

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	6	-33.3%	7	10	-30%
New Listing Volume	\$2,158,000	\$1,323,650	+63%	\$3,095,900	\$2,539,950	+21.9%
Active Listing Count	20	28	-28.6%	N/A	N/A	
Active Listing Volume	\$7,910,200	\$11,764,349	-32.8%	N/A	N/A	
Average Listing Price	\$395,510	\$420,155	-5.9%	\$383,388	\$430,043	-10.8%
Median Listing Price	\$322,000	\$358,950	-10.3%	\$320,463	\$363,554	-11.9%
Median Days in RPR	145	182.5	-20.5%	155	171.81	-9.8%
Months of Inventory	4	9.3	-57.1%	5.1	4.4	+16.9%
Absorption Rate	25%	10.71%	+14.3%	19.51%	22.81%	-3.3%
Sales Activity Charts Metrics						
New Pending Sales Count	3	5	-40%	9	11	-18.2%
New Pending Sales Volume	\$1,548,500	\$1,102,900	+40.4%	\$3,246,900	\$3,167,400	+2.5%
Pending Sales Count	9	9	±	N/A	N/A	
Pending Sales Volume	\$3,246,900	\$2,509,400	+29.4%	N/A	N/A	
Closed Sales Count	–	5	–	5	8	-37.5%
Closed Sales Volume	–	\$1,284,500	–	\$1,652,000	\$2,338,500	-29.4%
Average Sales Price	–	\$256,900	–	\$330,400	\$292,312	+13%
Median Sales Price	–	\$236,500	–	\$358,000	\$282,813	+26.6%

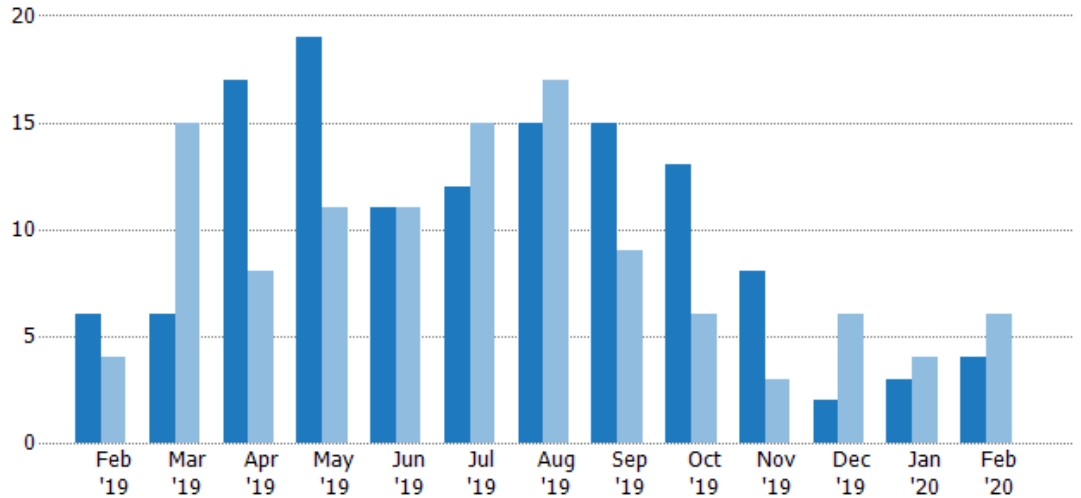
New Listings

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.
Feb '20	4	-33.3%
Feb '19	6	50%
Feb '18	4	-25%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	6	6	17	19	11	12	15	15	13	8	2	3	4
Prior Year	4	15	8	11	11	15	17	9	6	3	6	4	6
Percent Change from Prior Year	50%	-60%	113%	73%	0%	-20%	-12%	67%	117%	167%	-67%	-25%	-33%

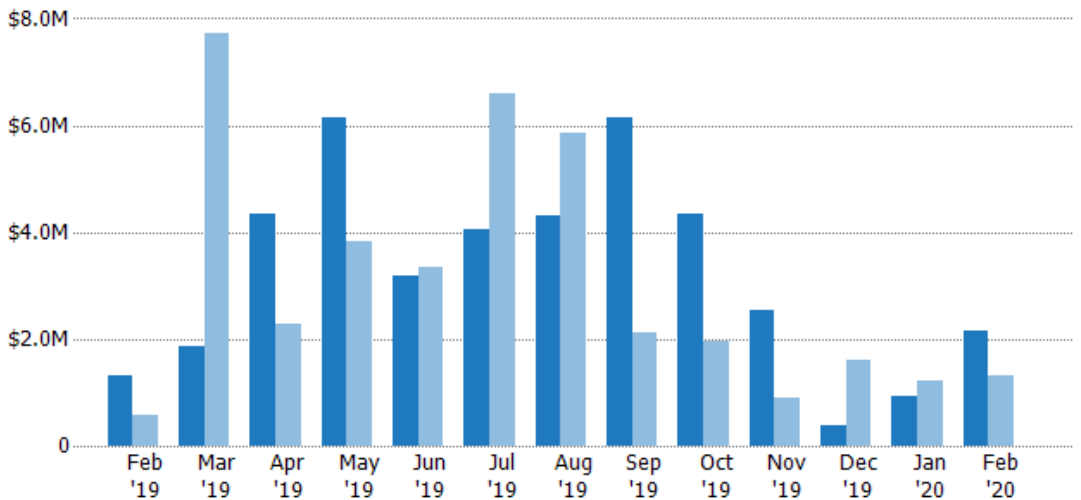
New Listing Volume

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.
Feb '20	\$2.16M	63%
Feb '19	\$1.32M	130%
Feb '18	\$575K	69.3%



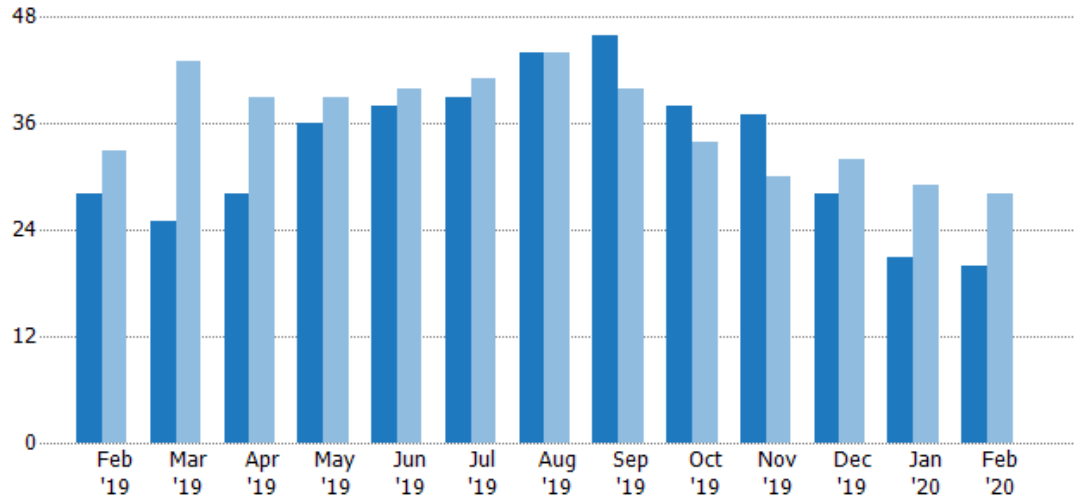
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.32M	\$1.86M	\$4.35M	\$6.14M	\$3.18M	\$4.05M	\$4.3M	\$6.16M	\$4.36M	\$2.53M	\$369K	\$938K	\$2.16M
Prior Year	\$575K	\$7.72M	\$2.28M	\$3.81M	\$3.35M	\$6.59M	\$5.86M	\$2.13M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M
Percent Change from Prior Year	130%	-76%	91%	61%	-5%	-38%	-27%	190%	121%	181%	-77%	-23%	63%

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



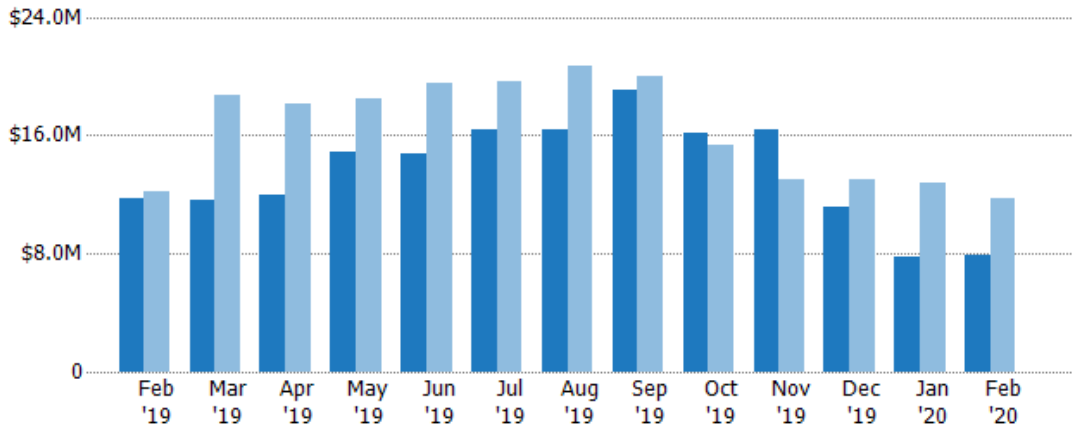
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	28	25	28	36	38	39	44	46	38	37	28	21	20
Prior Year	33	43	39	39	40	41	44	40	34	30	32	29	28
Percent Change from Prior Year	-15%	-42%	-28%	-8%	-5%	-5%	0%	15%	12%	23%	-13%	-28%	-29%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$11.8M	\$11.6M	\$11.9M	\$14.9M	\$14.8M	\$16.3M	\$16.3M	\$19M	\$16.2M	\$16.4M	\$11.2M	\$7.81M	\$7.91M
Prior Year	\$12.2M	\$18.7M	\$18.1M	\$18.5M	\$19.5M	\$19.6M	\$20.7M	\$20M	\$15.4M	\$13M	\$13M	\$12.7M	\$11.8M
Percent Change from Prior Year	-3%	-38%	-34%	-19%	-24%	-17%	-21%	-5%	5%	27%	-14%	-39%	-33%

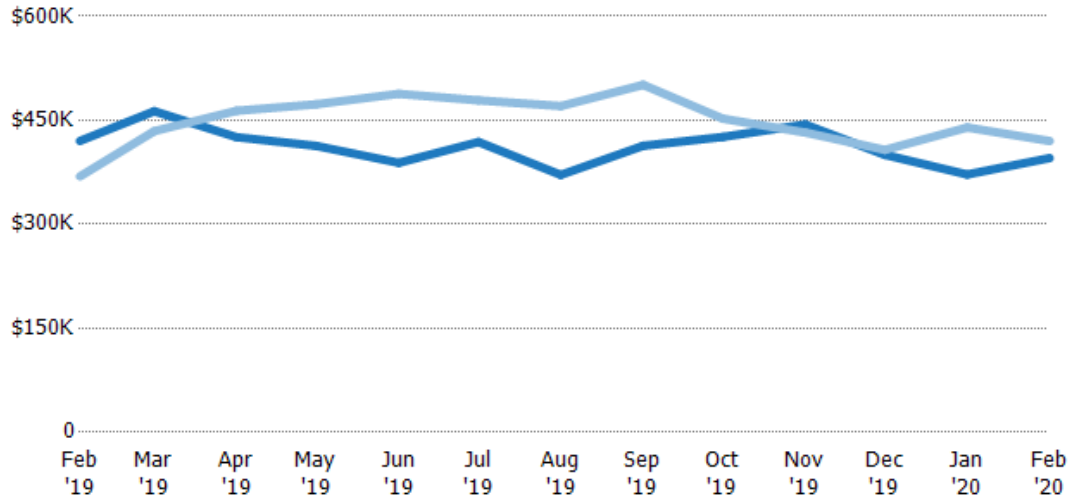
Average Listing Price

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.
Feb '20	\$396K	-5.9%
Feb '19	\$420K	13.9%
Feb '18	\$369K	-8%



Current Year	\$420K	\$463K	\$426K	\$413K	\$389K	\$419K	\$371K	\$413K	\$426K	\$444K	\$400K	\$372K	\$396K
Prior Year	\$369K	\$434K	\$464K	\$473K	\$488K	\$479K	\$471K	\$501K	\$452K	\$432K	\$407K	\$440K	\$420K
Percent Change from Prior Year	14%	7%	-8%	-13%	-20%	-13%	-21%	-18%	-6%	3%	-2%	-15%	-6%

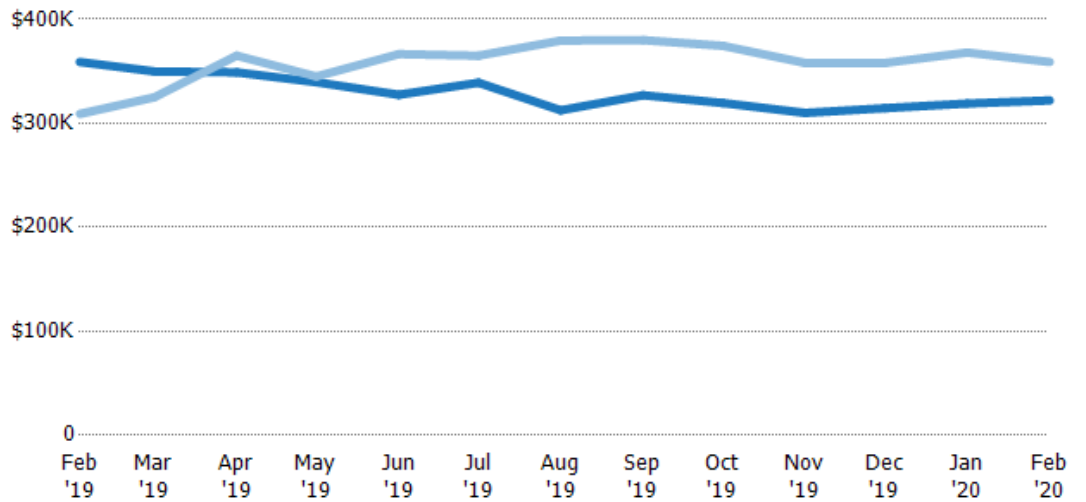
Median Listing Price

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.
Feb '20	\$322K	-10.3%
Feb '19	\$359K	16.2%
Feb '18	\$309K	-3.3%



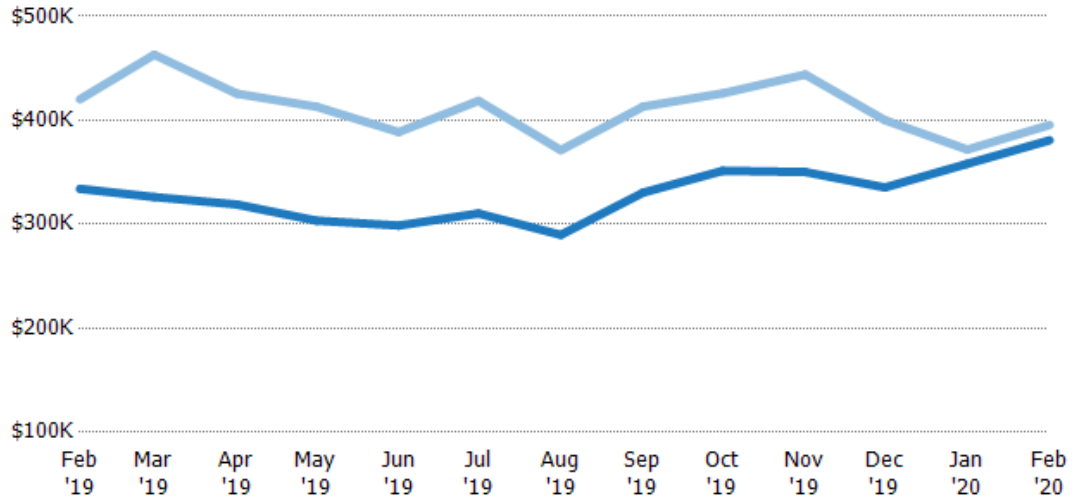
Current Year	\$359K	\$350K	\$349K	\$340K	\$327K	\$339K	\$313K	\$327K	\$320K	\$310K	\$315K	\$319K	\$322K
Prior Year	\$309K	\$325K	\$365K	\$345K	\$367K	\$365K	\$380K	\$380K	\$375K	\$358K	\$358K	\$368K	\$359K
Percent Change from Prior Year	16%	8%	-4%	-2%	-11%	-7%	-18%	-14%	-15%	-13%	-12%	-13%	-10%

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



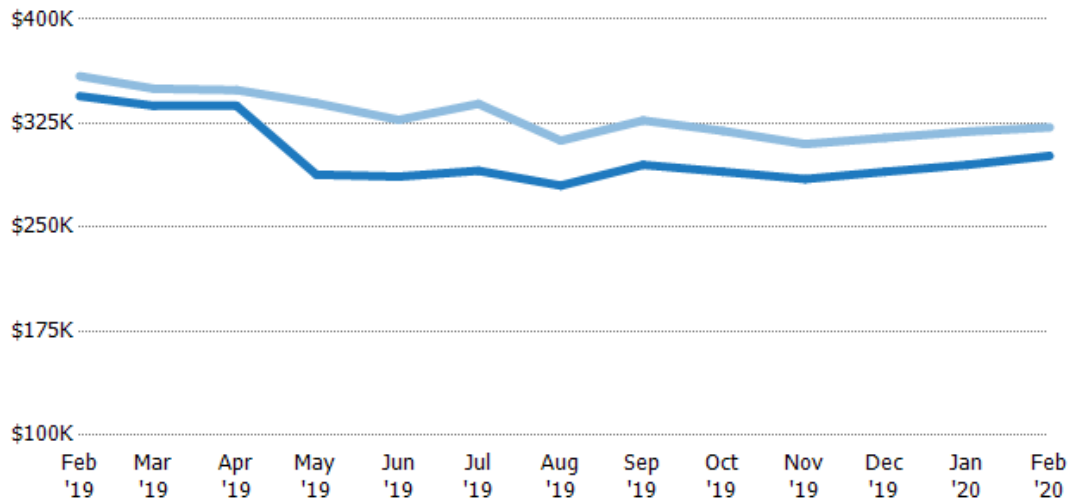
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$334K	\$326K	\$319K	\$304K	\$299K	\$310K	\$290K	\$330K	\$351K	\$350K	\$335K	\$358K	\$381K
Avg Listing Price	\$420K	\$463K	\$426K	\$413K	\$389K	\$419K	\$371K	\$413K	\$426K	\$444K	\$400K	\$372K	\$396K
Avg Listing Price as a % of Avg Est Value	126%	142%	133%	136%	130%	135%	128%	125%	121%	127%	119%	104%	104%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$345K	\$338K	\$338K	\$288K	\$287K	\$291K	\$280K	\$295K	\$290K	\$285K	\$290K	\$295K	\$302K
Median Listing Price	\$359K	\$350K	\$349K	\$340K	\$327K	\$339K	\$313K	\$327K	\$320K	\$310K	\$315K	\$319K	\$322K
Med Listing Price as a % of Med Est Value	104%	104%	103%	118%	114%	117%	112%	111%	110%	109%	108%	108%	107%

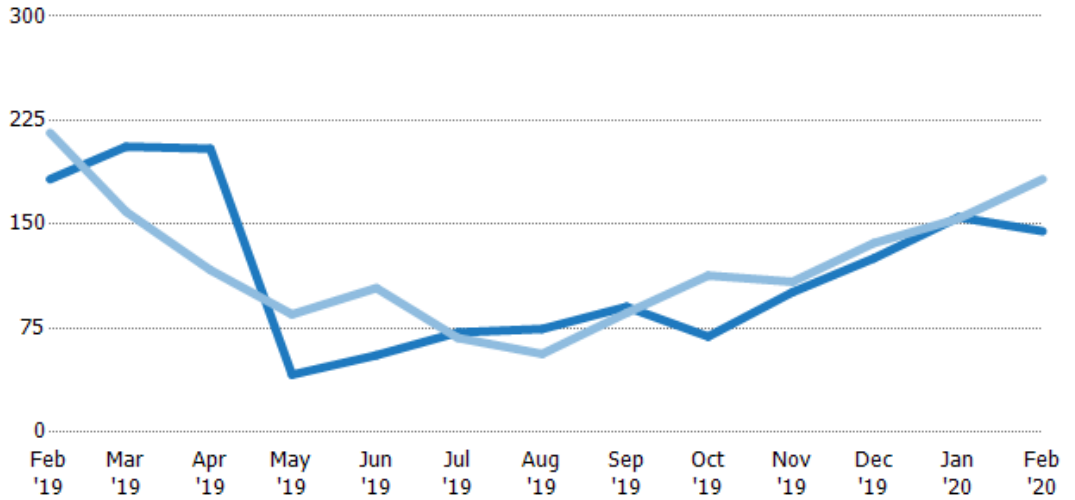
Median Days in RPR

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.
Feb '20	145	-20.5%
Feb '19	183	-15.5%
Feb '18	216	-26.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	183	206	205	41.5	55.5	72	74.5	90.5	69	101	126	155	145
Prior Year	216	159	117	85	104	68	56.5	86	113	109	137	154	183
Percent Change from Prior Year	-16%	30%	75%	-51%	-47%	6%	32%	5%	-39%	-7%	-8%	1%	-21%

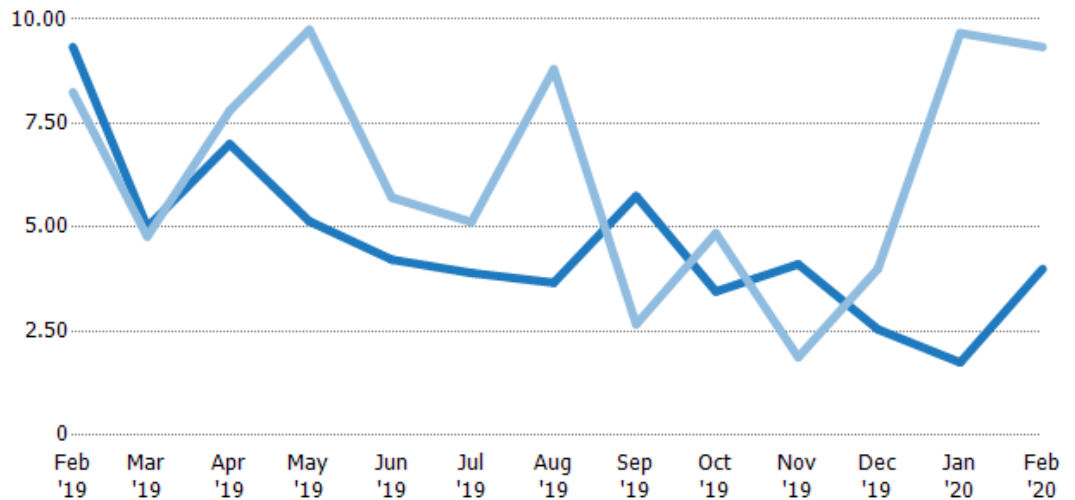
Months of Inventory

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.
Feb '20	4	-57.1%
Feb '19	9.33	13.1%
Feb '18	8.25	-43.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9.33	5	7	5.14	4.22	3.9	3.67	5.75	3.45	4.11	2.55	1.75	4
Prior Year	8.25	4.78	7.8	9.75	5.71	5.13	8.8	2.67	4.86	1.88	4	9.67	9.33
Percent Change from Prior Year	13%	5%	-10%	-47%	-26%	-24%	-58%	116%	-29%	119%	-36%	-82%	-57%

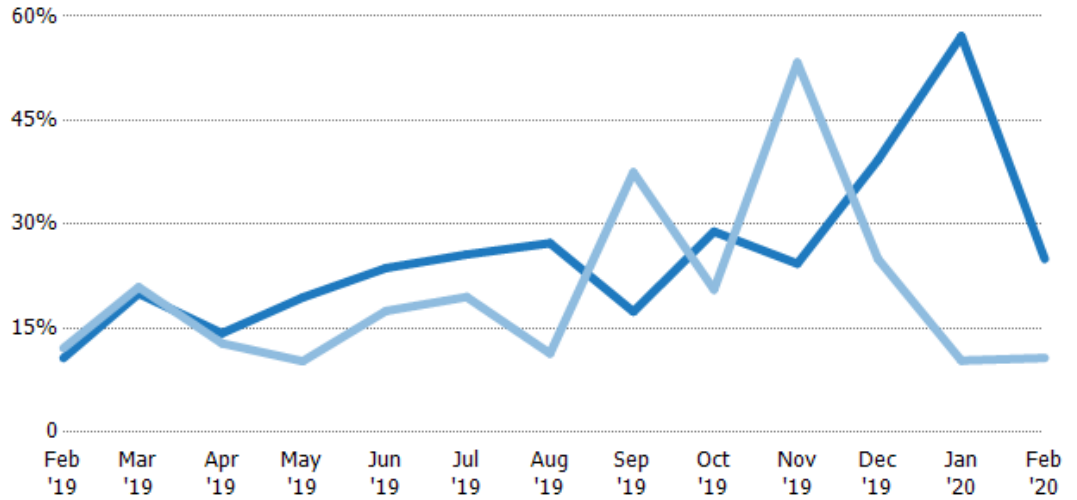
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '20	25%	-14.3%
Feb '19	11%	1.4%
Feb '18	12%	76.7%



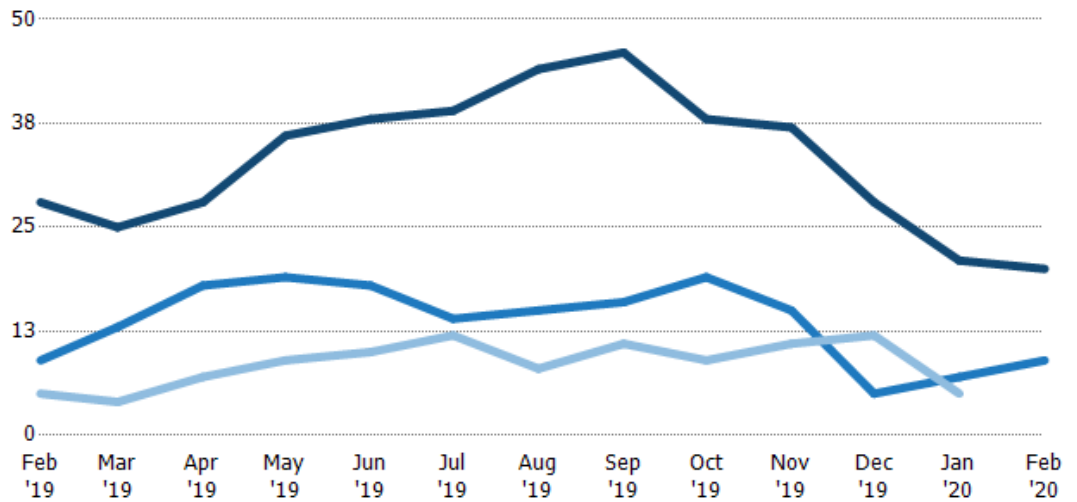
Current Year	11%	20%	14%	19%	24%	26%	27%	17%	29%	24%	39%	57%	25%
Prior Year	12%	21%	13%	10%	18%	20%	11%	38%	21%	53%	25%	10%	11%
Change from Prior Year	1%	1%	-1%	-9%	-6%	-6%	-16%	20%	-8%	29%	-14%	-47%	-14%

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	28	25	28	36	38	39	44	46	38	37	28	21	20
Pending	9	13	18	19	18	14	15	16	19	15	5	7	9
Sold	5	4	7	9	10	12	8	11	9	11	12	5	-

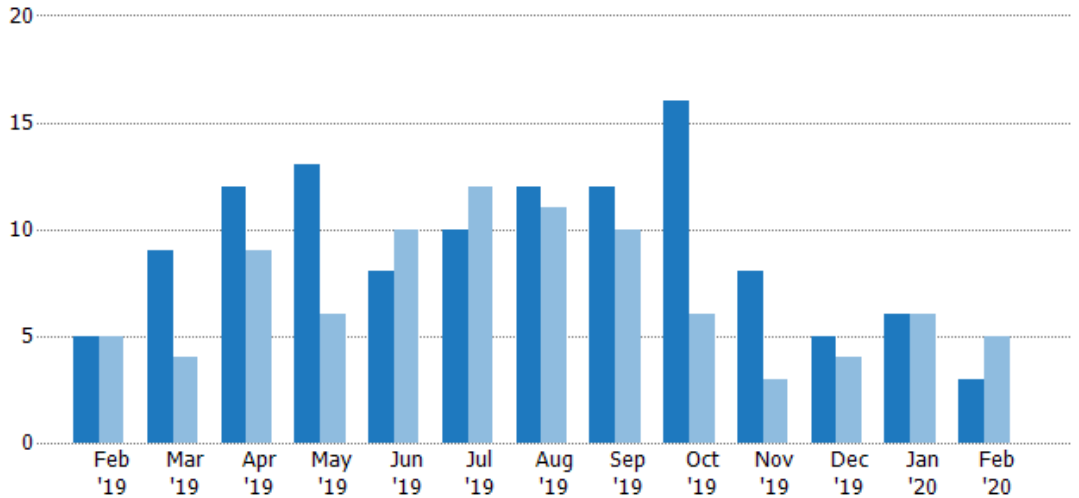
New Pending Sales

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.
Feb '20	3	-40%
Feb '19	5	0%
Feb '18	5	20%



Current Year	5	9	12	13	8	10	12	12	16	8	5	6	3
Prior Year	5	4	9	6	10	12	11	10	6	3	4	6	5
Percent Change from Prior Year	0%	125%	33%	117%	-20%	-17%	9%	20%	167%	167%	25%	0%	-40%

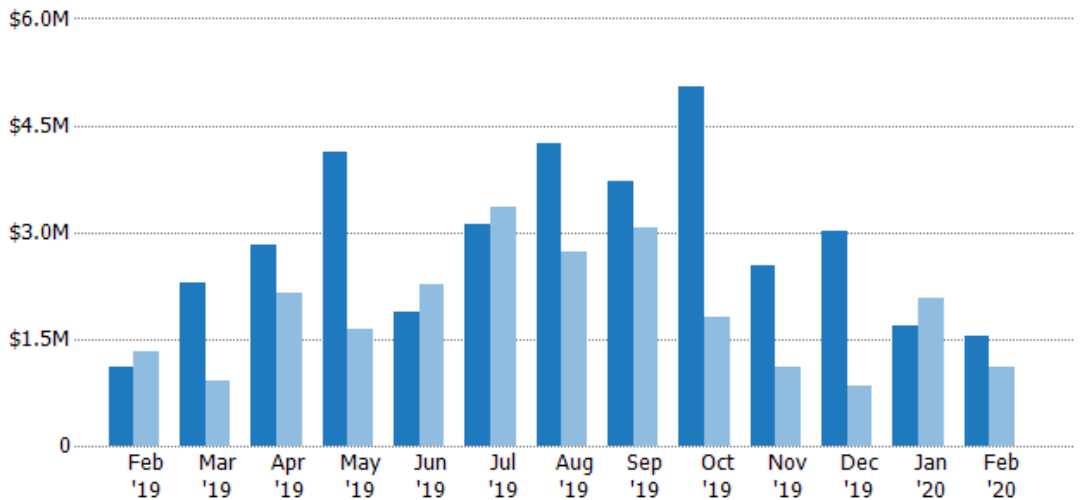
New Pending Sales Volume

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.
Feb '20	\$1.55M	40.4%
Feb '19	\$1.1M	-16.4%
Feb '18	\$1.32M	10.8%



Current Year	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M	\$3.02M	\$1.7M	\$1.55M
Prior Year	\$1.32M	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M
Percent Change from Prior Year	-16%	149%	31%	152%	-17%	-7%	56%	22%	179%	129%	264%	-18%	40%

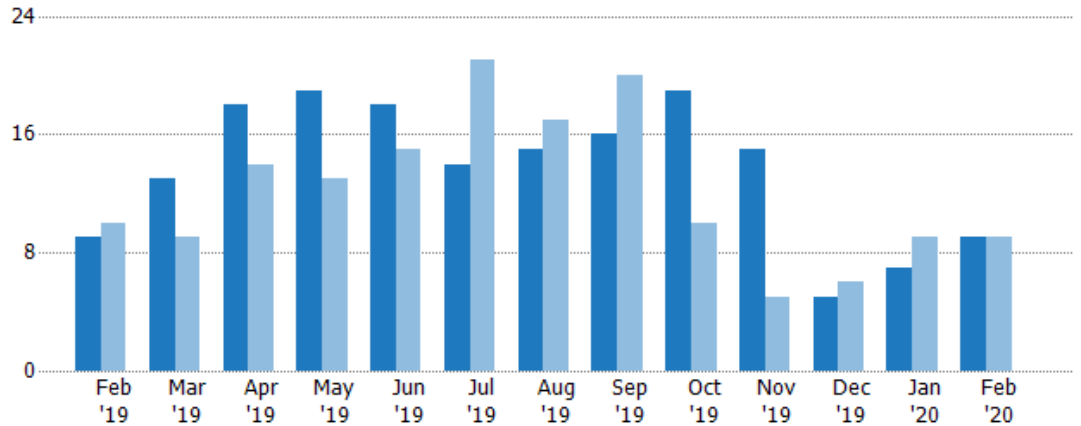
Pending Sales

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.
Feb '20	9	0%
Feb '19	9	-10%
Feb '18	10	0%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9	13	18	19	18	14	15	16	19	15	5	7	9
Prior Year	10	9	14	13	15	21	17	20	10	5	6	9	9
Percent Change from Prior Year	-10%	44%	29%	46%	20%	-33%	-12%	-20%	90%	200%	-17%	-22%	0%

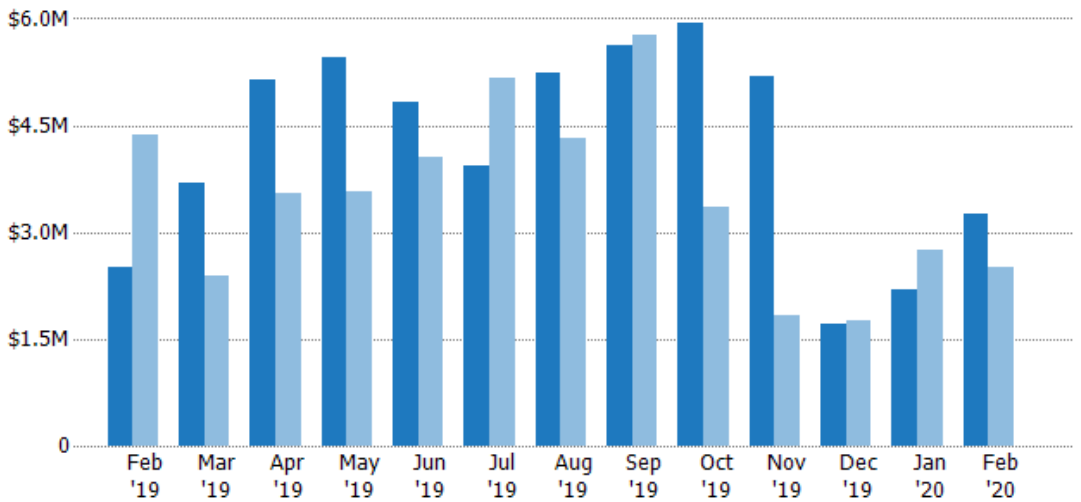
Pending Sales Volume

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.
Feb '20	\$3.25M	29.4%
Feb '19	\$2.51M	-42.7%
Feb '18	\$4.38M	-37.7%



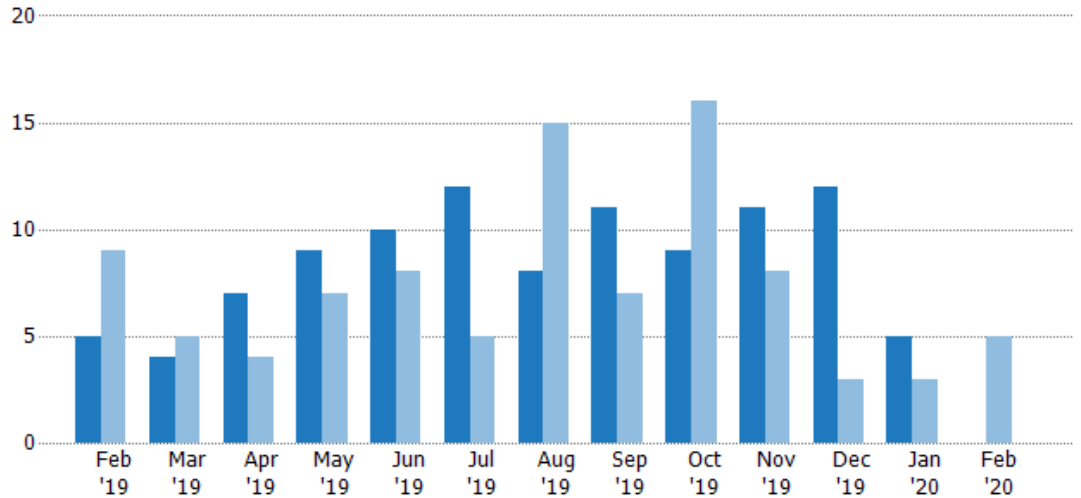
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$5.19M	\$1.71M	\$2.19M	\$3.25M
Prior Year	\$4.38M	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M
Percent Change from Prior Year	-43%	55%	45%	53%	19%	-24%	21%	-2%	77%	182%	-3%	-20%	29%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



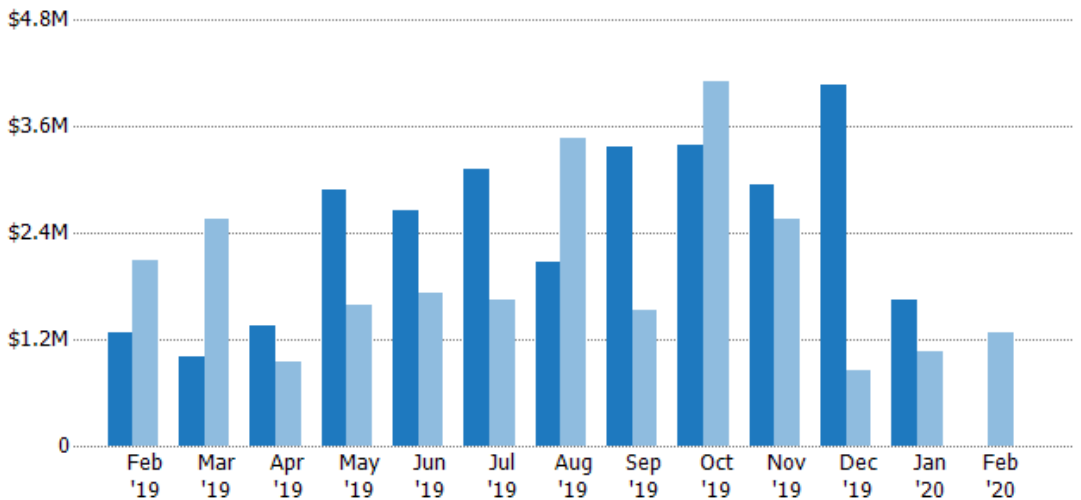
Current Year	5	4	7	9	10	12	8	11	9	11	12	5	-
Prior Year	9	5	4	7	8	5	15	7	16	8	3	3	5
Percent Change from Prior Year	-44%	-20%	75%	29%	25%	140%	-47%	57%	-44%	38%	300%	67%	-100%

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



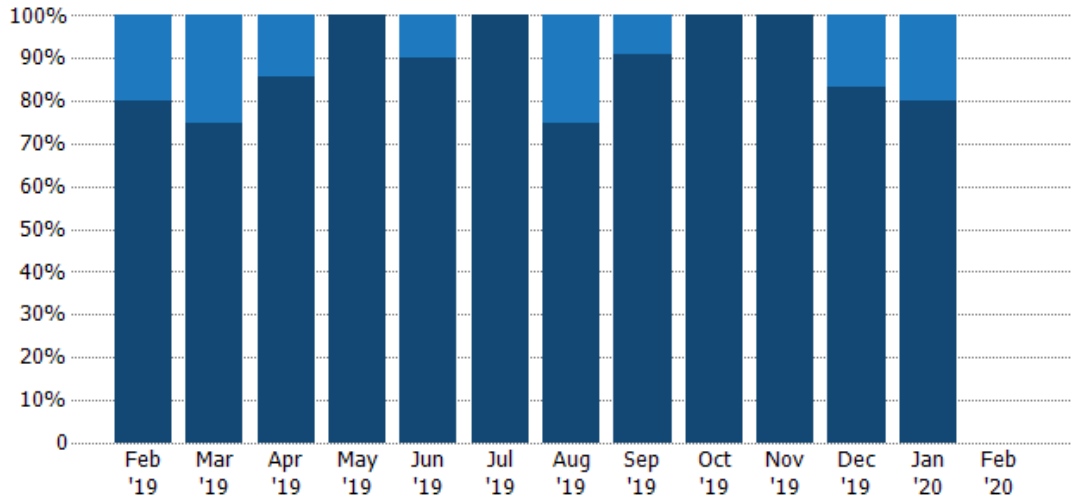
Current Year	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.65M	-
Prior Year	\$2.09M	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.65M	\$3.47M	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M
Percent Change from Prior Year	-38%	-61%	43%	82%	54%	89%	-40%	122%	-17%	15%	375%	57%	-100%

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



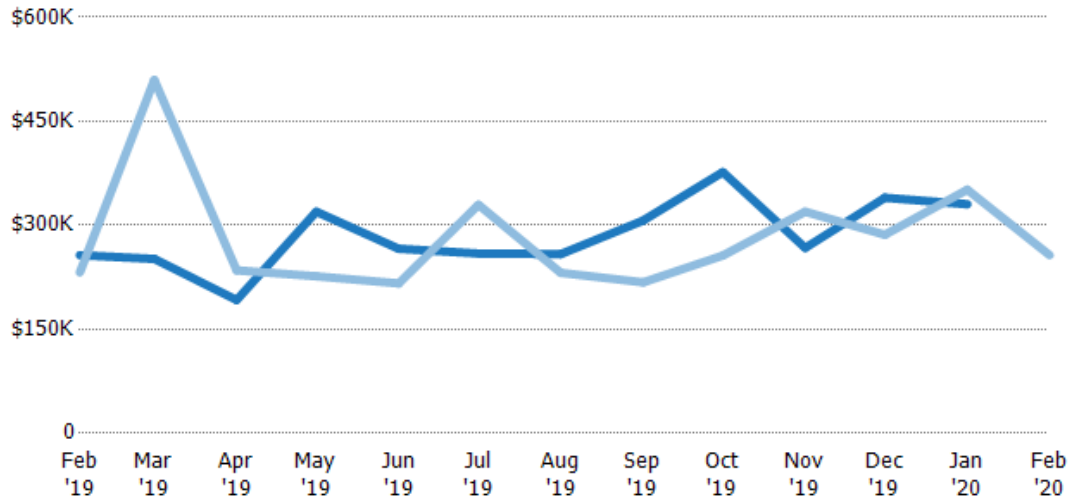
Condo/Townhouse	20%	25%	14%	-	10%	-	25%	9%	-	-	17%	20%	-
Single Family Residence	80%	75%	86%	100%	90%	100%	75%	91%	100%	100%	83%	80%	-

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



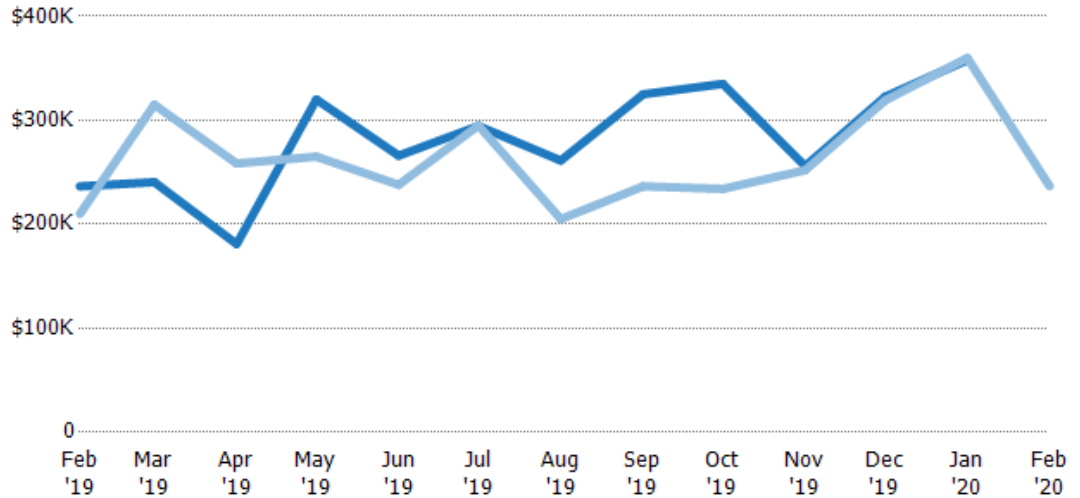
Current Year	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	-
Prior Year	\$232K	\$510K	\$235K	\$226K	\$216K	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K
Percent Change from Prior Year	11%	-51%	-18%	41%	23%	-21%	12%	41%	47%	-16%	19%	-6%	-100%

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



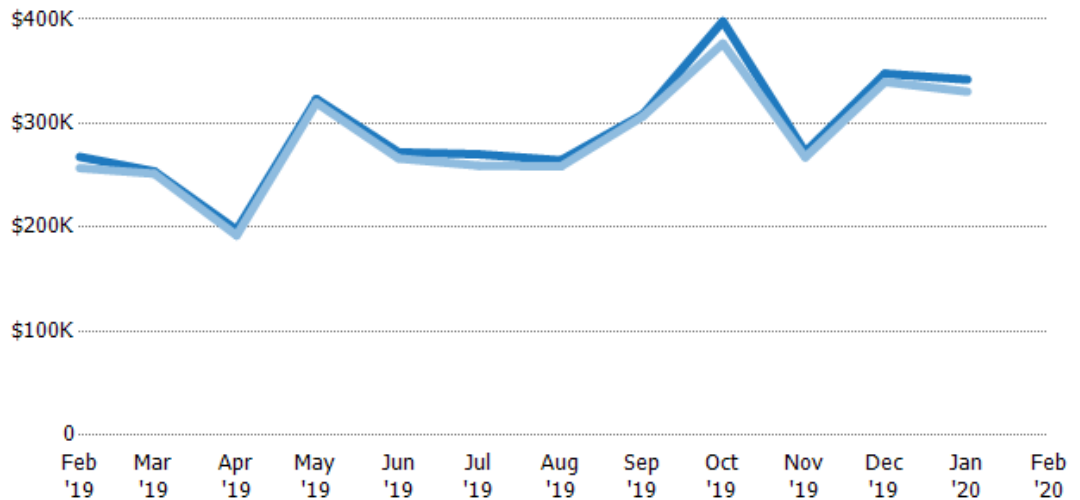
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	-
Prior Year	\$210K	\$315K	\$259K	\$265K	\$238K	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K
Percent Change from Prior Year	13%	-24%	-30%	21%	12%	0%	27%	37%	43%	2%	1%	-1%	-100%

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



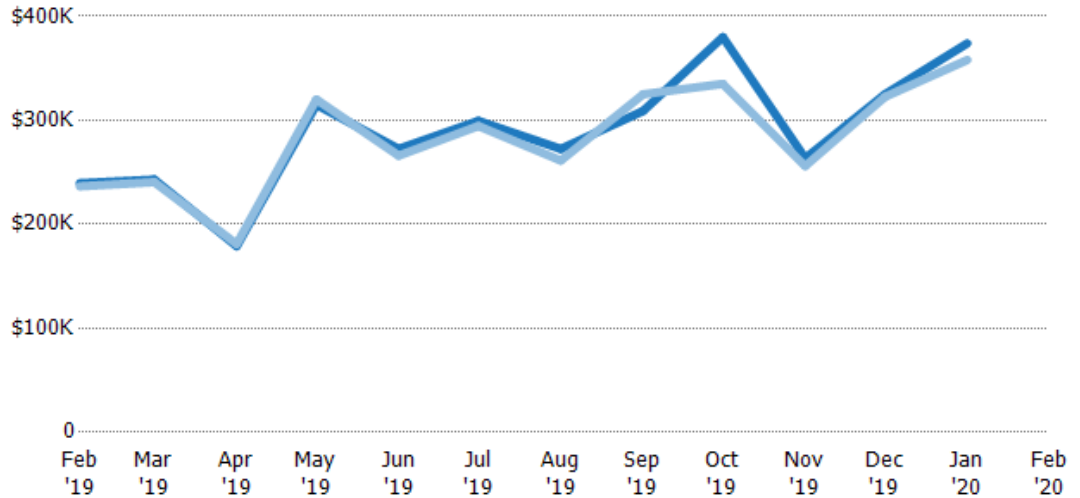
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	-
Avg Sales Price	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	-
Avg Sales Price as a % of Avg List Price	96%	99%	97%	99%	98%	96%	98%	99%	95%	98%	98%	97%	-

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



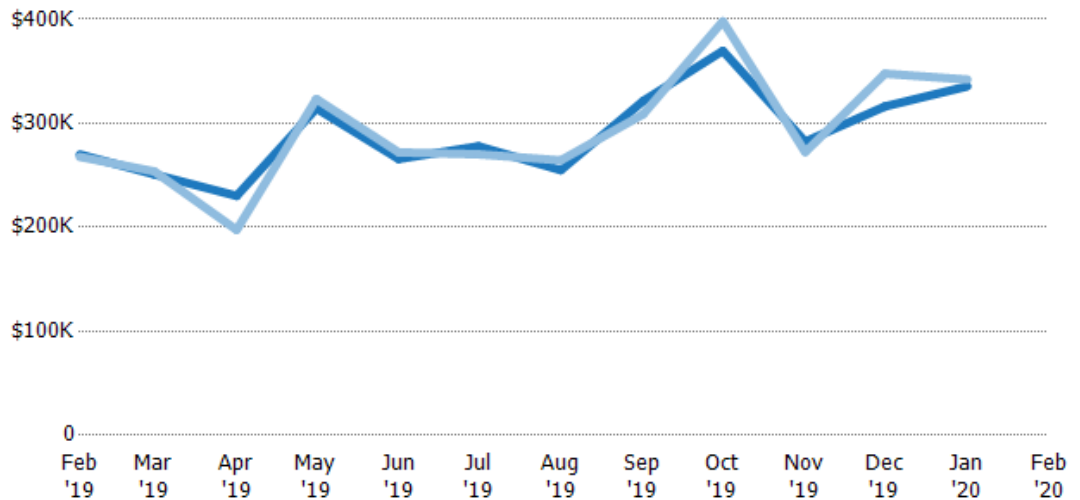
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	-
Median Sales Price	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	-
Med Sales Price as a % of Med List Price	99%	99%	101%	102%	98%	98%	96%	105%	88%	97%	99%	96%	-

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



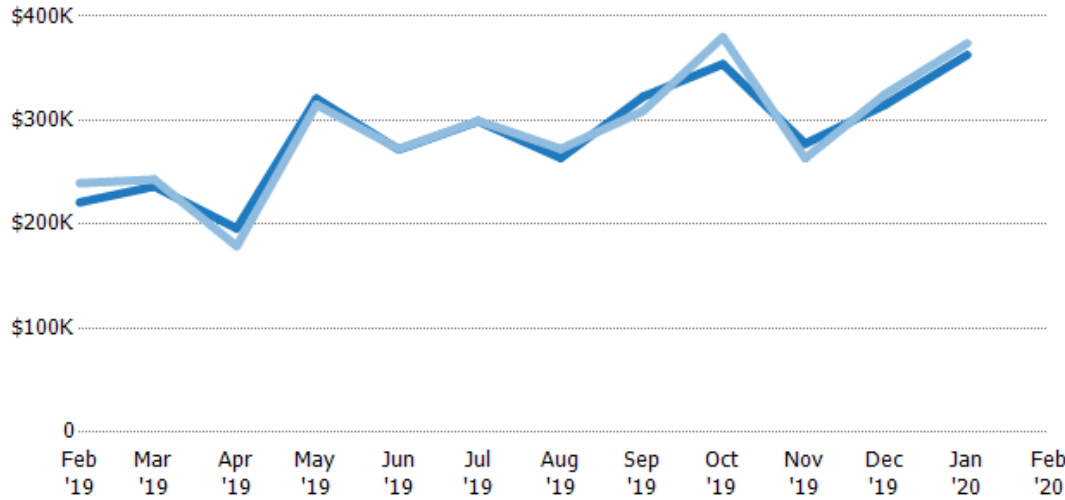
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$270K	\$251K	\$230K	\$314K	\$266K	\$278K	\$255K	\$321K	\$370K	\$282K	\$316K	\$336K	-
Avg Sales Price	\$268K	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	-
Avg Sales Price as a % of Avg Est Value	99%	101%	86%	103%	102%	97%	104%	96%	108%	96%	110%	102%	-

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$221K	\$236K	\$196K	\$321K	\$272K	\$299K	\$264K	\$323K	\$354K	\$277K	\$315K	\$363K	-
Median Sales Price	\$240K	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	-
Med Sales Price as a % of Med Est Value	108%	103%	91%	98%	100%	100%	103%	96%	107%	95%	103%	103%	-