

## 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	+ / -	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+50%	4	6	+50%	4	6	New Listing Count
+51.8%	\$1,319,900	\$2,003,900	+51.8%	\$1,319,900	\$2,003,900	New Listing Volume
	N/A	N/A	-40.5%	42	25	Active Listing Count
	N/A	N/A	-30.1%	\$14,448,400	\$10,100,299	Active Listing Volume
+17.4%	\$344,010	\$404,012	+17.4%	\$344,010	\$404,012	Average Listing Price
+27.4%	\$294,450	\$375,000	+27.4%	\$294,450	\$375,000	Median Listing Price
-16.9%	97.5	81	-16.9%	97.5	81	Median Daysin RPR
-40.5%	4.2	2.5	-	_	_	Months of Inventory
+16.2%	23.81%	40%	+-	_	_	Absorption Rate
						Sales Activity Charts Metrics
-36.4%	11	7	-36.4%	11	7	New Pending Sales Count
-32.2%	\$2,851,400	\$1,933,987	-32.2%	\$2,851,400	\$1,933,987	New Pending Sales Volume
	N/A	NA	+21.4%	14	17	Pending Sales Count
	N/A	NA	+46.1%	\$3,789,300	\$5,535,787	Pending Sales Volume
+30%	10	13	+30%	10	13	Closed Sales Count
+17.1%	\$2,714,765	\$3,178,400	+17.1%	\$2,714,765	\$3,178,400	Goæd Sales Volume
-9.9%	\$271,477	\$244,492	-9.9%	\$271,477	\$244,492	Average Sales Price
-3.7%	\$234,750	\$226,000	-3.7%	\$234,750	\$226,000	Median Sales Price

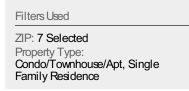


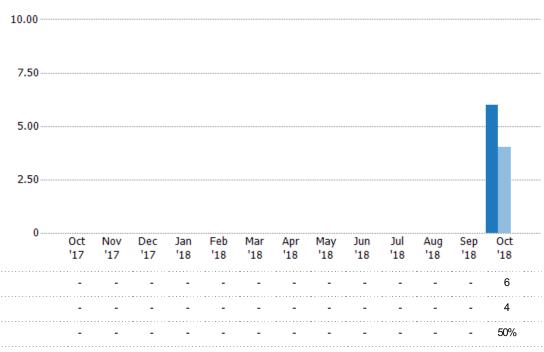




#### **New Listings**

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





### New Listing Volume

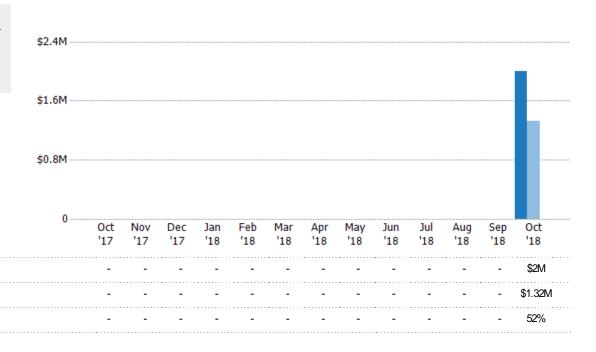
Percent Change from Prior Year

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

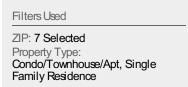
Percent Change from Prior Year

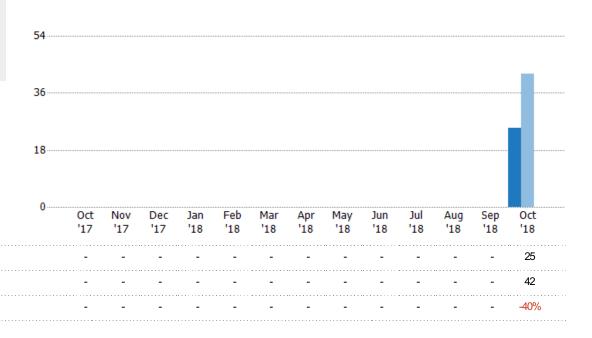




#### **Active Listings**

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





### **Active Listing Volume**

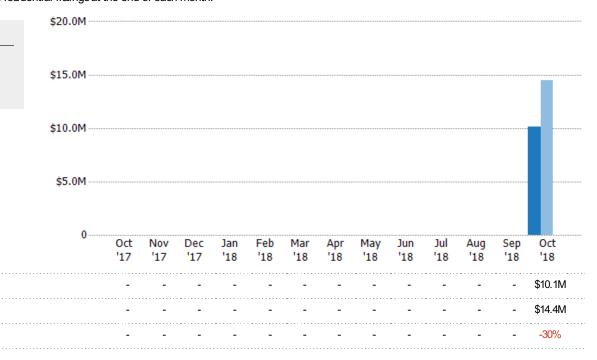
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



### **Average Listing Price**

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

\$125K

Filters Used

ZIP: 7 Selected

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

\$500K	
\$375K	
\$250K	

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$404K
-	-	-	-	-	-	-	-	-	-	-	-	\$344K
-	-	_	-	-	-	-	-	-	-	-	-	17%

### **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.

Filters Used

ZIP: 7 Selected

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

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

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	_	-	-	-	-	-	-	-	-	\$375K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%





#### 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.

Filters Used	\$500K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K				•••••								
	\$125K												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$404K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%

### 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

)K												
)K												
0ct	Nov '17	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aua		
0ct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aua	Sep '18	\$3



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.

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

200												
150												
100												
50												
0												
Oct '17	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul '18	Aug	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	81
-	-	-	-	-	-	-	-	-	-	-	-	97.5
-	-	-	-	-	-	-	-	-	-	-	-	-17%

### 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.

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

8.00 6.00 4.00 2.00 0 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '18 '18 '18 3.57



Current Year

Percent Change from Prior Year

Prior Year



5.25



#### **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												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	28%
 -	-	-	-	-	-	-	-	-	-	-	-	19%
 -	-	-	-	-	-	-	- -	-	-	-	-	-9%

### Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence 23

15

0													
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
 -	-	-	-	-	-	-	-	-	-	-	-	25	
 -	-	-	-	-	-	-	-	-	-	-	-	17	
 -	-	-	-	-	-	-	-	-	-	-	-	13	



Active Pending

Sold



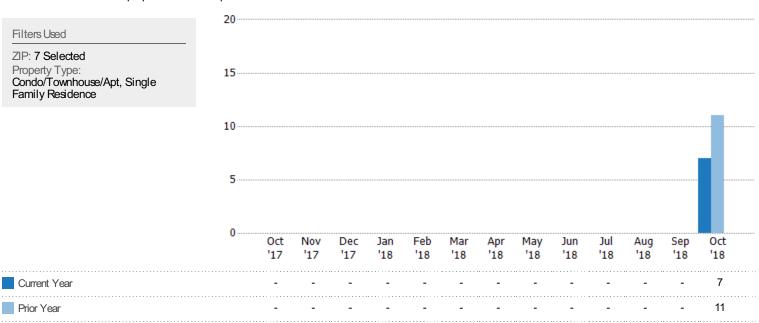
-36%



## Market Data Report

#### **New Pending Sales**

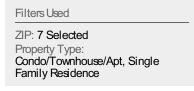
The number of residential properties with accepted offers that were added each month.

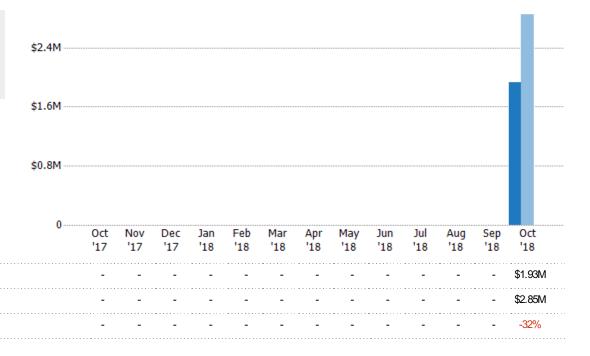


### New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

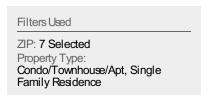
Percent Change from Prior Year

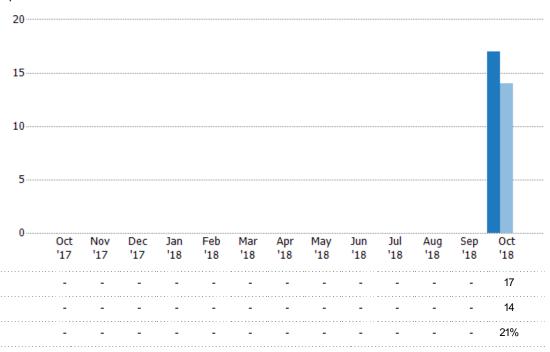




#### **Pending Sales**

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





### Pending Sales Volume

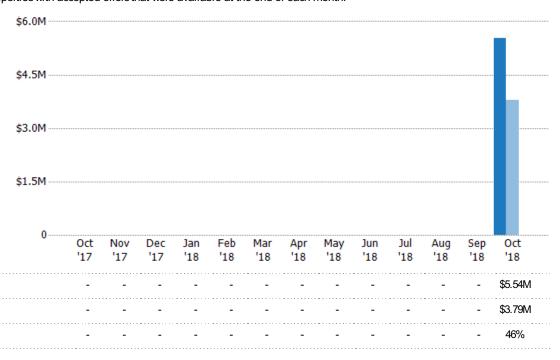
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

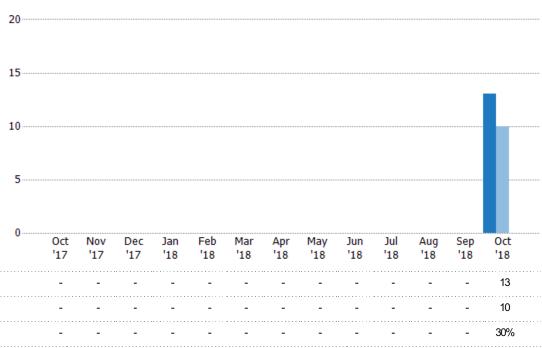
Percent Change from Prior Year



#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

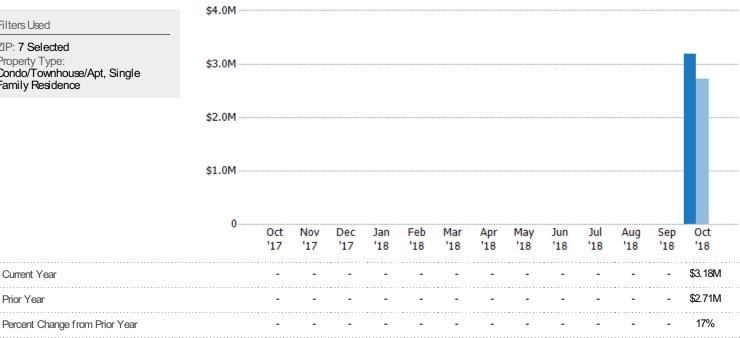
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year





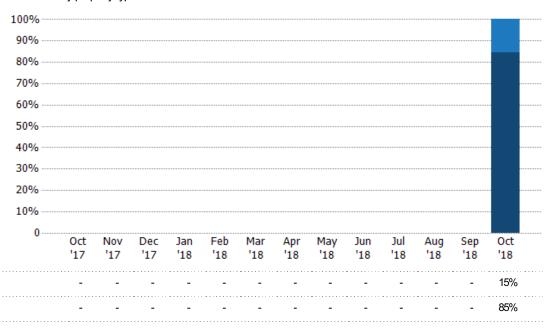
#### Closed Sales by Property Type

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

Filters Used

ZIP: 7 Selected

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



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

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

\$300K \$225K \$150K \$75K 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$244K \$271K -10%



Current Year

Percent Change from Prior Year



\$235K



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												
\$75K												
0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$226K

### Average Sales Price vs Average Listing Price

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

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

Percent Change from Prior Year

\$300K												
\$225K												
\$150K				•••••								
\$75K												
•	Nov '17											Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$252K
-	-	-	-	-	-	-	-	-	-	-	-	\$244K
-	-	-	-	-	-	-	-	-	-	-	-	97%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List 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.

Filters Used

ZIP: 7 Selected

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

\$300K												
\$225K												
\$150K												
\$75K												
0												
0ct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18		Oct '18
-	-	-	-	-	-	-	-	-	-		-	\$237K
-	-	-	-	-	-	-	-	-	-	-	-	\$226K
-	- -	-	-	-	-	-	-	-	-	-	-	95%

### 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

\$300K \$225K \$150K \$75K 0 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '18 '18 '18 \$263K \$252K 96%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

# 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

Med Sales Price as a % of Med Est Value

0K												
5K												
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	Oct
Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug	Sep	0c '18
Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oc



