

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	34	-32.4%	48	58	-17.2%
New Listing Volume	\$10,001,900	\$16,810,999	-40.5%	\$23,876,400	\$27,153,998	-12.1%
Active Listing Count	236	268	-11.9%	N/A	N/A	
Active Listing Volume	\$137,502,698	\$155,000,591	-11.3%	N/A	N/A	
Average Listing Price	\$582,639	\$578,360	+0.7%	\$582,558	\$573,008	+1.7%
Median Listing Price	\$399,250	\$397,000	+0.6%	\$407,340	\$390,821	+4.2%
Median Days in RPR	216.5	220.5	-1.8%	210.11	216.64	-3%
Months of Inventory	26.2	19.1	+37%	16.2	18.9	-14.4%
Absorption Rate	3.81%	5.22%	-1.4%	6.17%	5.28%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	12	16	-25%	32	29	+10.3%
New Pending Sales Volume	\$3,362,800	\$6,644,500	-49.4%	\$11,787,000	\$11,148,750	+5.7%
Pending Sales Count	32	17	+88.2%	N/A	N/A	
Pending Sales Volume	\$10,522,500	\$6,973,000	+50.9%	N/A	N/A	
Closed Sales Count	10	15	-33.3%	19	29	-34.5%
Closed Sales Volume	\$4,221,375	\$5,406,500	-21.9%	\$7,368,375	\$9,728,000	-24.3%
Average Sales Price	\$422,138	\$360,433	+17.1%	\$387,809	\$335,448	+15.6%
Median Sales Price	\$257,500	\$275,000	-6.4%	\$289,474	\$267,034	+8.4%

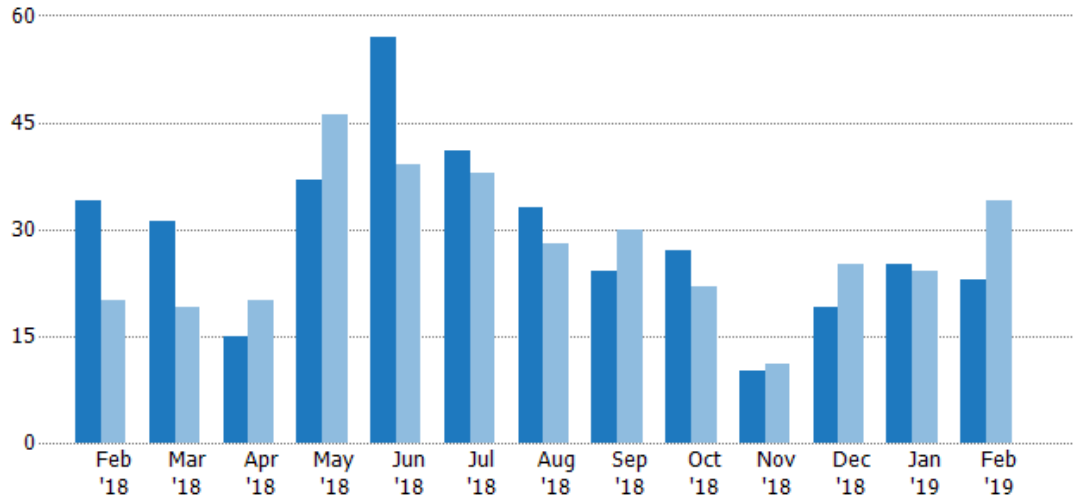
New Listings

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.
Feb '19	23	-32.4%
Feb '18	34	70%
Feb '17	20	85%



Current Year	34	31	15	37	57	41	33	24	27	10	19	25	23
Prior Year	20	19	20	46	39	38	28	30	22	11	25	24	34
Percent Change from Prior Year	70%	63%	-25%	-20%	46%	8%	18%	-20%	23%	-9%	-24%	4%	-32%

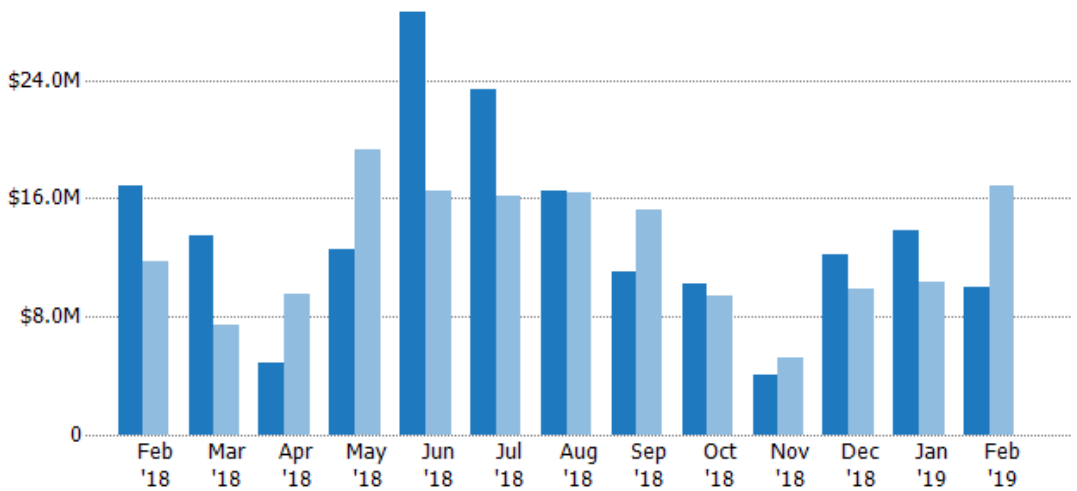
New Listing Volume

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.
Feb '19	\$10M	-40.5%
Feb '18	\$16.8M	43.3%
Feb '17	\$11.7M	95.2%



Current Year	\$16.8M	\$13.5M	\$4.87M	\$12.6M	\$28.6M	\$23.4M	\$16.5M	\$11M	\$10.2M	\$4.02M	\$12.2M	\$13.9M	\$10M
Prior Year	\$11.7M	\$7.42M	\$9.54M	\$19.3M	\$16.5M	\$16.2M	\$16.4M	\$15.2M	\$9.43M	\$5.23M	\$9.83M	\$10.3M	\$16.8M
Percent Change from Prior Year	43%	81%	-49%	-35%	73%	45%	1%	-27%	8%	-23%	24%	34%	-41%

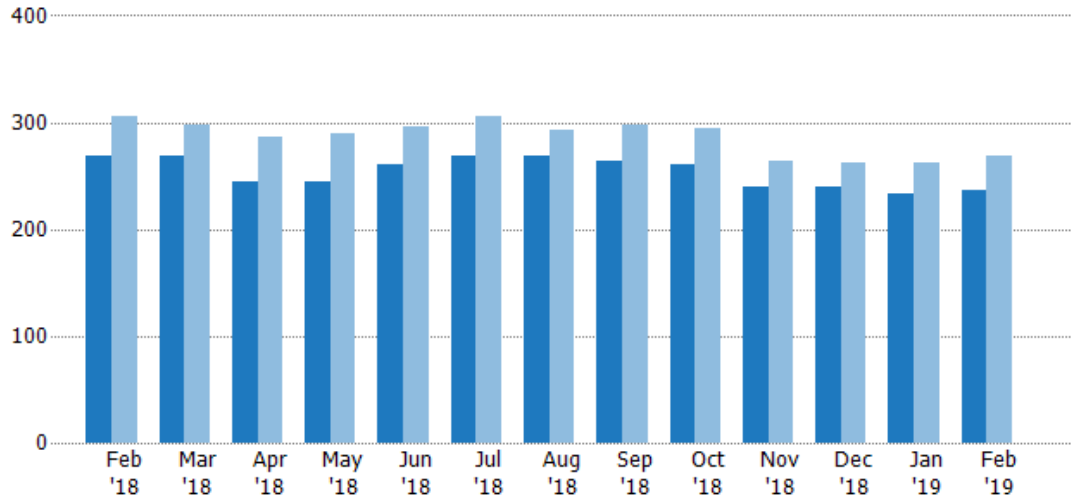
Active Listings

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.
Feb '19	236	-11.9%
Feb '18	268	-12.4%
Feb '17	306	8.8%



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

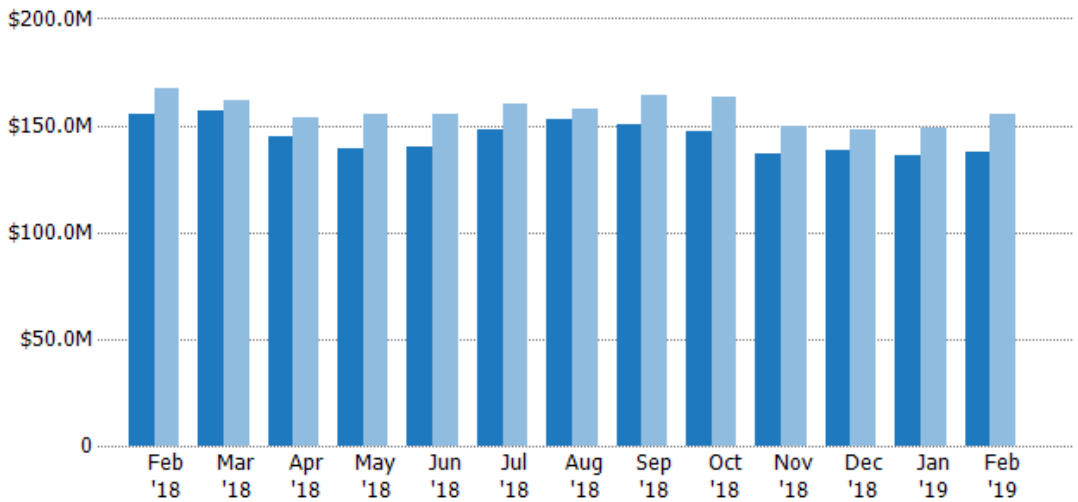
Active Listing Volume

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.
Feb '19	\$138M	-11.3%
Feb '18	\$155M	-7.2%
Feb '17	\$167M	3.1%



Current Year	\$155M	\$157M	\$144M	\$139M	\$140M	\$148M	\$153M	\$150M	\$147M	\$137M	\$138M	\$136M	\$138M
Prior Year	\$167M	\$162M	\$154M	\$156M	\$155M	\$160M	\$158M	\$164M	\$163M	\$150M	\$148M	\$149M	\$155M
Percent Change from Prior Year	-7%	-3%	-6%	-11%	-10%	-7%	-3%	-8%	-10%	-8%	-7%	-8%	-11%

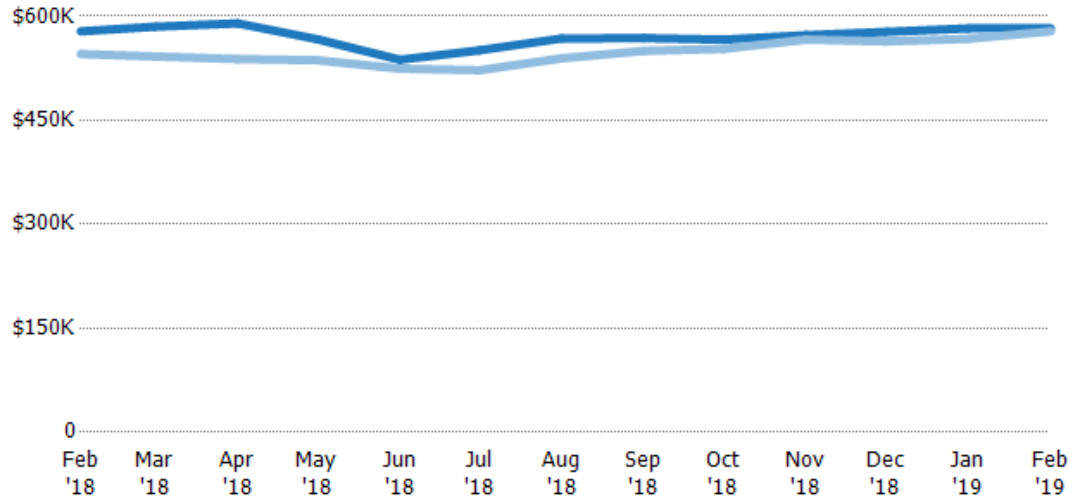
Average Listing Price

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.
Feb '19	\$583K	0.7%
Feb '18	\$578K	6%
Feb '17	\$546K	-5.2%



Current Year	\$578K	\$585K	\$590K	\$567K	\$537K	\$551K	\$568K	\$569K	\$566K	\$573K	\$578K	\$582K	\$583K
Prior Year	\$546K	\$542K	\$538K	\$537K	\$524K	\$522K	\$539K	\$550K	\$553K	\$566K	\$564K	\$568K	\$578K
Percent Change from Prior Year	6%	8%	10%	6%	2%	6%	5%	3%	2%	1%	2%	3%	1%

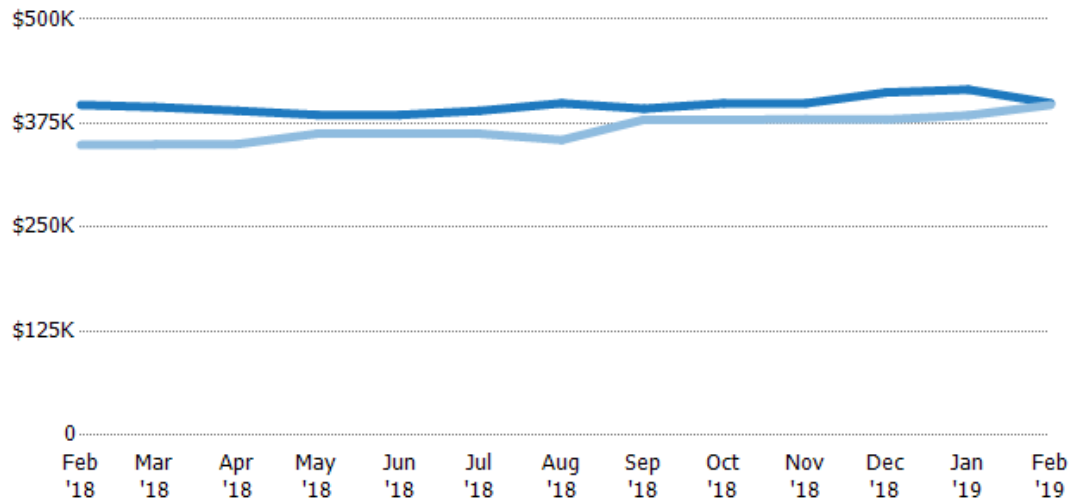
Median Listing Price

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.
Feb '19	\$399K	0.6%
Feb '18	\$397K	13.8%
Feb '17	\$349K	0%



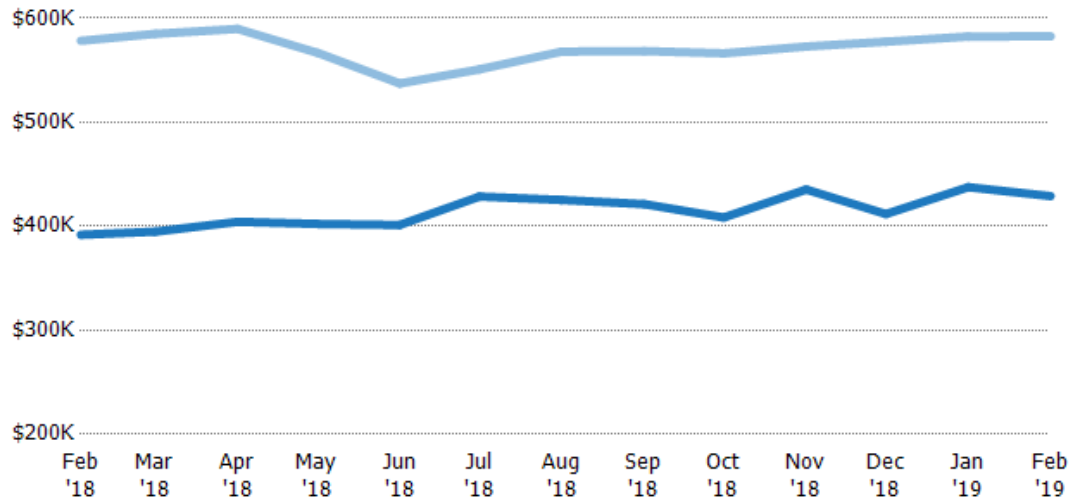
Current Year	\$397K	\$395K	\$390K	\$385K	\$385K	\$390K	\$399K	\$393K	\$399K	\$399K	\$412K	\$416K	\$399K
Prior Year	\$349K	\$349K	\$350K	\$363K	\$363K	\$363K	\$355K	\$380K	\$379K	\$380K	\$380K	\$385K	\$397K
Percent Change from Prior Year	14%	13%	11%	6%	6%	8%	12%	3%	5%	5%	9%	8%	1%

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

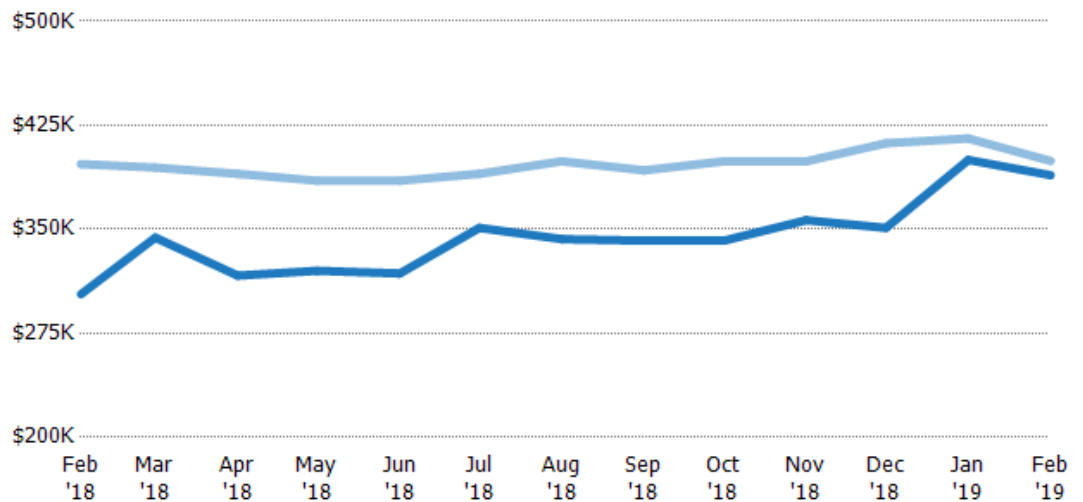


Median Listing Price vs Median Est Value

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



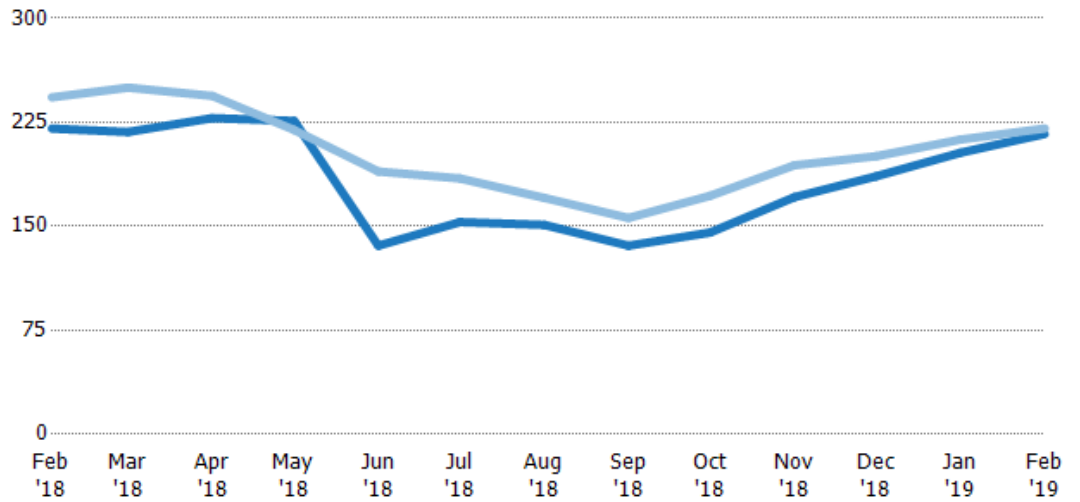
Median Days in RPR

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.
Feb '19	217	-1.8%
Feb '18	221	-9.3%
Feb '17	243	-32.1%



Current Year	221	218	228	226	136	153	151	136	146	171	186	203	217
Prior Year	243	250	244	220	190	185	171	156	172	194	201	213	221
Percent Change from Prior Year	-9%	-13%	-7%	3%	-28%	-17%	-11%	-13%	-15%	-12%	-7%	-4%	-2%

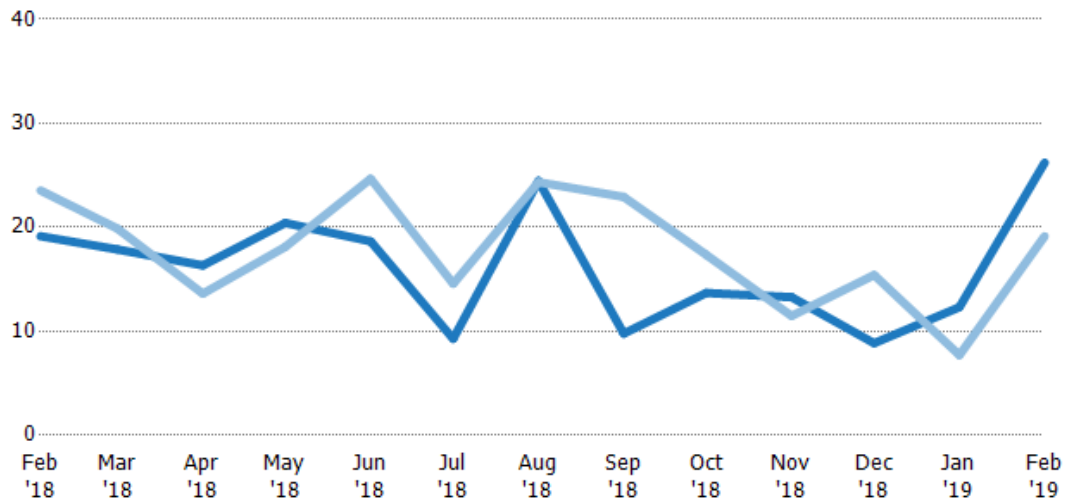
Months of Inventory

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.
Feb '19	26.2	37%
Feb '18	19.1	-18.7%
Feb '17	23.5	57.2%



Current Year	19.1	17.9	16.3	20.4	18.6	9.28	24.5	9.78	13.7	13.3	8.85	12.3	26.2
Prior Year	23.5	19.9	13.6	18.1	24.7	14.6	24.3	22.9	17.4	11.5	15.4	7.71	19.1
Percent Change from Prior Year	-19%	-10%	20%	13%	-24%	-36%	0%	-57%	-21%	16%	-43%	60%	37%

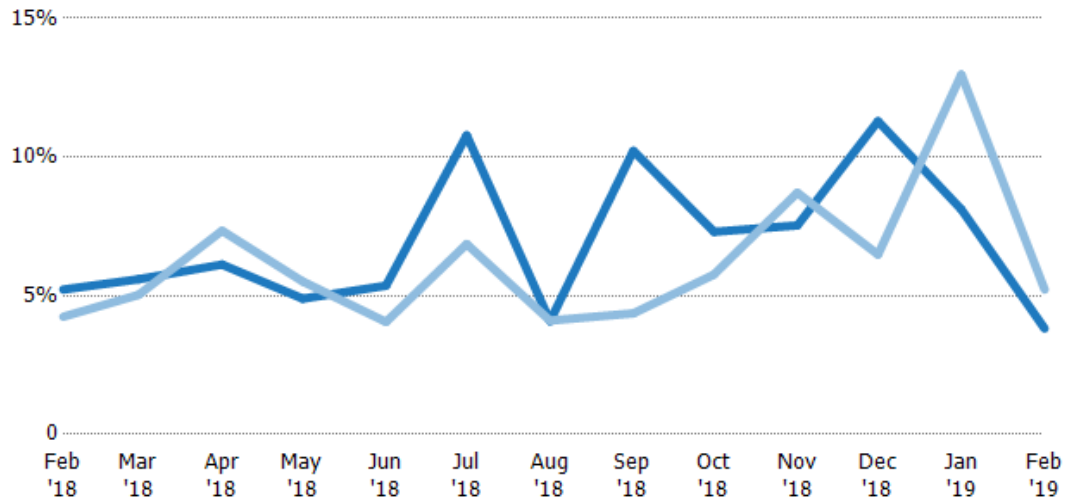
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	4%	1.4%
Feb '18	5%	-1%
Feb '17	4%	-36.3%



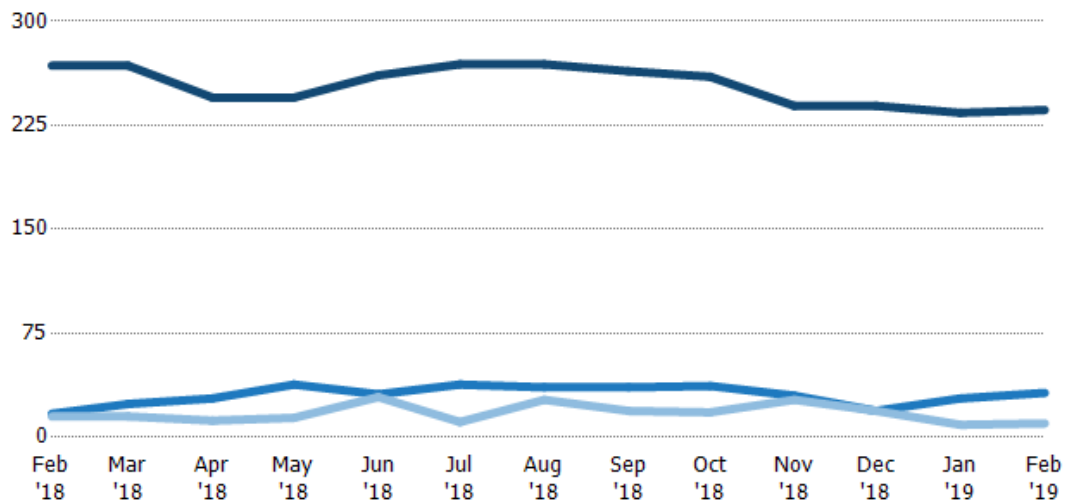
Current Year	5%	6%	6%	5%	5%	11%	4%	10%	7%	8%	11%	8%	4%
Prior Year	4%	5%	7%	6%	4%	7%	4%	4%	6%	9%	6%	13%	5%
Change from Prior Year	-1%	-1%	1%	1%	-1%	-4%	0%	-6%	-2%	1%	-5%	5%	1%

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



Active	268	268	245	245	261	269	269	264	260	239	239	234	236
Pending	17	24	28	38	31	38	36	36	37	30	19	28	32
Sold	15	15	12	14	29	11	27	19	18	27	19	9	10

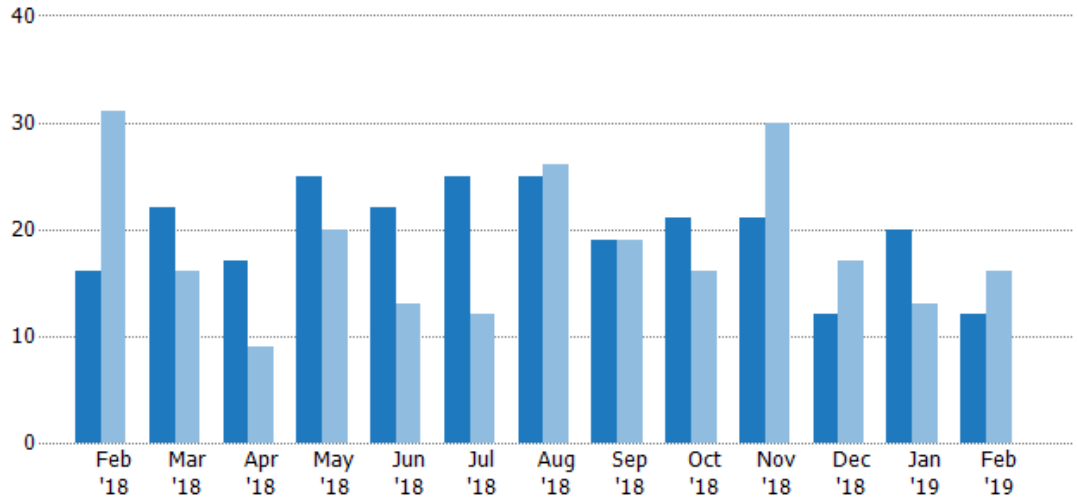
New Pending Sales

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.
Feb '19	12	-25%
Feb '18	16	-48.4%
Feb '17	31	-61.3%



Current Year	16	22	17	25	22	25	25	19	21	21	12	20	12
Prior Year	31	16	9	20	13	12	26	19	16	30	17	13	16
Percent Change from Prior Year	-48%	38%	89%	25%	69%	108%	-4%	0%	31%	-30%	-29%	54%	-25%

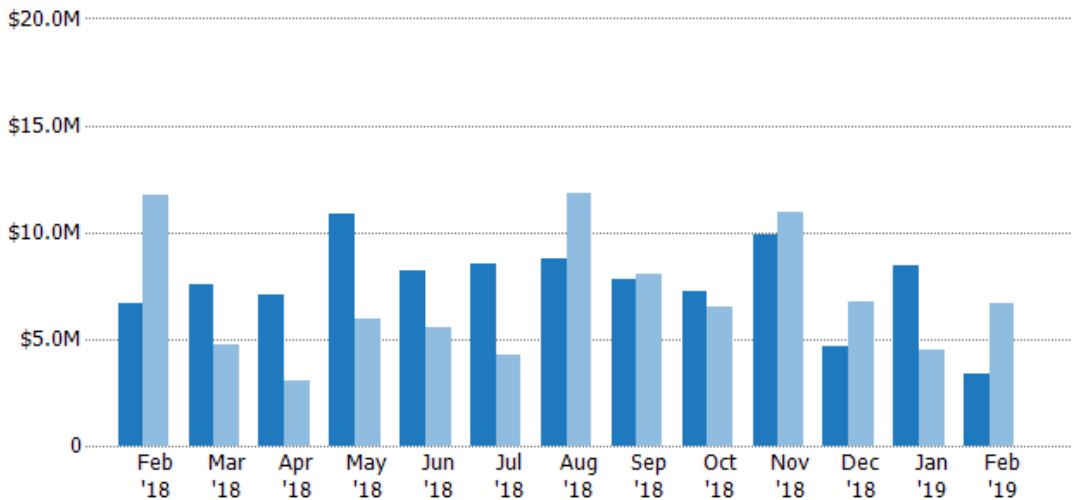
New Pending Sales Volume

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.
Feb '19	\$3.36M	-49.4%
Feb '18	\$6.64M	-43.4%
Feb '17	\$11.7M	-71.2%



Current Year	\$6.64M	\$7.59M	\$7.1M	\$10.9M	\$8.16M	\$8.54M	\$8.77M	\$7.79M	\$7.24M	\$9.88M	\$4.68M	\$8.42M	\$3.36M
Prior Year	\$11.7M	\$4.71M	\$3.04M	\$5.96M	\$5.56M	\$4.28M	\$11.9M	\$8.01M	\$6.54M	\$10.9M	\$6.72M	\$4.5M	\$6.64M
Percent Change from Prior Year	-43%	61%	134%	82%	47%	99%	-26%	-3%	11%	-10%	-30%	87%	-49%

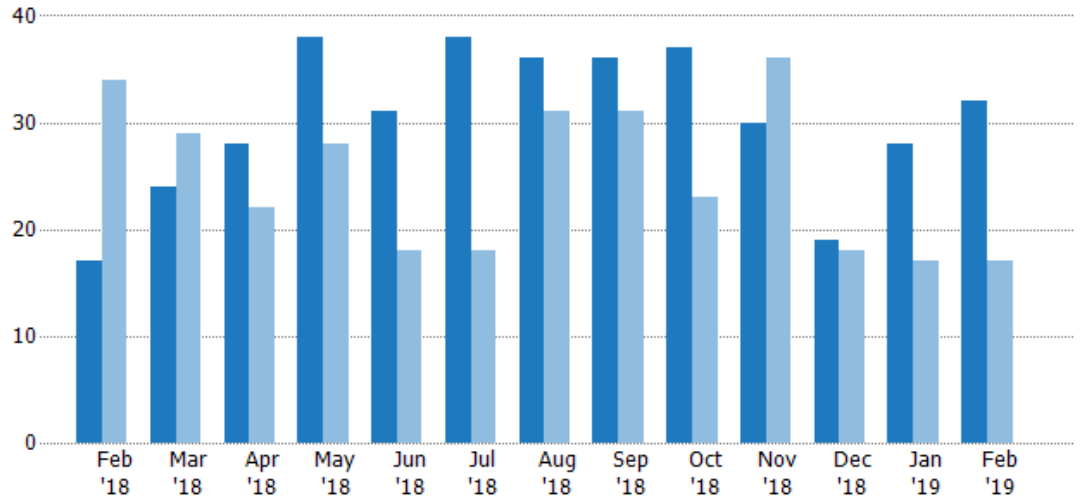
Pending Sales

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.
Feb '19	32	88.2%
Feb '18	17	-50%
Feb '17	34	-32.4%



Current Year	17	24	28	38	31	38	36	36	37	30	19	28	32
Prior Year	34	29	22	28	18	18	31	31	23	36	18	17	17
Percent Change from Prior Year	-50%	-17%	27%	36%	72%	111%	16%	16%	61%	-17%	6%	65%	88%

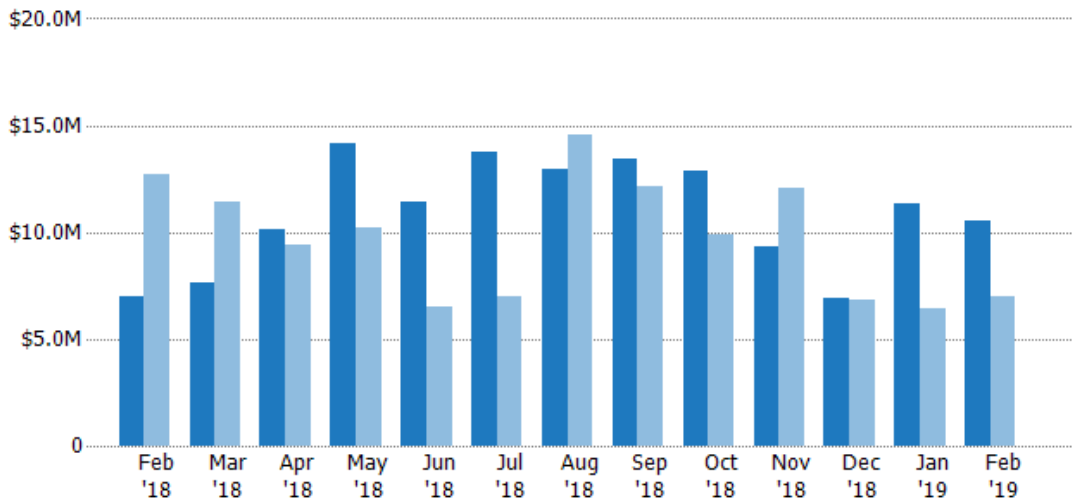
Pending Sales Volume

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.
Feb '19	\$10.5M	50.9%
Feb '18	\$6.97M	-45%
Feb '17	\$12.7M	-39.1%



Current Year	\$6.97M	\$7.64M	\$10.2M	\$14.2M	\$11.5M	\$13.7M	\$13M	\$13.4M	\$12.9M	\$9.34M	\$6.88M	\$11.3M	\$10.5M
Prior Year	\$12.7M	\$11.4M	\$9.43M	\$10.2M	\$6.49M	\$7M	\$14.6M	\$12.1M	\$9.88M	\$12.1M	\$6.81M	\$6.46M	\$6.97M
Percent Change from Prior Year	-45%	-33%	8%	39%	77%	96%	-11%	10%	30%	-23%	1%	75%	51%

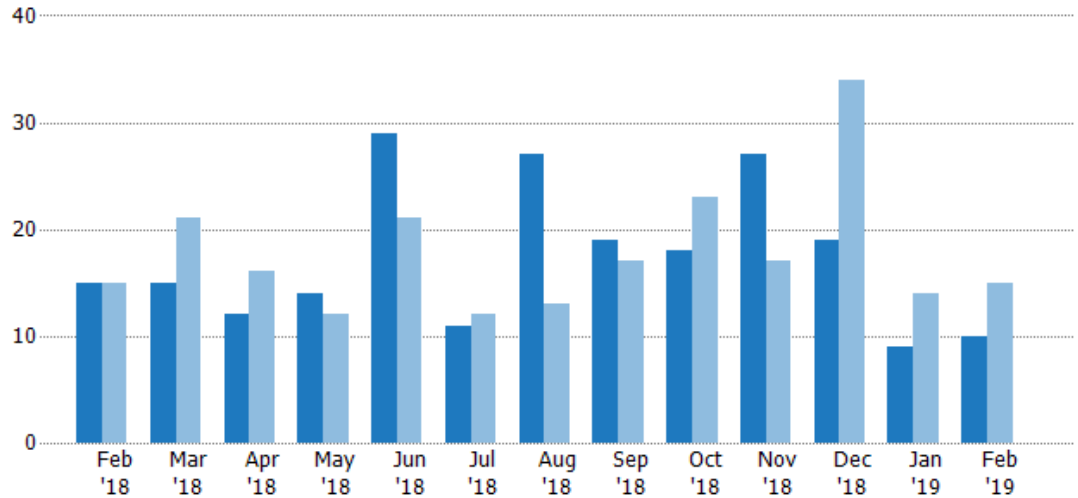
Closed Sales

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.
Feb '19	10	-33.3%
Feb '18	15	0%
Feb '17	15	-33.3%



Current Year	15	15	12	14	29	11	27	19	18	27	19	9	10
Prior Year	15	21	16	12	21	12	13	17	23	17	34	14	15
Percent Change from Prior Year	0%	-29%	-25%	17%	38%	-8%	108%	12%	-22%	59%	-44%	-36%	-33%

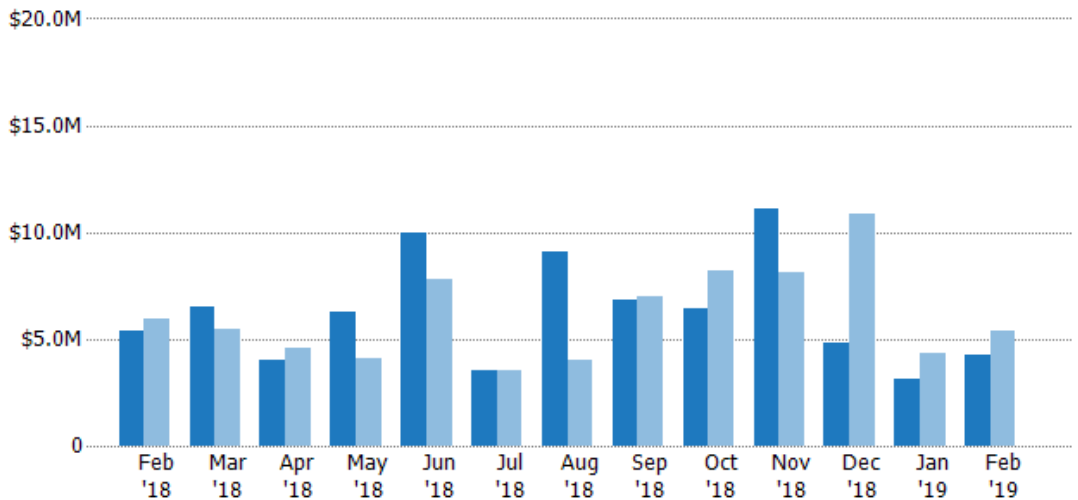
Closed Sales Volume

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.
Feb '19	\$4.22M	-21.9%
Feb '18	\$5.41M	-8.5%
Feb '17	\$5.91M	-62.8%



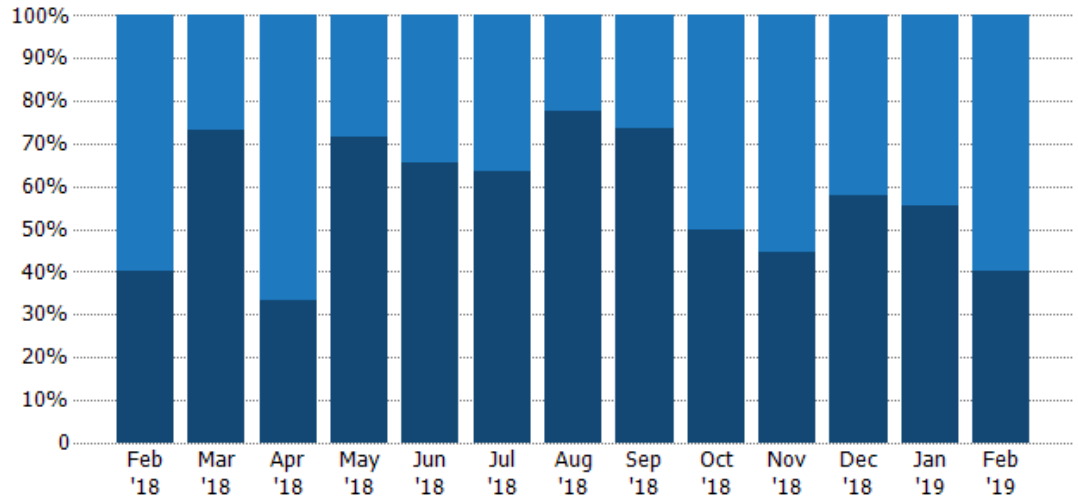
Current Year	\$5.41M	\$6.51M	\$4.04M	\$6.26M	\$9.99M	\$3.52M	\$9.1M	\$6.85M	\$6.42M	\$11.1M	\$4.84M	\$3.15M	\$4.22M
Prior Year	\$5.91M	\$5.49M	\$4.61M	\$4.13M	\$7.81M	\$3.53M	\$3.99M	\$6.99M	\$8.2M	\$8.13M	\$10.9M	\$4.32M	\$5.41M
Percent Change from Prior Year	-9%	19%	-12%	51%	28%	0%	128%	-2%	-22%	37%	-56%	-27%	-22%

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



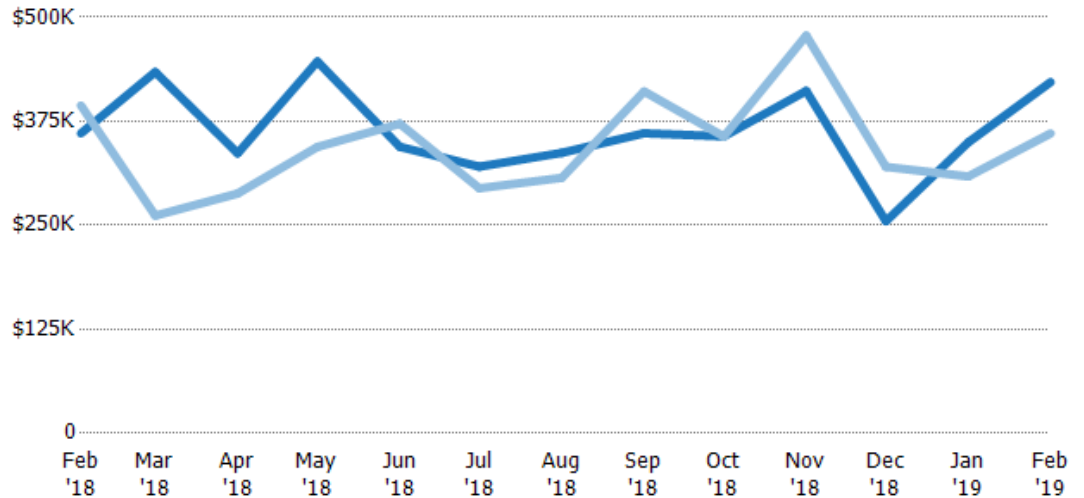
Condo/Townhouse	60%	27%	67%	29%	34%	36%	22%	26%	50%	56%	42%	44%	60%
Single Family Residence	40%	73%	33%	71%	66%	64%	78%	74%	50%	44%	58%	56%	40%

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	\$360K	\$434K	\$336K	\$447K	\$344K	\$320K	\$337K	\$361K	\$357K	\$412K	\$255K	\$350K	\$422K
Prior Year	\$394K	\$262K	\$288K	\$344K	\$372K	\$295K	\$307K	\$411K	\$357K	\$478K	\$320K	\$309K	\$360K
Percent Change from Prior Year	-9%	66%	17%	30%	-7%	9%	10%	-12%	0%	-14%	-20%	13%	17%

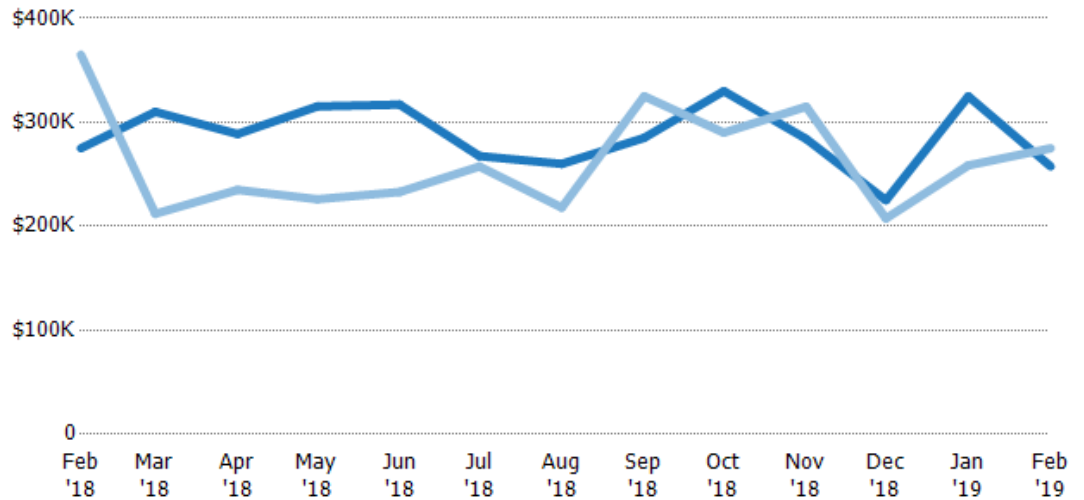
Median Sales Price

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.
Feb '19	\$258K	-6.4%
Feb '18	\$275K	-24.7%
Feb '17	\$365K	-49.7%



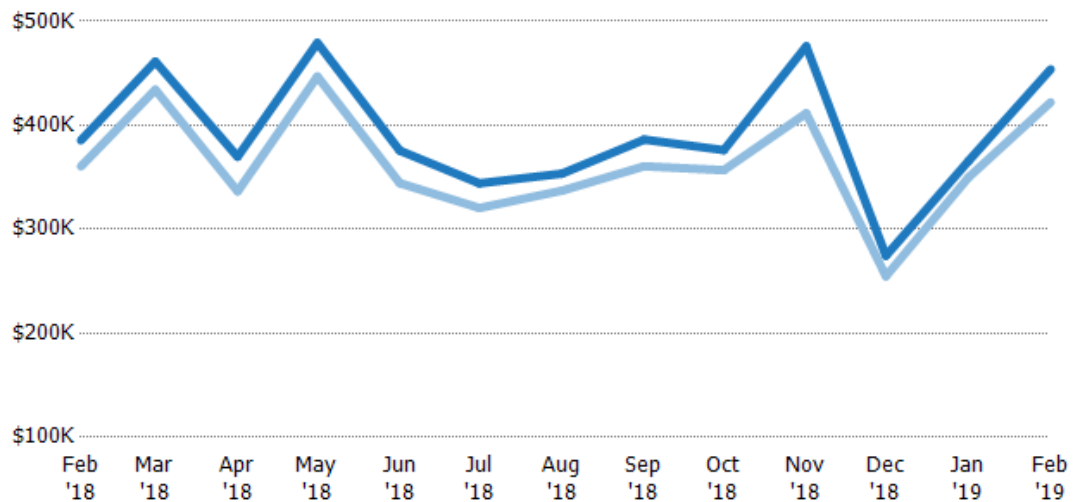
Current Year	\$275K	\$310K	\$289K	\$315K	\$317K	\$268K	\$260K	\$285K	\$330K	\$284K	\$225K	\$325K	\$258K
Prior Year	\$365K	\$212K	\$235K	\$226K	\$233K	\$258K	\$218K	\$325K	\$290K	\$315K	\$208K	\$259K	\$275K
Percent Change from Prior Year	-25%	46%	23%	39%	36%	4%	19%	-12%	14%	-10%	8%	26%	-6%

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



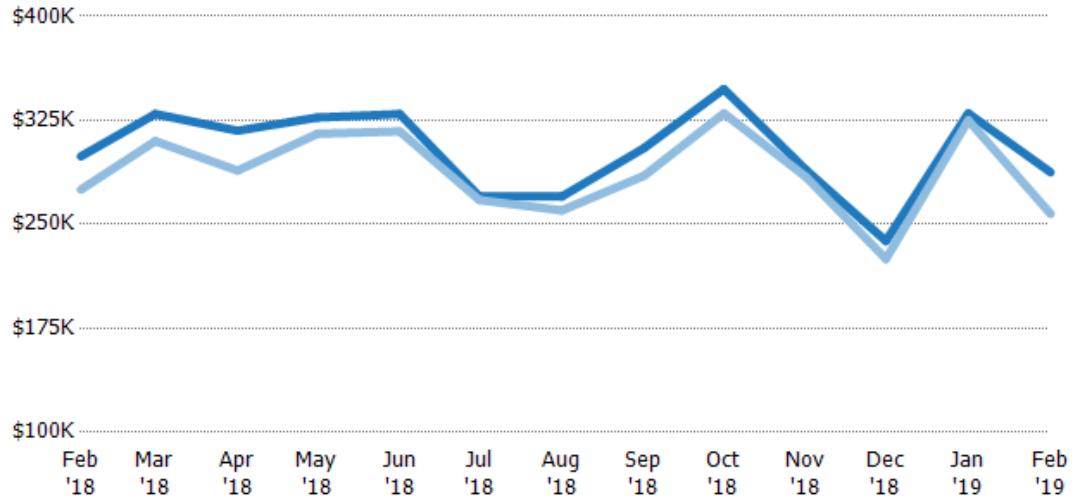
Avg List Price	\$386K	\$461K	\$370K	\$479K	\$376K	\$344K	\$353K	\$386K	\$376K	\$476K	\$275K	\$365K	\$454K
Avg Sales Price	\$360K	\$434K	\$336K	\$447K	\$344K	\$320K	\$337K	\$361K	\$357K	\$412K	\$255K	\$350K	\$422K
Avg Sales Price as a % of Avg List Price	93%	94%	91%	93%	92%	93%	95%	93%	95%	86%	93%	96%	93%

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



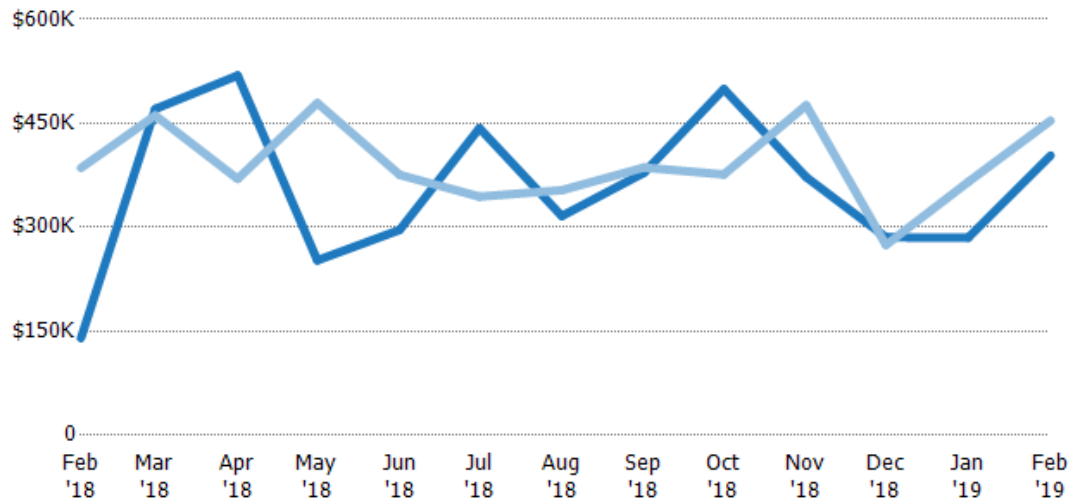
Median List Price	\$299K	\$330K	\$317K	\$327K	\$330K	\$270K	\$270K	\$305K	\$348K	\$289K	\$238K	\$330K	\$287K
Median Sales Price	\$275K	\$310K	\$289K	\$315K	\$317K	\$268K	\$260K	\$285K	\$330K	\$284K	\$225K	\$325K	\$258K
Med Sales Price as a % of Med List Price	92%	94%	91%	96%	96%	99%	96%	93%	95%	98%	95%	98%	90%

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



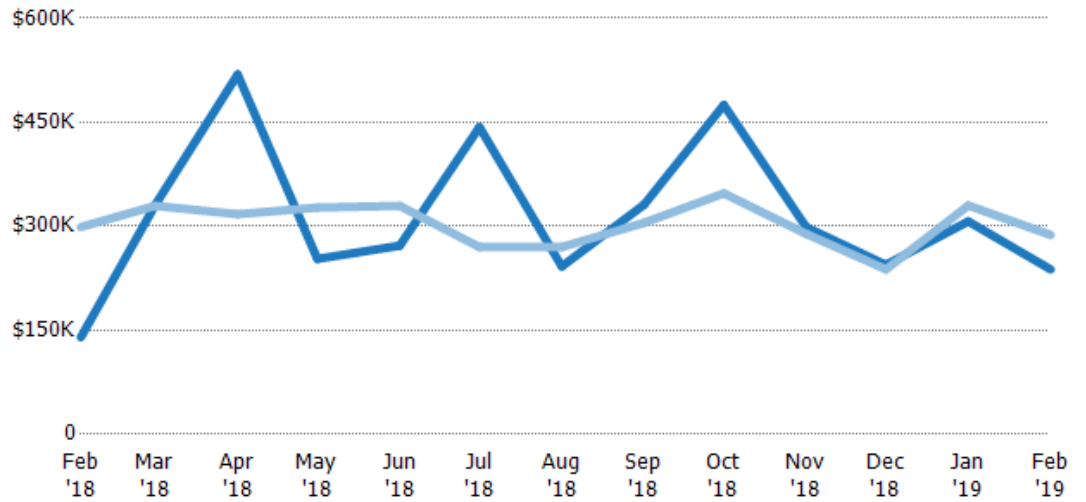
Avg Est Value	\$140K	\$471K	\$519K	\$252K	\$296K	\$443K	\$316K	\$379K	\$500K	\$372K	\$286K	\$285K	\$404K
Avg Sales Price	\$386K	\$461K	\$370K	\$479K	\$376K	\$344K	\$353K	\$386K	\$376K	\$476K	\$275K	\$365K	\$454K
Avg Sales Price as a % of Avg Est Value	275%	98%	71%	190%	127%	78%	112%	102%	75%	128%	96%	128%	112%

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	\$140K	\$331K	\$519K	\$253K	\$272K	\$443K	\$242K	\$331K	\$475K	\$299K	\$244K	\$307K	\$238K
Median Sales Price	\$299K	\$330K	\$317K	\$327K	\$330K	\$270K	\$270K	\$305K	\$348K	\$289K	\$238K	\$330K	\$287K
Med Sales Price as a % of Med Est Value	214%	100%	61%	129%	121%	61%	112%	92%	73%	97%	97%	107%	121%