

# Summary of Key Listing and Sales Metrics

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

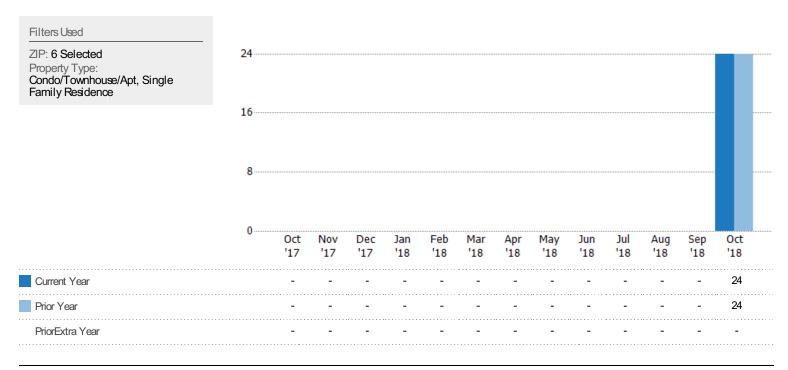
+/-	YTD 2017	YTD 2018	+/-	Oct 2017	Oct 2018	Key Metrics
						isting Activity Charts Metrics
+_	24	24	+	24	24	New Listing Count
-3.6%	\$9,579,395	\$9,236,800	-3.6%	\$9,579,395	\$9,236,800	New Listing Volume
	N⁄A	N⁄A	-14.1%	291	250	Active Listing Count
	N⁄A	N⁄A	-11.7%	\$163,620,838	\$144,499,999	Active Listing Volume
+2.8%	\$562,271	\$578,000	+2.8%	\$562,271	\$578,000	Average Listing Price
+5.5%	\$385,000	\$406,000	+5.5%	\$385,000	\$406,000	Median Listing Price
-13.9%	166	143	-13.9%	166	143	Median Days in RPR
-27%	17.1	12.5	-	_	_	Months of Inventory
+2.2%	5.84%	8%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+11.8%	17	19	+11.8%	17	19	New Pending Sales Count
-5.6%	\$6,797,700	\$6,418,200	-5.6%	\$6,797,700	\$6,418,200	New Pending Sales Volume
	N⁄A	N⁄A	+68.2%	22	37	Pending Sales Count
	N⁄A	N⁄A	+34.4%	\$9,280,700	\$12,474,500	Pending Sales Volume
-10%	20	18	-10%	20	18	Cloæd Sales Count
+6.7%	\$6,022,250	\$6,422,900	+6.7%	\$6,022,250	\$6,422,900	Closed Sales Volume
+18.5%	\$301,113	\$356,828	+18.5%	\$301,113	\$356,828	Average Sales Price
+23.6%	\$267,000	\$330,000	+23.6%	\$267,000	\$330,000	Median Sales Price





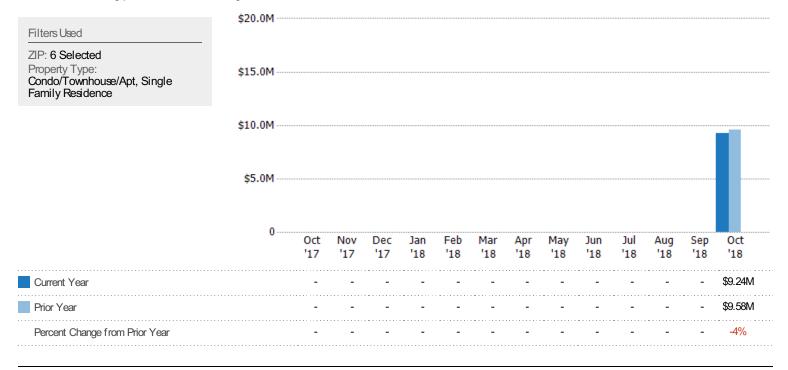
### New Listings

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



#### New Listing Volume

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







### Active Listings

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

Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	240														
	160														
	80														
	0	Oct	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	250	)
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	29	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14ª	%

#### Active Listing Volume

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

Filters Used	\$200.0M													
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M													
	\$50.0M													
	0	0ct '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		-	-	-	-	-	-	-	-	-	-	-	-	\$144M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$164M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-12%





### Average Listing Price

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

													3%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$562H
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$578ŀ
	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	0ct '18
	\$150K												
	\$300K												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used													

#### Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$385K
Current Year	-	-		-	-	-	-	-	-	-	-	-	\$406K
	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	0ct '18
	\$125K												
	\$250K ······												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used	\$500K ······												





### 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 Family Residence	\$450K												
	\$300K												
	\$150K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$436K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$578K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	132%

#### 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.

	\$500K												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$366K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$406K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	111%





### 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.

Filters Used	200												
ZIP: 6 Selected Property Type: Condo/Townhouæ/Apt, Single Family Residence	150												
	100												
	50												
	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	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	143
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	166
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

#### Months of Inventory

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

Elfore line i	30												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13.2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19.4
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%





#### Absorption Rate

The percentage of inventory sold per month.

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

5% -

10%

	0												
	0ct '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	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

### Active/Pending/Sold Units

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

	300												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150											,,	
	75												
	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	0ct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	250
Pending	-	-	-	-	-	-	-	-	-	-	-	-	37
Sold	-	-	-	-	-	-	-	-	-	-	-	-	18



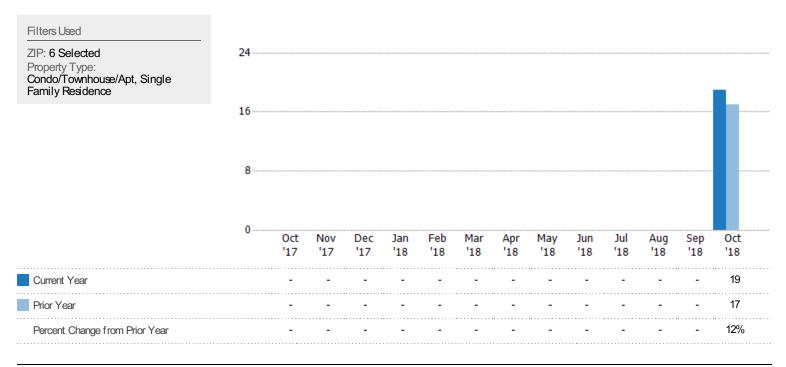


仓



## 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.

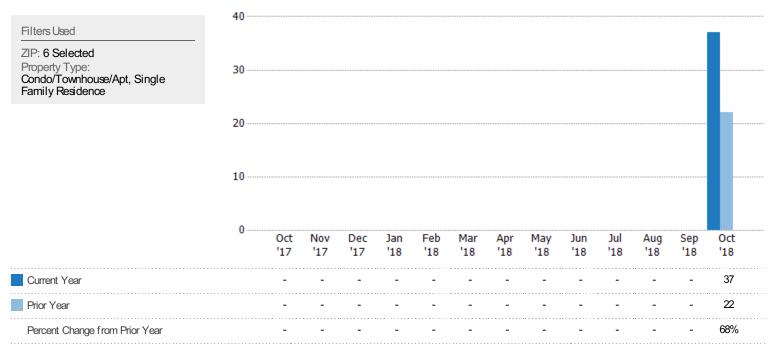






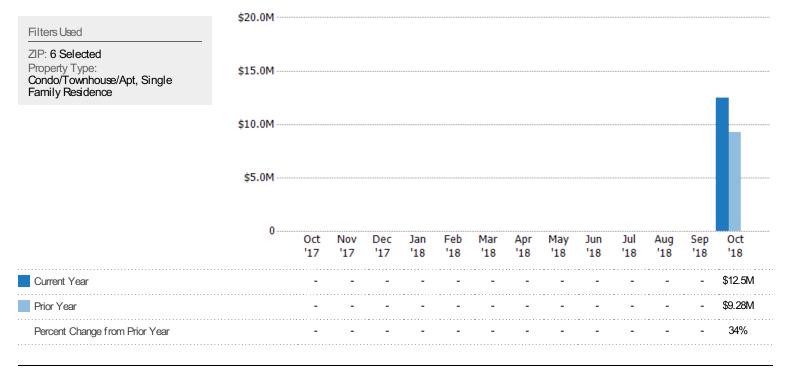
### Pending Sales

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



### Pending Sales Volume

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

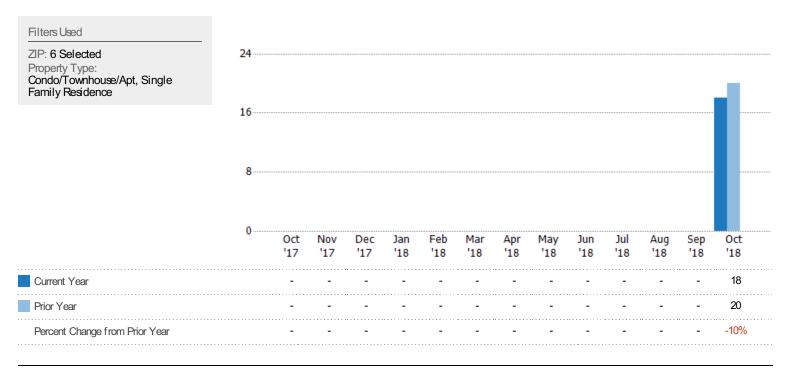






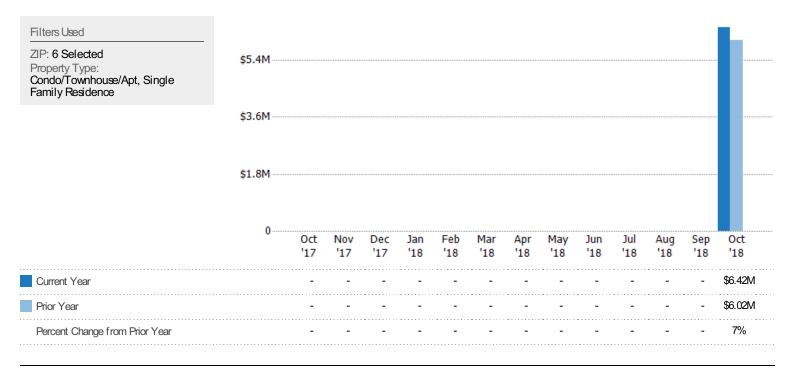
### Closed Sales

The total number of residential properties sold each month.



### **Closed Sales Volume**

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







### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: 6 Selected Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
Fairing residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Oct	Nov	Dec	Jan		Mar		May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	50%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	50%	

### **Average Sales Price**

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

Elfore l los d	\$400K												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Oct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$357k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$301k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%





### Median Sales Price

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

	\$400K												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$267k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	24%

### 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	\$400K ······											,	
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Sales Price as a % of Avg List Price			-		-	-	-	-	-	-	-	-	95%





# Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

. . . . . .

Filters Used	\$600K ·····												
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$504K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	75%





### 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.

	\$500K ······												
Filters Used ZIP: 6 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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$467K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	74%

