

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	13	16	-18.8%
New Listing Volume	\$2,108,400	\$1,863,900	+13.1%	\$5,204,300	\$4,403,850	+18.2%
Active Listing Count	21	25	-16%	N/A	N/A	
Active Listing Volume	\$8,520,700	\$11,575,999	-26.4%	N/A	N/A	
Average Listing Price	\$405,748	\$463,040	-12.4%	\$390,961	\$440,103	-11.2%
Median Listing Price	\$339,000	\$349,900	-3.1%	\$326,742	\$359,391	-9.1%
Median Days in RPR	81	206	-60.7%	114.64	183.21	-37.4%
Months of Inventory	-	5	-	5.2	4.6	+13.4%
Absorption Rate	-	20%	-20%	19.35%	21.95%	-2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	9	-66.7%	12	20	-40%
New Pending Sales Volume	\$848,900	\$2,288,250	-62.9%	\$4,095,800	\$5,455,650	-24.9%
Pending Sales Count	6	13	-53.8%	N/A	N/A	
Pending Sales Volume	\$2,532,400	\$3,697,650	-31.5%	N/A	N/A	
Closed Sales Count	6	4	+50%	11	12	-8.3%
Closed Sales Volume	\$1,434,900	\$1,006,123	+42.6%	\$3,086,900	\$3,344,623	-7.7%
Average Sales Price	\$239,150	\$251,531	-4.9%	\$280,627	\$278,719	+0.7%
Median Sales Price	\$271,000	\$240,562	+12.7%	\$310,545	\$268,729	+15.6%

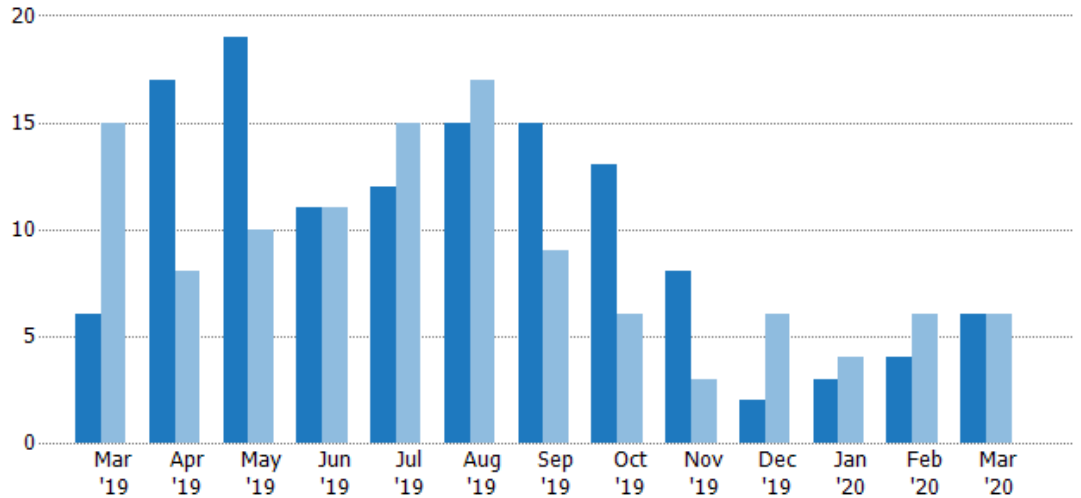
New Listings

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.
Mar '20	6	0%
Mar '19	6	-60%
Mar '18	15	-20%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	6	17	19	11	12	15	15	13	8	2	3	4	6
Prior Year	15	8	10	11	15	17	9	6	3	6	4	6	6
Percent Change from Prior Year	-60%	113%	90%	0%	-20%	-12%	67%	117%	167%	-67%	-25%	-33%	0%

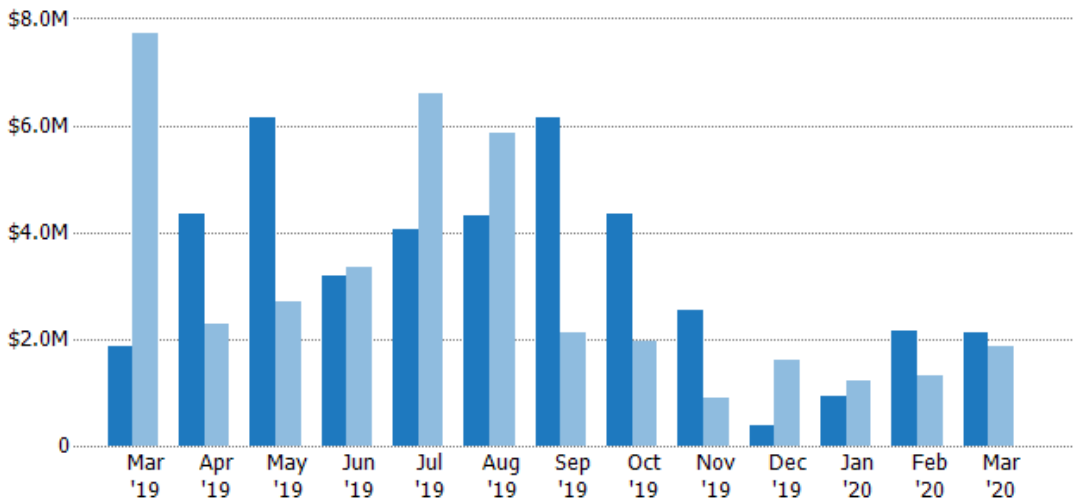
New Listing Volume

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.
Mar '20	\$2.11M	13.1%
Mar '19	\$1.86M	-75.8%
Mar '18	\$7.72M	-57%



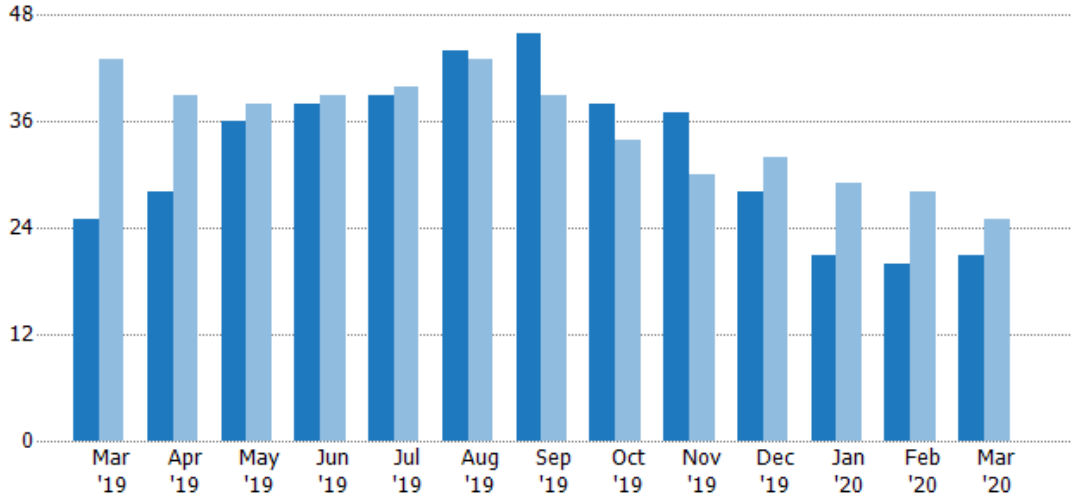
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.86M	\$4.35M	\$6.14M	\$3.18M	\$4.05M	\$4.3M	\$6.16M	\$4.36M	\$2.53M	\$369K	\$938K	\$2.16M	\$2.11M
Prior Year	\$7.72M	\$2.28M	\$2.71M	\$3.35M	\$6.59M	\$5.86M	\$2.13M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M
Percent Change from Prior Year	-76%	91%	126%	-5%	-38%	-27%	190%	121%	181%	-77%	-23%	63%	13%

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.
Mar '20	21	-16%
Mar '19	25	-41.9%
Mar '18	43	-32.6%

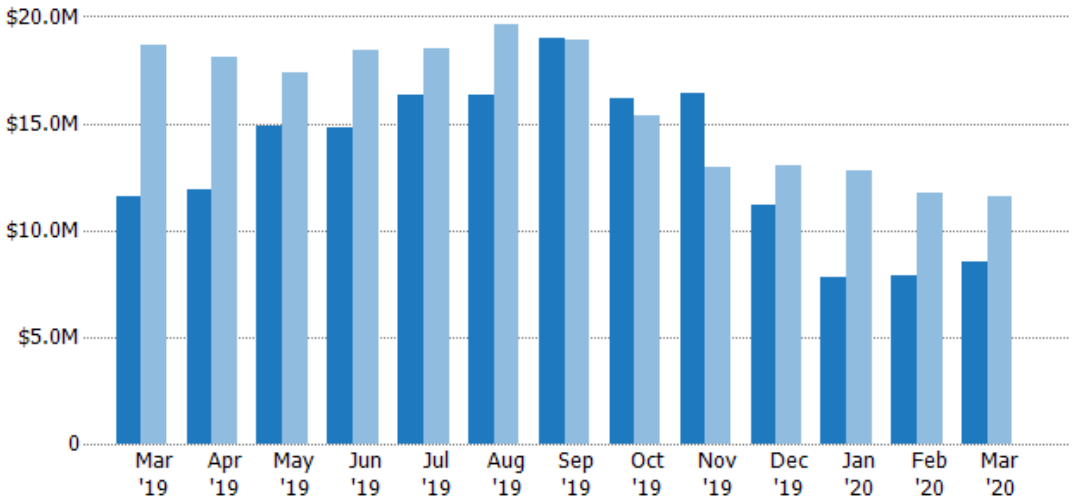
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	25	28	36	38	39	44	46	38	37	28	21	20	21
Prior Year	43	39	38	39	40	43	39	34	30	32	29	28	25
Percent Change from Prior Year	-42%	-28%	-5%	-3%	-3%	2%	18%	12%	23%	-13%	-28%	-29%	-16%

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.
Mar '20	\$8.52M	-26.4%
Mar '19	\$11.6M	-38%
Mar '18	\$18.7M	-45.5%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$11.6M	\$11.9M	\$14.9M	\$14.8M	\$16.3M	\$16.3M	\$19M	\$16.2M	\$16.4M	\$11.2M	\$7.81M	\$7.91M	\$8.52M
Prior Year	\$18.7M	\$18.1M	\$17.4M	\$18.4M	\$18.5M	\$19.6M	\$18.9M	\$15.4M	\$13M	\$13M	\$12.7M	\$11.8M	\$11.6M
Percent Change from Prior Year	-38%	-34%	-14%	-20%	-12%	-17%	0%	5%	27%	-14%	-39%	-33%	-26%

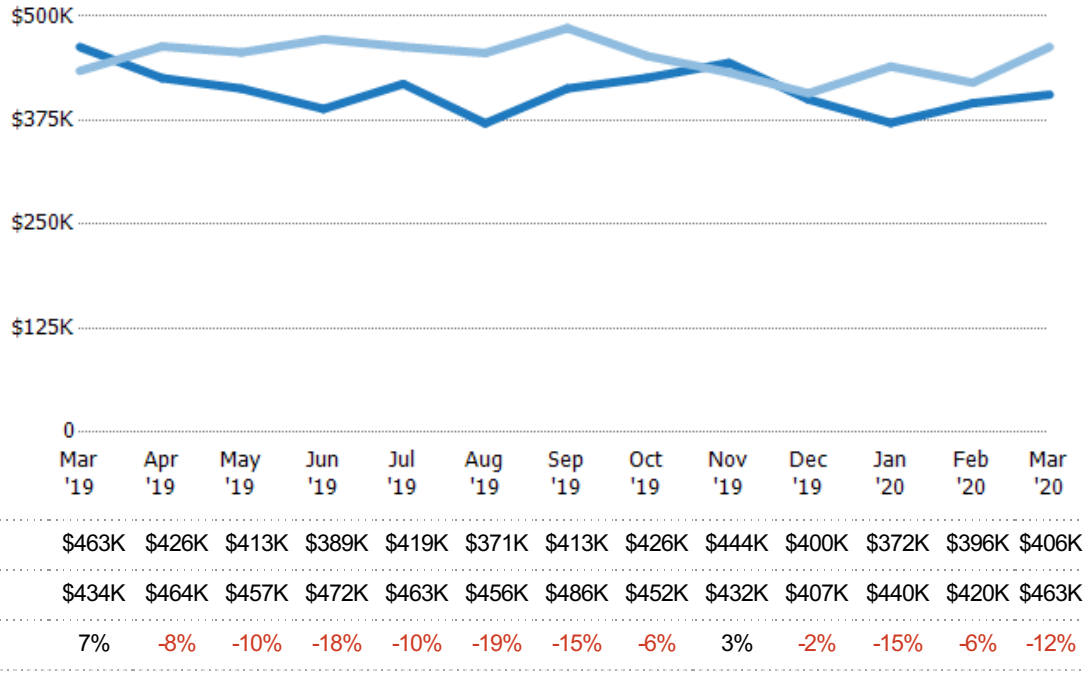
Average Listing Price

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.
Mar '20	\$406K	-12.4%
Mar '19	\$463K	6.6%
Mar '18	\$434K	-19.2%



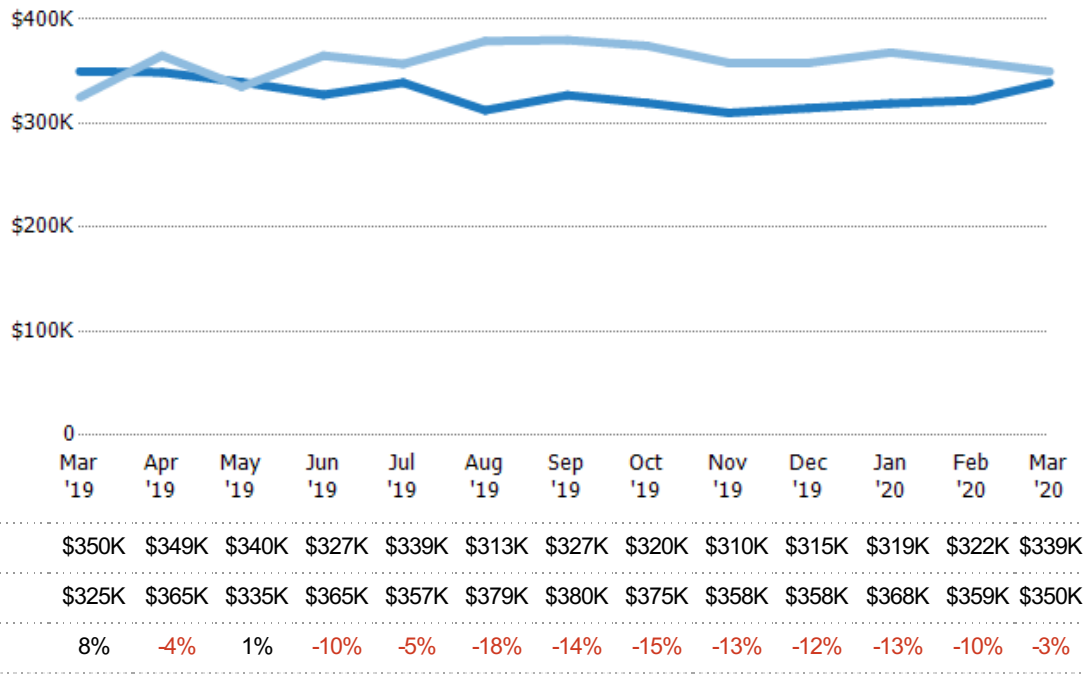
Median Listing Price

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.
Mar '20	\$339K	-3.1%
Mar '19	\$350K	7.7%
Mar '18	\$325K	-7.7%

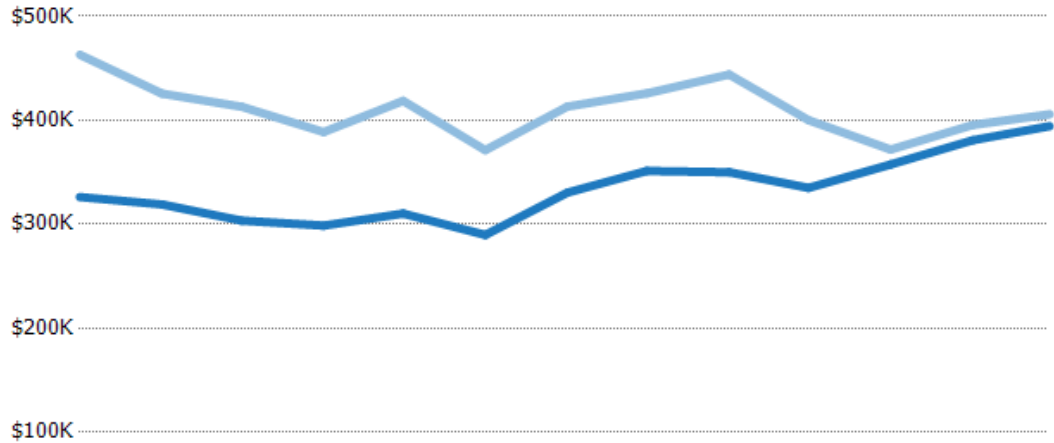


Average Listing Price vs Average Est Value

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



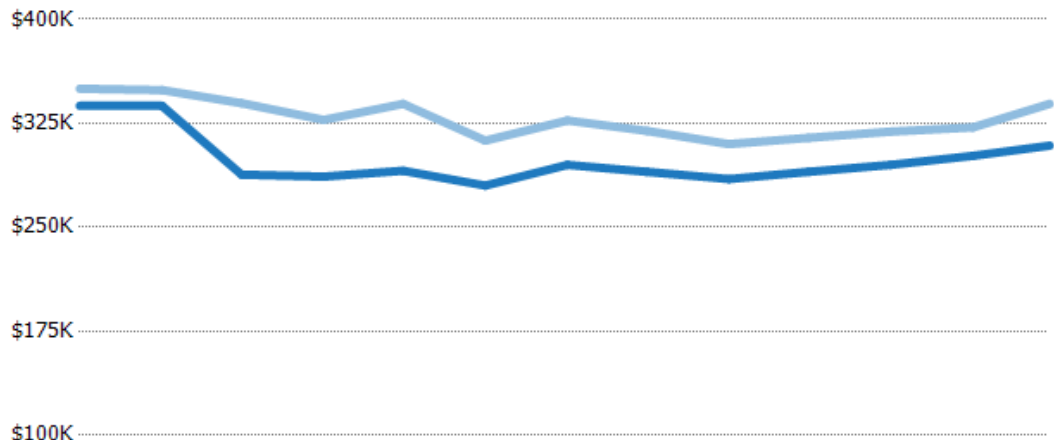
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$326K	\$319K	\$304K	\$299K	\$310K	\$290K	\$330K	\$351K	\$350K	\$335K	\$357K	\$381K	\$394K
Avg Listing Price	\$463K	\$426K	\$413K	\$389K	\$419K	\$371K	\$413K	\$426K	\$444K	\$400K	\$372K	\$396K	\$406K
Avg Listing Price as a % of Avg Est Value	142%	133%	136%	130%	135%	128%	125%	121%	127%	119%	104%	104%	103%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$338K	\$338K	\$288K	\$287K	\$291K	\$280K	\$295K	\$290K	\$285K	\$290K	\$295K	\$302K	\$309K
Median Listing Price	\$350K	\$349K	\$340K	\$327K	\$339K	\$313K	\$327K	\$320K	\$310K	\$315K	\$319K	\$322K	\$339K
Med Listing Price as a % of Med Est Value	104%	103%	118%	114%	117%	112%	111%	110%	109%	108%	108%	107%	110%

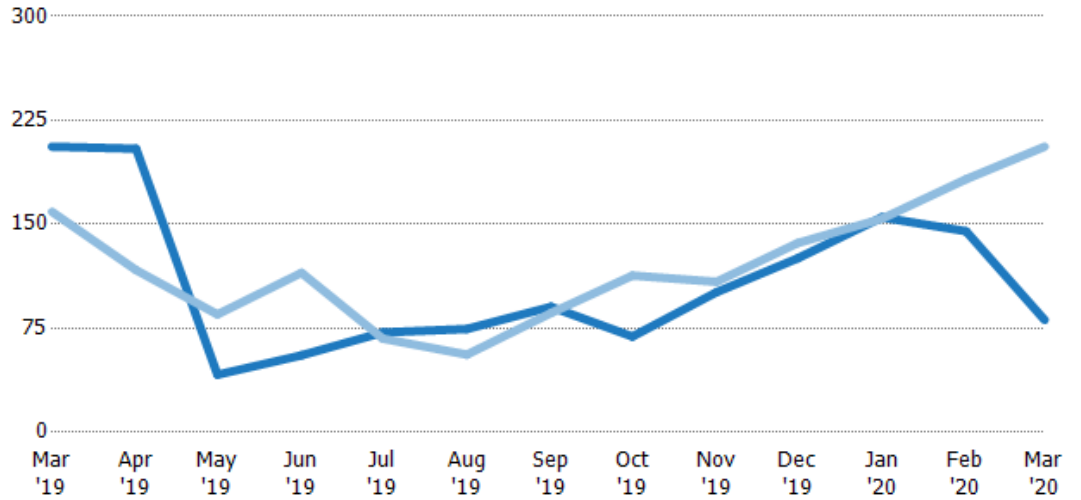
Median Days in RPR

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.
Mar '20	81	-60.7%
Mar '19	206	29.6%
Mar '18	159	-5.7%



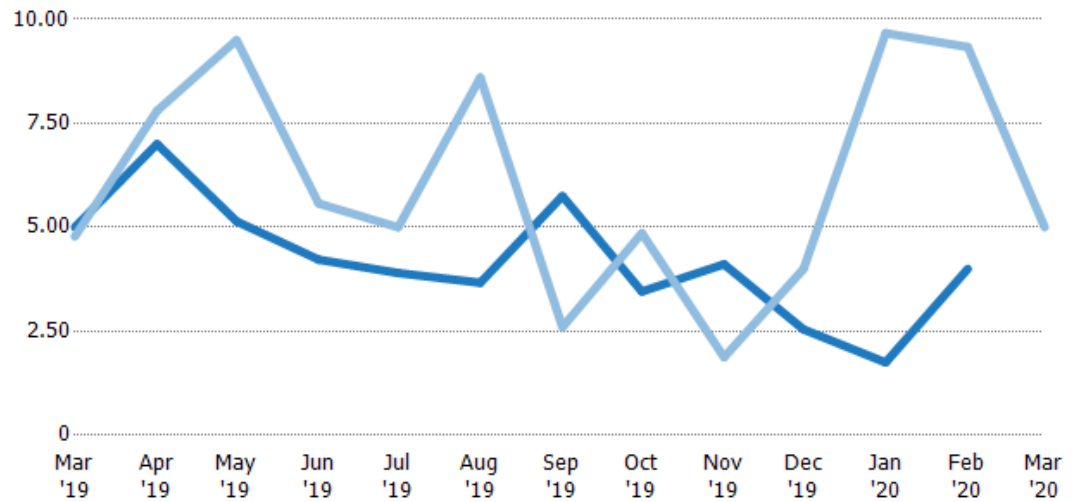
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	206	205	41.5	55.5	72	74.5	90.5	69	101	126	155	145	81
Prior Year	159	117	85	115	67.5	56	86	113	109	137	154	183	206
Percent Change from Prior Year	30%	75%	-51%	-52%	7%	33%	5%	-39%	-7%	-8%	1%	-21%	-61%

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



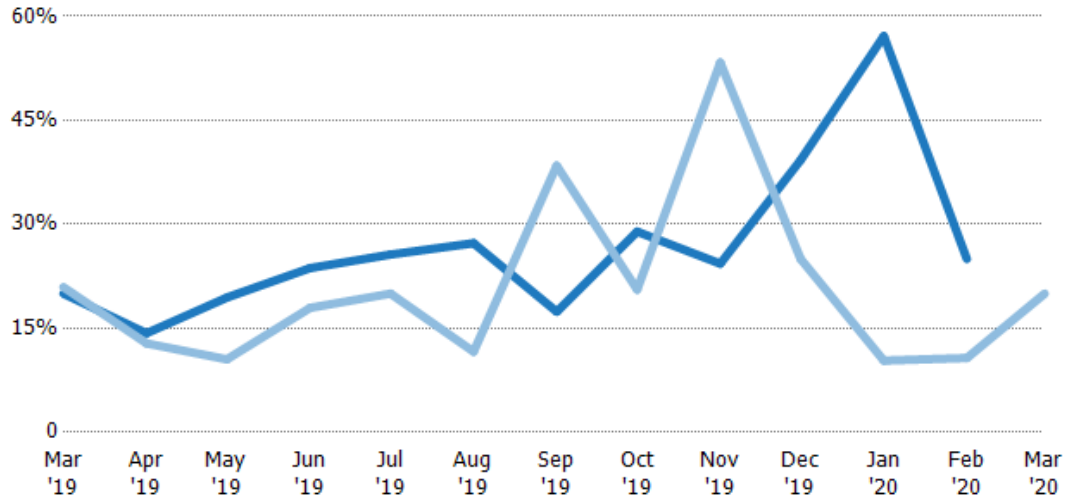
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	5	7	5.14	4.22	3.9	3.67	5.75	3.45	4.11	2.55	1.75	4	-
Prior Year	4.78	7.8	9.5	5.57	5	8.6	2.6	4.86	1.88	4	9.67	9.33	5
Percent Change from Prior Year	5%	-10%	-46%	-24%	-22%	-57%	121%	-29%	119%	-36%	-82%	-57%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



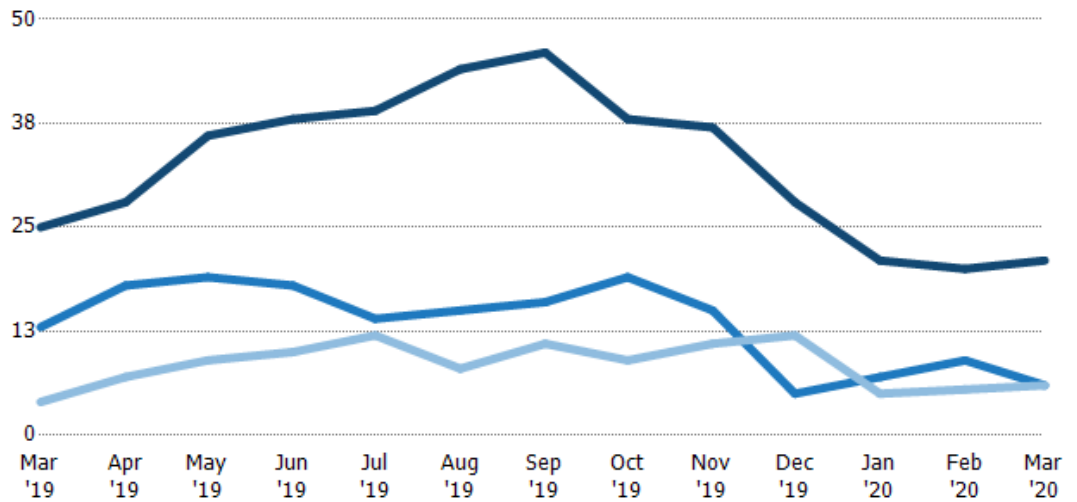
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	20%	14%	19%	24%	26%	27%	17%	29%	24%	39%	57%	25%	-
Prior Year	21%	13%	11%	18%	20%	12%	38%	21%	53%	25%	10%	11%	20%
Change from Prior Year	1%	-1%	-9%	-6%	-6%	-16%	21%	-8%	29%	-14%	-47%	-14%	20%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	25	28	36	38	39	44	46	38	37	28	21	20	21
Pending	13	18	19	18	14	15	16	19	15	5	7	9	6
Sold	4	7	9	10	12	8	11	9	11	12	5	5.5	6

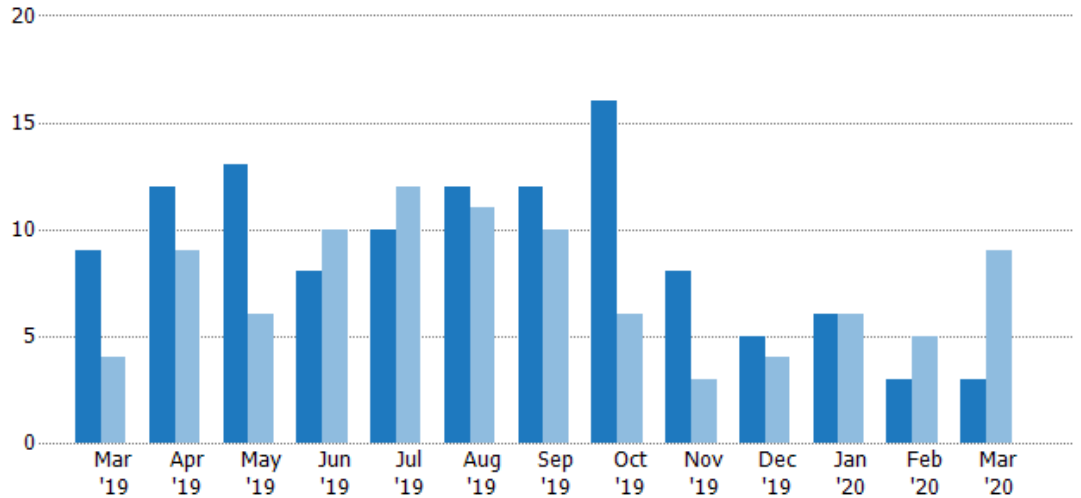
New Pending Sales

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.
Mar '20	3	-66.7%
Mar '19	9	125%
Mar '18	4	175%



Current Year	9	12	13	8	10	12	12	16	8	5	6	3	3
Prior Year	4	9	6	10	12	11	10	6	3	4	6	5	9
Percent Change from Prior Year	125%	33%	117%	-20%	-17%	9%	20%	167%	167%	25%	0%	-40%	-67%

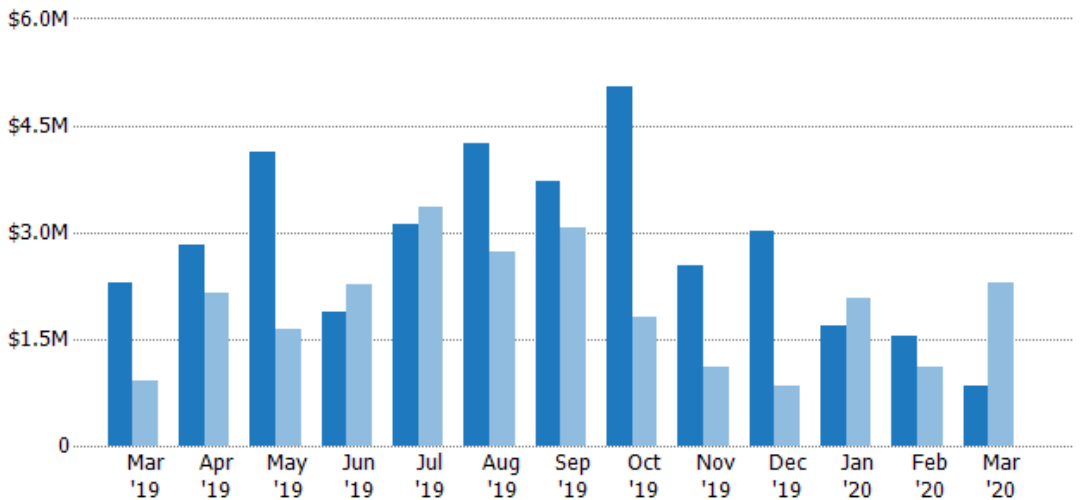
New Pending Sales Volume

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.
Mar '20	\$849K	-62.9%
Mar '19	\$2.29M	149.4%
Mar '18	\$918K	178.4%



Current Year	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M	\$3.02M	\$1.7M	\$1.55M	\$849K
Prior Year	\$918K	\$2.15M	\$1.64M	\$2.28M	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M
Percent Change from Prior Year	149%	31%	152%	-17%	-7%	56%	22%	179%	129%	264%	-18%	40%	-63%

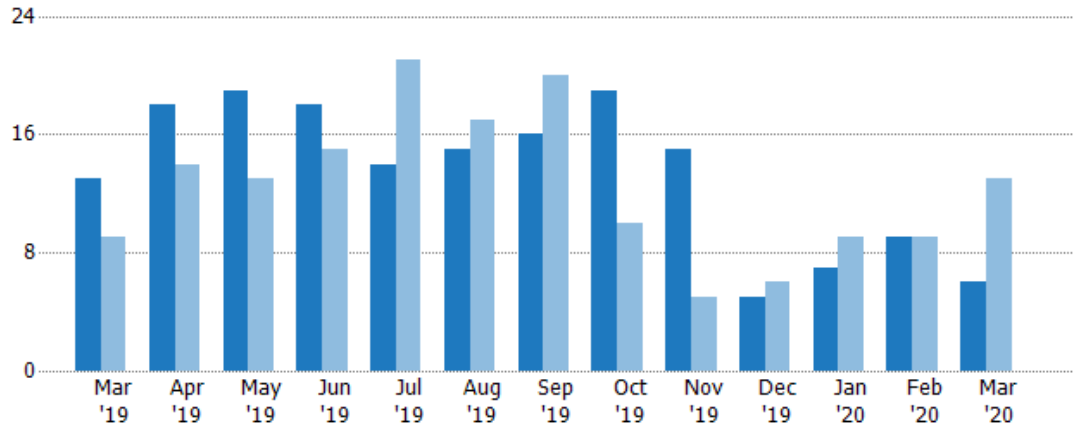
Pending Sales

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.
Mar '20	6	-53.8%
Mar '19	13	44.4%
Mar '18	9	44.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	13	18	19	18	14	15	16	19	15	5	7	9	6
Prior Year	9	14	13	15	21	17	20	10	5	6	9	9	13
Percent Change from Prior Year	44%	29%	46%	20%	-33%	-12%	-20%	90%	200%	-17%	-22%	0%	-54%

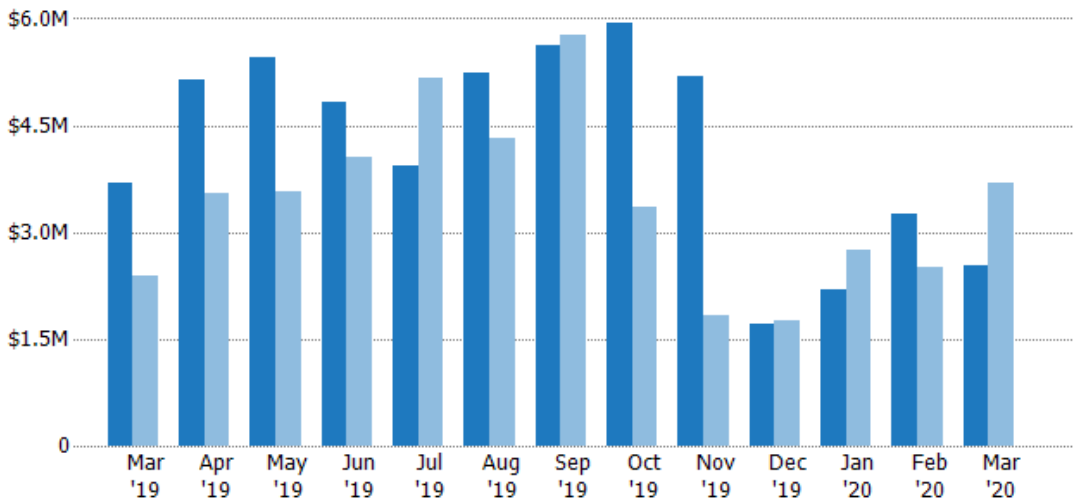
Pending Sales Volume

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.
Mar '20	\$2.53M	-31.5%
Mar '19	\$3.7M	55.3%
Mar '18	\$2.38M	50%



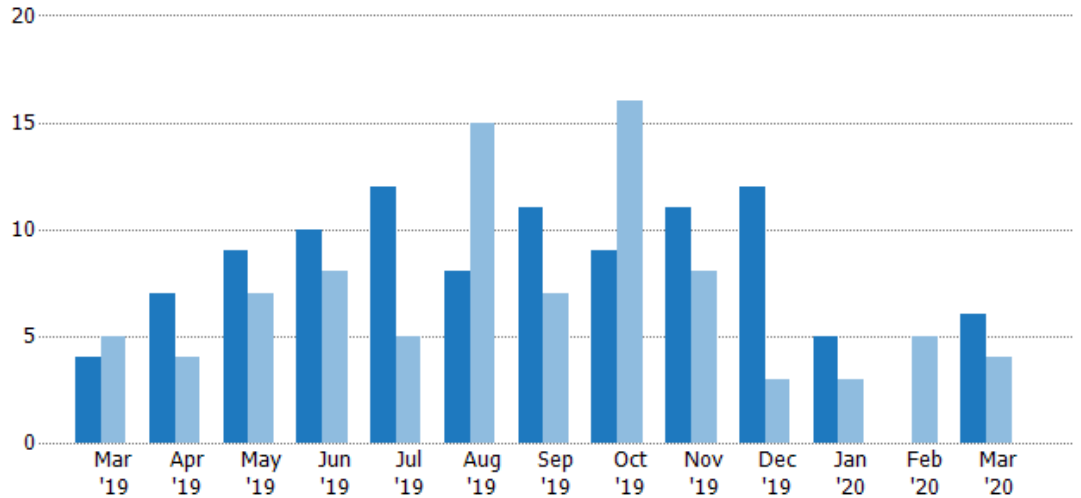
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$5.19M	\$1.71M	\$2.19M	\$3.25M	\$2.53M
Prior Year	\$2.38M	\$3.54M	\$3.57M	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M
Percent Change from Prior Year	55%	45%	53%	19%	-24%	21%	-2%	77%	182%	-3%	-20%	29%	-32%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



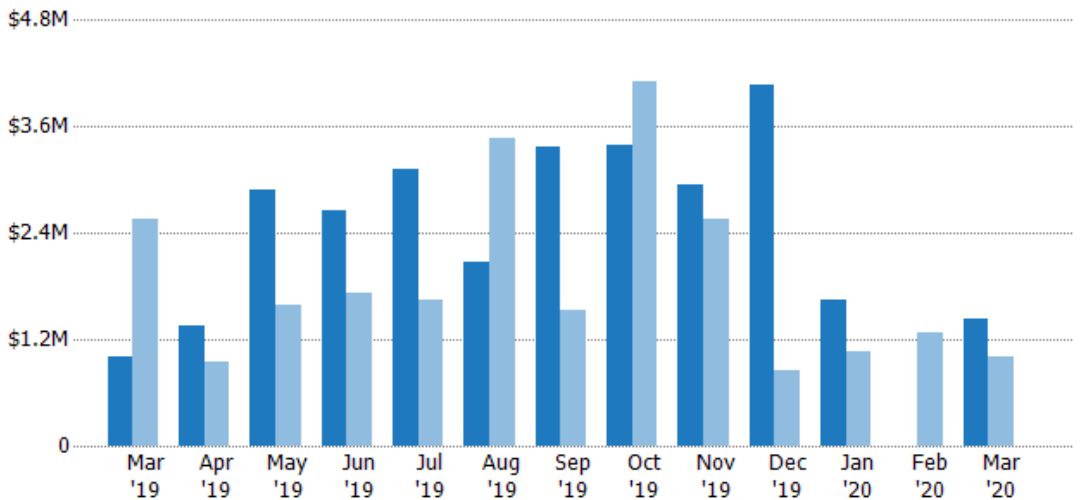
Current Year	4	7	9	10	12	8	11	9	11	12	5	-	6
Prior Year	5	4	7	8	5	15	7	16	8	3	3	5	4
Percent Change from Prior Year	-20%	75%	29%	25%	140%	-47%	57%	-44%	38%	300%	67%	-100%	50%

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



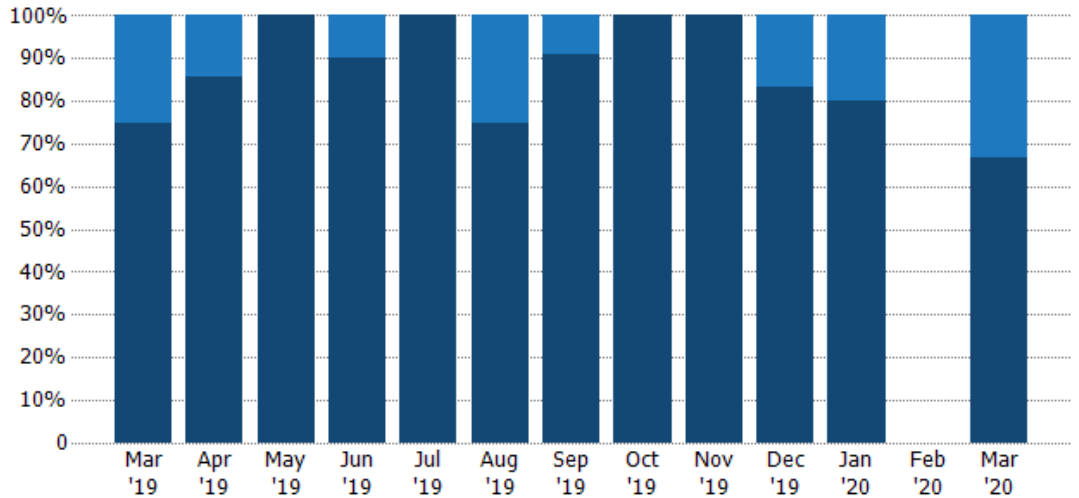
Current Year	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.65M	-	\$1.43M
Prior Year	\$2.55M	\$940K	\$1.59M	\$1.73M	\$1.65M	\$3.47M	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M
Percent Change from Prior Year	-61%	43%	82%	54%	89%	-40%	122%	-17%	15%	375%	57%	-100%	43%

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



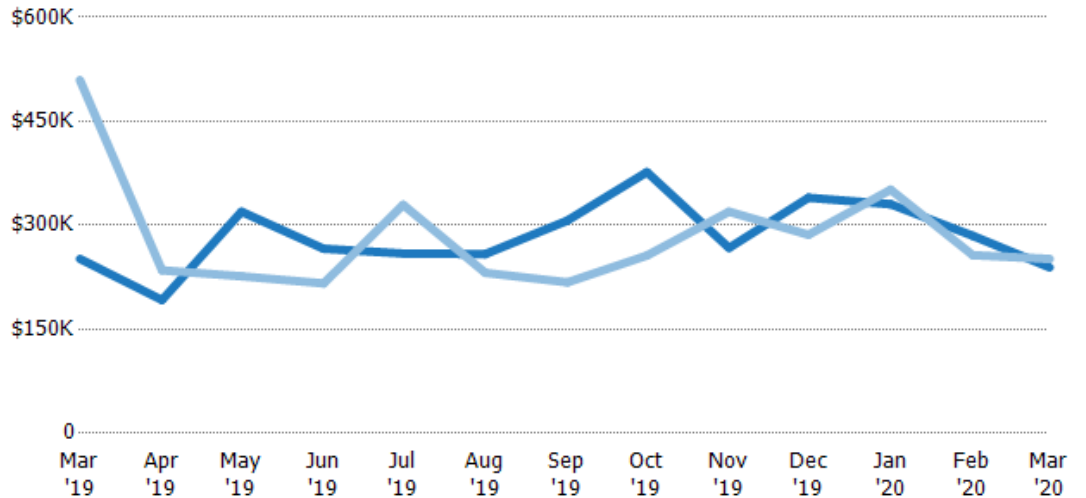
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	25%	14%	-	10%	-	25%	9%	-	-	17%	20%	-	33%
Single Family Residence	75%	86%	100%	90%	100%	75%	91%	100%	100%	83%	80%	-	67%

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



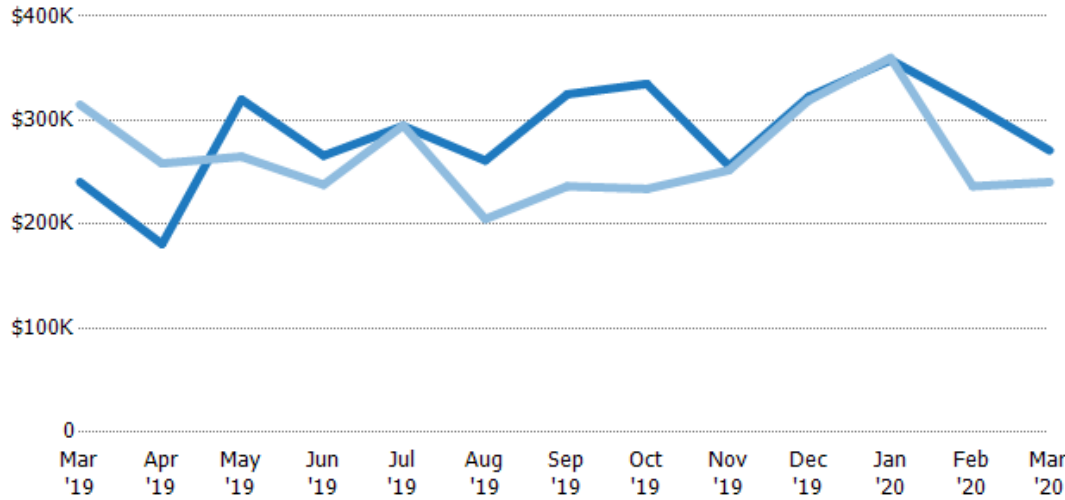
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K
Prior Year	\$510K	\$235K	\$226K	\$216K	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K
Percent Change from Prior Year	-51%	-18%	41%	23%	-21%	12%	41%	47%	-16%	19%	-6%	-100%	-5%

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



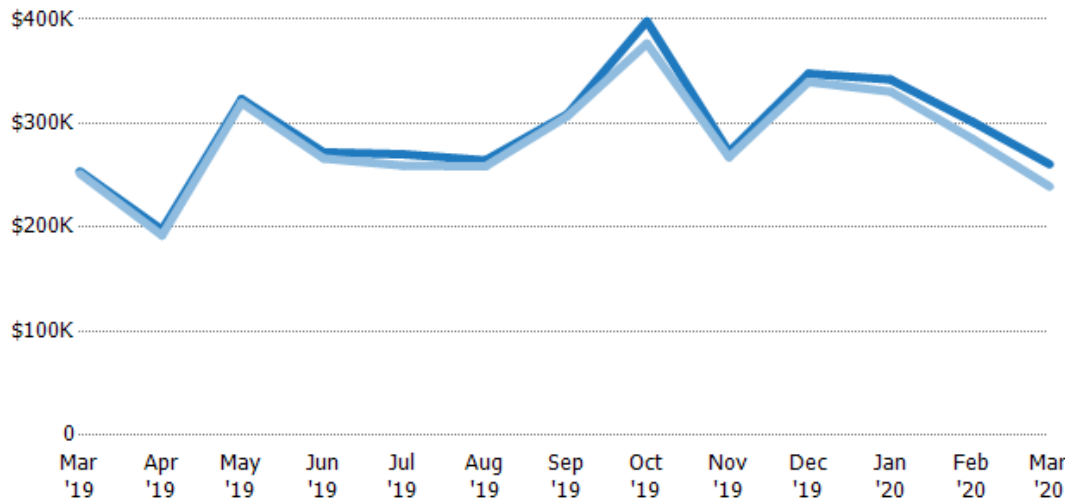
Current Year	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K
Prior Year	\$315K	\$259K	\$265K	\$238K	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K
Percent Change from Prior Year	-24%	-30%	21%	12%	0%	27%	37%	43%	2%	1%	-1%	-100%	13%

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



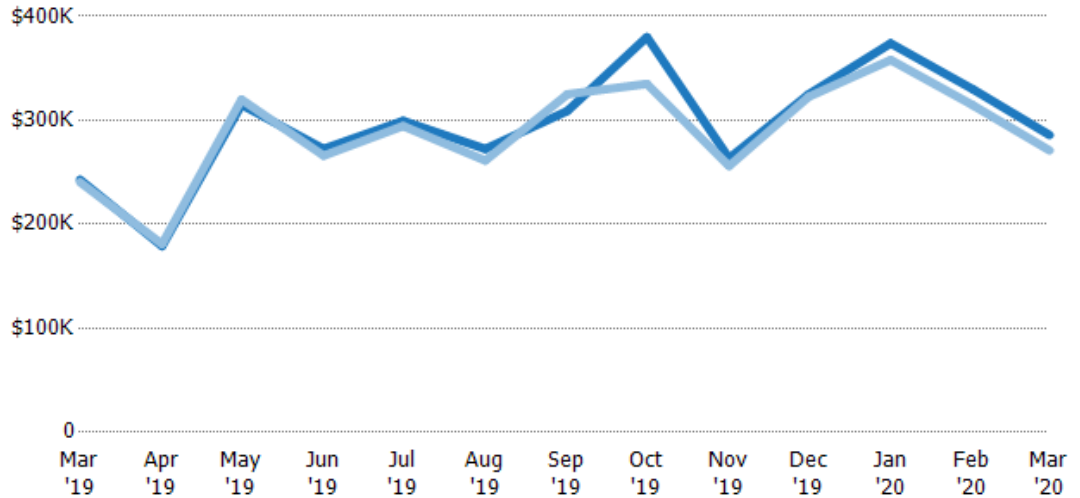
Avg List Price	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K
Avg Sales Price	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K
Avg Sales Price as a % of Avg List Price	99%	97%	99%	98%	96%	98%	99%	95%	98%	98%	97%	94%	92%

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



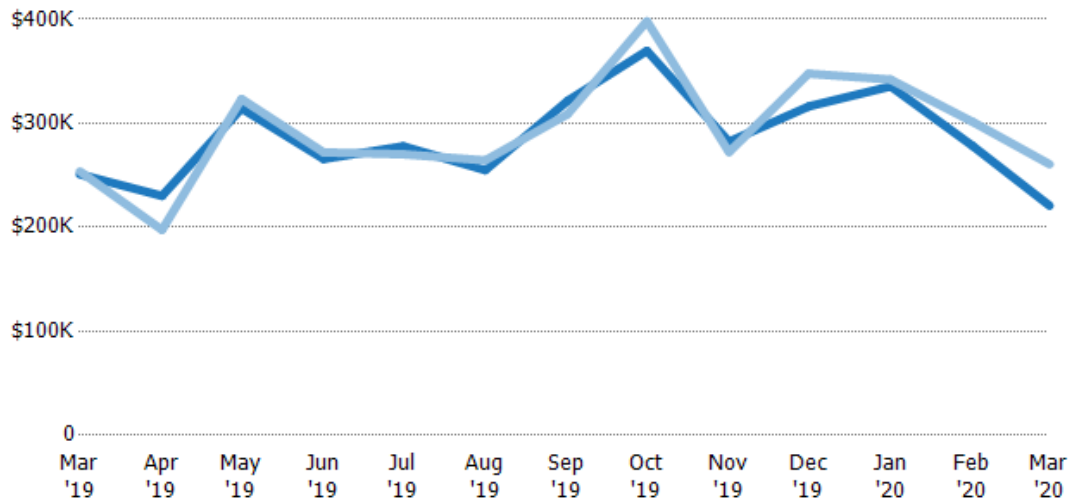
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K
Median Sales Price	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K
Med Sales Price as a % of Med List Price	99%	101%	102%	98%	98%	96%	105%	88%	97%	99%	96%	95%	95%

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



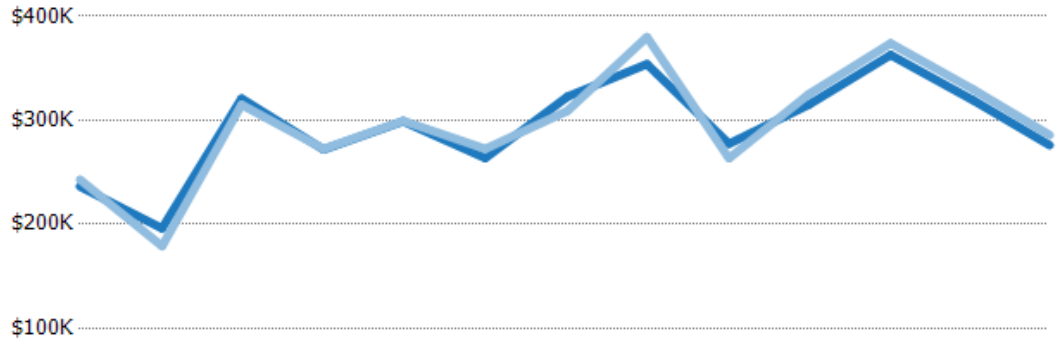
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$251K	\$230K	\$314K	\$266K	\$278K	\$255K	\$321K	\$370K	\$282K	\$316K	\$336K	\$278K	\$221K
Avg Sales Price	\$254K	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K
Avg Sales Price as a % of Avg Est Value	101%	86%	103%	102%	97%	104%	96%	108%	96%	110%	102%	110%	118%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$236K	\$196K	\$321K	\$272K	\$299K	\$264K	\$323K	\$354K	\$277K	\$315K	\$363K	\$319K	\$276K
Median Sales Price	\$243K	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K
Med Sales Price as a % of Med Est Value	103%	91%	98%	100%	100%	103%	96%	107%	95%	103%	103%	103%	104%