

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	11	+/-	63	44	+43.2%
New Listing Volume	\$3,221,400	\$3,366,900	-4.3%	\$18,234,650	\$14,487,186	+25.9%
Active Listing Count	35	34	+2.9%	N/A	N/A	
Active Listing Volume	\$13,391,100	\$14,402,286	-7%	N/A	N/A	
Average Listing Price	\$382,603	\$423,597	-9.7%	\$392,233	\$401,533	-2.3%
Median Listing Price	\$349,000	\$354,500	-1.6%	\$354,549	\$318,986	+11.1%
Median Days in RPR	52	80.5	-35.4%	96.22	138.39	-30.5%
Months of Inventory	3.9	4.9	-19.9%	4.4	4.3	+2.9%
Absorption Rate	25.71%	20.59%	+5.1%	22.78%	23.44%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	9	10	-10%	56	40	+40%
New Pending Sales Volume	\$2,349,100	\$2,276,200	+3.2%	\$15,302,750	\$10,848,900	+41.1%
Pending Sales Count	22	15	+46.7%	N/A	N/A	
Pending Sales Volume	\$6,228,800	\$4,050,200	+53.8%	N/A	N/A	
Closed Sales Count	10	7	+42.9%	38	36	+5.6%
Closed Sales Volume	\$2,661,670	\$1,500,400	+77.4%	\$10,228,593	\$10,008,095	+2.2%
Average Sales Price	\$266,167	\$214,343	+24.2%	\$269,173	\$278,003	-3.2%
Median Sales Price	\$266,000	\$247,000	+7.7%	\$263,993	\$259,250	+1.8%

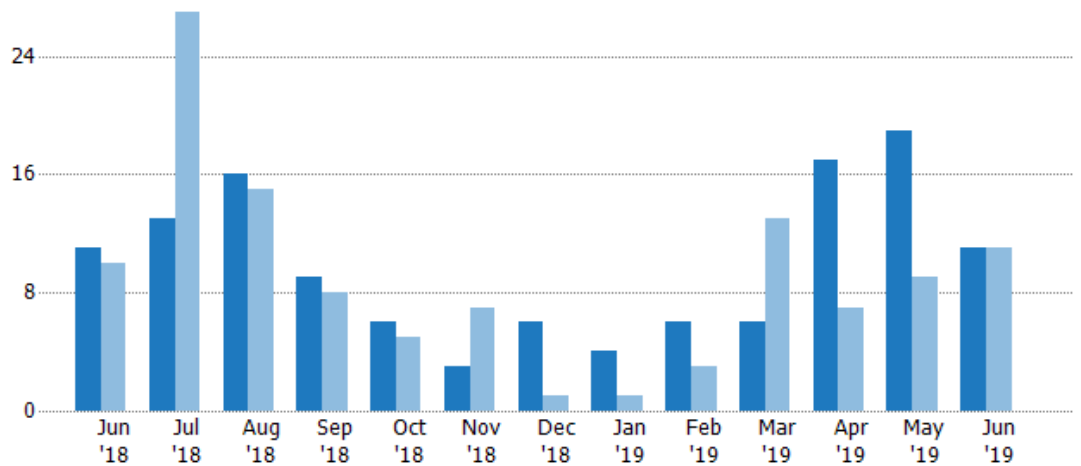
New Listings

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.
Jun '19	11	0%
Jun '18	11	10%
Jun '17	10	110%



Current Year	11	13	16	9	6	3	6	4	6	6	17	19	11
Prior Year	10	27	15	8	5	7	1	1	3	13	7	9	11
Percent Change from Prior Year	10%	-52%	7%	13%	20%	-57%	500%	300%	100%	-54%	143%	111%	0%

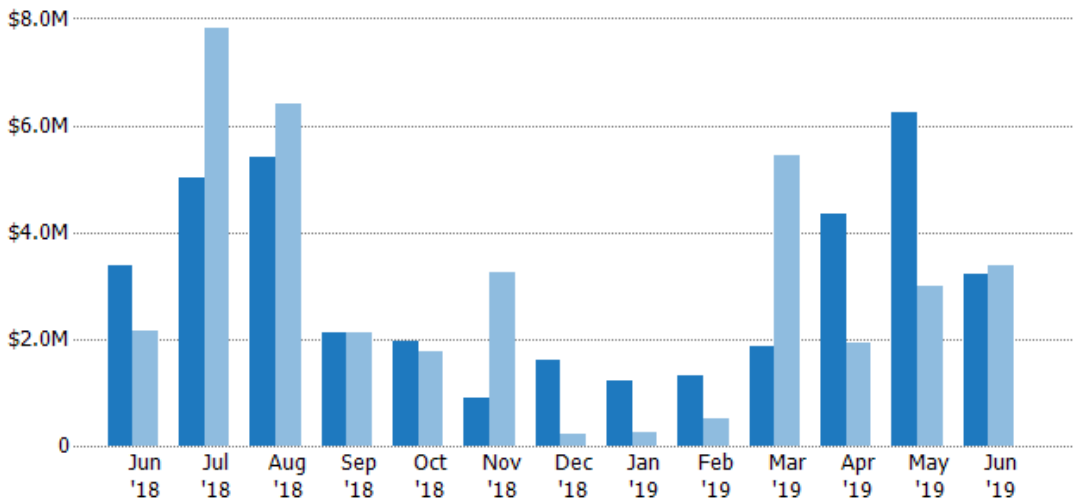
New Listing Volume

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.
Jun '19	\$3.22M	-4.3%
Jun '18	\$3.37M	57%
Jun '17	\$2.14M	143.2%



Current Year	\$3.37M	\$5.01M	\$5.42M	\$2.13M	\$1.97M	\$900K	\$1.62M	\$1.22M	\$1.32M	\$1.87M	\$4.35M	\$6.25M	\$3.22M
Prior Year	\$2.14M	\$7.81M	\$6.4M	\$2.11M	\$1.77M	\$3.24M	\$235K	\$265K	\$526K	\$5.43M	\$1.91M	\$2.99M	\$3.37M
Percent Change from Prior Year	57%	-36%	-15%	1%	11%	-72%	588%	359%	152%	-66%	128%	109%	-4%

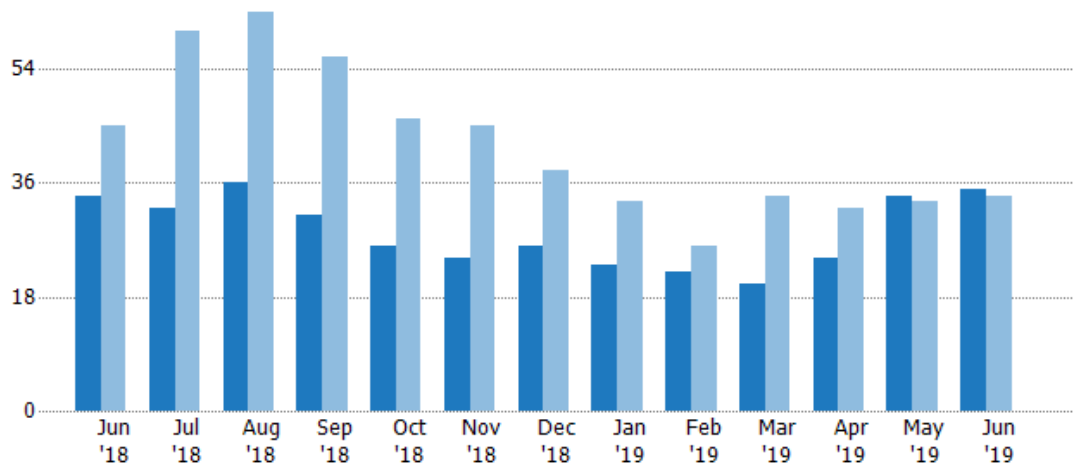
Active Listings

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.
Jun '19	35	2.9%
Jun '18	34	-24.4%
Jun '17	45	13.3%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	34	32	36	31	26	24	26	23	22	20	24	34	35
Prior Year	45	60	63	56	46	45	38	33	26	34	32	33	34
Percent Change from Prior Year	-24%	-47%	-43%	-45%	-43%	-47%	-32%	-30%	-15%	-41%	-25%	3%	3%

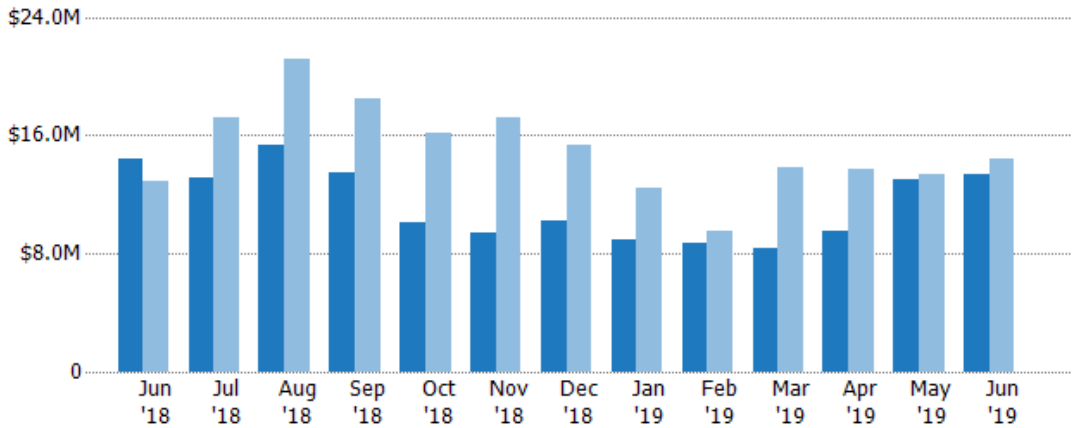
Active Listing Volume

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.
Jun '19	\$13.4M	-7%
Jun '18	\$14.4M	12%
Jun '17	\$12.9M	6.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$14.4M	\$13.1M	\$15.3M	\$13.5M	\$10.1M	\$9.44M	\$10.2M	\$8.99M	\$8.7M	\$8.37M	\$9.56M	\$13M	\$13.4M
Prior Year	\$12.9M	\$17.2M	\$21.1M	\$18.4M	\$16.2M	\$17.2M	\$15.3M	\$12.4M	\$9.56M	\$13.8M	\$13.7M	\$13.3M	\$14.4M
Percent Change from Prior Year	12%	-24%	-27%	-27%	-37%	-45%	-33%	-27%	-9%	-39%	-30%	-3%	-7%

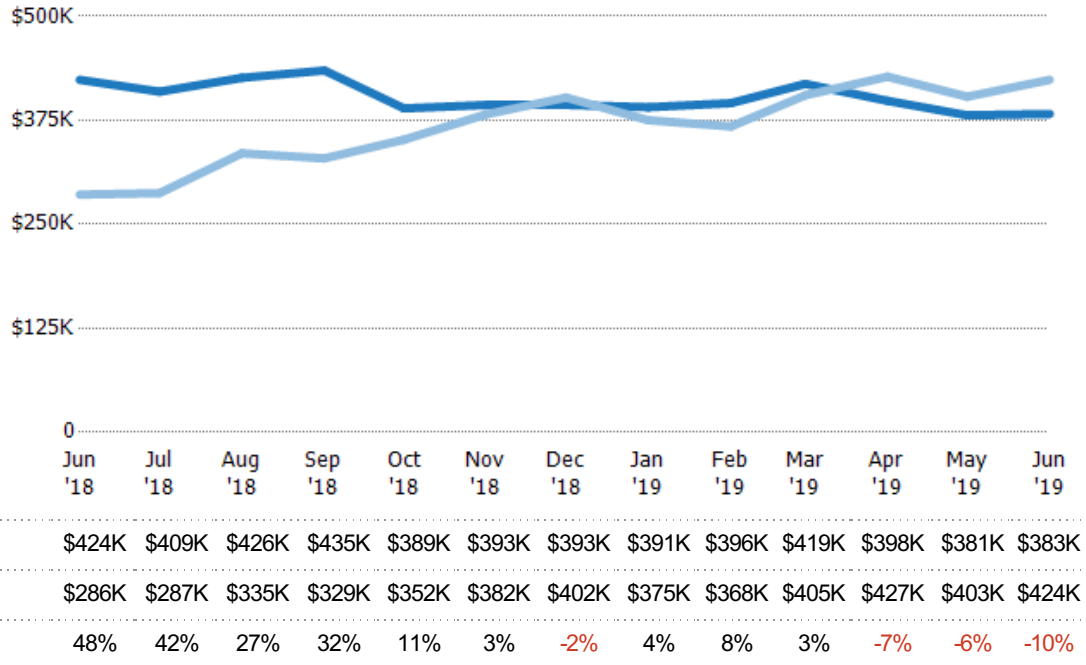
Average Listing Price

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.
Jun '19	\$383K	-9.7%
Jun '18	\$424K	48.3%
Jun '17	\$286K	-6%



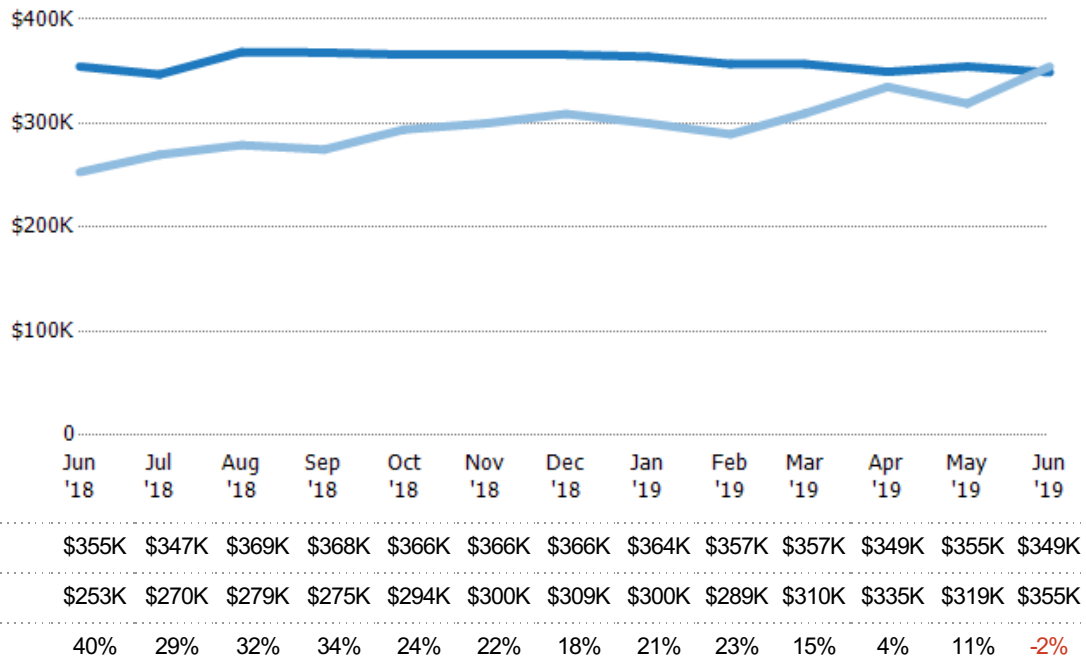
Median Listing Price

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.
Jun '19	\$349K	-1.6%
Jun '18	\$355K	40.1%
Jun '17	\$253K	-11.5%

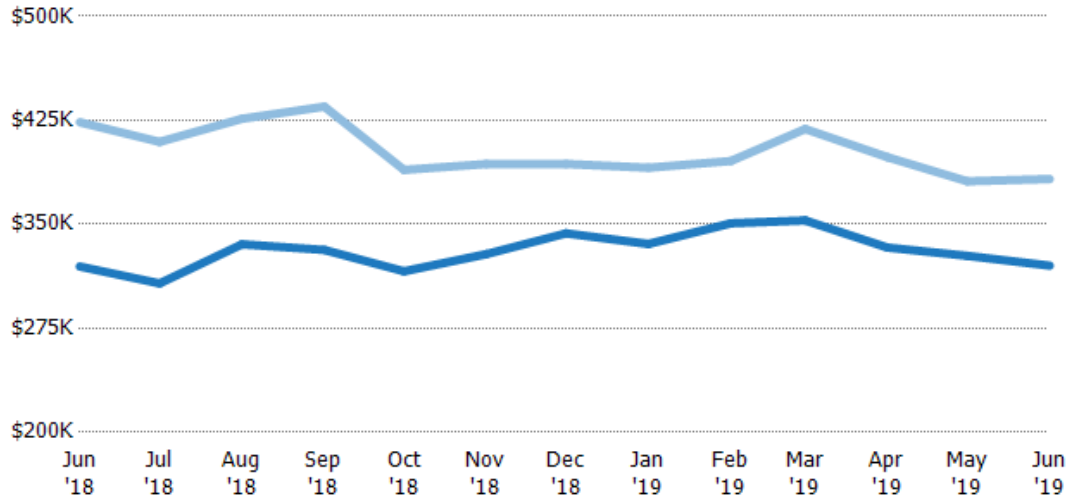


Average Listing Price vs Average Est Value

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



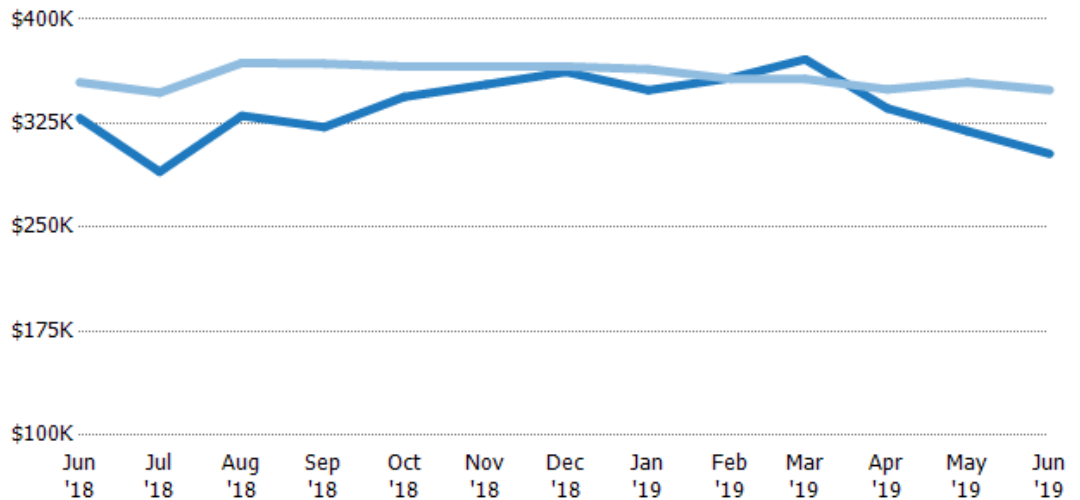
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$320K	\$307K	\$336K	\$332K	\$316K	\$328K	\$343K	\$336K	\$351K	\$353K	\$333K	\$327K	\$320K
Avg Listing Price	\$424K	\$409K	\$426K	\$435K	\$389K	\$393K	\$393K	\$391K	\$396K	\$419K	\$398K	\$381K	\$383K
Avg Listing Price as a % of Avg Est Value	133%	133%	127%	131%	123%	120%	115%	116%	113%	119%	120%	116%	119%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$329K	\$290K	\$330K	\$322K	\$344K	\$353K	\$362K	\$349K	\$358K	\$371K	\$336K	\$319K	\$303K
Median Listing Price	\$355K	\$347K	\$369K	\$368K	\$366K	\$366K	\$366K	\$364K	\$357K	\$357K	\$349K	\$355K	\$349K
Med Listing Price as a % of Med Est Value	108%	120%	112%	114%	106%	104%	101%	104%	100%	96%	104%	111%	115%

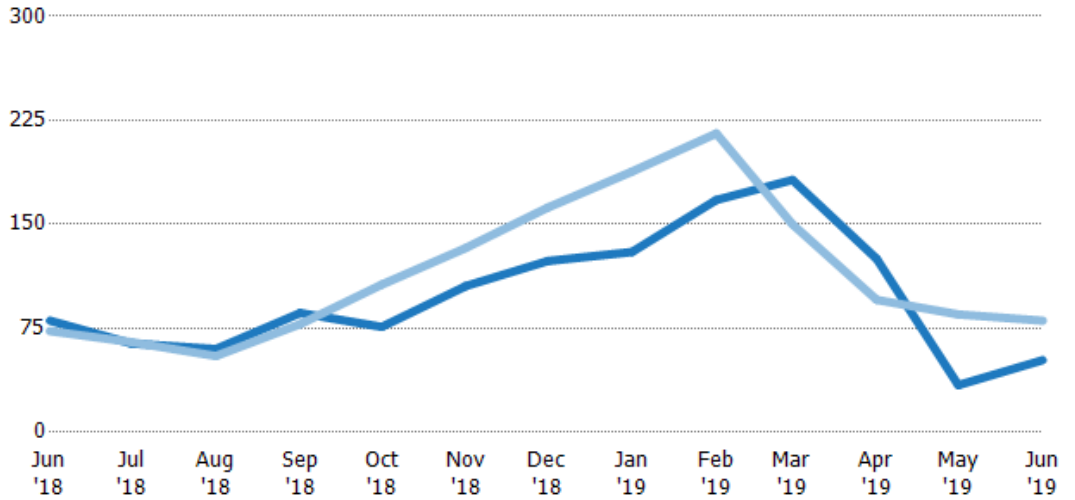
Median Days in RPR

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.
Jun '19	52	-35.4%
Jun '18	80.5	10.3%
Jun '17	73	23.3%



Current Year	80.5	64	60	86	76	106	124	130	168	182	125	34	52
Prior Year	73	65	55	78	107	133	162	188	216	150	95.5	85	80.5
Percent Change from Prior Year	10%	-2%	9%	10%	-29%	-21%	-24%	-31%	-22%	21%	31%	-60%	-35%

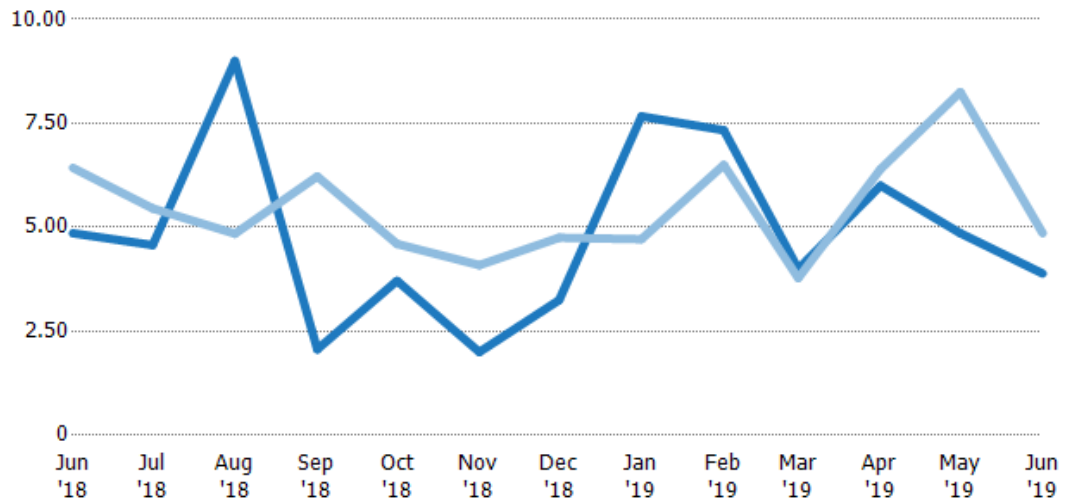
Months of Inventory

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.
Jun '19	3.89	-19.9%
Jun '18	4.86	-24.4%
Jun '17	6.43	-27.9%



Current Year	4.86	4.57	9	2.07	3.71	2	3.25	7.67	7.33	4	6	4.86	3.89
Prior Year	6.43	5.45	4.85	6.22	4.6	4.09	4.75	4.71	6.5	3.78	6.4	8.25	4.86
Percent Change from Prior Year	-24%	-16%	86%	-67%	-19%	-51%	-32%	63%	13%	6%	-6%	-41%	-20%

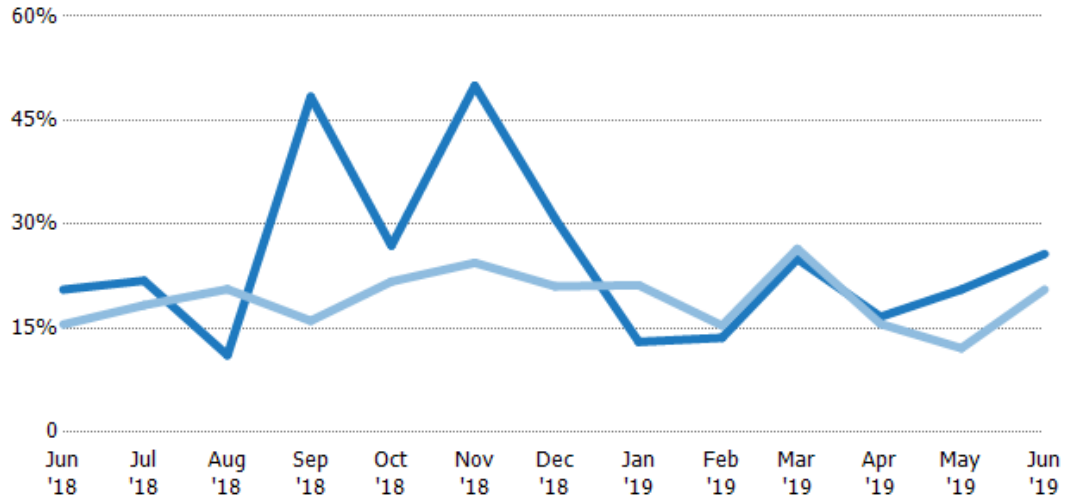
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '19	26%	-5.1%
Jun '18	21%	-5%
Jun '17	16%	38.6%



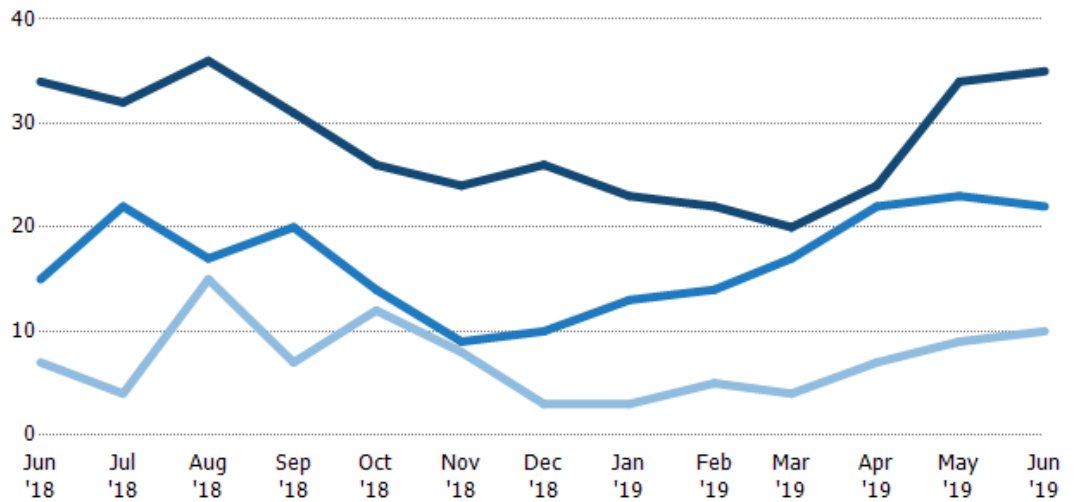
Current Year	21%	22%	11%	48%	27%	50%	31%	13%	14%	25%	17%	21%	26%
Prior Year	16%	18%	21%	16%	22%	24%	21%	21%	15%	26%	16%	12%	21%
Change from Prior Year	-5%	-4%	10%	-32%	-5%	-26%	-10%	8%	2%	1%	-1%	-8%	-5%

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	34	32	36	31	26	24	26	23	22	20	24	34	35
Pending	15	22	17	20	14	9	10	13	14	17	22	23	22
Sold	7	4	15	7	12	8	3	3	5	4	7	9	10

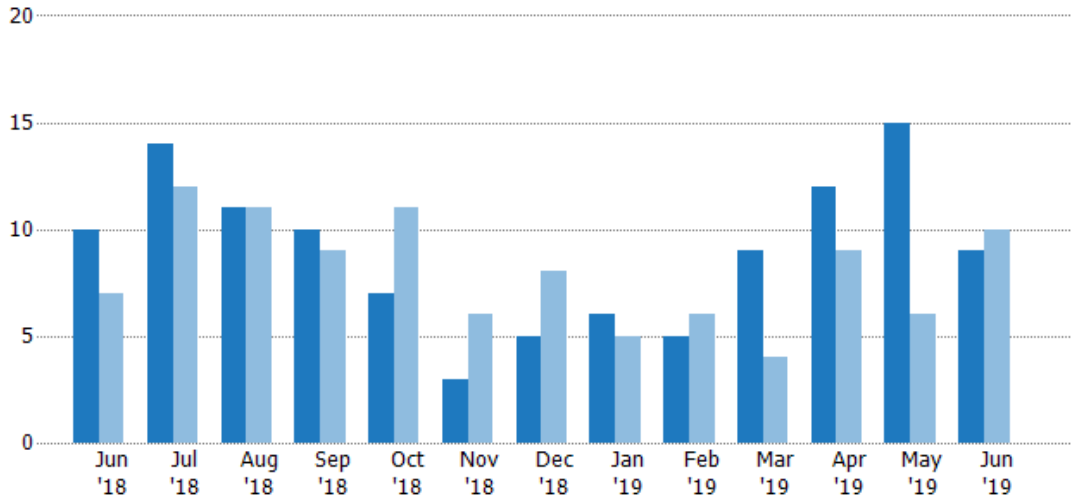
New Pending Sales

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.
Jun '19	9	-10%
Jun '18	10	42.9%
Jun '17	7	142.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	10	14	11	10	7	3	5	6	5	9	12	15	9
Prior Year	7	12	11	9	11	6	8	5	6	4	9	6	10
Percent Change from Prior Year	43%	17%	0%	11%	-36%	-50%	-38%	20%	-17%	125%	33%	150%	-10%

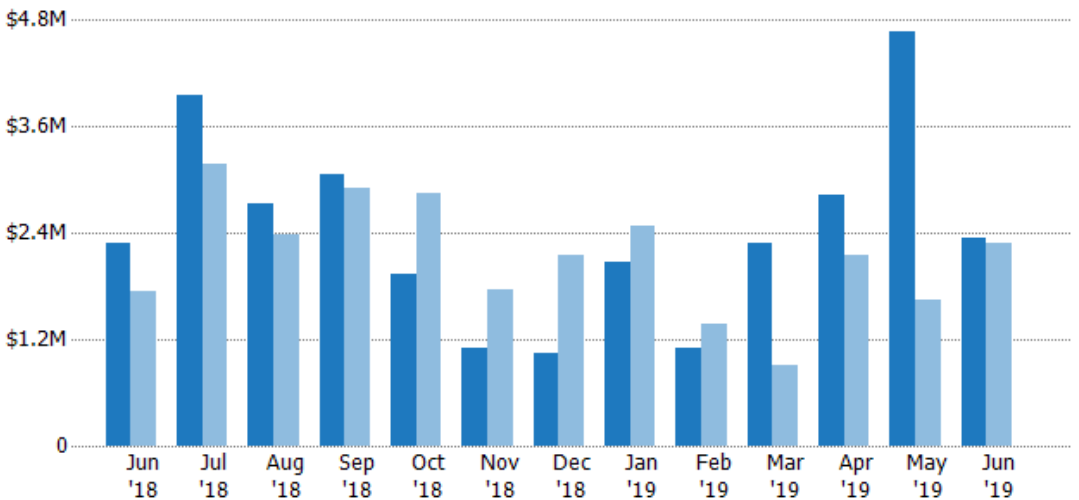
New Pending Sales Volume

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.
Jun '19	\$2.35M	3.2%
Jun '18	\$2.28M	30.9%
Jun '17	\$1.74M	116%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$2.28M	\$3.95M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.67M	\$2.35M
Prior Year	\$1.74M	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K	\$2.15M	\$1.64M	\$2.28M
Percent Change from Prior Year	31%	24%	14%	5%	-32%	-37%	-51%	-17%	-19%	149%	31%	184%	3%

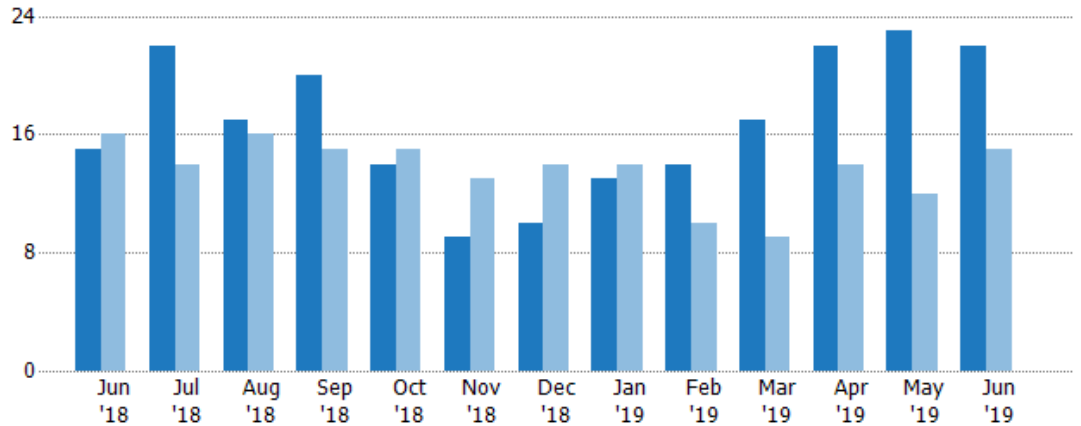
Pending Sales

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.
Jun '19	22	46.7%
Jun '18	15	-6.3%
Jun '17	16	62.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	15	22	17	20	14	9	10	13	14	17	22	23	22
Prior Year	16	14	16	15	15	13	14	14	10	9	14	12	15
Percent Change from Prior Year	-6%	57%	6%	33%	-7%	-31%	-29%	-7%	40%	89%	57%	92%	47%

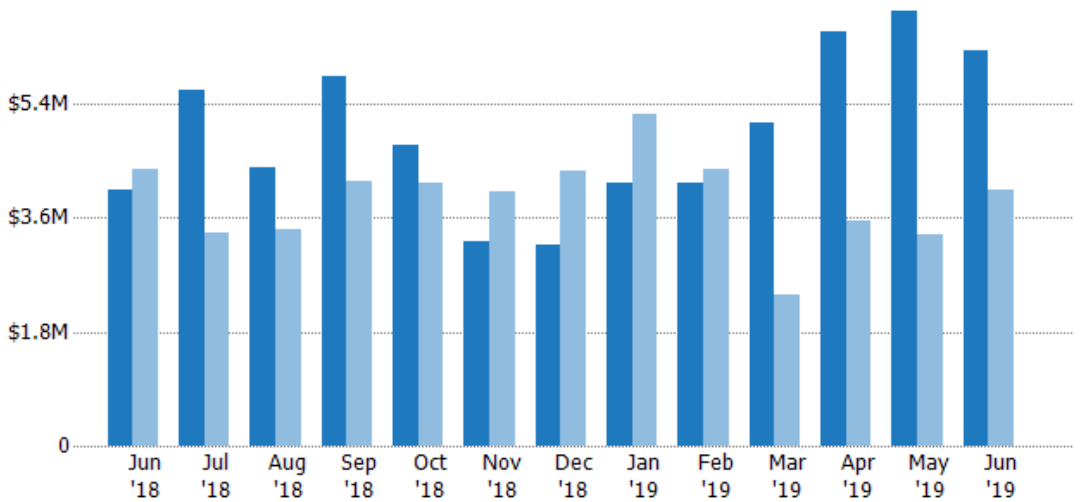
Pending Sales Volume

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.
Jun '19	\$6.23M	53.8%
Jun '18	\$4.05M	-7.5%
Jun '17	\$4.38M	39.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$4.05M	\$5.62M	\$4.4M	\$5.84M	\$4.74M	\$3.24M	\$3.16M	\$4.14M	\$4.14M	\$5.09M	\$6.54M	\$6.86M	\$6.23M
Prior Year	\$4.38M	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M	\$3.54M	\$3.34M	\$4.05M
Percent Change from Prior Year	-7%	67%	29%	40%	14%	-19%	-27%	-21%	-5%	114%	85%	105%	54%

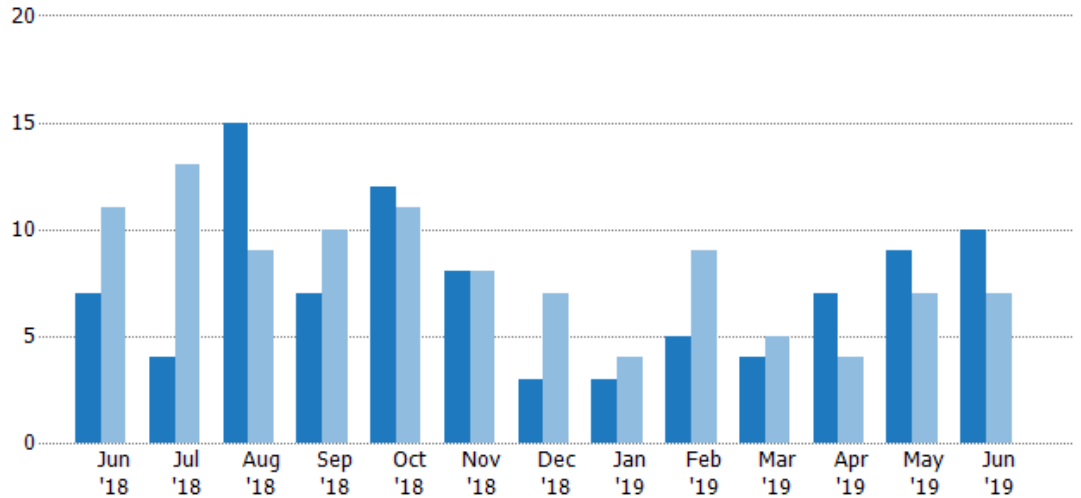
Closed Sales

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.
Jun '19	10	42.9%
Jun '18	7	-36.4%
Jun '17	11	-18.2%



Current Year	7	4	15	7	12	8	3	3	5	4	7	9	10
Prior Year	11	13	9	10	11	8	7	4	9	5	4	7	7
Percent Change from Prior Year	-36%	-69%	67%	-30%	9%	0%	-57%	-25%	-44%	-20%	75%	29%	43%

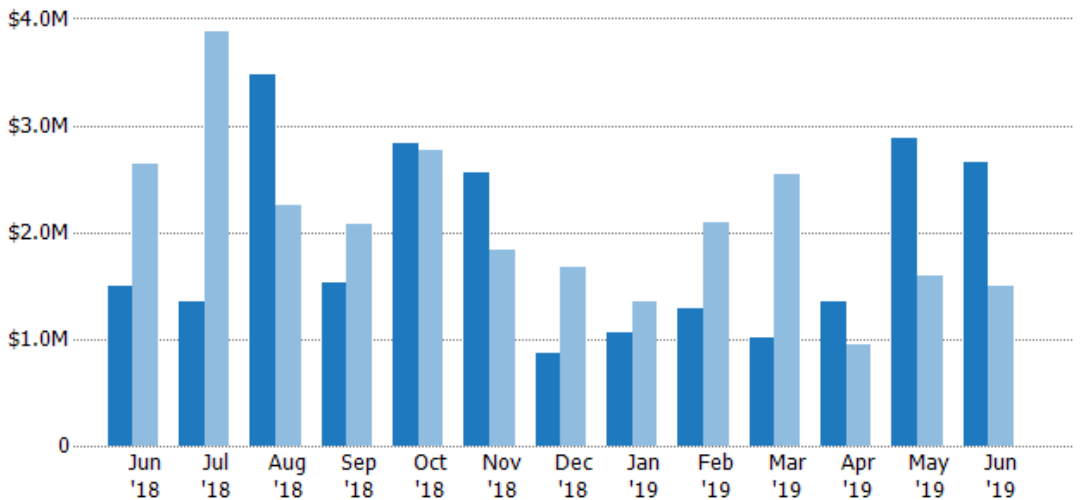
Closed Sales Volume

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.
Jun '19	\$2.66M	77.4%
Jun '18	\$1.5M	-43.2%
Jun '17	\$2.64M	-10.8%



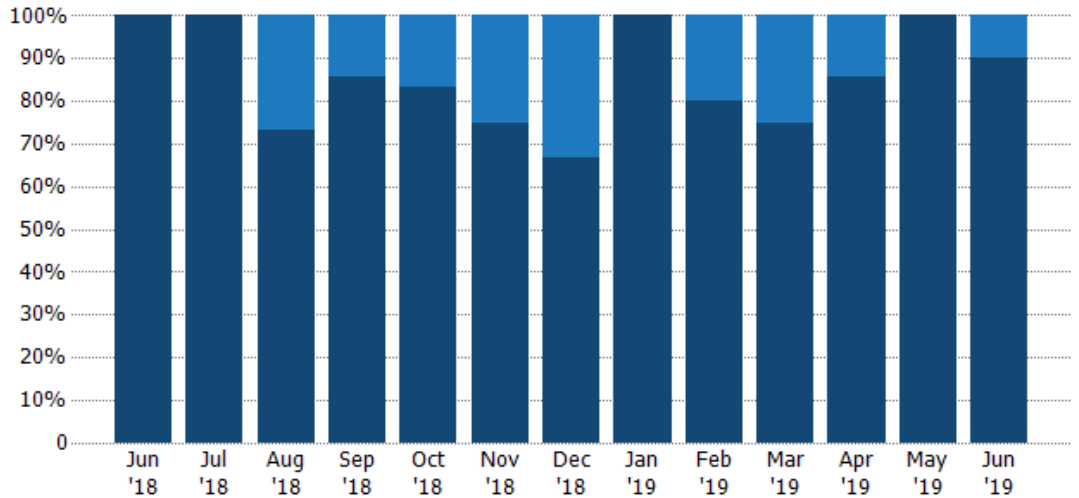
Current Year	\$1.5M	\$1.35M	\$3.47M	\$1.52M	\$2.83M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M
Prior Year	\$2.64M	\$3.88M	\$2.25M	\$2.08M	\$2.77M	\$1.84M	\$1.68M	\$1.35M	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.5M
Percent Change from Prior Year	-43%	-65%	55%	-27%	2%	39%	-49%	-22%	-38%	-61%	43%	81%	77%

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



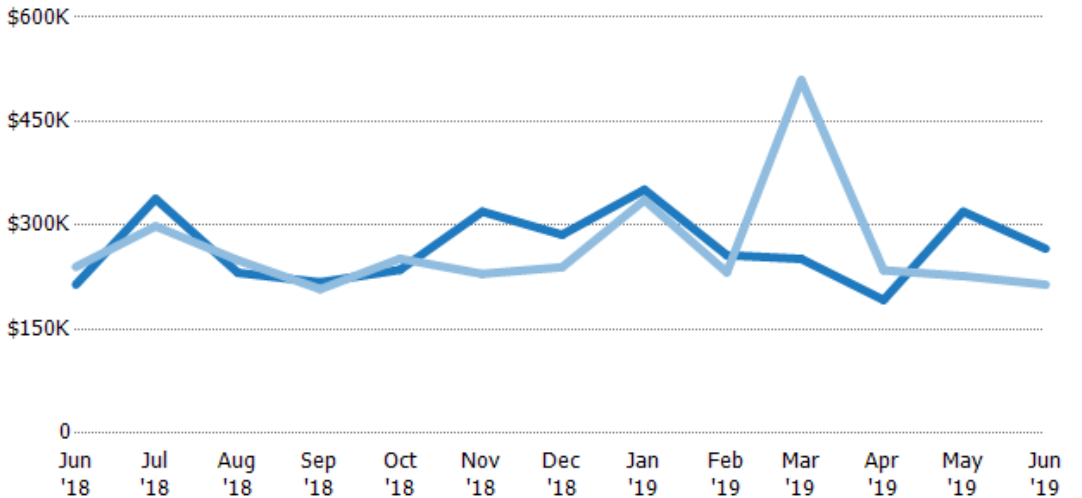
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	-	-	27%	14%	17%	25%	33%	-	20%	25%	14%	-	10%
Single Family Residence	100%	100%	73%	86%	83%	75%	67%	100%	80%	75%	86%	100%	90%

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.
Jun '19	\$266K	24.2%
Jun '18	\$214K	-10.7%
Jun '17	\$240K	9.1%

Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$214K	\$338K	\$231K	\$218K	\$236K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K
Prior Year	\$240K	\$299K	\$250K	\$208K	\$252K	\$230K	\$240K	\$336K	\$232K	\$510K	\$235K	\$227K	\$214K
Percent Change from Prior Year	-11%	13%	-7%	5%	-6%	39%	20%	4%	11%	-51%	-18%	41%	24%

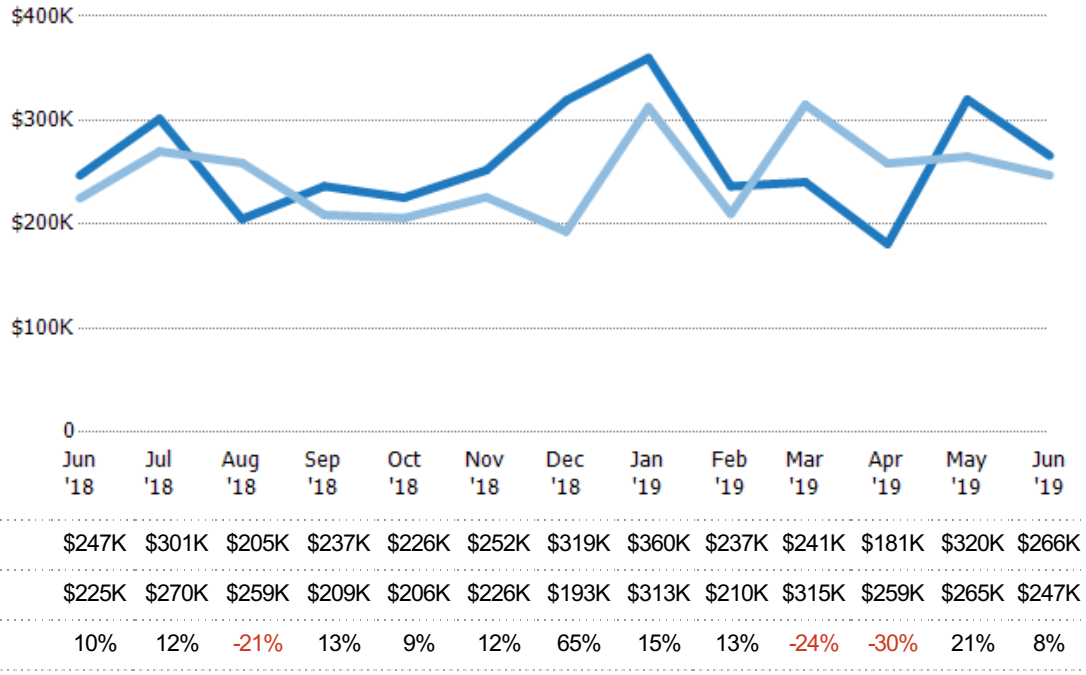
Median Sales Price

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.
Jun '19	\$266K	7.7%
Jun '18	\$247K	9.8%
Jun '17	\$225K	4.4%

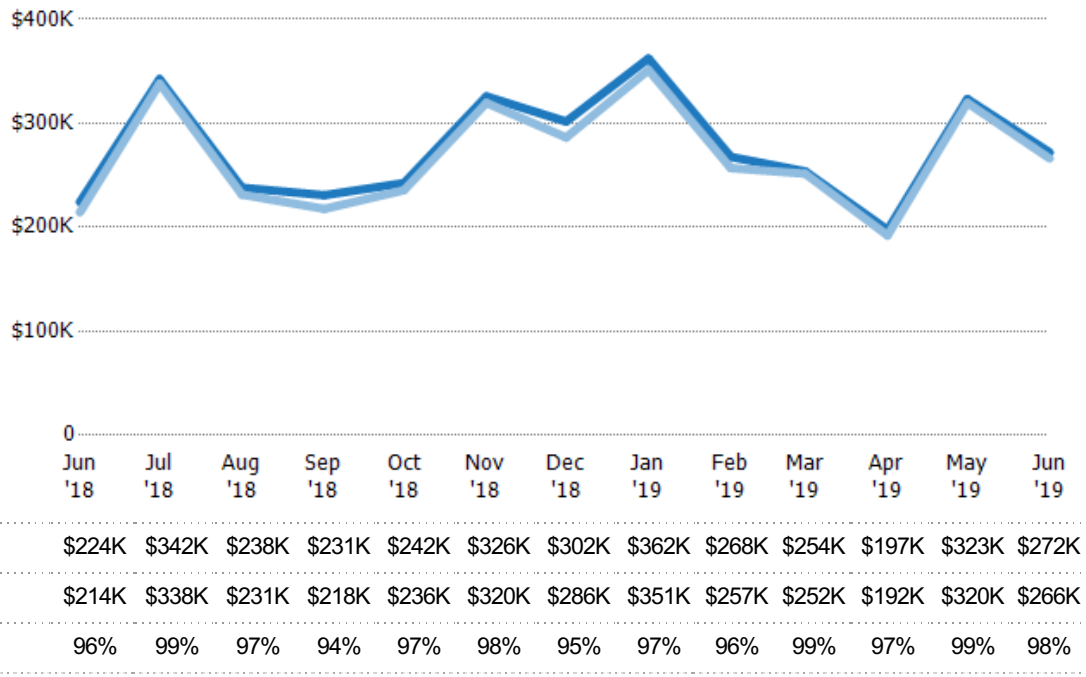


Average Sales Price vs Average Listing Price

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

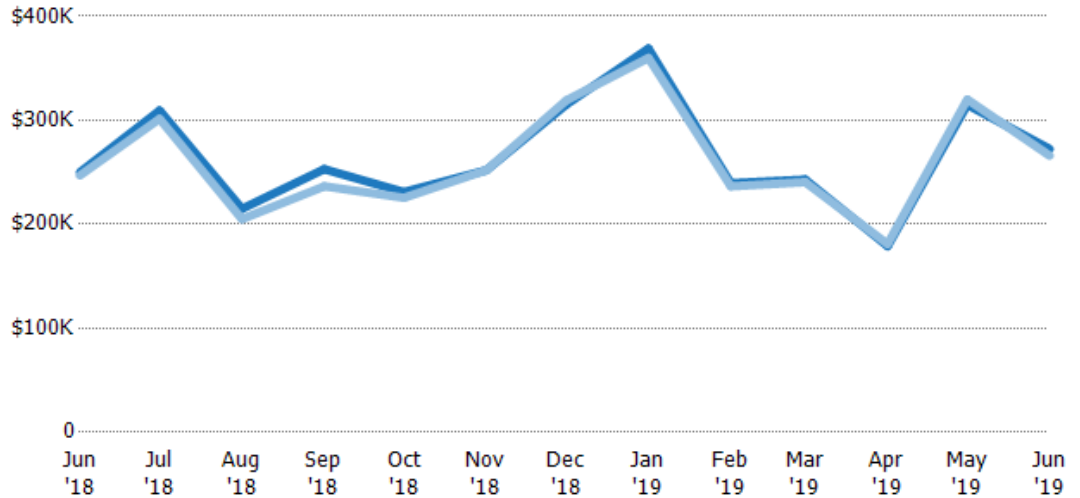


Median Sales Price vs Median Listing Price

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



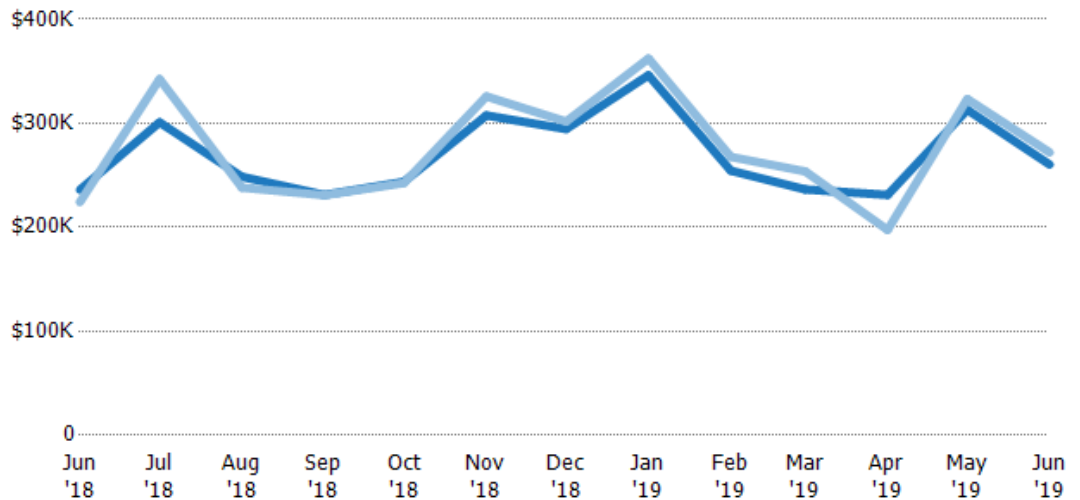
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$250K	\$309K	\$215K	\$253K	\$231K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K
Median Sales Price	\$247K	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K
Med Sales Price as a % of Med List Price	99%	97%	95%	93%	98%	100%	101%	98%	99%	99%	101%	102%	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: 7 Selected
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



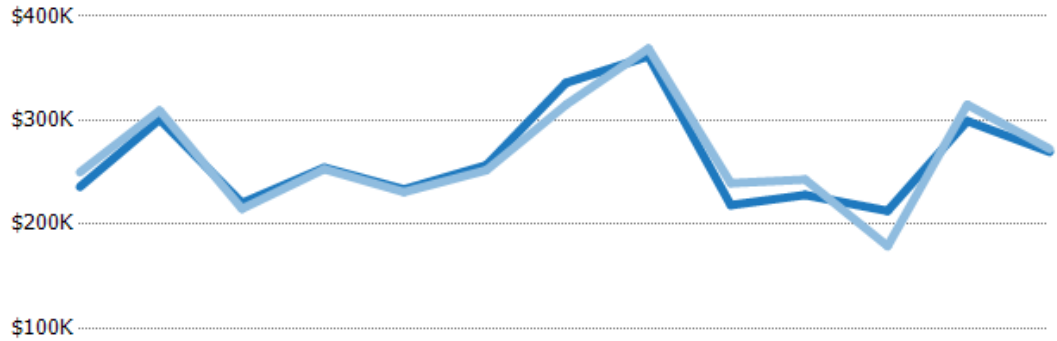
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$236K	\$301K	\$249K	\$231K	\$244K	\$308K	\$294K	\$346K	\$254K	\$236K	\$231K	\$313K	\$260K
Avg Sales Price	\$224K	\$342K	\$238K	\$231K	\$242K	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K	\$272K
Avg Sales Price as a % of Avg Est Value	95%	114%	96%	100%	99%	106%	102%	105%	105%	107%	85%	103%	104%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$236K	\$301K	\$220K	\$254K	\$234K	\$257K	\$336K	\$362K	\$218K	\$228K	\$213K	\$299K	\$270K
Median Sales Price	\$250K	\$309K	\$215K	\$253K	\$231K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K
Med Sales Price as a % of Med Est Value	106%	103%	97%	99%	99%	98%	94%	102%	110%	106%	84%	105%	101%