

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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	7	-57.1%	3	7	-57.1%
New Listing Volume	\$913,900	\$3,243,000	-71.8%	\$913,900	\$3,243,000	-71.8%
Active Listing Count	41	_	-	NA	N/A	
Active Listing Volume	\$15,469,500	_	-	NA	N/A	
Average Listing Price	\$377,305	_	-	\$377,305	_	_
Median Listing Price	\$309,000	_	-	\$309,000	_	_
Median Days in RPR	126	_	-	126	_	_
Months of Inventory	_	_	-	_	4.1	_
Absorption Rate	_	_	-	_	24.39%	_
Sales Activity Charts Metrics						
New Pending Sales Count	2	6	-66.7%	2	6	-66.7%
New Pending Sales Volume	\$868,000	\$1,752,900	-50.5%	\$868,000	\$1,752,900	-50.5%
Pending Sales Count	13	_	-	NA	N/A	
Pending Sales Volume	\$4,012,300	_	-	NA	N/A	
Closed Sales Count	8	7	+14.3%	8	7	+14.3%
Closed Sales Volume	\$2,556,800	\$1,469,000	+74.1%	\$2,556,800	\$1,469,000	+74.1%
Average Sales Price	\$319,600	\$209,857	+52.3%	\$319,600	\$209,857	+52.3%
Median Sales Price	\$252,000	\$225,000	+12%	\$252,000	\$225,000	+12%

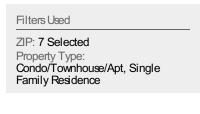


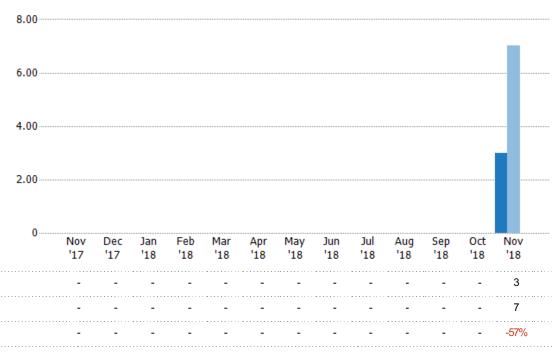




New Listings

The number of new residential listings that were added each month.





New Listing Volume

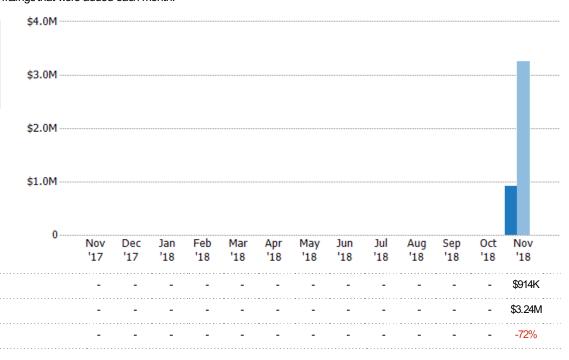
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



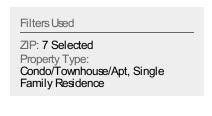
Current Year

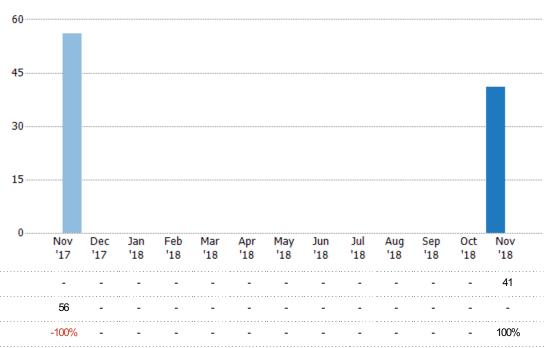
Percent Change from Prior Year



Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

Current Year

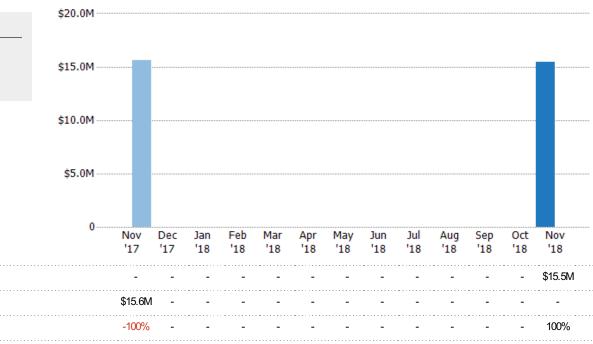
Prior Year

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: 7 Selected

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



Current Year

Percent Change from Prior Year



\$377K

100%



Market Data Report

Average Listing Price

The average listing price of active residential listings at the end of each month.

Eilters Used

ZIP: 7 Selected

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

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

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active residential listings at the end of each month.

\$279K

-100%

-67%

-50%

-33%

-17%

17%

33%

50%

67%

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

Family Residence

\$400K \$300K \$200K \$100K 0 Νον Dec Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Jan '17 '18 '18 '18 '18 '18 '18 \$309K \$260K 17% -100% -83% -67% -50% -33% 33% 100% -17% 0 67%



Current Year

Prior Year

Percent Change from Prior Year





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.

Filters Used	7.00												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	5,25												
	3.50												
	1.75												
	1.75												•••••
	1.75 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	0 Nov							Jun	Jul	Aug	Sep		
Current Year Prior Year	0 Nov							Jun	Jul	Aug	Sep		'18





Market Data Report

Absorption Rate

The percentage of inventory sold per month.

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

30%

20%

10%

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-		-		-	-	24%
Prior Year	16%				-	-	-	-	-	-	-	-	-
Change from Prior Year	16%	13%	9%	6%	3%	-1%	-4%	-8%	-11%	-14%	-18%	-21%	-24%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

4.50

2.25

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

9.00 6.75

0 Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 8



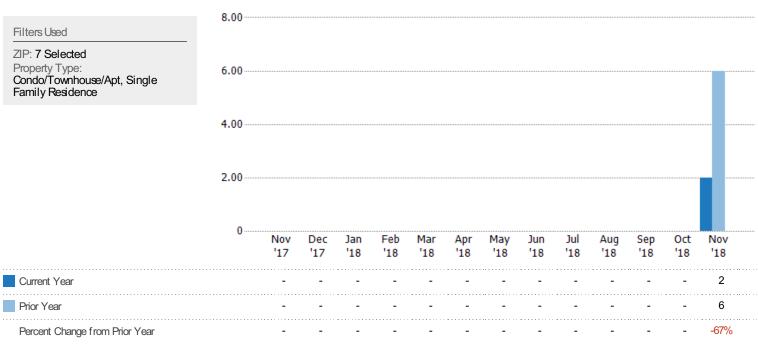
Sold





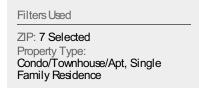
New Pending Sales

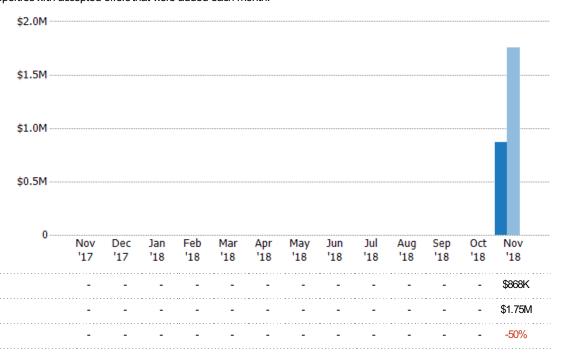
The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.







Current Year

Percent Change from Prior Year



'18

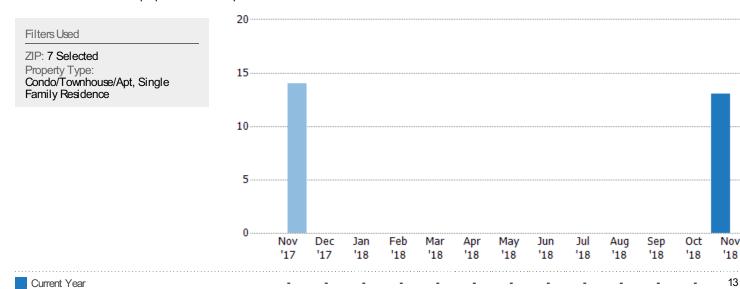
13

100%

Market Data Report

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



Pending Sales Volume

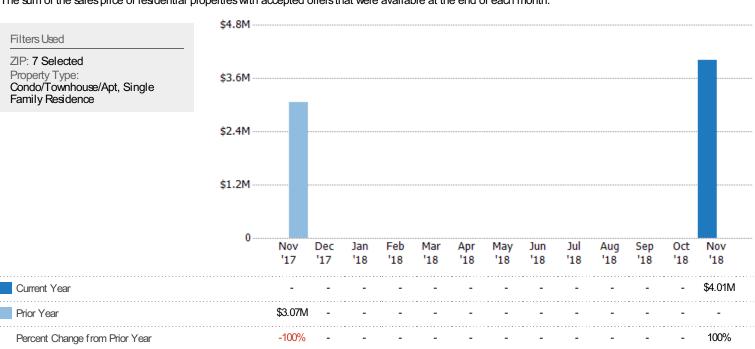
Percent Change from Prior Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

14

-100%

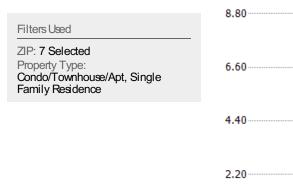


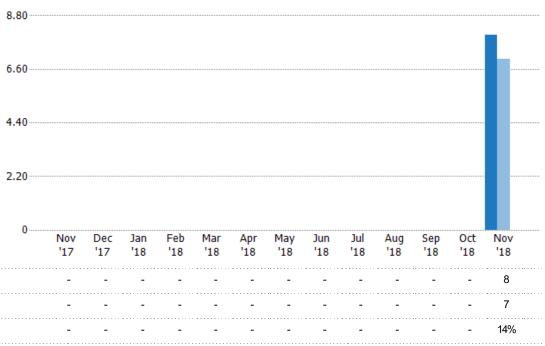




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

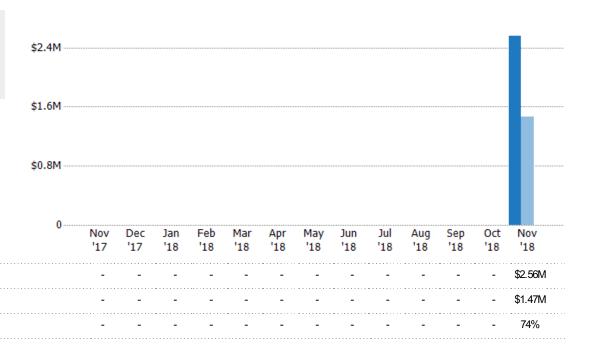
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

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



Current Year

Percent Change from Prior Year





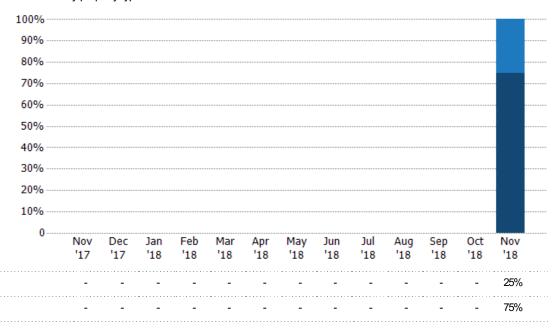
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

The average sales price of the residential properties sold each month.

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

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	52%





Current Year

Prior Year

Market Data Report

Median Sales Price

The median sales price of the residential properties sold each month.

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

\$300K	
\$225K	
\$150K	

0. Mar Apr May Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 '18 \$252K \$225K 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.

\$75K

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



Avg List Price

Avg Sales Price



98%

\$252K

100%



Market Data Report

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

.51						
0K	 	 	 	 	 	
'5K			 	 	 	
75K	 	 	 	 		
0 Nov			May '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.

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

\$400K ····												
\$300K												
\$200K												
\$100K												
0 Nov '17	Dec '17								Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$328K
-	-	-	-	-	-	-	-	-	-	-	-	\$326K
-	-	-	-	-	-	-	-	-	-	-	-	99%



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.

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

ADEM								
\$75K		 	 		 	 		
0								
Nov	Dec			May '18			0ct	Nov
				/		 		'1



