

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 | + / - | Sep 2017 | Sep 2018 | Key Metrics |
|--------|-------------|-------------|--------|--------------|--------------|---------------------------------|
| | | | | | | Listing Activity Charts Metrics |
| +_ | 10 | 10 | +- | 10 | 10 | New Listing Count |
| -27.4% | \$3,404,100 | \$2,470,500 | -27.4% | \$3,404,100 | \$2,470,500 | New Listing Volume |
| | N/A | NA | -38.5% | 52 | 32 | Active Listing Count |
| | N/A | NA | -19.7% | \$17,299,400 | \$13,894,387 | Active Listing Volume |
| +30.5% | \$332,681 | \$434,200 | +30.5% | \$332,681 | \$434,200 | Average Listing Price |
| +37% | \$277,000 | \$379,500 | +37% | \$277,000 | \$379,500 | Median Listing Price |
| +6.2% | 73 | 77.5 | +6.2% | 73 | 77.5 | Median Daysin RPR |
| -76.9% | 17.3 | 4 | - | _ | _ | Months of Inventory |
| +19.2% | 5.77% | 25% | +_ | _ | _ | Absorption Rate |
| | | | | | | Sales Activity Charts Metrics |
| +44.4% | 9 | 13 | +44.4% | 9 | 13 | New Pending Sales Count |
| +22.6% | \$2,905,700 | \$3,563,300 | +22.6% | \$2,905,700 | \$3,563,300 | New Pending Sales Volume |
| | N/A | NA | +76.9% | 13 | 23 | Pending Sales Count |
| | N/A | N/A | +83.5% | \$3,748,000 | \$6,876,700 | Pending Sales Volume |
| -12.5% | 8 | 7 | -12.5% | 8 | 7 | Closed Sales Count |
| -4.2% | \$1,590,000 | \$1,524,000 | -4.2% | \$1,590,000 | \$1,524,000 | Goæd Sales Volume |
| +9.5% | \$198,750 | \$217,714 | +9.5% | \$198,750 | \$217,714 | Average Sales Price |
| +13.2% | \$209,000 | \$236,500 | +13.2% | \$209,000 | \$236,500 | Median Sales Price |

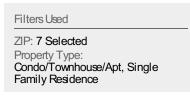


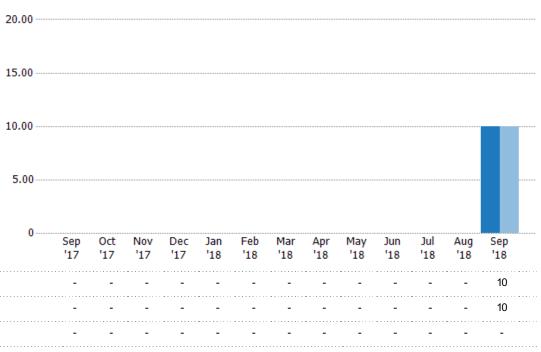




New Listings

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





New Listing Volume

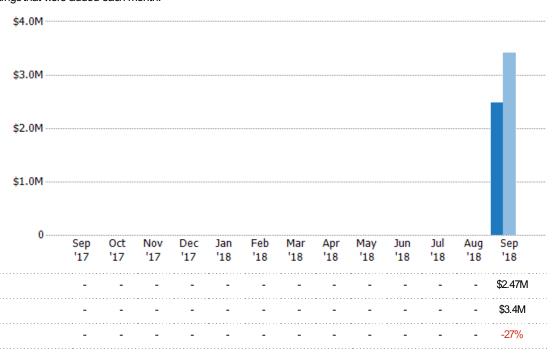
Current Year

PriorExtra 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

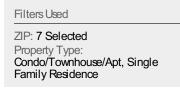
Percent Change from Prior Year

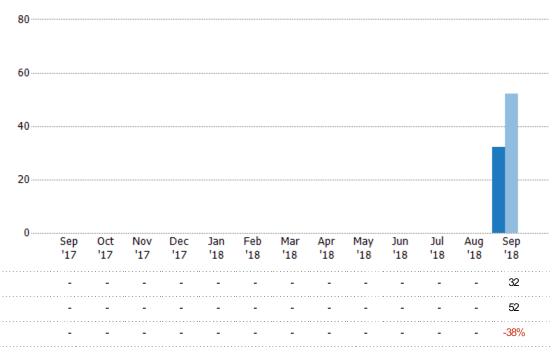




Active Listings

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





Active Listing Volume

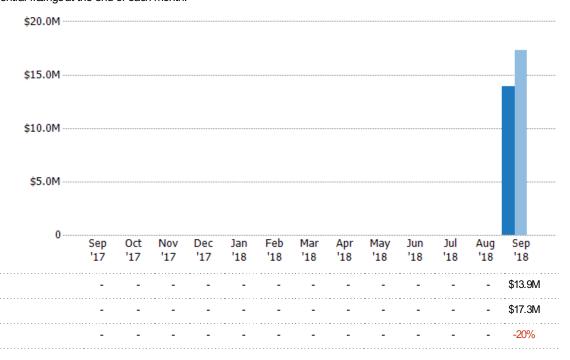
Percent Change from Prior Year

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.

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

| \$500K |
|--------|
| \$375K |
| \$250K |
| \$125K |
| |

| 0 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| | - | - | - | - | - | - | - | - | - | - | - | \$434K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$333K |
| - | - | - | - | - | - | - | - | - | - | - | - | 31% |

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 Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|--------------------------------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year | - | - | - | - | _ | - | - | - | - | - | - | - | \$380K |
| Prior Year | - | - | - | | _ | - | - | - | - | - | | - | \$277K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 37% |





Avg Est Value

Avg Listing Price

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.

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

| \$250K | | | | | | | | | | | | |
|----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| | | | | | | | | | | | | |
| 1125V | | | | | | | | | | | | |
| \$12JK | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| 0 | Oct | | Dec | Jan | Feb | Mar | Apr | | Jun | Jul | | |
| 0 Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| 0 Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep '18 |

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

| \$400K | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$300K | | | | | | | | | | | | |
| \$200K | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | \$330K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$380K |



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



115%



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

| 100 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 75 | | | | | | | | | | | | |
| 50 | | | | | | | | | | | | |
| 25 | | | | | | | | | | | | |
| • | | | | | | | | | | | | |
| Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | 77.5 |
| - | - | - | - | - | - | - | - | - | - | - | - | 73 |
| - | - | - | - | - | - | - | - | - | - | - | - | 6% |

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.

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

8.00 6.00 4.00 2.00

| | 0 | | | | | | | | | | | | |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 2.29 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 5.78 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -60% |





Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: 7 Selected

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

45%

30%

15%

| Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| - | - | - | - | - | - | - | - | - | - | - | - | 44% |
| - | - | - | - | - | - | - | - | - | - | - | - | 17% |
| - | - | - | - | - | - | - | | - | | - | - | -26% |

Active/Pending/Sold Units

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

20

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence 40

10------

| 0 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| - | - | - | - | - | - | - | - | | - | - | | 32 |
| - | - | - | - | - | | - | | - | - | - | - | 23 |
| - | - | - | - | - | - | - | - | - | - | - | - | 7 |



Active Pending

Sold





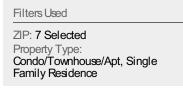
Current Year

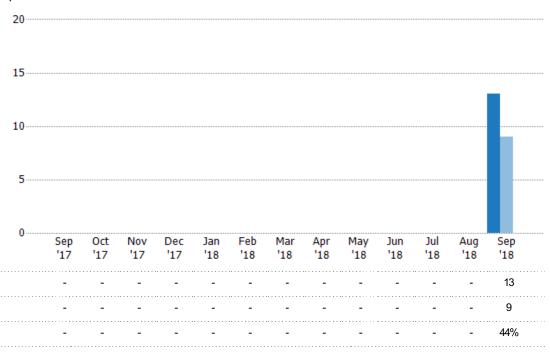
Prior Year

Market Data Report

New Pending Sales

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



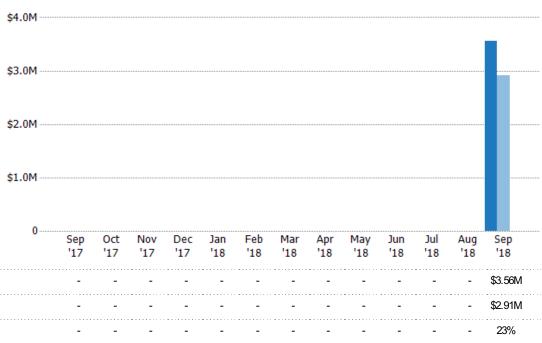


New Pending Sales Volume

Percent Change from Prior Year

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

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





Current Year

Percent Change from Prior Year

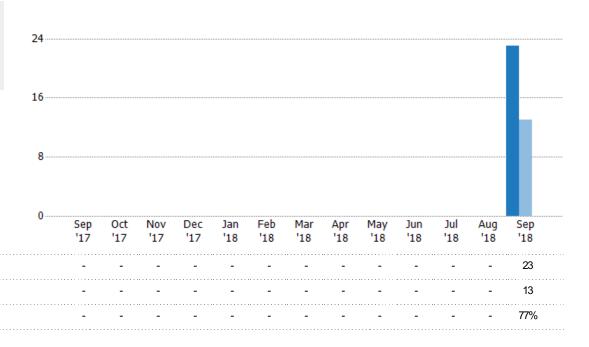




Pending Sales

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





Pending Sales Volume

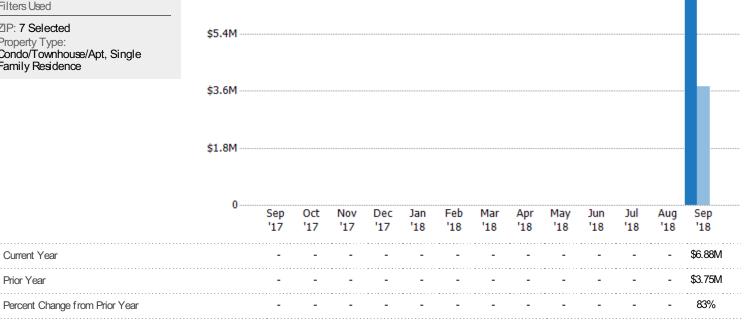
Percent Change from Prior Year

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.

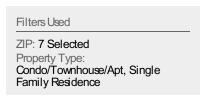


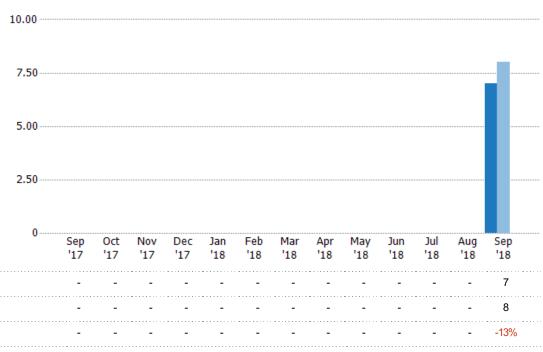




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

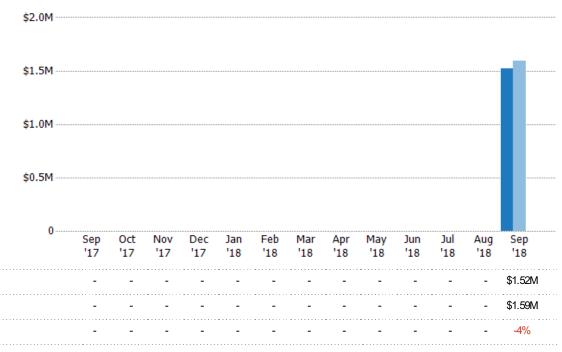
Percent Change from Prior Year

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

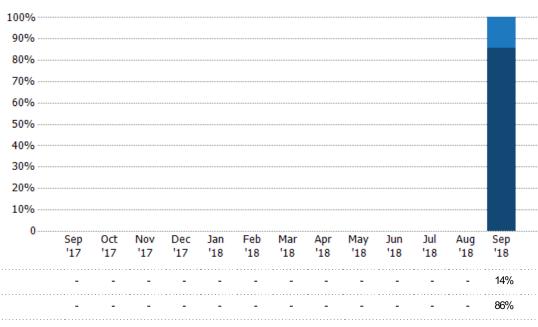




Closed Sales by Property Type

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

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 Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$218K \$199K 10%



Current Year

Percent Change from Prior Year



\$209K



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 Sep '17 | 0ct '17 | Dec '17 | | | | | |
| - | | - | | | | | |

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 Sep 0ct Νον Dec Jan Feb Apr May Jun Jul Aug Sep '18 \$231K \$218K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





Median List Price

Median Sales Price

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

| \$300K ······ | | | | | | | | | | | | |
|---------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$225K | | | | | | | | | | | | |
| \$150K | | | | | | | | | | | | |
| \$75K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| _ | | - - | | - | | | | - - | - | - | - | \$253k |
| | | | | | | | | | | | | ΨΖΟΟΙ |

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

| \$300K | | | | | | | | | | | | |
|-----------------|---|---|---|---|---|--------|---|------------|---|------------|------------|------------|
| \$225K | | | | | | | | | | | | |
| \$150K | | | | | | | | | | | | |
| \$75K | | | | | | | | | | | | |
| 0 Sep '17 | | | | | | | | May '18 | | Jul '18 | Aug '18 | Sep '18 |
| - | - | - | - | - | - | - - | - | - | - | - | - | \$238K |
| | | | | | | | | | | | | |
| - | - | - | - | - | - | - | - | - | - | - | - | \$231K |



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

| \$300K | | | | | | | | | | | | |
|--------|-----|-----|-----|---|---|---|---|------------|---|---|--------|------------|
| | | | | | | | | | | | | |
| \$225K | | | | | | | | | | | | |
| Ψ225IC | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| \$150K | | | | | | | | | | | | ********** |
| | | | | | | | | | | | | |
| \$75K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| _ | | | | | | | | May '18 | | | | Sep |
| '17 | '17 | '17 | '17 | | | | | | | | | '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | \$254K |
| | | | - | | - | | - | | | | - - | \$253K |
| | | | | | | | | | | | | 000/ |
| - | - | - | - | - | - | - | - | - | - | - | - | 99% |



