

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	27	23	+17.4%	59	47	+25.5%
New Listing Volume	\$10,621,400	\$9,720,000	+9.3%	\$32,267,900	\$22,119,400	+45.9%
Active Listing Count	200	240	-16.7%	N/A	N/A	
Active Listing Volume	\$135,182,700	\$130,064,998	+3.9%	N/A	N/A	
Average Listing Price	\$675,914	\$541,937	+24.7%	\$678,337	\$542,219	+25.1%
Median Listing Price	\$454,500	\$379,500	+19.8%	\$449,810	\$389,189	+15.6%
Median Days in RPR	182.5	218	-16.3%	175.5	211.5	-17%
Months of Inventory	14.3	26.7	-46.4%	21.9	17.7	+24.2%
Absorption Rate	7%	3.75%	+3.3%	4.56%	5.66%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	24	12	+100%	46	30	+53.3%
New Pending Sales Volume	\$9,773,000	\$3,362,800	+190.6%	\$20,207,000	\$10,962,000	+84.3%
Pending Sales Count	32	27	+18.5%	N/A	N/A	
Pending Sales Volume	\$13,971,500	\$9,117,000	+53.2%	N/A	N/A	
Closed Sales Count	13	9	+44.4%	27	18	+50%
Closed Sales Volume	\$4,536,300	\$3,926,375	+15.5%	\$8,097,300	\$7,073,375	+14.5%
Average Sales Price	\$348,946	\$436,264	-20%	\$299,900	\$392,965	-23.7%
Median Sales Price	\$289,000	\$220,000	+31.4%	\$276,556	\$272,500	+1.5%

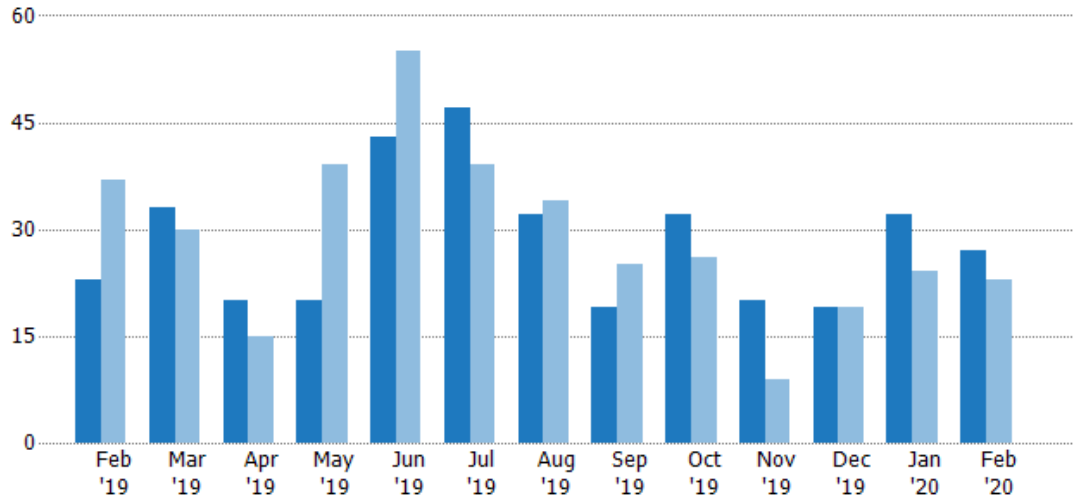
New Listings

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.
Feb '20	27	17.4%
Feb '19	23	-37.8%
Feb '18	37	-37.8%



Current Year	23	33	20	20	43	47	32	19	32	20	19	32	27
Prior Year	37	30	15	39	55	39	34	25	26	9	19	24	23
Percent Change from Prior Year	-38%	10%	33%	-49%	-22%	21%	-6%	-24%	23%	122%	0%	33%	17%

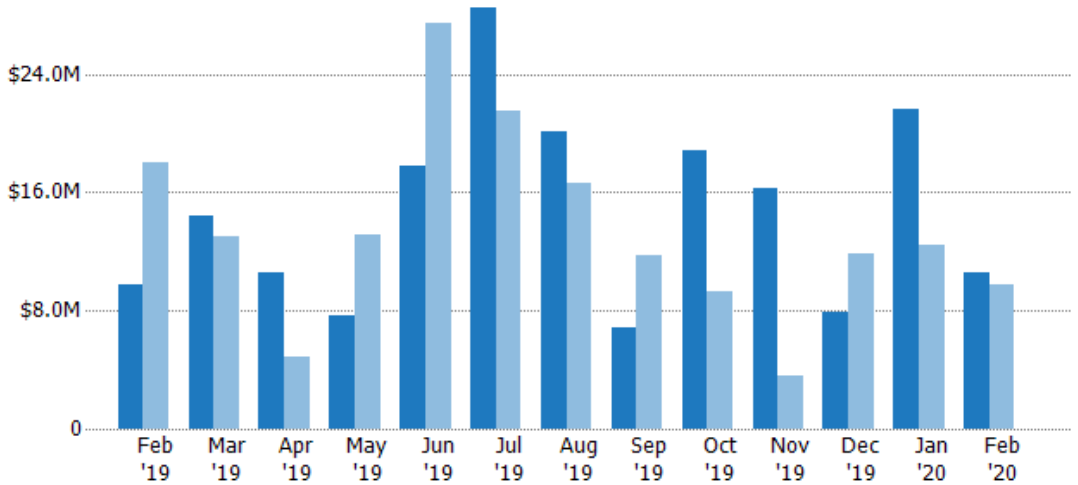
New Listing Volume

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.
Feb '20	\$10.6M	9.3%
Feb '19	\$9.72M	-46.2%
Feb '18	\$18.1M	-26.8%



Current Year	\$9.72M	\$14.4M	\$10.5M	\$7.71M	\$17.8M	\$28.5M	\$20.1M	\$6.83M	\$18.8M	\$16.2M	\$7.93M	\$21.6M	\$10.6M
Prior Year	\$18.1M	\$13.1M	\$4.87M	\$13.1M	\$27.5M	\$21.5M	\$16.6M	\$11.7M	\$9.32M	\$3.55M	\$11.9M	\$12.4M	\$9.72M
Percent Change from Prior Year	-46%	10%	116%	-41%	-35%	33%	21%	-42%	102%	358%	-33%	75%	9%

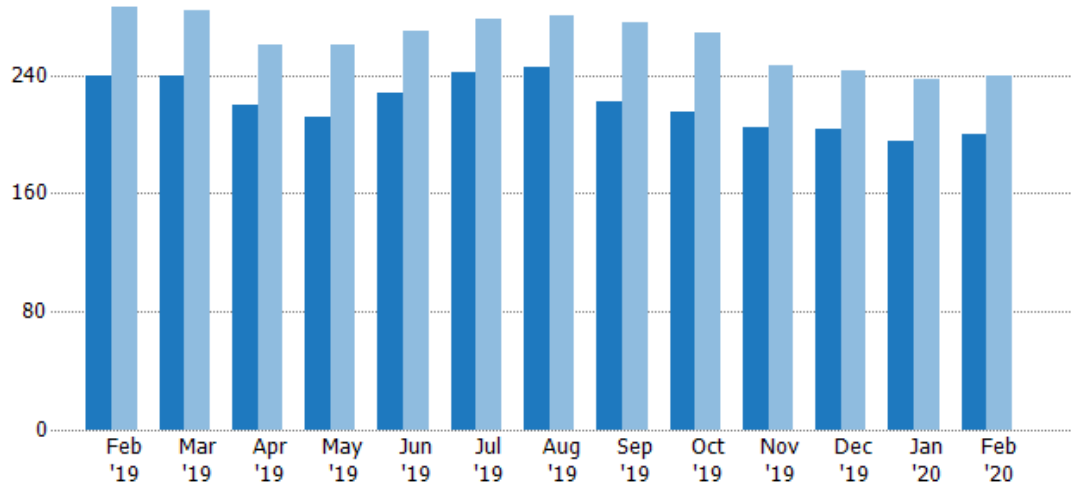
Active Listings

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.
Feb '20	200	-16.7%
Feb '19	240	-16.1%
Feb '18	286	-1.4%



Current Year	240	240	220	212	228	242	245	222	215	205	203	195	200
Prior Year	286	284	261	261	270	278	280	275	269	246	243	237	240
Percent Change from Prior Year	-16%	-15%	-16%	-19%	-16%	-13%	-13%	-19%	-20%	-17%	-16%	-18%	-17%

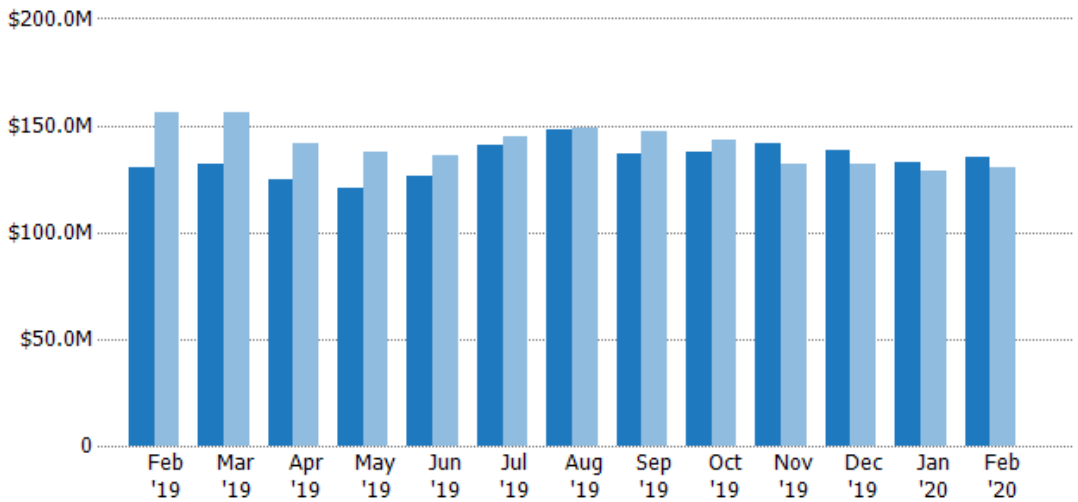
Active Listing Volume

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.
Feb '20	\$135M	3.9%
Feb '19	\$130M	-16.5%
Feb '18	\$156M	-5%



Current Year	\$130M	\$132M	\$125M	\$121M	\$126M	\$141M	\$148M	\$137M	\$138M	\$141M	\$138M	\$133M	\$135M
Prior Year	\$156M	\$156M	\$142M	\$137M	\$136M	\$145M	\$149M	\$147M	\$143M	\$132M	\$132M	\$129M	\$130M
Percent Change from Prior Year	-16%	-16%	-12%	-12%	-7%	-3%	-1%	-7%	-4%	7%	5%	3%	4%

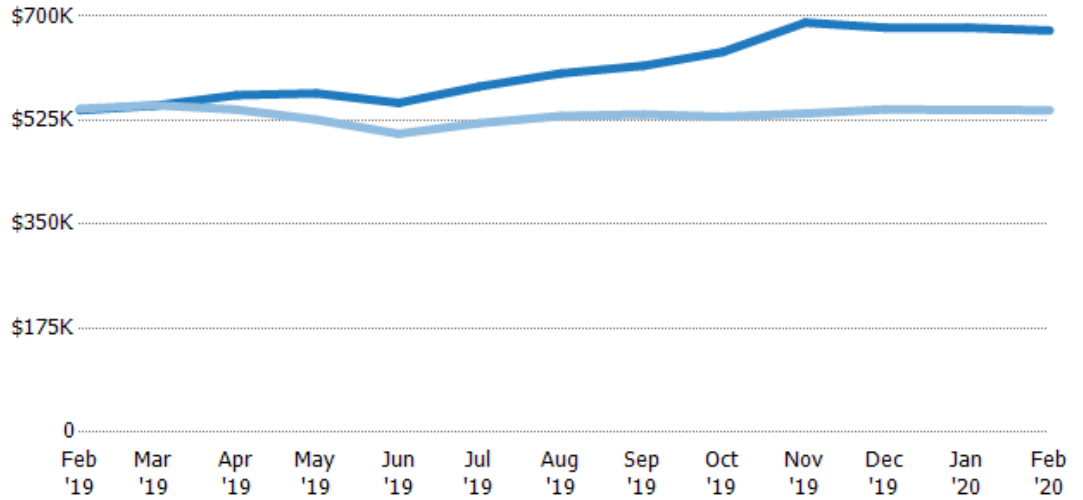
Average Listing Price

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.
Feb '20	\$676K	24.7%
Feb '19	\$542K	-0.4%
Feb '18	\$544K	-3.6%



Current Year	\$542K	\$550K	\$567K	\$570K	\$554K	\$581K	\$604K	\$617K	\$640K	\$689K	\$681K	\$681K	\$676K
Prior Year	\$544K	\$551K	\$543K	\$526K	\$502K	\$520K	\$532K	\$535K	\$531K	\$536K	\$543K	\$543K	\$542K
Percent Change from Prior Year	0%	0%	4%	8%	10%	12%	13%	15%	21%	29%	25%	25%	25%

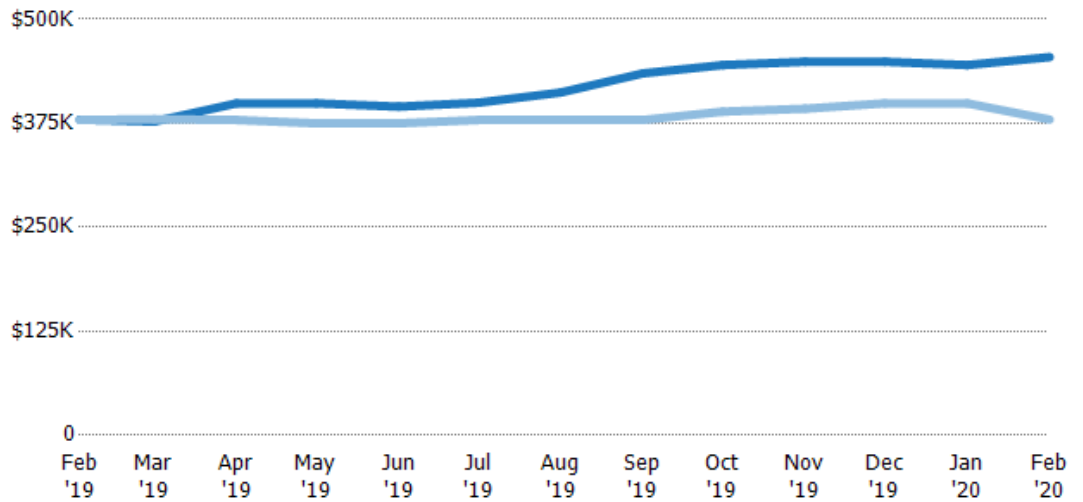
Median Listing Price

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.
Feb '20	\$455K	19.8%
Feb '19	\$380K	0.1%
Feb '18	\$379K	-8.5%



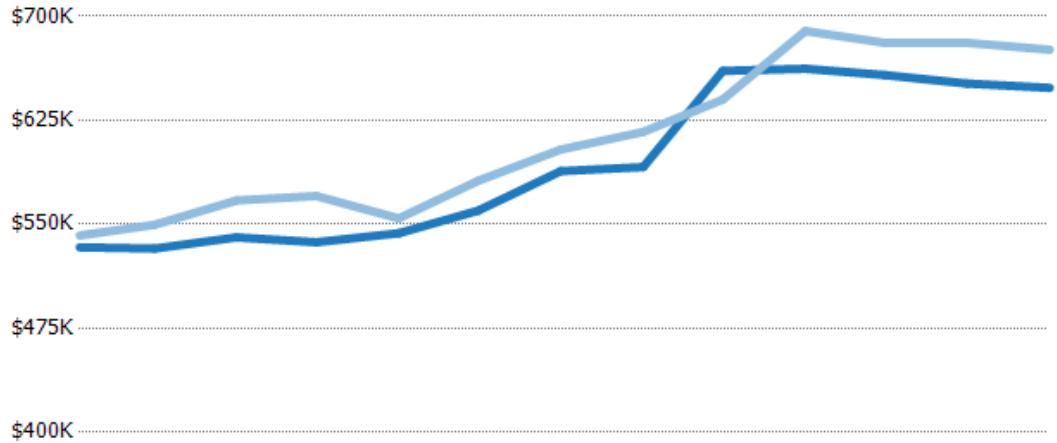
Current Year	\$380K	\$377K	\$399K	\$399K	\$395K	\$400K	\$412K	\$435K	\$445K	\$449K	\$449K	\$445K	\$455K
Prior Year	\$379K	\$380K	\$379K	\$375K	\$375K	\$379K	\$379K	\$379K	\$389K	\$393K	\$399K	\$399K	\$380K
Percent Change from Prior Year	0%	-1%	5%	6%	5%	5%	9%	15%	14%	14%	13%	12%	20%

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



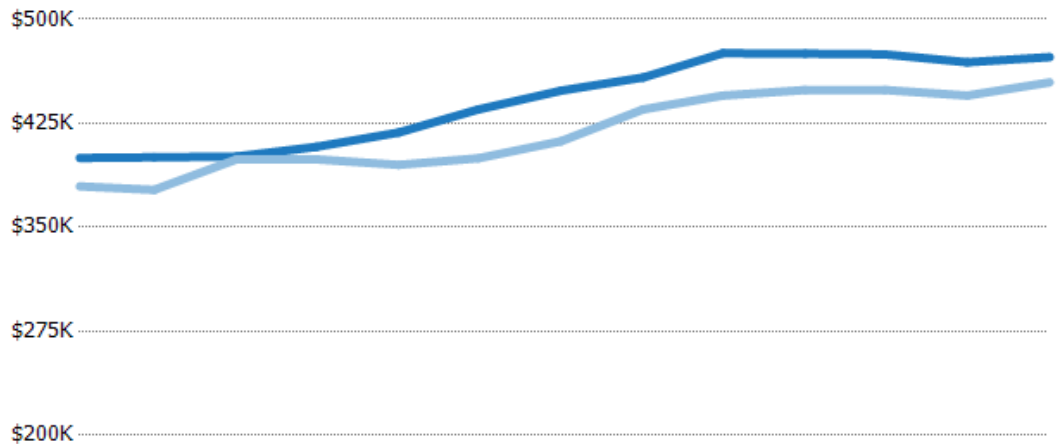
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$533K	\$532K	\$541K	\$537K	\$544K	\$560K	\$588K	\$591K	\$661K	\$662K	\$658K	\$651K	\$648K
Avg Listing Price	\$542K	\$550K	\$567K	\$570K	\$554K	\$581K	\$604K	\$617K	\$640K	\$689K	\$681K	\$681K	\$676K
Avg Listing Price as a % of Avg Est Value	102%	103%	105%	106%	102%	104%	103%	104%	97%	104%	104%	105%	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: 6 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	\$400K	\$401K	\$401K	\$408K	\$418K	\$435K	\$448K	\$458K	\$476K	\$475K	\$475K	\$469K	\$473K
Median Listing Price	\$380K	\$377K	\$399K	\$399K	\$395K	\$400K	\$412K	\$435K	\$445K	\$449K	\$449K	\$445K	\$455K
Med Listing Price as a % of Med Est Value	95%	94%	100%	98%	94%	92%	92%	95%	94%	94%	95%	95%	96%

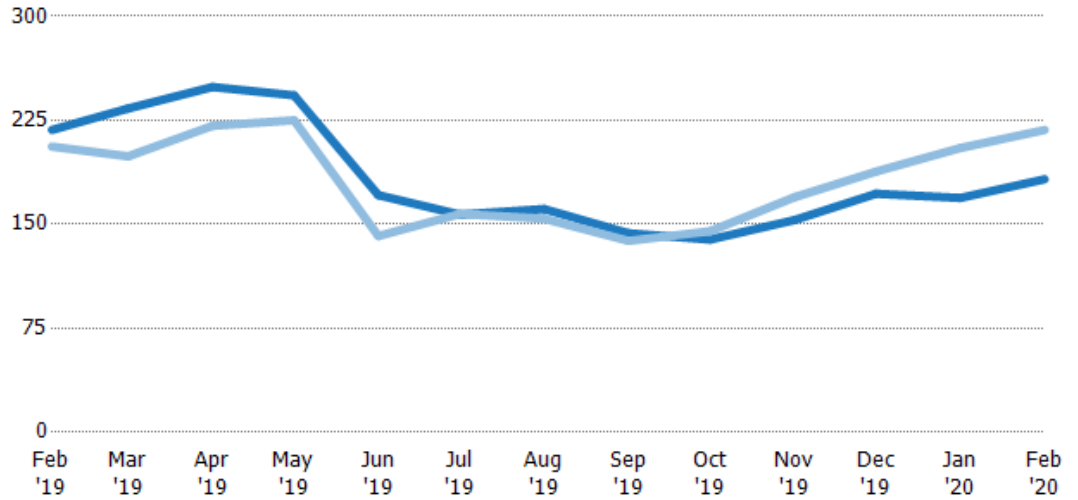
Median Days in RPR

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.
Feb '20	183	-16.3%
Feb '19	218	5.8%
Feb '18	206	-11.2%



	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	218	234	249	243	171	157	161	144	139	153	172	169	183
Prior Year	206	199	221	225	142	158	154	138	145	170	188	205	218
Percent Change from Prior Year	6%	17%	13%	8%	21%	0%	5%	4%	-4%	-10%	-9%	-18%	-16%

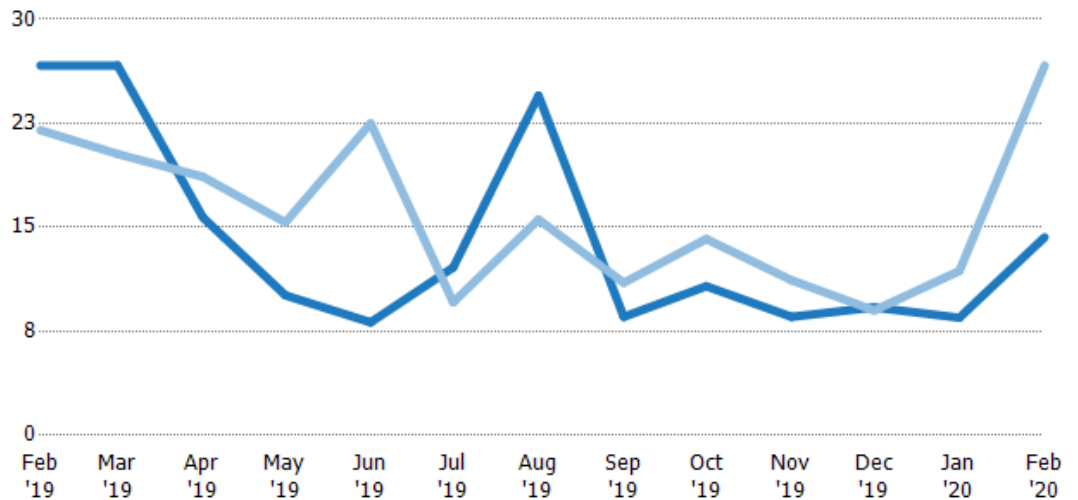
Months of Inventory

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.
Feb '20	14.3	-46.4%
Feb '19	26.7	21.2%
Feb '18	22	16.5%



	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	26.7	26.7	15.7	10.1	8.14	12.1	24.5	8.54	10.8	8.54	9.23	8.48	14.3
Prior Year	22	20.3	18.6	15.4	22.5	9.59	15.6	11	14.2	11.2	9	11.9	26.7
Percent Change from Prior Year	21%	31%	-16%	-34%	-64%	26%	58%	-22%	-24%	-24%	3%	-28%	-46%

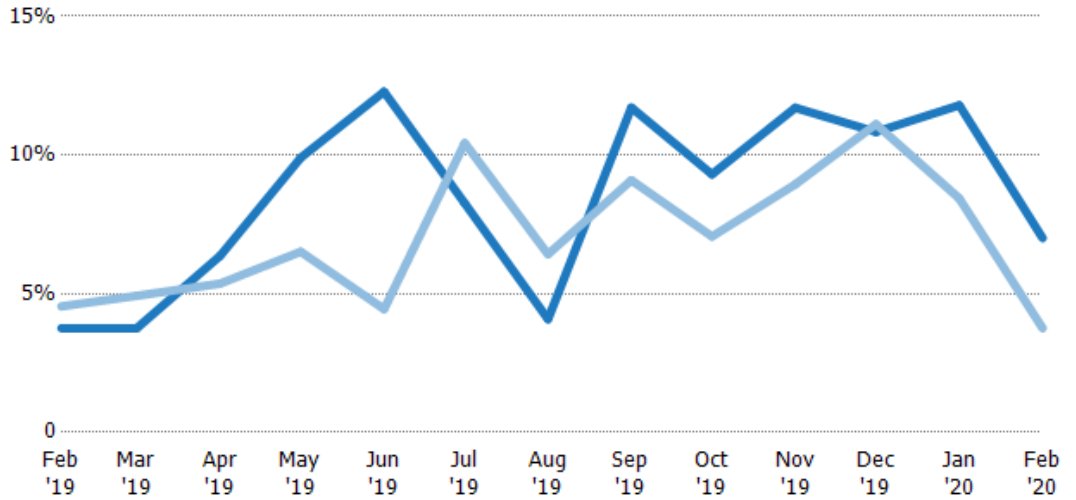
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '20	7%	-3.3%
Feb '19	4%	0.8%
Feb '18	5%	-14.1%



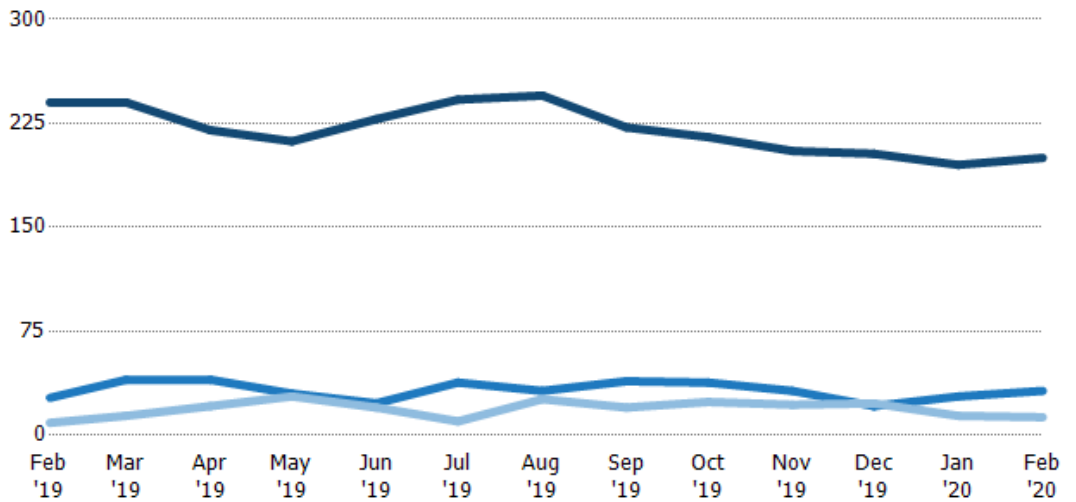
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4%	4%	6%	10%	12%	8%	4%	12%	9%	12%	11%	12%	7%
Prior Year	5%	5%	5%	7%	4%	10%	6%	9%	7%	9%	11%	8%	4%
Change from Prior Year	1%	1%	-1%	-3%	-8%	2%	2%	-3%	-2%	-3%	0%	-3%	-3%

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



	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
Active	240	240	220	212	228	242	245	222	215	205	203	195	200
Pending	27	40	40	30	23	38	32	39	38	32	21	28	32
Sold	9	14	21	28	20	10	26	20	24	22	23	14	13

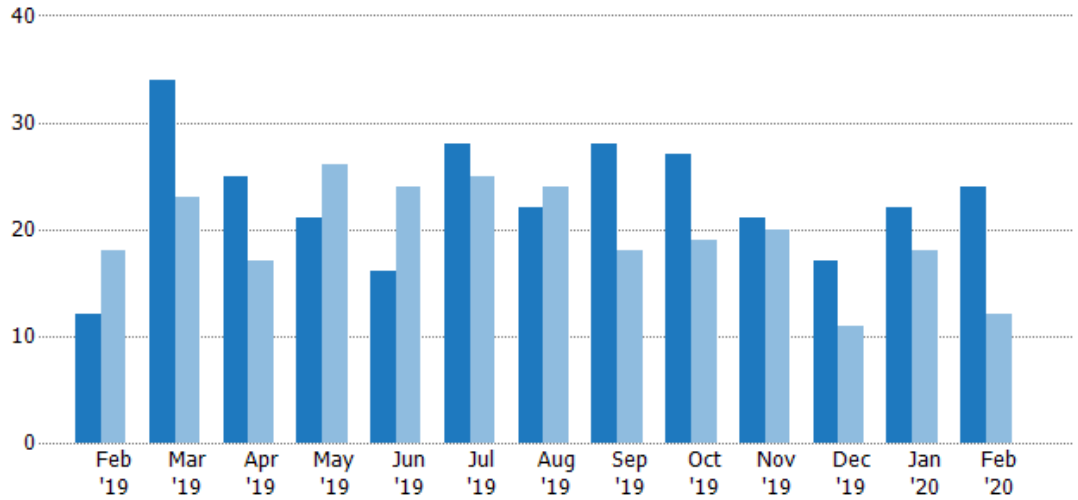
New Pending Sales

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.
Feb '20	24	100%
Feb '19	12	-33.3%
Feb '18	18	50%



	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	12	34	25	21	16	28	22	28	27	21	17	22	24
Prior Year	18	23	17	26	24	25	24	18	19	20	11	18	12
Percent Change from Prior Year	-33%	48%	47%	-19%	-33%	12%	-8%	56%	42%	5%	55%	22%	100%

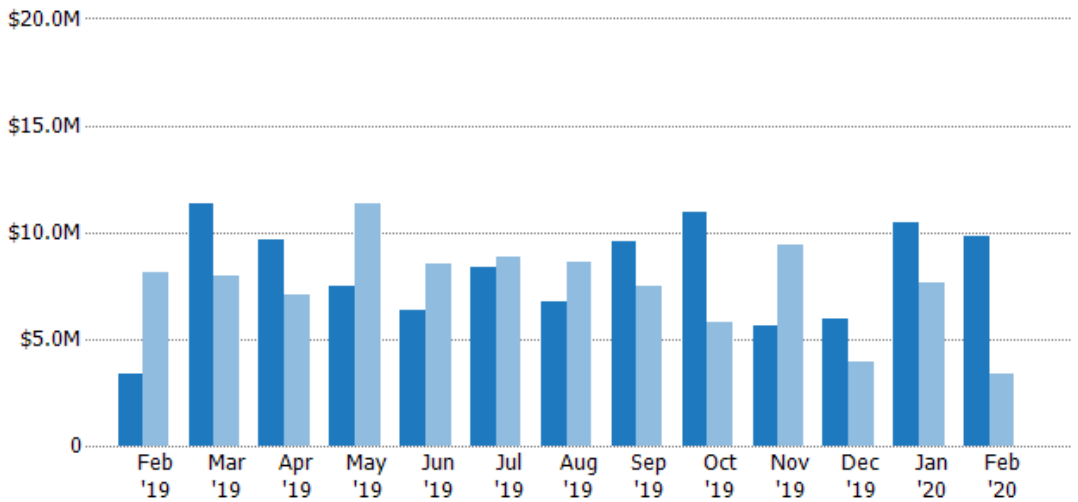
New Pending Sales Volume

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.
Feb '20	\$9.77M	190.6%
Feb '19	\$3.36M	-58.7%
Feb '18	\$8.13M	34.4%



	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	\$3.36M	\$11.3M	\$9.62M	\$7.47M	\$6.35M	\$8.37M	\$6.72M	\$9.55M	\$11M	\$5.64M	\$5.95M	\$10.4M	\$9.77M
Prior Year	\$8.13M	\$7.96M	\$7.1M	\$11.3M	\$8.52M	\$8.84M	\$8.59M	\$7.44M	\$5.81M	\$9.41M	\$3.94M	\$7.6M	\$3.36M
Percent Change from Prior Year	-59%	42%	35%	-34%	-25%	-5%	-22%	28%	89%	-40%	51%	37%	191%

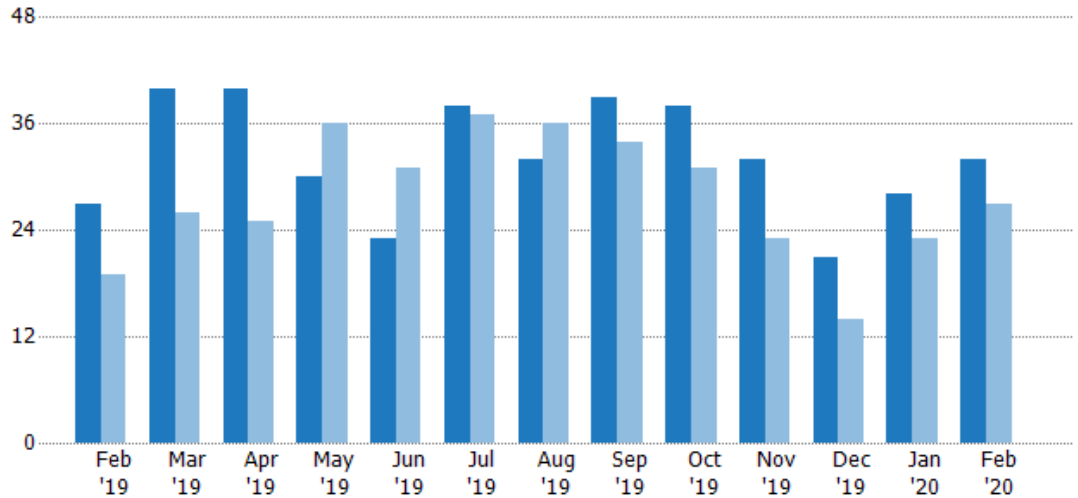
Pending Sales

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.
Feb '20	32	18.5%
Feb '19	27	42.1%
Feb '18	19	47.4%



	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	27	40	40	30	23	38	32	39	38	32	21	28	32
Prior Year	19	26	25	36	31	37	36	34	31	23	14	23	27
Percent Change from Prior Year	42%	54%	60%	-17%	-26%	3%	-11%	15%	23%	39%	50%	22%	19%

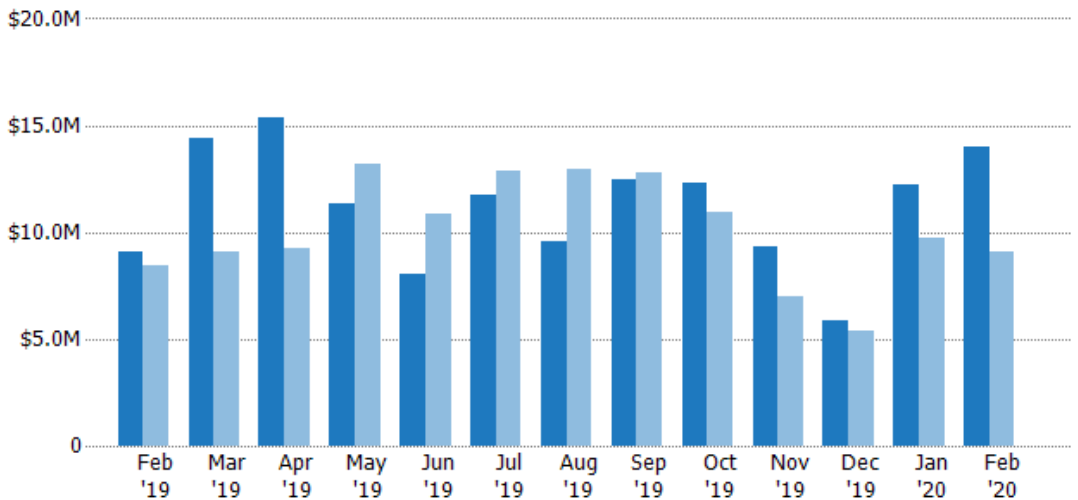
Pending Sales Volume

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.
Feb '20	\$14M	53.2%
Feb '19	\$9.12M	7.7%
Feb '18	\$8.46M	25.7%



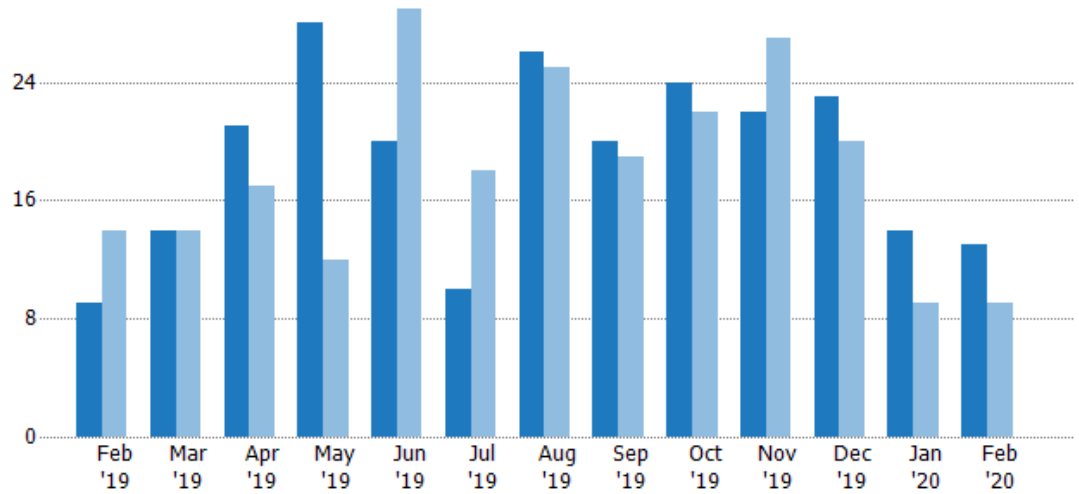
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$9.12M	\$14.4M	\$15.3M	\$11.3M	\$8.05M	\$11.8M	\$9.53M	\$12.5M	\$12.3M	\$9.36M	\$5.9M	\$12.3M	\$14M
Prior Year	\$8.46M	\$9.06M	\$9.22M	\$13.2M	\$10.8M	\$12.9M	\$13M	\$12.8M	\$10.9M	\$6.97M	\$5.41M	\$9.72M	\$9.12M
Percent Change from Prior Year	8%	58%	66%	-14%	-26%	-8%	-26%	-2%	12%	34%	9%	26%	53%

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.
Feb '20	13	44.4%
Feb '19	9	-35.7%
Feb '18	14	-7.1%

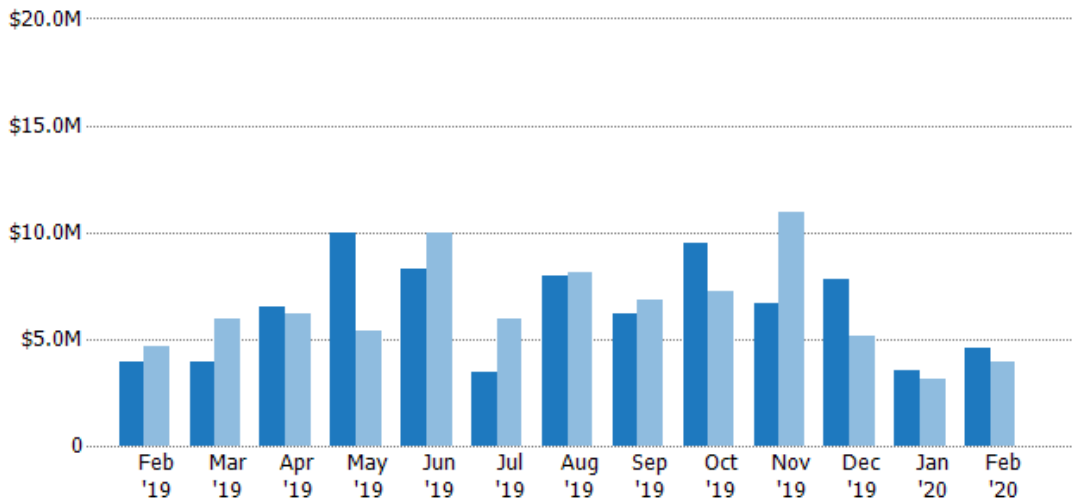
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9	14	21	28	20	10	26	20	24	22	23	14	13
Prior Year	14	14	17	12	29	18	25	19	22	27	20	9	9
Percent Change from Prior Year	-36%	0%	24%	133%	-31%	-44%	4%	5%	9%	-19%	15%	56%	44%

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.
Feb '20	\$4.54M	15.5%
Feb '19	\$3.93M	-16.3%
Feb '18	\$4.69M	0.1%

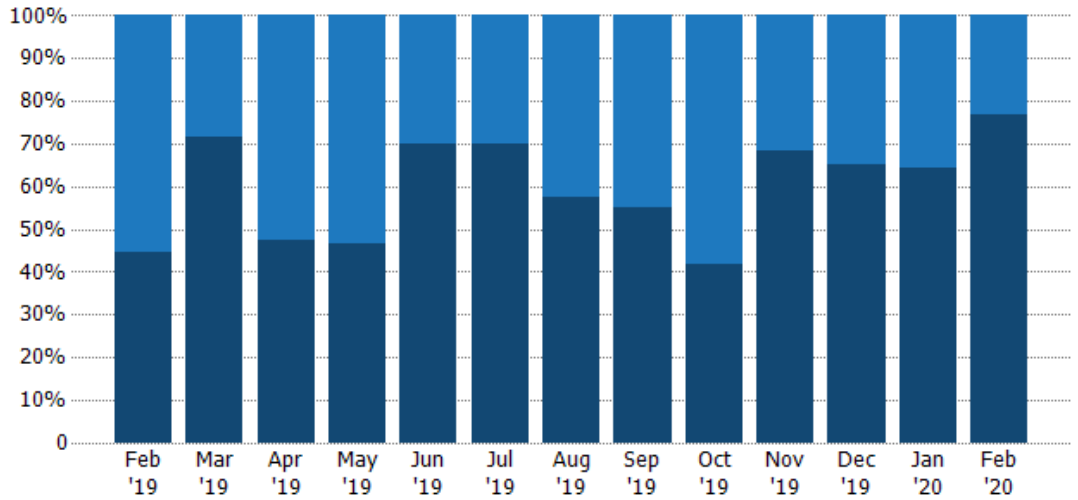
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.93M	\$3.96M	\$6.53M	\$9.98M	\$8.26M	\$3.42M	\$7.97M	\$6.16M	\$9.48M	\$6.64M	\$7.81M	\$3.56M	\$4.54M
Prior Year	\$4.69M	\$5.93M	\$6.17M	\$5.37M	\$9.96M	\$5.97M	\$8.11M	\$6.85M	\$7.25M	\$10.9M	\$5.11M	\$3.15M	\$3.93M
Percent Change from Prior Year	-16%	-33%	6%	86%	-17%	-43%	-2%	-10%	31%	-39%	53%	13%	16%

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



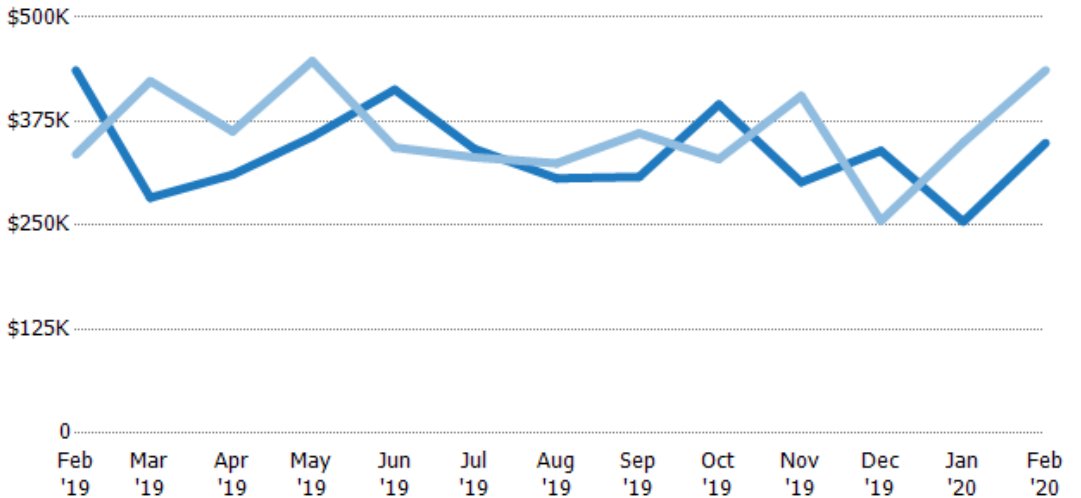
Condo/Townhouse	56%	29%	52%	54%	30%	30%	42%	45%	58%	32%	35%	36%	23%
Single Family Residence	44%	71%	48%	46%	70%	70%	58%	55%	42%	68%	65%	64%	77%

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.
Feb '20	\$349K	-20%
Feb '19	\$436K	30.2%
Feb '18	\$335K	7.8%

Current Year	\$436K	\$283K	\$311K	\$357K	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K	\$340K	\$254K	\$349K
Prior Year	\$335K	\$423K	\$363K	\$447K	\$343K	\$332K	\$324K	\$361K	\$330K	\$405K	\$255K	\$350K	\$436K
Percent Change from Prior Year	30%	-33%	-14%	-20%	20%	3%	-6%	-15%	20%	-26%	33%	-27%	-20%

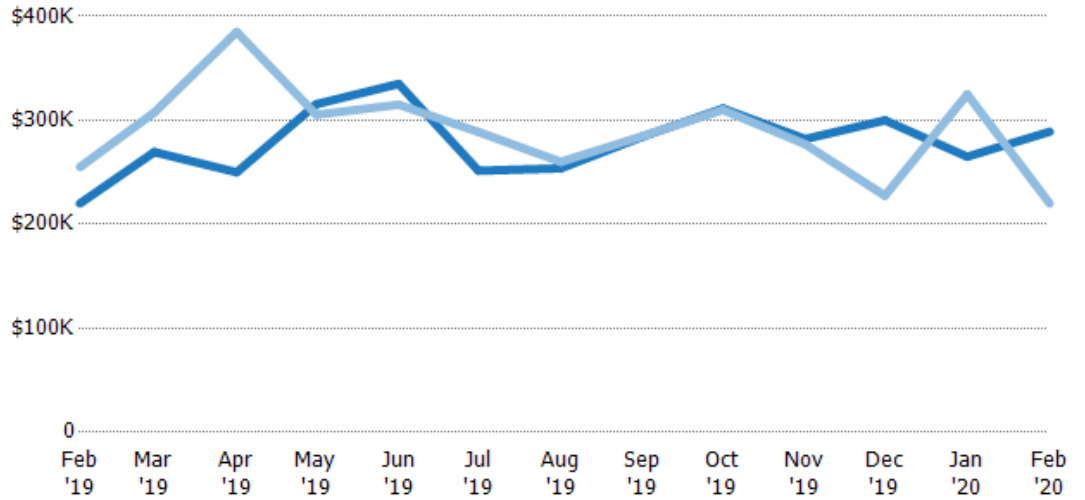
Median Sales Price

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.
Feb '20	\$289K	31.4%
Feb '19	\$220K	-13.7%
Feb '18	\$255K	33.3%



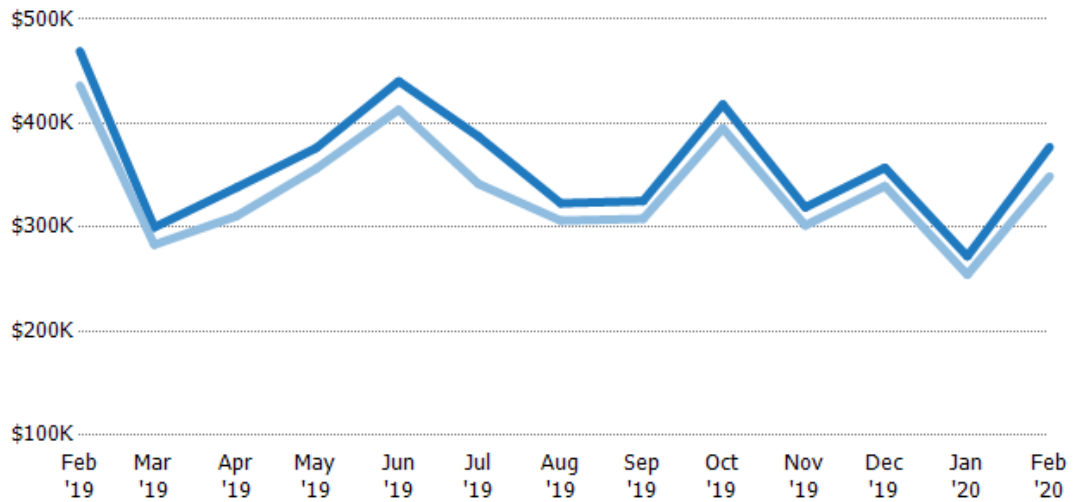
Current Year	\$220K	\$269K	\$250K	\$316K	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K	\$300K	\$265K	\$289K
Prior Year	\$255K	\$308K	\$385K	\$305K	\$315K	\$289K	\$260K	\$285K	\$310K	\$277K	\$228K	\$325K	\$220K
Percent Change from Prior Year	-14%	-12%	-35%	3%	6%	-13%	-2%	0%	0%	2%	32%	-18%	31%

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



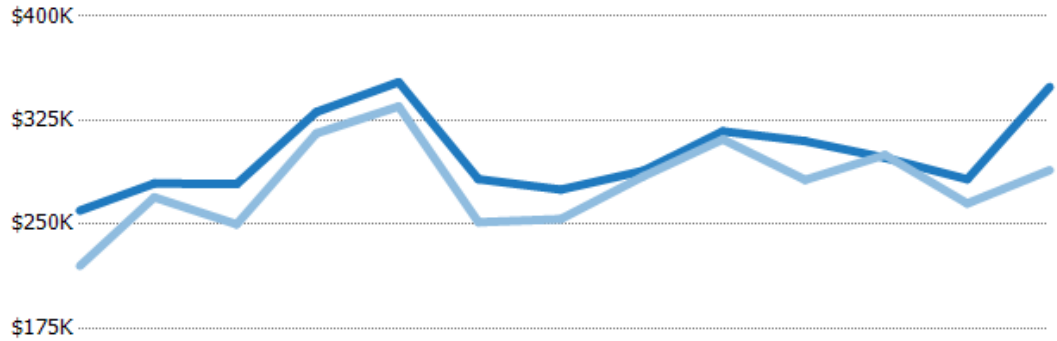
Avg List Price	\$469K	\$300K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$357K	\$272K	\$377K
Avg Sales Price	\$436K	\$283K	\$311K	\$357K	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K	\$340K	\$254K	\$349K
Avg Sales Price as a % of Avg List Price	93%	94%	92%	95%	94%	88%	95%	95%	95%	95%	95%	93%	93%

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



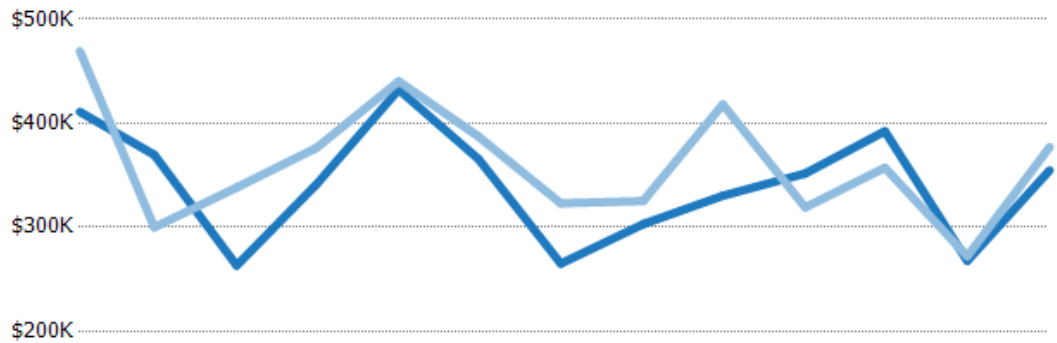
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$260K	\$279K	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$298K	\$282K	\$349K
Median Sales Price	\$220K	\$269K	\$250K	\$316K	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K	\$300K	\$265K	\$289K
Med Sales Price as a % of Med List Price	85%	96%	90%	95%	95%	89%	92%	99%	98%	91%	101%	94%	83%

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



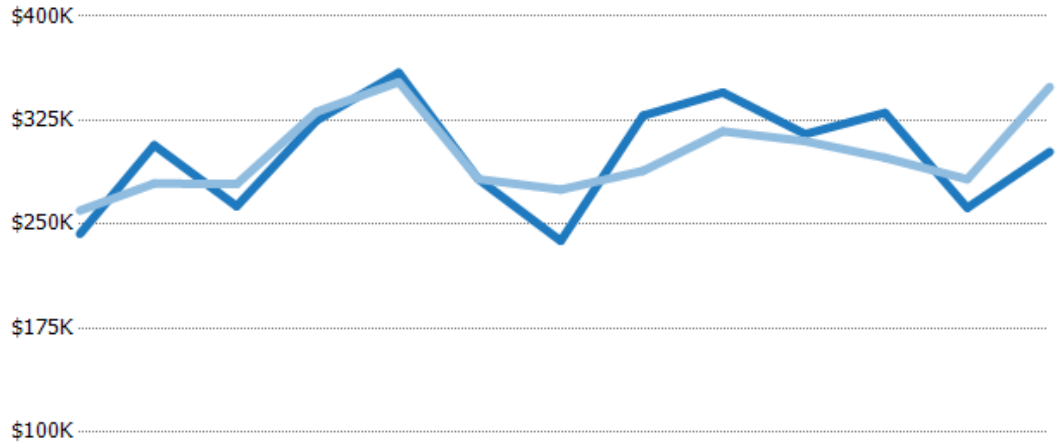
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$411K	\$370K	\$263K	\$341K	\$432K	\$366K	\$265K	\$303K	\$330K	\$352K	\$392K	\$268K	\$355K
Avg Sales Price	\$469K	\$300K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$357K	\$272K	\$377K
Avg Sales Price as a % of Avg Est Value	114%	81%	129%	110%	102%	106%	122%	107%	127%	91%	91%	102%	106%

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



	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	\$243K	\$307K	\$263K	\$325K	\$359K	\$283K	\$238K	\$328K	\$345K	\$315K	\$330K	\$262K	\$302K
Median Sales Price	\$260K	\$279K	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$298K	\$282K	\$349K
Med Sales Price as a % of Med Est Value	107%	91%	106%	102%	98%	100%	116%	88%	92%	98%	90%	108%	115%