

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	26	23	+13%	377	349	+8%
New Listing Volume	\$14,152,500	\$10,043,000	+40.9%	\$177,129,498	\$163,836,690	+8.1%
Active Listing Count	234	261	-10.3%	N/A	N/A	
Active Listing Volume	\$136,000,398	\$146,842,888	-7.4%	N/A	N/A	
Average Listing Price	\$581,198	\$562,616	+3.3%	\$564,111	\$538,364	+4.8%
Median Listing Price	\$399,750	\$380,000	+5.2%	\$389,750	\$361,071	+7.9%
Median Days in RPR	203	213	-4.7%	175.37	210.3	-16.6%
Months of Inventory	12.3	9	+36.8%	15.6	21.8	-28.3%
Absorption Rate	8.12%	11.11%	-3%	6.41%	4.6%	+1.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	12	+58.3%	261	233	+12%
New Pending Sales Volume	\$7,103,200	\$4,265,250	+66.5%	\$99,995,444	\$88,076,896	+13.5%
Pending Sales Count	26	15	+73.3%	N/A	N/A	
Pending Sales Volume	\$9,723,700	\$6,083,500	+59.8%	N/A	N/A	
Closed Sales Count	9	15	-40%	227	211	+7.6%
Closed Sales Volume	\$3,147,000	\$4,467,500	-29.6%	\$80,671,928	\$70,416,096	+14.6%
Average Sales Price	\$349,667	\$297,833	+17.4%	\$355,383	\$333,726	+6.5%
Median Sales Price	\$325,000	\$230,000	+41.3%	\$281,513	\$247,812	+13.6%

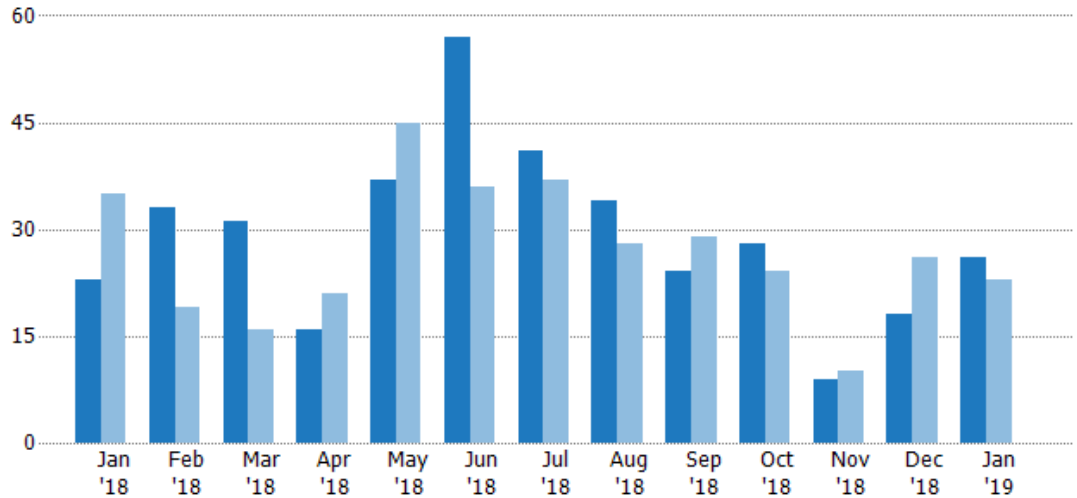
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	26	13%
Jan '18	23	-34.3%
Jan '17	35	48.6%



Current Year	23	33	31	16	37	57	41	34	24	28	9	18	26
Prior Year	35	19	16	21	45	36	37	28	29	24	10	26	23
Percent Change from Prior Year	-34%	74%	94%	-24%	-18%	58%	11%	21%	-17%	17%	-10%	-31%	13%

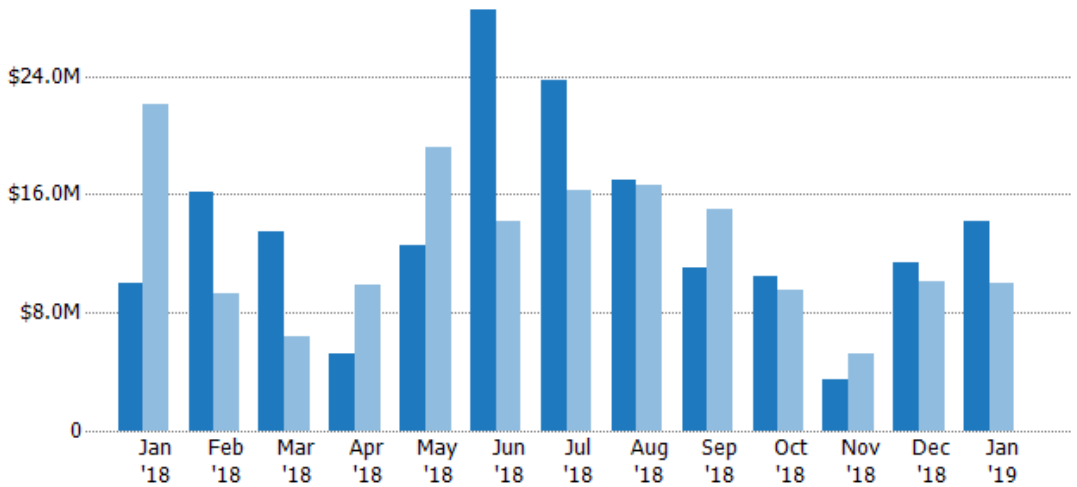
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$14.2M	40.9%
Jan '18	\$10M	-54.6%
Jan '17	\$22.1M	33.4%



Current Year	\$10M	\$16.1M	\$13.5M	\$5.26M	\$12.6M	\$28.4M	\$23.7M	\$17M	\$11M	\$10.5M	\$3.42M	\$11.4M	\$14.2M
Prior Year	\$22.1M	\$9.25M	\$6.41M	\$9.86M	\$19.2M	\$14.2M	\$16.3M	\$16.6M	\$15M	\$9.56M	\$5.23M	\$10.1M	\$10M
Percent Change from Prior Year	-55%	74%	110%	-47%	-34%	101%	46%	2%	-26%	10%	-35%	13%	41%

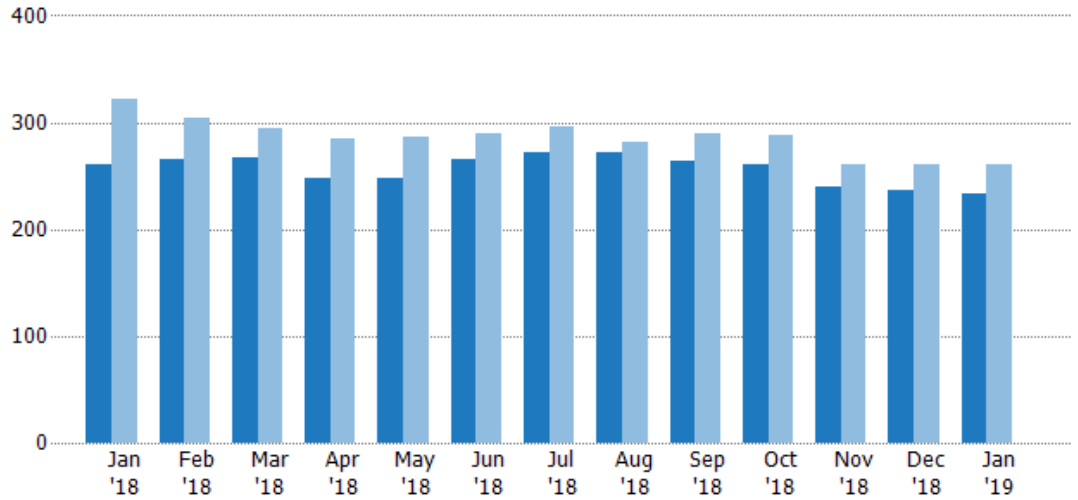
## Active Listings

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

Month/ Year	Count	% Chg.
Jan '19	234	-10.3%
Jan '18	261	-18.7%
Jan '17	321	-2.2%



Current Year	261	266	267	247	247	265	272	272	264	261	239	237	234
Prior Year	321	304	295	285	286	289	296	281	290	288	260	260	261
Percent Change from Prior Year	-19%	-13%	-9%	-13%	-14%	-8%	-8%	-3%	-9%	-9%	-8%	-9%	-10%

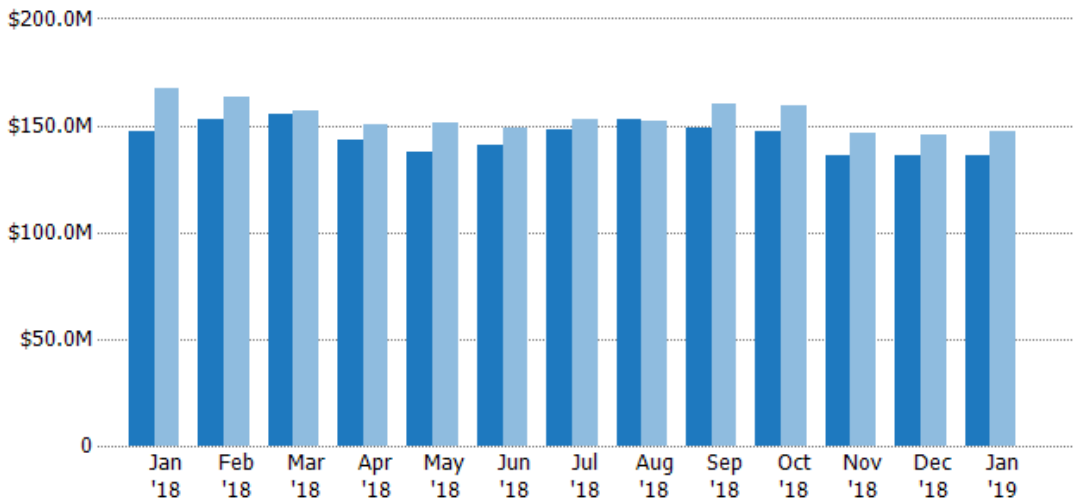
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$136M	-7.4%
Jan '18	\$147M	-12.2%
Jan '17	\$167M	-7.8%



Current Year	\$147M	\$152M	\$155M	\$143M	\$137M	\$140M	\$148M	\$153M	\$149M	\$147M	\$136M	\$136M	\$136M
Prior Year	\$167M	\$163M	\$157M	\$150M	\$151M	\$149M	\$153M	\$152M	\$160M	\$159M	\$147M	\$146M	\$147M
Percent Change from Prior Year	-12%	-6%	-1%	-5%	-9%	-6%	-3%	0%	-7%	-8%	-7%	-7%	-7%

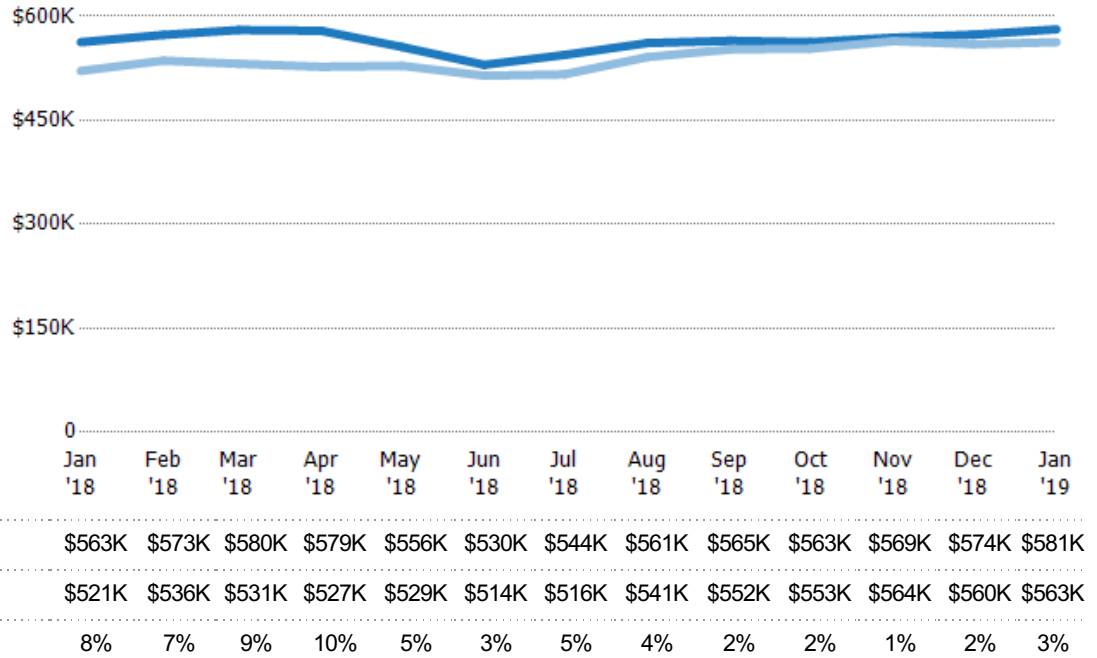
## Average Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '19	\$581K	3.3%
Jan '18	\$563K	8%
Jan '17	\$521K	-5.7%



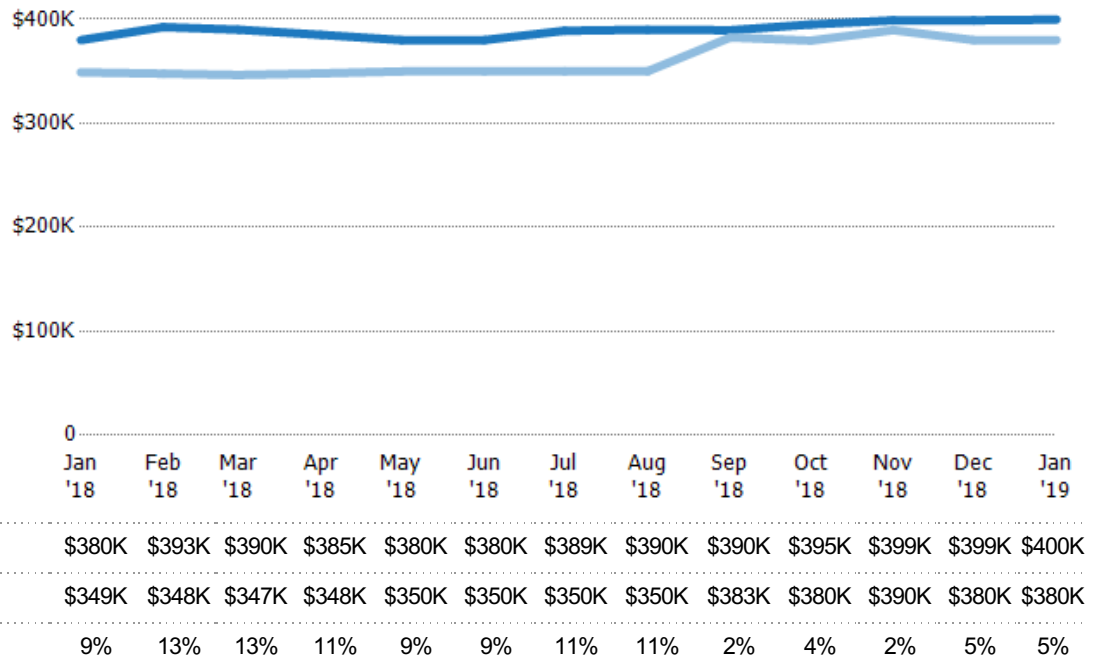
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '19	\$400K	5.2%
Jan '18	\$380K	8.9%
Jan '17	\$349K	-2.9%

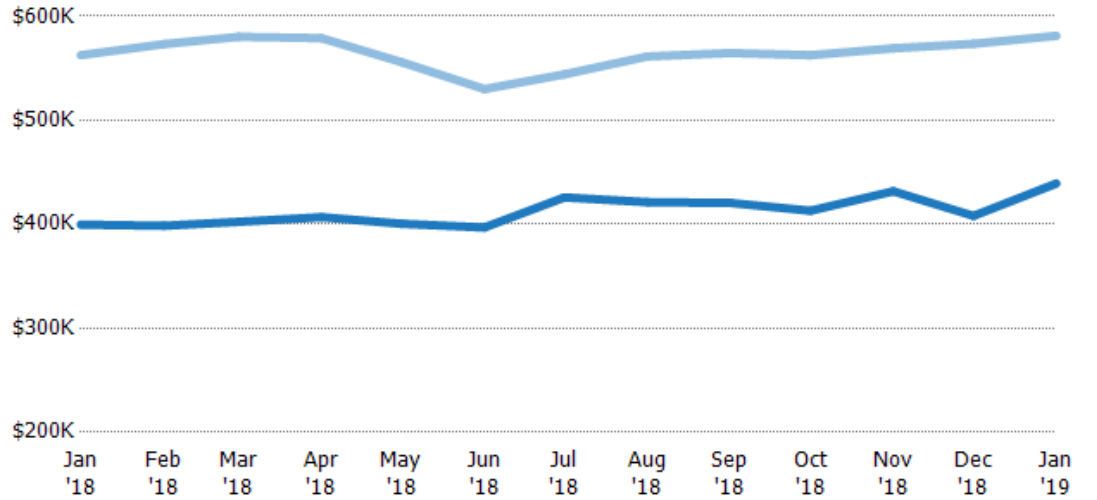


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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

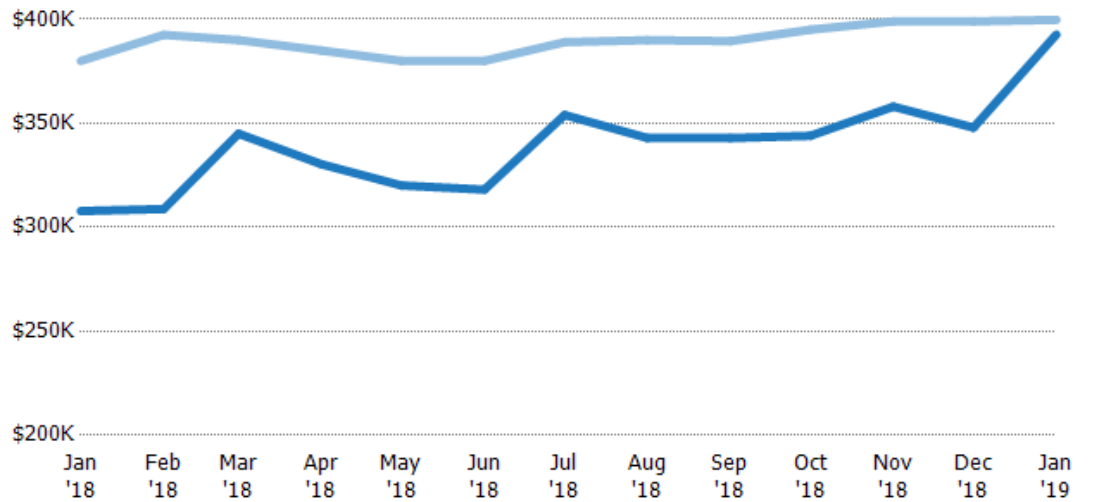


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



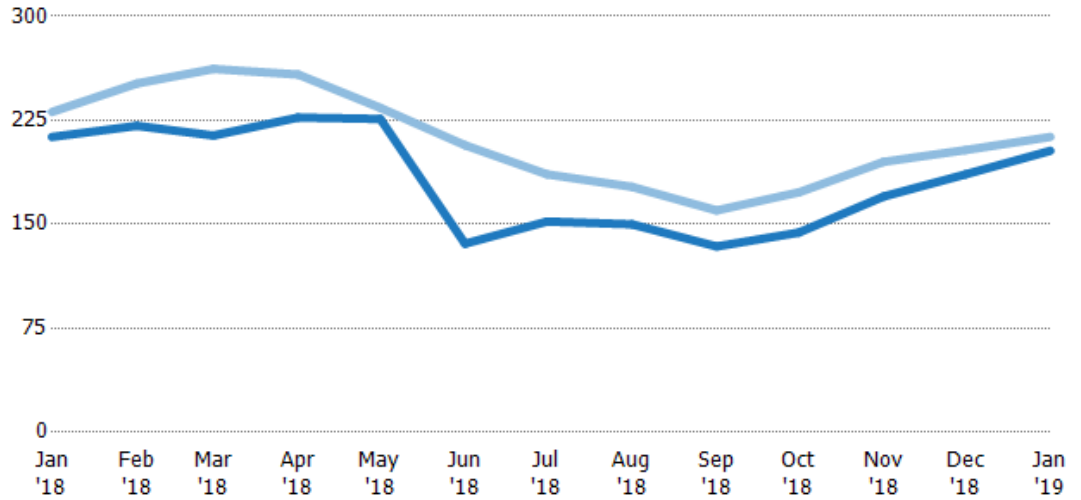
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '19	203	-4.7%
Jan '18	213	-7.8%
Jan '17	231	-28.8%



Current Year	213	221	214	227	226	136	152	150	134	144	170	186	203
Prior Year	231	252	262	258	234	207	186	177	160	173	195	204	213
Percent Change from Prior Year	-8%	-12%	-18%	-12%	-3%	-34%	-18%	-15%	-16%	-17%	-13%	-9%	-5%

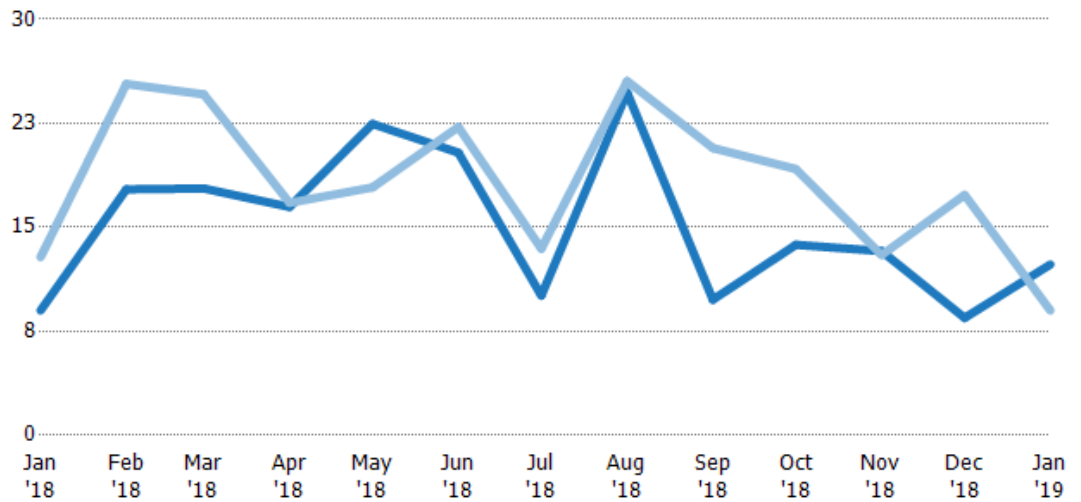
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Jan '19	12.3	36.8%
Jan '18	9	-29.9%
Jan '17	12.8	88.1%



Current Year	9	17.7	17.8	16.5	22.5	20.4	10.1	24.7	9.78	13.7	13.3	8.46	12.3
Prior Year	12.8	25.3	24.6	16.8	17.9	22.2	13.5	25.5	20.7	19.2	13	17.3	9
Percent Change from Prior Year	-30%	-30%	-28%	-2%	26%	-8%	-25%	-3%	-53%	-28%	2%	-51%	37%

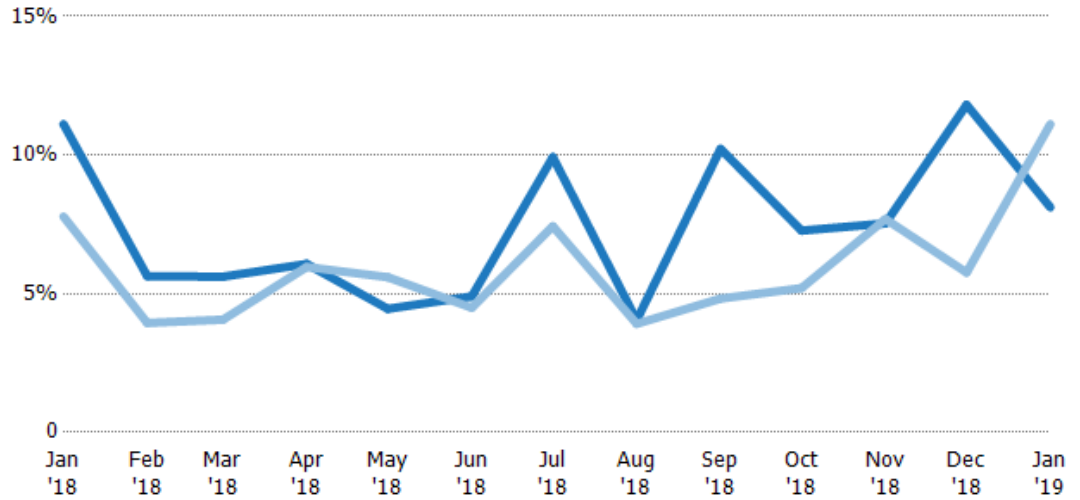
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jan '19	8%	3%
Jan '18	11%	-3.3%
Jan '17	8%	-46.8%



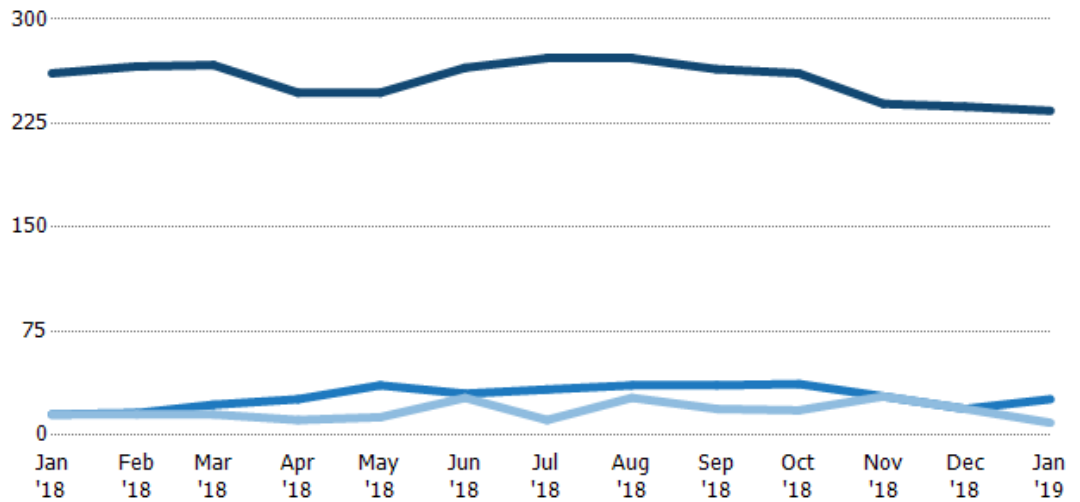
Current Year	11%	6%	6%	6%	4%	5%	10%	4%	10%	7%	8%	12%	8%
Prior Year	8%	4%	4%	6%	6%	4%	7%	4%	5%	5%	8%	6%	11%
Change from Prior Year	-3%	-2%	-2%	0%	1%	0%	-2%	0%	-5%	-2%	0%	-6%	3%

## Active/Pending/Sold Units

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

### Filters Used

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



Active	261	266	267	247	247	265	272	272	264	261	239	237	234
Pending	15	16	22	26	36	30	33	36	36	37	28	19	26
Sold	15	15	15	11	13	27	11	27	19	18	28	19	9

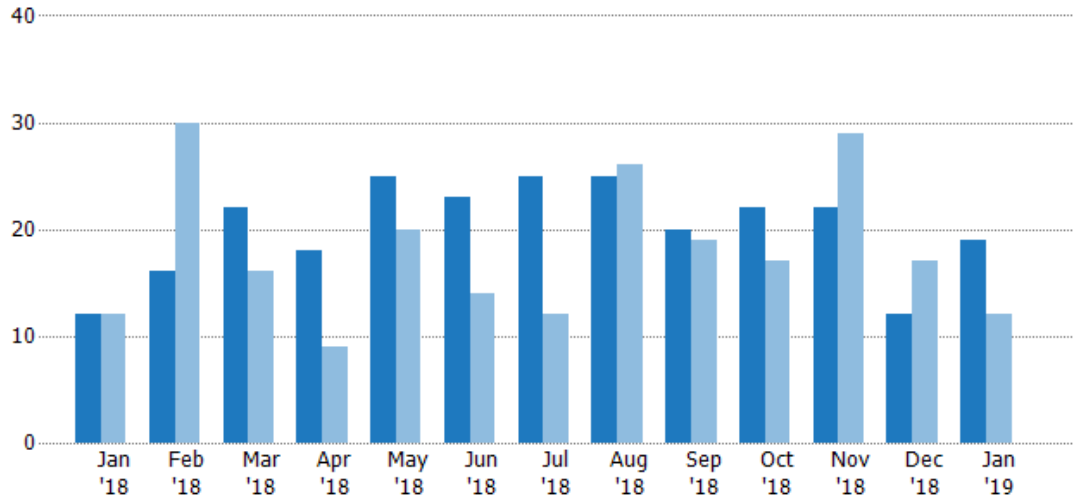
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	19	58.3%
Jan '18	12	0%
Jan '17	12	-8.3%



Current Year	12	16	22	18	25	23	25	25	20	22	22	12	19
Prior Year	12	30	16	9	20	14	12	26	19	17	29	17	12
Percent Change from Prior Year	0%	-47%	38%	100%	25%	64%	108%	-4%	5%	29%	-24%	-29%	58%

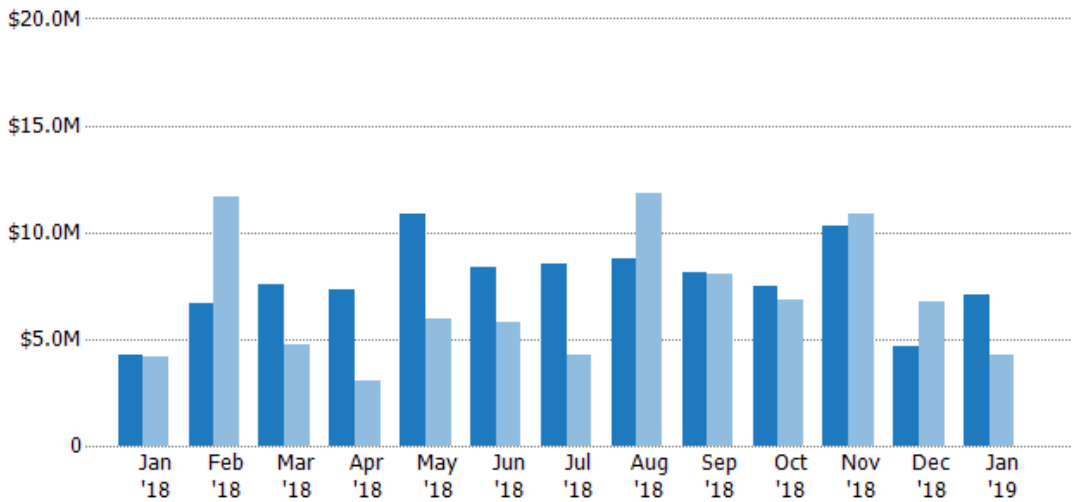
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$7.1M	66.5%
Jan '18	\$4.27M	1.6%
Jan '17	\$4.2M	-32.3%



Current Year	\$4.27M	\$6.64M	\$7.59M	\$7.34M	\$10.9M	\$8.34M	\$8.54M	\$8.77M	\$8.12M	\$7.49M	\$10.3M	\$4.68M	\$7.1M
Prior Year	\$4.2M	\$11.6M	\$4.71M	\$3.04M	\$5.96M	\$5.75M	\$4.28M	\$11.9M	\$8.01M	\$6.8M	\$10.8M	\$6.72M	\$4.27M
Percent Change from Prior Year	2%	-43%	61%	142%	82%	45%	99%	-26%	1%	10%	-5%	-30%	67%



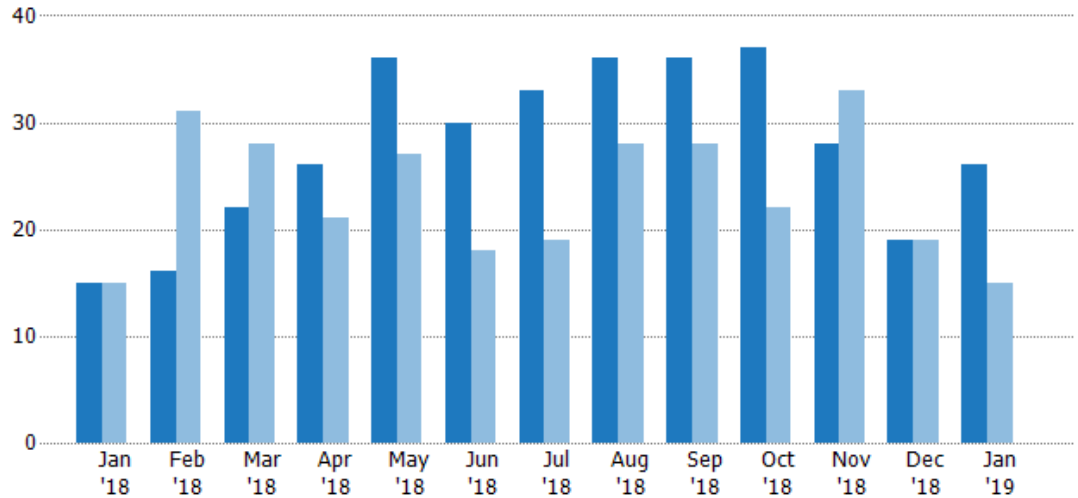
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	26	73.3%
Jan '18	15	0%
Jan '17	15	26.7%



Current Year	15	16	22	26	36	30	33	36	36	37	28	19	26
Prior Year	15	31	28	21	27	18	19	28	28	22	33	19	15
Percent Change from Prior Year	0%	-48%	-21%	24%	33%	67%	74%	29%	29%	68%	-15%	0%	73%

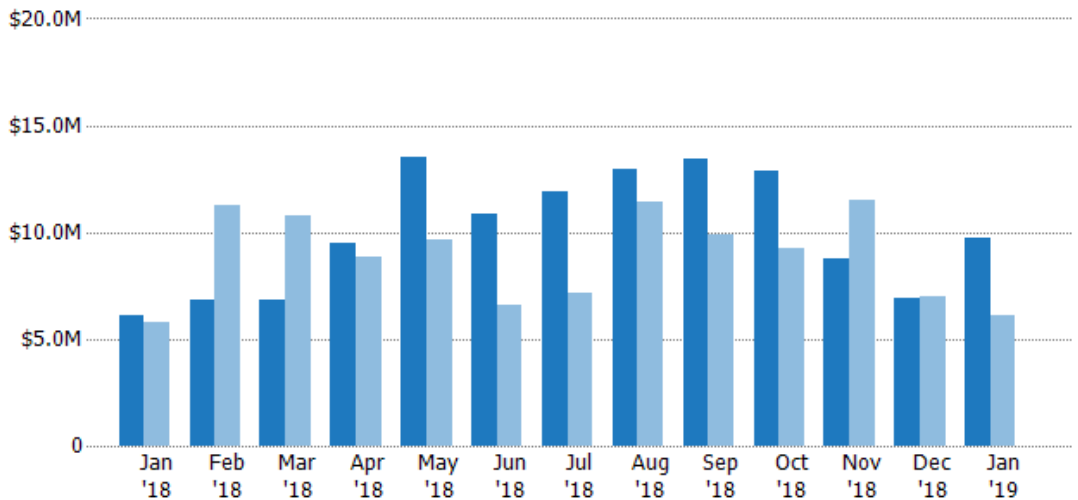
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$9.72M	59.8%
Jan '18	\$6.08M	4.8%
Jan '17	\$5.81M	8.7%



Current Year	\$6.08M	\$6.83M	\$6.83M	\$9.47M	\$13.5M	\$10.9M	\$11.9M	\$13M	\$13.5M	\$12.9M	\$8.76M	\$6.88M	\$9.72M
Prior Year	\$5.81M	\$11.3M	\$10.8M	\$8.83M	\$9.64M	\$6.58M	\$7.19M	\$11.4M	\$9.86M	\$9.28M	\$11.5M	\$6.97M	\$6.08M
Percent Change from Prior Year	5%	-39%	-37%	7%	40%	65%	65%	14%	36%	39%	-24%	-1%	60%

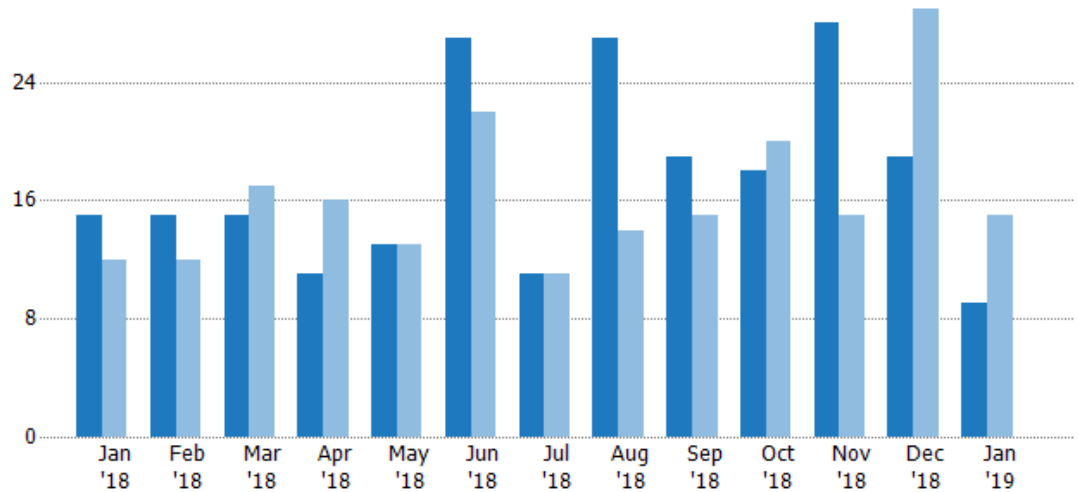
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	9	-40%
Jan '18	15	25%
Jan '17	12	-25%



Current Year	15	15	15	11	13	27	11	27	19	18	28	19	9
Prior Year	12	12	17	16	13	22	11	14	15	20	15	29	15
Percent Change from Prior Year	25%	25%	-12%	-31%	0%	23%	0%	93%	27%	-10%	87%	-34%	-40%

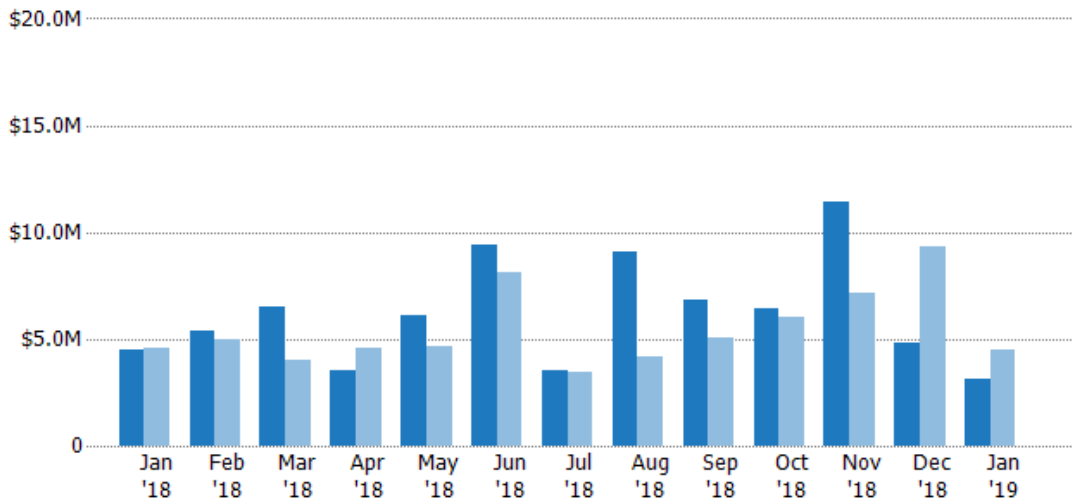
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$3.15M	-29.6%
Jan '18	\$4.47M	-1.6%
Jan '17	\$4.54M	-15%



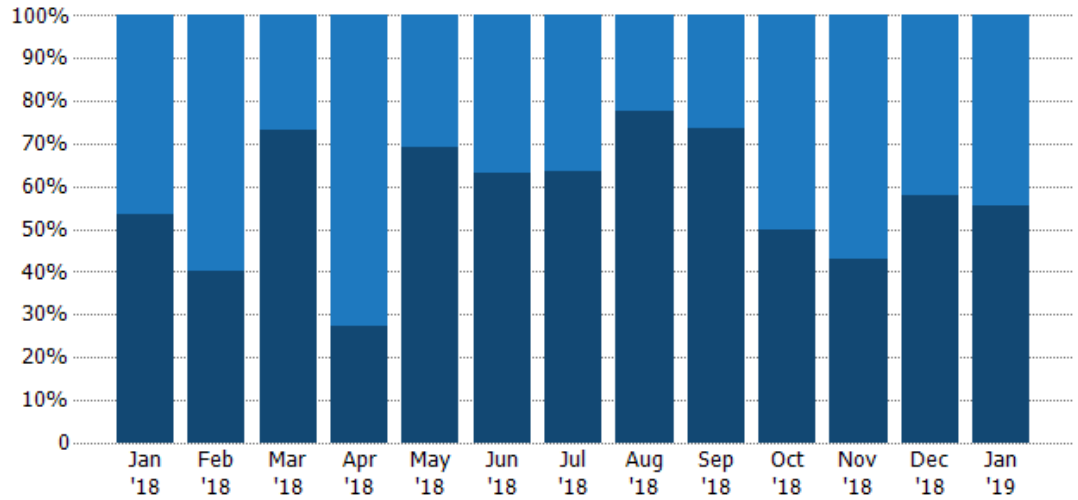
Current Year	\$4.47M	\$5.41M	\$6.51M	\$3.53M	\$6.07M	\$9.38M	\$3.52M	\$9.1M	\$6.85M	\$6.42M	\$11.4M	\$4.84M	\$3.15M
Prior Year	\$4.54M	\$4.94M	\$4.01M	\$4.61M	\$4.62M	\$8.12M	\$3.44M	\$4.18M	\$5.04M	\$6.02M	\$7.13M	\$9.29M	\$4.47M
Percent Change from Prior Year	-2%	9%	62%	-24%	31%	16%	2%	118%	36%	7%	60%	-48%	-30%

## Closed Sales by Property Type

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

### Filters Used

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



Condo/Townhouse	47%	60%	27%	73%	31%	37%	36%	22%	26%	50%	57%	42%	44%
Single Family Residence	53%	40%	73%	27%	69%	63%	64%	78%	74%	50%	43%	58%	56%

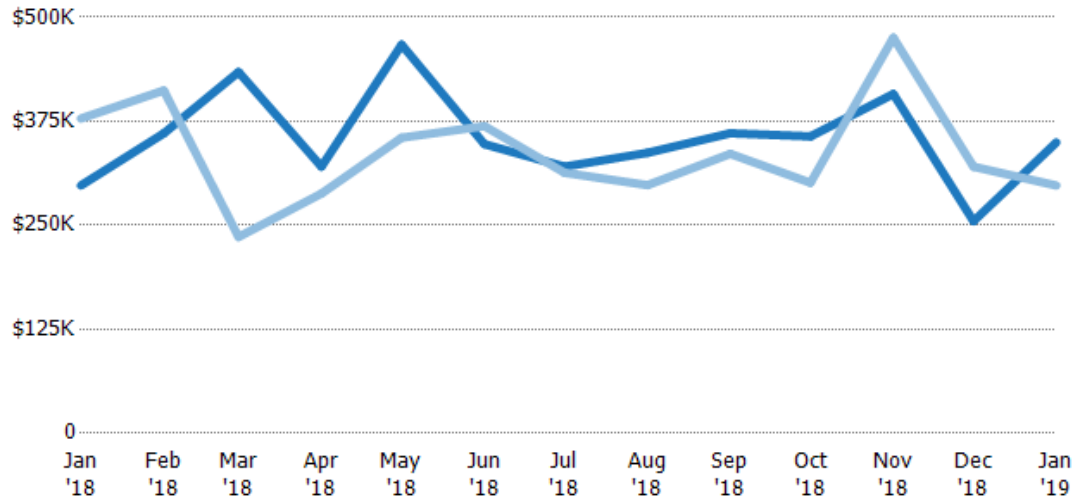
## Average Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '19	\$350K	17.4%
Jan '18	\$298K	-21.3%
Jan '17	\$378K	13.3%



Current Year	\$298K	\$360K	\$434K	\$320K	\$467K	\$347K	\$320K	\$337K	\$361K	\$357K	\$408K	\$255K	\$350K
Prior Year	\$378K	\$412K	\$236K	\$288K	\$355K	\$369K	\$313K	\$298K	\$336K	\$301K	\$475K	\$320K	\$298K
Percent Change from Prior Year	-21%	-13%	84%	11%	31%	-6%	2%	13%	7%	19%	-14%	-20%	17%

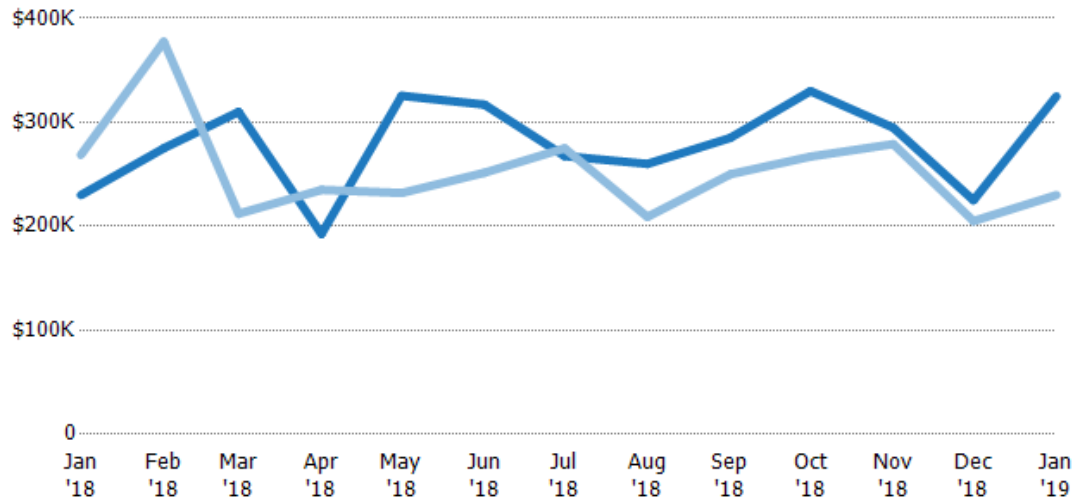
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jan '19	\$325K	41.3%
Jan '18	\$230K	-14.4%
Jan '17	\$269K	15.4%



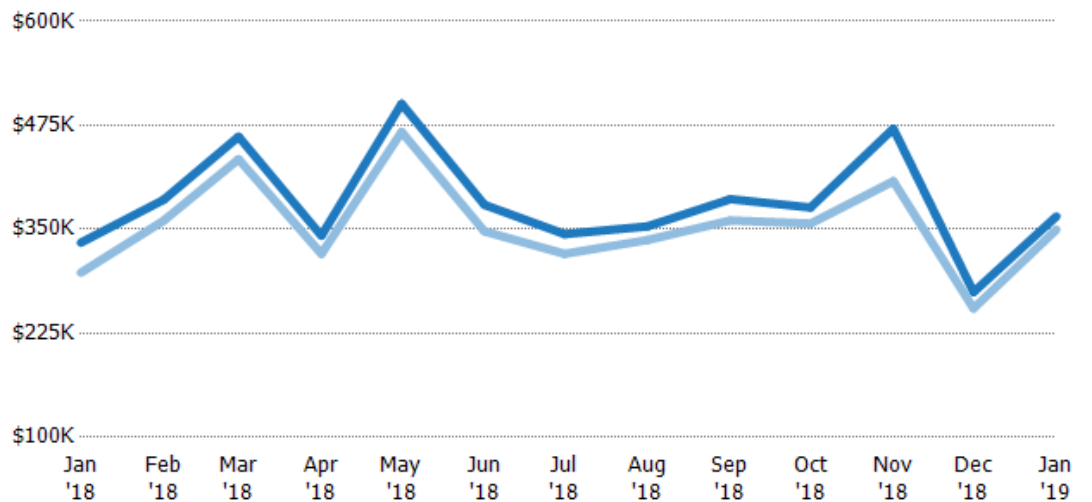
Current Year	\$230K	\$275K	\$310K	\$193K	\$326K	\$317K	\$268K	\$260K	\$285K	\$330K	\$295K	\$225K	\$325K
Prior Year	\$269K	\$378K	\$212K	\$235K	\$232K	\$252K	\$275K	\$209K	\$250K	\$267K	\$279K	\$205K	\$230K
Percent Change from Prior Year	-14%	-27%	46%	-18%	40%	26%	-3%	24%	14%	24%	6%	10%	41%

## 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

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



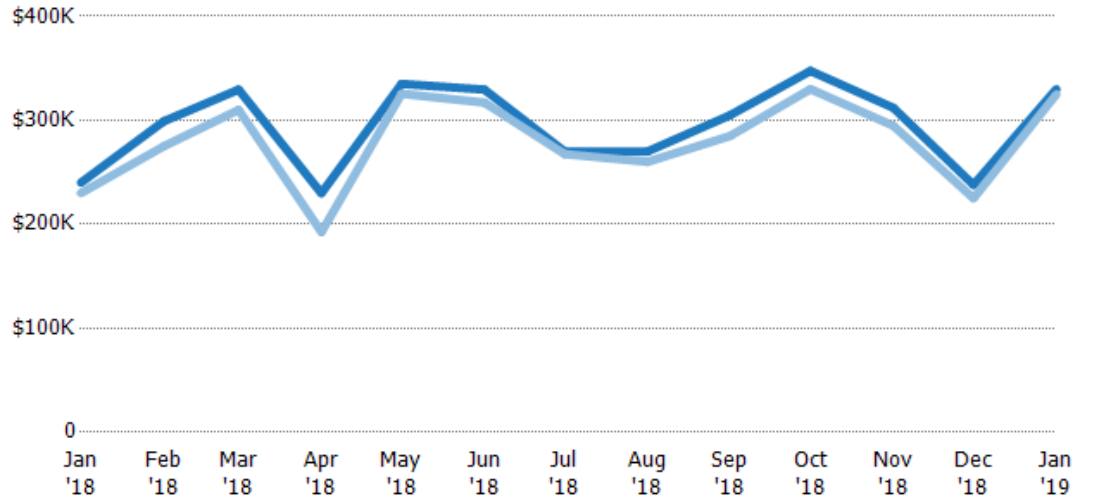
Avg List Price	\$334K	\$386K	\$461K	\$342K	\$501K	\$379K	\$344K	\$353K	\$386K	\$376K	\$471K	\$275K	\$365K
Avg Sales Price	\$298K	\$360K	\$434K	\$320K	\$467K	\$347K	\$320K	\$337K	\$361K	\$357K	\$408K	\$255K	\$350K
Avg Sales Price as a % of Avg List Price	89%	93%	94%	94%	93%	92%	93%	95%	93%	95%	87%	93%	96%

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



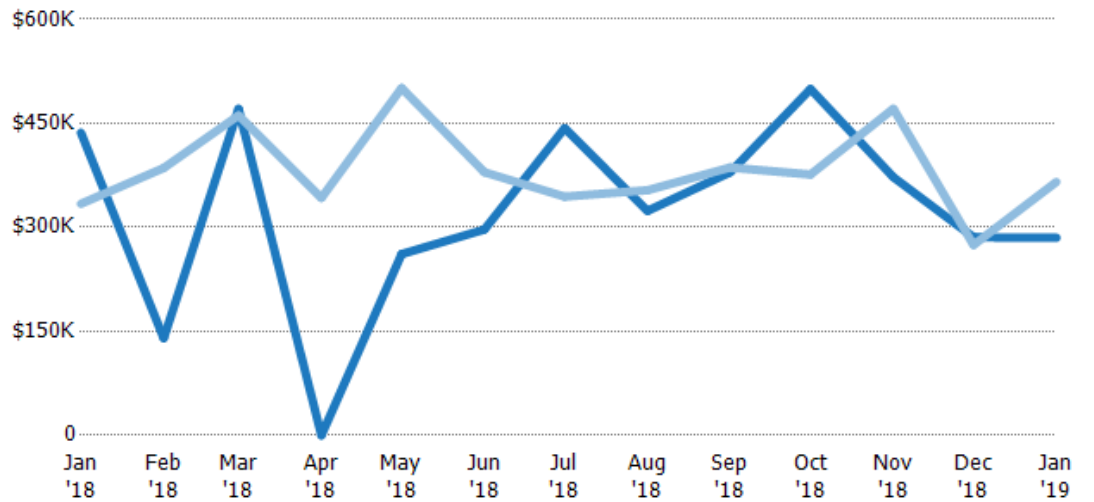
Median List Price	\$240K	\$299K	\$330K	\$230K	\$335K	\$330K	\$270K	\$270K	\$305K	\$348K	\$312K	\$238K	\$330K
Median Sales Price	\$230K	\$275K	\$310K	\$193K	\$326K	\$317K	\$268K	\$260K	\$285K	\$330K	\$295K	\$225K	\$325K
Med Sales Price as a % of Med List Price	96%	92%	94%	84%	97%	96%	99%	96%	93%	95%	94%	95%	98%

## 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

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



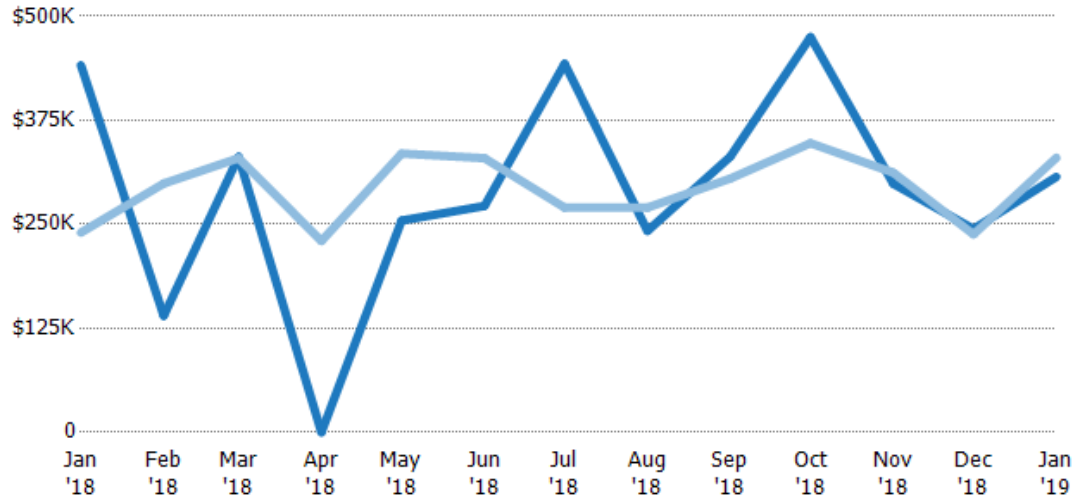
Avg Est Value	\$436K	\$140K	\$471K	\$0	\$261K	\$297K	\$443K	\$324K	\$379K	\$500K	\$372K	\$286K	\$285K
Avg Sales Price	\$334K	\$386K	\$461K	\$342K	\$501K	\$379K	\$344K	\$353K	\$386K	\$376K	\$471K	\$275K	\$365K
Avg Sales Price as a % of Avg Est Value	77%	275%	98%	100%	192%	128%	78%	109%	102%	75%	126%	96%	128%

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



Median Est Value	\$441K	\$140K	\$331K	\$0	\$255K	\$272K	\$443K	\$242K	\$331K	\$475K	\$299K	\$244K	\$307K
Median Sales Price	\$240K	\$299K	\$330K	\$230K	\$335K	\$330K	\$270K	\$270K	\$305K	\$348K	\$312K	\$238K	\$330K
Med Sales Price as a % of Med Est Value	54%	214%	100%	100%	132%	121%	61%	112%	92%	73%	104%	97%	107%