

## 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	22	10	+120%	314	332	-5.4%
New Listing Volume	\$16,872,900	\$3,936,000	+328.7%	\$165,385,375	\$148,329,997	+11.5%
Active Listing Count	203	248	-18.1%	N/A	N/A	
Active Listing Volume	\$142,687,400	\$133,753,397	+6.7%	N/A	N/A	
Average Listing Price	\$702,894	\$539,328	+30.3%	\$593,268	\$542,877	+9.3%
Median Listing Price	\$465,000	\$397,000	+17.1%	\$419,252	\$384,927	+8.9%
Median Days in RPR	153	172	-11%	188.19	175.22	+7.4%
Months of Inventory	8.5	12.4	-31.8%	11.7	16.4	-28.8%
Absorption Rate	11.82%	8.06%	+3.8%	8.57%	6.1%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	20	+5%	258	230	+12.2%
New Pending Sales Volume	\$5,642,800	\$9,408,800	-40%	\$90,127,323	\$88,469,744	+1.9%
Pending Sales Count	37	27	+37%	N/A	N/A	
Pending Sales Volume	\$10,748,825	\$8,272,000	+29.9%	N/A	N/A	
Closed Sales Count	22	27	-18.5%	205	215	-4.7%
Closed Sales Volume	\$6,639,000	\$11,111,700	-40.3%	\$70,139,074	\$78,035,928	-10.1%
Average Sales Price	\$301,773	\$411,544	-26.7%	\$342,142	\$362,958	-5.7%
Median Sales Price	\$282,000	\$284,000	-0.7%	\$288,550	\$298,479	-3.3%

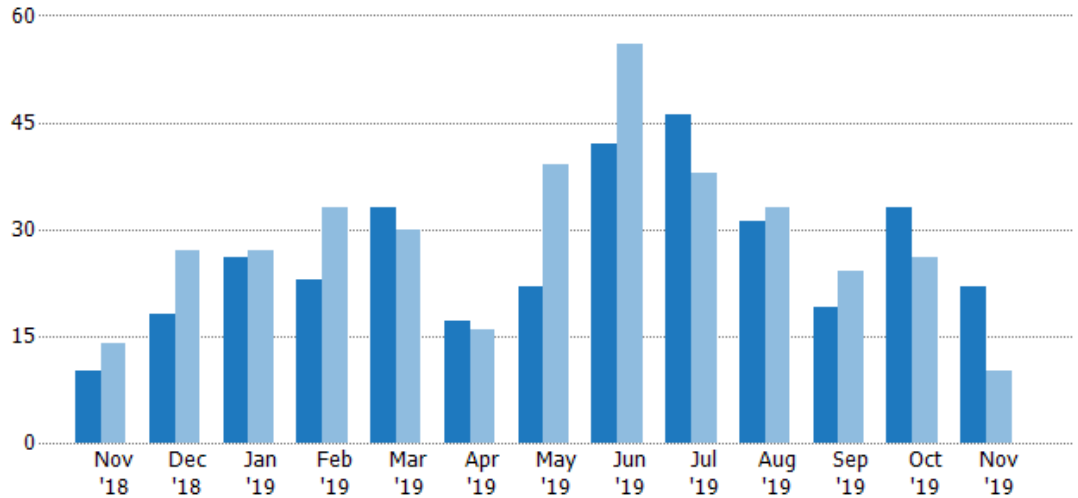
## New Listings

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.
Nov '19	22	120%
Nov '18	10	-28.6%
Nov '17	14	71.4%



Current Year	10	18	26	23	33	17	22	42	46	31	19	33	22
Prior Year	14	27	27	33	30	16	39	56	38	33	24	26	10
Percent Change from Prior Year	-29%	-33%	-4%	-30%	10%	6%	-44%	-25%	21%	-6%	-21%	27%	120%

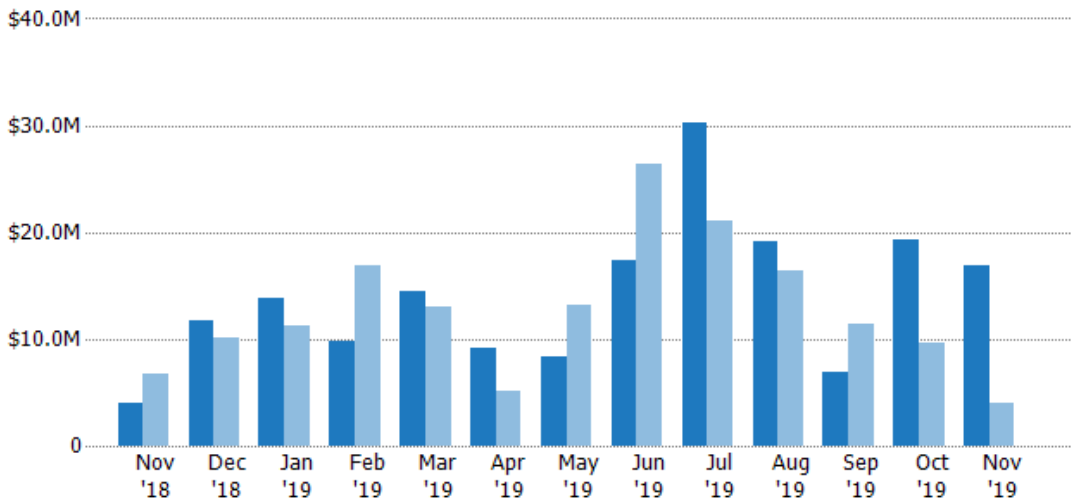
## New Listing Volume

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.
Nov '19	\$16.9M	328.7%
Nov '18	\$3.94M	-41.7%
Nov '17	\$6.76M	84.5%



Current Year	\$3.94M	\$11.7M	\$13.8M	\$9.72M	\$14.5M	\$9.22M	\$8.41M	\$17.4M	\$30.3M	\$19.1M	\$6.85M	\$19.2M	\$16.9M
Prior Year	\$6.76M	\$10.1M	\$11.3M	\$16.9M	\$13.1M	\$5.17M	\$13.1M	\$26.3M	\$21M	\$16.4M	\$11.4M	\$9.68M	\$3.94M
Percent Change from Prior Year	-42%	15%	22%	-42%	11%	78%	-36%	-34%	44%	17%	-40%	99%	329%

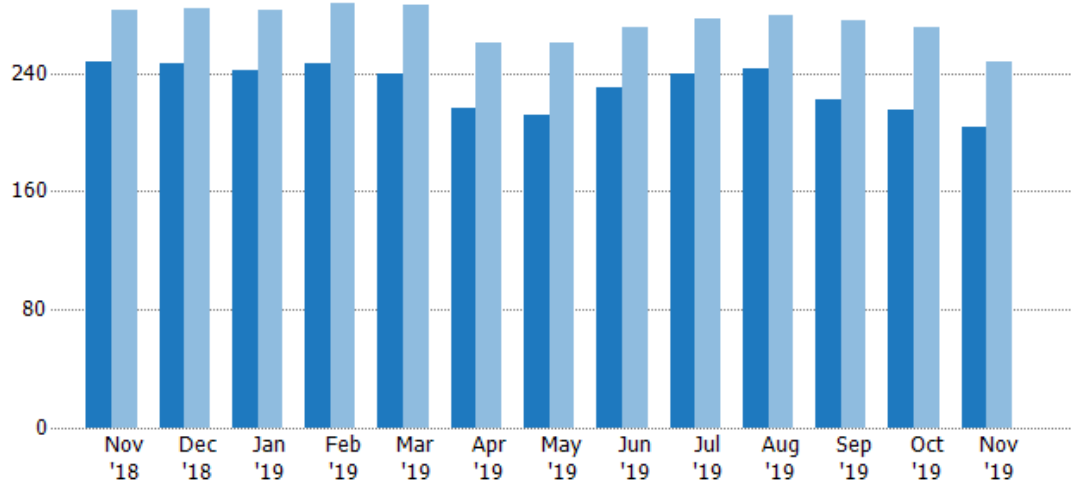
## Active Listings

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.
Nov '19	203	-18.1%
Nov '18	248	-12.4%
Nov '17	283	4.2%



Current Year	248	247	242	246	240	216	212	230	240	243	222	215	203
Prior Year	283	284	283	287	286	261	260	271	277	279	275	271	248
Percent Change from Prior Year	-12%	-13%	-14%	-14%	-16%	-17%	-18%	-15%	-13%	-13%	-19%	-21%	-18%

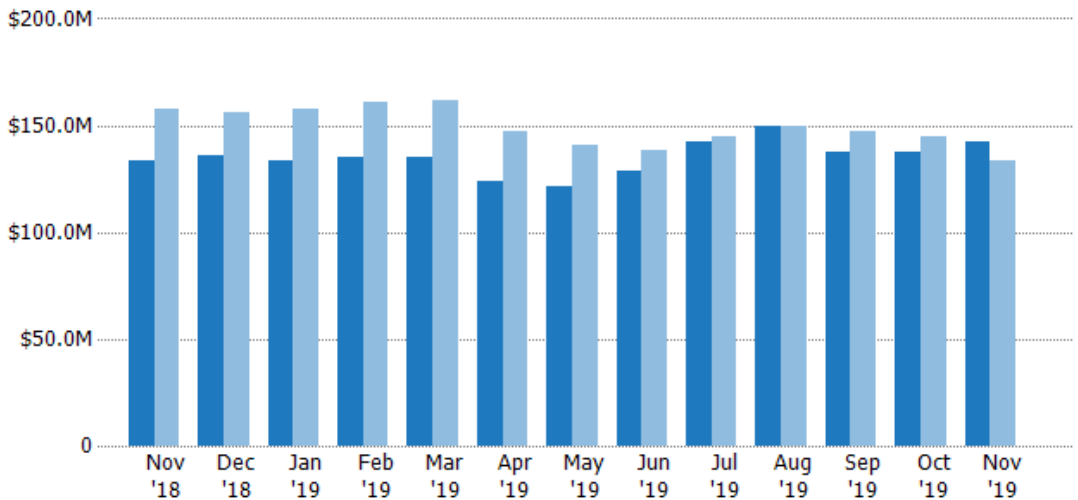
## Active Listing Volume

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.
Nov '19	\$143M	6.7%
Nov '18	\$134M	-15%
Nov '17	\$157M	-7.8%



Current Year	\$134M	\$136M	\$134M	\$135M	\$135M	\$124M	\$122M	\$128M	\$142M	\$150M	\$138M	\$137M	\$143M
Prior Year	\$157M	\$156M	\$158M	\$161M	\$162M	\$147M	\$141M	\$139M	\$145M	\$149M	\$148M	\$145M	\$134M
Percent Change from Prior Year	-15%	-13%	-15%	-16%	-16%	-16%	-14%	-7%	-2%	0%	-7%	-5%	7%

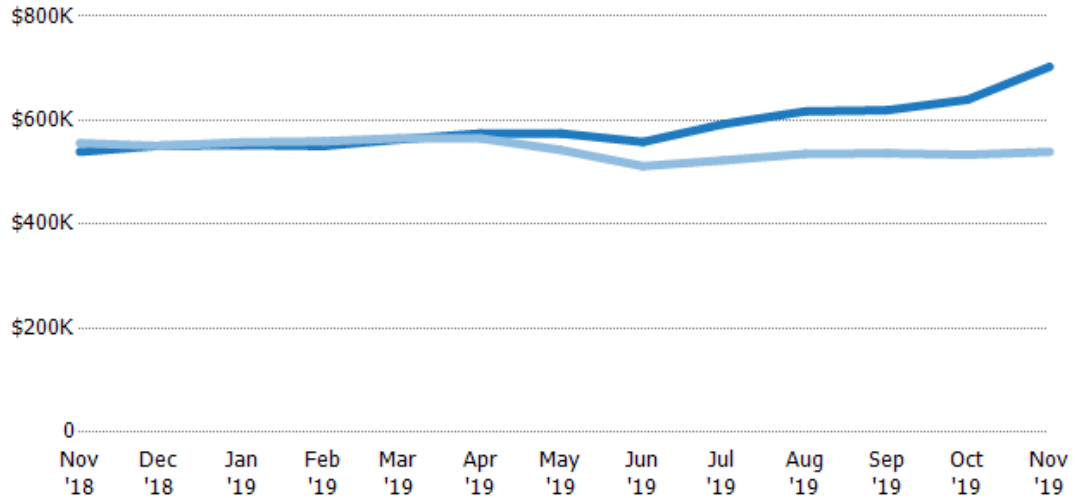
## Average Listing Price

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.
Nov '19	\$703K	30.3%
Nov '18	\$539K	-3%
Nov '17	\$556K	-11.5%



Current Year	\$539K	\$551K	\$552K	\$551K	\$563K	\$575K	\$575K	\$558K	\$593K	\$617K	\$619K	\$639K	\$703K
Prior Year	\$556K	\$551K	\$558K	\$560K	\$565K	\$565K	\$543K	\$512K	\$523K	\$535K	\$536K	\$534K	\$539K
Percent Change from Prior Year	-3%	0%	-1%	-2%	0%	2%	6%	9%	13%	15%	15%	20%	30%

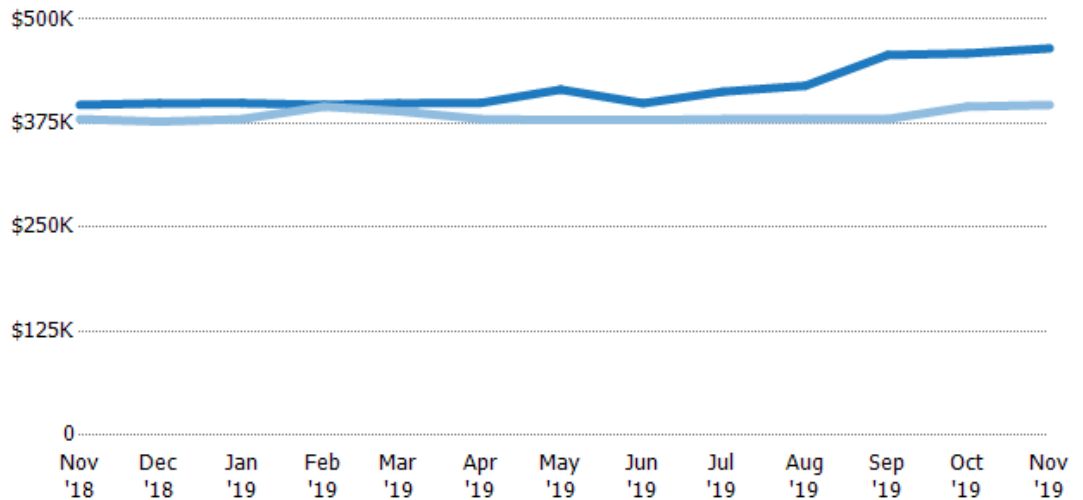
## Median Listing Price

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.
Nov '19	\$465K	17.1%
Nov '18	\$397K	4.5%
Nov '17	\$380K	-11.8%



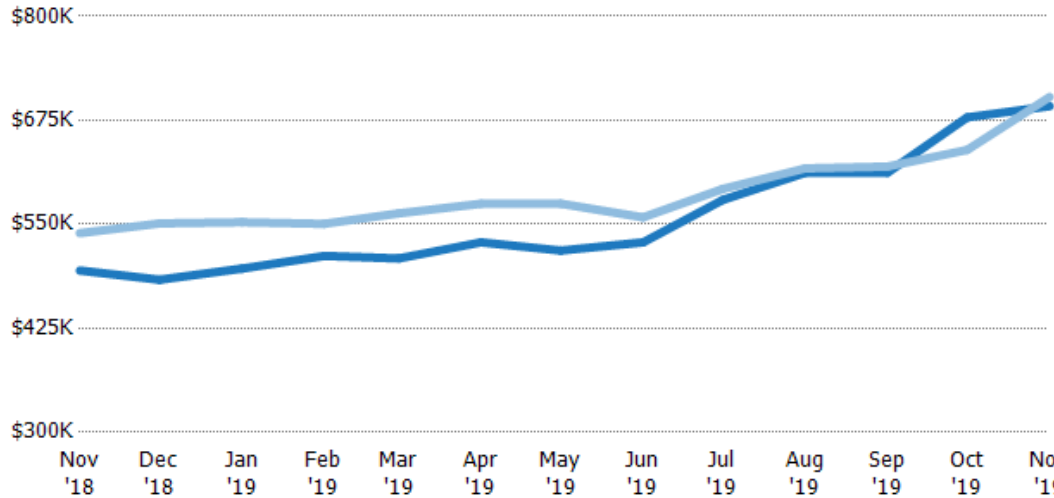
Current Year	\$397K	\$399K	\$399K	\$397K	\$399K	\$400K	\$416K	\$399K	\$413K	\$420K	\$457K	\$459K	\$465K
Prior Year	\$380K	\$377K	\$380K	\$395K	\$390K	\$380K	\$379K	\$379K	\$380K	\$380K	\$380K	\$395K	\$397K
Percent Change from Prior Year	4%	6%	5%	1%	2%	5%	10%	5%	9%	11%	20%	16%	17%

## 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



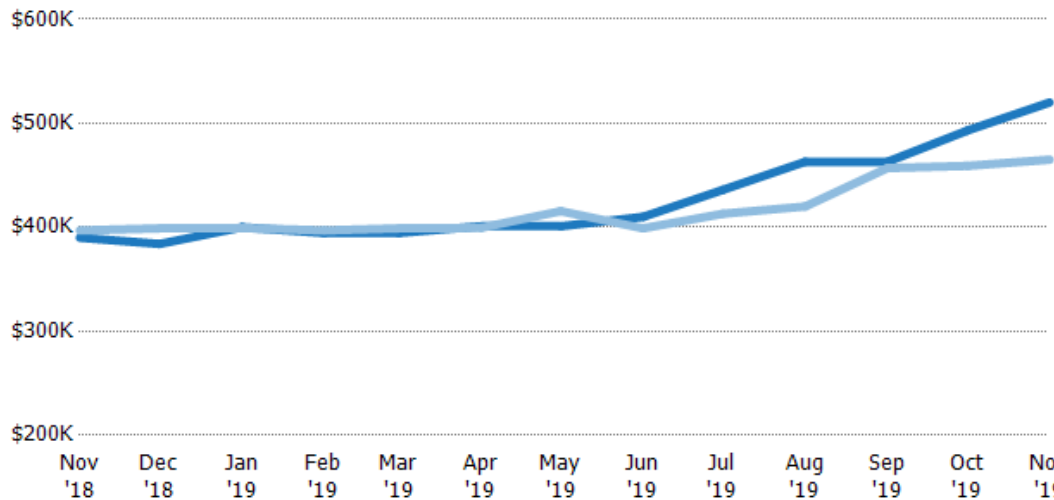
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$494K	\$483K	\$497K	\$512K	\$509K	\$528K	\$518K	\$528K	\$579K	\$612K	\$612K	\$679K	\$692K
Avg Listing Price	\$539K	\$551K	\$552K	\$551K	\$563K	\$575K	\$575K	\$558K	\$593K	\$617K	\$619K	\$639K	\$703K
Avg Listing Price as a % of Avg Est Value	109%	114%	111%	108%	111%	109%	111%	106%	102%	101%	101%	94%	102%

## 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



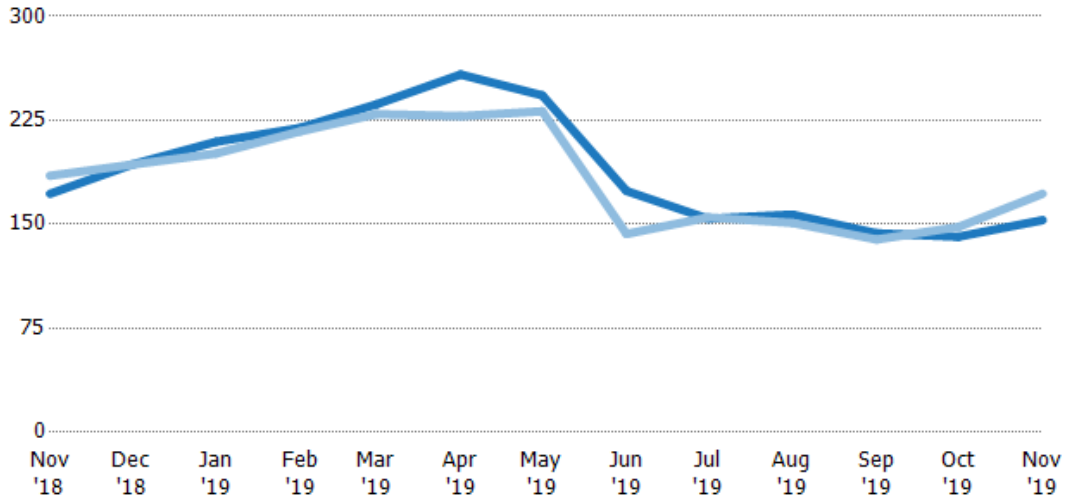
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$390K	\$384K	\$400K	\$395K	\$395K	\$401K	\$401K	\$410K	\$436K	\$463K	\$463K	\$493K	\$520K
Median Listing Price	\$397K	\$399K	\$399K	\$397K	\$399K	\$400K	\$416K	\$399K	\$413K	\$420K	\$457K	\$459K	\$465K
Med Listing Price as a % of Med Est Value	102%	104%	100%	101%	101%	100%	104%	97%	95%	91%	99%	93%	89%

## 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.
Nov '19	153	-11%
Nov '18	172	-7%
Nov '17	185	1.6%

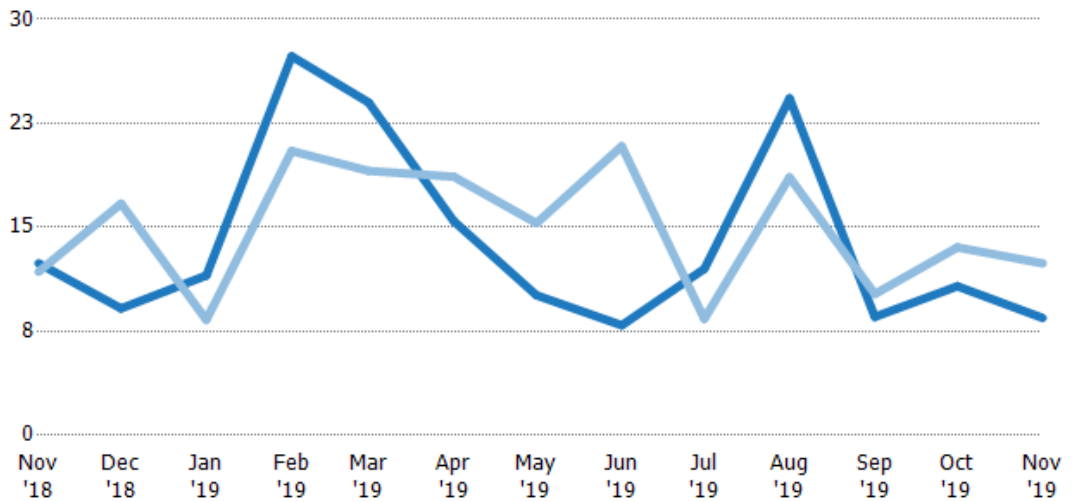
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	172	193	210	220	237	258	243	174	154	157	144	141	153
Prior Year	185	193	201	217	230	228	232	143	155	151	139	148	172
Percent Change from Prior Year	-7%	0%	4%	1%	3%	13%	5%	22%	-1%	4%	3%	-5%	-11%

## 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.
Nov '19	8.46	-31.8%
Nov '18	12.4	5.2%
Nov '17	11.8	31.7%

	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	12.4	9.15	11.5	27.3	24	15.4	10.1	7.93	12	24.3	8.54	10.8	8.46
Prior Year	11.8	16.7	8.32	20.5	19.1	18.6	15.3	20.8	8.39	18.6	10.2	13.6	12.4
Percent Change from Prior Year	5%	-45%	38%	33%	26%	-17%	-34%	-62%	43%	31%	-16%	-21%	-32%

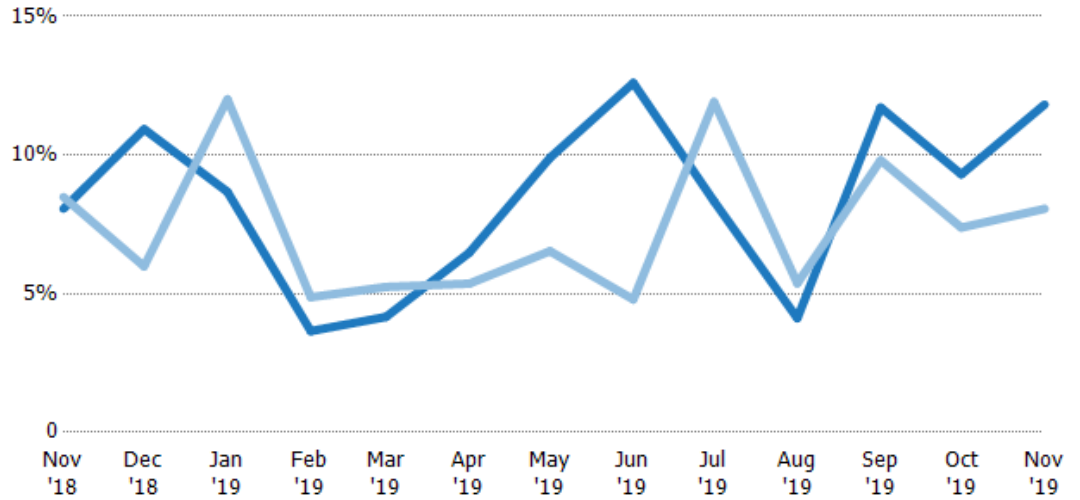
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Nov '19	12%	-3.8%
Nov '18	8%	0.4%
Nov '17	8%	-24.1%



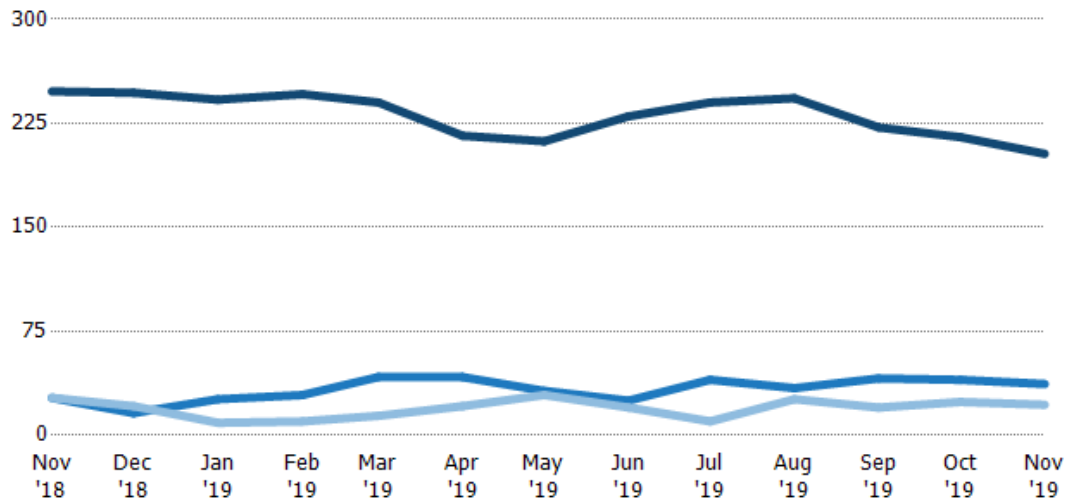
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	8%	11%	9%	4%	4%	6%	10%	13%	8%	4%	12%	9%	12%
Prior Year	8%	6%	12%	5%	5%	5%	7%	5%	12%	5%	10%	7%	8%
Change from Prior Year	0%	-5%	3%	1%	1%	-1%	-3%	-8%	4%	1%	-2%	-2%	-4%

## 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



	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
Active	248	247	242	246	240	216	212	230	240	243	222	215	203
Pending	27	16	26	29	42	42	32	25	40	34	41	40	37
Sold	27	21	9	10	14	21	29	20	10	26	20	24	22

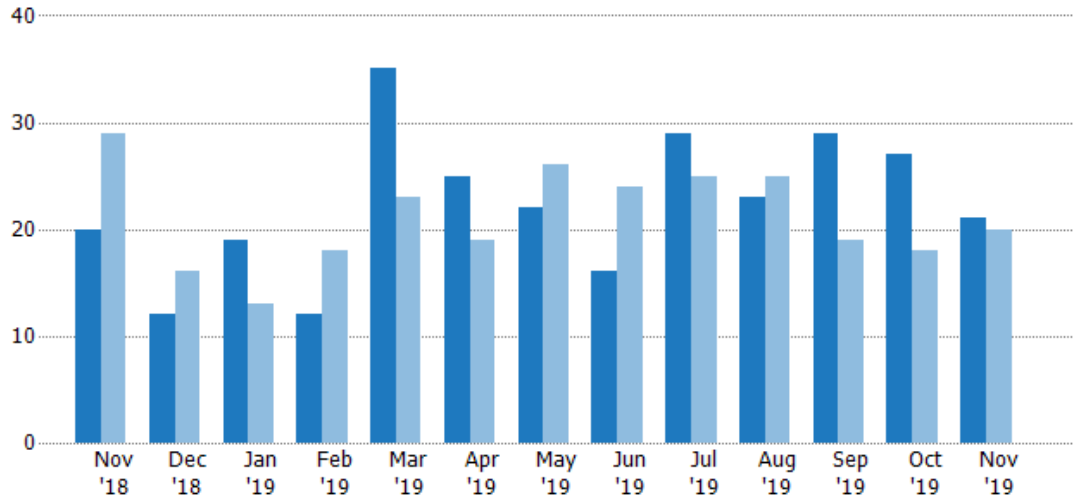
## New Pending Sales

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.
Nov '19	21	5%
Nov '18	20	-31%
Nov '17	29	-58.6%



	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	20	12	19	12	35	25	22	16	29	23	29	27	21
Prior Year	29	16	13	18	23	19	26	24	25	25	19	18	20
Percent Change from Prior Year	-31%	-25%	46%	-33%	52%	32%	-15%	-33%	16%	-8%	53%	50%	5%

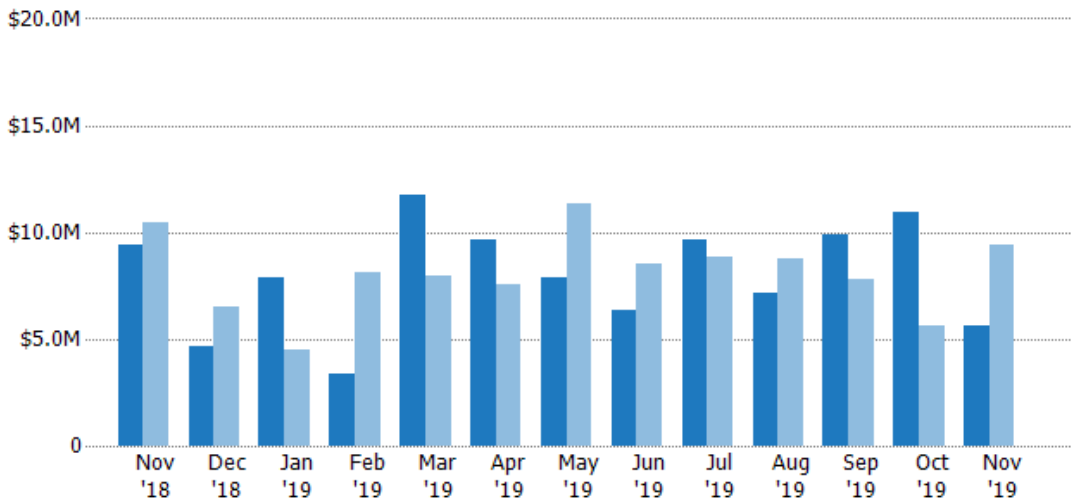
## New Pending Sales Volume

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.
Nov '19	\$5.64M	-40%
Nov '18	\$9.41M	-9.8%
Nov '17	\$10.4M	-44%



	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	\$9.41M	\$4.68M	\$7.91M	\$3.36M	\$11.7M	\$9.62M	\$7.85M	\$6.35M	\$9.66M	\$7.14M	\$9.91M	\$11M	\$5.64M
Prior Year	\$10.4M	\$6.48M	\$4.5M	\$8.13M	\$7.96M	\$7.58M	\$11.3M	\$8.52M	\$8.84M	\$8.77M	\$7.79M	\$5.63M	\$9.41M
Percent Change from Prior Year	-10%	-28%	76%	-59%	47%	27%	-31%	-25%	9%	-19%	27%	95%	-40%



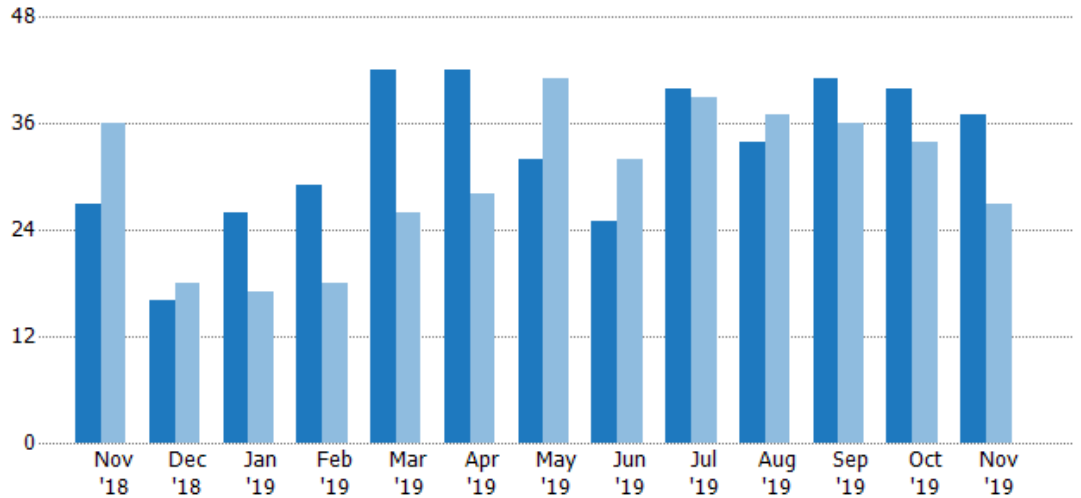
## Pending Sales

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.
Nov '19	37	37%
Nov '18	27	-25%
Nov '17	36	2.8%



	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	27	16	26	29	42	42	32	25	40	34	41	40	37
Prior Year	36	18	17	18	26	28	41	32	39	37	36	34	27
Percent Change from Prior Year	-25%	-11%	53%	61%	62%	50%	-22%	-22%	3%	-8%	14%	18%	37%

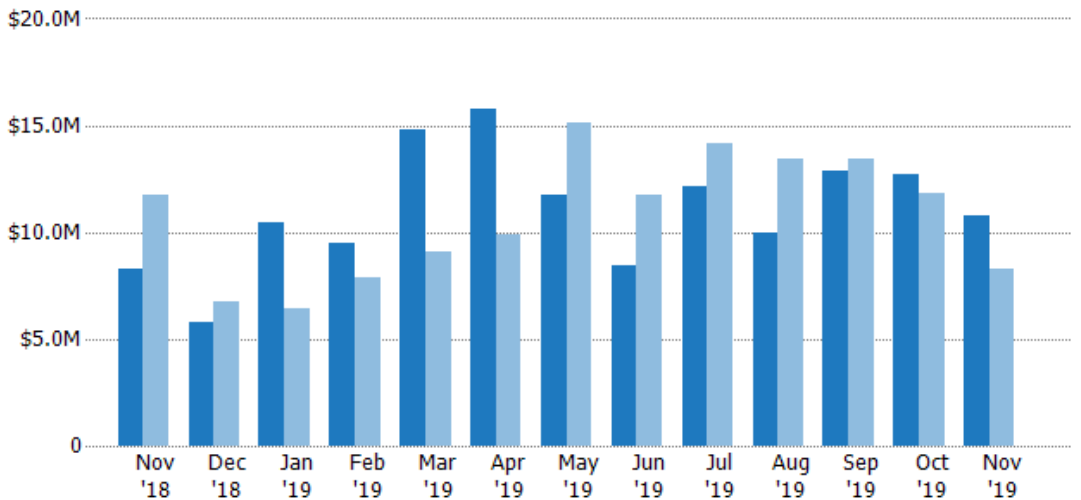
## Pending Sales Volume

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.
Nov '19	\$10.7M	29.9%
Nov '18	\$8.27M	-29.5%
Nov '17	\$11.7M	26%



	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	\$8.27M	\$5.82M	\$10.4M	\$9.52M	\$14.8M	\$15.7M	\$11.8M	\$8.45M	\$12.2M	\$9.94M	\$12.9M	\$12.7M	\$10.7M
Prior Year	\$11.7M	\$6.73M	\$6.46M	\$7.87M	\$9.06M	\$9.91M	\$15.1M	\$11.7M	\$14.2M	\$13.4M	\$13.4M	\$11.8M	\$8.27M
Percent Change from Prior Year	-29%	-14%	62%	21%	63%	59%	-22%	-28%	-14%	-26%	-4%	8%	30%

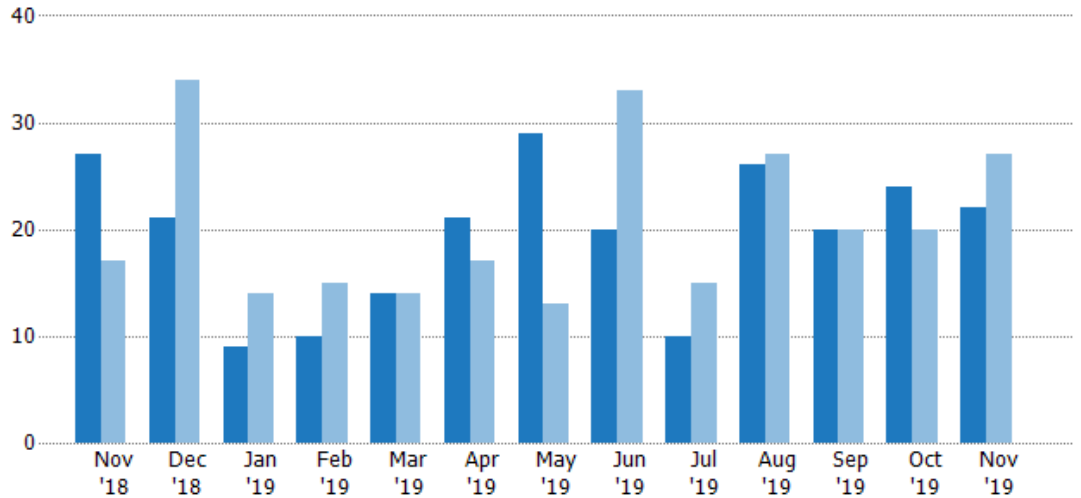
## Closed Sales

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.
Nov '19	22	-18.5%
Nov '18	27	58.8%
Nov '17	17	70.6%



Current Year	27	21	9	10	14	21	29	20	10	26	20	24	22
Prior Year	17	34	14	15	14	17	13	33	15	27	20	20	27
Percent Change from Prior Year	59%	-38%	-36%	-33%	0%	24%	123%	-39%	-33%	-4%	0%	20%	-19%

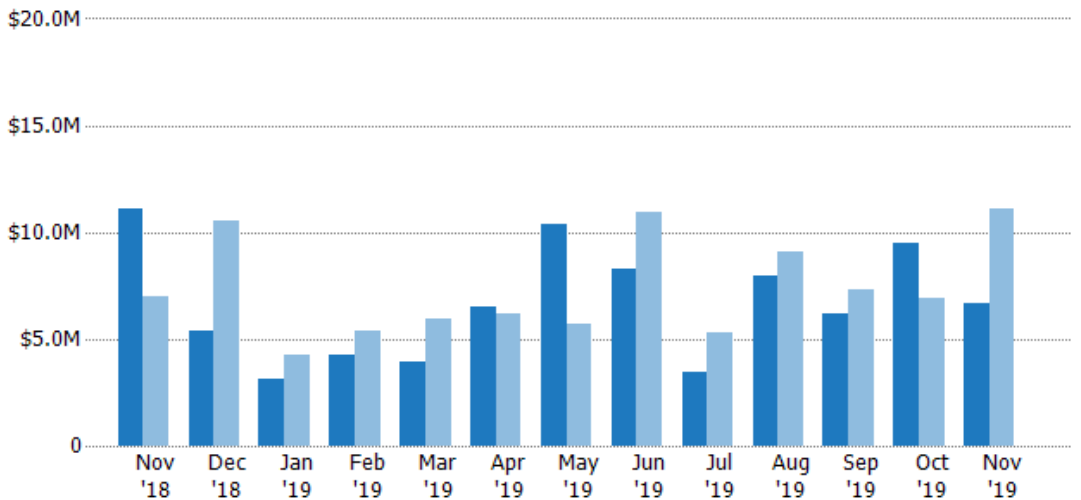
## Closed Sales Volume

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.
Nov '19	\$6.64M	-40.3%
Nov '18	\$11.1M	58.6%
Nov '17	\$7M	69.9%



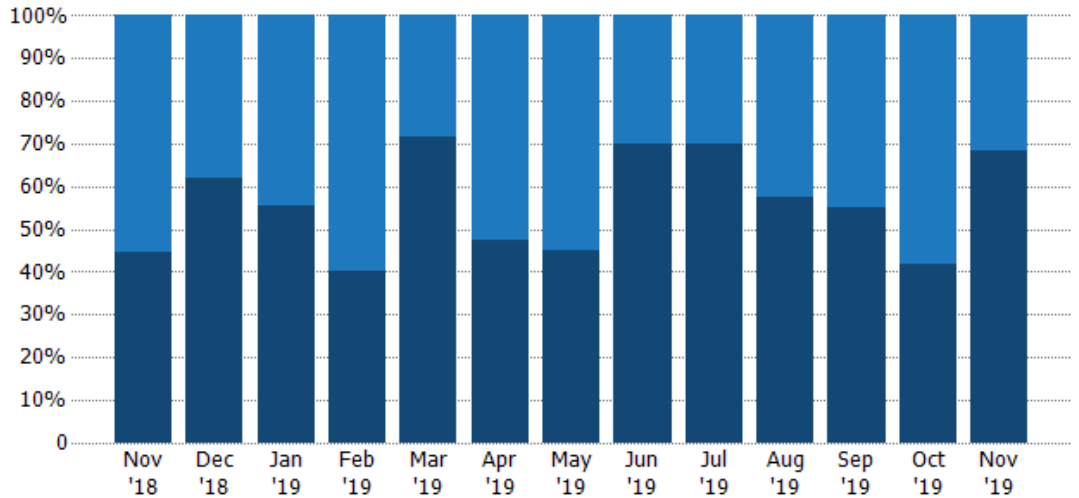
Current Year	\$11.1M	\$5.38M	\$3.15M	\$4.22M	\$3.96M	\$6.53M	\$10.4M	\$8.26M	\$3.42M	\$7.97M	\$6.16M	\$9.48M	\$6.64M
Prior Year	\$7M	\$10.6M	\$4.24M	\$5.41M	\$5.93M	\$6.17M	\$5.67M	\$10.9M	\$5.29M	\$9.1M	\$7.29M	\$6.88M	\$11.1M
Percent Change from Prior Year	59%	-49%	-26%	-22%	-33%	6%	82%	-25%	-35%	-12%	-15%	38%	-40%

## 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



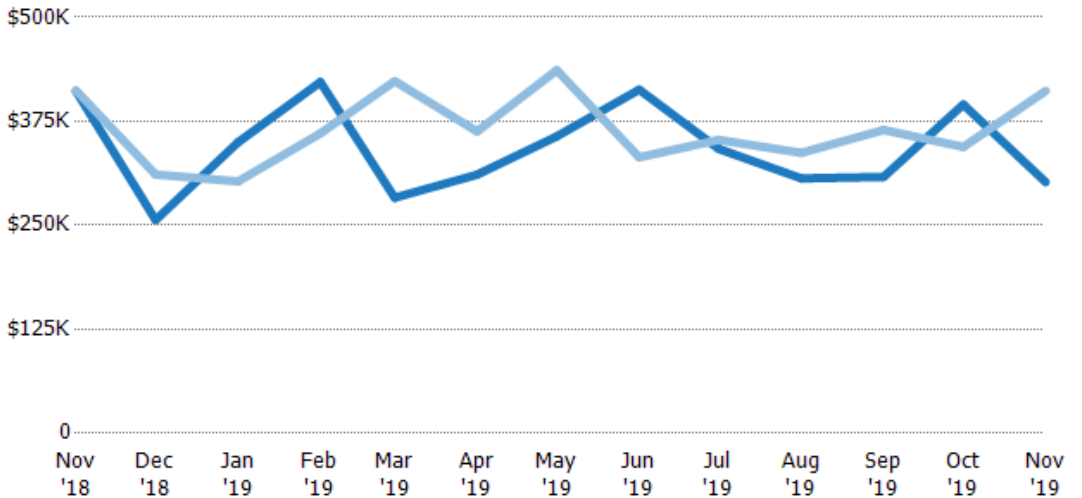
Condo/Townhouse	56%	38%	44%	60%	29%	52%	55%	30%	30%	42%	45%	58%	32%
Single Family Residence	44%	62%	56%	40%	71%	48%	45%	70%	70%	58%	55%	42%	68%

## 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



Month/Year	Price	% Chg.
Nov '19	\$302K	-26.7%
Nov '18	\$412K	-0.1%
Nov '17	\$412K	-0.4%

Current Year	\$412K	\$256K	\$350K	\$422K	\$283K	\$311K	\$357K	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K
Prior Year	\$412K	\$311K	\$303K	\$360K	\$423K	\$363K	\$436K	\$332K	\$353K	\$337K	\$365K	\$344K	\$412K
Percent Change from Prior Year	0%	-18%	16%	17%	-33%	-14%	-18%	25%	-3%	-9%	-15%	15%	-27%

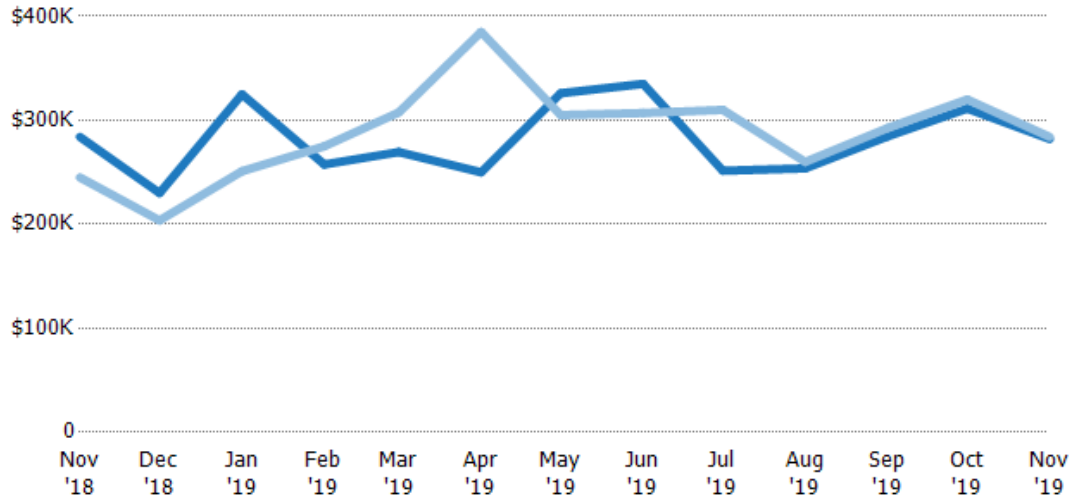
## Median Sales Price

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.
Nov '19	\$282K	-0.7%
Nov '18	\$284K	15.9%
Nov '17	\$245K	46.9%



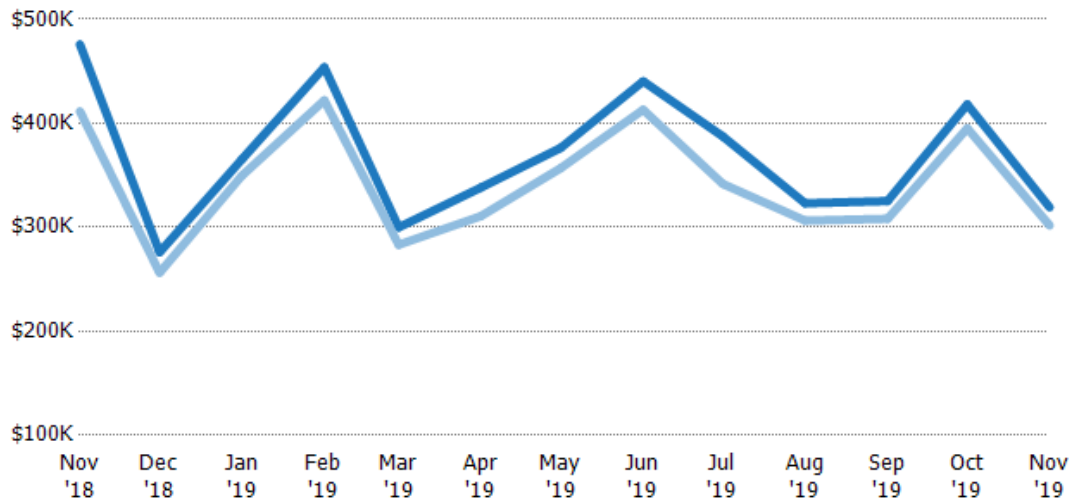
Current Year	\$284K	\$230K	\$325K	\$258K	\$269K	\$250K	\$326K	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K
Prior Year	\$245K	\$204K	\$251K	\$275K	\$308K	\$385K	\$305K	\$307K	\$310K	\$260K	\$293K	\$320K	\$284K
Percent Change from Prior Year	16%	13%	29%	-6%	-12%	-35%	7%	9%	-19%	-2%	-3%	-3%	-1%

## 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



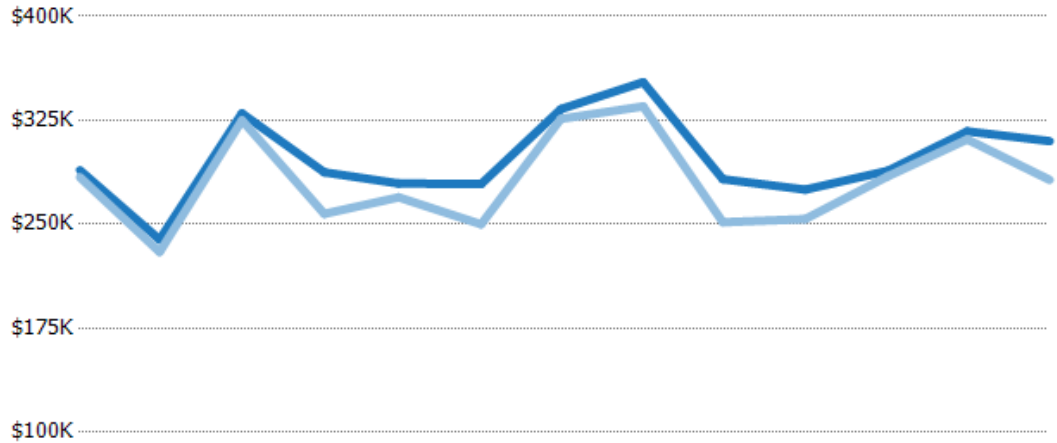
Avg List Price	\$476K	\$276K	\$365K	\$454K	\$300K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K
Avg Sales Price	\$412K	\$256K	\$350K	\$422K	\$283K	\$311K	\$357K	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K
Avg Sales Price as a % of Avg List Price	86%	93%	96%	93%	94%	92%	95%	94%	88%	95%	95%	95%	95%

## 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



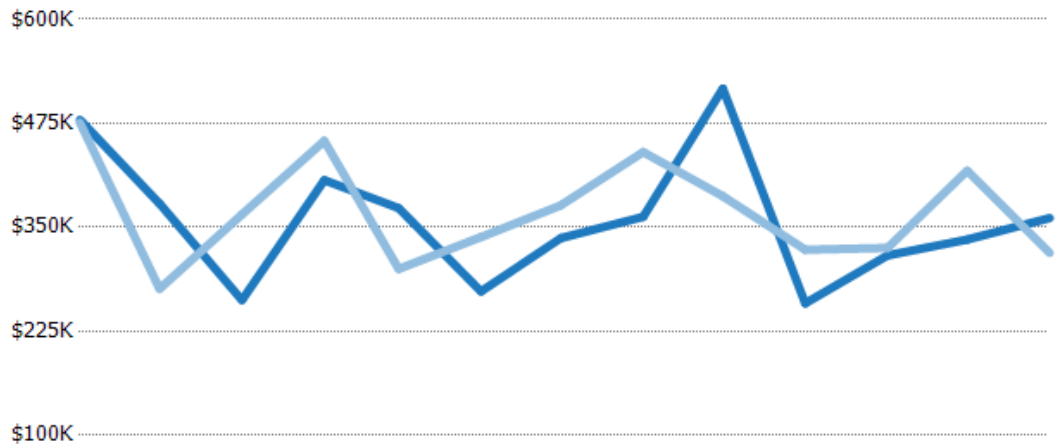
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$289K	\$239K	\$330K	\$287K	\$279K	\$279K	\$333K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K
Median Sales Price	\$284K	\$230K	\$325K	\$258K	\$269K	\$250K	\$326K	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K
Med Sales Price as a % of Med List Price	98%	96%	98%	90%	96%	90%	98%	95%	89%	92%	99%	98%	91%

## 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



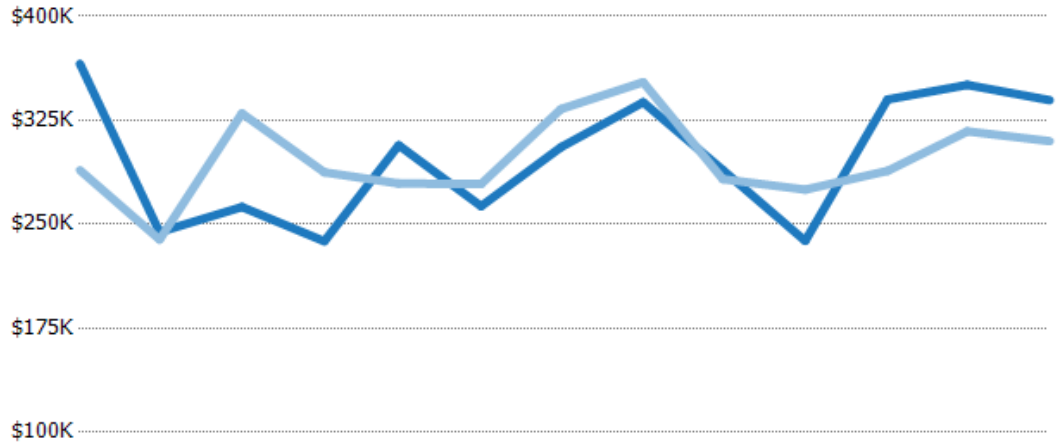
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$479K	\$378K	\$262K	\$407K	\$373K	\$273K	\$337K	\$363K	\$517K	\$259K	\$316K	\$335K	\$361K
Avg Sales Price	\$476K	\$276K	\$365K	\$454K	\$300K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K
Avg Sales Price as a % of Avg Est Value	99%	73%	139%	112%	80%	124%	112%	121%	75%	125%	103%	125%	88%

## 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



	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	\$366K	\$244K	\$263K	\$238K	\$307K	\$263K	\$306K	\$338K	\$289K	\$238K	\$340K	\$351K	\$340K
Median Sales Price	\$289K	\$239K	\$330K	\$287K	\$279K	\$279K	\$333K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K
Med Sales Price as a % of Med Est Value	79%	98%	126%	121%	91%	106%	109%	104%	98%	116%	85%	90%	91%