

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	13	-53.8%	16	17	-5.9%
New Listing Volume	\$1,919,000	\$5,481,600	-65%	\$4,458,950	\$6,272,487	-28.9%
Active Listing Count	19	35	-45.7%	N/A	N/A	
Active Listing Volume	\$8,289,500	\$14,435,087	-42.6%	N/A	N/A	
Average Listing Price	\$436,289	\$412,431	+5.8%	\$402,395	\$391,644	+2.7%
Median Listing Price	\$375,000	\$310,000	+21%	\$365,310	\$305,194	+19.7%
Median Days in RPR	180	150	+20%	162.63	190.83	-14.8%
Months of Inventory	3.8	3.9	-2.3%	3.7	3.7	+0.8%
Absorption Rate	26.32%	25.71%	+0.6%	26.87%	27.08%	-0.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	4	+150%	20	15	+33.3%
New Pending Sales Volume	\$2,498,150	\$917,500	+172.3%	\$5,455,650	\$4,775,300	+14.2%
Pending Sales Count	17	9	+88.9%	N/A	N/A	
Pending Sales Volume	\$5,093,550	\$2,381,400	+113.9%	N/A	N/A	
Closed Sales Count	4	5	-20%	12	18	-33.3%
Closed Sales Volume	\$1,006,123	\$2,547,500	-60.5%	\$3,344,623	\$5,980,695	-44.1%
Average Sales Price	\$251,531	\$509,500	-50.6%	\$278,719	\$332,261	-16.1%
Median Sales Price	\$240,562	\$315,000	-23.6%	\$268,729	\$261,944	+2.6%

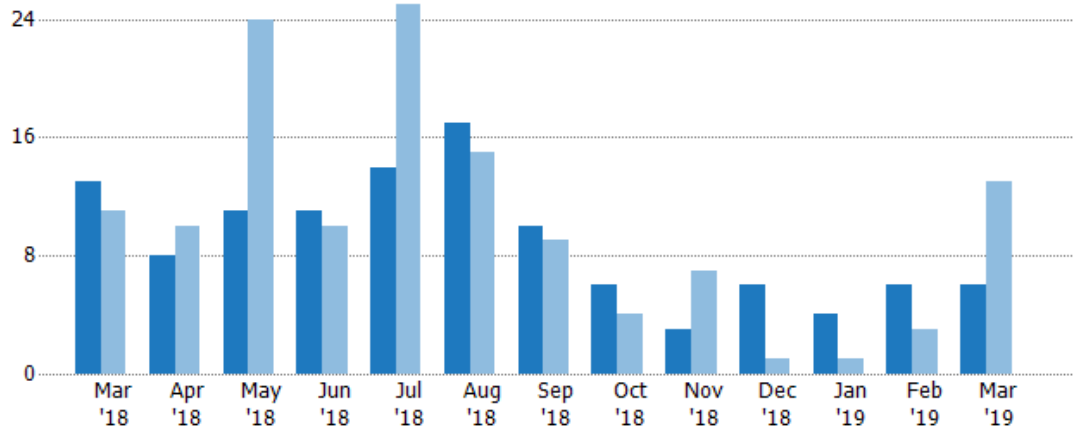
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	6	-53.8%
Mar '18	13	18.2%
Mar '17	11	0%



Current Year	13	8	11	11	14	17	10	6	3	6	4	6	6
Prior Year	11	10	24	10	25	15	9	4	7	1	1	3	13
Percent Change from Prior Year	18%	-20%	-54%	10%	-44%	13%	11%	50%	-57%	500%	300%	100%	-54%

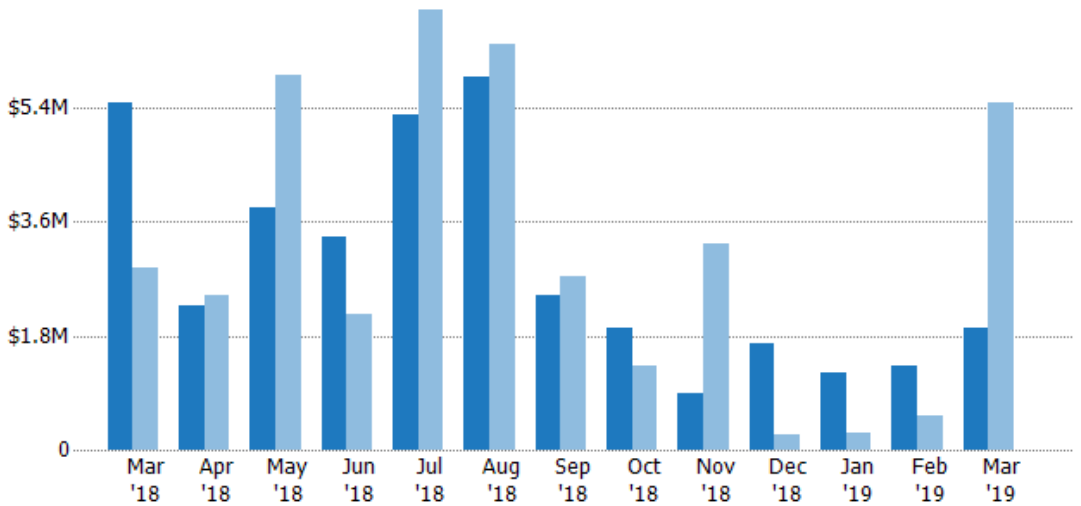
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$1.92M	-65%
Mar '18	\$5.48M	90.9%
Mar '17	\$2.87M	6.2%



Current Year	\$5.48M	\$2.28M	\$3.81M	\$3.37M	\$5.29M	\$5.88M	\$2.44M	\$1.92M	\$900K	\$1.67M	\$1.22M	\$1.32M	\$1.92M
Prior Year	\$2.87M	\$2.44M	\$5.9M	\$2.14M	\$6.94M	\$6.4M	\$2.72M	\$1.32M	\$3.24M	\$235K	\$265K	\$526K	\$5.48M
Percent Change from Prior Year	91%	-7%	-35%	57%	-24%	-8%	-10%	46%	-72%	610%	359%	152%	-65%

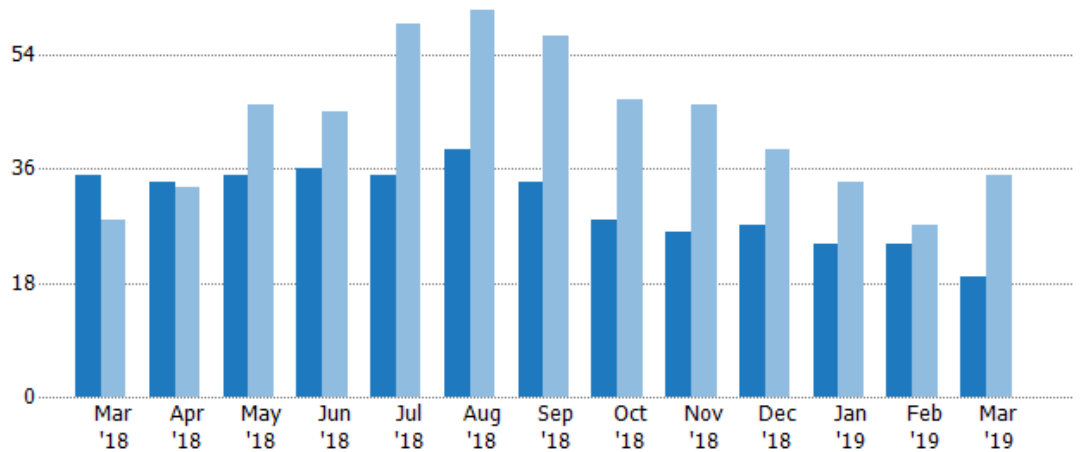
## Active Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	19	-45.7%
Mar '18	35	25%
Mar '17	28	64.3%



Current Year	35	34	35	36	35	39	34	28	26	27	24	24	19
Prior Year	28	33	46	45	59	61	57	47	46	39	34	27	35
Percent Change from Prior Year	25%	3%	-24%	-20%	-41%	-36%	-40%	-40%	-43%	-31%	-29%	-11%	-46%

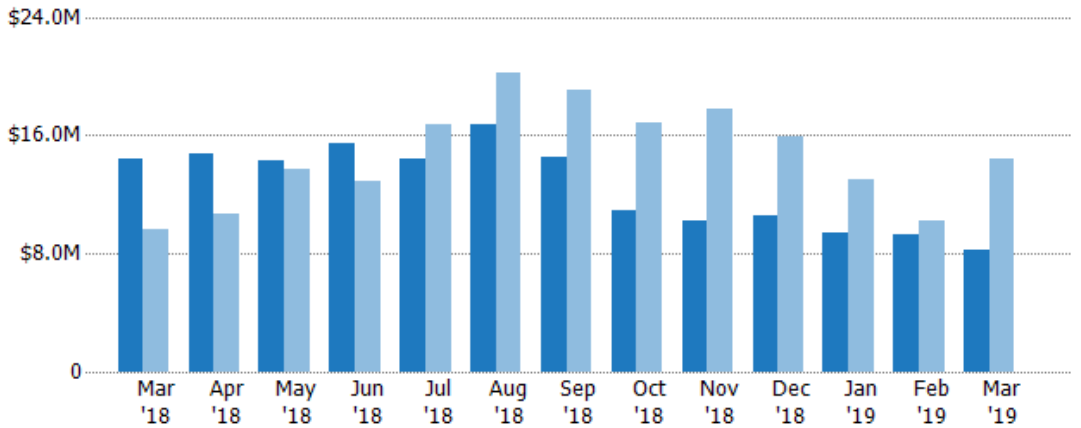
## Active Listing Volume

The sum of the 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

Month/ Year	Volume	% Chg.
Mar '19	\$8.29M	-42.6%
Mar '18	\$14.4M	49.3%
Mar '17	\$9.67M	27.5%



Current Year	\$14.4M	\$14.7M	\$14.3M	\$15.4M	\$14.4M	\$16.7M	\$14.6M	\$10.9M	\$10.2M	\$10.6M	\$9.37M	\$9.3M	\$8.29M
Prior Year	\$9.67M	\$10.7M	\$13.7M	\$12.9M	\$16.8M	\$20.2M	\$19.1M	\$16.8M	\$17.8M	\$15.9M	\$13M	\$10.2M	\$14.4M
Percent Change from Prior Year	49%	37%	5%	20%	-14%	-17%	-23%	-35%	-43%	-33%	-28%	-9%	-43%

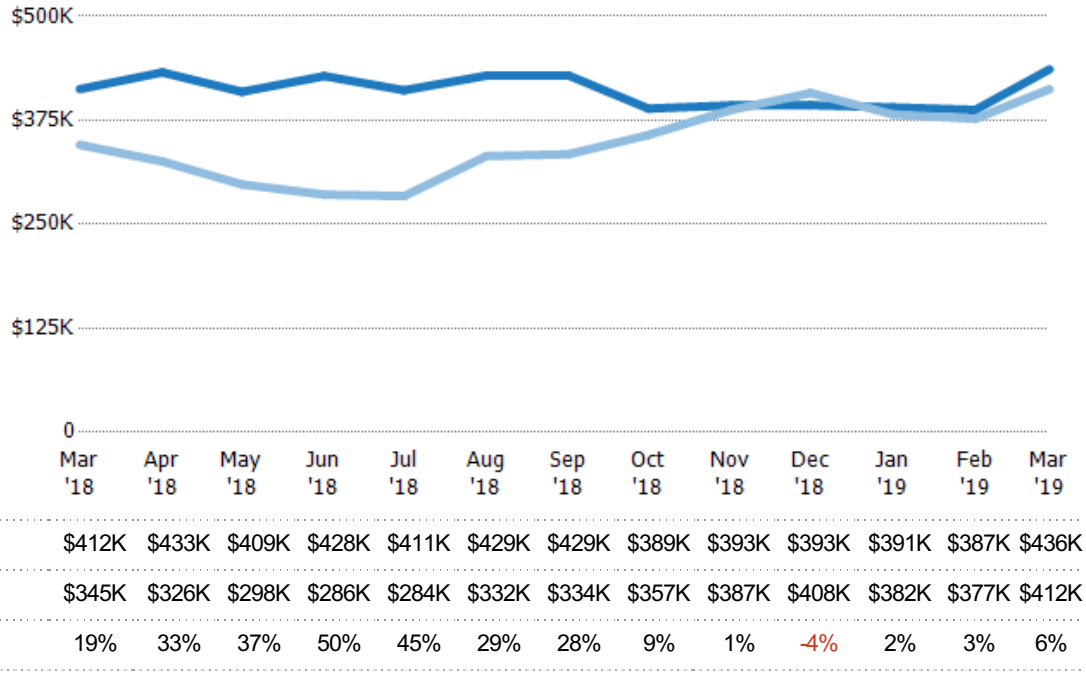
## Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$436K	5.8%
Mar '18	\$412K	19.4%
Mar '17	\$345K	-22.4%



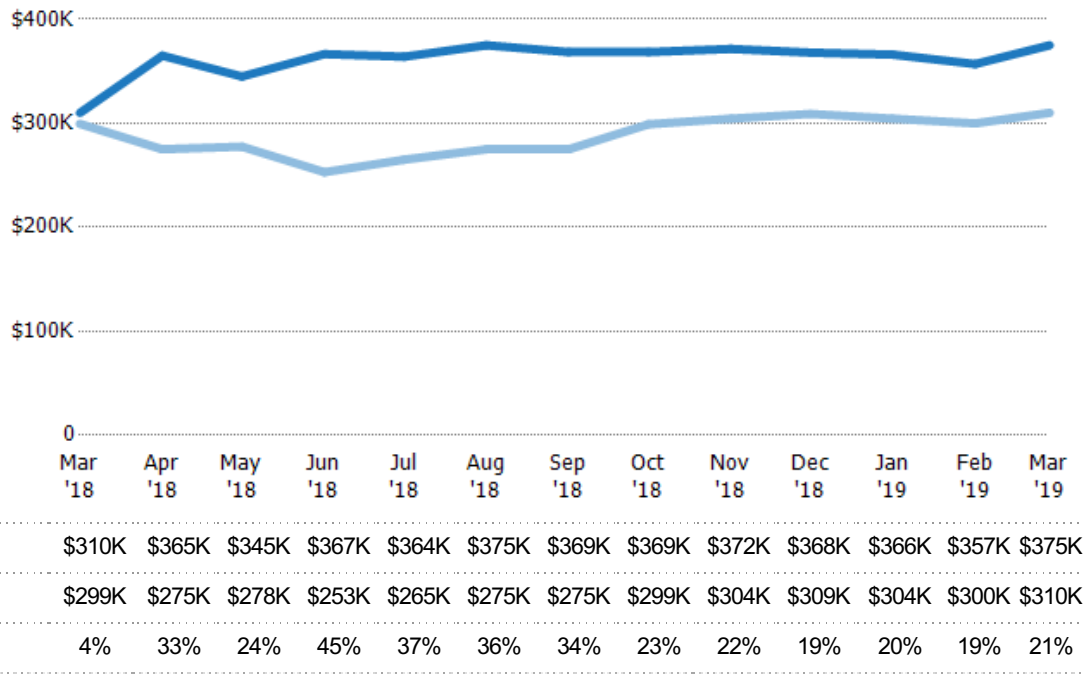
## Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$375K	21%
Mar '18	\$310K	3.5%
Mar '17	\$299K	-20%

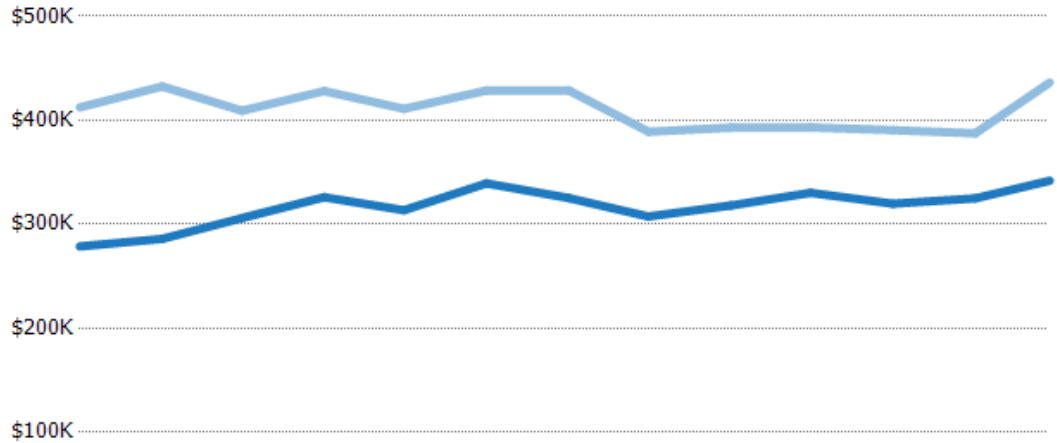


## Average Listing Price vs Average Est Value

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



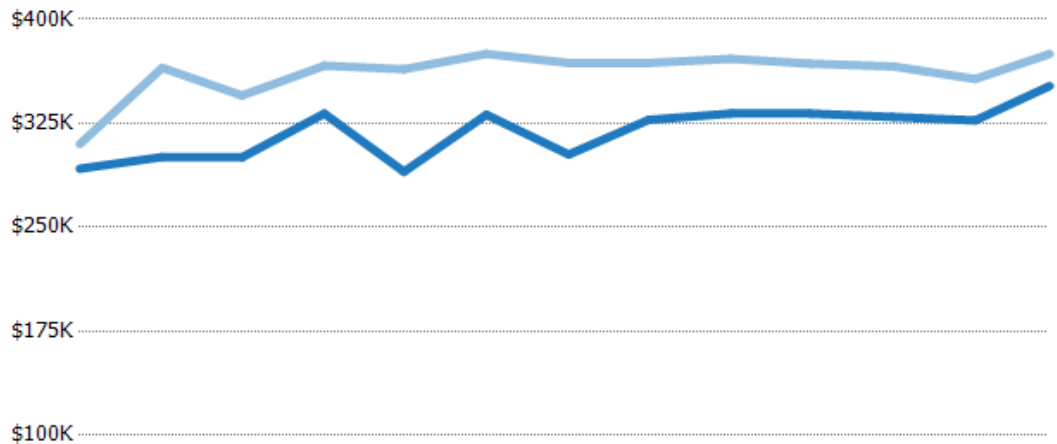
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$279K	\$286K	\$306K	\$326K	\$313K	\$339K	\$325K	\$307K	\$318K	\$330K	\$320K	\$325K	\$342K
Avg Listing Price	\$412K	\$433K	\$409K	\$428K	\$411K	\$429K	\$429K	\$389K	\$393K	\$393K	\$391K	\$387K	\$436K
Avg Listing Price as a % of Avg Est Value	148%	151%	134%	131%	131%	126%	132%	127%	124%	119%	122%	119%	128%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$292K	\$301K	\$300K	\$332K	\$290K	\$331K	\$302K	\$327K	\$332K	\$332K	\$330K	\$327K	\$352K
Median Listing Price	\$310K	\$365K	\$345K	\$367K	\$364K	\$375K	\$369K	\$369K	\$372K	\$368K	\$366K	\$357K	\$375K
Med Listing Price as a % of Med Est Value	106%	121%	115%	110%	126%	113%	122%	113%	112%	111%	111%	109%	107%

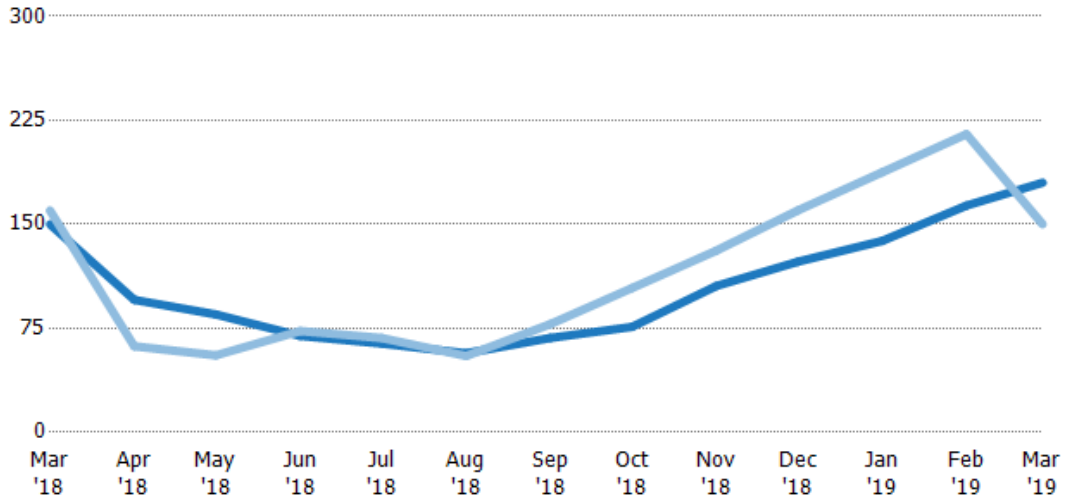
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '19	180	20%
Mar '18	150	-6.3%
Mar '17	160	23.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	150	95.5	85	69.5	64	57	68	76	106	123	138	164	180
Prior Year	160	62	55.5	73	68	55	78	104	131	160	188	215	150
Percent Change from Prior Year	-6%	54%	53%	-5%	-6%	4%	-13%	-27%	-19%	-23%	-26%	-24%	20%

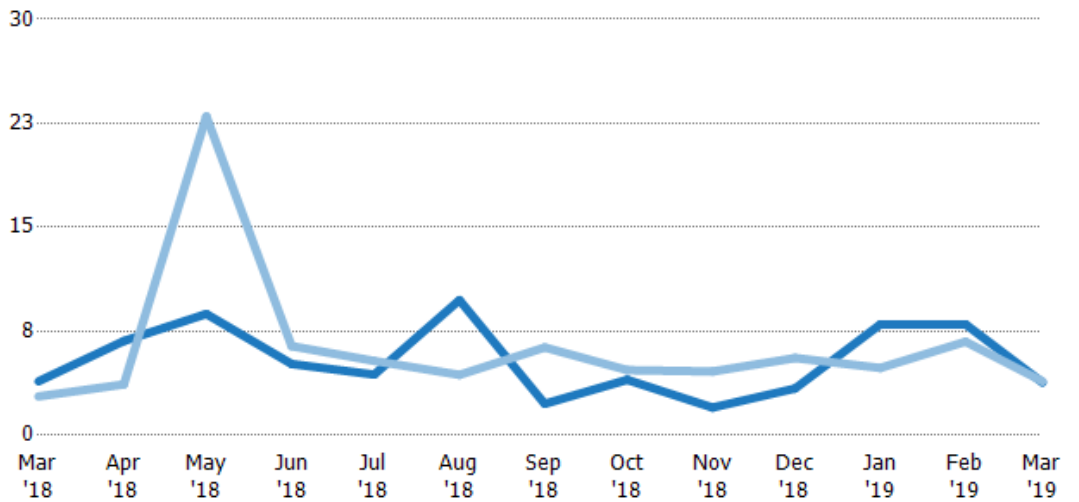
## Months of Inventory

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

Month/ Year	Months	% Chg.
Mar '19	3.8	-2.3%
Mar '18	3.89	38.9%
Mar '17	2.8	721.4%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3.89	6.8	8.75	5.14	4.38	9.75	2.27	4	2	3.38	8	8	3.8
Prior Year	2.8	3.67	23	6.43	5.36	4.36	6.33	4.7	4.6	5.57	4.86	6.75	3.89
Percent Change from Prior Year	39%	85%	-62%	-20%	-18%	124%	-64%	-15%	-57%	-39%	65%	19%	-2%

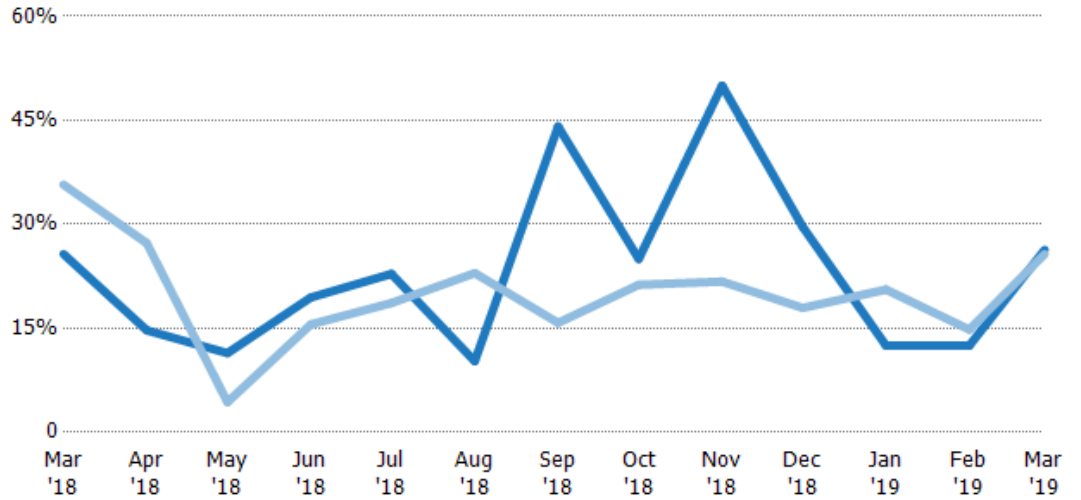
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	26%	-0.6%
Mar '18	26%	10%
Mar '17	36%	-87.8%



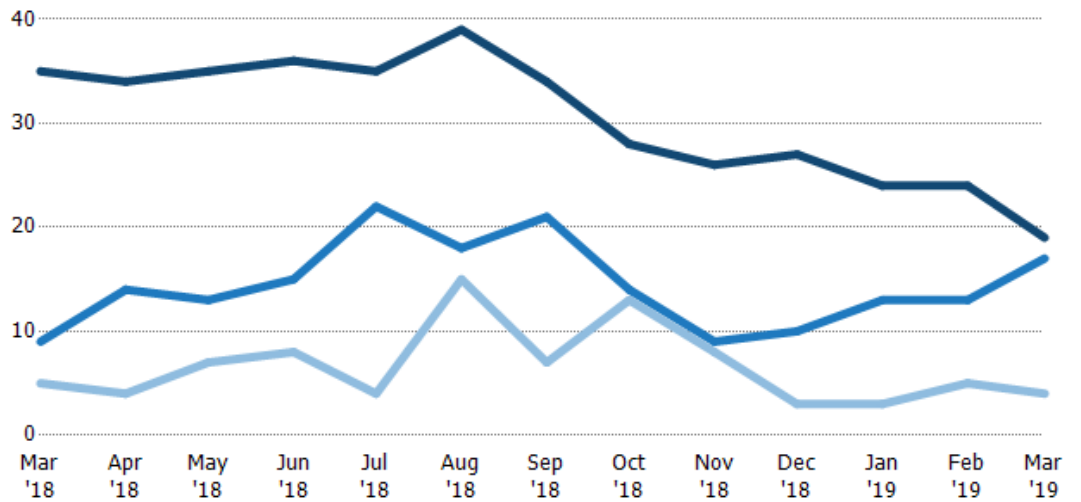
Current Year	26%	15%	11%	19%	23%	10%	44%	25%	50%	30%	13%	13%	26%
Prior Year	36%	27%	4%	16%	19%	23%	16%	21%	22%	18%	21%	15%	26%
Change from Prior Year	10%	13%	-7%	-4%	-4%	13%	-28%	-4%	-28%	-12%	8%	2%	-1%

## Active/Pending/Sold Units

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

### Filters Used

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



Active	35	34	35	36	35	39	34	28	26	27	24	24	19
Pending	9	14	13	15	22	18	21	14	9	10	13	13	17
Sold	5	4	7	8	4	15	7	13	8	3	3	5	4

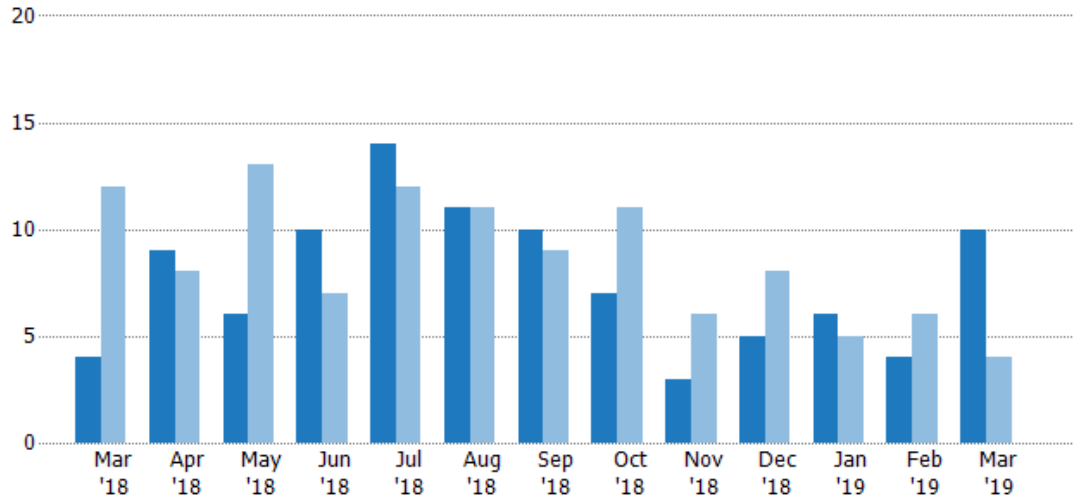
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	10	150%
Mar '18	4	-66.7%
Mar '17	12	41.7%



Current Year	4	9	6	10	14	11	10	7	3	5	6	4	10
Prior Year	12	8	13	7	12	11	9	11	6	8	5	6	4
Percent Change from Prior Year	-67%	13%	-54%	43%	17%	0%	11%	-36%	-50%	-38%	20%	-33%	150%

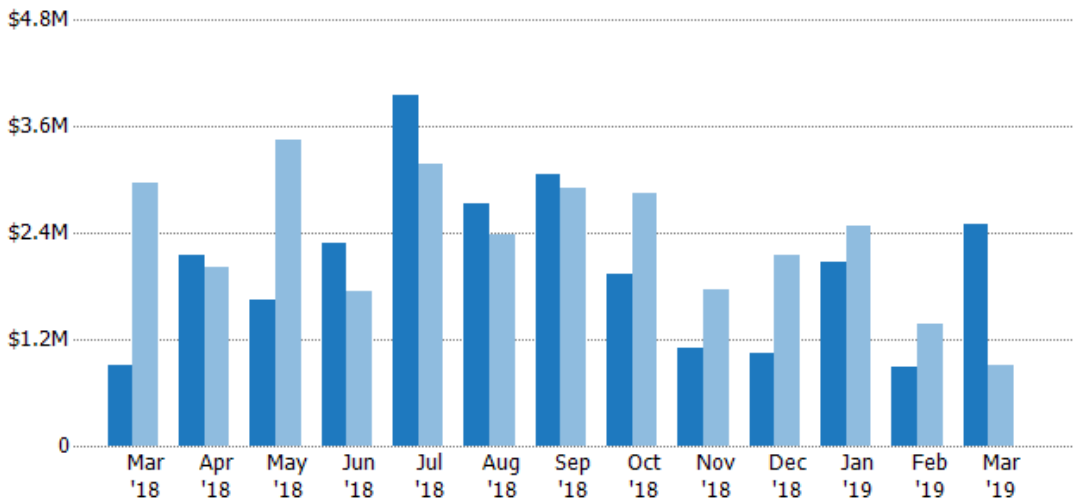
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$2.5M	172.3%
Mar '18	\$918K	-69.1%
Mar '17	\$2.97M	48.2%



Current Year	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.95M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$893K	\$2.5M
Prior Year	\$2.97M	\$2.01M	\$3.45M	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K
Percent Change from Prior Year	-69%	7%	-52%	31%	24%	14%	5%	-32%	-37%	-51%	-17%	-35%	172%



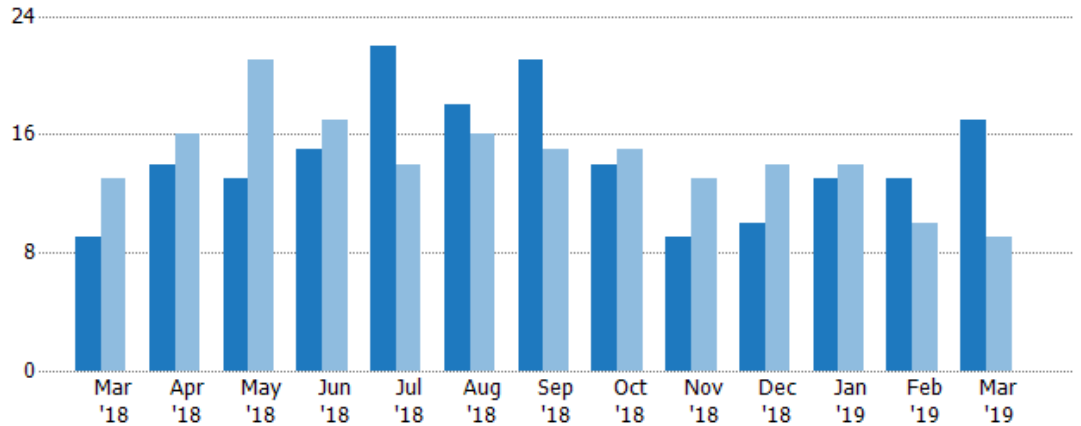
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	17	88.9%
Mar '18	9	-30.8%
Mar '17	13	92.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9	14	13	15	22	18	21	14	9	10	13	13	17
Prior Year	13	16	21	17	14	16	15	15	13	14	14	10	9
Percent Change from Prior Year	-31%	-13%	-38%	-12%	57%	13%	40%	-7%	-31%	-29%	-7%	30%	89%

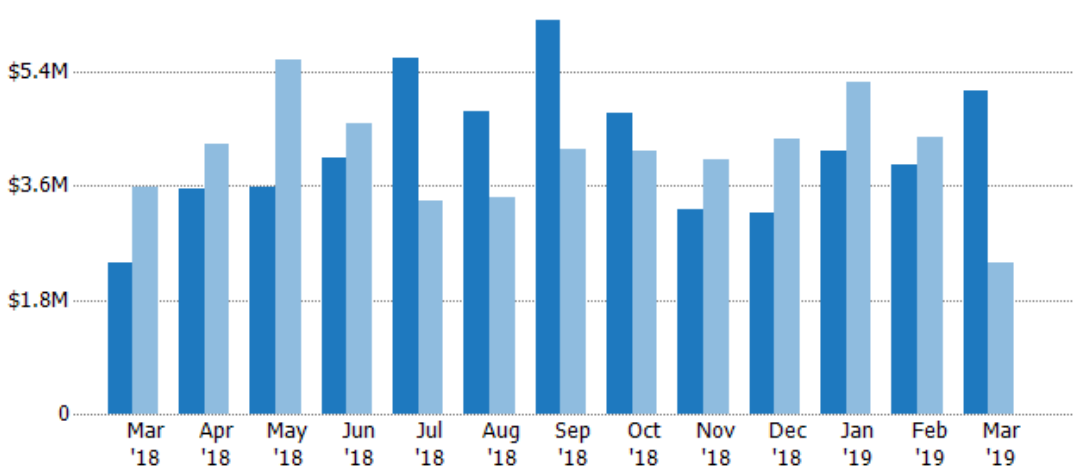
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$5.09M	113.9%
Mar '18	\$2.38M	-33.3%
Mar '17	\$3.57M	62.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.62M	\$4.77M	\$6.21M	\$4.74M	\$3.24M	\$3.16M	\$4.14M	\$3.93M	\$5.09M
Prior Year	\$3.57M	\$4.25M	\$5.58M	\$4.58M	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M
Percent Change from Prior Year	-33%	-17%	-36%	-12%	67%	40%	49%	14%	-19%	-27%	-21%	-10%	114%

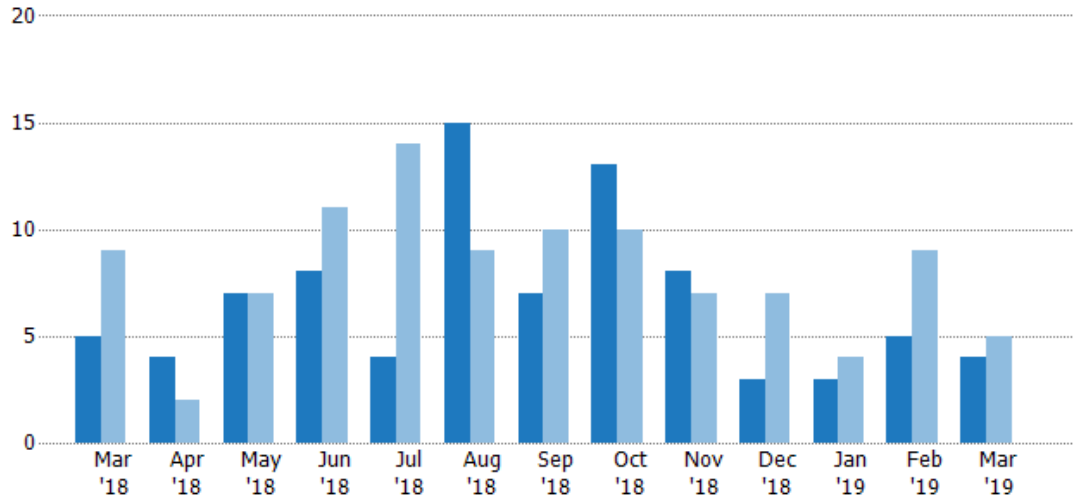
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	4	-20%
Mar '18	5	-44.4%
Mar '17	9	-55.6%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5	4	7	8	4	15	7	13	8	3	3	5	4
Prior Year	9	2	7	11	14	9	10	10	7	7	4	9	5
Percent Change from Prior Year	-44%	100%	0%	-27%	-71%	67%	-30%	30%	14%	-57%	-25%	-44%	-20%

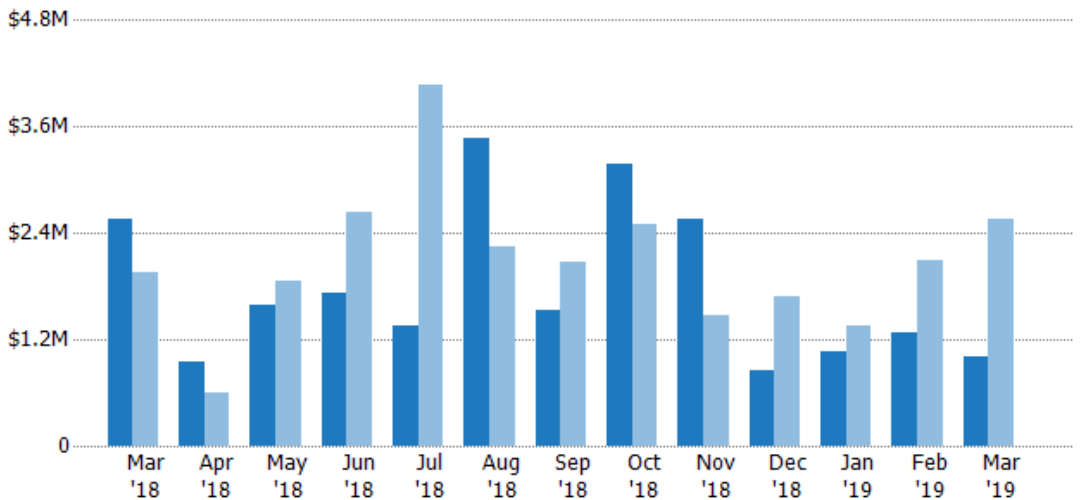
## Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$1.01M	-60.5%
Mar '18	\$2.55M	30.1%
Mar '17	\$1.96M	-55%



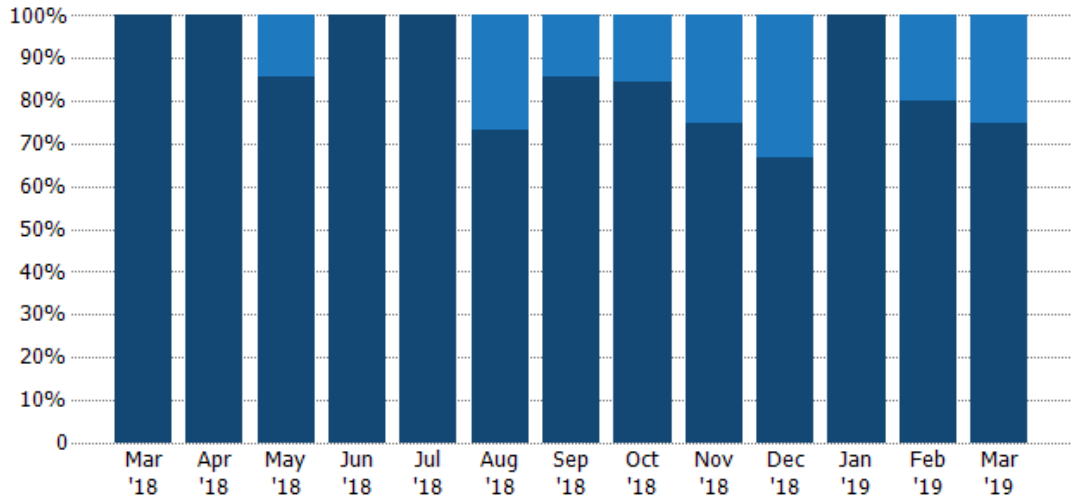
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M
Prior Year	\$1.96M	\$602K	\$1.86M	\$2.64M	\$4.08M	\$2.25M	\$2.08M	\$2.51M	\$1.47M	\$1.68M	\$1.35M	\$2.09M	\$2.55M
Percent Change from Prior Year	30%	56%	-15%	-34%	-67%	55%	-27%	27%	74%	-49%	-22%	-38%	-61%

## 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



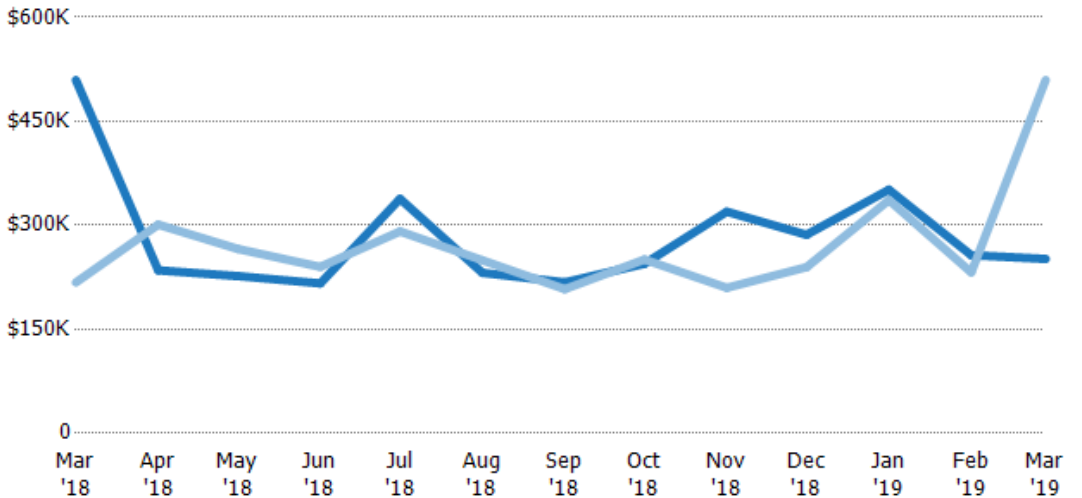
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	-	-	14%	-	-	27%	14%	15%	25%	33%	-	20%	25%
Single Family Residence	100%	100%	86%	100%	100%	73%	86%	85%	75%	67%	100%	80%	75%

## Average Sales Price

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

**Filters Used**

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



Month/Year	Price	% Chg.
Mar '19	\$252K	-50.6%
Mar '18	\$510K	134.2%
Mar '17	\$218K	1.2%

Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$510K	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K
Prior Year	\$218K	\$301K	\$266K	\$240K	\$291K	\$250K	\$208K	\$251K	\$210K	\$240K	\$336K	\$232K	\$510K
Percent Change from Prior Year	134%	-22%	-15%	-10%	16%	-7%	5%	-2%	52%	20%	4%	11%	-51%

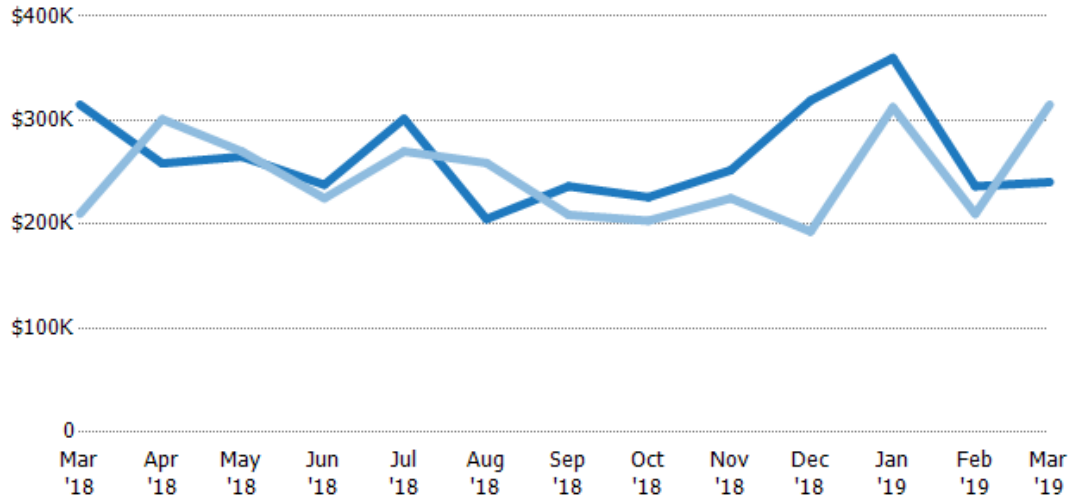
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Mar '19	\$241K	-23.6%
Mar '18	\$315K	50%
Mar '17	\$210K	6.2%



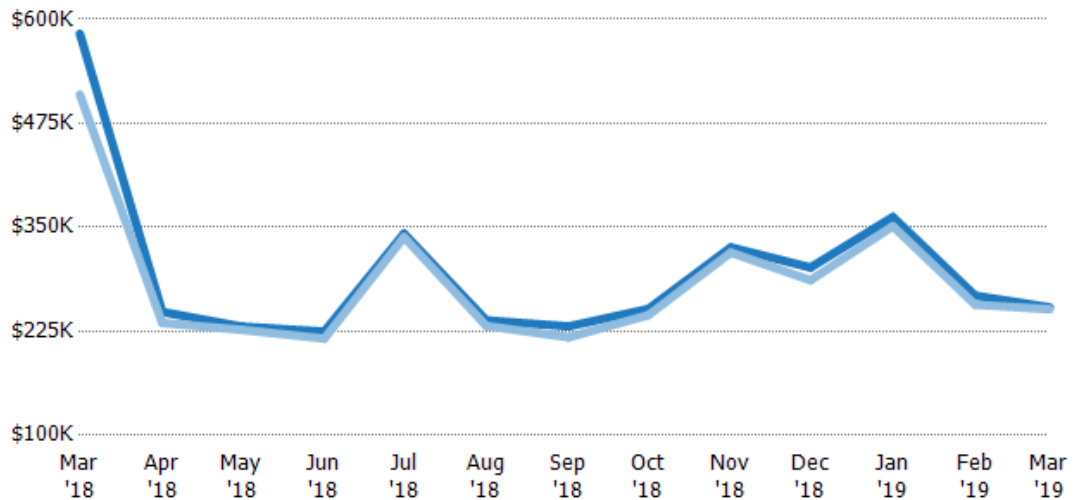
Current Year	\$315K	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K
Prior Year	\$210K	\$301K	\$270K	\$225K	\$270K	\$259K	\$209K	\$203K	\$225K	\$193K	\$313K	\$210K	\$315K
Percent Change from Prior Year	50%	-14%	-2%	6%	12%	-21%	13%	11%	12%	65%	15%	13%	-24%

## 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

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



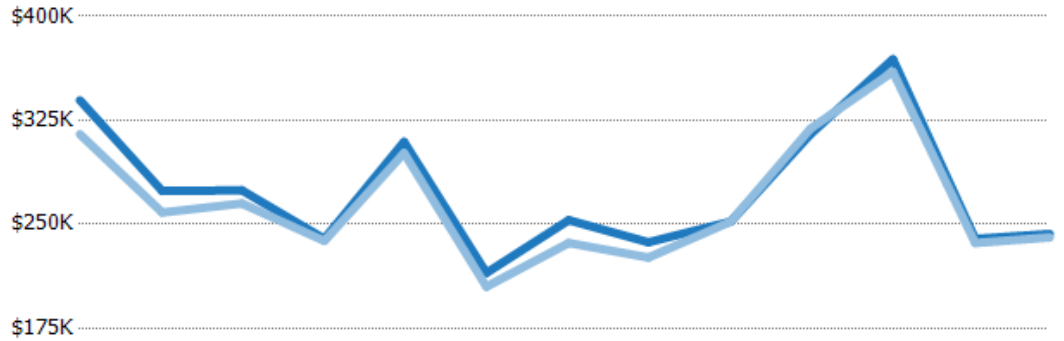
Avg List Price	\$583K	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K
Avg Sales Price	\$510K	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K
Avg Sales Price as a % of Avg List Price	87%	95%	98%	96%	99%	97%	94%	97%	98%	95%	97%	96%	99%

## 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



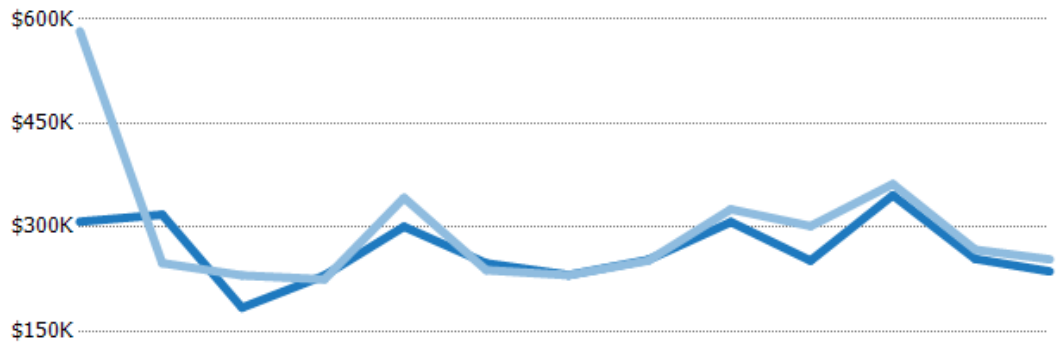
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$340K	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K
Median Sales Price	\$315K	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K
Med Sales Price as a % of Med List Price	93%	94%	97%	99%	97%	95%	93%	95%	100%	101%	98%	99%	99%

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



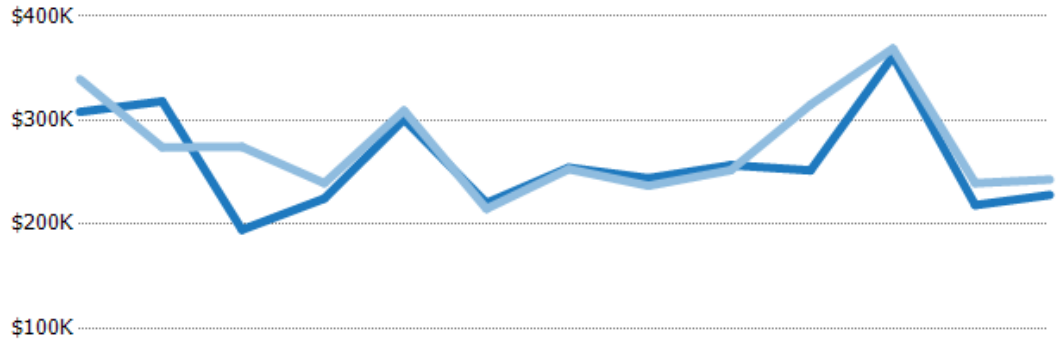
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$308K	\$318K	\$184K	\$230K	\$301K	\$248K	\$231K	\$253K	\$308K	\$252K	\$346K	\$254K	\$236K
Avg Sales Price	\$583K	\$248K	\$231K	\$225K	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K
Avg Sales Price as a % of Avg Est Value	189%	78%	125%	98%	114%	96%	100%	99%	106%	120%	105%	105%	107%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$308K	\$318K	\$195K	\$225K	\$301K	\$220K	\$254K	\$244K	\$257K	\$252K	\$362K	\$218K	\$228K
Median Sales Price	\$340K	\$274K	\$275K	\$240K	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K
Med Sales Price as a % of Med Est Value	110%	86%	141%	107%	103%	97%	99%	97%	98%	125%	102%	110%	106%