

## 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	33	31	+6.5%	81	89	-9%
New Listing Volume	\$15,110,300	\$13,459,800	+12.3%	\$38,986,700	\$40,613,798	-4%
Active Listing Count	224	268	-16.4%	N/A	N/A	
Active Listing Volume	\$136,440,699	\$156,779,191	-13%	N/A	N/A	
Average Listing Price	\$609,110	\$584,997	+4.1%	\$591,128	\$577,035	+2.4%
Median Listing Price	\$425,000	\$394,500	+7.7%	\$413,040	\$392,056	+5.4%
Median Days in RPR	228	218	+4.6%	217.7	217.1	+0.3%
Months of Inventory	22.4	17.9	+25.4%	15.8	16.3	-3.1%
Absorption Rate	4.46%	5.6%	-1.1%	6.34%	6.14%	+0.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	33	22	+50%	65	51	+27.5%
New Pending Sales Volume	\$11,066,199	\$7,586,200	+45.9%	\$22,853,199	\$18,734,950	+22%
Pending Sales Count	48	24	+100%	N/A	N/A	
Pending Sales Volume	\$16,604,799	\$7,639,200	+117.4%	N/A	N/A	
Closed Sales Count	14	15	-6.7%	33	44	-25%
Closed Sales Volume	\$3,964,675	\$6,513,300	-39.1%	\$11,333,050	\$16,241,300	-30.2%
Average Sales Price	\$283,191	\$434,220	-34.8%	\$343,426	\$369,120	-7%
Median Sales Price	\$269,450	\$310,000	-13.1%	\$280,979	\$281,682	-0.2%

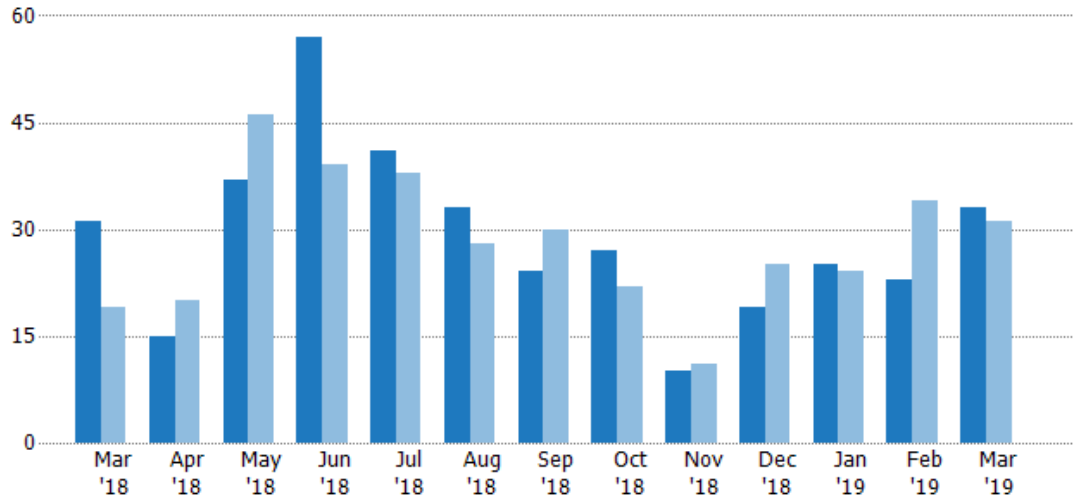
## New Listings

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.
Mar '19	33	6.5%
Mar '18	31	63.2%
Mar '17	19	15.8%



Current Year	31	15	37	57	41	33	24	27	10	19	25	23	33
Prior Year	19	20	46	39	38	28	30	22	11	25	24	34	31
Percent Change from Prior Year	63%	-25%	-20%	46%	8%	18%	-20%	23%	-9%	-24%	4%	-32%	6%

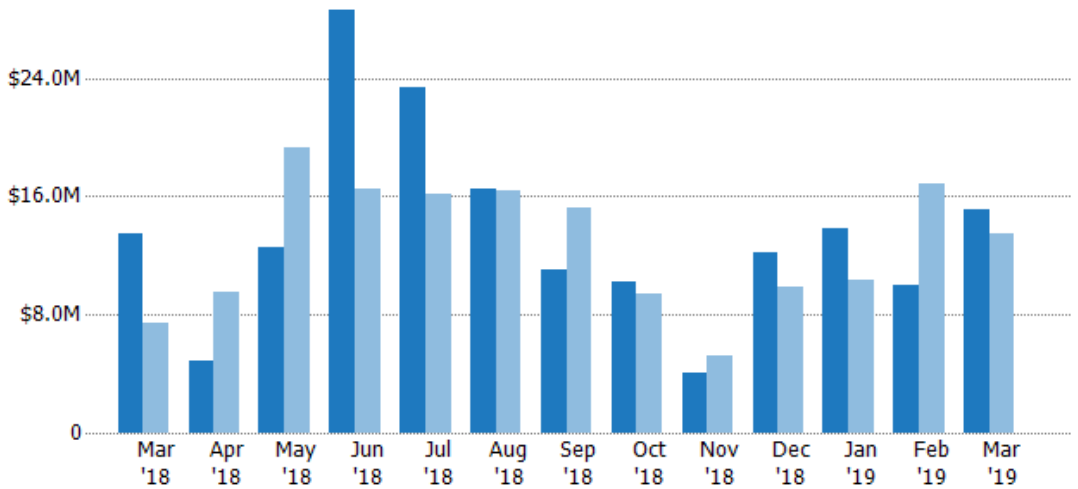
## New Listing Volume

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.
Mar '19	\$15.1M	12.3%
Mar '18	\$13.5M	81.3%
Mar '17	\$7.42M	13.1%



Current Year	\$13.5M	\$4.87M	\$12.6M	\$28.6M	\$23.4M	\$16.5M	\$11M	\$10.2M	\$4.02M	\$12.2M	\$13.9M	\$10M	\$15.1M
Prior Year	\$7.42M	\$9.54M	\$19.3M	\$16.5M	\$16.2M	\$16.4M	\$15.2M	\$9.43M	\$5.23M	\$9.83M	\$10.3M	\$16.8M	\$13.5M
Percent Change from Prior Year	81%	-49%	-35%	73%	45%	1%	-27%	8%	-23%	24%	34%	-41%	12%

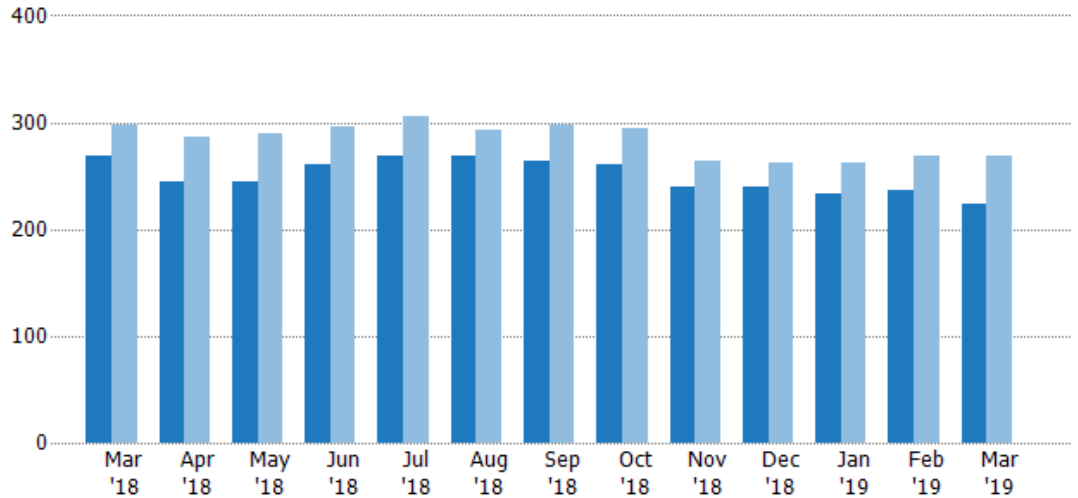
## Active Listings

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.
Mar '19	224	-16.4%
Mar '18	268	-10.1%
Mar '17	298	10.7%



Current Year	268	245	245	261	269	269	264	260	239	239	234	236	224
Prior Year	298	286	290	296	306	292	298	295	264	262	262	268	268
Percent Change from Prior Year	-10%	-14%	-16%	-12%	-12%	-8%	-11%	-12%	-9%	-9%	-11%	-12%	-16%

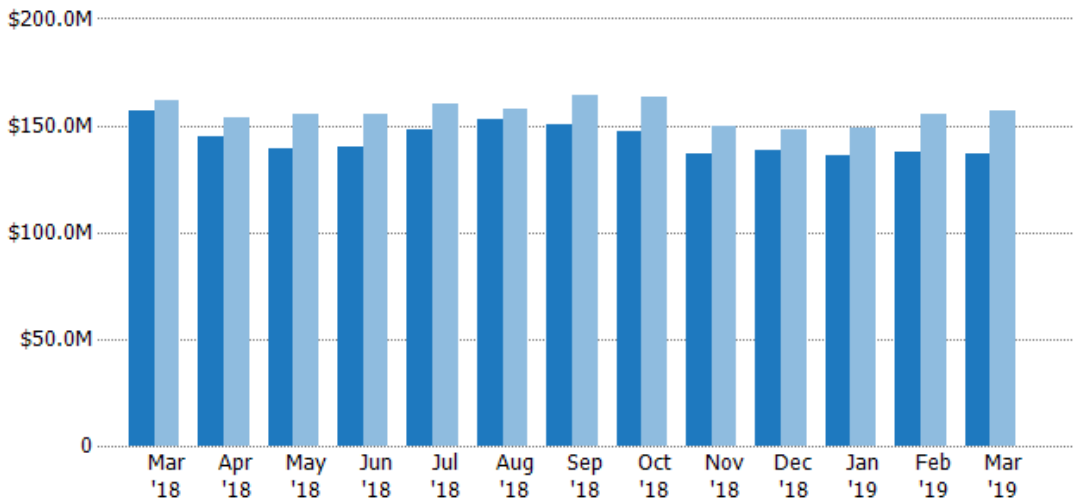
## Active Listing Volume

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.
Mar '19	\$136M	-13%
Mar '18	\$157M	-2.9%
Mar '17	\$162M	6%



Current Year	\$157M	\$144M	\$139M	\$140M	\$148M	\$153M	\$150M	\$147M	\$137M	\$138M	\$136M	\$138M	\$136M
Prior Year	\$162M	\$154M	\$156M	\$155M	\$160M	\$158M	\$164M	\$163M	\$150M	\$148M	\$149M	\$155M	\$157M
Percent Change from Prior Year	-3%	-6%	-11%	-10%	-7%	-3%	-8%	-10%	-8%	-7%	-8%	-11%	-13%

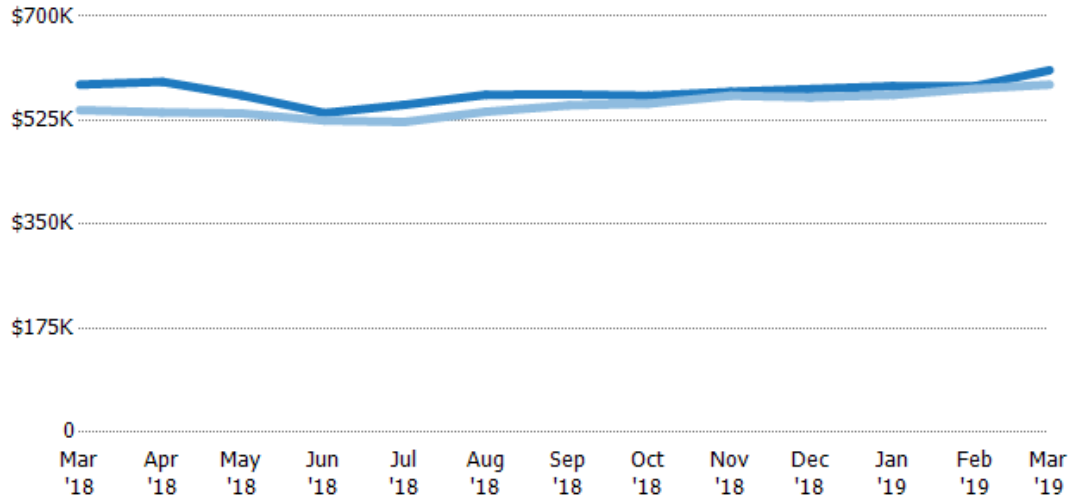
## Average Listing Price

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.
Mar '19	\$609K	4.1%
Mar '18	\$585K	7.9%
Mar '17	\$542K	-4.3%



Current Year	\$585K	\$590K	\$567K	\$537K	\$551K	\$568K	\$569K	\$566K	\$573K	\$578K	\$582K	\$583K	\$609K
Prior Year	\$542K	\$538K	\$537K	\$524K	\$522K	\$539K	\$550K	\$553K	\$566K	\$564K	\$568K	\$578K	\$585K
Percent Change from Prior Year	8%	10%	6%	2%	6%	5%	3%	2%	1%	2%	3%	1%	4%

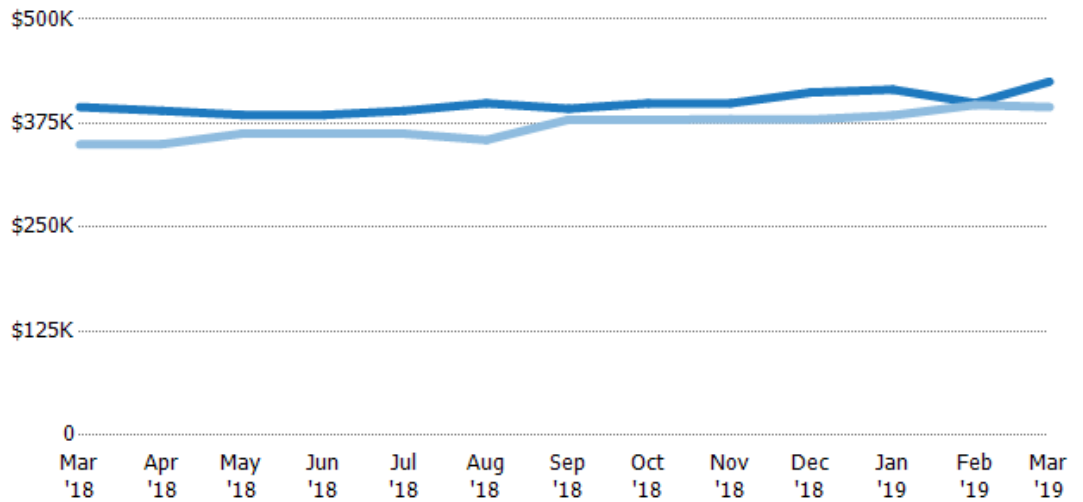
## Median Listing Price

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.
Mar '19	\$425K	7.7%
Mar '18	\$395K	12.9%
Mar '17	\$349K	0.2%



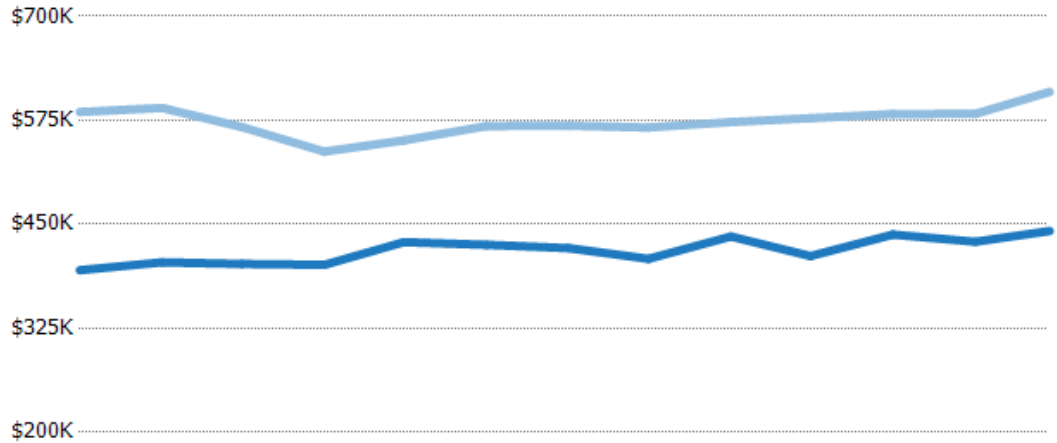
Current Year	\$395K	\$390K	\$385K	\$385K	\$390K	\$399K	\$393K	\$399K	\$399K	\$412K	\$416K	\$399K	\$425K
Prior Year	\$349K	\$350K	\$363K	\$363K	\$363K	\$355K	\$380K	\$379K	\$380K	\$380K	\$385K	\$397K	\$395K
Percent Change from Prior Year	13%	11%	6%	6%	8%	12%	3%	5%	5%	9%	8%	1%	8%

## 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



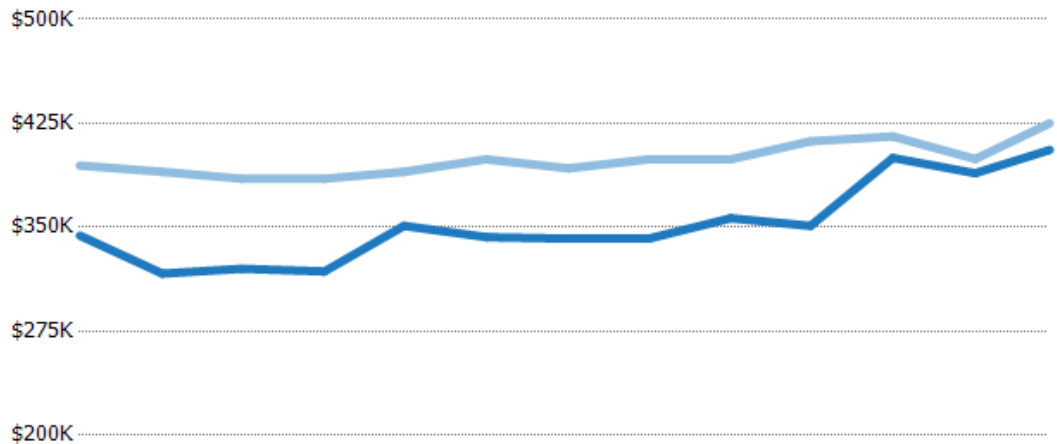
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$395K	\$404K	\$402K	\$401K	\$429K	\$425K	\$421K	\$408K	\$435K	\$412K	\$438K	\$429K	\$442K
Avg Listing Price	\$585K	\$590K	\$567K	\$537K	\$551K	\$568K	\$569K	\$566K	\$573K	\$578K	\$582K	\$583K	\$609K
Avg Listing Price as a % of Avg Est Value	148%	146%	141%	134%	129%	134%	135%	139%	132%	140%	133%	136%	138%

## 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



	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	\$344K	\$317K	\$320K	\$318K	\$351K	\$343K	\$342K	\$342K	\$357K	\$351K	\$400K	\$389K	\$406K
Median Listing Price	\$395K	\$390K	\$385K	\$385K	\$390K	\$399K	\$393K	\$399K	\$399K	\$412K	\$416K	\$399K	\$425K
Med Listing Price as a % of Med Est Value	115%	123%	120%	121%	111%	116%	115%	117%	112%	117%	104%	103%	105%

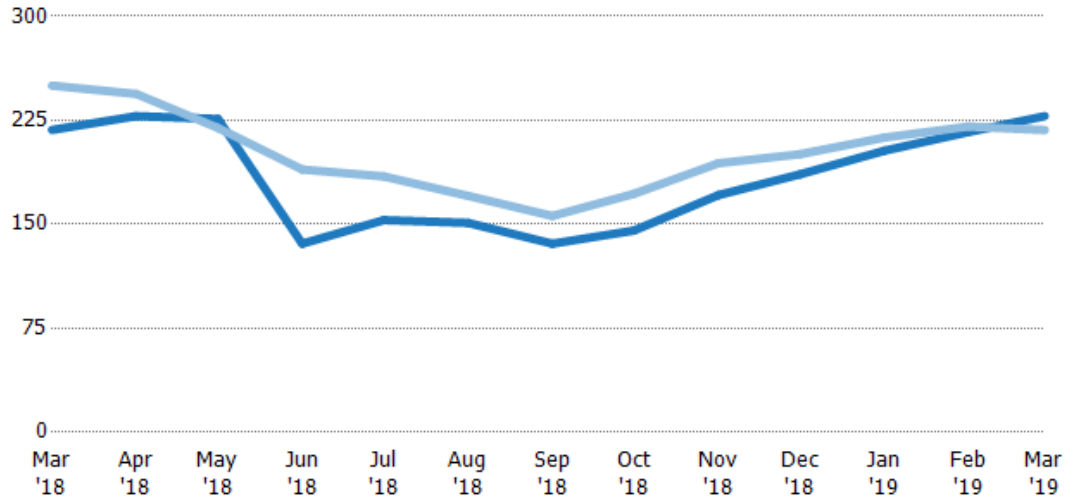
## Median Days in RPR

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.
Mar '19	228	4.6%
Mar '18	218	-12.8%
Mar '17	250	-24.6%



Current Year	218	228	226	136	153	151	136	146	171	186	203	217	228
Prior Year	250	244	220	190	185	171	156	172	194	201	213	221	218
Percent Change from Prior Year	-13%	-7%	3%	-28%	-17%	-11%	-13%	-15%	-12%	-7%	-4%	-2%	5%

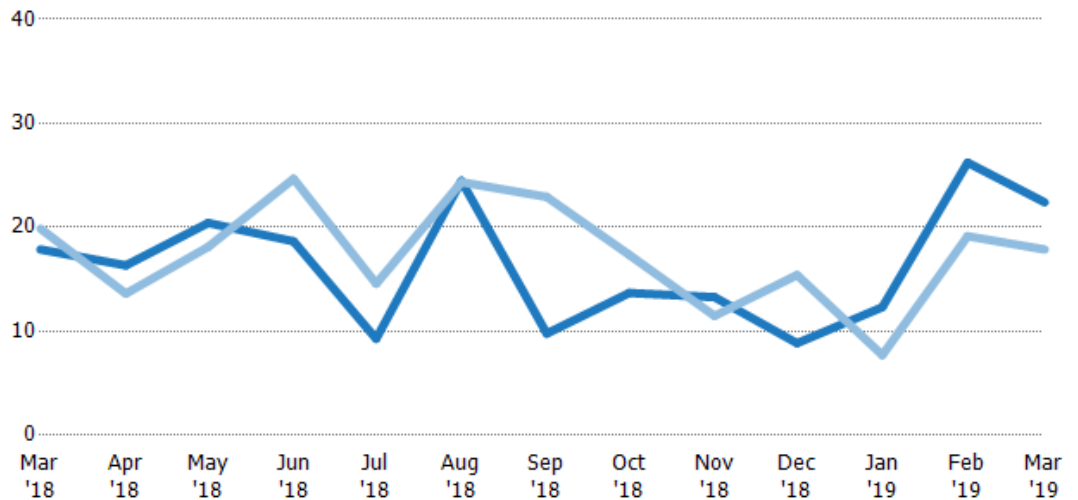
## Months of Inventory

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.
Mar '19	22.4	25.4%
Mar '18	17.9	-10.1%
Mar '17	19.9	66.1%



Current Year	17.9	16.3	20.4	18.6	9.28	24.5	9.78	13.7	13.3	8.85	12.3	26.2	22.4
Prior Year	19.9	13.6	18.1	24.7	14.6	24.3	22.9	17.4	11.5	15.4	7.71	19.1	17.9
Percent Change from Prior Year	-10%	20%	13%	-24%	-36%	0%	-57%	-21%	16%	-43%	60%	37%	25%

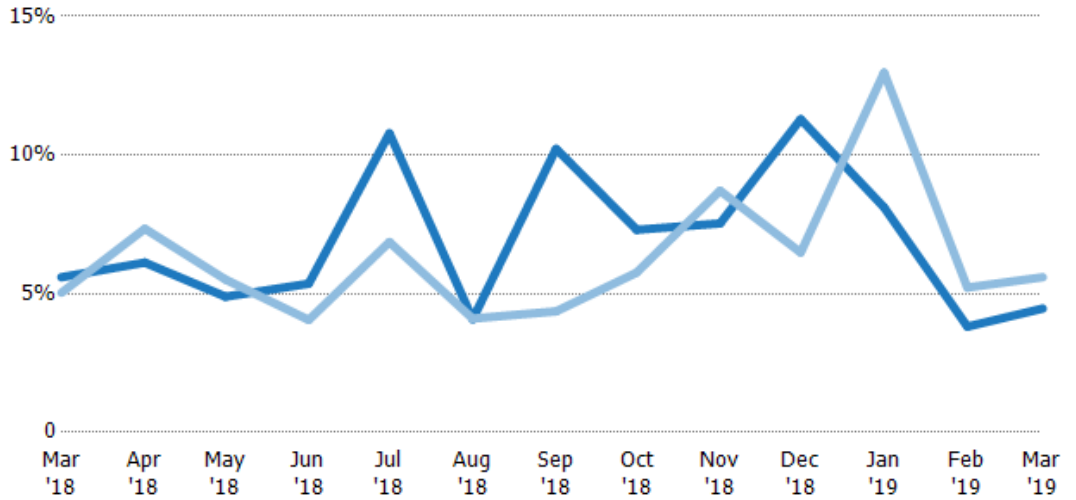
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '19	4%	1.1%
Mar '18	6%	-0.6%
Mar '17	5%	-39.8%



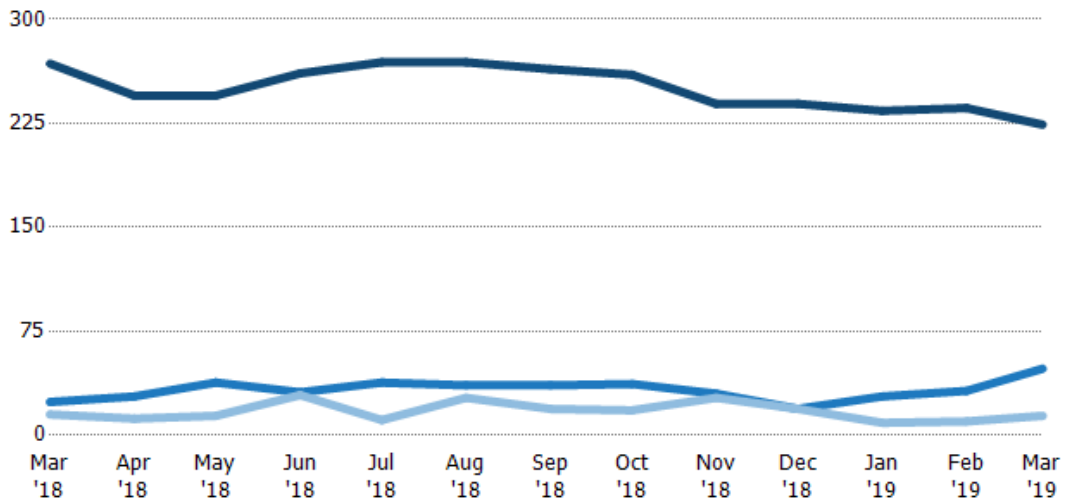
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	6%	6%	5%	5%	11%	4%	10%	7%	8%	11%	8%	4%	4%
Prior Year	5%	7%	6%	4%	7%	4%	4%	6%	9%	6%	13%	5%	6%
Change from Prior Year	-1%	1%	1%	-1%	-4%	0%	-6%	-2%	1%	-5%	5%	1%	1%

## 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



	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
Active	268	245	245	261	269	269	264	260	239	239	234	236	224
Pending	24	28	38	31	38	36	36	37	30	19	28	32	48
Sold	15	12	14	29	11	27	19	18	27	19	9	10	14

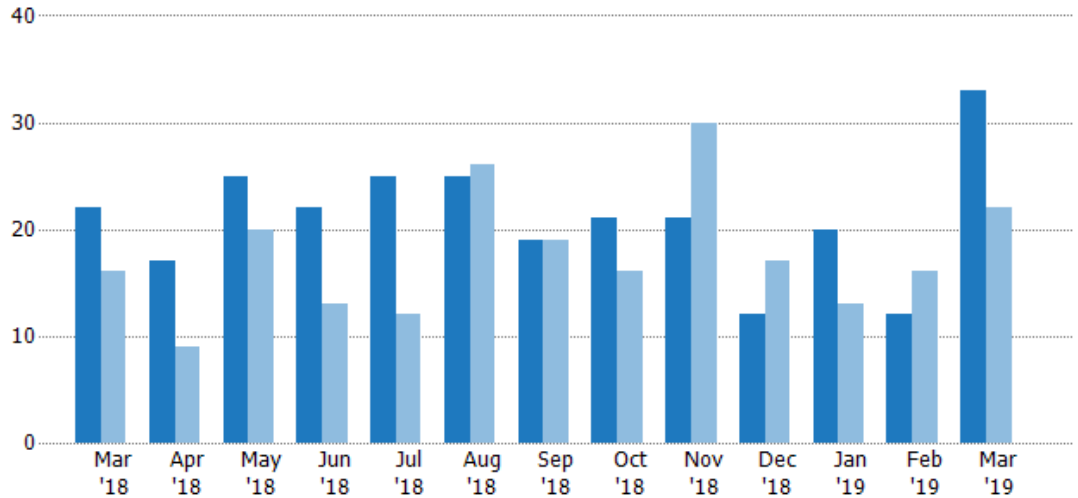
## New Pending Sales

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.
Mar '19	33	50%
Mar '18	22	37.5%
Mar '17	16	6.3%



Current Year	22	17	25	22	25	25	19	21	21	12	20	12	33
Prior Year	16	9	20	13	12	26	19	16	30	17	13	16	22
Percent Change from Prior Year	38%	89%	25%	69%	108%	-4%	0%	31%	-30%	-29%	54%	-25%	50%

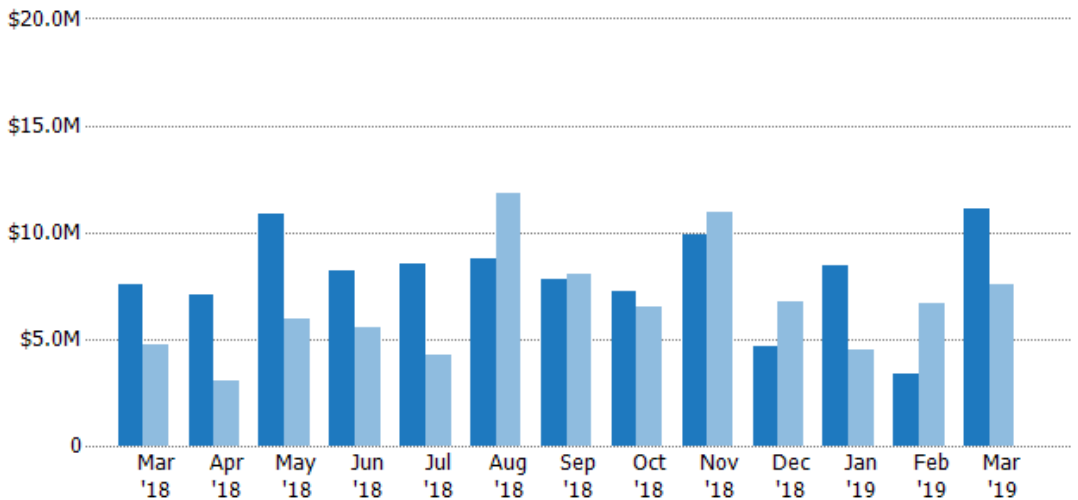
## New Pending Sales Volume

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.
Mar '19	\$11.1M	45.9%
Mar '18	\$7.59M	61%
Mar '17	\$4.71M	5.4%



Current Year	\$7.59M	\$7.1M	\$10.9M	\$8.16M	\$8.54M	\$8.77M	\$7.79M	\$7.24M	\$9.88M	\$4.68M	\$8.42M	\$3.36M	\$11.1M
Prior Year	\$4.71M	\$3.04M	\$5.96M	\$5.56M	\$4.28M	\$11.9M	\$8.01M	\$6.54M	\$10.9M	\$6.72M	\$4.5M	\$6.64M	\$7.59M
Percent Change from Prior Year	61%	134%	82%	47%	99%	-26%	-3%	11%	-10%	-30%	87%	-49%	46%

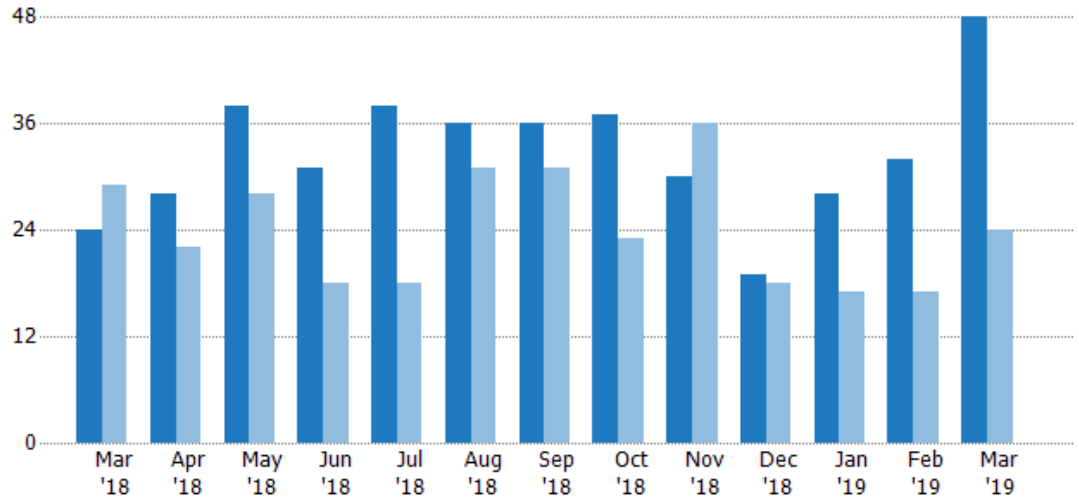


## Pending Sales

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.
Mar '19	48	100%
Mar '18	24	-17.2%
Mar '17	29	10.3%

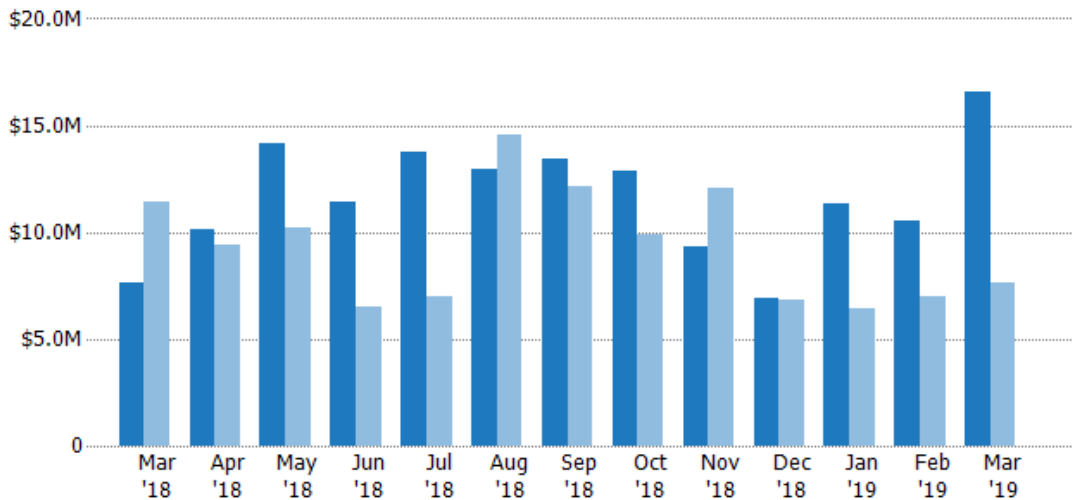
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	24	28	38	31	38	36	36	37	30	19	28	32	48
Prior Year	29	22	28	18	18	31	31	23	36	18	17	17	24
Percent Change from Prior Year	-17%	27%	36%	72%	111%	16%	16%	61%	-17%	6%	65%	88%	100%

## 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.
Mar '19	\$16.6M	117.4%
Mar '18	\$7.64M	-33%
Mar '17	\$11.4M	-11.8%

	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	\$7.64M	\$10.2M	\$14.2M	\$11.5M	\$13.7M	\$13M	\$13.4M	\$12.9M	\$9.34M	\$6.88M	\$11.3M	\$10.5M	\$16.6M
Prior Year	\$11.4M	\$9.43M	\$10.2M	\$6.49M	\$7M	\$14.6M	\$12.1M	\$9.88M	\$12.1M	\$6.81M	\$6.46M	\$6.97M	\$7.64M
Percent Change from Prior Year	-33%	8%	39%	77%	96%	-11%	10%	30%	-23%	1%	75%	51%	117%

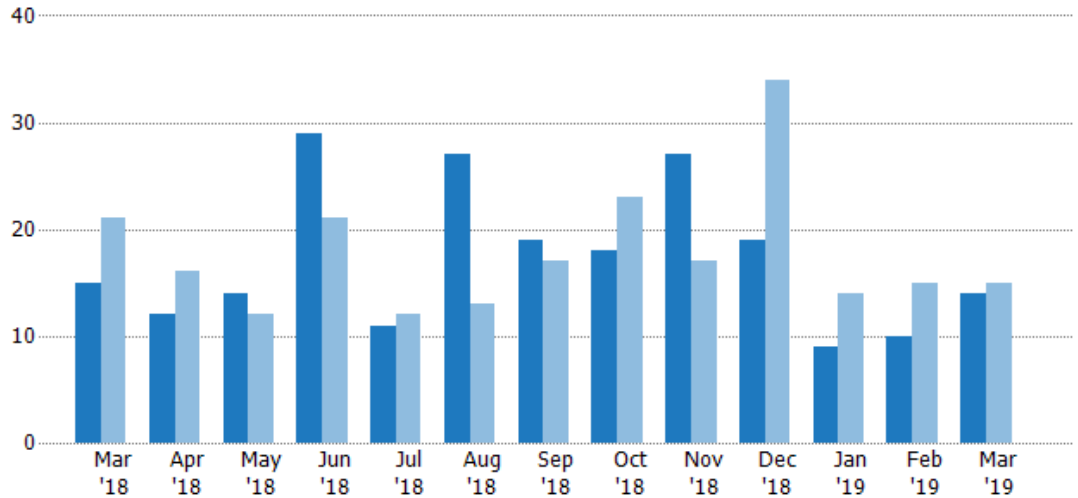
## Closed Sales

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.
Mar '19	14	-6.7%
Mar '18	15	-28.6%
Mar '17	21	-66.7%



	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	15	12	14	29	11	27	19	18	27	19	9	10	14
Prior Year	21	16	12	21	12	13	17	23	17	34	14	15	15
Percent Change from Prior Year	-29%	-25%	17%	38%	-8%	108%	12%	-22%	59%	-44%	-36%	-33%	-7%

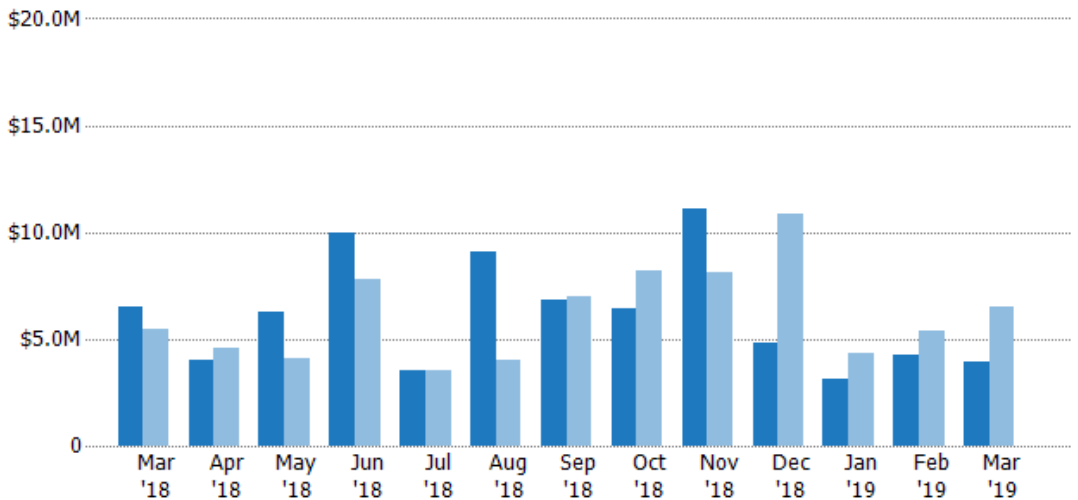
## Closed Sales Volume

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.
Mar '19	\$3.96M	-39.1%
Mar '18	\$6.51M	18.6%
Mar '17	\$5.49M	-67.3%



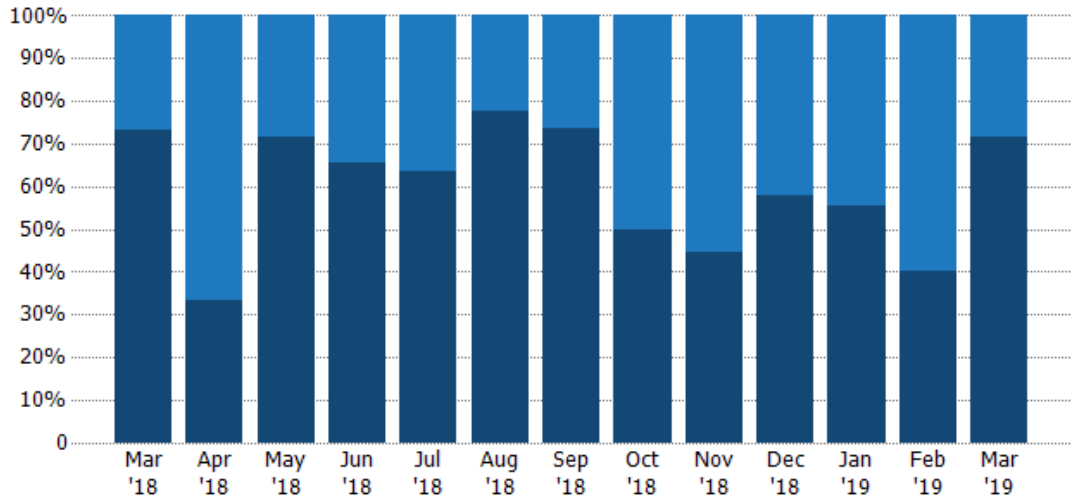
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$6.51M	\$4.04M	\$6.26M	\$9.99M	\$3.52M	\$9.1M	\$6.85M	\$6.42M	\$11.1M	\$4.84M	\$3.15M	\$4.22M	\$3.96M
Prior Year	\$5.49M	\$4.61M	\$4.13M	\$7.81M	\$3.53M	\$3.99M	\$6.99M	\$8.2M	\$8.13M	\$10.9M	\$4.32M	\$5.41M	\$6.51M
Percent Change from Prior Year	19%	-12%	51%	28%	0%	128%	-2%	-22%	37%	-56%	-27%	-22%	-39%

## 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



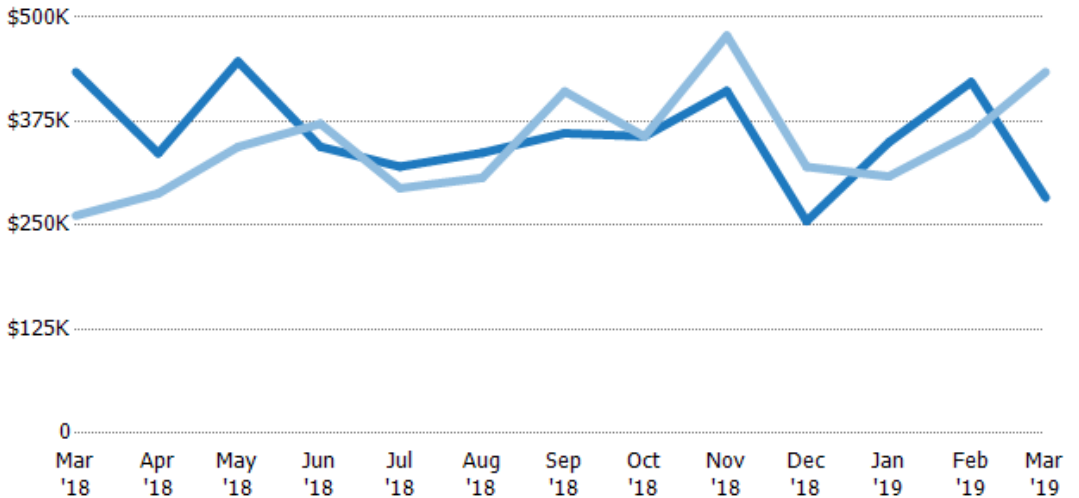
Condo/Townhouse	27%	67%	29%	34%	36%	22%	26%	50%	56%	42%	44%	60%	29%
Single Family Residence	73%	33%	71%	66%	64%	78%	74%	50%	44%	58%	56%	40%	71%

## 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



Current Year	\$434K	\$336K	\$447K	\$344K	\$320K	\$337K	\$361K	\$357K	\$412K	\$255K	\$350K	\$422K	\$283K
Prior Year	\$262K	\$288K	\$344K	\$372K	\$295K	\$307K	\$411K	\$357K	\$478K	\$320K	\$309K	\$360K	\$434K
Percent Change from Prior Year	66%	17%	30%	-7%	9%	10%	-12%	0%	-14%	-20%	13%	17%	-35%

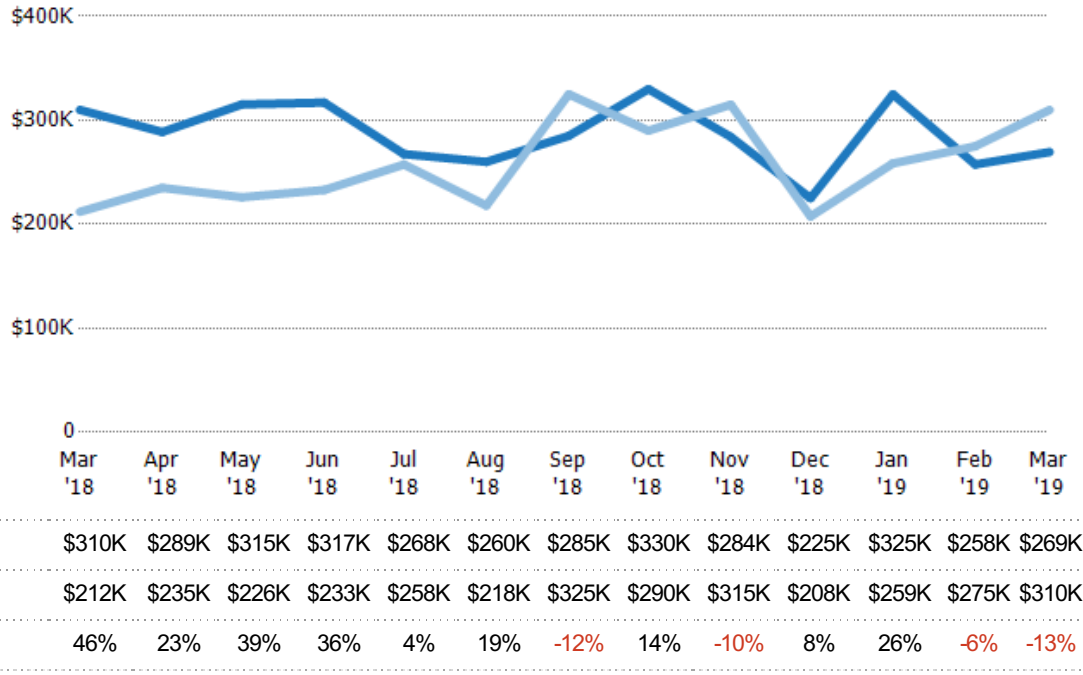
## Median Sales Price

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.
Mar '19	\$269K	-13.1%
Mar '18	\$310K	46.2%
Mar '17	\$212K	-5.7%

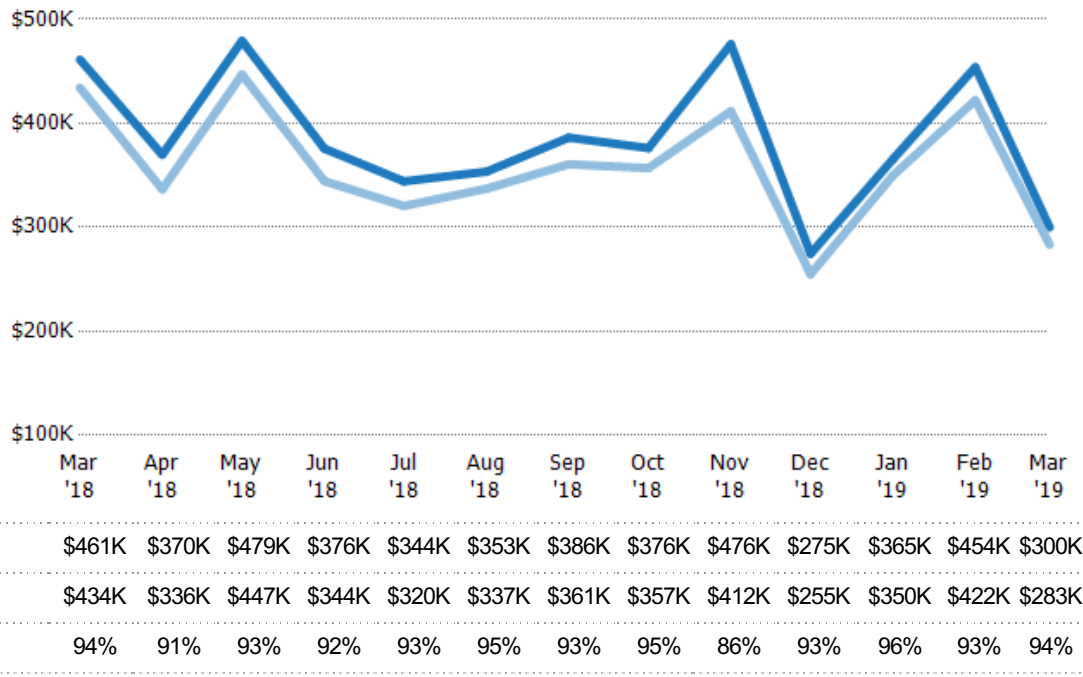


## Average Sales Price vs Average Listing Price

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

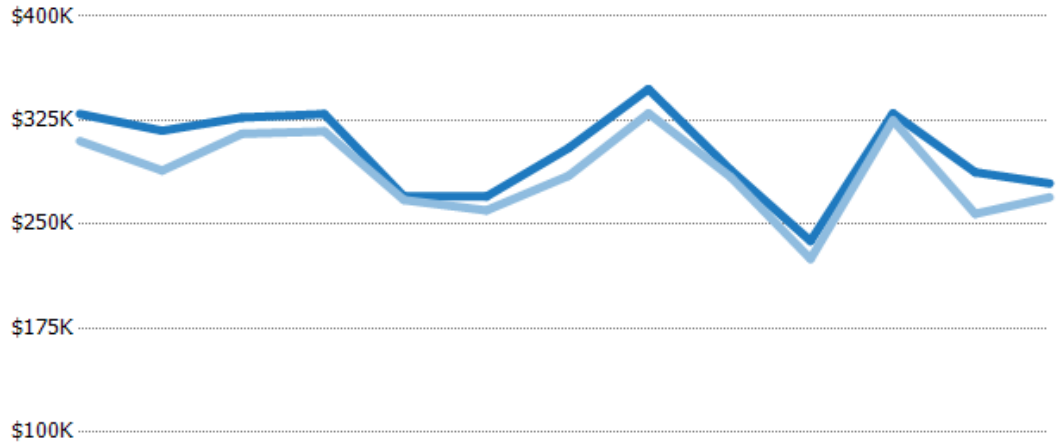


## Median Sales Price vs Median Listing Price

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



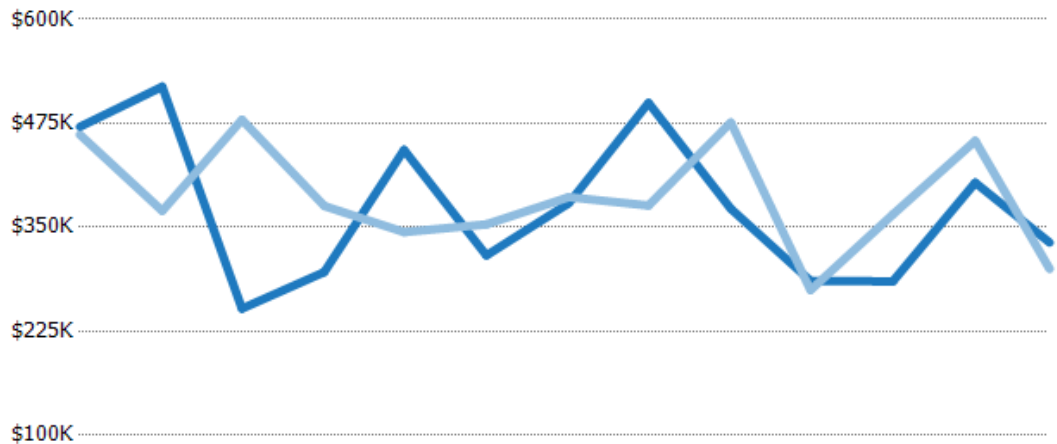
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$330K	\$317K	\$327K	\$330K	\$270K	\$270K	\$305K	\$348K	\$289K	\$238K	\$330K	\$287K	\$279K
Median Sales Price	\$310K	\$289K	\$315K	\$317K	\$268K	\$260K	\$285K	\$330K	\$284K	\$225K	\$325K	\$258K	\$269K
Med Sales Price as a % of Med List Price	94%	91%	96%	96%	99%	96%	93%	95%	98%	95%	98%	90%	96%

## 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



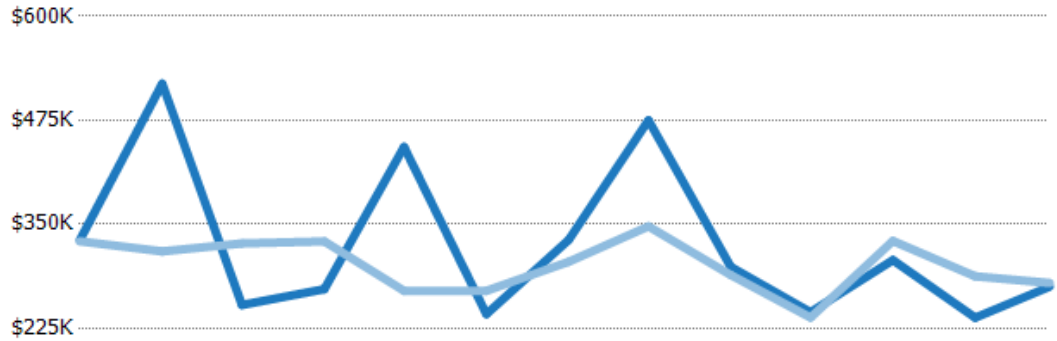
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$471K	\$519K	\$252K	\$296K	\$443K	\$316K	\$379K	\$500K	\$372K	\$286K	\$285K	\$404K	\$332K
Avg Sales Price	\$461K	\$370K	\$479K	\$376K	\$344K	\$353K	\$386K	\$376K	\$476K	\$275K	\$365K	\$454K	\$300K
Avg Sales Price as a % of Avg Est Value	98%	71%	190%	127%	78%	112%	102%	75%	128%	96%	128%	112%	90%

## 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



	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	\$331K	\$519K	\$253K	\$272K	\$443K	\$242K	\$331K	\$475K	\$299K	\$244K	\$307K	\$238K	\$275K
Median Sales Price	\$330K	\$317K	\$327K	\$330K	\$270K	\$270K	\$305K	\$348K	\$289K	\$238K	\$330K	\$287K	\$279K
Med Sales Price as a % of Med Est Value	100%	61%	129%	121%	61%	112%	92%	73%	97%	97%	107%	121%	102%