

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	3	+166.7%	125	92	+35.9%
New Listing Volume	\$2,538,000	\$900,000	+182%	\$39,584,750	\$30,292,686	+30.7%
Active Listing Count	34	26	+30.8%	N/A	N/A	
Active Listing Volume	\$15,140,000	\$10,886,700	+39.1%	N/A	N/A	
Average Listing Price	\$445,294	\$418,719	+6.3%	\$414,280	\$415,977	-0.4%
Median Listing Price	\$327,000	\$358,000	-8.7%	\$340,222	\$336,832	+1%
Median Days in RPR	97	105.5	-8.1%	89.83	107.38	-16.3%
Months of Inventory	3.8	2	+88.9%	4.3	3.8	+13.9%
Absorption Rate	26.47%	50%	-23.5%	23.2%	26.42%	-3.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	3	+166.7%	113	83	+36.1%
New Pending Sales Volume	\$2,524,500	\$1,102,999	+128.9%	\$33,486,550	\$23,041,786	+45.3%
Pending Sales Count	19	8	+137.5%	N/A	N/A	
Pending Sales Volume	\$6,319,900	\$2,788,899	+126.6%	N/A	N/A	
Closed Sales Count	11	8	+37.5%	89	84	+6%
Closed Sales Volume	\$2,940,800	\$2,556,800	+15%	\$25,114,793	\$22,320,595	+12.5%
Average Sales Price	\$267,345	\$319,600	-16.3%	\$282,189	\$265,721	+6.2%
Median Sales Price	\$256,000	\$252,000	+1.6%	\$281,595	\$242,837	+16%

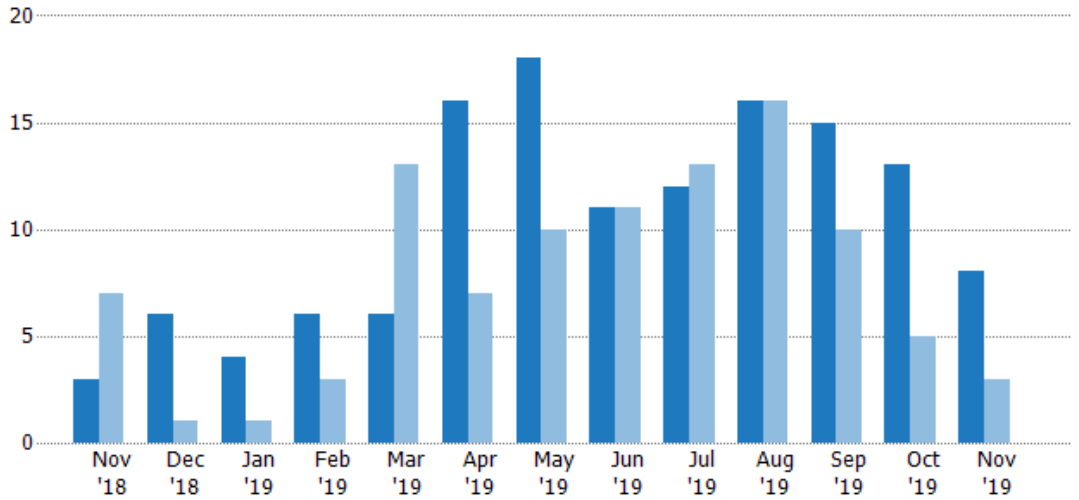
## New Listings

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.
Nov '19	8	166.7%
Nov '18	3	-57.1%
Nov '17	7	-28.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	3	6	4	6	6	16	18	11	12	16	15	13	8
Prior Year	7	1	1	3	13	7	10	11	13	16	10	5	3
Percent Change from Prior Year	-57%	500%	300%	100%	-54%	129%	80%	0%	-8%	0%	50%	160%	167%

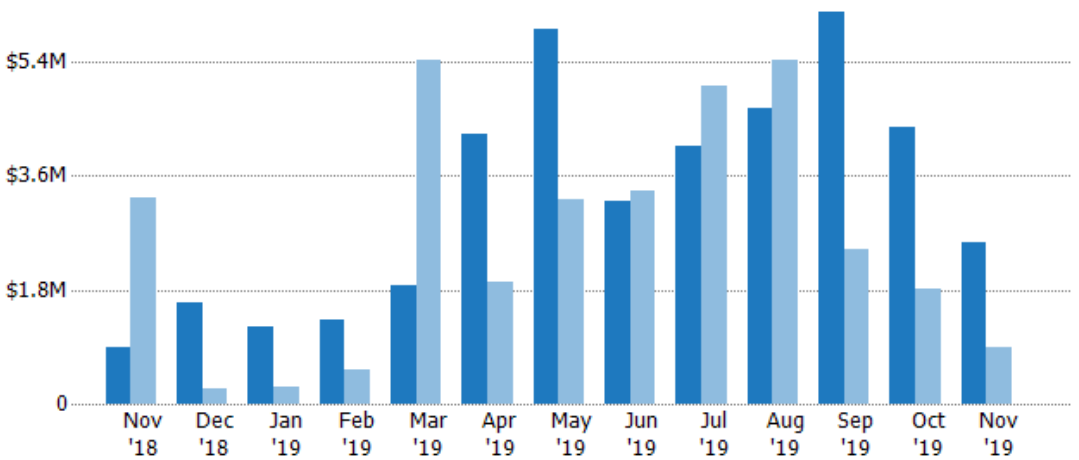
## New Listing Volume

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.
Nov '19	\$2.54M	182%
Nov '18	\$900K	-72.2%
Nov '17	\$3.24M	-51.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.87M	\$4.25M	\$5.91M	\$3.2M	\$4.06M	\$4.67M	\$6.18M	\$4.36M	\$2.54M
Prior Year	\$3.24M	\$235K	\$265K	\$526K	\$5.43M	\$1.91M	\$3.22M	\$3.35M	\$5.01M	\$5.42M	\$2.44M	\$1.83M	\$900K
Percent Change from Prior Year	-72%	578%	359%	152%	-66%	122%	84%	-4%	-19%	-14%	154%	138%	182%

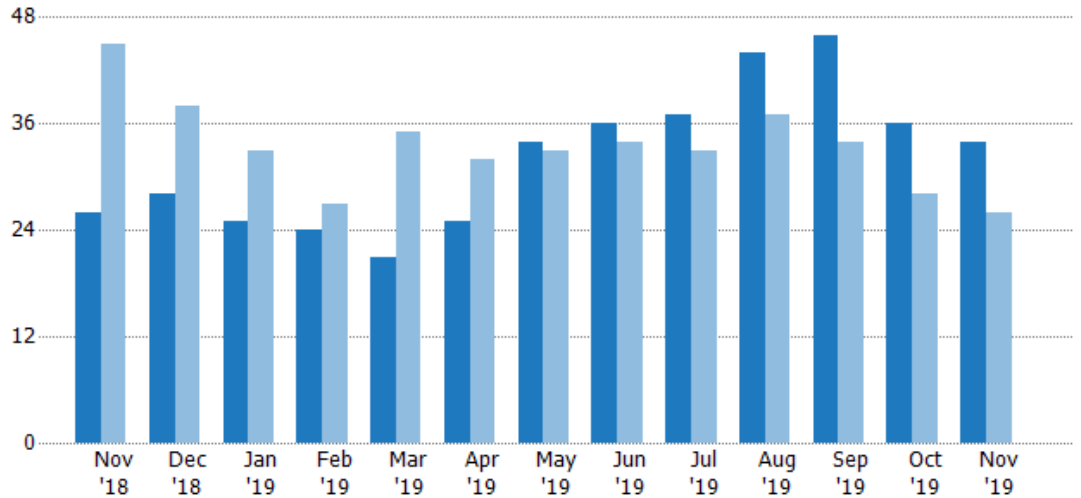
## Active Listings

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.
Nov '19	34	30.8%
Nov '18	26	-42.2%
Nov '17	45	-15.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	26	28	25	24	21	25	34	36	37	44	46	36	34
Prior Year	45	38	33	27	35	32	33	34	33	37	34	28	26
Percent Change from Prior Year	-42%	-26%	-24%	-11%	-40%	-22%	3%	6%	12%	19%	35%	29%	31%

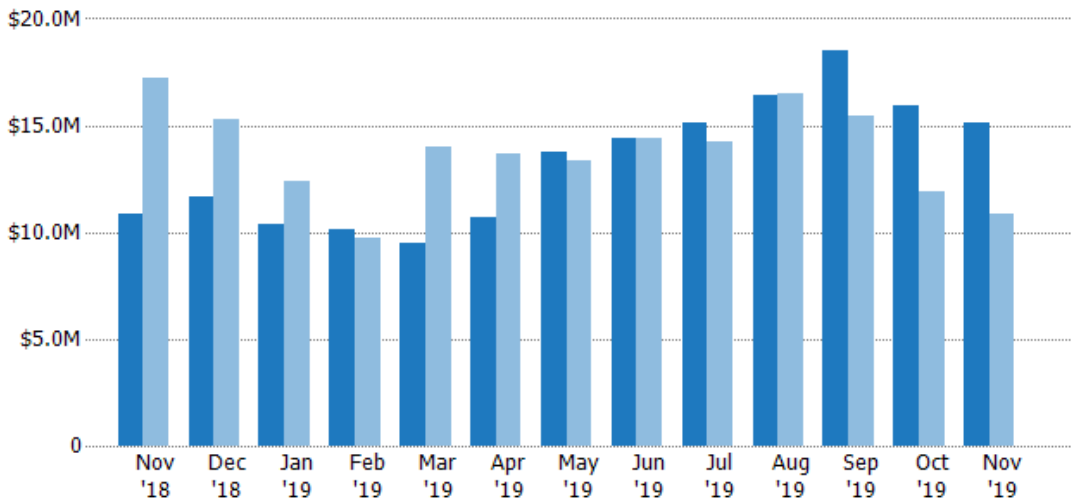
## Active Listing Volume

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.
Nov '19	\$15.1M	39.1%
Nov '18	\$10.9M	-36.7%
Nov '17	\$17.2M	-29.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$10.9M	\$11.6M	\$10.4M	\$10.1M	\$9.48M	\$10.7M	\$13.7M	\$14.4M	\$15.2M	\$16.4M	\$18.5M	\$16M	\$15.1M
Prior Year	\$17.2M	\$15.3M	\$12.4M	\$9.76M	\$14M	\$13.7M	\$13.3M	\$14.4M	\$14.2M	\$16.5M	\$15.4M	\$11.9M	\$10.9M
Percent Change from Prior Year	-37%	-24%	-16%	4%	-32%	-22%	3%	0%	6%	0%	20%	34%	39%

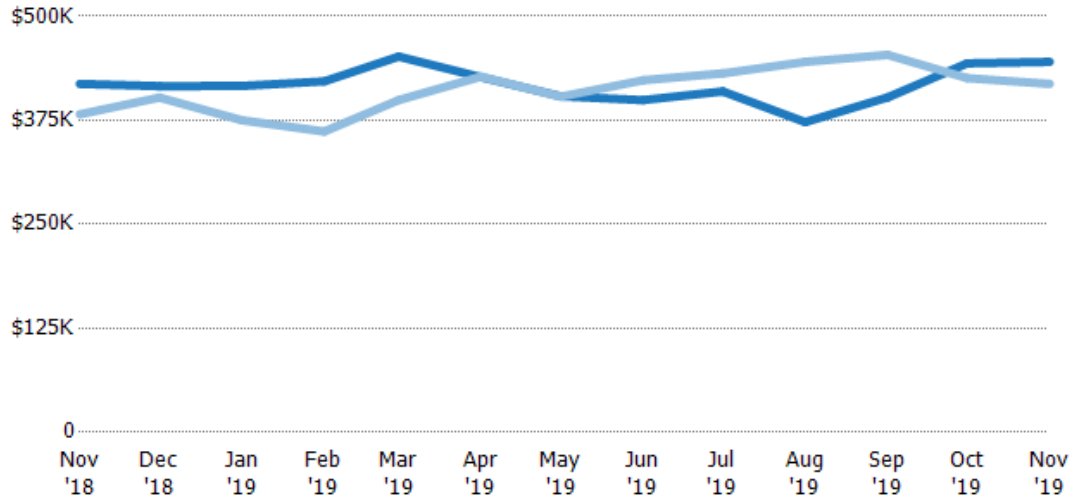
## Average Listing Price

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.
Nov '19	\$445K	6.3%
Nov '18	\$419K	9.5%
Nov '17	\$382K	-16.5%



Current Year	\$419K	\$416K	\$416K	\$422K	\$452K	\$427K	\$404K	\$399K	\$410K	\$373K	\$402K	\$443K	\$445K
Prior Year	\$382K	\$402K	\$375K	\$362K	\$399K	\$427K	\$403K	\$423K	\$431K	\$445K	\$454K	\$426K	\$419K
Percent Change from Prior Year	10%	3%	11%	17%	13%	0%	0%	-6%	-5%	-16%	-11%	4%	6%

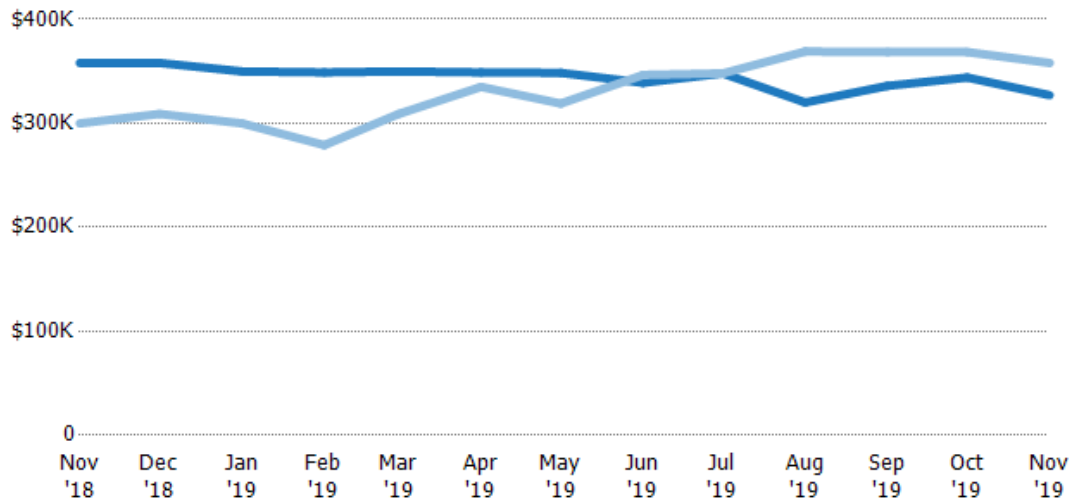
## Median Listing Price

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.
Nov '19	\$327K	-8.7%
Nov '18	\$358K	19.4%
Nov '17	\$300K	-1.1%



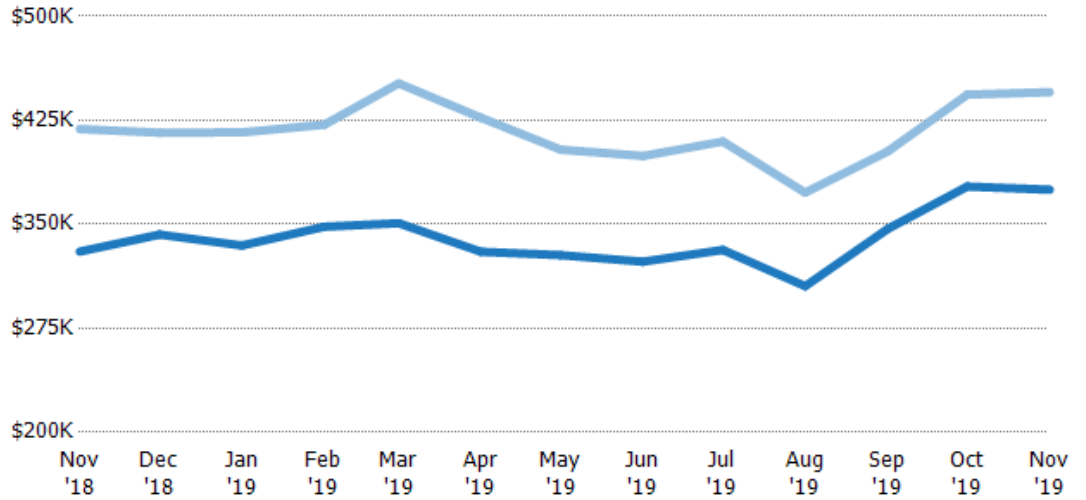
Current Year	\$358K	\$358K	\$350K	\$349K	\$350K	\$349K	\$349K	\$339K	\$348K	\$320K	\$336K	\$344K	\$327K
Prior Year	\$300K	\$309K	\$300K	\$279K	\$309K	\$335K	\$319K	\$347K	\$348K	\$369K	\$369K	\$369K	\$358K
Percent Change from Prior Year	19%	16%	17%	25%	13%	4%	9%	-2%	0%	-13%	-9%	-7%	-9%

## 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



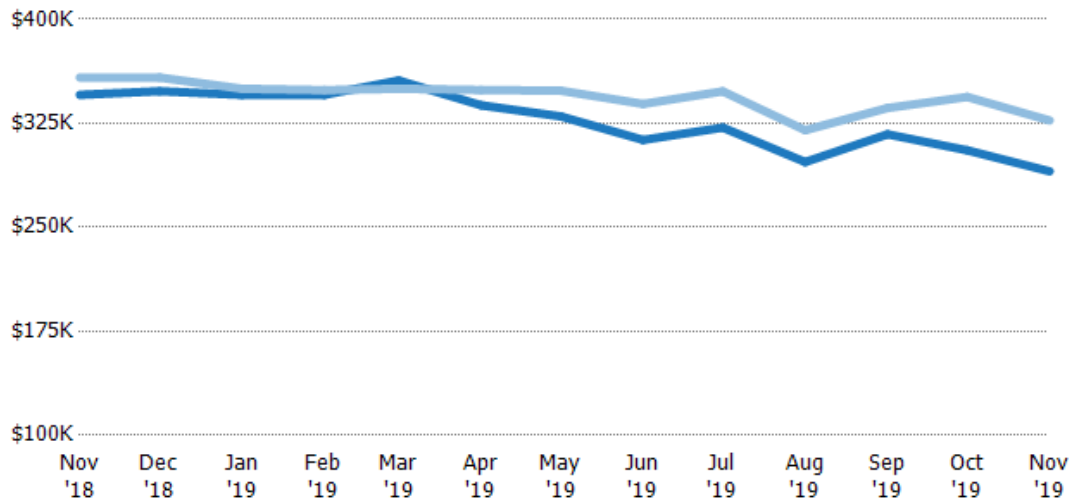
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$330K	\$343K	\$335K	\$348K	\$351K	\$330K	\$328K	\$323K	\$332K	\$305K	\$347K	\$377K	\$375K
Avg Listing Price	\$419K	\$416K	\$416K	\$422K	\$452K	\$427K	\$404K	\$399K	\$410K	\$373K	\$402K	\$443K	\$445K
Avg Listing Price as a % of Avg Est Value	127%	121%	124%	121%	129%	129%	123%	124%	124%	122%	116%	118%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$346K	\$348K	\$346K	\$346K	\$356K	\$338K	\$330K	\$313K	\$322K	\$297K	\$317K	\$306K	\$290K
Median Listing Price	\$358K	\$358K	\$350K	\$349K	\$350K	\$349K	\$349K	\$339K	\$348K	\$320K	\$336K	\$344K	\$327K
Med Listing Price as a % of Med Est Value	104%	103%	101%	101%	98%	103%	106%	108%	108%	108%	106%	113%	113%

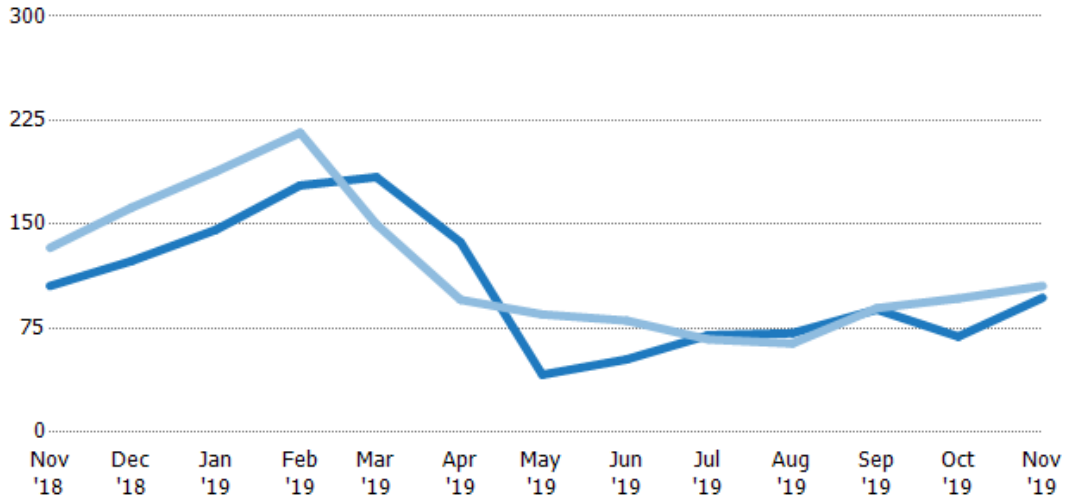
## Median Days in RPR

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.
Nov '19	97	-8.1%
Nov '18	106	-20.7%
Nov '17	133	-20.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	106	124	146	178	184	137	41.5	52.5	70	71.5	88.5	69	97
Prior Year	133	162	188	216	150	95.5	85	80.5	67	64	89.5	96.5	106
Percent Change from Prior Year	-21%	-24%	-22%	-18%	23%	43%	-51%	-35%	4%	12%	-1%	-28%	-8%

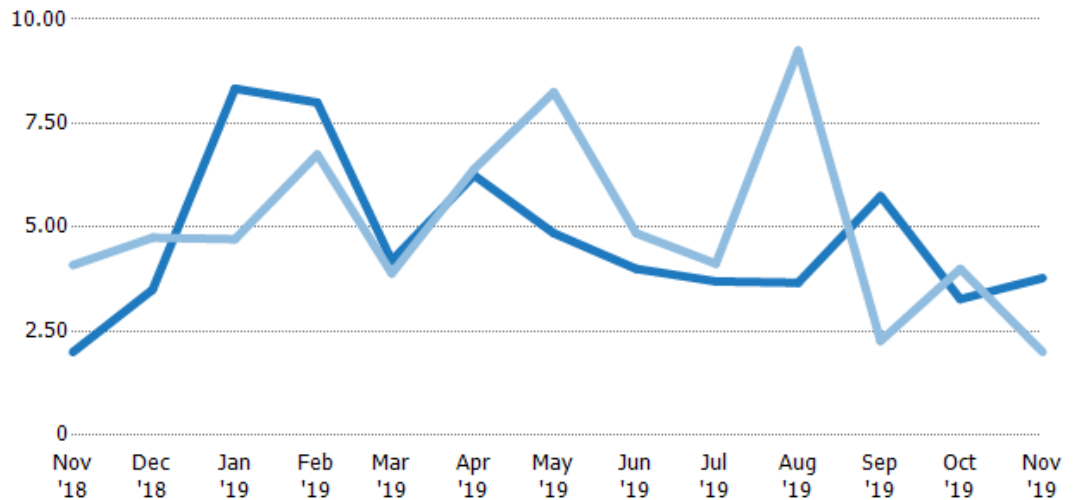
## Months of Inventory

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.
Nov '19	3.78	88.9%
Nov '18	2	-51.1%
Nov '17	4.09	-15.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	2	3.5	8.33	8	4.2	6.25	4.86	4	3.7	3.67	5.75	3.27	3.78
Prior Year	4.09	4.75	4.71	6.75	3.89	6.4	8.25	4.86	4.13	9.25	2.27	4	2
Percent Change from Prior Year	-51%	-26%	77%	19%	8%	-2%	-41%	-18%	-10%	-60%	154%	-18%	89%

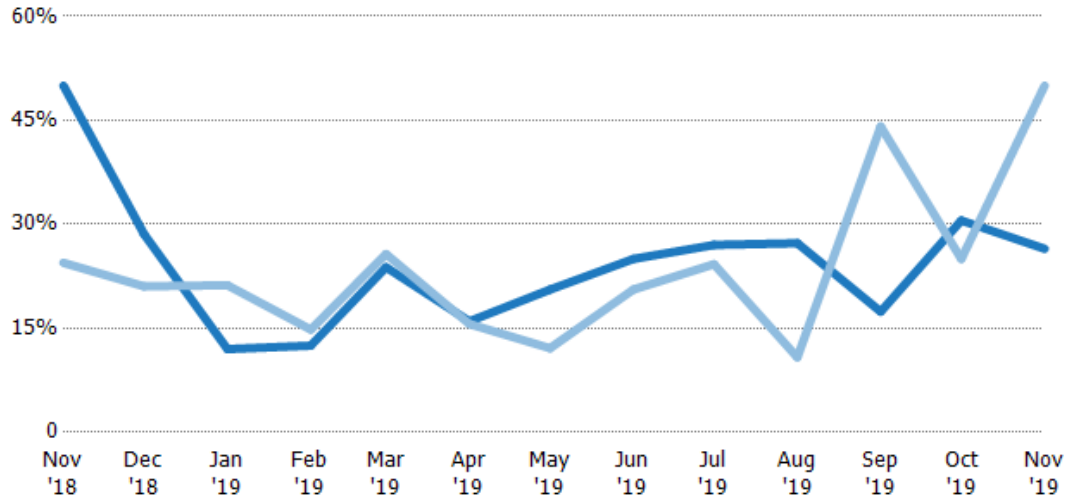
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Nov '19	26%	23.5%
Nov '18	50%	-25.6%
Nov '17	24%	18.4%



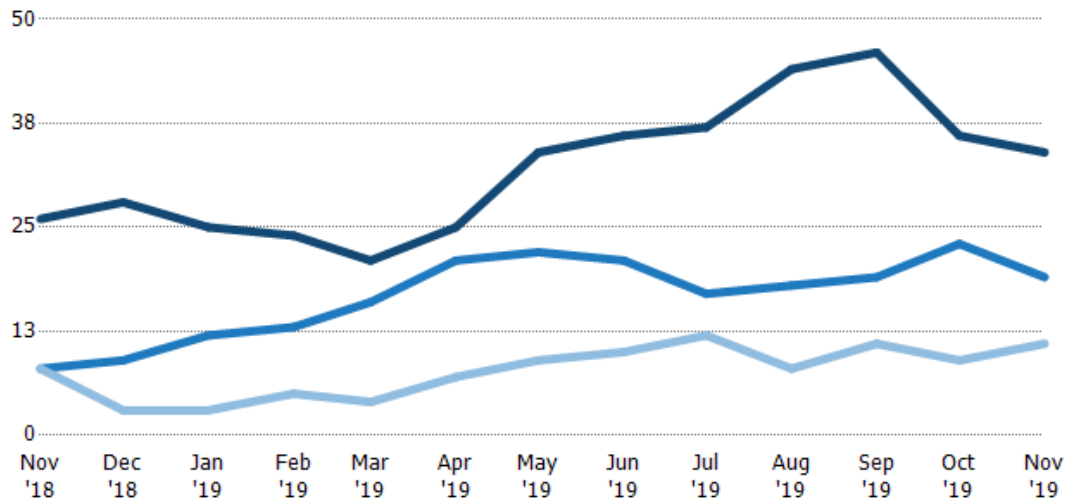
Current Year	50%	29%	12%	13%	24%	16%	21%	25%	27%	27%	17%	31%	26%
Prior Year	24%	21%	21%	15%	26%	16%	12%	21%	24%	11%	44%	25%	50%
Change from Prior Year	-26%	-8%	9%	2%	2%	0%	-8%	-4%	-3%	-16%	27%	-6%	24%

## 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	26	28	25	24	21	25	34	36	37	44	46	36	34
Pending	8	9	12	13	16	21	22	21	17	18	19	23	19
Sold	8	3	3	5	4	7	9	10	12	8	11	9	11

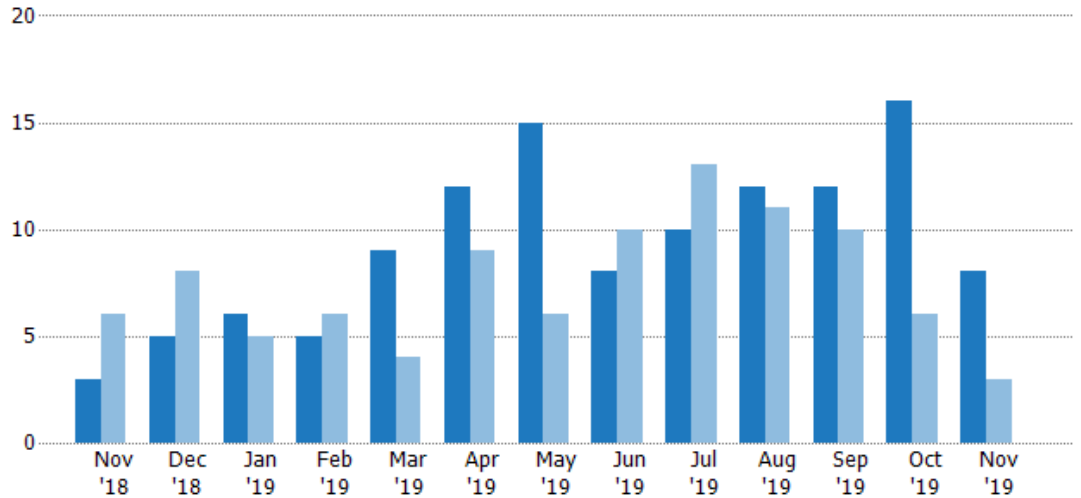
## New Pending Sales

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.
Nov '19	8	166.7%
Nov '18	3	-50%
Nov '17	6	0%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	3	5	6	5	9	12	15	8	10	12	12	16	8
Prior Year	6	8	5	6	4	9	6	10	13	11	10	6	3
Percent Change from Prior Year	-50%	-38%	20%	-17%	125%	33%	150%	-20%	-23%	9%	20%	167%	167%

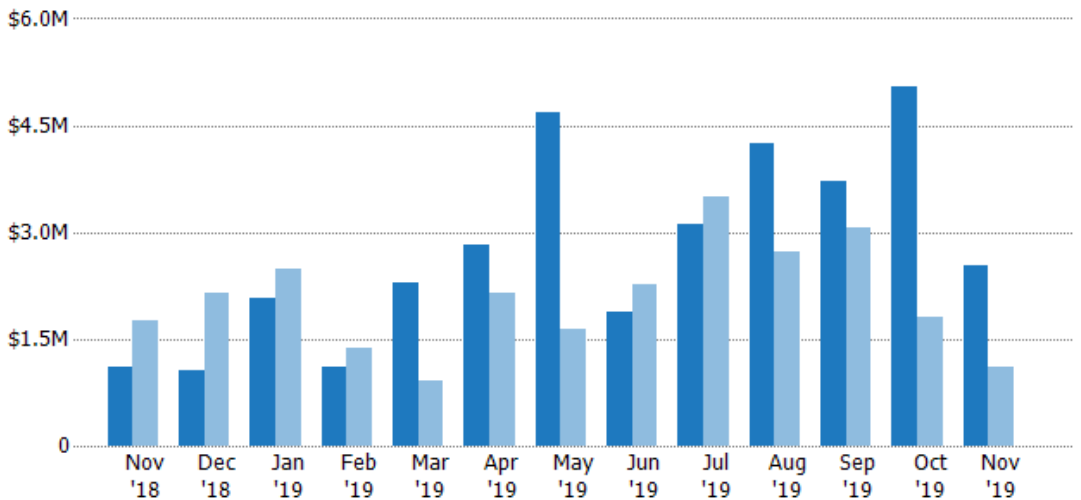
## New Pending Sales Volume

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.
Nov '19	\$2.52M	128.9%
Nov '18	\$1.1M	-37.1%
Nov '17	\$1.75M	-33.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.1M	\$1.05M	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.67M	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M
Prior Year	\$1.75M	\$2.15M	\$2.49M	\$1.37M	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.5M	\$2.72M	\$3.06M	\$1.81M	\$1.1M
Percent Change from Prior Year	-37%	-51%	-17%	-19%	149%	31%	184%	-17%	-11%	56%	22%	179%	129%



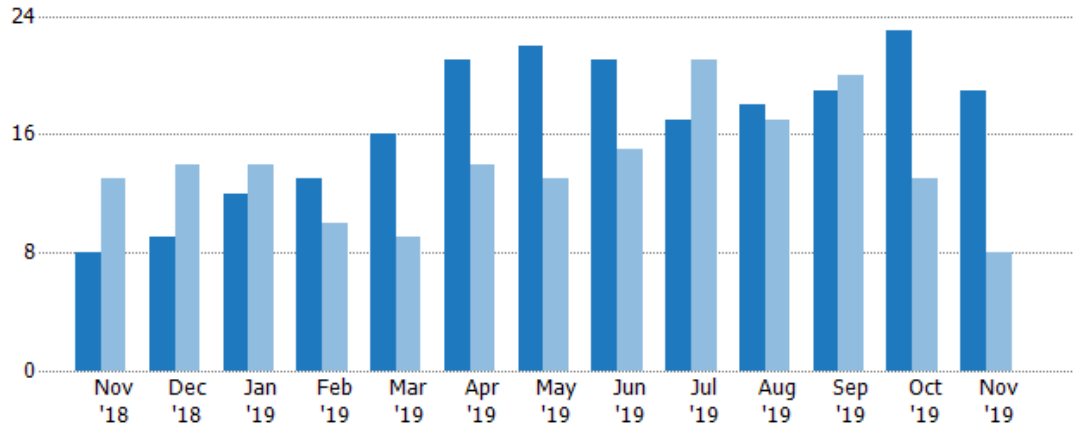
## Pending Sales

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.
Nov '19	19	137.5%
Nov '18	8	-38.5%
Nov '17	13	15.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	9	12	13	16	21	22	21	17	18	19	23	19
Prior Year	13	14	14	10	9	14	13	15	21	17	20	13	8
Percent Change from Prior Year	-38%	-36%	-14%	30%	78%	50%	69%	40%	-19%	6%	-5%	77%	138%

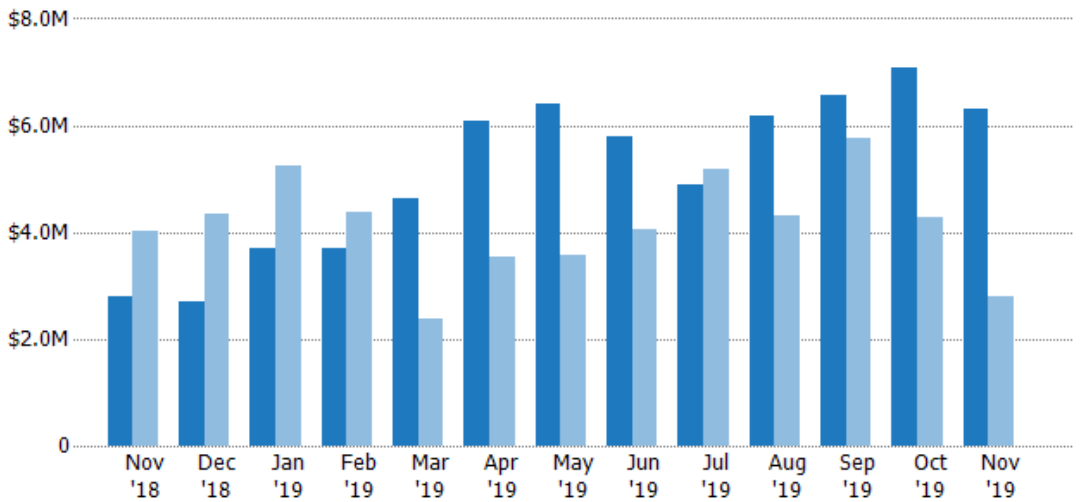
## Pending Sales Volume

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.
Nov '19	\$6.32M	126.6%
Nov '18	\$2.79M	-30.5%
Nov '17	\$4.01M	-22.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.79M	\$2.71M	\$3.69M	\$3.69M	\$4.64M	\$6.09M	\$6.41M	\$5.78M	\$4.88M	\$6.19M	\$6.58M	\$7.07M	\$6.32M
Prior Year	\$4.01M	\$4.35M	\$5.25M	\$4.38M	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$4.29M	\$2.79M
Percent Change from Prior Year	-30%	-38%	-30%	-16%	95%	72%	79%	43%	-6%	43%	14%	65%	127%

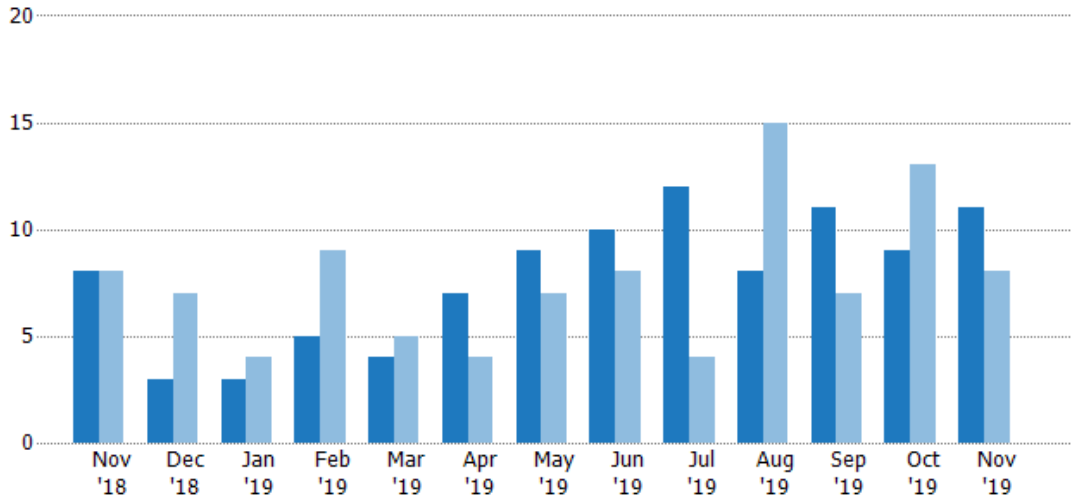
## Closed Sales

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.
Nov '19	11	37.5%
Nov '18	8	0%
Nov '17	8	12.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8	3	3	5	4	7	9	10	12	8	11	9	11
Prior Year	8	7	4	9	5	4	7	8	4	15	7	13	8
Percent Change from Prior Year	0%	-57%	-25%	-44%	-20%	75%	29%	25%	200%	-47%	57%	-31%	38%

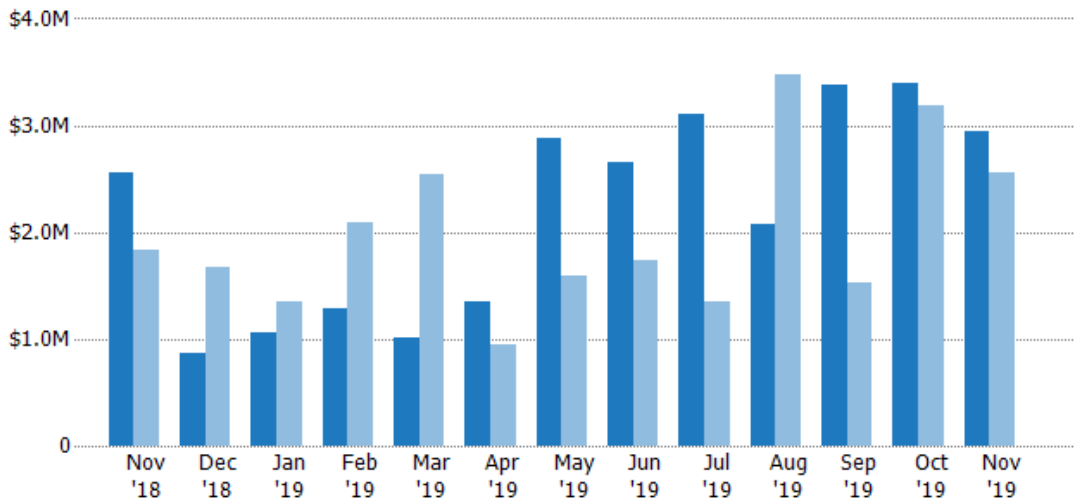
## Closed Sales Volume

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.
Nov '19	\$2.94M	15%
Nov '18	\$2.56M	39%
Nov '17	\$1.84M	8.5%



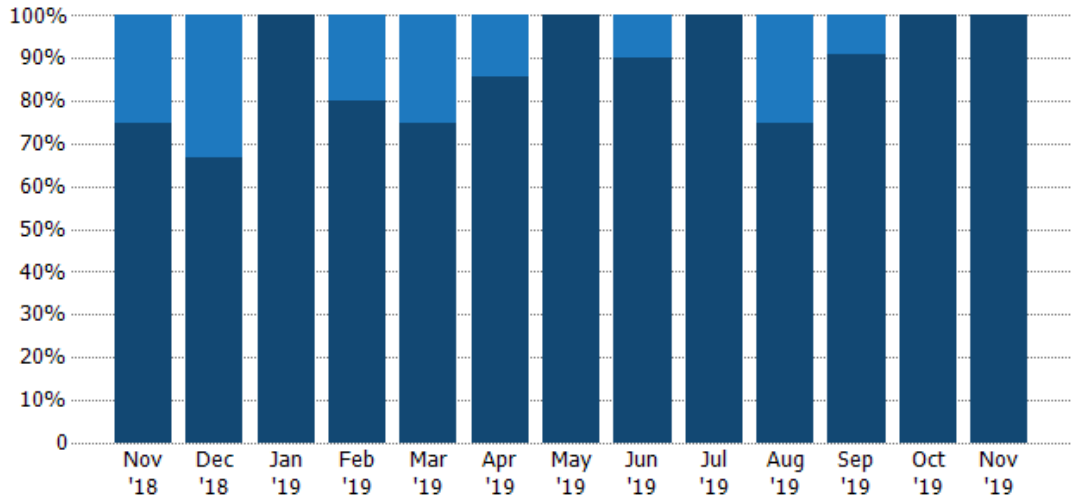
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M
Prior Year	\$1.84M	\$1.68M	\$1.35M	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.35M	\$3.47M	\$1.52M	\$3.18M	\$2.56M
Percent Change from Prior Year	39%	-49%	-22%	-38%	-61%	43%	81%	54%	130%	-40%	122%	7%	15%

## 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	25%	33%	-	20%	25%	14%	-	10%	-	25%	9%	-	-
Single Family Residence	75%	67%	100%	80%	75%	86%	100%	90%	100%	75%	91%	100%	100%

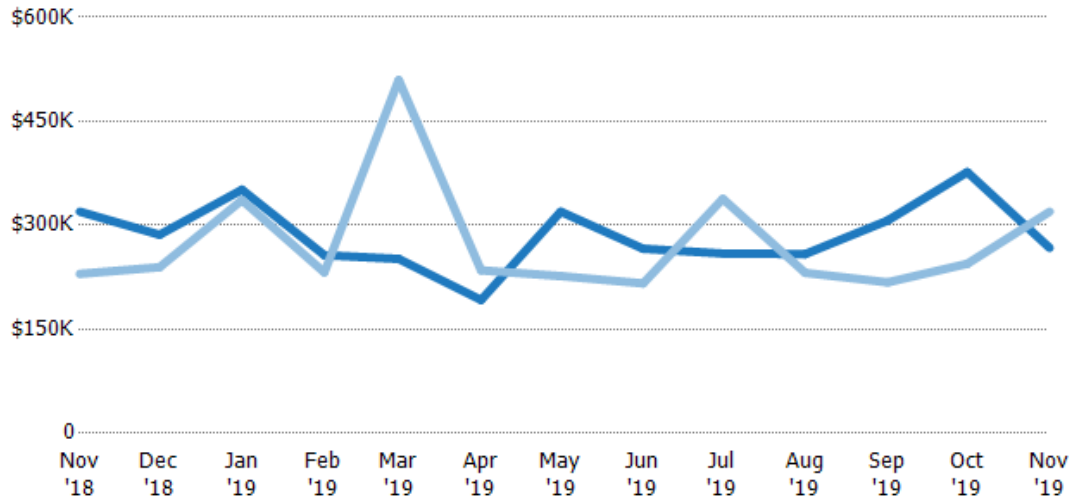
## Average Sales Price

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.
Nov '19	\$267K	-16.3%
Nov '18	\$320K	39%
Nov '17	\$230K	-3.5%



Current Year	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K
Prior Year	\$230K	\$240K	\$336K	\$232K	\$510K	\$235K	\$227K	\$216K	\$338K	\$231K	\$218K	\$244K	\$320K
Percent Change from Prior Year	39%	20%	4%	11%	-51%	-18%	41%	23%	-23%	12%	41%	54%	-16%

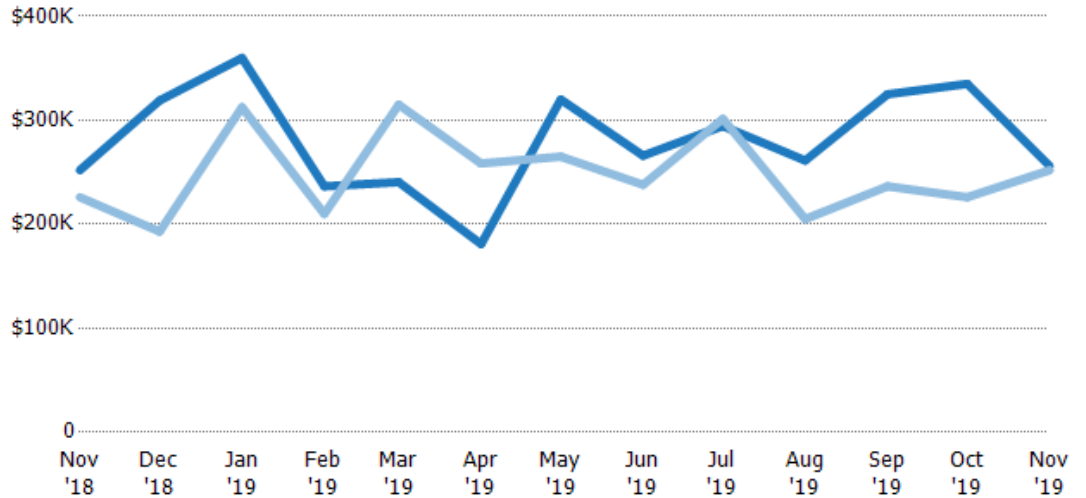
## Median Sales Price

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.
Nov '19	\$256K	1.6%
Nov '18	\$252K	11.5%
Nov '17	\$226K	-1.8%



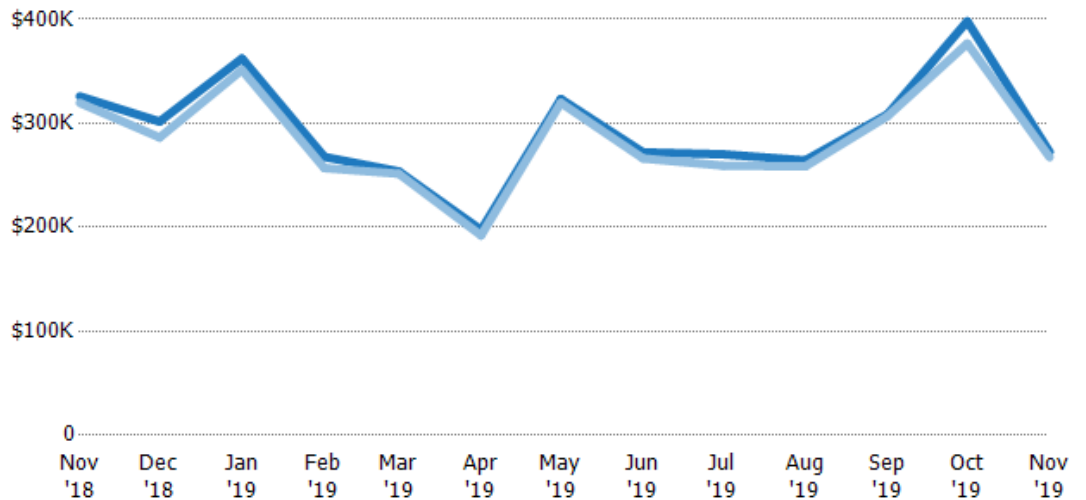
Current Year	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K
Prior Year	\$226K	\$193K	\$313K	\$210K	\$315K	\$259K	\$265K	\$238K	\$301K	\$205K	\$237K	\$226K	\$252K
Percent Change from Prior Year	12%	65%	15%	13%	-24%	-30%	21%	12%	-2%	27%	37%	48%	2%

## 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



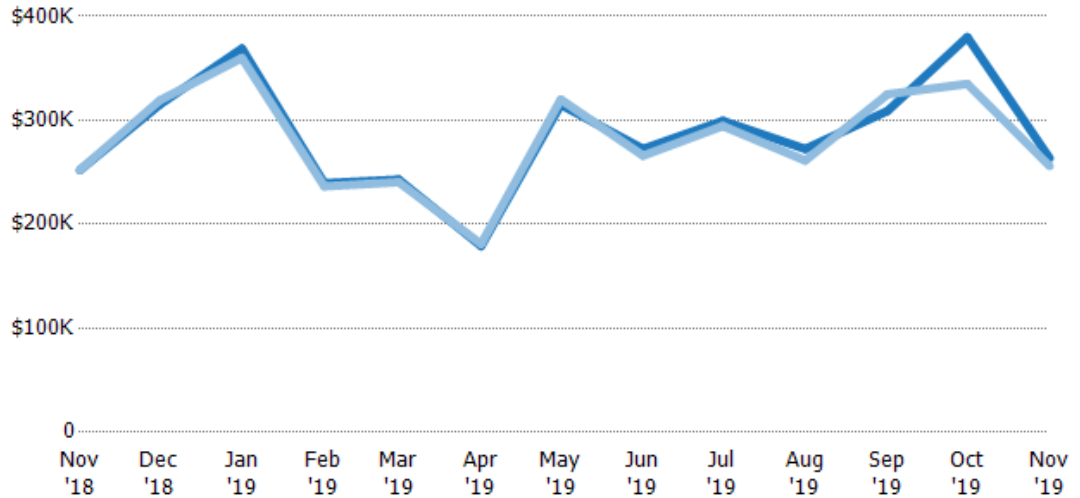
Avg List Price	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K
Avg Sales Price	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K
Avg Sales Price as a % of Avg List Price	98%	95%	97%	96%	99%	97%	99%	98%	96%	98%	99%	95%	98%

## 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



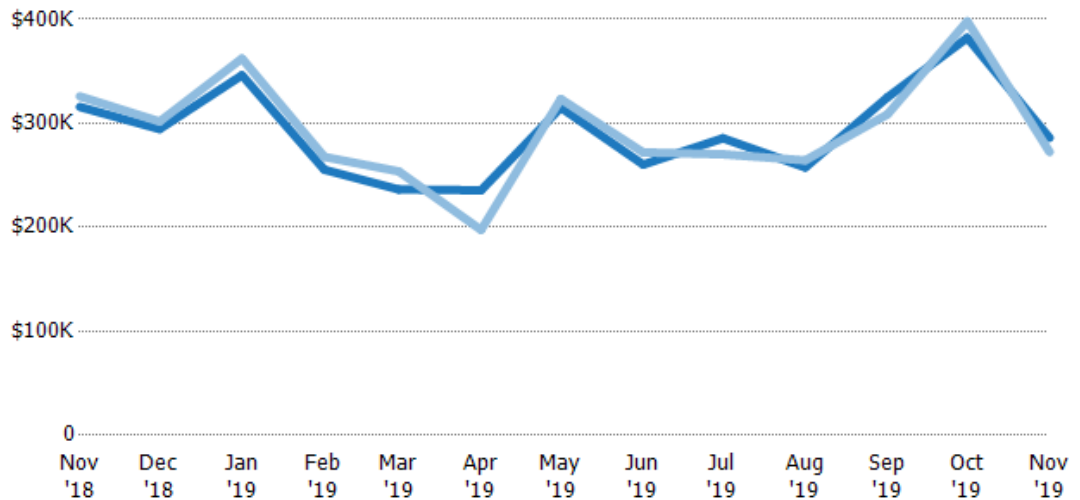
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K
Median Sales Price	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K
Med Sales Price as a % of Med List Price	100%	101%	98%	99%	99%	101%	102%	98%	98%	96%	105%	88%	97%

## 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



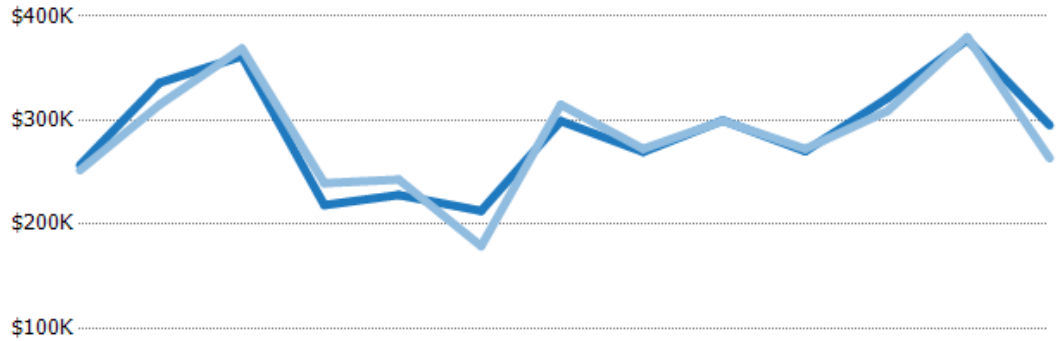
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$316K	\$294K	\$346K	\$255K	\$236K	\$236K	\$315K	\$260K	\$286K	\$258K	\$325K	\$382K	\$286K
Avg Sales Price	\$326K	\$302K	\$362K	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K
Avg Sales Price as a % of Avg Est Value	103%	102%	105%	105%	107%	84%	103%	104%	95%	103%	95%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$257K	\$336K	\$362K	\$218K	\$228K	\$213K	\$299K	\$270K	\$300K	\$270K	\$321K	\$378K	\$295K
Median Sales Price	\$252K	\$315K	\$369K	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K
Med Sales Price as a % of Med Est Value	98%	94%	102%	110%	106%	84%	105%	101%	100%	101%	96%	101%	89%