

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	13	-7.7%	75	58	+29.3%
New Listing Volume	\$4,091,400	\$5,011,300	-18.4%	\$22,230,050	\$19,711,486	+12.8%
Active Listing Count	35	33	+6.1%	N/A	N/A	
Active Listing Volume	\$14,014,599	\$13,535,286	+3.5%	N/A	N/A	
Average Listing Price	\$400,417	\$410,160	-2.4%	\$393,302	\$402,728	-2.3%
Median Listing Price	\$349,000	\$348,000	+0.3%	\$348,405	\$322,033	+8.2%
Median Days in RPR	68	64	+6.3%	94.1	129.72	-27.5%
Months of Inventory	3.5	4.1	-15.2%	4.9	3.8	+29.4%
Absorption Rate	28.57%	24.24%	+4.3%	20.6%	26.67%	-6.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	13	-23.1%	65	53	+22.6%
New Pending Sales Volume	\$3,123,200	\$3,501,800	-10.8%	\$17,956,050	\$14,350,700	+25.1%
Pending Sales Count	18	21	-14.3%	N/A	N/A	
Pending Sales Volume	\$5,165,000	\$5,167,100	0%	N/A	N/A	
Closed Sales Count	12	4	+200%	50	41	+22%
Closed Sales Volume	\$3,111,650	\$1,352,900	+130%	\$13,340,243	\$11,589,995	+15.1%
Average Sales Price	\$259,304	\$338,225	-23.3%	\$266,805	\$282,683	-5.6%
Median Sales Price	\$294,500	\$301,450	-2.3%	\$271,315	\$261,312	+3.8%

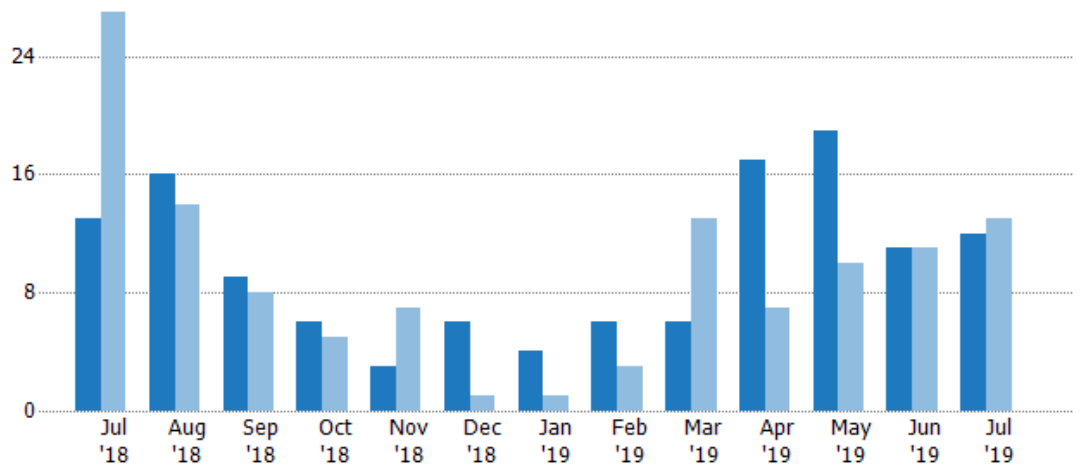
## New Listings

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.
Jul '19	12	-7.7%
Jul '18	13	-51.9%
Jul '17	27	-55.6%



Current Year	13	16	9	6	3	6	4	6	6	17	19	11	12
Prior Year	27	14	8	5	7	1	1	3	13	7	10	11	13
Percent Change from Prior Year	-52%	14%	13%	20%	-57%	500%	300%	100%	-54%	143%	90%	0%	-8%

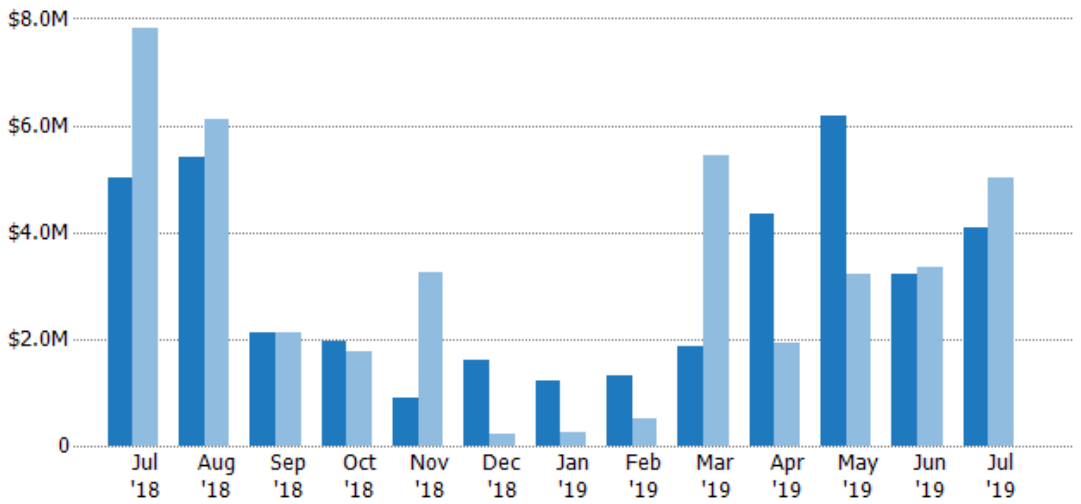
## New Listing Volume

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.
Jul '19	\$4.09M	-18.4%
Jul '18	\$5.01M	-35.8%
Jul '17	\$7.81M	-62.6%



Current Year	\$5.01M	\$5.42M	\$2.13M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.87M	\$4.35M	\$6.17M	\$3.2M	\$4.09M
Prior Year	\$7.81M	\$6.13M	\$2.11M	\$1.77M	\$3.24M	\$235K	\$265K	\$526K	\$5.43M	\$1.91M	\$3.22M	\$3.35M	\$5.01M
Percent Change from Prior Year	-36%	-12%	1%	11%	-72%	578%	359%	152%	-66%	128%	92%	-4%	-18%

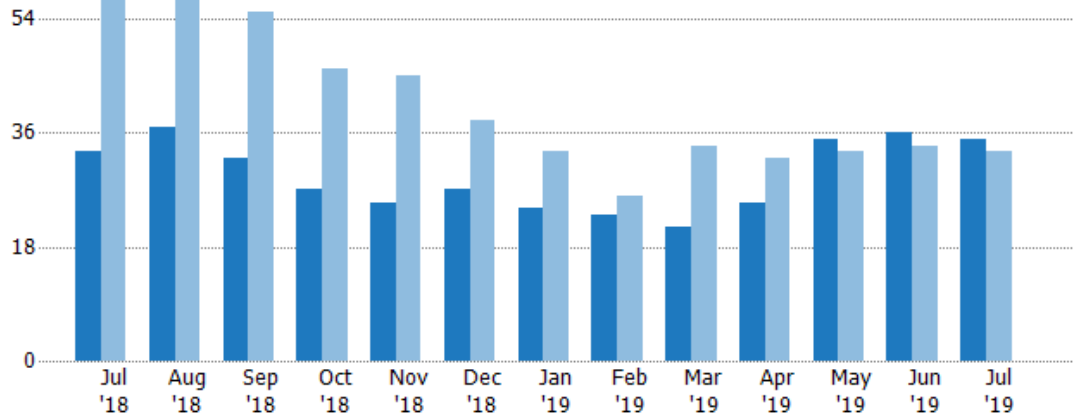
## Active Listings

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.
Jul '19	35	6.1%
Jul '18	33	-45%
Jul '17	60	-10%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	33	37	32	27	25	27	24	23	21	25	35	36	35
Prior Year	60	62	55	46	45	38	33	26	34	32	33	34	33
Percent Change from Prior Year	-45%	-40%	-42%	-41%	-44%	-29%	-27%	-12%	-38%	-22%	6%	6%	6%

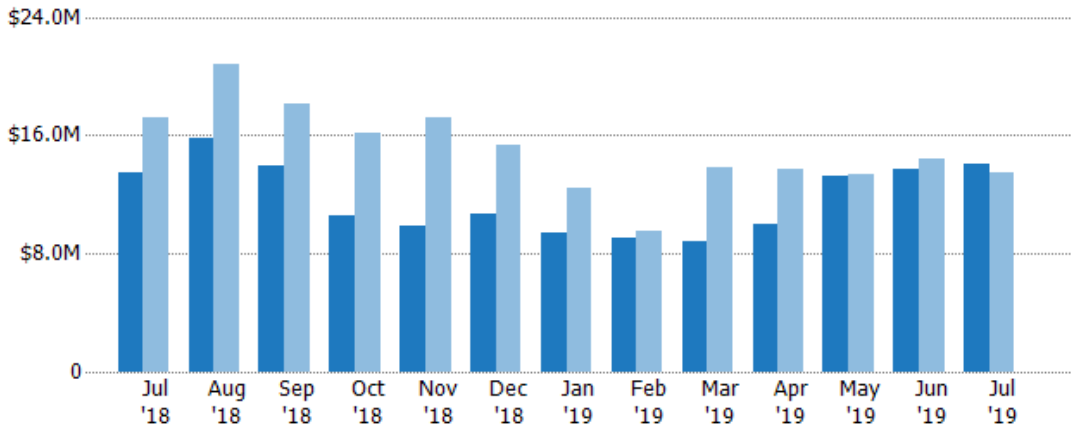
## Active Listing Volume

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.
Jul '19	\$14M	3.5%
Jul '18	\$13.5M	-21.5%
Jul '17	\$17.2M	-9.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$13.5M	\$15.8M	\$13.9M	\$10.6M	\$9.88M	\$10.6M	\$9.4M	\$9.11M	\$8.78M	\$9.97M	\$13.3M	\$13.7M	\$14M
Prior Year	\$17.2M	\$20.9M	\$18.2M	\$16.2M	\$17.2M	\$15.3M	\$12.4M	\$9.56M	\$13.8M	\$13.7M	\$13.3M	\$14.4M	\$13.5M
Percent Change from Prior Year	-22%	-24%	-23%	-35%	-43%	-30%	-24%	-5%	-36%	-27%	0%	-5%	4%

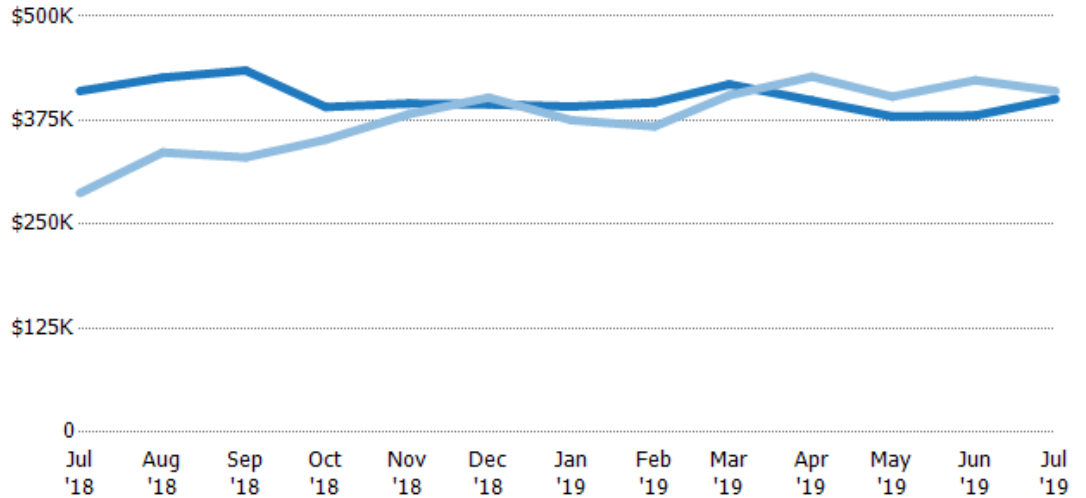
## Average Listing Price

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.
Jul '19	\$400K	-2.4%
Jul '18	\$410K	42.7%
Jul '17	\$287K	0.5%



Current Year	\$410K	\$426K	\$435K	\$391K	\$395K	\$394K	\$392K	\$396K	\$418K	\$399K	\$380K	\$381K	\$400K
Prior Year	\$287K	\$336K	\$330K	\$352K	\$382K	\$402K	\$375K	\$368K	\$405K	\$427K	\$403K	\$423K	\$410K
Percent Change from Prior Year	43%	27%	32%	11%	3%	-2%	4%	8%	3%	-7%	-6%	-10%	-2%

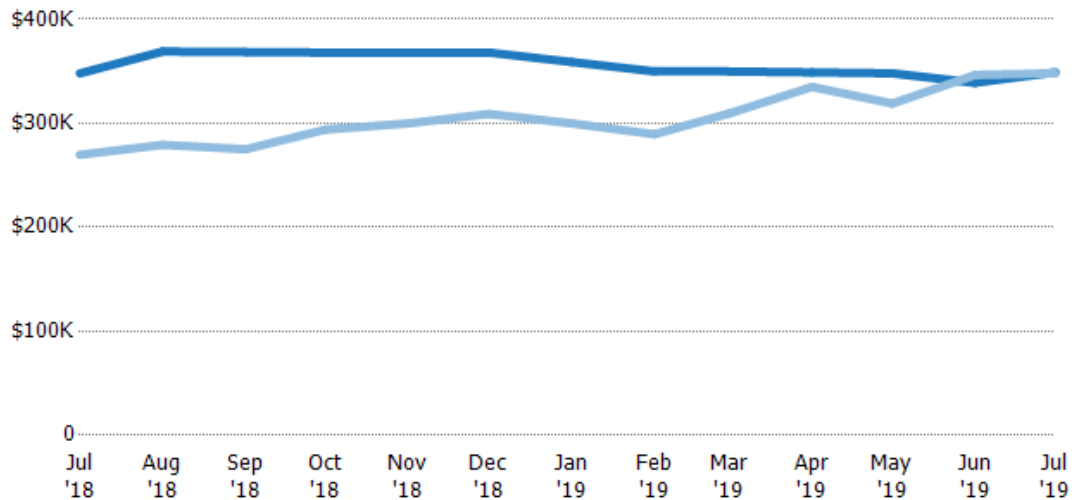
## Median Listing Price

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.
Jul '19	\$349K	0.3%
Jul '18	\$348K	29%
Jul '17	\$270K	-15.4%



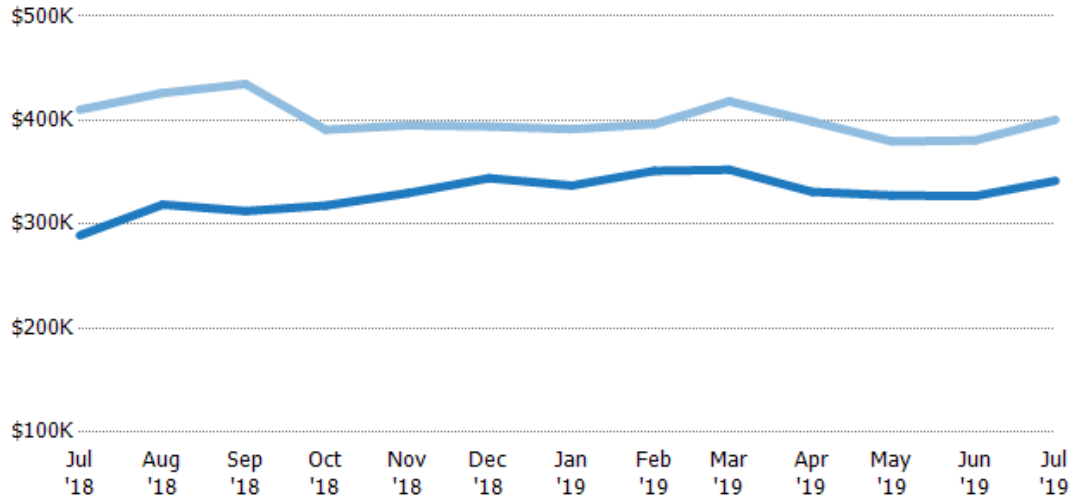
Current Year	\$348K	\$369K	\$369K	\$368K	\$368K	\$368K	\$359K	\$350K	\$350K	\$349K	\$348K	\$339K	\$349K
Prior Year	\$270K	\$279K	\$275K	\$294K	\$300K	\$309K	\$300K	\$289K	\$310K	\$335K	\$319K	\$347K	\$348K
Percent Change from Prior Year	29%	32%	34%	25%	23%	19%	20%	21%	13%	4%	9%	-2%	0%

## 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



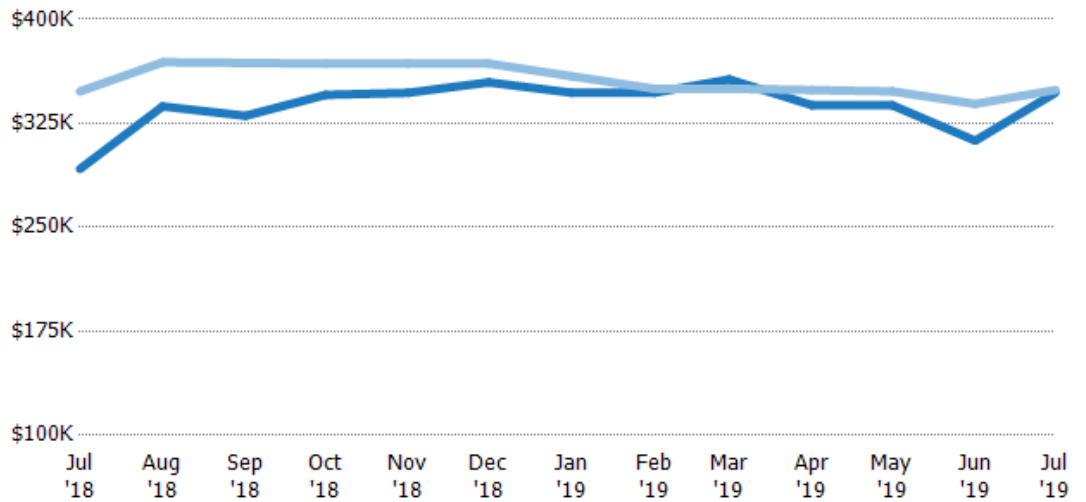
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$289K	\$319K	\$313K	\$318K	\$330K	\$344K	\$337K	\$351K	\$352K	\$331K	\$328K	\$327K	\$342K
Avg Listing Price	\$410K	\$426K	\$435K	\$391K	\$395K	\$394K	\$392K	\$396K	\$418K	\$399K	\$380K	\$381K	\$400K
Avg Listing Price as a % of Avg Est Value	142%	134%	139%	123%	120%	114%	116%	113%	119%	120%	116%	116%	117%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$292K	\$337K	\$330K	\$346K	\$347K	\$355K	\$347K	\$347K	\$357K	\$338K	\$338K	\$312K	\$347K
Median Listing Price	\$348K	\$369K	\$369K	\$368K	\$368K	\$368K	\$359K	\$350K	\$350K	\$349K	\$348K	\$339K	\$349K
Med Listing Price as a % of Med Est Value	119%	109%	112%	107%	106%	104%	103%	101%	98%	103%	103%	108%	101%

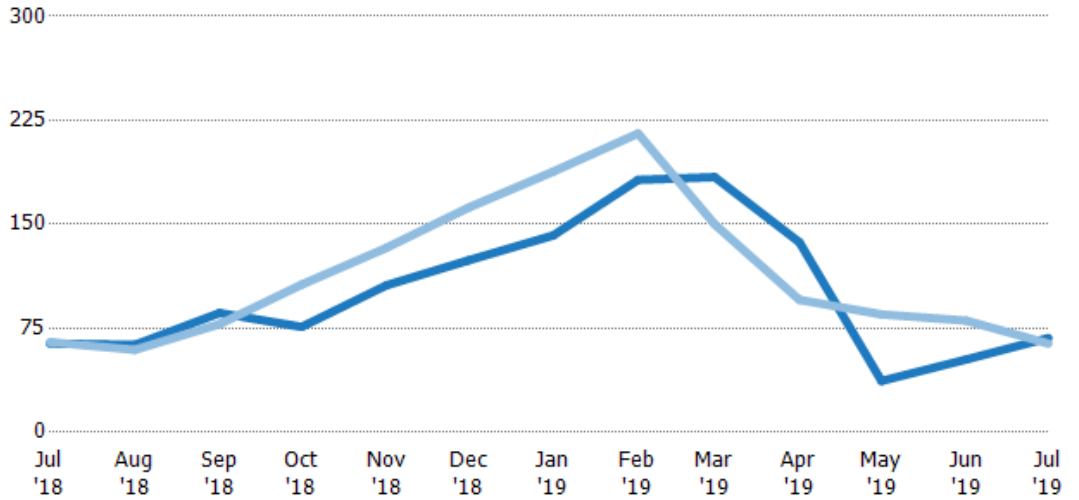
## Median Days in RPR

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.
Jul '19	68	6.3%
Jul '18	64	-1.5%
Jul '17	65	45.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	64	63	86	76	106	124	142	182	184	137	37	52.5	68
Prior Year	65	59.5	78	107	133	162	188	216	150	95.5	85	80.5	64
Percent Change from Prior Year	-2%	6%	10%	-29%	-20%	-23%	-24%	-16%	23%	43%	-56%	-35%	6%

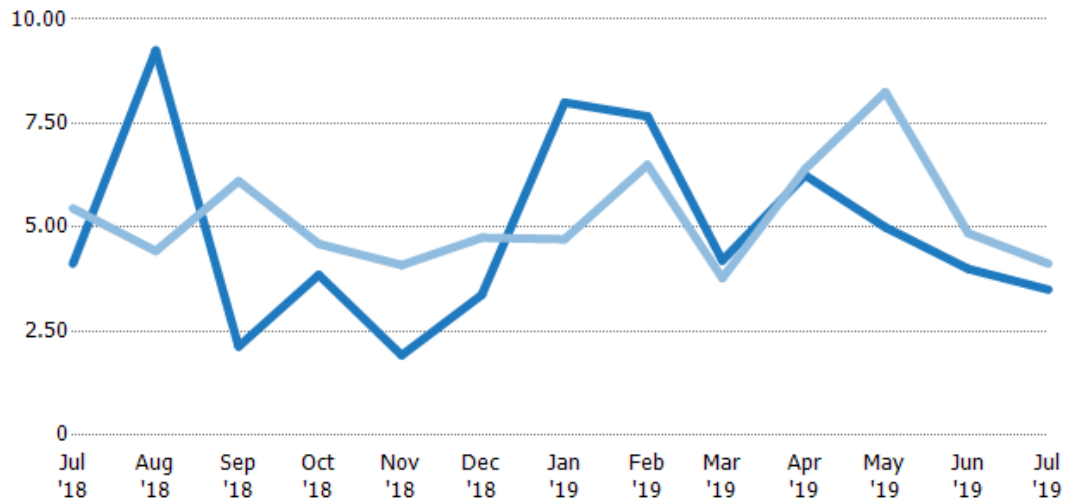
## Months of Inventory

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.
Jul '19	3.5	-15.2%
Jul '18	4.13	-24.4%
Jul '17	5.45	23.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.13	9.25	2.13	3.86	1.92	3.38	8	7.67	4.2	6.25	5	4	3.5
Prior Year	5.45	4.43	6.11	4.6	4.09	4.75	4.71	6.5	3.78	6.4	8.25	4.86	4.13
Percent Change from Prior Year	-24%	109%	-65%	-16%	-53%	-29%	70%	18%	11%	-2%	-39%	-18%	-15%

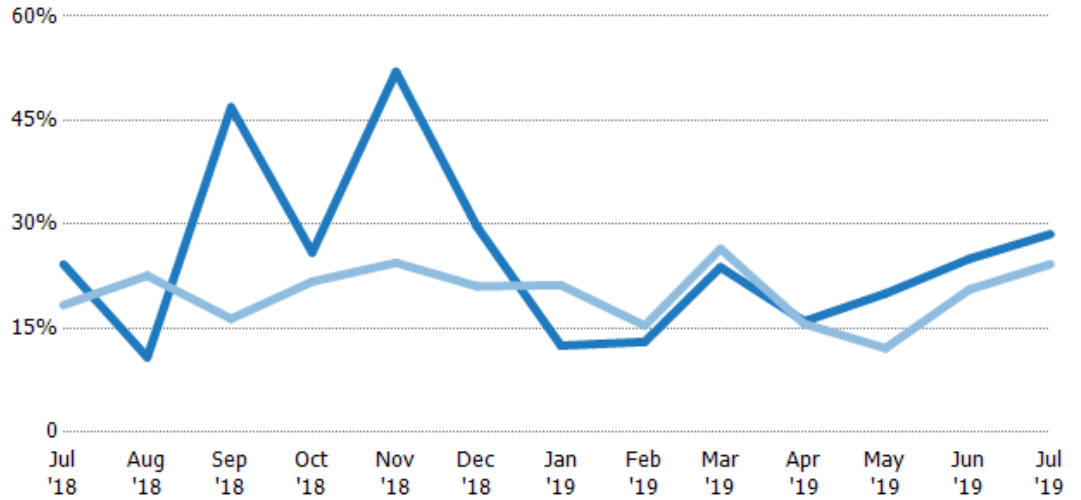
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jul '19	29%	-4.3%
Jul '18	24%	-5.9%
Jul '17	18%	-19.2%



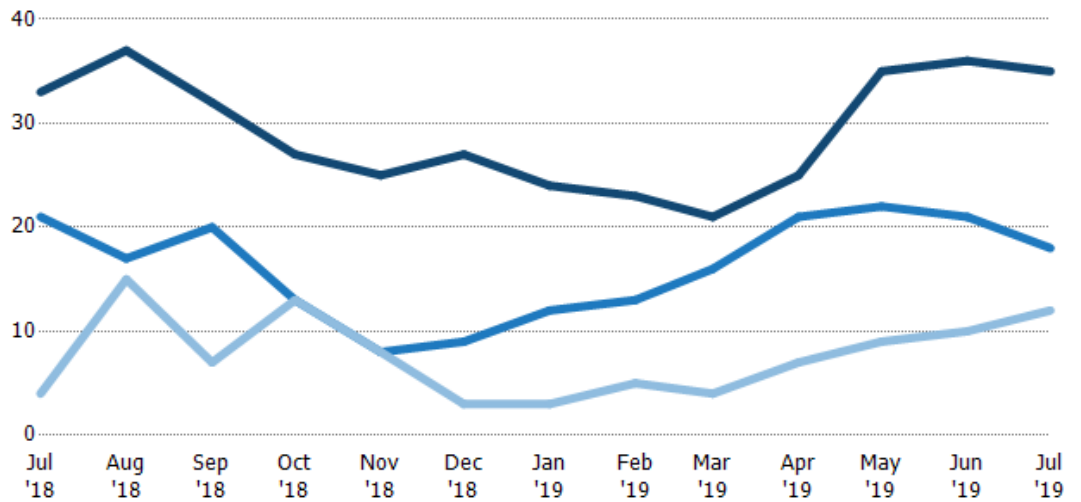
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	24%	11%	47%	26%	52%	30%	13%	13%	24%	16%	20%	25%	29%
Prior Year	18%	23%	16%	22%	24%	21%	21%	15%	26%	16%	12%	21%	24%
Change from Prior Year	-6%	12%	-31%	-4%	-28%	-9%	9%	2%	3%	0%	-8%	-4%	-4%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	33	37	32	27	25	27	24	23	21	25	35	36	35
Pending	21	17	20	13	8	9	12	13	16	21	22	21	18
Sold	4	15	7	13	8	3	3	5	4	7	9	10	12

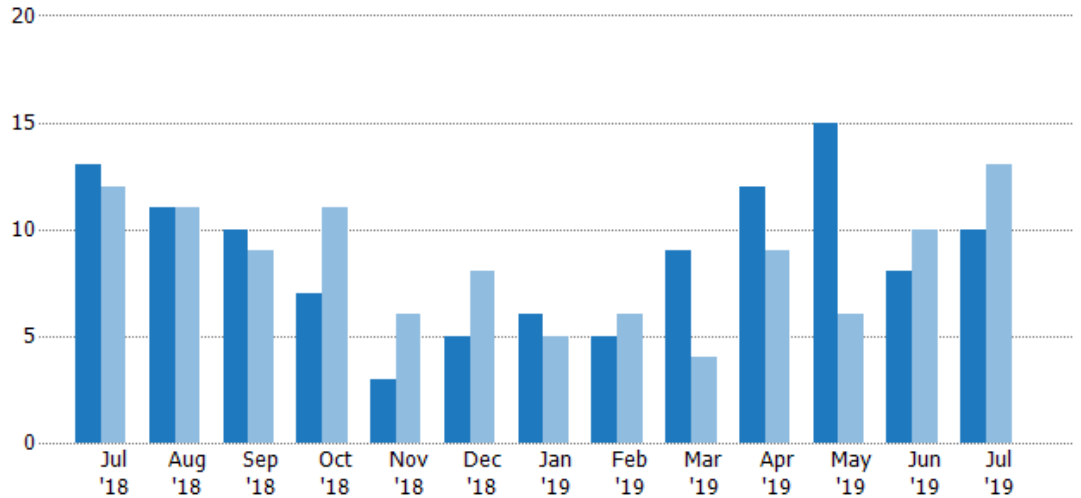
## New Pending Sales

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.
Jul '19	10	-23.1%
Jul '18	13	8.3%
Jul '17	12	-25%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	13	11	10	7	3	5	6	5	9	12	15	8	10
Prior Year	12	11	9	11	6	8	5	6	4	9	6	10	13
Percent Change from Prior Year	8%	0%	11%	-36%	-50%	-38%	20%	-17%	125%	33%	150%	-20%	-23%

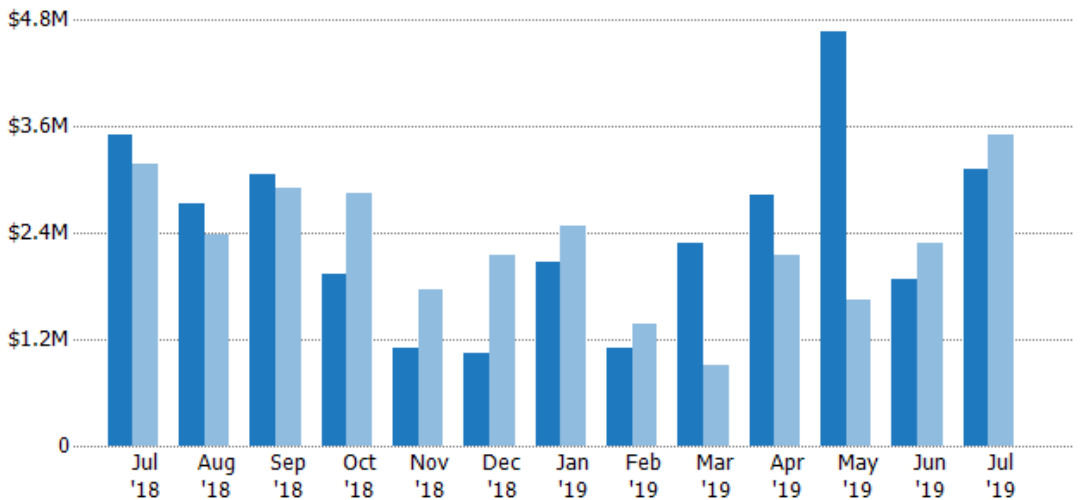
## New Pending Sales Volume

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.
Jul '19	\$3.12M	-10.8%
Jul '18	\$3.5M	10.1%
Jul '17	\$3.18M	-30.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$3.5M	\$2.72M	\$3.06M	\$1.93M	\$1.1M	\$1.05M	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.67M	\$1.88M	\$3.12M
Prior Year	\$3.18M	\$2.38M	\$2.91M	\$2.85M	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.5M
Percent Change from Prior Year	10%	14%	5%	-32%	-37%	-51%	-17%	-19%	149%	31%	184%	-17%	-11%



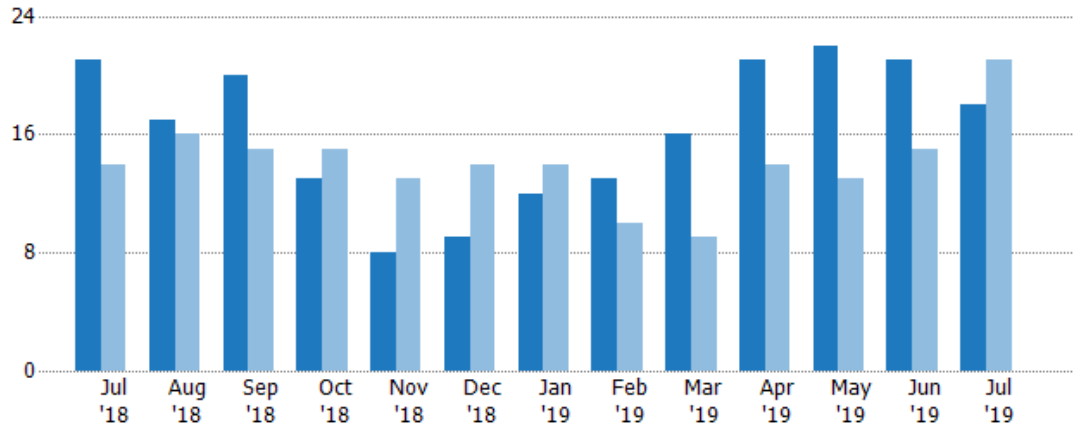
## Pending Sales

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.
Jul '19	18	-14.3%
Jul '18	21	50%
Jul '17	14	64.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21	17	20	13	8	9	12	13	16	21	22	21	18
Prior Year	14	16	15	15	13	14	14	10	9	14	13	15	21
Percent Change from Prior Year	50%	6%	33%	-13%	-38%	-36%	-14%	30%	78%	50%	69%	40%	-14%

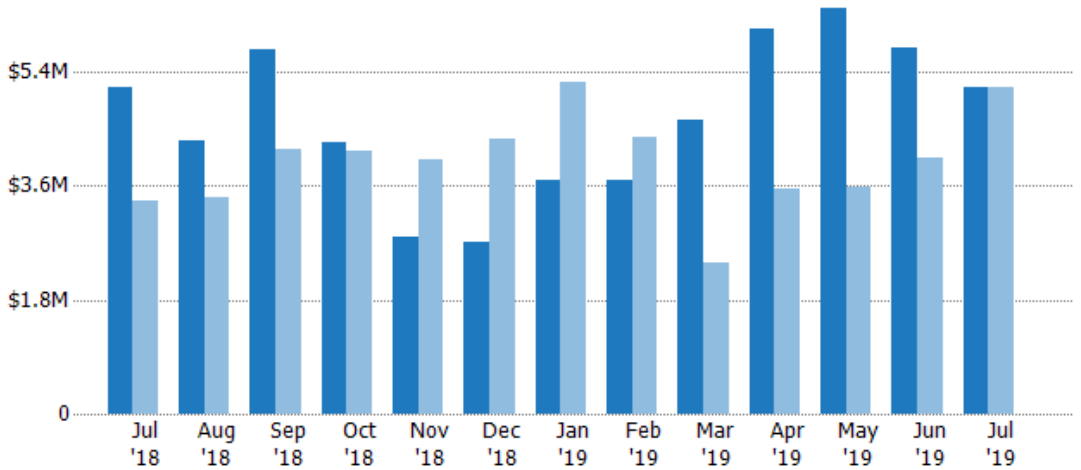
## Pending Sales Volume

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.
Jul '19	\$5.17M	0%
Jul '18	\$5.17M	53.5%
Jul '17	\$3.37M	69.3%



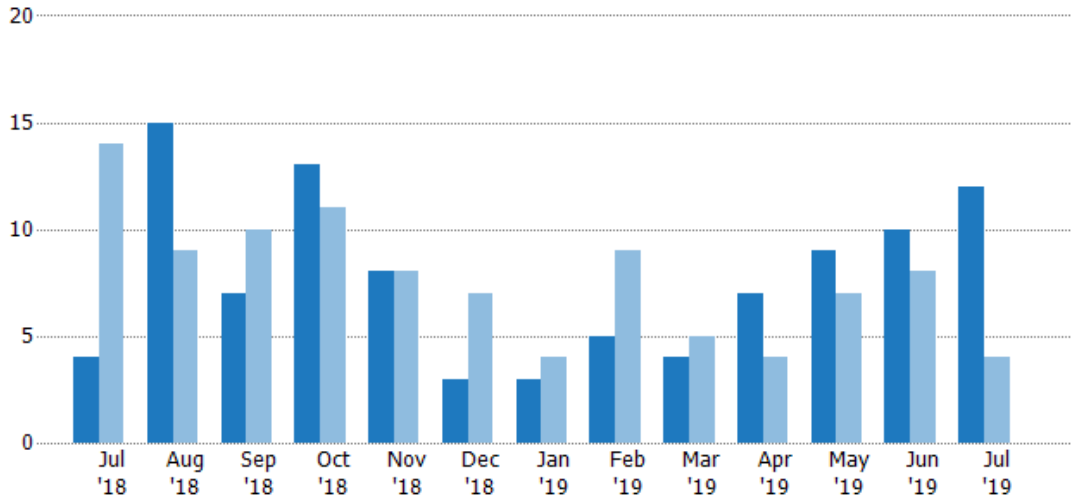
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$5.17M	\$4.32M	\$5.76M	\$4.29M	\$2.79M	\$2.71M	\$3.69M	\$3.69M	\$4.64M	\$6.09M	\$6.41M	\$5.78M	\$5.17M
Prior Year	\$3.37M	\$3.41M	\$4.18M	\$4.15M	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.17M
Percent Change from Prior Year	53%	27%	38%	3%	-30%	-38%	-30%	-16%	95%	72%	79%	43%	0%

## 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.
Jul '19	12	200%
Jul '18	4	-71.4%
Jul '17	14	-14.3%

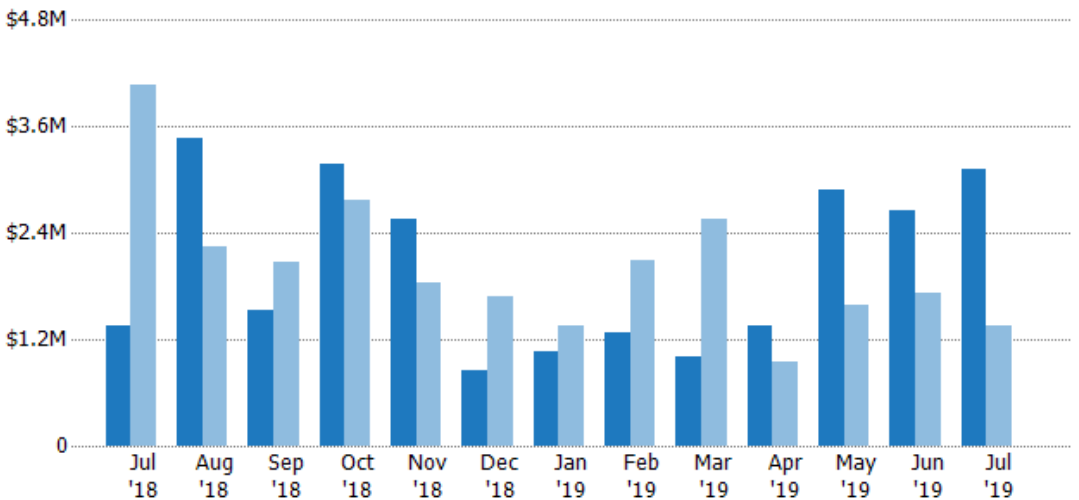
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4	15	7	13	8	3	3	5	4	7	9	10	12
Prior Year	14	9	10	11	8	7	4	9	5	4	7	8	4
Percent Change from Prior Year	-71%	67%	-30%	18%	0%	-57%	-25%	-44%	-20%	75%	29%	25%	200%

## 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.
Jul '19	\$3.11M	130%
Jul '18	\$1.35M	-66.8%
Jul '17	\$4.08M	-38.6%

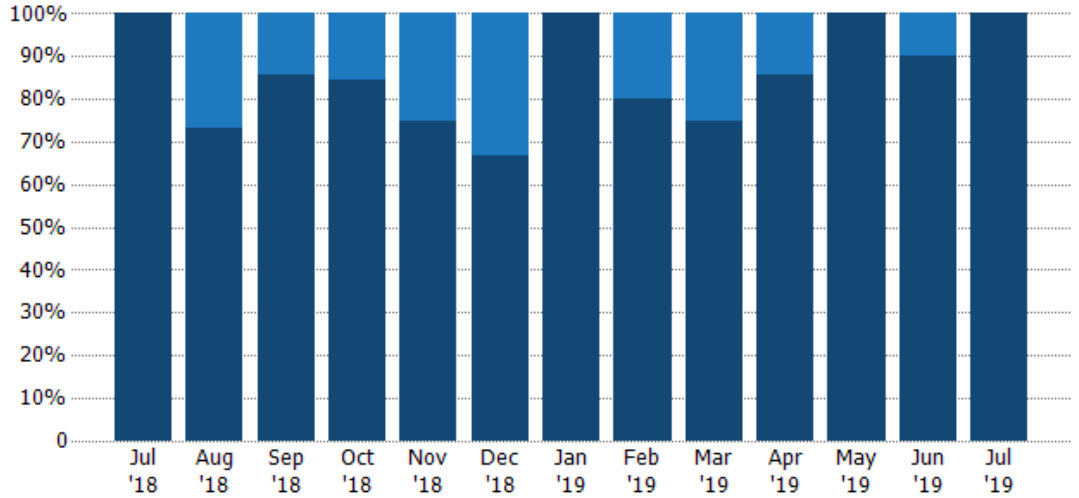
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M
Prior Year	\$4.08M	\$2.25M	\$2.08M	\$2.77M	\$1.84M	\$1.68M	\$1.35M	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.35M
Percent Change from Prior Year	-67%	55%	-27%	15%	39%	-49%	-22%	-38%	-61%	43%	81%	54%	130%

## 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



Condo/Townhouse	-	27%	14%	15%	25%	33%	-	20%	25%	14%	-	10%	-
Single Family Residence	100%	73%	86%	85%	75%	67%	100%	80%	75%	86%	100%	90%	100%

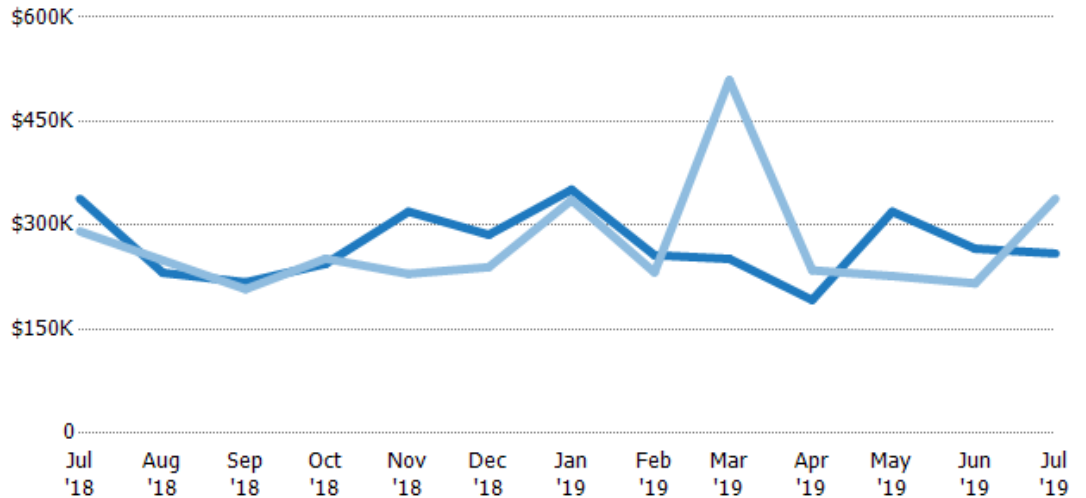
## Average Sales Price

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.
Jul '19	\$259K	-23.3%
Jul '18	\$338K	16.2%
Jul '17	\$291K	-28.4%



Current Year	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K
Prior Year	\$291K	\$250K	\$208K	\$252K	\$230K	\$240K	\$336K	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K
Percent Change from Prior Year	16%	-7%	5%	-3%	39%	20%	4%	11%	-51%	-18%	41%	23%	-23%

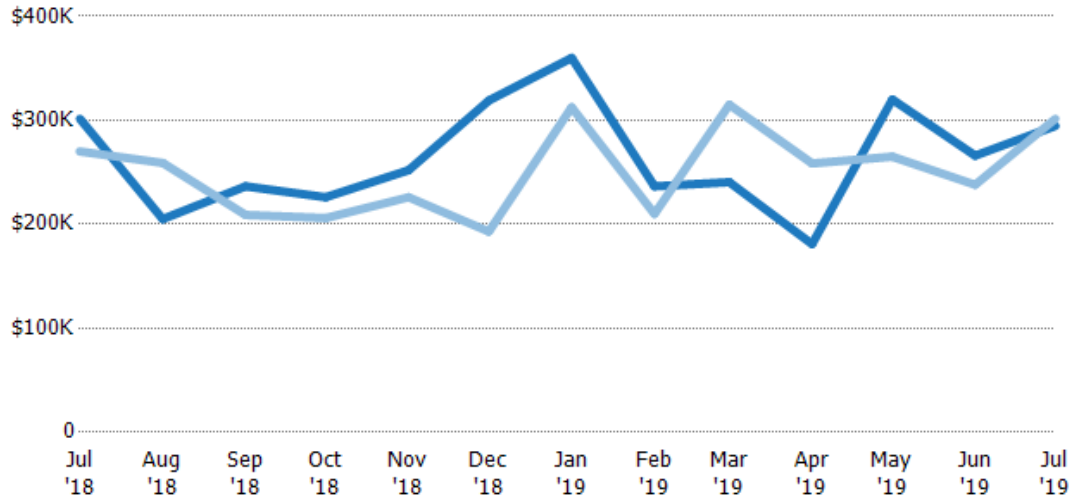
## Median Sales Price

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.
Jul '19	\$295K	-2.3%
Jul '18	\$301K	11.6%
Jul '17	\$270K	-23.1%



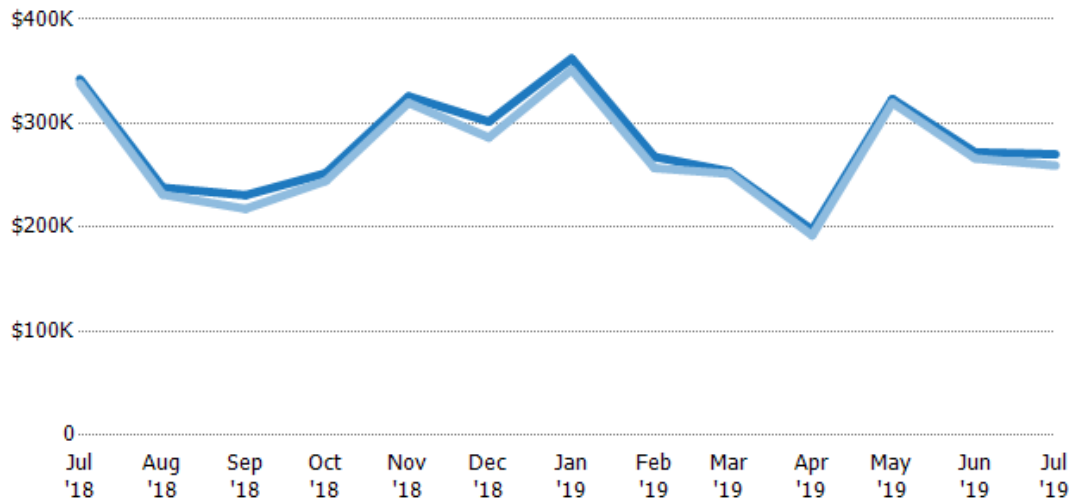
Current Year	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K
Prior Year	\$270K	\$259K	\$209K	\$206K	\$226K	\$193K	\$313K	\$210K	\$315K	\$259K	\$265K	\$238K	\$301K
Percent Change from Prior Year	12%	-21%	13%	10%	12%	65%	15%	13%	-24%	-30%	21%	12%	-2%

## 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



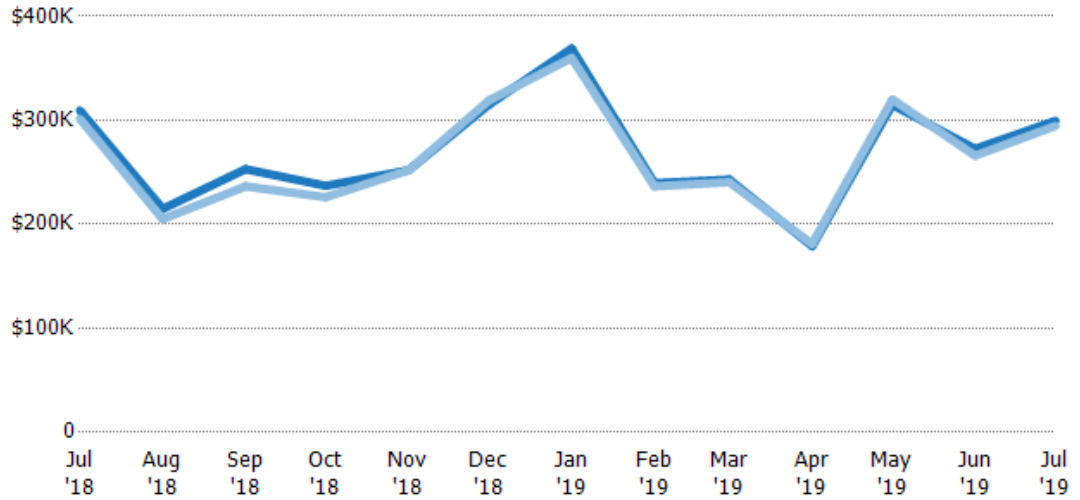
Avg List Price	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K
Avg Sales Price	\$338K	\$231K	\$218K	\$244K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K
Avg Sales Price as a % of Avg List Price	99%	97%	94%	97%	98%	95%	97%	96%	99%	97%	99%	98%	96%

## 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



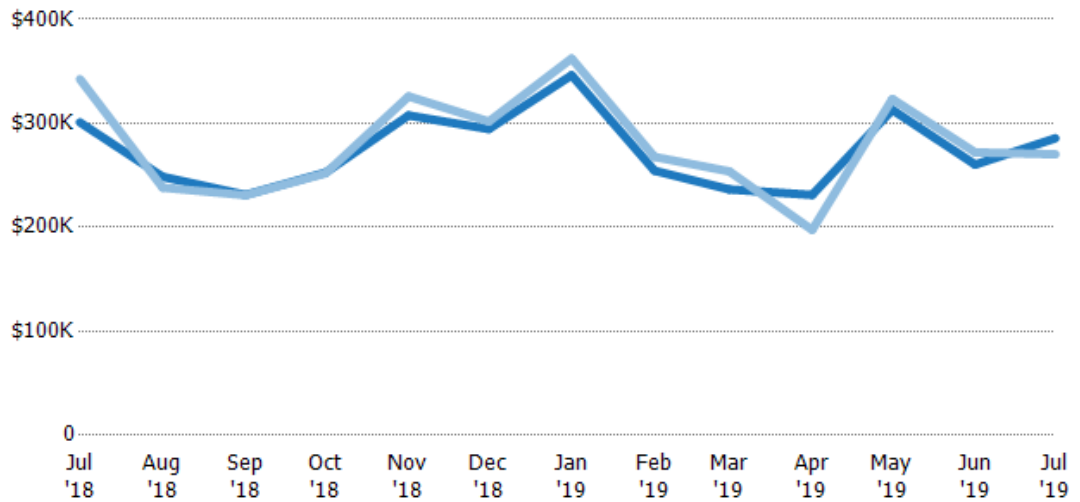
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K
Median Sales Price	\$301K	\$205K	\$237K	\$226K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K
Med Sales Price as a % of Med List Price	97%	95%	93%	95%	100%	101%	98%	99%	99%	101%	102%	98%	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



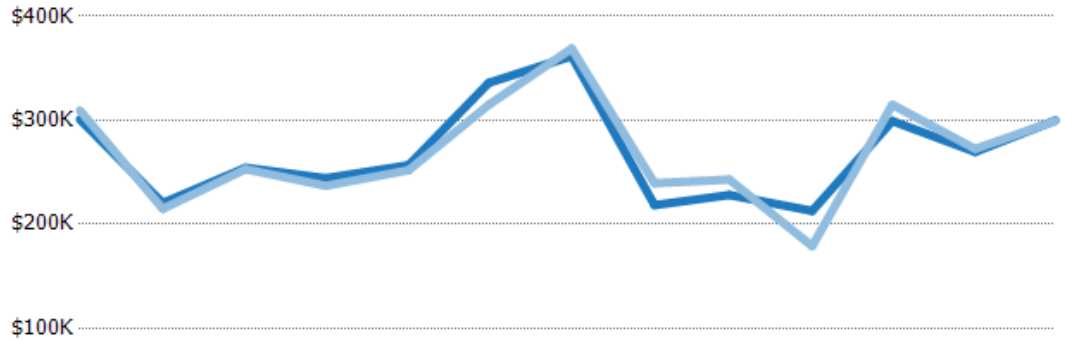
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$301K	\$249K	\$231K	\$253K	\$308K	\$294K	\$346K	\$254K	\$236K	\$231K	\$313K	\$260K	\$286K
Avg Sales Price	\$342K	\$238K	\$231K	\$252K	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K
Avg Sales Price as a % of Avg Est Value	114%	96%	100%	100%	106%	102%	105%	105%	107%	85%	103%	104%	95%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$301K	\$220K	\$254K	\$244K	\$257K	\$336K	\$362K	\$218K	\$228K	\$213K	\$299K	\$270K	\$300K
Median Sales Price	\$309K	\$215K	\$253K	\$237K	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K
Med Sales Price as a % of Med Est Value	103%	97%	99%	97%	98%	94%	102%	110%	106%	84%	105%	101%	100%