

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	41	57	-28.1%	167	201	-16.9%
New Listing Volume	\$17,567,050	\$26,832,900	-34.5%	\$76,110,925	\$85,287,698	-10.8%
Active Listing Count	225	269	-16.4%	N/A	N/A	
Active Listing Volume	\$129,145,324	\$139,239,398	-7.2%	N/A	N/A	
Average Listing Price	\$573,979	\$517,619	+10.9%	\$572,382	\$555,087	+3.1%
Median Listing Price	\$405,000	\$379,000	+6.9%	\$404,665	\$379,940	+6.5%
Median Days in RPR	177	136	+30.1%	228.57	195.64	+16.8%
Months of Inventory	7.8	20.7	-62.5%	14	16.9	-17.4%
Absorption Rate	12.89%	4.83%	+8.1%	7.16%	5.91%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	16	24	-33.3%	129	119	+8.4%
New Pending Sales Volume	\$6,351,500	\$8,517,695	-25.4%	\$46,803,199	\$45,697,344	+2.4%
Pending Sales Count	29	33	-12.1%	N/A	N/A	
Pending Sales Volume	\$9,478,500	\$11,808,600	-19.7%	N/A	N/A	
Closed Sales Count	19	31	-38.7%	101	100	+1%
Closed Sales Volume	\$7,535,250	\$10,447,000	-27.9%	\$35,584,739	\$36,588,603	-2.7%
Average Sales Price	\$396,592	\$337,000	+17.7%	\$352,324	\$365,886	-3.7%
Median Sales Price	\$325,000	\$315,000	+3.2%	\$296,894	\$296,390	+0.2%

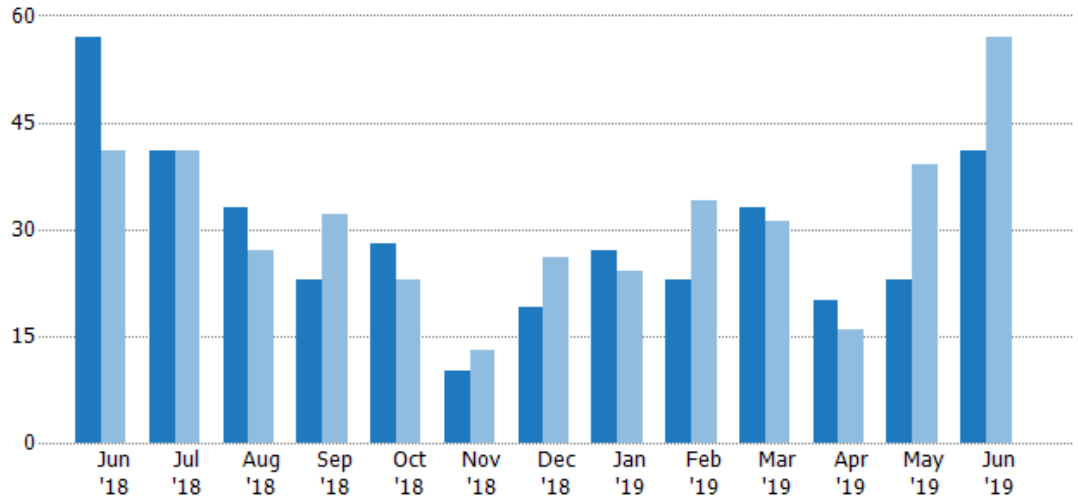
New Listings

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.
Jun '19	41	-28.1%
Jun '18	57	39%
Jun '17	41	0%



Current Year	57	41	33	23	28	10	19	27	23	33	20	23	41
Prior Year	41	41	27	32	23	13	26	24	34	31	16	39	57
Percent Change from Prior Year	39%	0%	22%	-28%	22%	-23%	-27%	13%	-32%	6%	25%	-41%	-28%

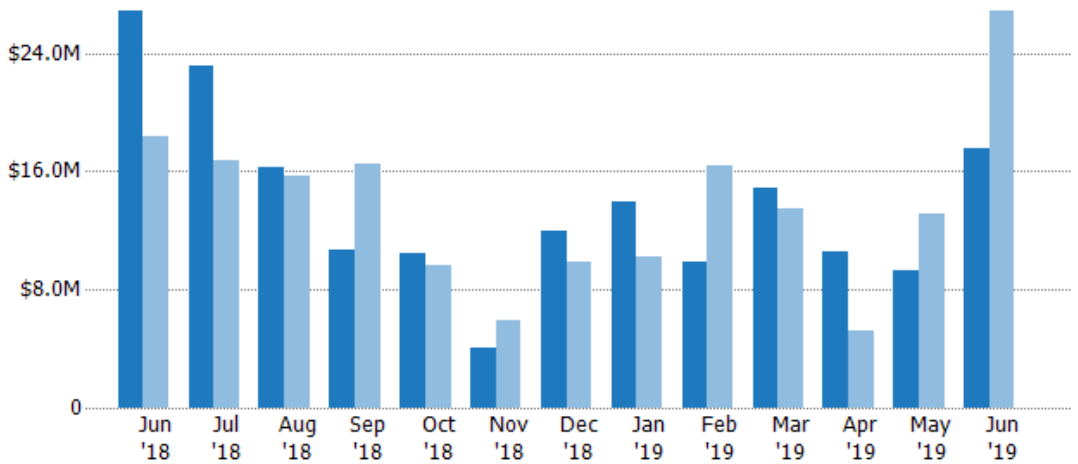
New Listing Volume

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.
Jun '19	\$17.6M	-34.5%
Jun '18	\$26.8M	46.5%
Jun '17	\$18.3M	-8.9%



Current Year	\$26.8M	\$23.1M	\$16.3M	\$10.7M	\$10.4M	\$4M	\$12M	\$13.9M	\$9.88M	\$14.9M	\$10.6M	\$9.27M	\$17.6M
Prior Year	\$18.3M	\$16.7M	\$15.7M	\$16.5M	\$9.59M	\$5.86M	\$9.92M	\$10.2M	\$16.4M	\$13.4M	\$5.23M	\$13.1M	\$26.8M
Percent Change from Prior Year	47%	39%	4%	-35%	9%	-32%	21%	36%	-40%	11%	103%	-29%	-35%

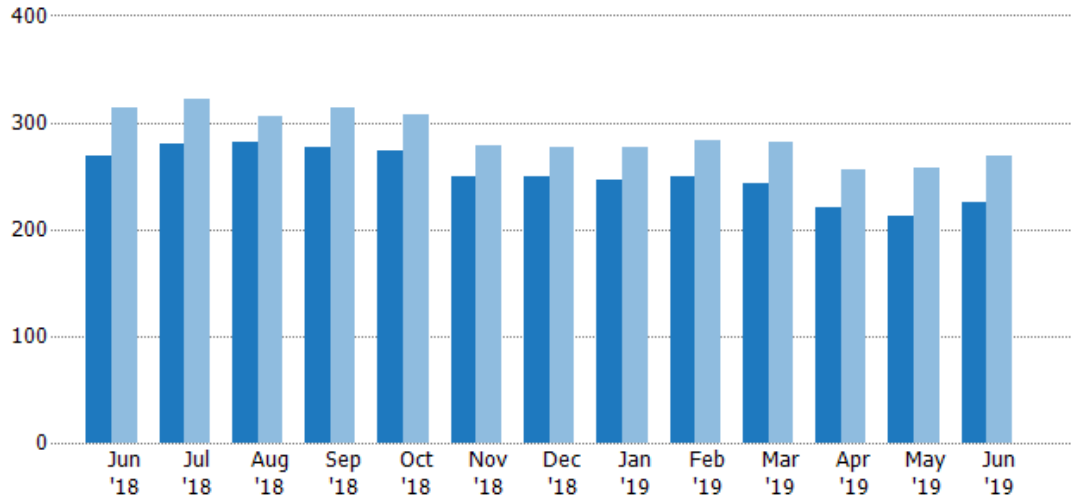
Active Listings

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.
Jun '19	225	-16.4%
Jun '18	269	-14.1%
Jun '17	313	5.4%



Current Year	269	280	281	277	274	250	250	246	250	243	220	213	225
Prior Year	313	322	305	313	308	278	276	277	283	282	256	257	269
Percent Change from Prior Year	-14%	-13%	-8%	-12%	-11%	-10%	-9%	-11%	-12%	-14%	-14%	-17%	-16%

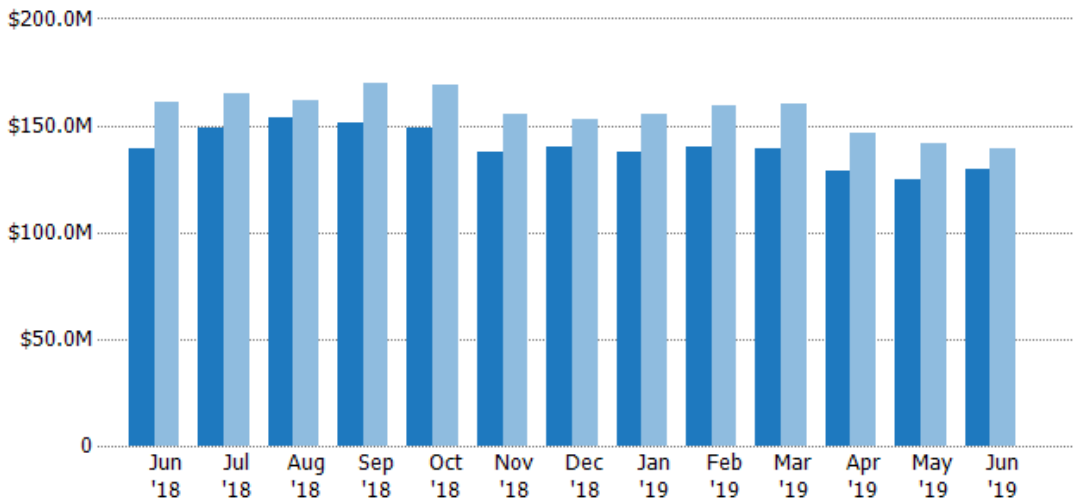
Active Listing Volume

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.
Jun '19	\$129M	-7.2%
Jun '18	\$139M	-13.3%
Jun '17	\$161M	-1.2%



Current Year	\$139M	\$149M	\$153M	\$151M	\$148M	\$137M	\$140M	\$138M	\$140M	\$139M	\$129M	\$125M	\$129M
Prior Year	\$161M	\$165M	\$162M	\$170M	\$169M	\$156M	\$153M	\$155M	\$159M	\$160M	\$147M	\$141M	\$139M
Percent Change from Prior Year	-13%	-10%	-5%	-11%	-12%	-12%	-9%	-11%	-12%	-13%	-12%	-12%	-7%

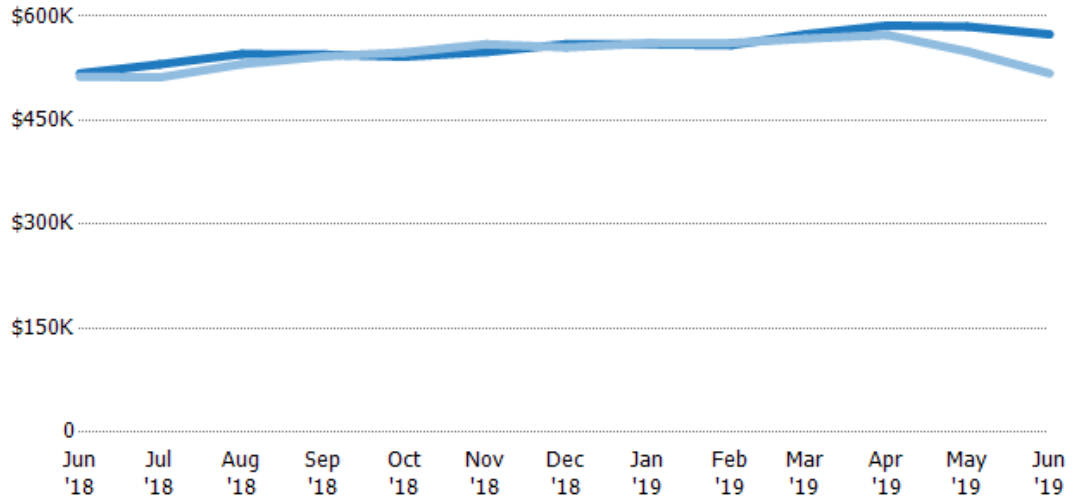
Average Listing Price

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.
Jun '19	\$574K	10.9%
Jun '18	\$518K	0.9%
Jun '17	\$513K	-6.2%



Current Year	\$518K	\$531K	\$546K	\$545K	\$542K	\$549K	\$560K	\$560K	\$558K	\$574K	\$587K	\$585K	\$574K
Prior Year	\$513K	\$512K	\$531K	\$542K	\$548K	\$560K	\$555K	\$561K	\$561K	\$568K	\$573K	\$549K	\$518K
Percent Change from Prior Year	1%	4%	3%	0%	-1%	-2%	1%	0%	-1%	1%	2%	7%	11%

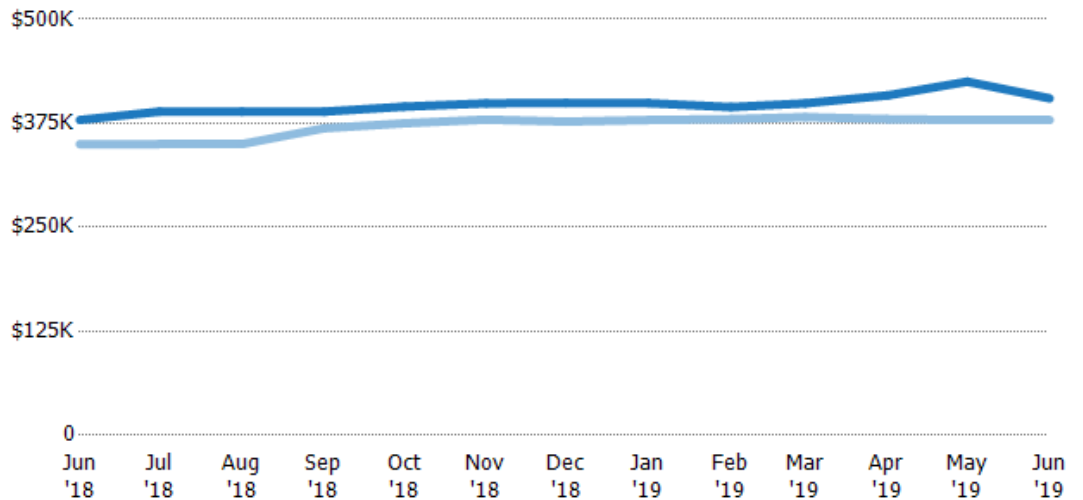
Median Listing Price

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.
Jun '19	\$405K	6.9%
Jun '18	\$379K	8.3%
Jun '17	\$350K	-0.5%



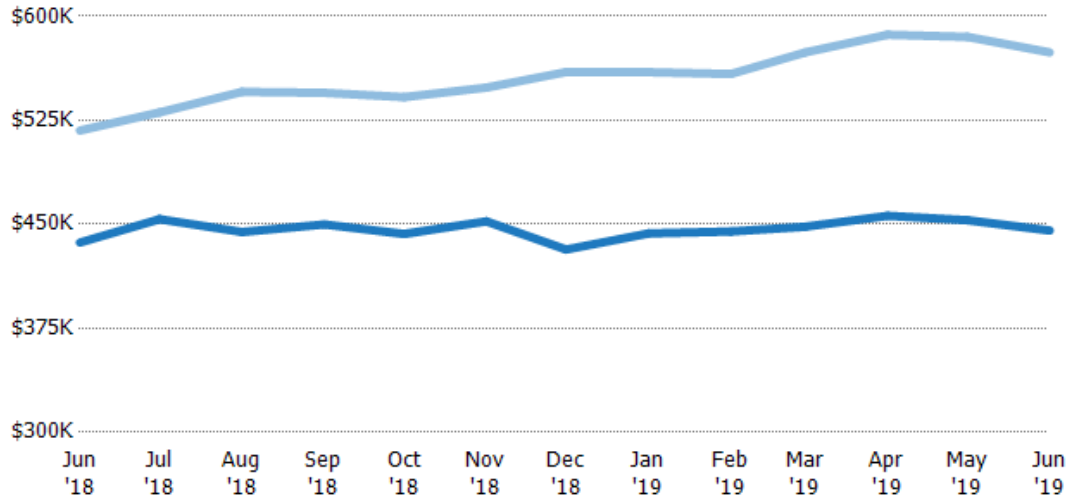
Current Year	\$379K	\$389K	\$389K	\$389K	\$395K	\$399K	\$400K	\$399K	\$395K	\$399K	\$409K	\$425K	\$405K
Prior Year	\$350K	\$350K	\$350K	\$369K	\$375K	\$380K	\$377K	\$379K	\$380K	\$383K	\$380K	\$379K	\$379K
Percent Change from Prior Year	8%	11%	11%	5%	5%	5%	6%	5%	4%	4%	8%	12%	7%

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



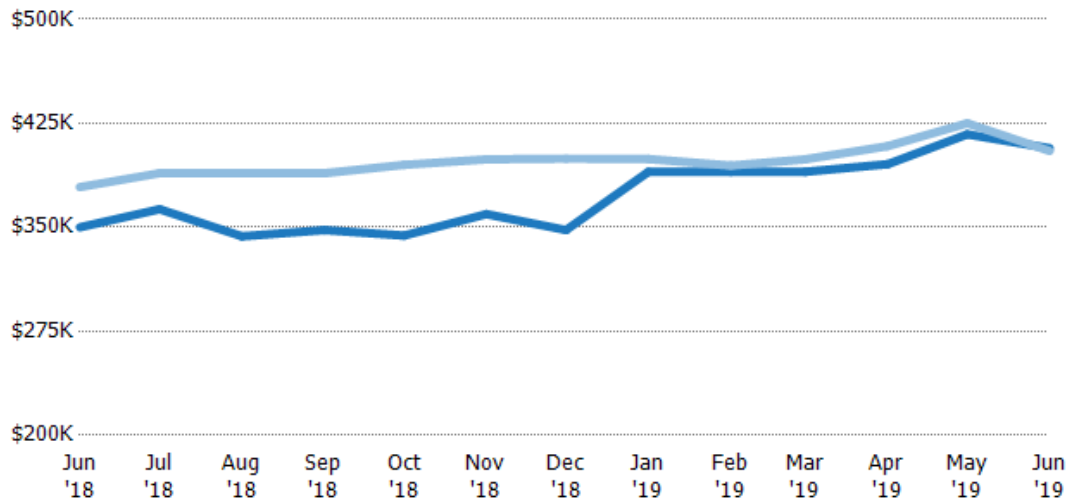
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$437K	\$454K	\$444K	\$450K	\$443K	\$452K	\$432K	\$443K	\$445K	\$448K	\$456K	\$453K	\$446K
Avg Listing Price	\$518K	\$531K	\$546K	\$545K	\$542K	\$549K	\$560K	\$560K	\$558K	\$574K	\$587K	\$585K	\$574K
Avg Listing Price as a % of Avg Est Value	118%	117%	123%	121%	122%	121%	130%	126%	126%	128%	129%	129%	129%

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



	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	\$350K	\$363K	\$344K	\$348K	\$344K	\$360K	\$348K	\$390K	\$390K	\$390K	\$396K	\$417K	\$407K
Median Listing Price	\$379K	\$389K	\$389K	\$389K	\$395K	\$399K	\$400K	\$399K	\$395K	\$399K	\$409K	\$425K	\$405K
Med Listing Price as a % of Med Est Value	108%	107%	113%	112%	115%	111%	115%	102%	101%	102%	103%	102%	100%

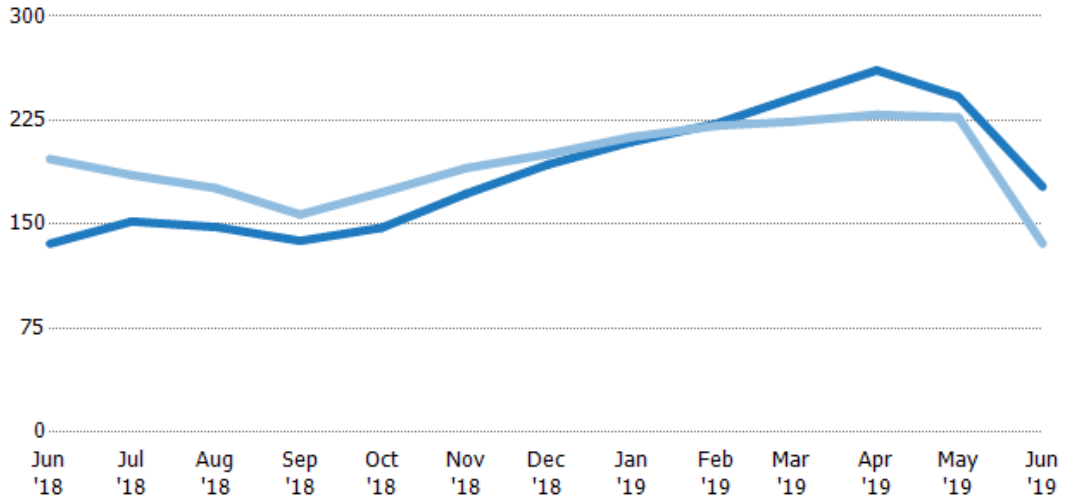
Median Days in RPR

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.
Jun '19	177	30.1%
Jun '18	136	-31%
Jun '17	197	-7.1%



	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	136	152	148	138	148	172	193	210	223	241	261	242	177
Prior Year	197	186	176	157	173	191	201	213	221	224	229	227	136
Percent Change from Prior Year	-31%	-18%	-16%	-12%	-15%	-10%	-4%	-2%	1%	8%	14%	7%	30%

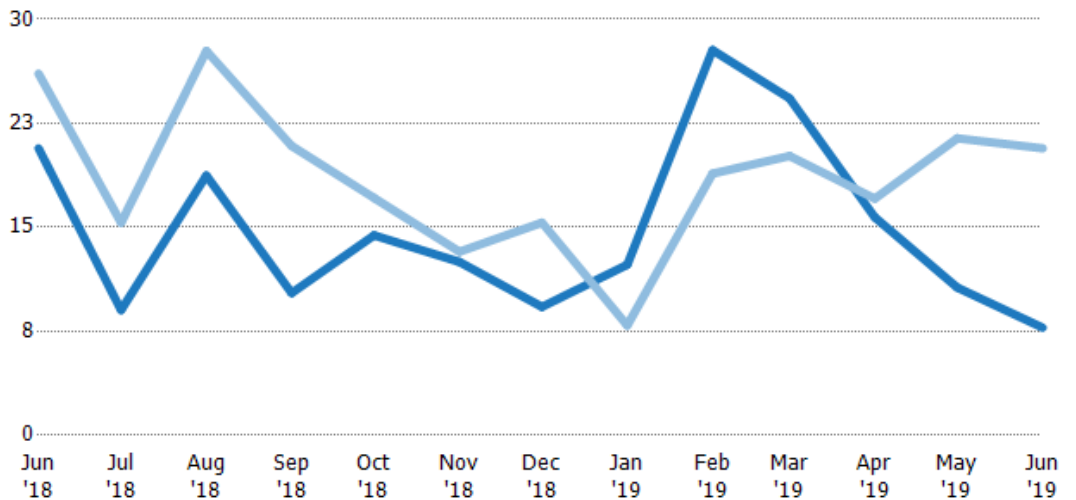
Months of Inventory

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.
Jun '19	7.76	-62.5%
Jun '18	20.7	-20.7%
Jun '17	26.1	-25.6%



	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	20.7	9.03	18.7	10.3	14.4	12.5	9.26	12.3	27.8	24.3	15.7	10.7	7.76
Prior Year	26.1	15.3	27.7	20.9	17.1	13.2	15.3	7.91	18.9	20.1	17.1	21.4	20.7
Percent Change from Prior Year	-21%	-41%	-32%	-51%	-16%	-6%	-40%	55%	47%	21%	-8%	-50%	-63%

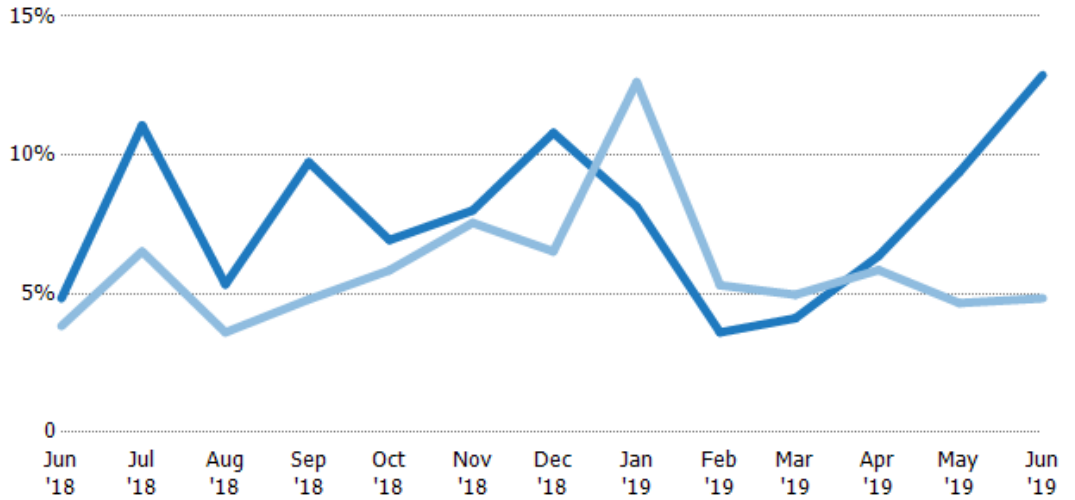
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '19	13%	-8.1%
Jun '18	5%	-1%
Jun '17	4%	34.5%



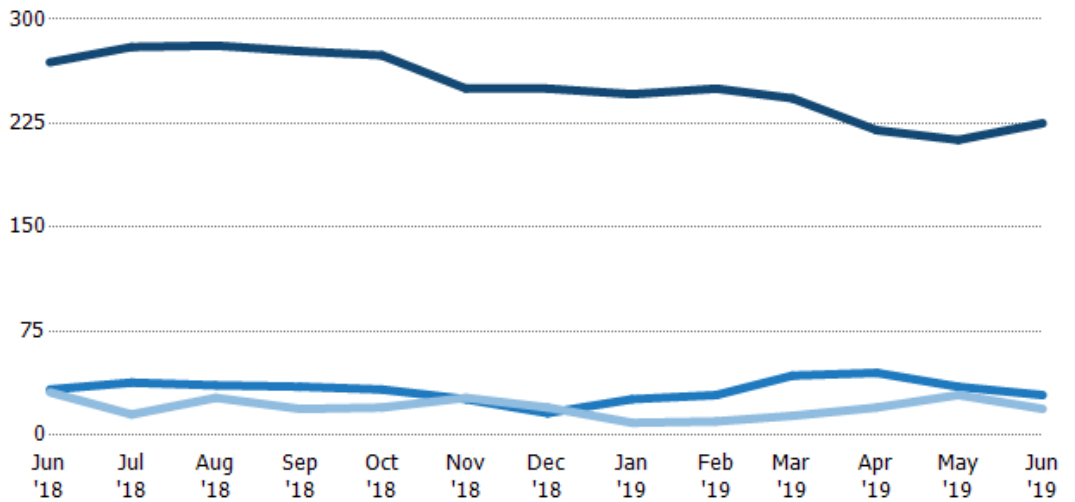
Current Year	5%	11%	5%	10%	7%	8%	11%	8%	4%	4%	6%	9%	13%
Prior Year	4%	7%	4%	5%	6%	8%	7%	13%	5%	5%	6%	5%	5%
Change from Prior Year	-1%	-5%	-2%	-5%	-1%	0%	-4%	5%	2%	1%	-1%	-5%	-8%

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	269	280	281	277	274	250	250	246	250	243	220	213	225
Pending	33	38	36	35	33	26	16	26	29	43	45	35	29
Sold	31	15	27	19	20	27	20	9	10	14	20	29	19

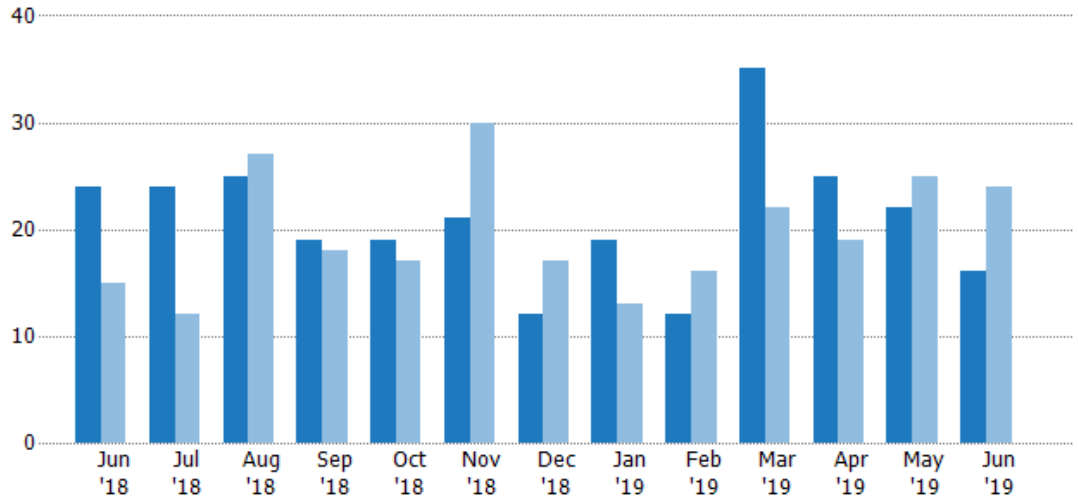
New Pending Sales

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.
Jun '19	16	-33.3%
Jun '18	24	60%
Jun '17	15	40%



	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	24	24	25	19	19	21	12	19	12	35	25	22	16
Prior Year	15	12	27	18	17	30	17	13	16	22	19	25	24
Percent Change from Prior Year	60%	100%	-7%	6%	12%	-30%	-29%	46%	-25%	59%	32%	-12%	-33%

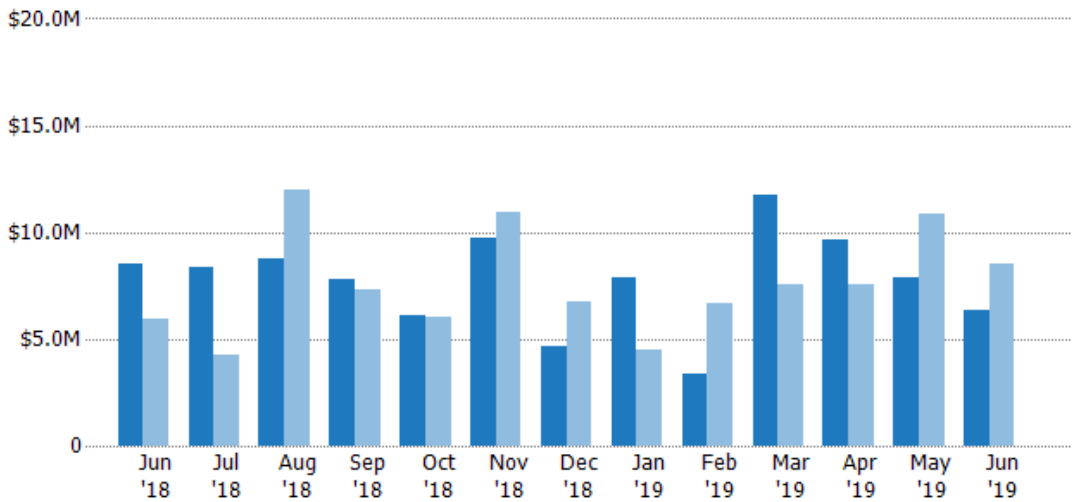
New Pending Sales Volume

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.
Jun '19	\$6.35M	-25.4%
Jun '18	\$8.52M	43.3%
Jun '17	\$5.94M	93.6%



	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	\$8.52M	\$8.39M	\$8.77M	\$7.79M	\$6.11M	\$9.74M	\$4.68M	\$7.91M	\$3.36M	\$11.7M	\$9.62M	\$7.85M	\$6.35M
Prior Year	\$5.94M	\$4.28M	\$11.9M	\$7.3M	\$6.06M	\$10.9M	\$6.72M	\$4.5M	\$6.64M	\$7.59M	\$7.58M	\$10.9M	\$8.52M
Percent Change from Prior Year	43%	96%	-27%	7%	1%	-11%	-30%	76%	-49%	54%	27%	-28%	-25%

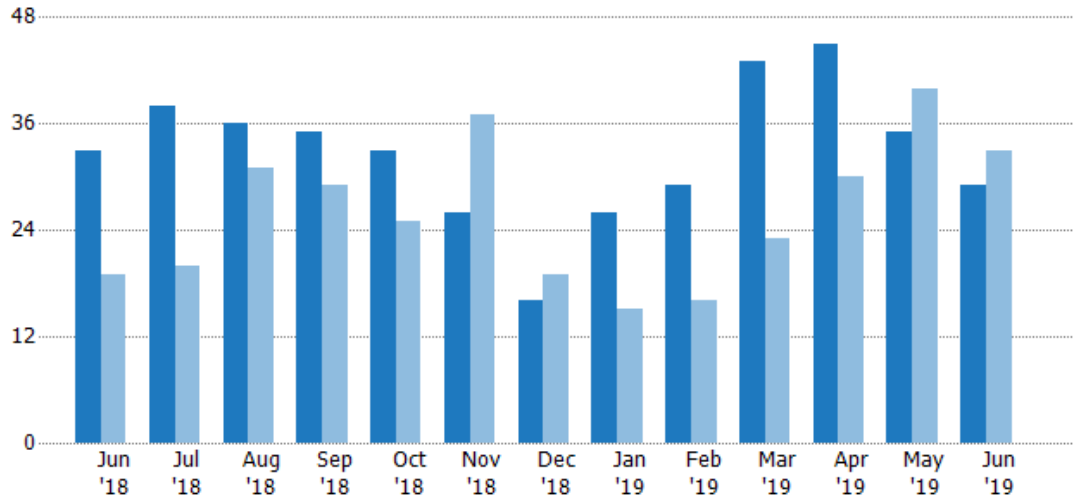
Pending Sales

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.
Jun '19	29	-12.1%
Jun '18	33	73.7%
Jun '17	19	63.2%



	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	33	38	36	35	33	26	16	26	29	43	45	35	29
Prior Year	19	20	31	29	25	37	19	15	16	23	30	40	33
Percent Change from Prior Year	74%	90%	16%	21%	32%	-30%	-16%	73%	81%	87%	50%	-13%	-12%

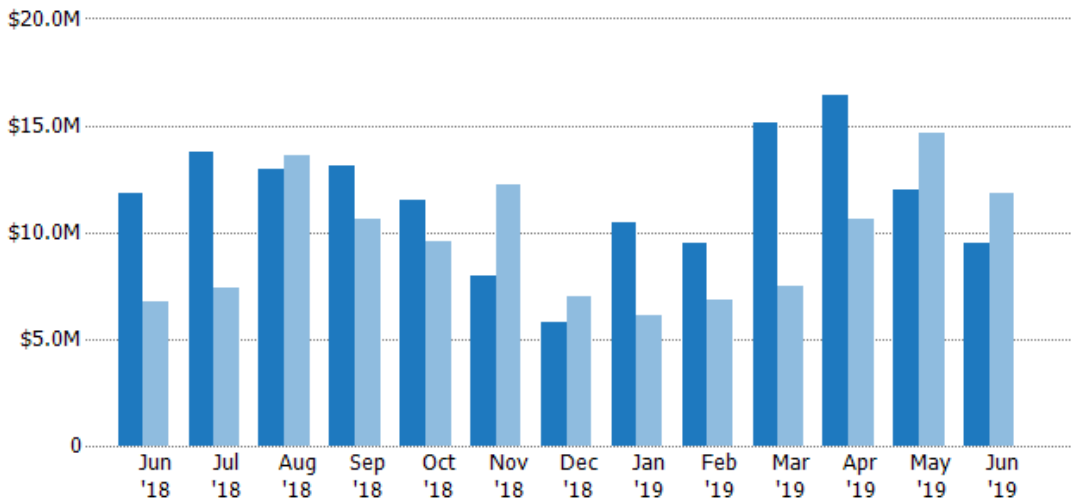
Pending Sales Volume

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.
Jun '19	\$9.48M	-19.7%
Jun '18	\$11.8M	75.8%
Jun '17	\$6.72M	111.7%



	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	\$11.8M	\$13.7M	\$13M	\$13.1M	\$11.5M	\$7.98M	\$5.82M	\$10.4M	\$9.52M	\$15.1M	\$16.4M	\$12M	\$9.48M
Prior Year	\$6.72M	\$7.38M	\$13.6M	\$10.6M	\$9.56M	\$12.2M	\$6.97M	\$6.08M	\$6.83M	\$7.5M	\$10.6M	\$14.7M	\$11.8M
Percent Change from Prior Year	76%	86%	-5%	23%	20%	-35%	-17%	72%	39%	101%	54%	-18%	-20%

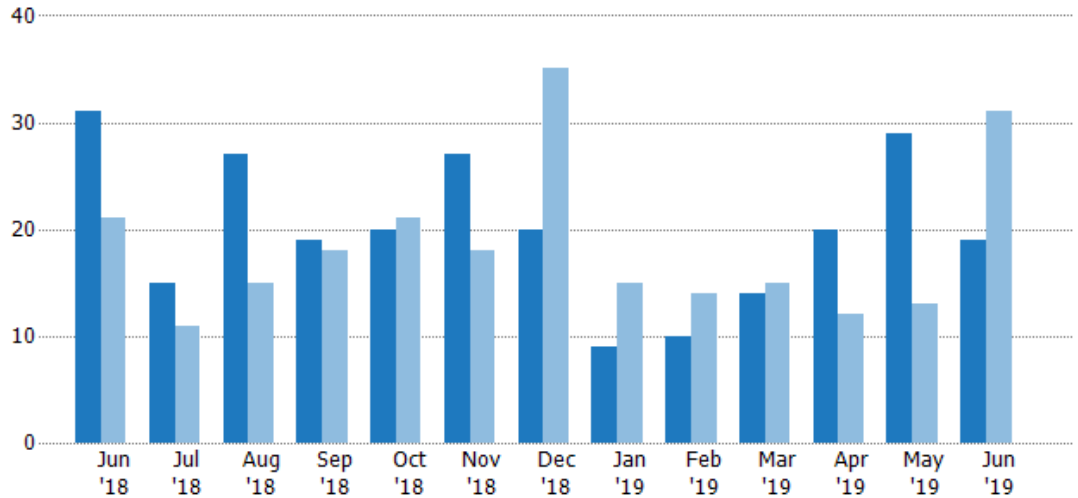
Closed Sales

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.
Jun '19	19	-38.7%
Jun '18	31	47.6%
Jun '17	21	-33.3%



Current Year	31	15	27	19	20	27	20	9	10	14	20	29	19
Prior Year	21	11	15	18	21	18	35	15	14	15	12	13	31
Percent Change from Prior Year	48%	36%	80%	6%	-5%	50%	-43%	-40%	-29%	-7%	67%	123%	-39%

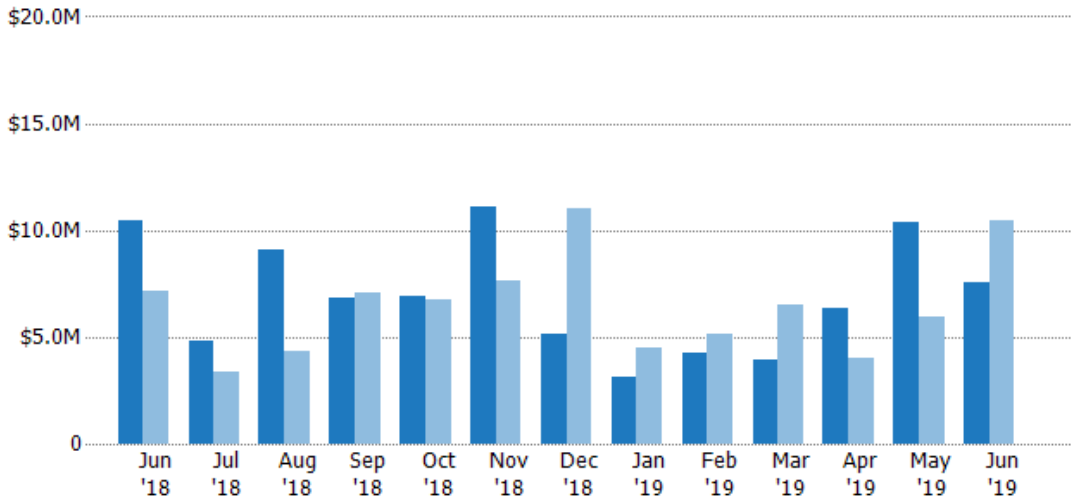
Closed Sales Volume

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.
Jun '19	\$7.54M	-27.9%
Jun '18	\$10.4M	45.4%
Jun '17	\$7.18M	-28.4%



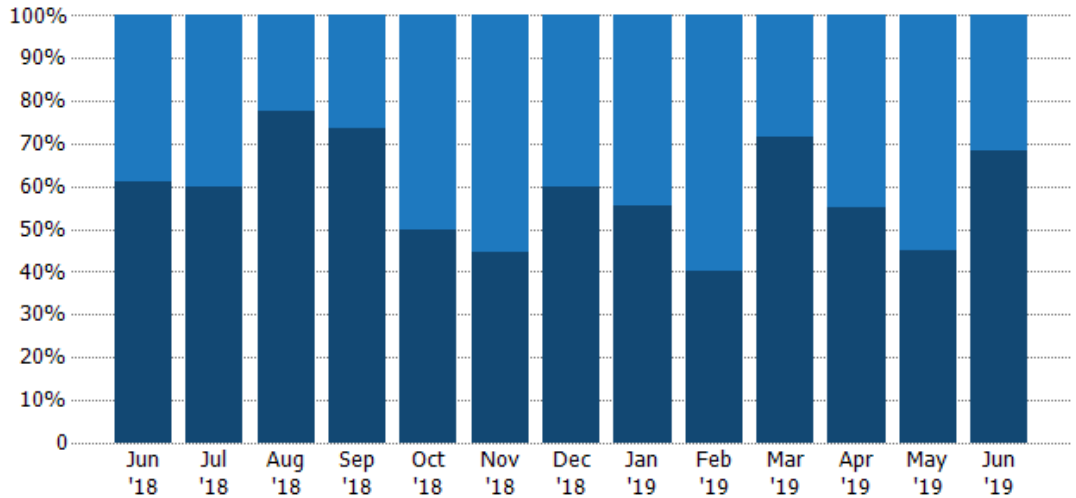
Current Year	\$10.4M	\$4.8M	\$9.1M	\$6.85M	\$6.88M	\$11.1M	\$5.11M	\$3.15M	\$4.22M	\$3.96M	\$6.37M	\$10.4M	\$7.54M
Prior Year	\$7.18M	\$3.36M	\$4.36M	\$7.08M	\$6.78M	\$7.65M	\$11M	\$4.47M	\$5.17M	\$6.51M	\$4.04M	\$5.95M	\$10.4M
Percent Change from Prior Year	45%	43%	109%	-3%	2%	45%	-54%	-30%	-18%	-39%	58%	74%	-28%

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



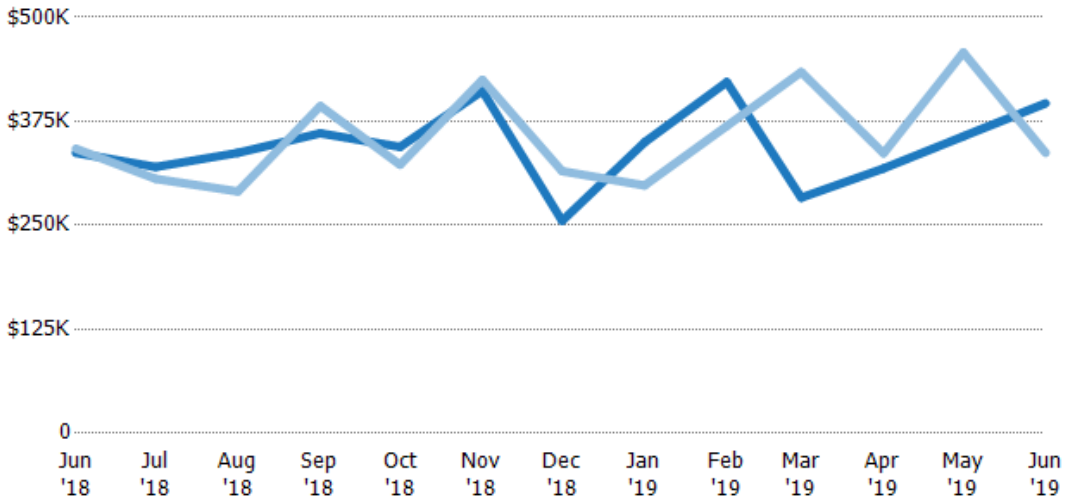
Condo/Townhouse	39%	40%	22%	26%	50%	56%	40%	44%	60%	29%	45%	55%	32%
Single Family Residence	61%	60%	78%	74%	50%	44%	60%	56%	40%	71%	55%	45%	68%

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	\$337K	\$320K	\$337K	\$361K	\$344K	\$412K	\$255K	\$350K	\$422K	\$283K	\$318K	\$357K	\$397K
Prior Year	\$342K	\$306K	\$291K	\$393K	\$323K	\$425K	\$315K	\$298K	\$369K	\$434K	\$336K	\$458K	\$337K
Percent Change from Prior Year	-1%	5%	16%	-8%	7%	-3%	-19%	17%	14%	-35%	-5%	-22%	18%

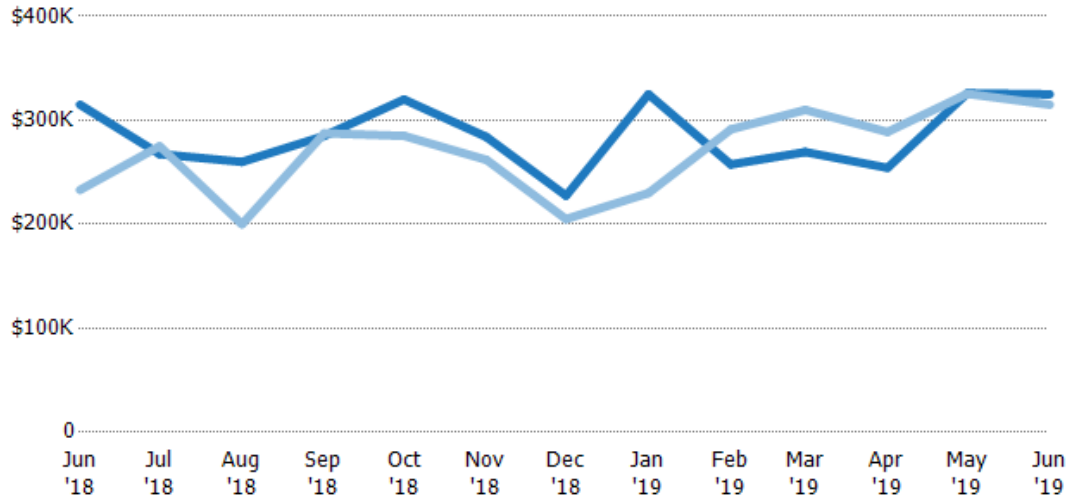
Median Sales Price

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.
Jun '19	\$325K	3.2%
Jun '18	\$315K	35.2%
Jun '17	\$233K	-3.8%



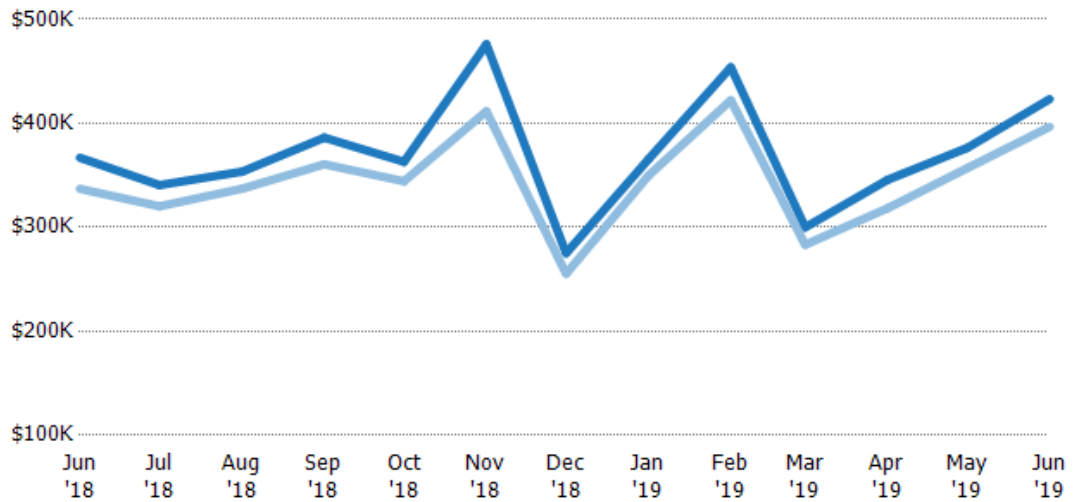
Current Year	\$315K	\$268K	\$260K	\$285K	\$320K	\$284K	\$228K	\$325K	\$258K	\$269K	\$254K	\$326K	\$325K
Prior Year	\$233K	\$275K	\$200K	\$288K	\$285K	\$262K	\$205K	\$230K	\$291K	\$310K	\$289K	\$326K	\$315K
Percent Change from Prior Year	35%	-3%	30%	-1%	12%	8%	11%	41%	-12%	-13%	-12%	0%	3%

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



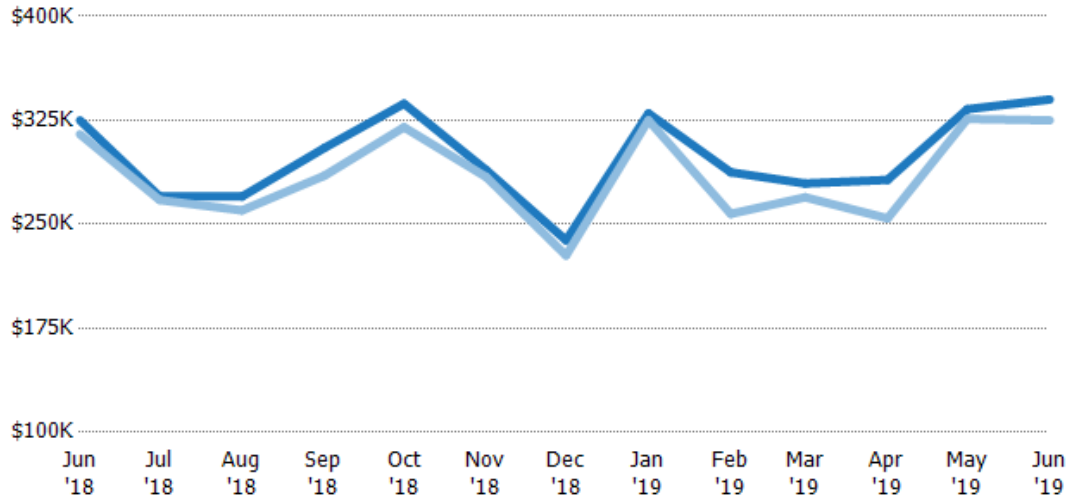
Avg List Price	\$367K	\$341K	\$353K	\$386K	\$363K	\$476K	\$275K	\$365K	\$454K	\$300K	\$346K	\$376K	\$423K
Avg Sales Price	\$337K	\$320K	\$337K	\$361K	\$344K	\$412K	\$255K	\$350K	\$422K	\$283K	\$318K	\$357K	\$397K
Avg Sales Price as a % of Avg List Price	92%	94%	95%	93%	95%	86%	93%	96%	93%	94%	92%	95%	94%

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

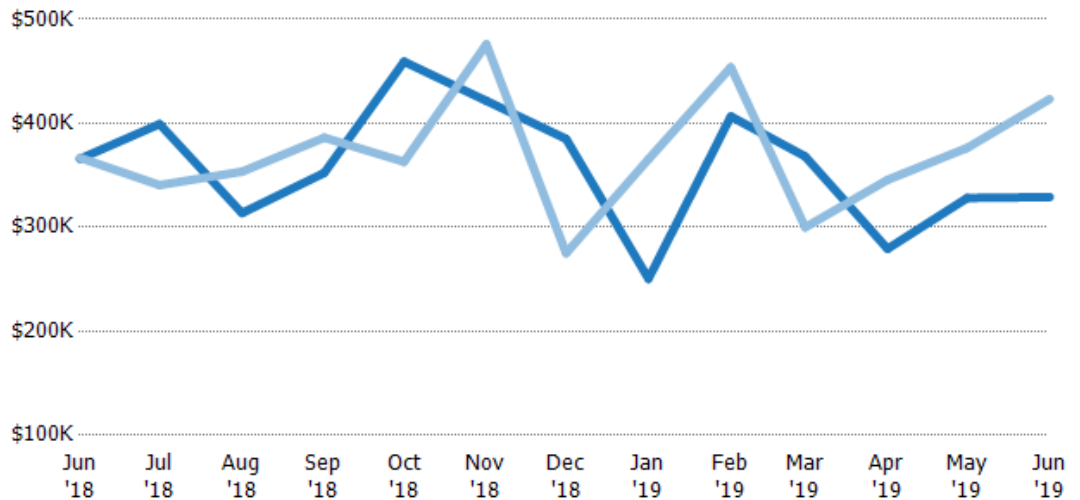


Average Sales Price vs Average Est Value

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

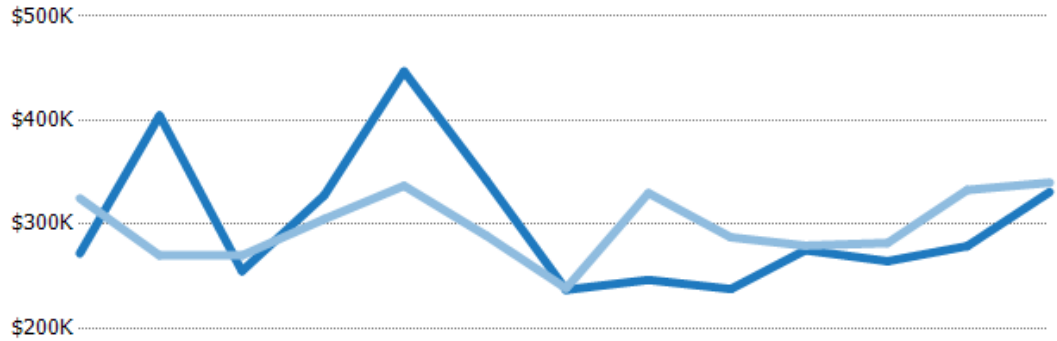


Median Sales Price vs Median Est Value

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



	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	\$272K	\$405K	\$255K	\$328K	\$447K	\$342K	\$237K	\$247K	\$238K	\$275K	\$265K	\$279K	\$331K
Median Sales Price	\$325K	\$270K	\$270K	\$305K	\$337K	\$289K	\$238K	\$330K	\$287K	\$279K	\$282K	\$333K	\$340K
Med Sales Price as a % of Med Est Value	119%	67%	106%	93%	75%	84%	101%	134%	121%	102%	107%	119%	103%