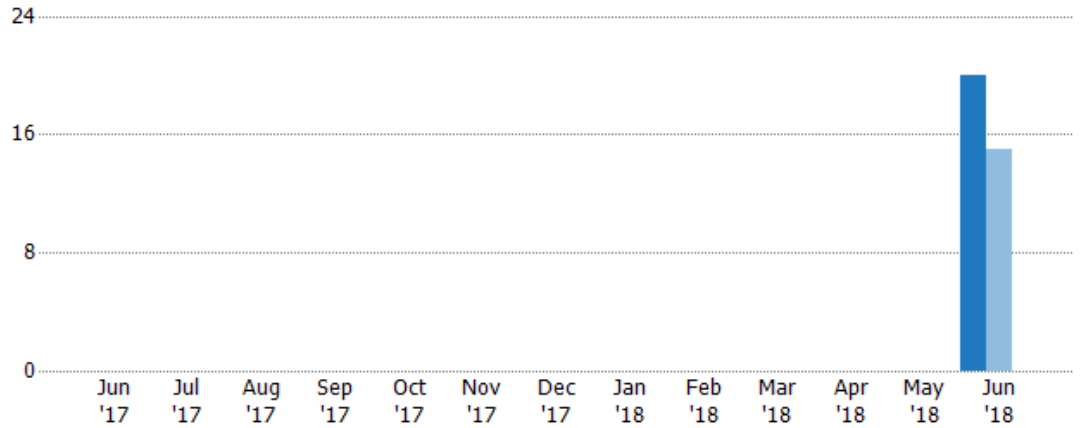


## New Pending Sales

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

### Filters Used

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



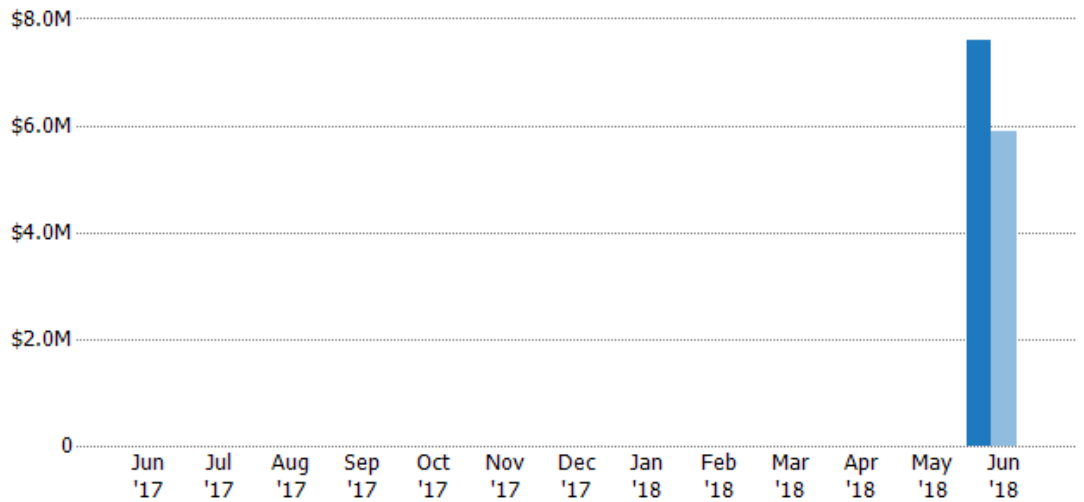
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	20
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	33%

## 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.

### Filters Used

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



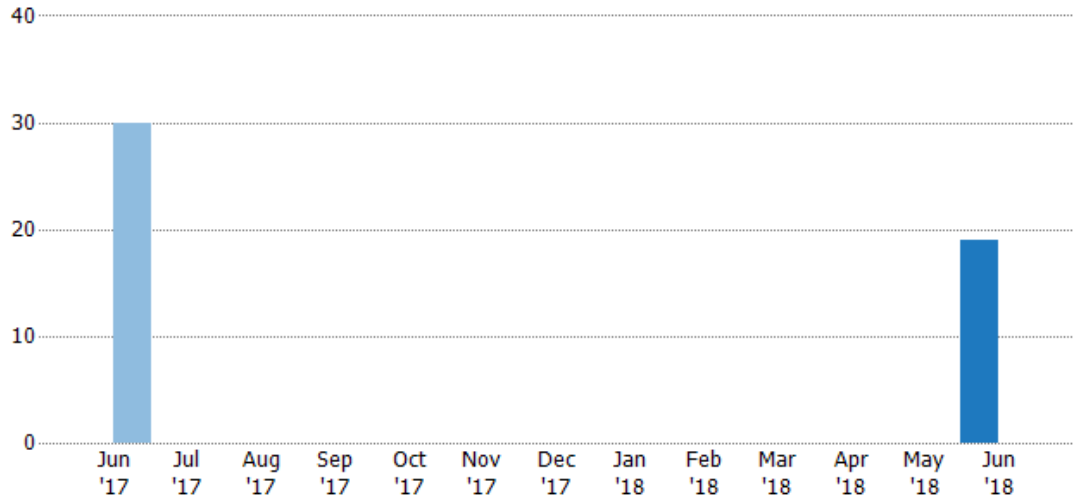
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.59M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$5.9M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	28%

## Pending Sales

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

### Filters Used

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



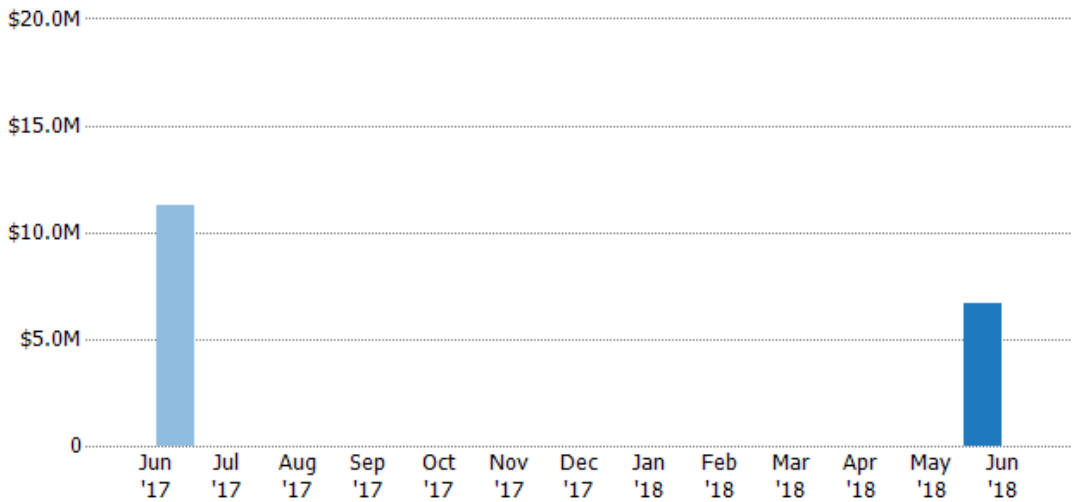
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	19
Prior Year	30	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	-	-	100%

## 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.

### Filters Used

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$6.68M
Prior Year	\$11.3M	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	-	-	100%

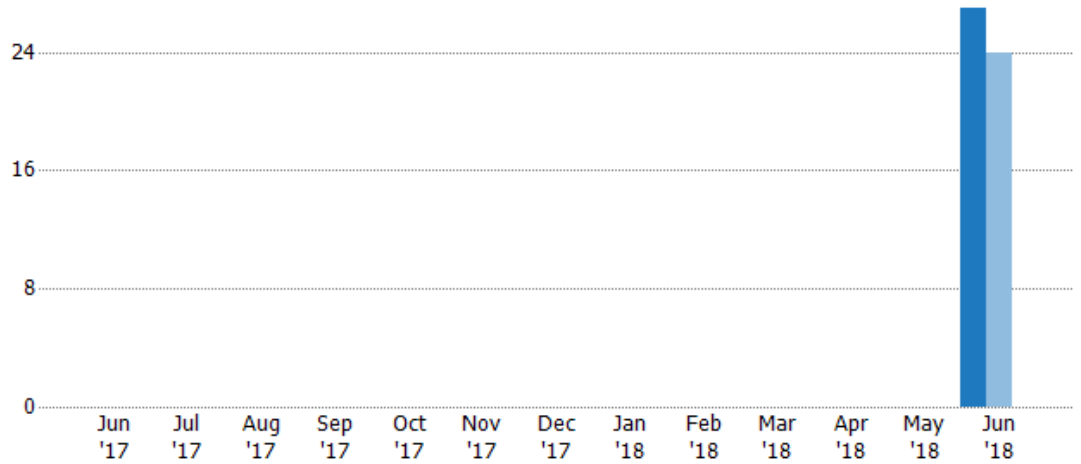


## Closed Sales

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

### Filters Used

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



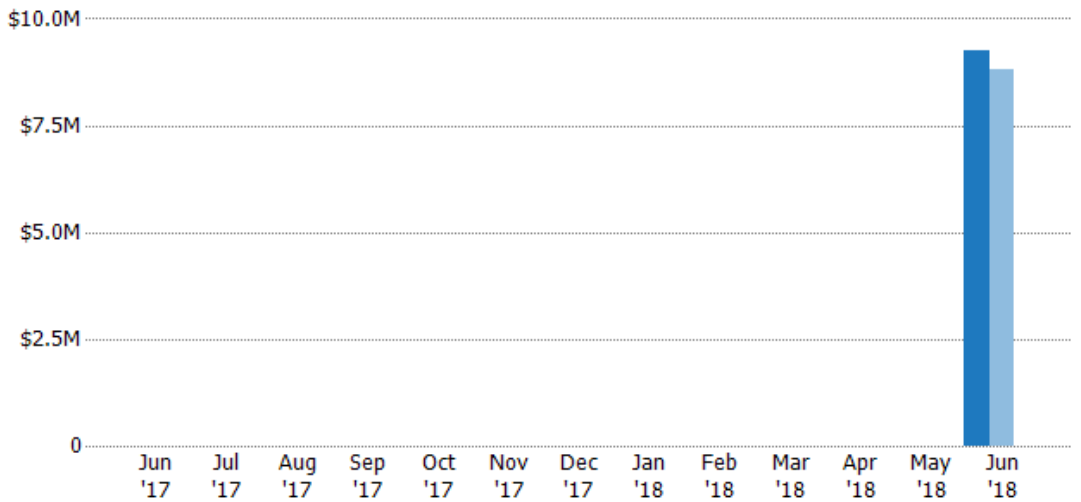
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	24
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

## Closed Sales Volume

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

### Filters Used

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



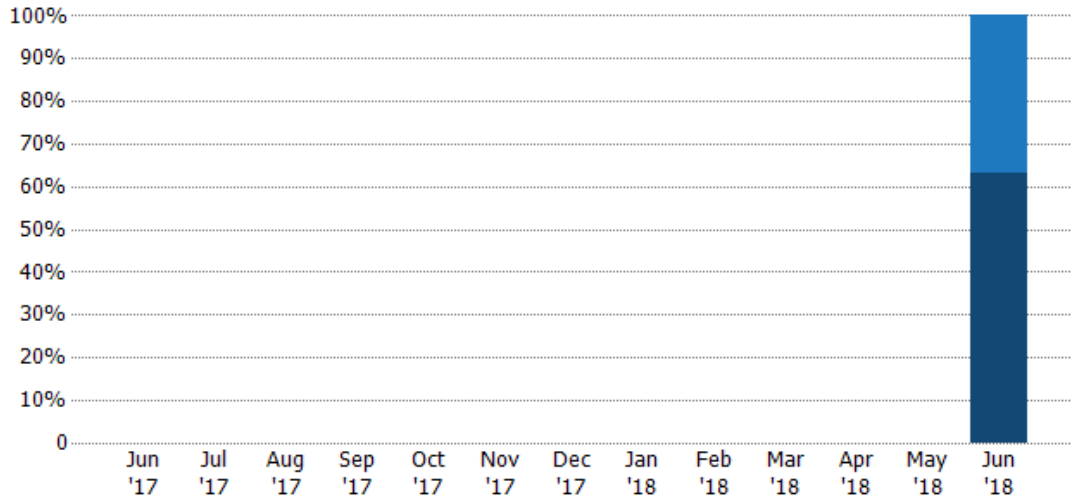
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$9.26M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$8.8M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

## 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



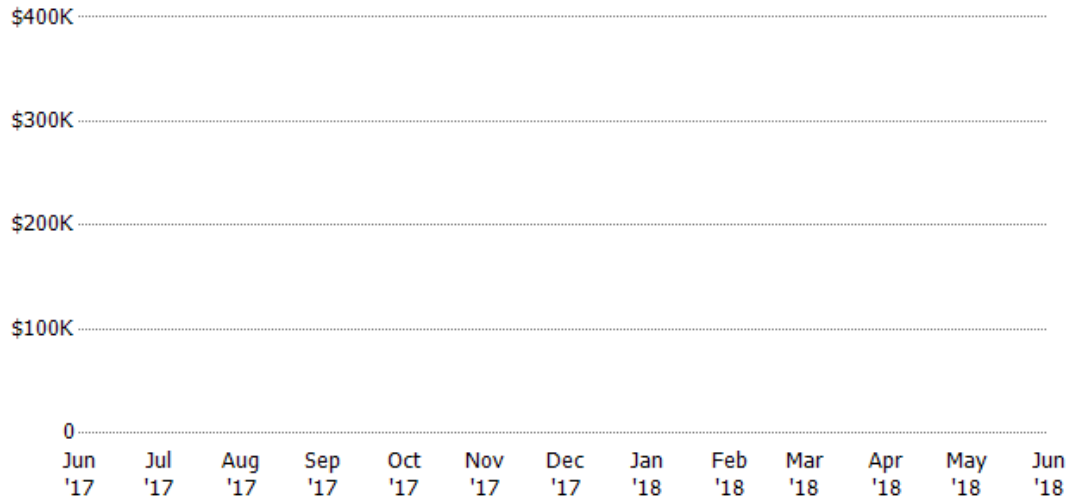
Property Type	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	37%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	63%

## Average Sales Price

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

**Filters Used**

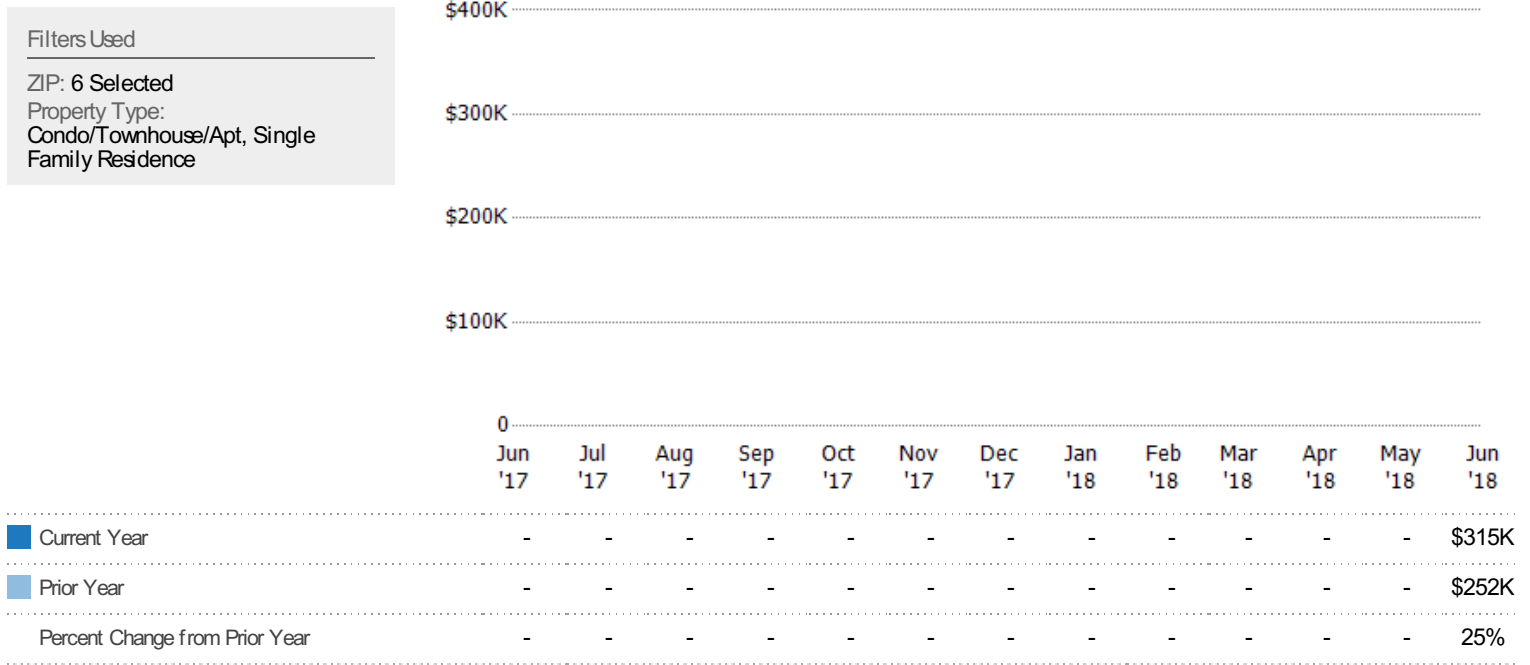
ZIP: 6 Selected  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Category	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$343K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$367K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

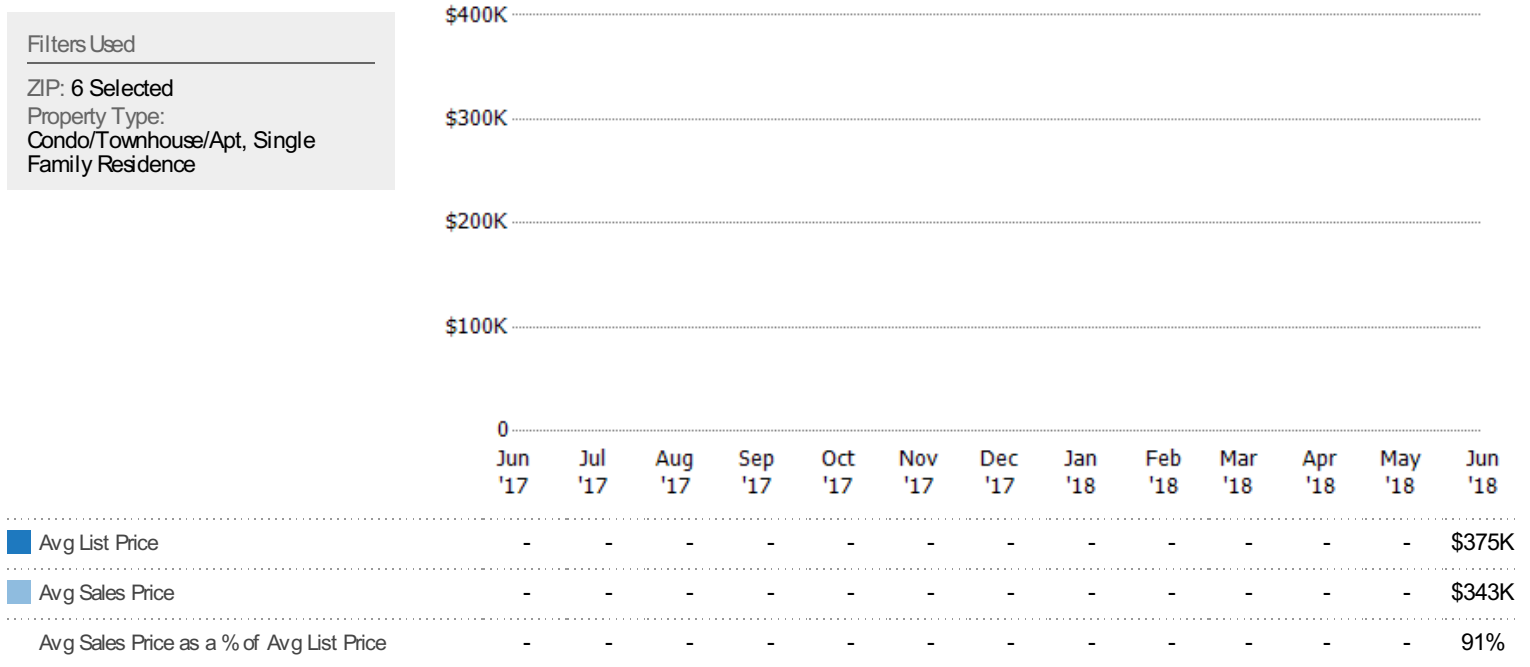
## Median Sales Price

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



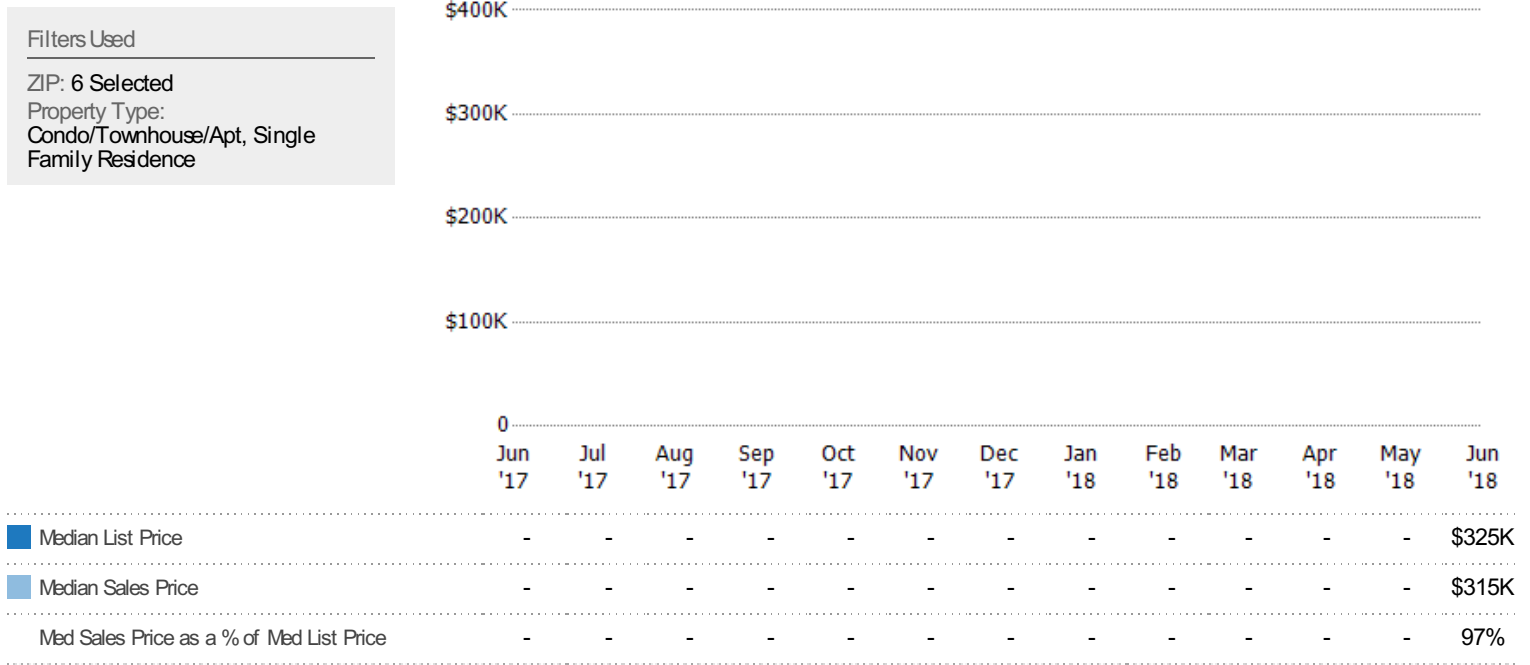
## Average Sales Price vs Average Listing Price

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



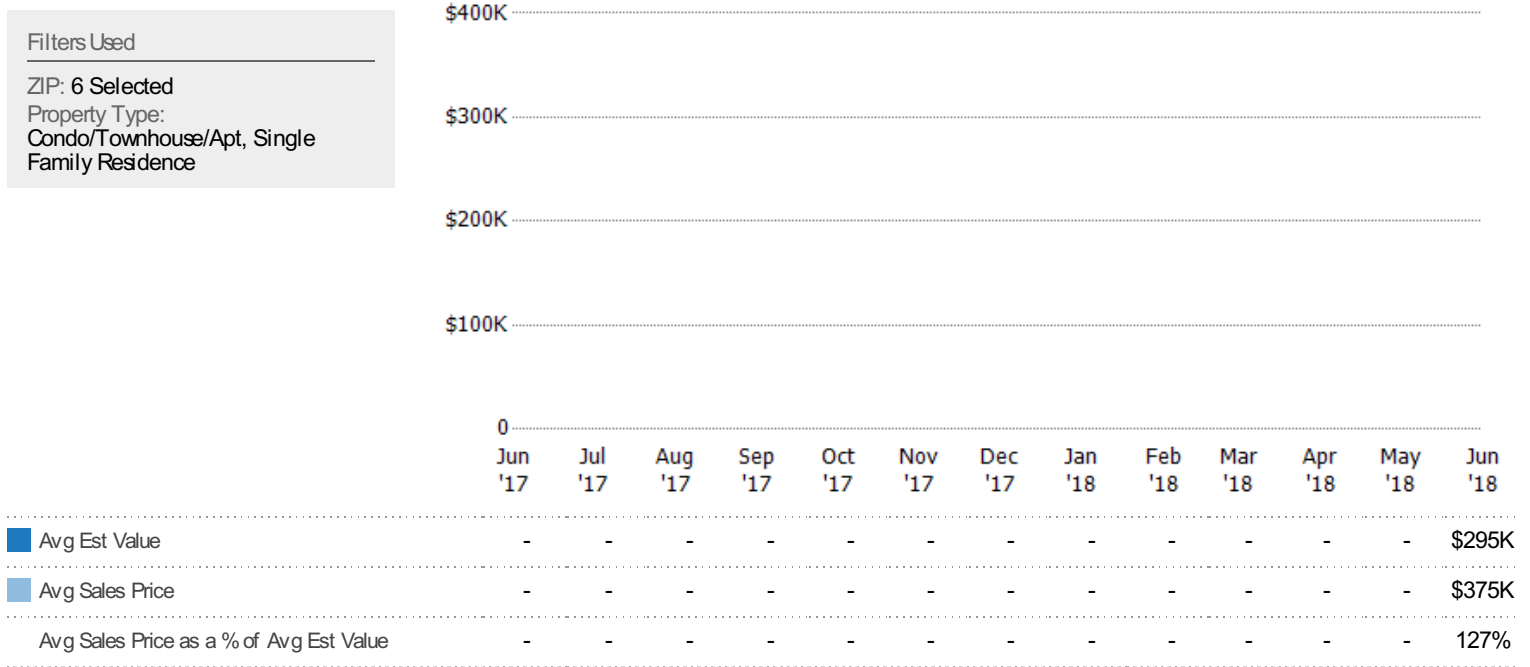
## Median Sales Price vs Median Listing Price

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



## 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.



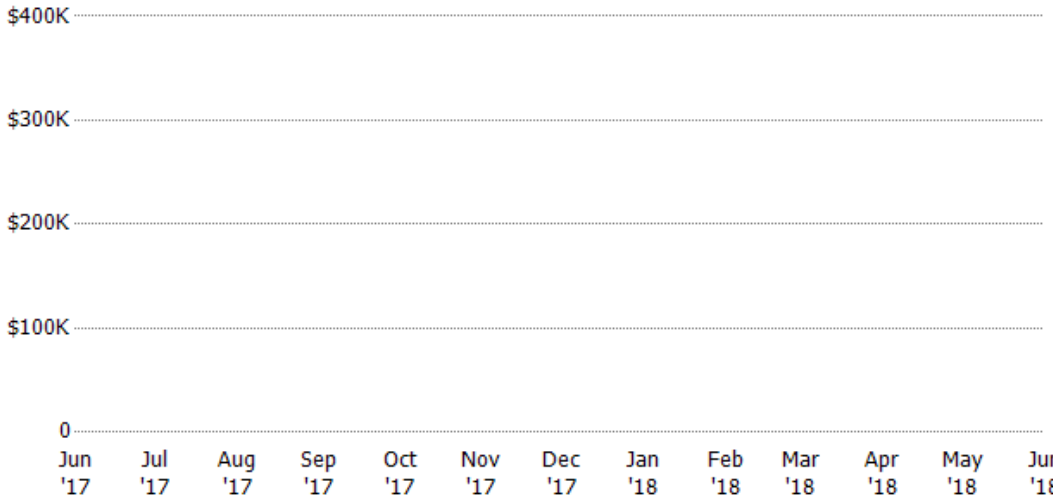
## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%