

# 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	+ / -	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+16.7%	12	14	+16.7%	12	14	New Listing Count
+116.1%	\$3,319,700	\$7,174,700	+116.1%	\$3,319,700	\$7,174,700	New Listing Volume
+18.5%	27	32	+18.5%	27	32	Active Listing Count
+78.1%	\$8,587,800	\$15,297,300	+78.1%	\$8,587,800	\$15,297,300	Active Listing Volume
+50.3%	\$318,067	\$478,041	+50.3%	\$318,067	\$478,041	Average Listing Price
+5.9%	\$299,900	\$317,500	+5.9%	\$299,900	\$317,500	Median Listing Price
-21%	150	118.5	-21%	150	118.5	Median Days in RPR
-47.3%	6.8	3.6	-	_	_	Months of Inventory
+13.3%	14.81%	28.13%	+-	_	_	Absorption Rate
	••••					Sales Activity Charts Metrics
-66.7%	12	4	-66.7%	12	4	New Pending Sales Count
-69.1%	\$2,969,400	\$917,500	-69.1%	\$2,969,400	\$917,500	New Pending Sales Volume
-23.1%	13	10	-23.1%	13	10	Pending Sales Count
-28.1%	\$3,571,600	\$2,569,400	-28.1%	\$3,571,600	\$2,569,400	Pending Sales Volume
-44.4%	9	5	-44.4%	9	5	Closed Sales Count
+30.1%	\$1,958,250	\$2,547,500	+30.1%	\$1,958,250	\$2,547,500	Closed Sales Volume
+134.2%	\$217,583	\$509,500	+134.2%	\$217,583	\$509,500	Average Sales Price
+50%	\$210,000	\$315,000	+50%	\$210,000	\$315,000	Median Sales Price



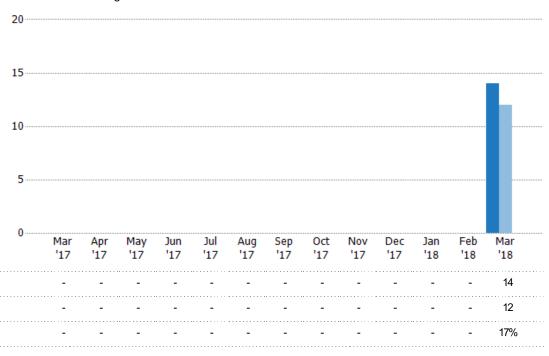




#### **New Listings**

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





### **New Listing Volume**

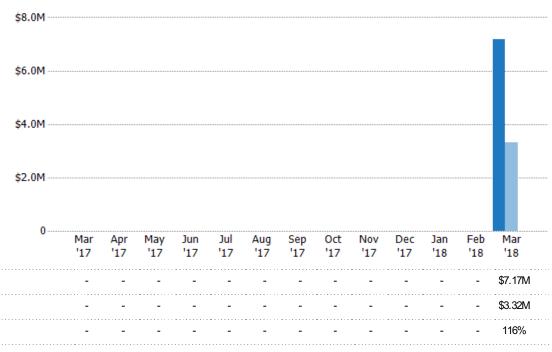
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

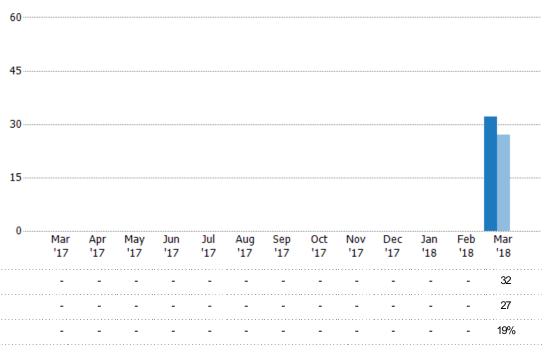




#### **Active Listings**

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





### **Active Listing Volume**

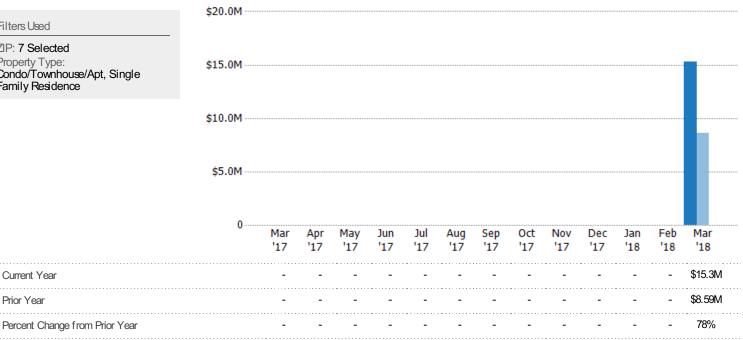
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence



Current 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: 7 Selected  Property Type: Condo/Townhouse/Apt, Single Family Residence

75K	 								
50K	 	 	 						
25K	 	 							
25K	 								
0	 	 	 						
0		 	 					Feb	Mar
0	 	 	 Sep '17	0ct '17		Dec '17		Feb '18	Mar '18
0	 	 	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18

### **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.

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Κ	 							
Κ								
0								
_		Jun					Feb	
_		Jun '17		Sep '17				Ņ
Mar							Feb	1



Current Year
Prior Year

Percent Change from Prior Year



156%



# 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.

\$500K Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single \$375K Family Residence \$250K \$125K 0. Mar May Aug Sep 0ct Mar '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '17 '18 Avg Est Value \$307K Avg Listing Price \$478K

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

Avg Listing Price as a % of Avg Est Value

00K	 			 				 	
00K	 			 				 	•••••
J0K	 			 				 	
J0K	 			 					
0	 			 				 	
				 				 Feb '18	M
0 Mar	 May '17	Jun '17 -	Jul '17	 Sep '17	0ct '17	Nov '17	Dec '17	 Feb	M; '1



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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.

,	200												
Filters Used	200												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	119
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	150
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%

### Months of Inventory

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

Filters Used

ZIP: 7 Selected

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

20												
15												
10												
5												
•		May '17									Feb	Mar
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	3.56
-	-	-	-	-	-	-	-	-	-	-	-	2.7
	-	-	-	-	-	-		-	-	-	-	32%



Current Year
Prior Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected

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

40%	 	 	 		 	 	
30%	 	 	 		 	 	
20%			 			 	
10%	 	 	 	•••••	 	 	
0	 	 	 		 	 	
0		 	 		 		
0	 	 	 		 	 Feb	 Mar
0	 	 	 		 	 Feb	Mar '18

### Active/Pending/Sold Units

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

Filters Used
ZIP: 7 Selected

Current Year
Prior Year

Change from Prior Year

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

40												
30												
20												
10												
0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	- -	- -	-	- -	-	-	-	-	-	-	-	32



Active Pending

Sold



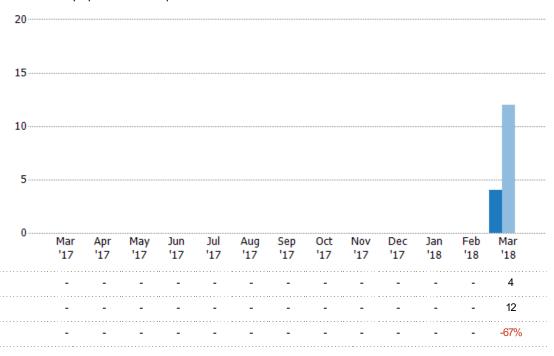
10 5



#### **New Pending Sales**

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





### New Pending Sales Volume

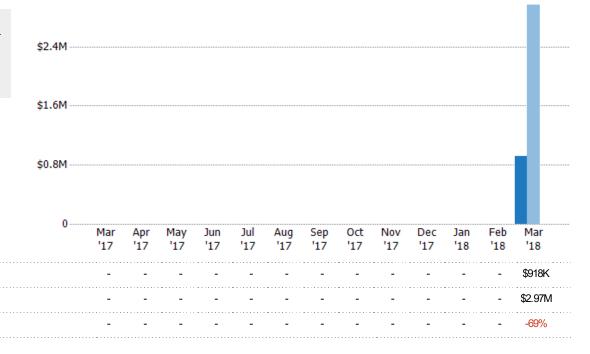
Percent Change from Prior Year

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

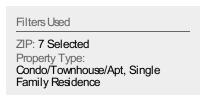
Percent Change from Prior Year

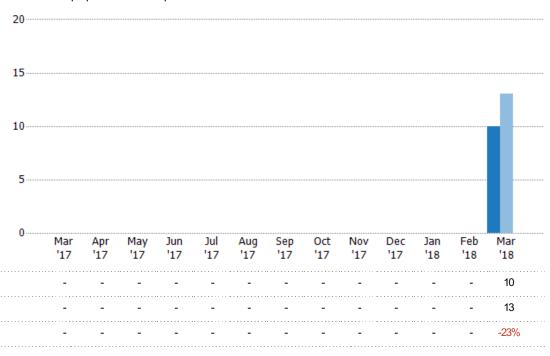




#### **Pending Sales**

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





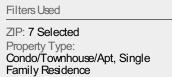
### Pending Sales Volume

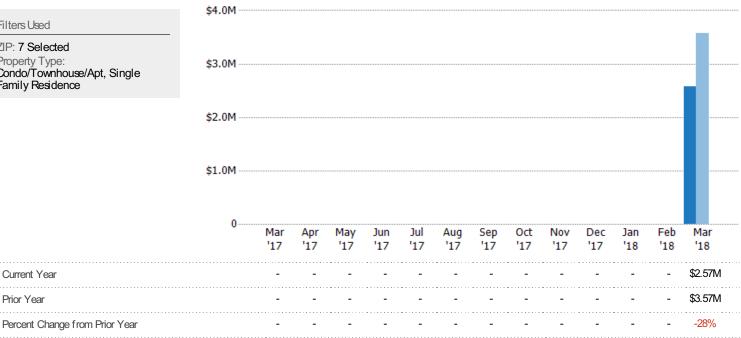
Percent Change from Prior Year

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.





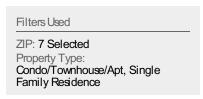
Current Year

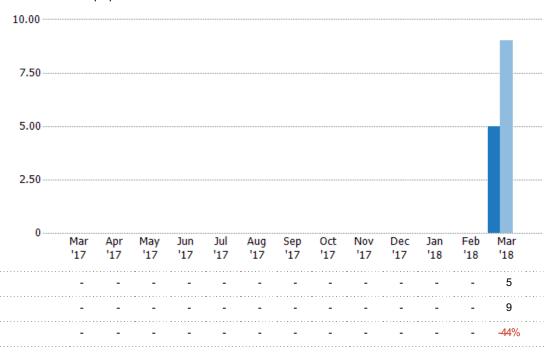




#### **Closed Sales**

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





#### **Closed Sales Volume**

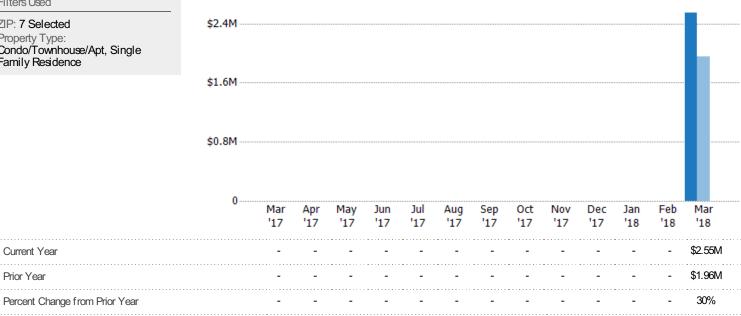
Percent Change from Prior Year

Current Year

Prior Year

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







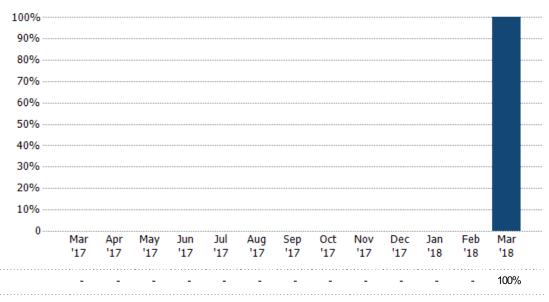


#### Closed Sales by Property Type

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

Filters Used

ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$600K \$450K \$300K \$150K Apr May Aug Sep 0ct Feb Mar '17 '17 '17 '17 '17 '17 '17 '18 '18 \$510K \$218K 134%



Current Year
Prior Year

Percent Change from Prior Year



50%



# Market Data Report

#### Median Sales Price

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

Filters Used
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence

300K						
200K		 	 			 
100K	 	 	 	 	 	 

### 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: 7 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

50K											
50K											
	Apr Ma									Feb	Ma
		7 147		'17	'17	'17	'17	'17	'18	'18	'1
'17	'17 '1	./ 1/	1/	1/							
'17 -	'17 '1 -					-	-	-			\$58



Avg List Price

Avg Sales Price





#### Median Sales Price vs Median Listing Price

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

ZIP: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$400K							
\$300K	 	 	 	 	 		
\$200K			 		 		
\$100K	 	 	 	 	 		
0		 	 	 	 		
0		 		 	 Jan		
0		 	 	 	 Jan	Feb	 Mar
0		 	 	 	 Jan	Feb	Mar '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.

Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K										
0K	 								 	
i0K										
_	May									
0 Mar '17	May '17								Feb '18	М
Mar	May '17	Jun '17	Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Feb	M ':
Mar	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Feb '18	M '1



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: 7 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												
\$200K											•••••	***********
\$100K												
0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18
-	-	- -	-	-	-	-	-	-	-	-	-	\$0
-	-	- -	-	-	-	-	-	-	-	-	-	\$340K



