

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	47	42	+11.9%	215	245	-12.2%
New Listing Volume	\$30,456,200	\$23,360,799	+30.4%	\$105,984,550	\$109,954,497	-3.6%
Active Listing Count	242	284	-14.8%	N/A	N/A	
Active Listing Volume	\$144,476,949	\$151,370,197	-4.6%	N/A	N/A	
Average Listing Price	\$597,012	\$532,994	+12%	\$574,257	\$556,096	+3.3%
Median Listing Price	\$415,500	\$384,500	+8.1%	\$405,000	\$380,409	+6.5%
Median Days in RPR	156.5	152	+3%	221.59	189.63	+16.9%
Months of Inventory	12.1	9.5	+27.8%	14.5	17.5	-17%
Absorption Rate	8.26%	10.56%	-2.3%	6.89%	5.72%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	29	24	+20.8%	158	143	+10.5%
New Pending Sales Volume	\$9,664,300	\$8,387,500	+15.2%	\$56,467,499	\$54,084,844	+4.4%
Pending Sales Count	40	38	+5.3%	N/A	N/A	
Pending Sales Volume	\$12,168,800	\$13,740,100	-11.4%	N/A	N/A	
Closed Sales Count	10	16	-37.5%	114	115	-0.9%
Closed Sales Volume	\$3,417,185	\$5,386,925	-36.6%	\$40,301,924	\$41,322,728	-2.5%
Average Sales Price	\$341,719	\$336,683	+1.5%	\$353,526	\$359,328	-1.6%
Median Sales Price	\$251,500	\$288,750	-12.9%	\$292,814	\$291,509	+0.4%

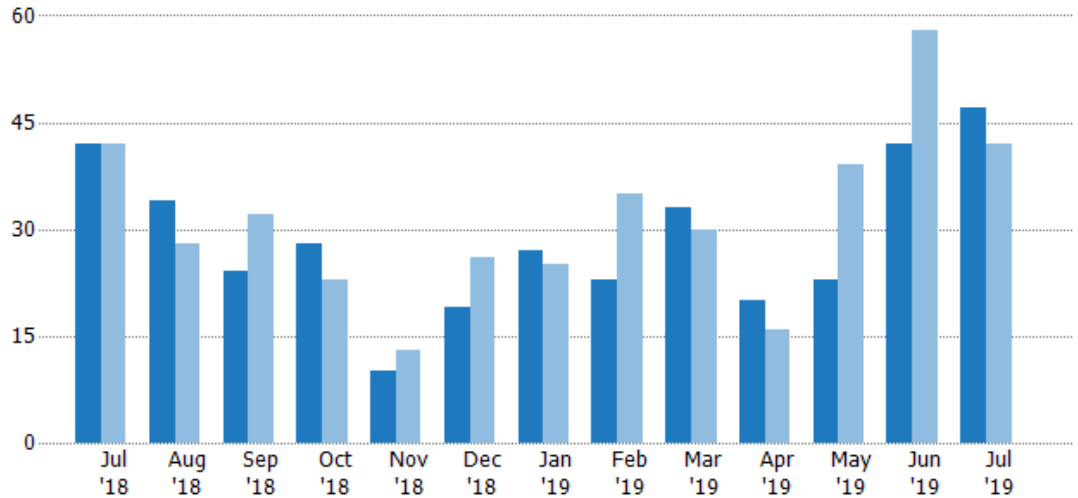
New Listings

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.
Jul '19	47	11.9%
Jul '18	42	0%
Jul '17	42	-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	42	34	24	28	10	19	27	23	33	20	23	42	47
Prior Year	42	28	32	23	13	26	25	35	30	16	39	58	42
Percent Change from Prior Year	0%	21%	-25%	22%	-23%	-27%	8%	-34%	10%	25%	-41%	-28%	12%

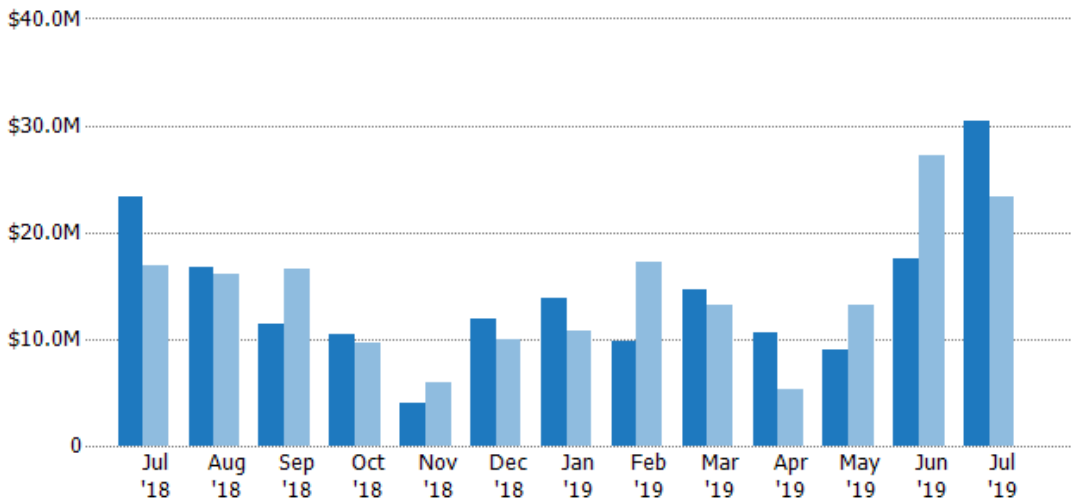
New Listing Volume

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.
Jul '19	\$30.5M	30.4%
Jul '18	\$23.4M	37.9%
Jul '17	\$16.9M	6.3%



	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	\$23.4M	\$16.7M	\$11.5M	\$10.4M	\$3.96M	\$11.9M	\$13.9M	\$9.86M	\$14.7M	\$10.6M	\$9.03M	\$17.4M	\$30.5M
Prior Year	\$16.9M	\$16.1M	\$16.5M	\$9.59M	\$5.86M	\$9.89M	\$10.7M	\$17.2M	\$13.2M	\$5.23M	\$13.1M	\$27.1M	\$23.4M
Percent Change from Prior Year	38%	3%	-30%	8%	-33%	20%	30%	-43%	11%	103%	-31%	-36%	30%

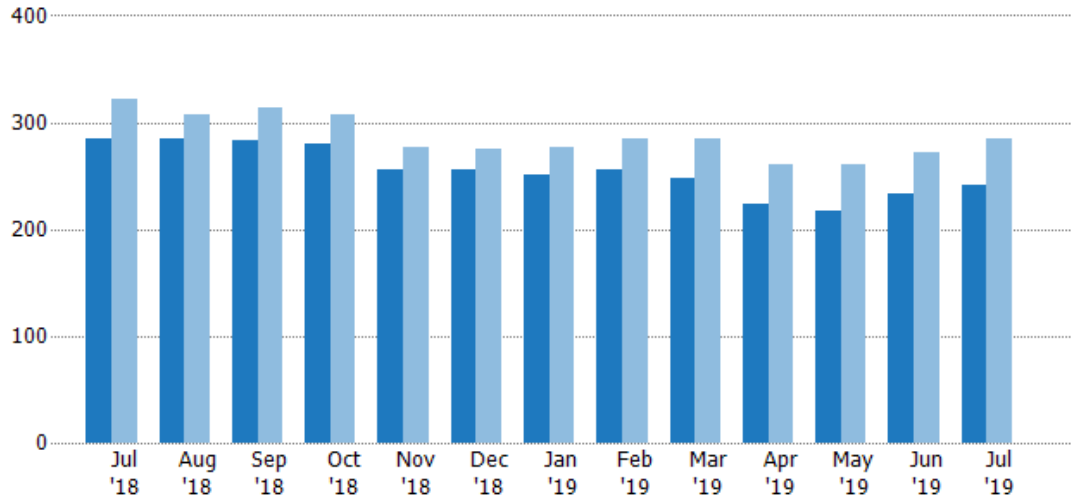
Active Listings

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.
Jul '19	242	-14.8%
Jul '18	284	-11.8%
Jul '17	322	0.9%



Current Year	284	285	283	280	256	255	251	255	248	223	217	233	242
Prior Year	322	307	313	308	276	275	277	285	285	260	260	272	284
Percent Change from Prior Year	-12%	-7%	-10%	-9%	-7%	-7%	-9%	-11%	-13%	-14%	-17%	-14%	-15%

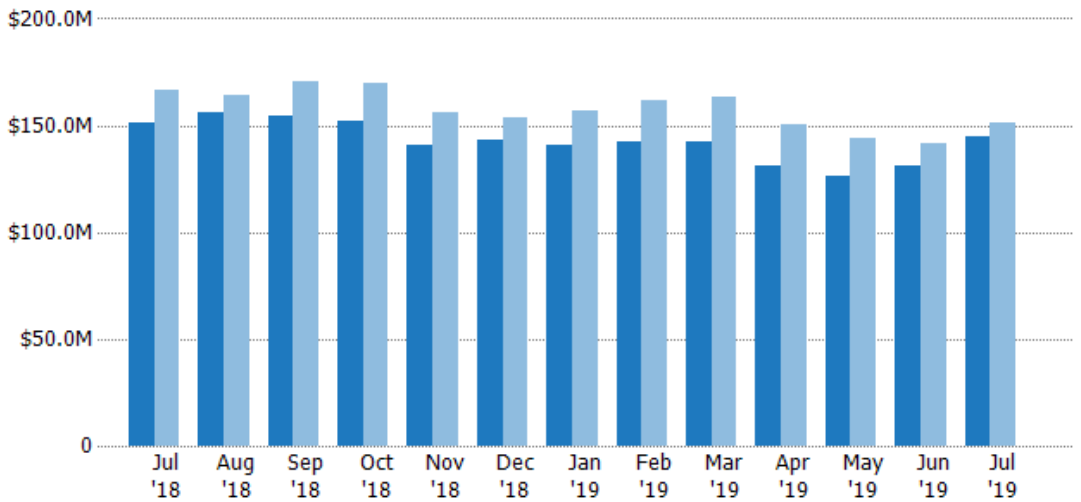
Active Listing Volume

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.
Jul '19	\$144M	-4.6%
Jul '18	\$151M	-9.2%
Jul '17	\$167M	-4.4%



Current Year	\$151M	\$156M	\$155M	\$152M	\$141M	\$143M	\$141M	\$143M	\$142M	\$131M	\$126M	\$131M	\$144M
Prior Year	\$167M	\$164M	\$171M	\$170M	\$156M	\$154M	\$157M	\$162M	\$163M	\$150M	\$144M	\$142M	\$151M
Percent Change from Prior Year	-9%	-5%	-9%	-10%	-10%	-7%	-10%	-12%	-13%	-13%	-13%	-7%	-5%

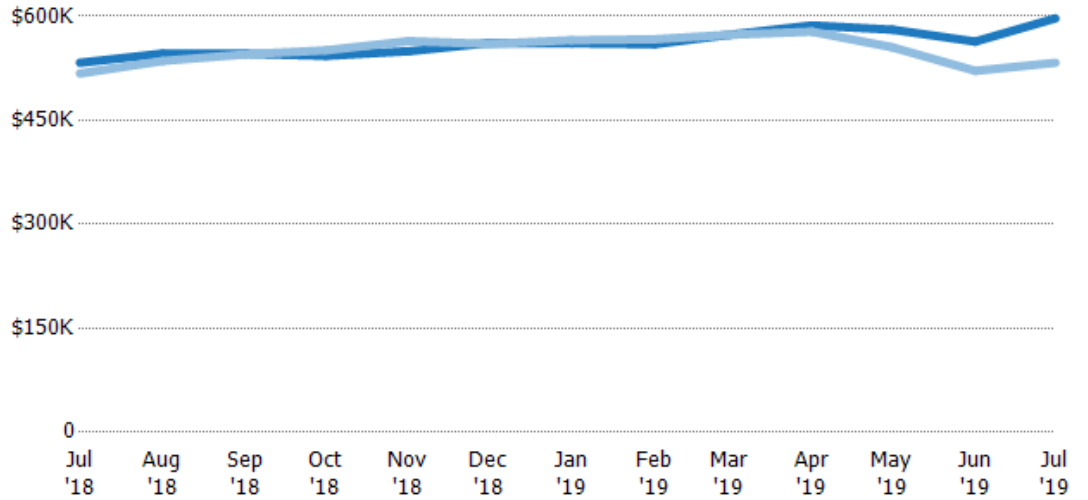
Average Listing Price

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.
Jul '19	\$597K	12%
Jul '18	\$533K	3%
Jul '17	\$517K	-5.3%



Current Year	\$533K	\$546K	\$546K	\$543K	\$550K	\$561K	\$561K	\$560K	\$573K	\$587K	\$581K	\$563K	\$597K
Prior Year	\$517K	\$536K	\$545K	\$551K	\$564K	\$560K	\$566K	\$567K	\$573K	\$578K	\$555K	\$521K	\$533K
Percent Change from Prior Year	3%	2%	0%	-1%	-3%	0%	-1%	-1%	0	2%	5%	8%	12%

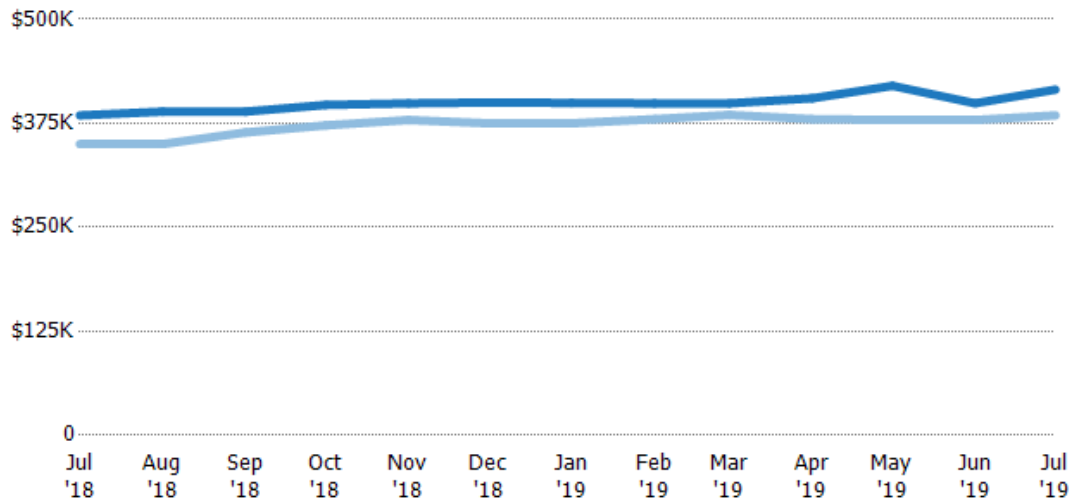
Median Listing Price

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.
Jul '19	\$416K	8.1%
Jul '18	\$385K	9.9%
Jul '17	\$350K	-0.3%



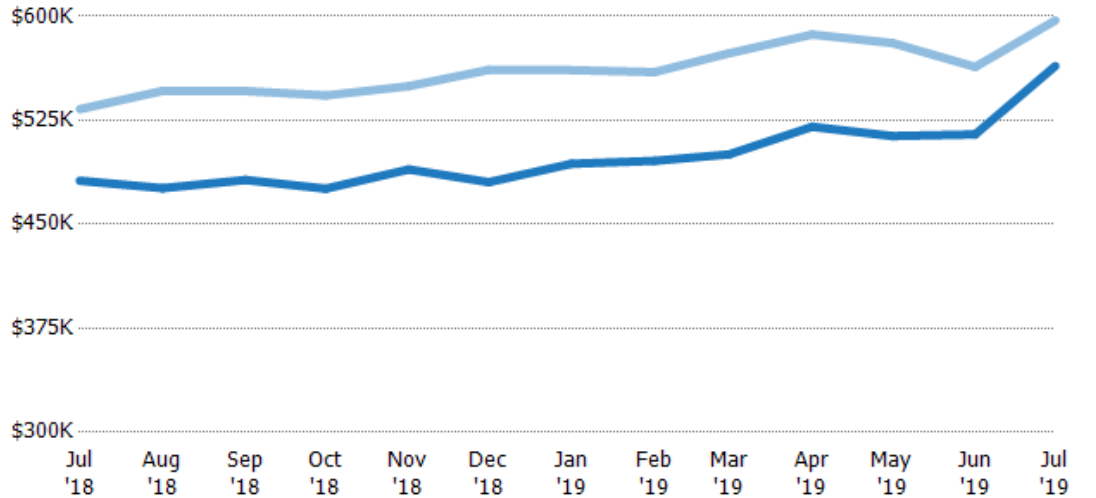
Current Year	\$385K	\$389K	\$389K	\$397K	\$399K	\$400K	\$400K	\$399K	\$399K	\$405K	\$420K	\$399K	\$416K
Prior Year	\$350K	\$350K	\$364K	\$372K	\$379K	\$375K	\$375K	\$380K	\$385K	\$380K	\$379K	\$379K	\$385K
Percent Change from Prior Year	10%	11%	7%	7%	5%	7%	7%	5%	4%	7%	11%	5%	8%

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



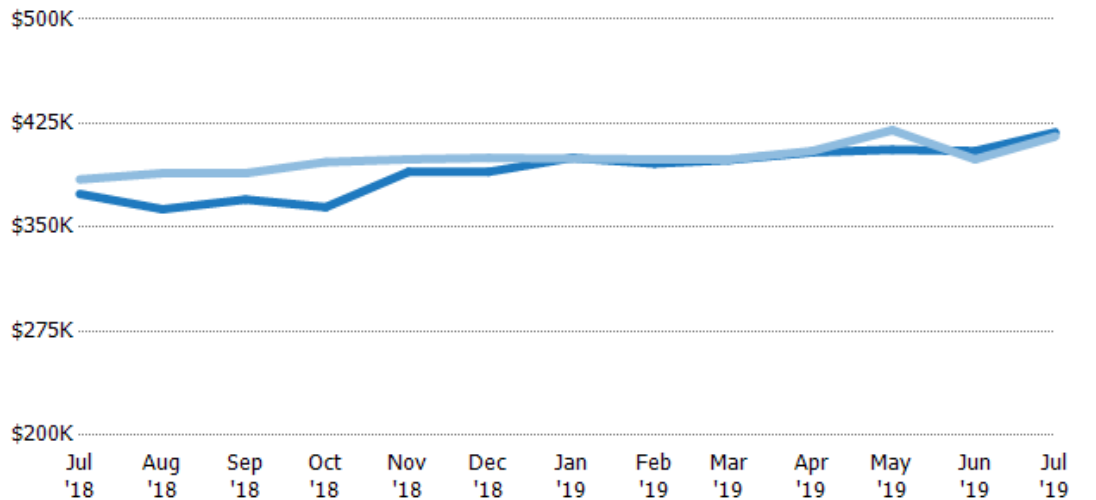
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$481K	\$476K	\$482K	\$476K	\$490K	\$480K	\$494K	\$496K	\$500K	\$520K	\$514K	\$515K	\$564K
Avg Listing Price	\$533K	\$546K	\$546K	\$543K	\$550K	\$561K	\$561K	\$560K	\$573K	\$587K	\$581K	\$563K	\$597K
Avg Listing Price as a % of Avg Est Value	111%	115%	113%	114%	112%	117%	114%	113%	115%	113%	113%	109%	106%

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



	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	\$374K	\$363K	\$370K	\$365K	\$390K	\$390K	\$400K	\$396K	\$399K	\$404K	\$406K	\$405K	\$418K
Median Listing Price	\$385K	\$389K	\$389K	\$397K	\$399K	\$400K	\$400K	\$399K	\$399K	\$405K	\$420K	\$399K	\$416K
Med Listing Price as a % of Med Est Value	103%	107%	105%	109%	102%	103%	100%	101%	100%	100%	103%	99%	99%

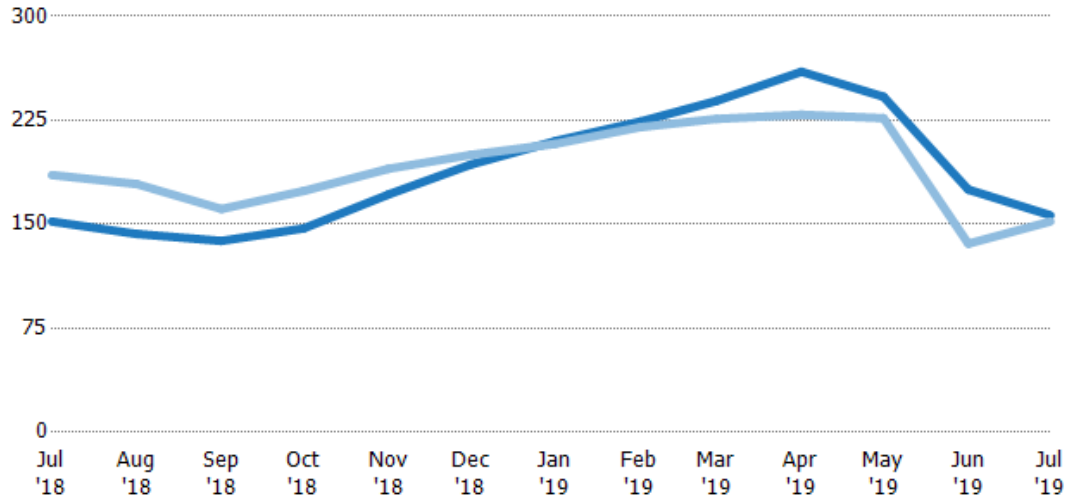
Median Days in RPR

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.
Jul '19	157	3%
Jul '18	152	-18.1%
Jul '17	186	4.6%



	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	152	143	138	147	172	193	210	224	239	260	242	175	157
Prior Year	186	179	161	174	190	200	208	220	226	229	227	136	152
Percent Change from Prior Year	-18%	-20%	-14%	-16%	-10%	-4%	1%	2%	6%	14%	7%	29%	3%

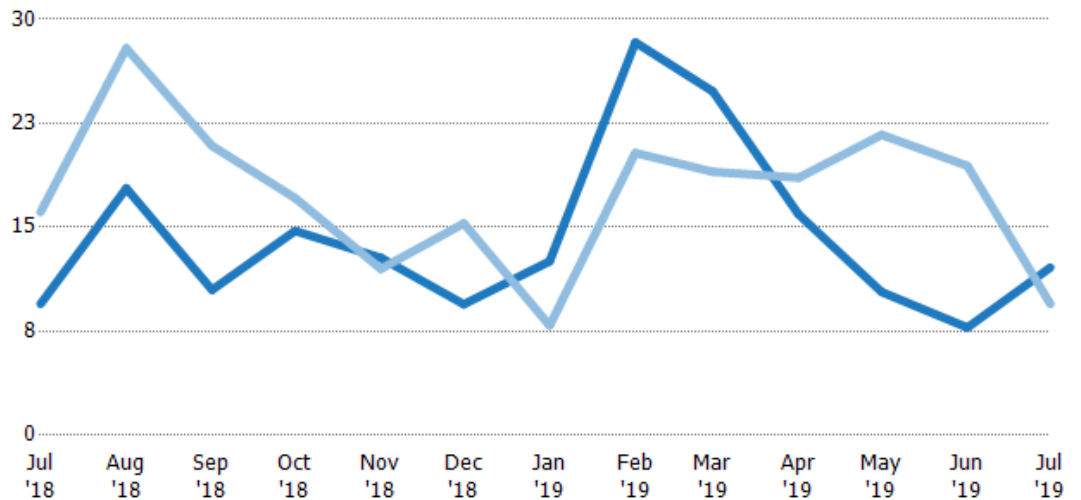
Months of Inventory

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.
Jul '19	12.1	27.8%
Jul '18	9.47	-41.2%
Jul '17	16.1	68.2%



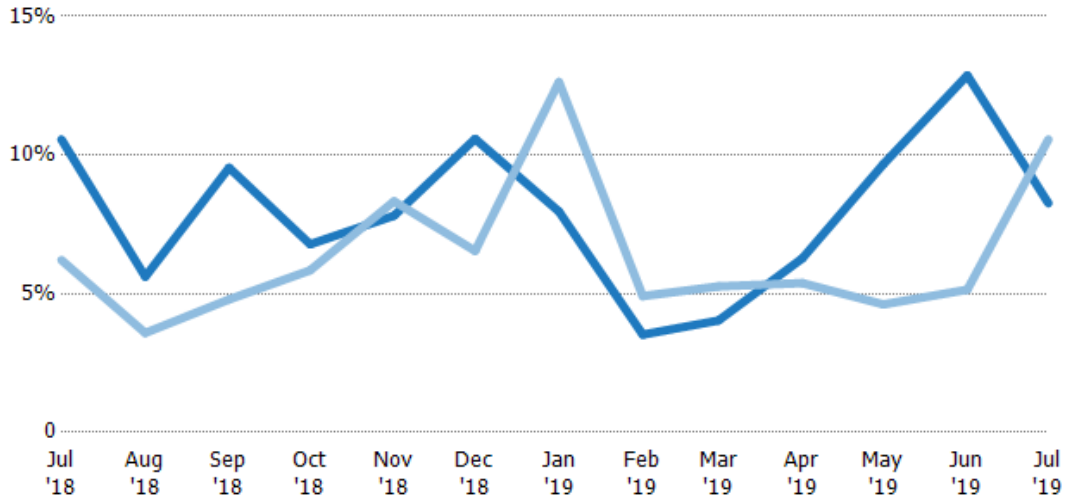
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9.47	17.8	10.5	14.7	12.8	9.44	12.6	28.3	24.8	15.9	10.3	7.77	12.1
Prior Year	16.1	27.9	20.9	17.1	12	15.3	7.91	20.4	19	18.6	21.7	19.4	9.47
Percent Change from Prior Year	-41%	-36%	-50%	-14%	7%	-38%	59%	39%	31%	-14%	-52%	-60%	28%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



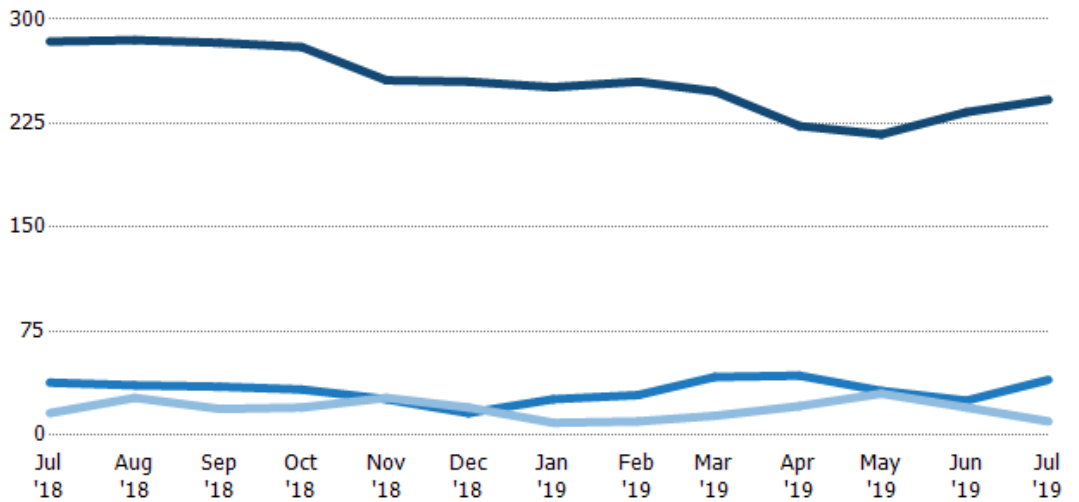
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	11%	6%	10%	7%	8%	11%	8%	4%	4%	6%	10%	13%	8%
Prior Year	6%	4%	5%	6%	8%	7%	13%	5%	5%	5%	5%	5%	11%
Change from Prior Year	-4%	-2%	-5%	-1%	1%	-4%	5%	1%	1%	-1%	-5%	-8%	2%

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



	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	284	285	283	280	256	255	251	255	248	223	217	233	242
Pending	38	36	35	33	26	16	26	29	42	43	32	25	40
Sold	16	27	19	20	27	20	9	10	14	21	30	20	10

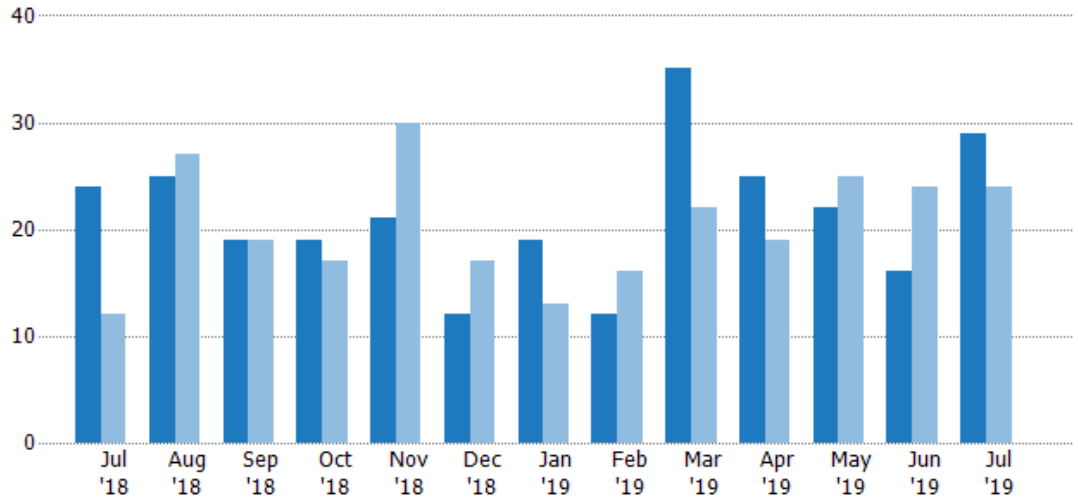
New Pending Sales

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.
Jul '19	29	20.8%
Jul '18	24	100%
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	24	25	19	19	21	12	19	12	35	25	22	16	29
Prior Year	12	27	19	17	30	17	13	16	22	19	25	24	24
Percent Change from Prior Year	100%	-7%	0%	12%	-30%	-29%	46%	-25%	59%	32%	-12%	-33%	21%

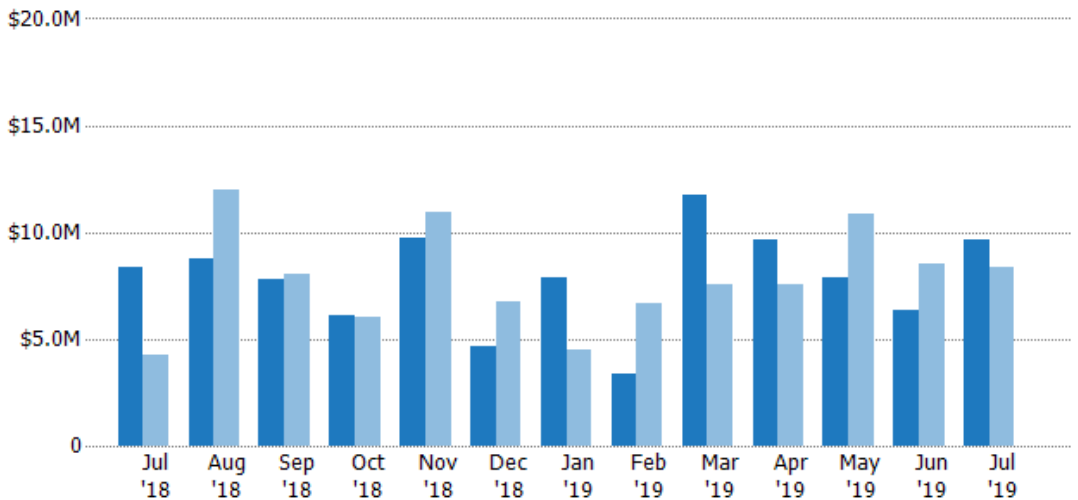
New Pending Sales Volume

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.
Jul '19	\$9.66M	15.2%
Jul '18	\$8.39M	96%
Jul '17	\$4.28M	-47%



	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	\$8.39M	\$8.77M	\$7.79M	\$6.11M	\$9.74M	\$4.68M	\$7.91M	\$3.36M	\$11.7M	\$9.62M	\$7.85M	\$6.35M	\$9.66M
Prior Year	\$4.28M	\$11.9M	\$8.01M	\$6.06M	\$10.9M	\$6.72M	\$4.5M	\$6.64M	\$7.59M	\$7.58M	\$10.9M	\$8.52M	\$8.39M
Percent Change from Prior Year	96%	-27%	-3%	1%	-11%	-30%	76%	-49%	54%	27%	-28%	-25%	15%

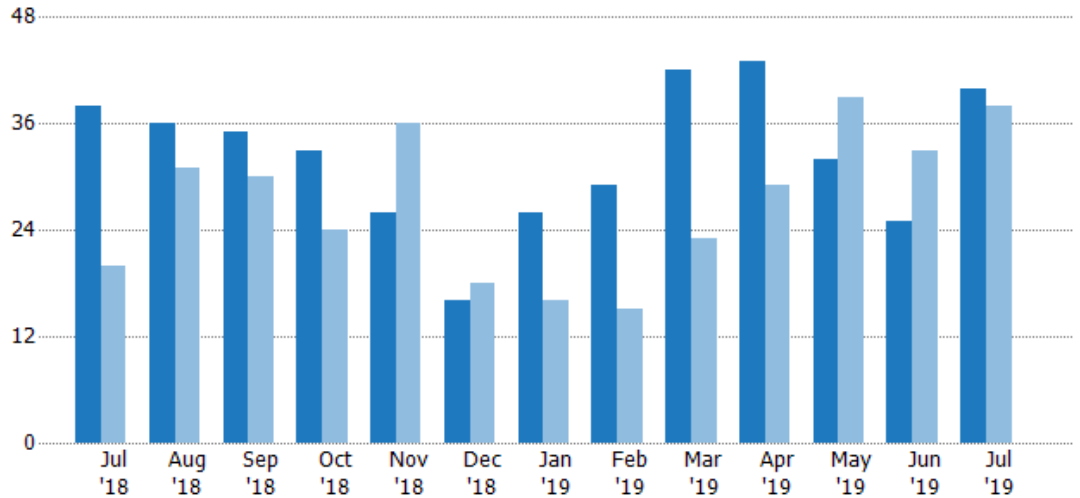
Pending Sales

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.
Jul '19	40	5.3%
Jul '18	38	90%
Jul '17	20	50%



Current Year	38	36	35	33	26	16	26	29	42	43	32	25	40
Prior Year	20	31	30	24	36	18	16	15	23	29	39	33	38
Percent Change from Prior Year	90%	16%	17%	38%	-28%	-11%	63%	93%	83%	48%	-18%	-24%	5%

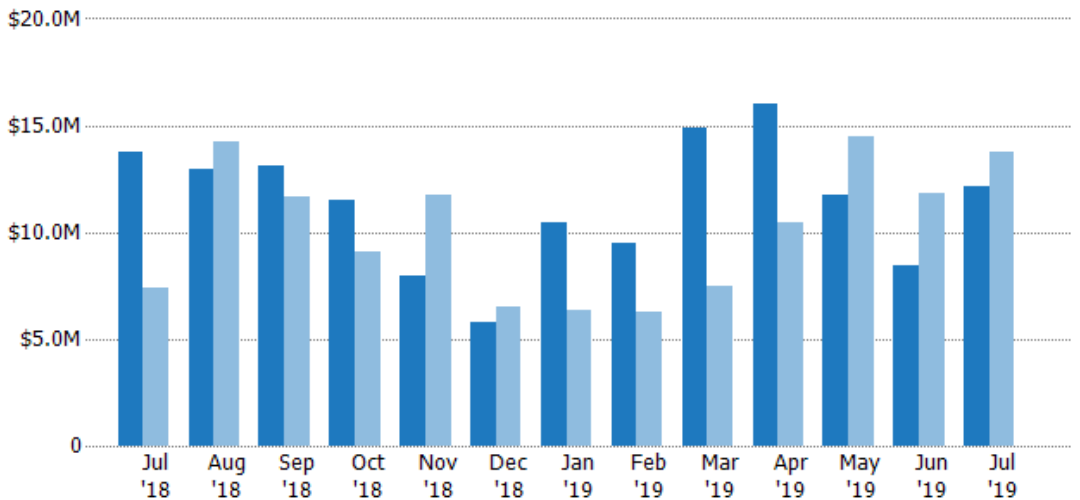
Pending Sales Volume

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.
Jul '19	\$12.2M	-11.4%
Jul '18	\$13.7M	86.1%
Jul '17	\$7.38M	32.5%



Current Year	\$13.7M	\$13M	\$13.1M	\$11.5M	\$7.98M	\$5.82M	\$10.4M	\$9.52M	\$14.9M	\$16M	\$11.8M	\$8.45M	\$12.2M
Prior Year	\$7.38M	\$14.2M	\$11.7M	\$9.09M	\$11.7M	\$6.49M	\$6.32M	\$6.24M	\$7.5M	\$10.4M	\$14.4M	\$11.8M	\$13.7M
Percent Change from Prior Year	86%	-9%	12%	26%	-32%	-10%	65%	53%	99%	54%	-19%	-28%	-11%

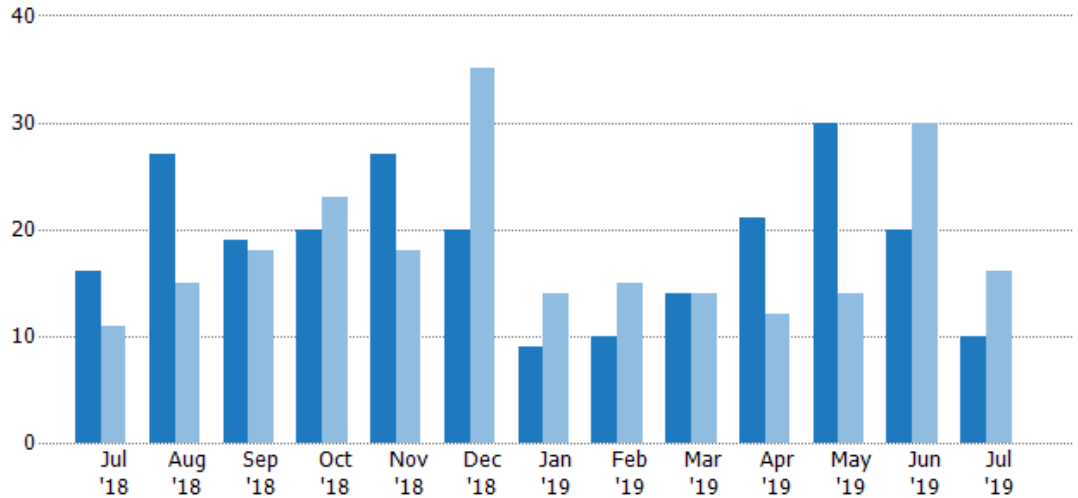
Closed Sales

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.
Jul '19	10	-37.5%
Jul '18	16	45.5%
Jul '17	11	0%



Current Year	16	27	19	20	27	20	9	10	14	21	30	20	10
Prior Year	11	15	18	23	18	35	14	15	14	12	14	30	16
Percent Change from Prior Year	45%	80%	6%	-13%	50%	-43%	-36%	-33%	0%	75%	114%	-33%	-38%

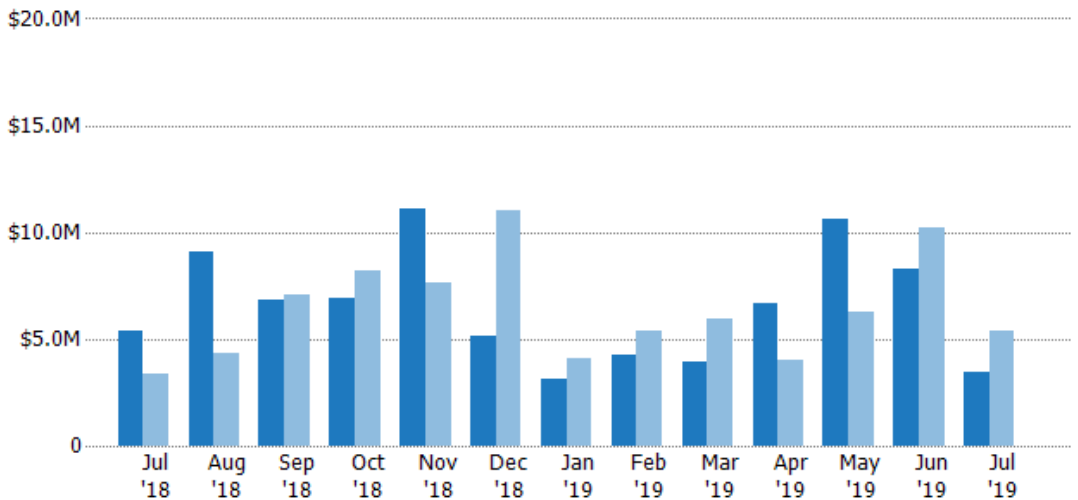
Closed Sales Volume

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.
Jul '19	\$3.42M	-36.6%
Jul '18	\$5.39M	60.1%
Jul '17	\$3.36M	86.3%



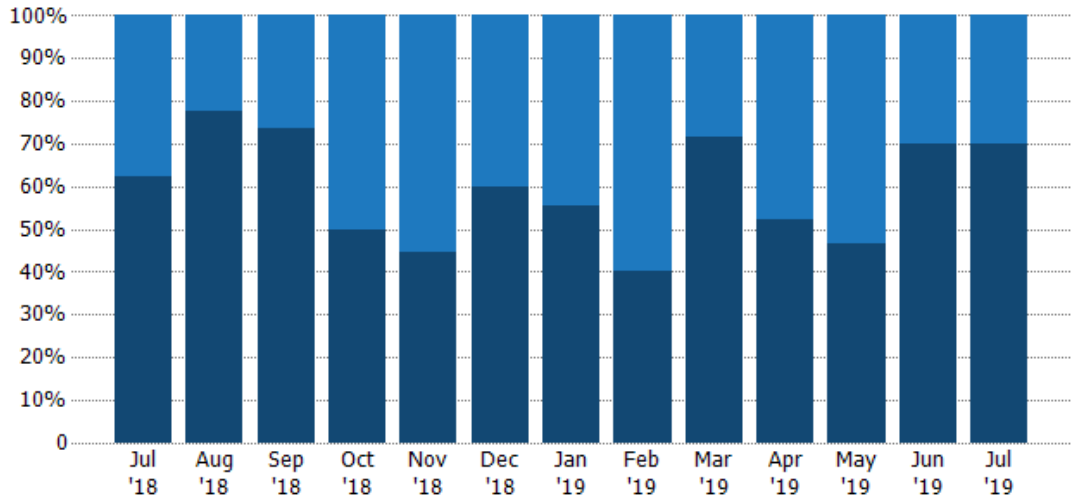
Current Year	\$5.39M	\$9.1M	\$6.85M	\$6.88M	\$11.1M	\$5.11M	\$3.15M	\$4.22M	\$3.96M	\$6.67M	\$10.6M	\$8.26M	\$3.42M
Prior Year	\$3.36M	\$4.36M	\$7.08M	\$8.2M	\$7.65M	\$11M	\$4.06M	\$5.41M	\$5.93M	\$4.04M	\$6.26M	\$10.2M	\$5.39M
Percent Change from Prior Year	60%	109%	-3%	-16%	45%	-54%	-23%	-22%	-33%	65%	70%	-19%	-37%

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	38%	22%	26%	50%	56%	40%	44%	60%	29%	48%	53%	30%	30%
Single Family Residence	63%	78%	74%	50%	44%	60%	56%	40%	71%	52%	47%	70%	70%

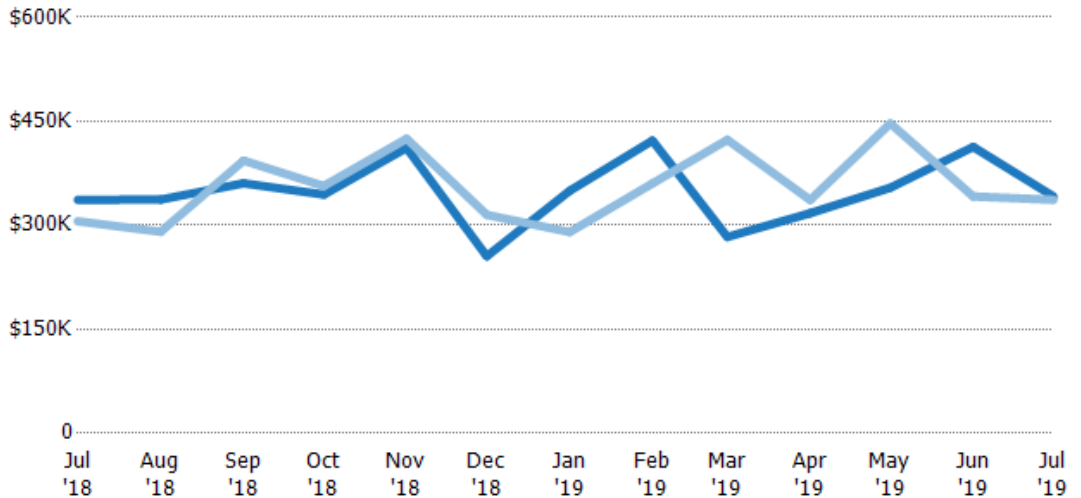
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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

Month/Year	Price	% Chg.
Jul '19	\$342K	1.5%
Jul '18	\$337K	10.1%
Jul '17	\$306K	86.3%



Current Year	\$337K	\$337K	\$361K	\$344K	\$412K	\$255K	\$350K	\$422K	\$283K	\$317K	\$354K	\$413K	\$342K
Prior Year	\$306K	\$291K	\$393K	\$357K	\$425K	\$315K	\$290K	\$360K	\$423K	\$336K	\$447K	\$342K	\$337K
Percent Change from Prior Year	10%	16%	-8%	-3%	-3%	-19%	21%	17%	-33%	-6%	-21%	21%	1%

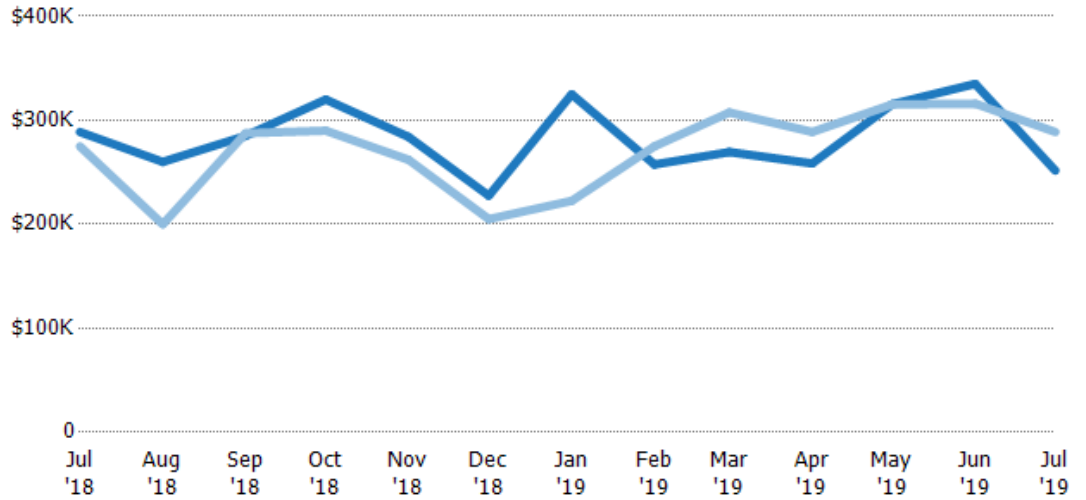
Median Sales Price

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.
Jul '19	\$252K	-12.9%
Jul '18	\$289K	5%
Jul '17	\$275K	20.7%



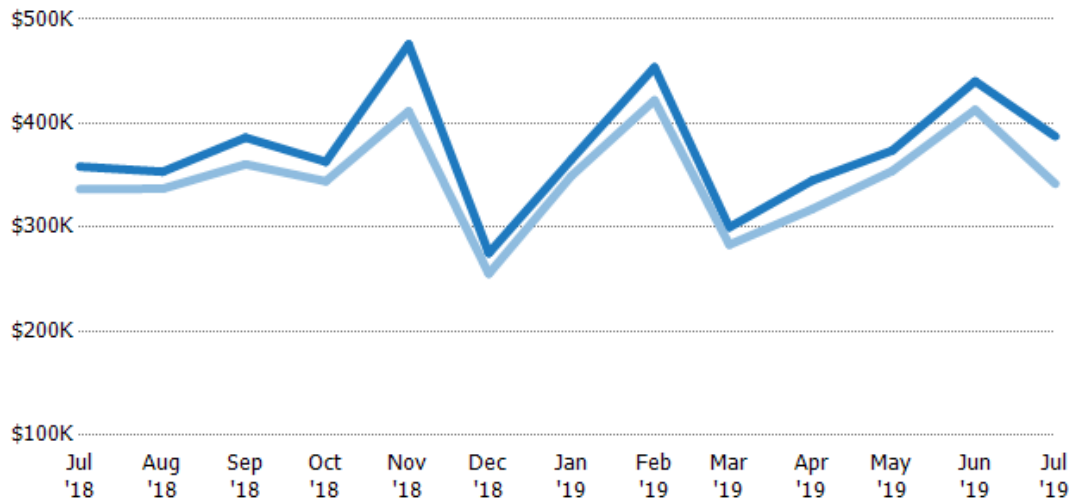
Current Year	\$289K	\$260K	\$285K	\$320K	\$284K	\$228K	\$325K	\$258K	\$269K	\$259K	\$316K	\$335K	\$252K
Prior Year	\$275K	\$200K	\$288K	\$290K	\$262K	\$205K	\$223K	\$275K	\$308K	\$289K	\$315K	\$316K	\$289K
Percent Change from Prior Year	5%	30%	-1%	10%	8%	11%	46%	-6%	-12%	-10%	0%	6%	-13%

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



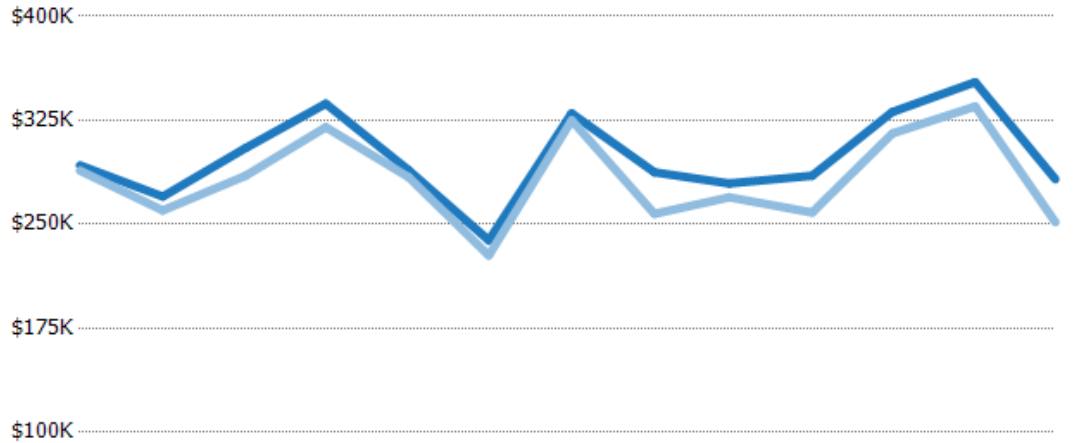
Avg List Price	\$358K	\$353K	\$386K	\$363K	\$476K	\$275K	\$365K	\$454K	\$300K	\$345K	\$374K	\$440K	\$387K
Avg Sales Price	\$337K	\$337K	\$361K	\$344K	\$412K	\$255K	\$350K	\$422K	\$283K	\$317K	\$354K	\$413K	\$342K
Avg Sales Price as a % of Avg List Price	94%	95%	93%	95%	86%	93%	96%	93%	94%	92%	95%	94%	88%

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



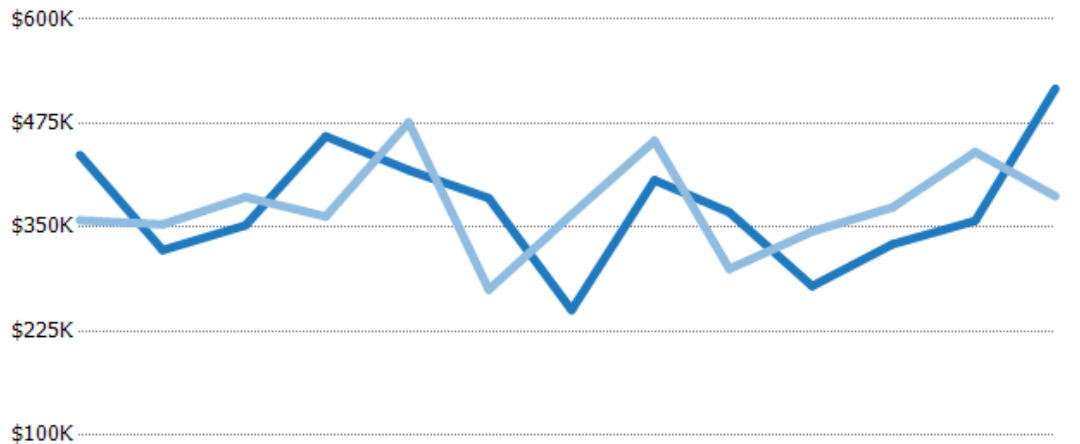
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$293K	\$270K	\$305K	\$337K	\$289K	\$238K	\$330K	\$287K	\$279K	\$285K	\$331K	\$353K	\$283K
Median Sales Price	\$289K	\$260K	\$285K	\$320K	\$284K	\$228K	\$325K	\$258K	\$269K	\$259K	\$316K	\$335K	\$252K
Med Sales Price as a % of Med List Price	99%	96%	93%	95%	98%	95%	98%	90%	96%	91%	95%	95%	89%

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



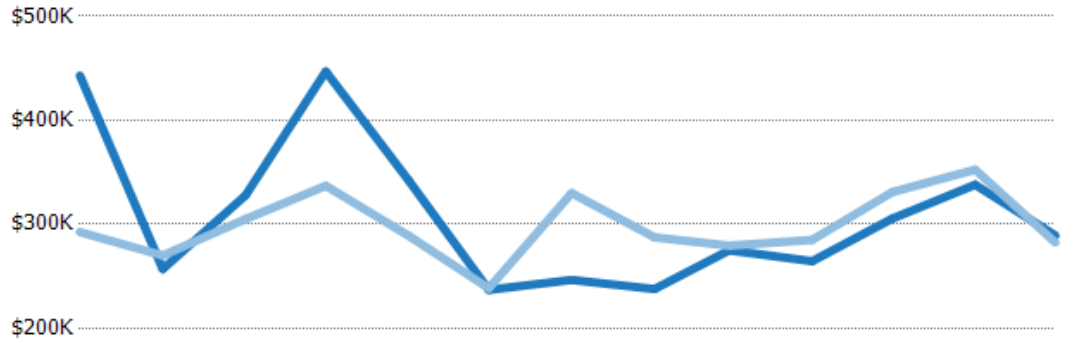
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$437K	\$323K	\$352K	\$459K	\$419K	\$385K	\$251K	\$407K	\$368K	\$279K	\$329K	\$358K	\$517K
Avg Sales Price	\$358K	\$353K	\$386K	\$363K	\$476K	\$275K	\$365K	\$454K	\$300K	\$345K	\$374K	\$440K	\$387K
Avg Sales Price as a % of Avg Est Value	82%	110%	110%	79%	114%	71%	146%	112%	82%	123%	113%	123%	75%

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



	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	\$443K	\$257K	\$328K	\$447K	\$342K	\$237K	\$247K	\$238K	\$275K	\$265K	\$306K	\$338K	\$289K
Median Sales Price	\$293K	\$270K	\$305K	\$337K	\$289K	\$238K	\$330K	\$287K	\$279K	\$285K	\$331K	\$353K	\$283K
Med Sales Price as a % of Med Est Value	66%	105%	93%	75%	84%	101%	134%	121%	102%	108%	108%	104%	98%