

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	11	-27.3%	8	11	-27.3%
New Listing Volume	\$2,359,900	\$2,778,800	-15.1%	\$2,359,900	\$2,778,800	-15.1%
Active Listing Count	29	32	-9.4%	29	32	-9.4%
Active Listing Volume	\$13,824,900	\$9,858,100	+40.2%	\$13,824,900	\$9,858,100	+40.2%
Average Listing Price	\$476,721	\$308,066	+54.7%	\$476,721	\$308,066	+54.7%
Median Listing Price	\$385,000	\$287,000	+34.1%	\$385,000	\$287,000	+34.1%
Median Daysin RPR	54	53	+1.9%	54	53	+1.9%
Months of Inventory	_	_	-	14.5	5.3	+171.9%
Absorption Rate	_	_	+-	6.9%	18.75%	-11.9%
Sales Activity Charts Metrics						
New Pending Sales Count	9	8	+12.5%	9	8	+12.5%
New Pending Sales Volume	\$2,008,300	\$2,009,000	0%	\$2,008,300	\$2,009,000	0%
Pending Sales Count	15	16	-6.3%	15	16	-6.3%
Pending Sales Volume	\$3,584,800	\$4,247,200	-15.6%	\$3,584,800	\$4,247,200	-15.6%
Closed Sales Count	4	2	+100%	4	2	+100%
Closed Sales Volume	\$940,000	\$602,000	+56.1%	\$940,000	\$602,000	+56.1%
Average Sales Price	\$235,000	\$301,000	-21.9%	\$235,000	\$301,000	-21.9%
Median Sales Price	\$258,500	\$301,000	-14.1%	\$258,500	\$301,000	-14.1%



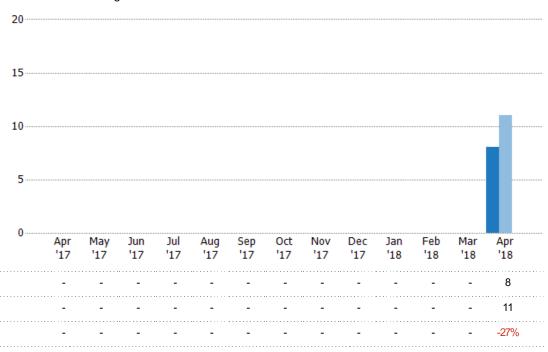




New Listings

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

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



New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

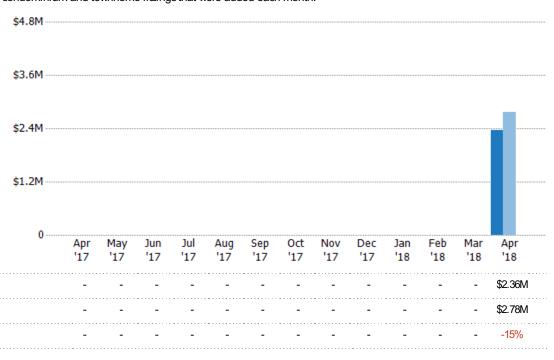
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence



Current Year

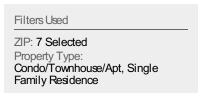
Percent Change from Prior Year

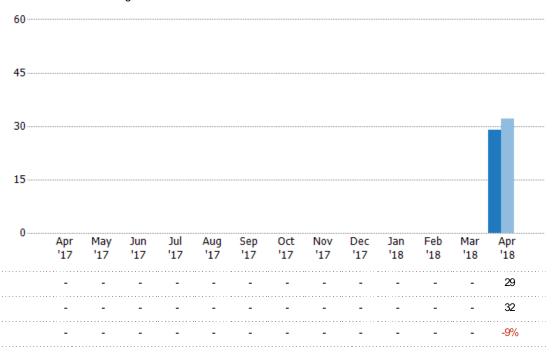




Active Listings

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





Active Listing Volume

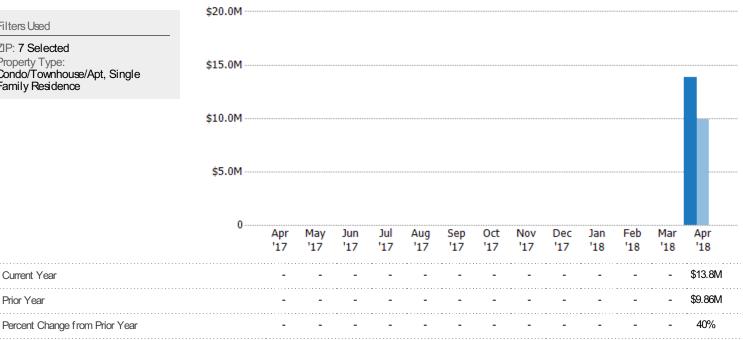
Percent Change from Prior Year

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



\$308K

55%



Market Data Report

Average Listing Price

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

Filters Used	\$500K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-		-	- -	-	-	-	- -	-	-	\$477K

Median Listing Price

Percent Change from Prior Year

Prior Year

The median 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

\$200K

\$100K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$385K
Prior Year	-	-	-	-								-	\$287K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%







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

J.C								
50K	 	 	 	 				
NEW .								
25K	 	 	 	 				
25K	 	 	 	 				
0	 	 	 	 			Mar	Apı
0		 	 	 	Jan '18	Feb '18	Mar '18	Ар '18
0	 	 	 0ct '17	 Dec '17	Jan '18	Feb '18	Mar '18	Ар '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

Avg Est Value

Avg Listing Price

0K								
0K	 	 	 	 				
_		Aug '17				Feb '18	Mar '18	Ај '1
_			0ct '17	Dec '17	Jan '18 -	Feb '18	Mar '18	*A '1 \$34



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ 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.

Filters Used	90												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	54
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	53
Percent Change from Prior Year	-	-	-	-	-	_	-	-	_	-	-	-	2%

Months of Inventory

Percent Change from Prior Year

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

Filters Used	8.00												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00												
	4.00												
	2.00												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ар '1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.
Prior Year	-		-	-		-	-	-	-	-	-	-	3.





Absorption Rate

Current Year

Prior Year

Change from Prior Year

The percentage of inventory sold per month.

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

30%

20%

10% ------

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
 -	-	-	-	-	-	-	-	-	-	-	-	17%
 -	-	-	-	-	-	-	-	-	-	-	-	28%
 -	-	-	-	-	-	-	- -	-	-	-	-	11%

Active/Pending/Sold Units

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

30

Filters Used

ZIP: 7 Selected

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

23------

15

8.....

0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sen	Oct	Nov '17	Dec	Jan	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-		-	-	29
-	-	-	-	-	-	-	-	-	-	-	-	15
-	-	-	-	-	-	-	-	-	-	-	-	4



Active Pending

Sold

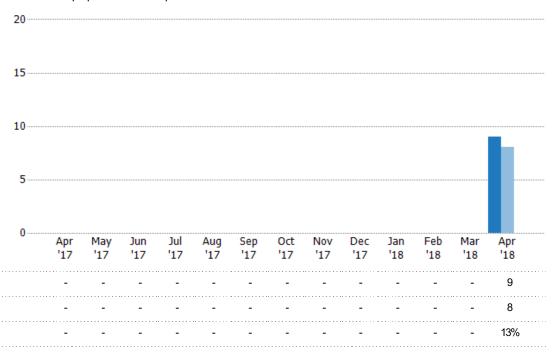




New Pending Sales

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





New Pending Sales Volume

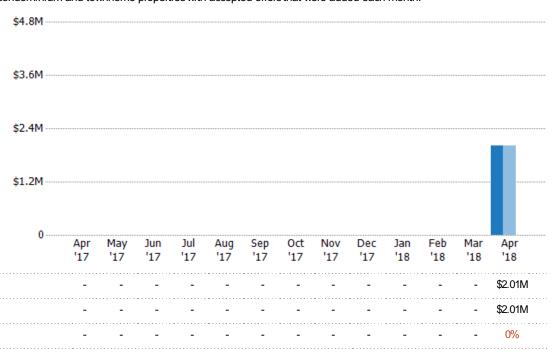
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Percent Change from Prior Year

Current Year

Prior Year



Current Year

Percent Change from Prior Year

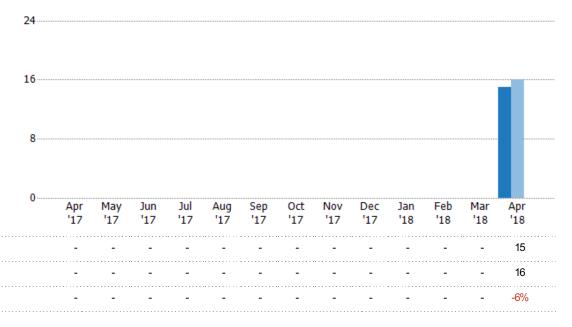




Pending Sales

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





Pending Sales Volume

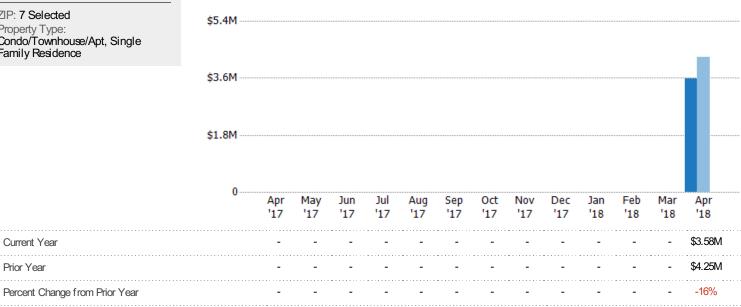
Percent Change from Prior Year

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.



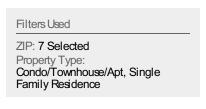


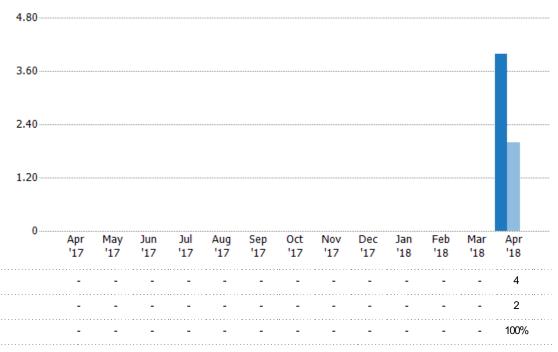




Closed Sales

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





Closed Sales Volume

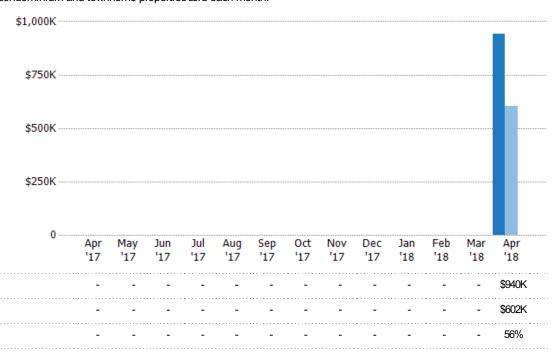
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



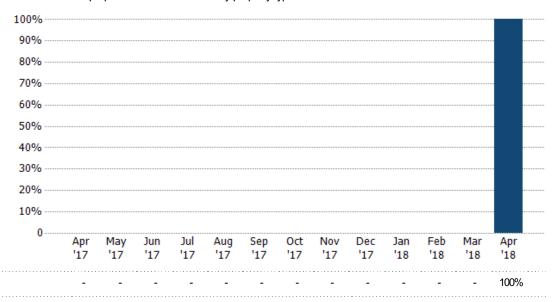


Closed Sales by Property Type

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



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

00K												
00K												
00K												
0												
	May										Mar	Арі
											Mar '18	Ap '18
		Jun '17	Jul '17		Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Ap '18
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ap '18



Current Year
Prior Year

Percent Change from Prior Year





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

Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Ma)	00K	-	_		Jul '17	Aug '17	Sep '17	'17	'17	'17	'18		
		00K	00K	0										

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Current Year
Prior Year

\$300K												
\$225K												
\$150K												
\$75K												
0 Apr	May			Aug '17							Mar	Apr
	'17 [']	'17	'17	117	117	14.7	147	14.7	110	14.0	14.0	
'17		17										'18
- 17	-	-	- -	-	-	-	-	- -	-	-	-	'18
	-	-	- -		-	-	-	- - -	-	- - -	-	'18 \$248K \$235K



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.

Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$300K	 								
\$225K	 	 	 						
\$150K									
\$75K									
φνοιτ									
·	 		 					Mar	 Apr
0 Apr	 		 0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18
0 Apr	 		 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '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 May Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr Apr Jun '17 '18 \$318K \$248K 78%



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

\$400K												
+00014												
\$300K												
\$200K												
\$100K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$318K
-	-	-	-	-	-	-	-	-	-	-	-	\$274K
-	-	_	-	-	-	-	-	-	_	-	-	86%



