

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	18	33	-45.5%	77	80	-3.8%
New Listing Volume	\$7,992,500	\$14,402,200	-44.5%	\$40,260,400	\$36,521,600	+10.2%
Active Listing Count	184	241	-23.7%	N/A	N/A	
Active Listing Volume	\$126,357,000	\$132,892,299	-4.9%	N/A	N/A	
Average Listing Price	\$686,723	\$551,420	+24.5%	\$682,374	\$547,538	+24.6%
Median Listing Price	\$454,500	\$379,000	+19.9%	\$451,269	\$387,607	+16.4%
Median Days in RPR	184	236	-22%	178.54	222.35	-19.7%
Months of Inventory	13.1	26.8	-50.9%	19.1	18	+6.2%
Absorption Rate	7.61%	3.73%	+3.9%	5.25%	5.57%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	20	34	-41.2%	66	63	+4.8%
New Pending Sales Volume	\$9,928,900	\$11,324,199	-12.3%	\$30,135,900	\$21,651,199	+39.2%
Pending Sales Count	36	40	-10%	N/A	N/A	
Pending Sales Volume	\$17,477,500	\$14,364,299	+21.7%	N/A	N/A	
Closed Sales Count	13	13	+/-	41	31	+32.3%
Closed Sales Volume	\$4,912,000	\$3,369,675	+45.8%	\$13,214,300	\$10,443,050	+26.5%
Average Sales Price	\$377,846	\$259,206	+45.8%	\$322,300	\$336,873	-4.3%
Median Sales Price	\$370,000	\$263,900	+40.2%	\$304,098	\$268,894	+13.1%

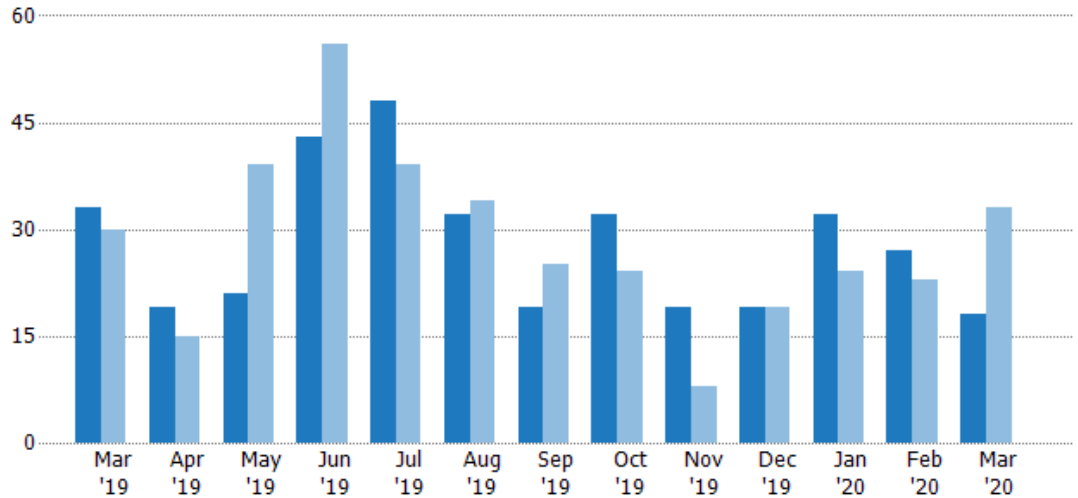
New Listings

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.
Mar '20	18	-45.5%
Mar '19	33	10%
Mar '18	30	-33.3%



Current Year	33	19	21	43	48	32	19	32	19	19	32	27	18
Prior Year	30	15	39	56	39	34	25	24	8	19	24	23	33
Percent Change from Prior Year	10%	27%	-46%	-23%	23%	-6%	-24%	33%	138%	0%	33%	17%	-45%

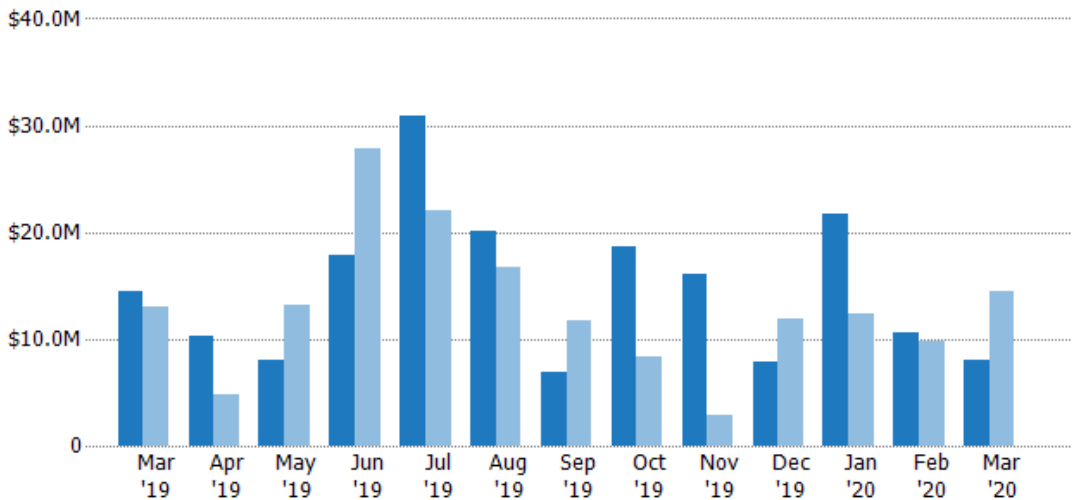
New Listing Volume

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.
Mar '20	\$7.99M	-44.5%
Mar '19	\$14.4M	10.3%
Mar '18	\$13.1M	-36.9%



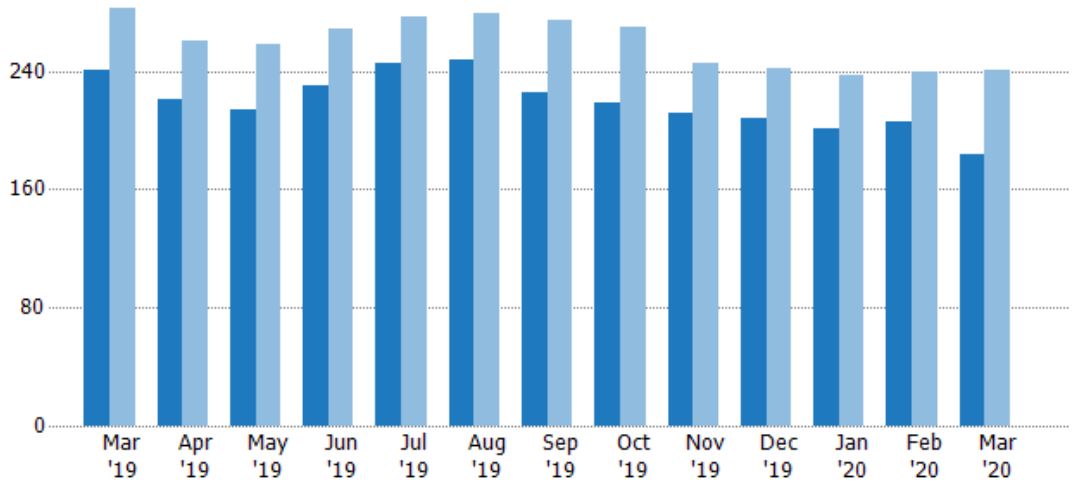
Current Year	\$14.4M	\$10.2M	\$8.08M	\$17.8M	\$30.9M	\$20.1M	\$6.83M	\$18.6M	\$16M	\$7.93M	\$21.6M	\$10.6M	\$7.99M
Prior Year	\$13.1M	\$4.87M	\$13.1M	\$27.8M	\$22M	\$16.6M	\$11.7M	\$8.42M	\$2.91M	\$11.9M	\$12.4M	\$9.72M	\$14.4M
Percent Change from Prior Year	10%	110%	-38%	-36%	40%	21%	-42%	121%	450%	-33%	75%	9%	-45%

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.
Mar '20	184	-23.7%
Mar '19	241	-14.8%
Mar '18	283	-5.3%

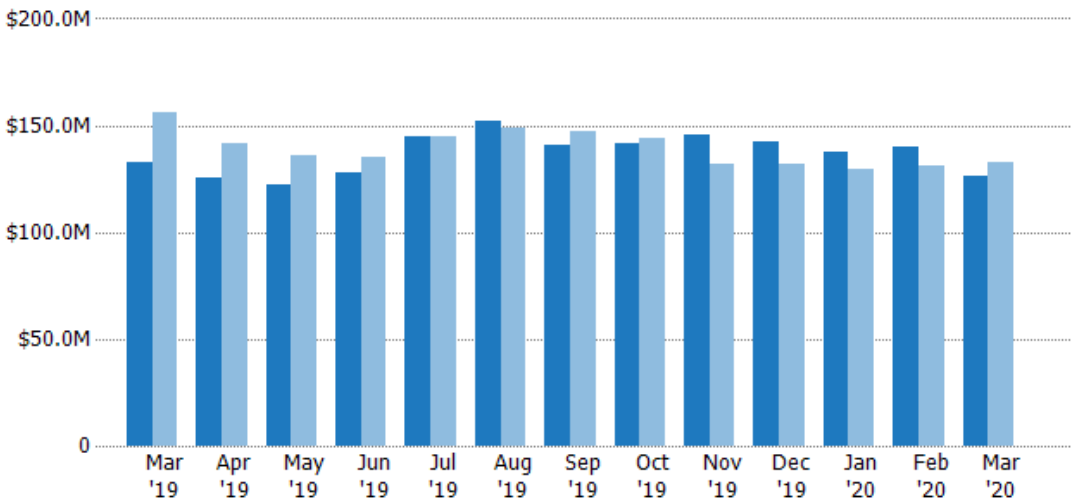
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	241	283	-15%
Apr '19	221	260	-15%
May '19	214	258	-17%
Jun '19	230	269	-14%
Jul '19	245	277	-12%
Aug '19	248	279	-11%
Sep '19	225	274	-18%
Oct '19	219	270	-19%
Nov '19	211	245	-14%
Dec '19	208	242	-14%
Jan '20	201	237	-15%
Feb '20	206	240	-14%
Mar '20	184	241	-24%

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.
Mar '20	\$126M	-4.9%
Mar '19	\$133M	-14.8%
Mar '18	\$156M	-10.3%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$133M	\$156M	-15%
Apr '19	\$126M	\$141M	-11%
May '19	\$122M	\$136M	-10%
Jun '19	\$128M	\$135M	-6%
Jul '19	\$144M	\$145M	0%
Aug '19	\$152M	\$149M	2%
Sep '19	\$141M	\$147M	-4%
Oct '19	\$141M	\$144M	-2%
Nov '19	\$145M	\$132M	10%
Dec '19	\$142M	\$132M	8%
Jan '20	\$137M	\$129M	6%
Feb '20	\$140M	\$131M	7%
Mar '20	\$126M	\$133M	-5%

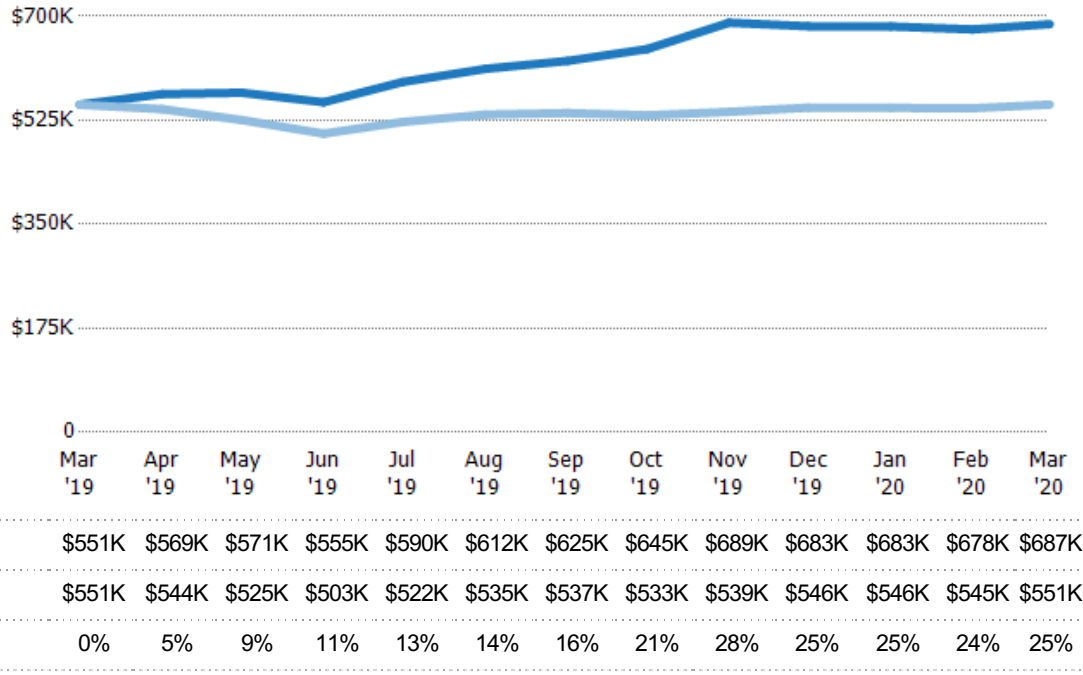
Average Listing Price

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.
Mar '20	\$687K	24.5%
Mar '19	\$551K	0%
Mar '18	\$551K	-5.3%



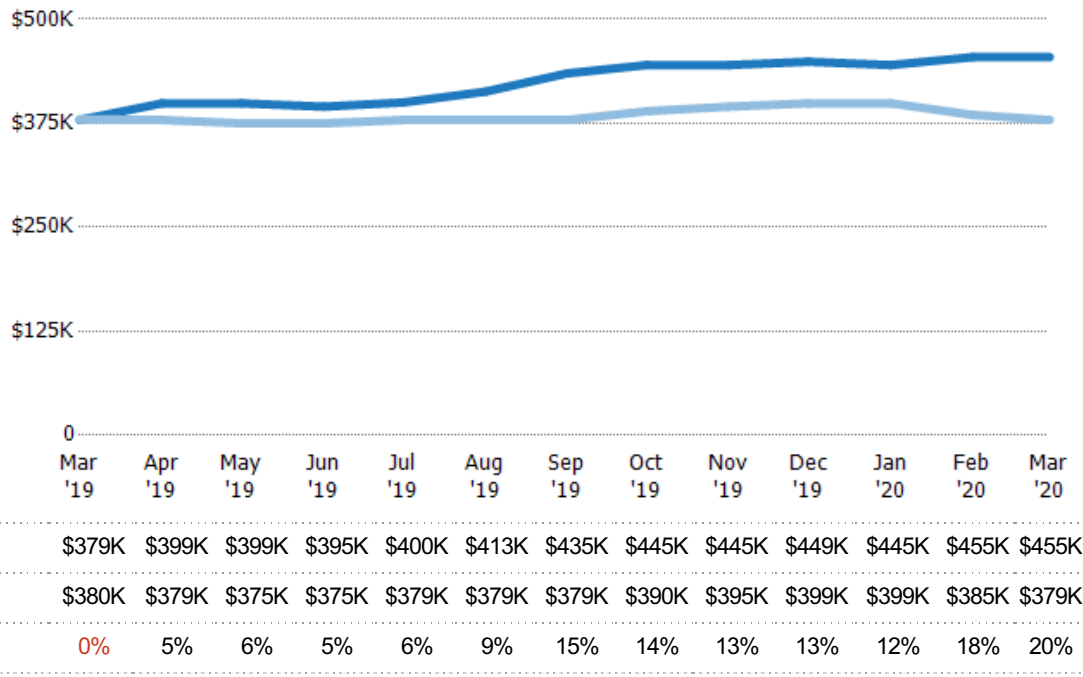
Median Listing Price

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.
Mar '20	\$455K	19.9%
Mar '19	\$379K	-0.3%
Mar '18	\$380K	-9.1%

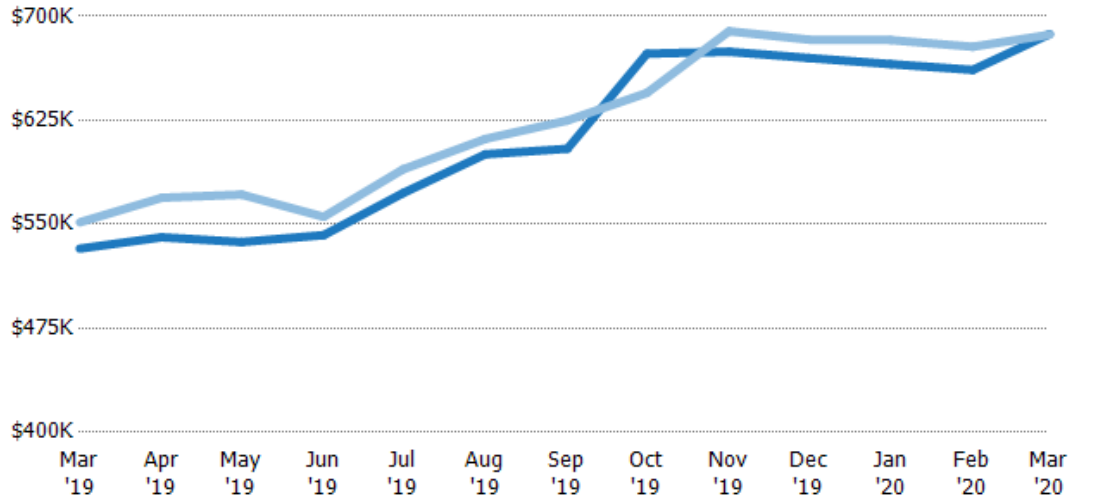


Average Listing Price vs Average Est Value

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

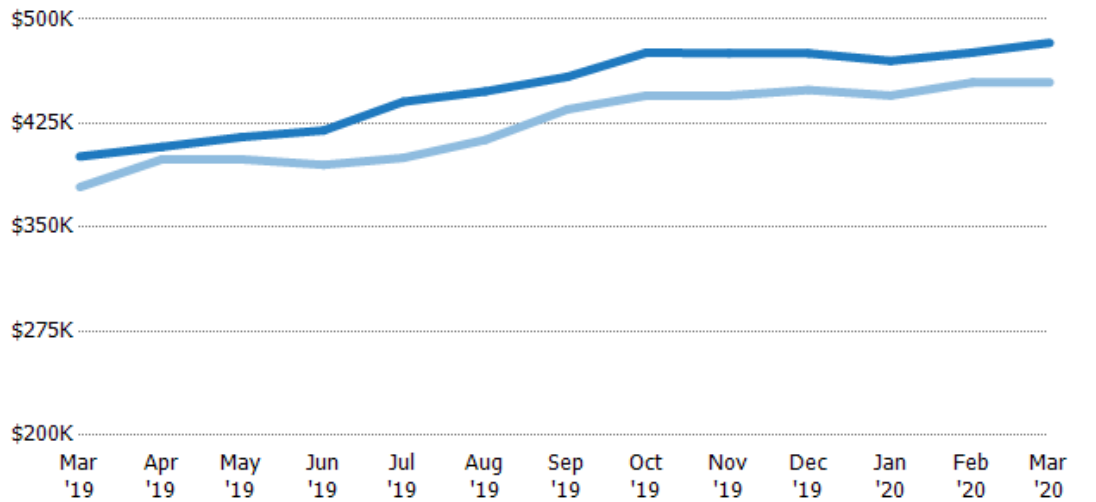


Median Listing Price vs Median Est Value

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



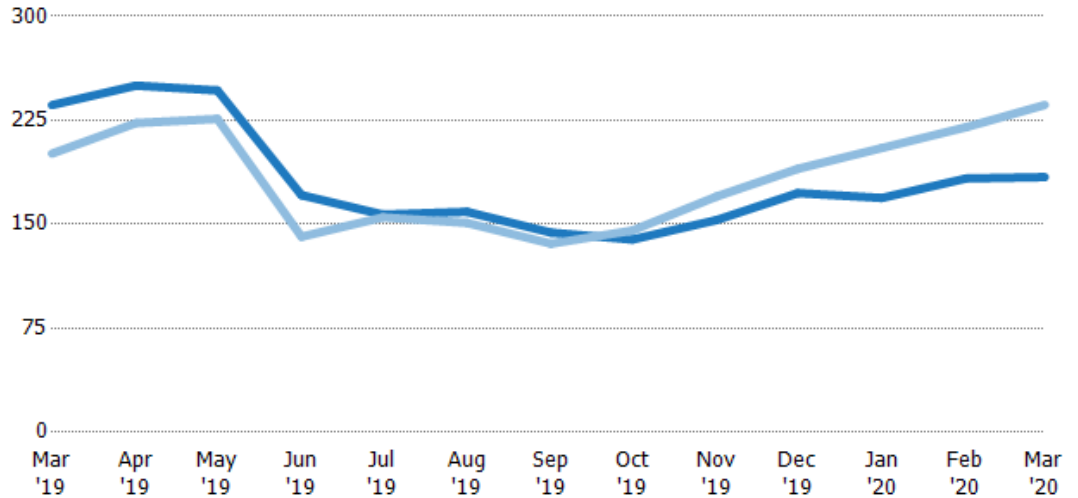
Median Days in RPR

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.
Mar '20	184	-22%
Mar '19	236	17.4%
Mar '18	201	-6.7%



	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	236	250	247	171	157	159	144	139	153	173	169	183	184
Prior Year	201	223	226	141	155	151	136	146	170	190	205	220	236
Percent Change from Prior Year	17%	12%	9%	21%	1%	5%	6%	-4%	-10%	-9%	-18%	-17%	-22%

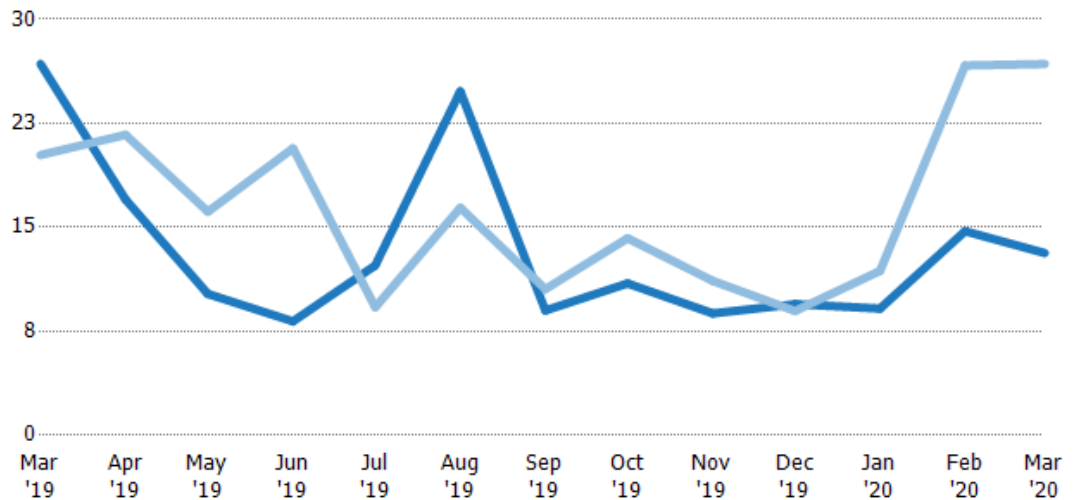
Months of Inventory

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.
Mar '20	13.1	-50.9%
Mar '19	26.8	32.5%
Mar '18	20.2	-5.3%



	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	26.8	17	10.2	8.21	12.3	24.8	9	11	8.79	9.45	9.14	14.7	13.1
Prior Year	20.2	21.7	16.1	20.7	9.23	16.4	10.5	14.2	11.1	8.96	11.9	26.7	26.8
Percent Change from Prior Year	32%	-22%	-37%	-60%	33%	51%	-15%	-23%	-21%	5%	-23%	-45%	-51%

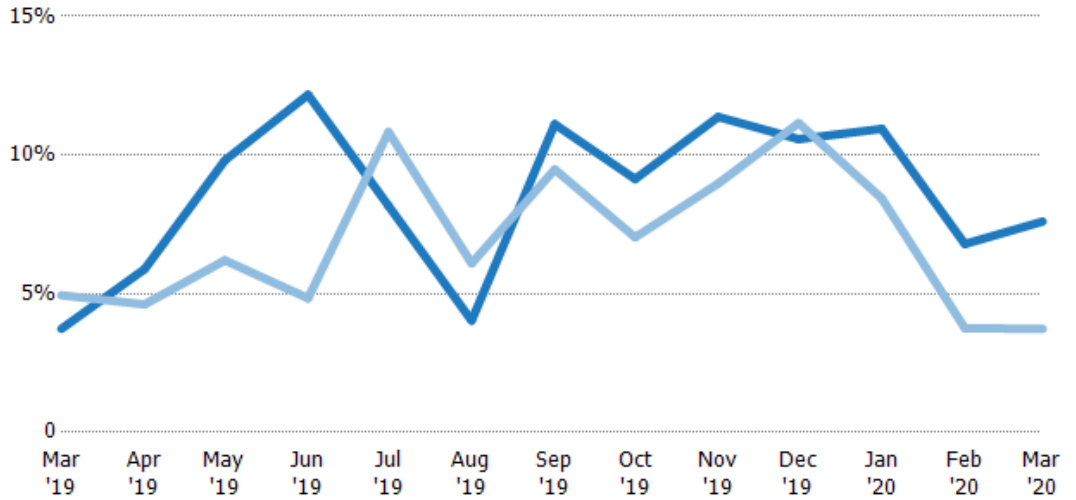
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '20	8%	-3.9%
Mar '19	4%	1.2%
Mar '18	5%	5.7%



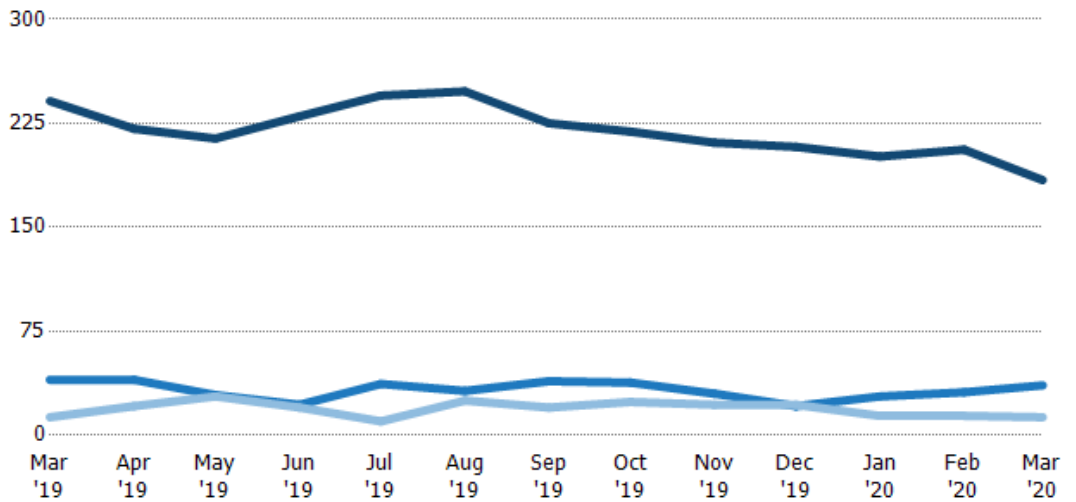
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	4%	6%	10%	12%	8%	4%	11%	9%	11%	11%	11%	7%	8%
Prior Year	5%	5%	6%	5%	11%	6%	9%	7%	9%	11%	8%	4%	4%
Change from Prior Year	1%	-1%	-4%	-7%	3%	2%	-2%	-2%	-2%	1%	-3%	-3%	-4%

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



	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	241	221	214	230	245	248	225	219	211	208	201	206	184
Pending	40	40	29	22	37	32	39	38	30	21	28	31	36
Sold	13	21	28	20	10	25	20	24	22	22	14	14	13

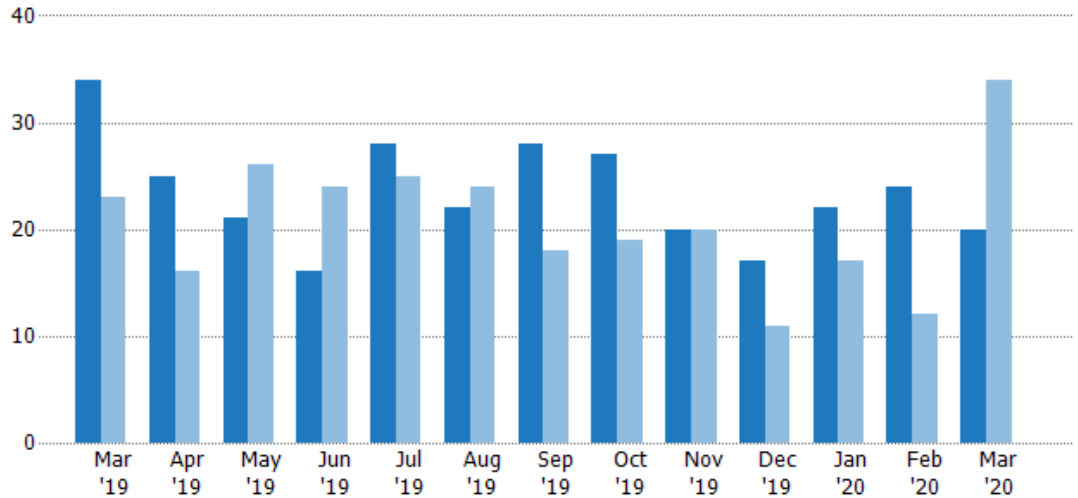
New Pending Sales

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.
Mar '20	20	-41.2%
Mar '19	34	47.8%
Mar '18	23	-34.8%



	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	34	25	21	16	28	22	28	27	20	17	22	24	20
Prior Year	23	16	26	24	25	24	18	19	20	11	17	12	34
Percent Change from Prior Year	48%	56%	-19%	-33%	12%	-8%	56%	42%	0%	55%	29%	100%	-41%

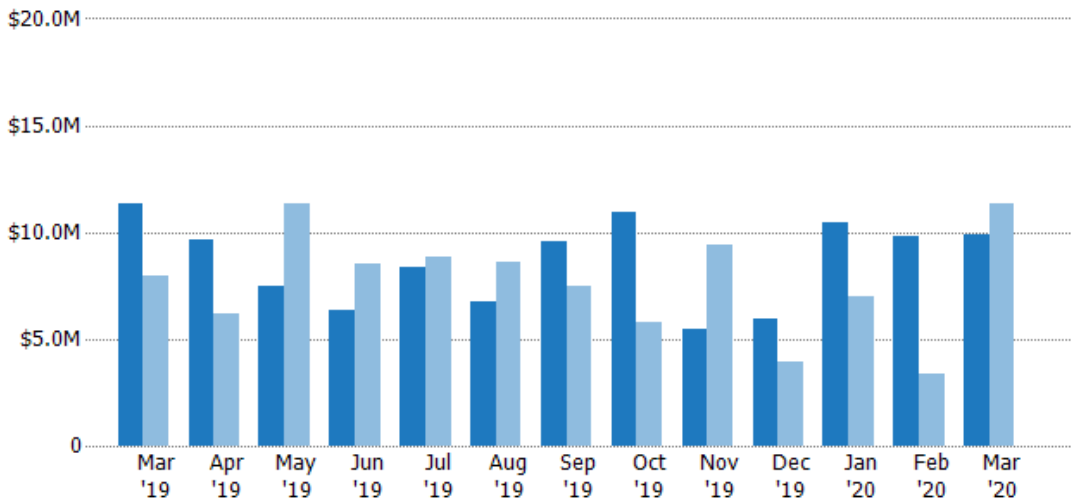
New Pending Sales Volume

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.
Mar '20	\$9.93M	-12.3%
Mar '19	\$11.3M	42.3%
Mar '18	\$7.96M	-42.7%



	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	\$11.3M	\$9.62M	\$7.47M	\$6.35M	\$8.37M	\$6.72M	\$9.55M	\$11M	\$5.44M	\$5.95M	\$10.4M	\$9.77M	\$9.93M
Prior Year	\$7.96M	\$6.21M	\$11.3M	\$8.52M	\$8.84M	\$8.59M	\$7.44M	\$5.81M	\$9.41M	\$3.94M	\$6.96M	\$3.36M	\$11.3M
Percent Change from Prior Year	42%	55%	-34%	-25%	-5%	-22%	28%	89%	-42%	51%	50%	191%	-12%

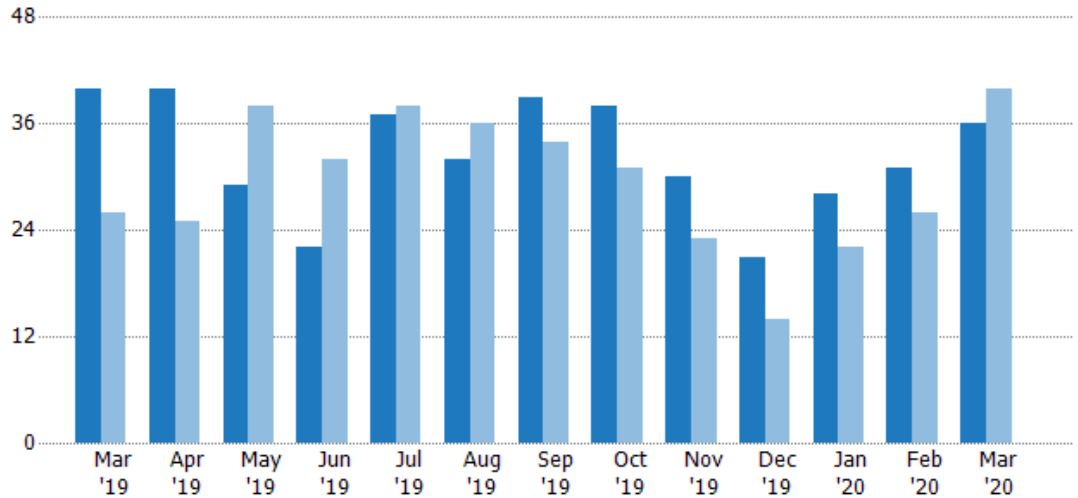
Pending Sales

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.
Mar '20	36	-10%
Mar '19	40	53.8%
Mar '18	26	-15.4%



Current Year	40	40	29	22	37	32	39	38	30	21	28	31	36
Prior Year	26	25	38	32	38	36	34	31	23	14	22	26	40
Percent Change from Prior Year	54%	60%	-24%	-31%	-3%	-11%	15%	23%	30%	50%	27%	19%	-10%

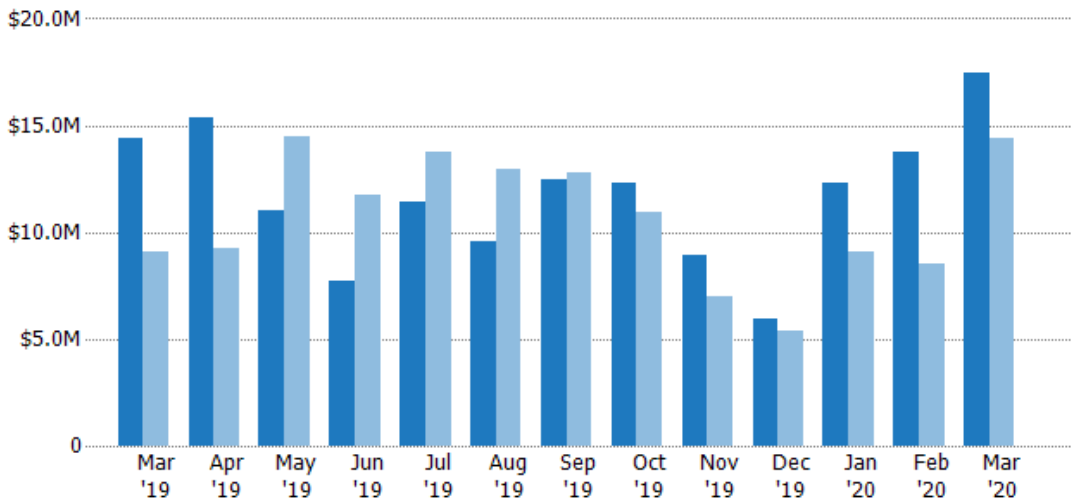
Pending Sales Volume

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.
Mar '20	\$17.5M	21.7%
Mar '19	\$14.4M	58.5%
Mar '18	\$9.06M	3.3%



Current Year	\$14.4M	\$15.3M	\$11M	\$7.73M	\$11.4M	\$9.53M	\$12.5M	\$12.3M	\$8.94M	\$5.92M	\$12.3M	\$13.8M	\$17.5M
Prior Year	\$9.06M	\$9.22M	\$14.4M	\$11.7M	\$13.7M	\$13M	\$12.8M	\$10.9M	\$6.97M	\$5.41M	\$9.08M	\$8.48M	\$14.4M
Percent Change from Prior Year	58%	66%	-24%	-34%	-17%	-26%	-2%	12%	28%	10%	35%	62%	22%

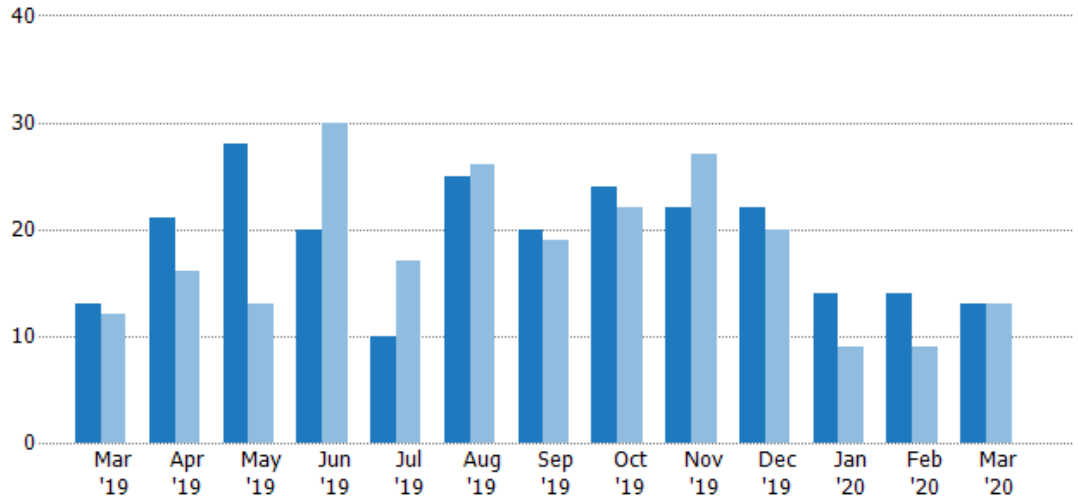
Closed Sales

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.
Mar '20	13	0%
Mar '19	13	8.3%
Mar '18	12	58.3%



Current Year	13	21	28	20	10	25	20	24	22	22	14	14	13
Prior Year	12	16	13	30	17	26	19	22	27	20	9	9	13
Percent Change from Prior Year	8%	31%	115%	-33%	-41%	-4%	5%	9%	-19%	10%	56%	56%	0%

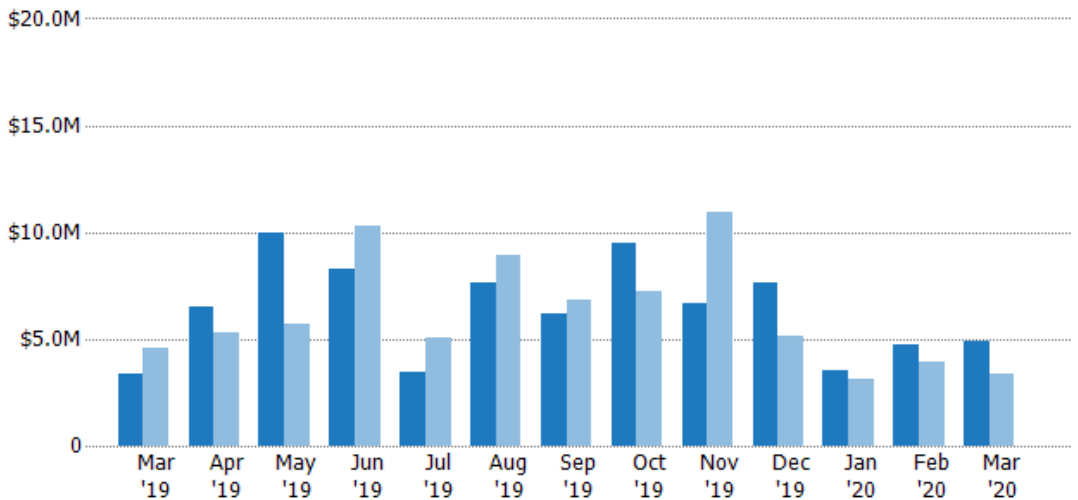
Closed Sales Volume

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.
Mar '20	\$4.91M	45.8%
Mar '19	\$3.37M	-26.7%
Mar '18	\$4.6M	12%



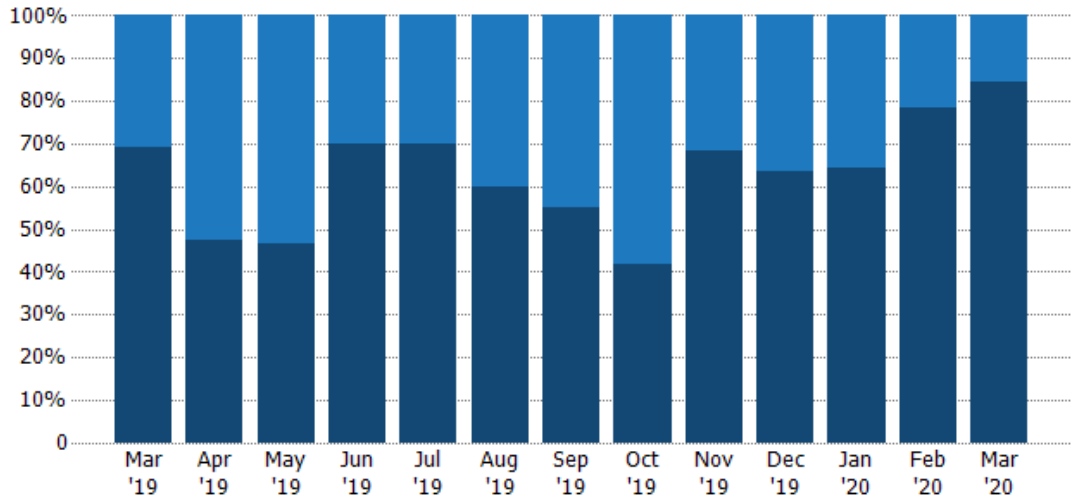
Current Year	\$3.37M	\$6.53M	\$9.98M	\$8.26M	\$3.42M	\$7.66M	\$6.16M	\$9.48M	\$6.64M	\$7.6M	\$3.56M	\$4.74M	\$4.91M
Prior Year	\$4.6M	\$5.33M	\$5.67M	\$10.3M	\$5.09M	\$8.94M	\$6.85M	\$7.25M	\$10.9M	\$5.11M	\$3.15M	\$3.93M	\$3.37M
Percent Change from Prior Year	-27%	23%	76%	-20%	-33%	-14%	-10%	31%	-39%	49%	13%	21%	46%

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



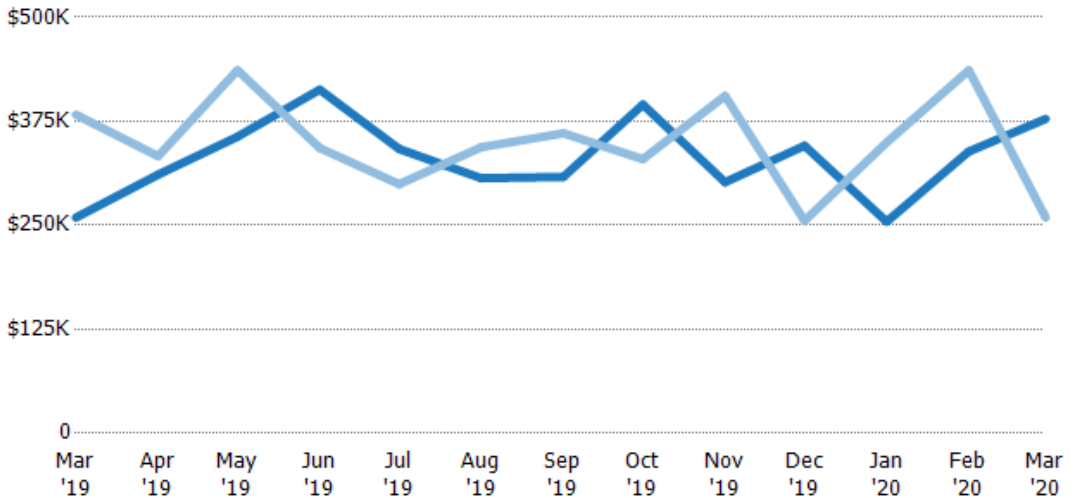
Condo/Townhouse	31%	52%	54%	30%	30%	40%	45%	58%	32%	36%	36%	21%	15%
Single Family Residence	69%	48%	46%	70%	70%	60%	55%	42%	68%	64%	64%	79%	85%

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



Current Year	\$259K	\$311K	\$357K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$346K	\$254K	\$339K	\$378K
Prior Year	\$383K	\$333K	\$436K	\$343K	\$299K	\$344K	\$361K	\$330K	\$405K	\$255K	\$350K	\$436K	\$259K
Percent Change from Prior Year	-32%	-7%	-18%	20%	14%	-11%	-15%	20%	-26%	35%	-27%	-22%	46%

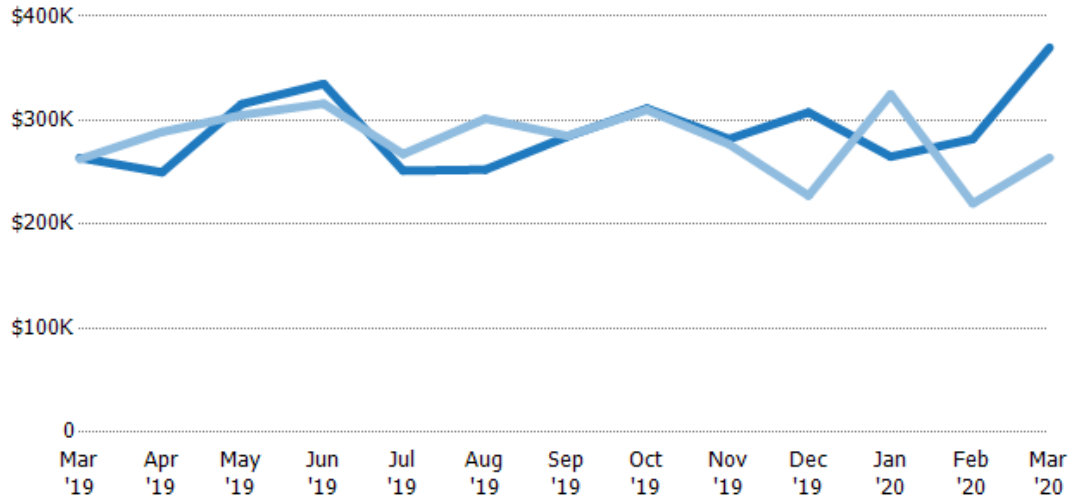
Median Sales Price

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.
Mar '20	\$370K	40.2%
Mar '19	\$264K	0.5%
Mar '18	\$263K	-18.1%



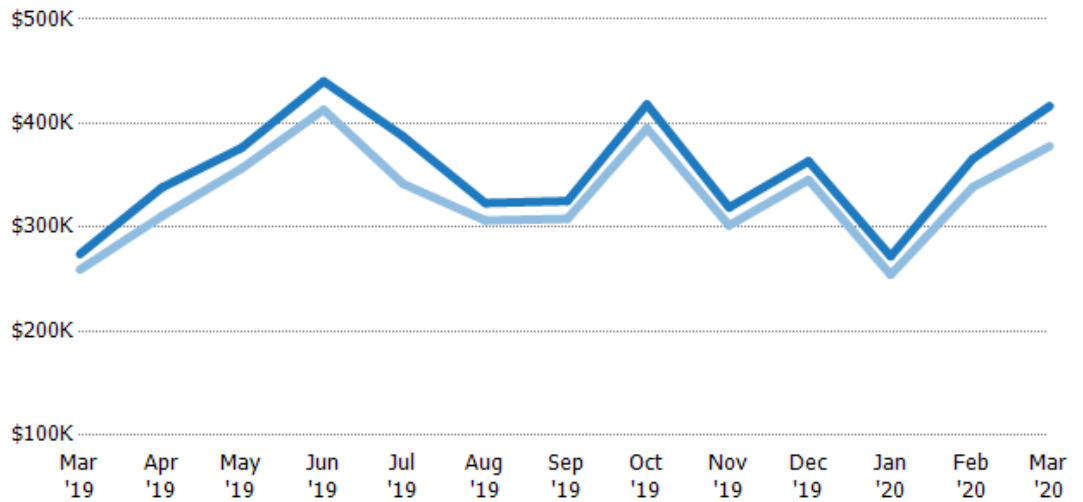
Current Year	\$264K	\$250K	\$316K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$308K	\$265K	\$282K	\$370K
Prior Year	\$263K	\$289K	\$305K	\$316K	\$268K	\$302K	\$285K	\$310K	\$277K	\$228K	\$325K	\$220K	\$264K
Percent Change from Prior Year	1%	-13%	3%	6%	-6%	-16%	0%	0%	2%	35%	-18%	28%	40%

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



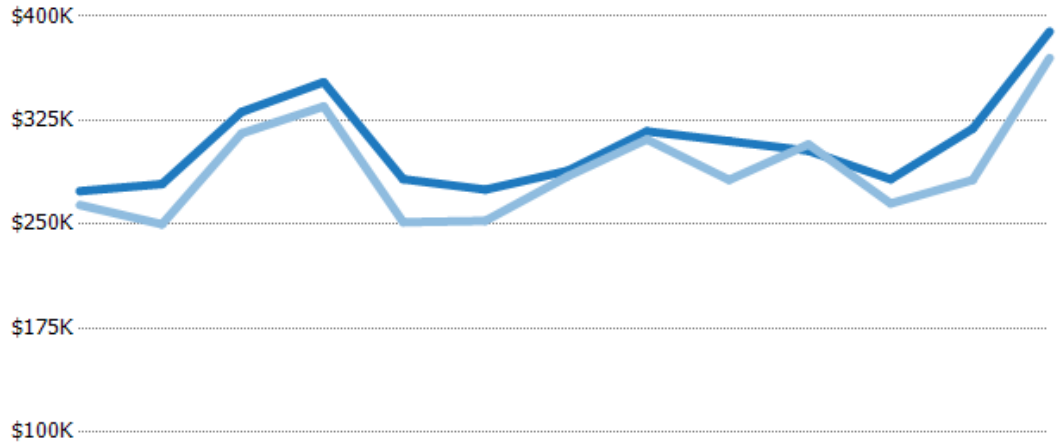
Avg List Price	\$274K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$364K	\$272K	\$366K	\$417K
Avg Sales Price	\$259K	\$311K	\$357K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$346K	\$254K	\$339K	\$378K
Avg Sales Price as a % of Avg List Price	95%	92%	95%	94%	88%	95%	95%	95%	95%	95%	93%	93%	91%

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



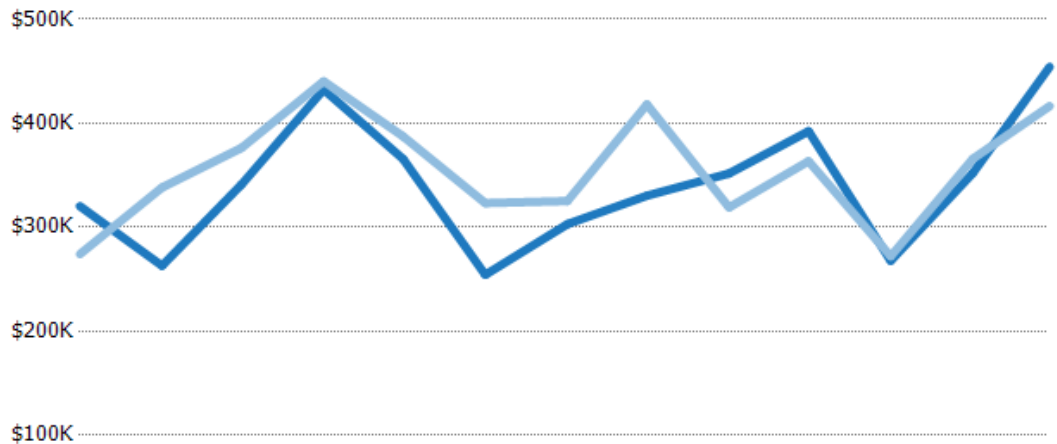
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$274K	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$319K	\$389K
Median Sales Price	\$264K	\$250K	\$316K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$308K	\$265K	\$282K	\$370K
Med Sales Price as a % of Med List Price	96%	90%	95%	95%	89%	92%	99%	98%	91%	102%	94%	88%	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: 6 Selected
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



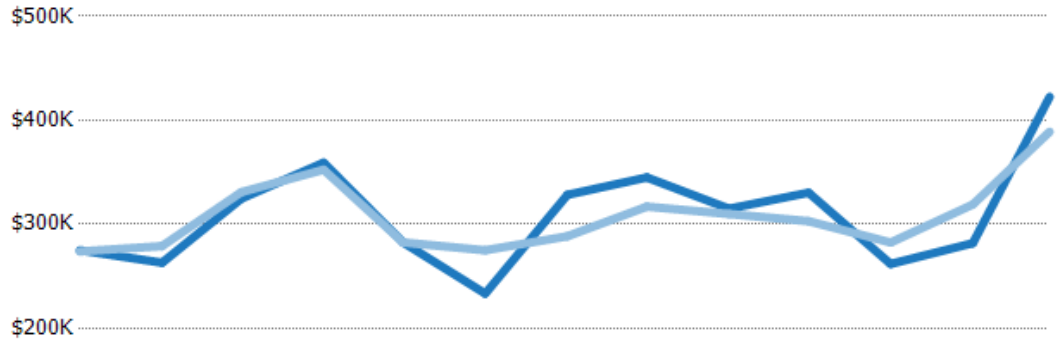
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$320K	\$263K	\$341K	\$432K	\$366K	\$254K	\$303K	\$330K	\$352K	\$392K	\$268K	\$352K	\$454K
Avg Sales Price	\$274K	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$364K	\$272K	\$366K	\$417K
Avg Sales Price as a % of Avg Est Value	86%	129%	110%	102%	106%	127%	107%	127%	91%	93%	102%	104%	92%

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



	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	\$275K	\$263K	\$325K	\$359K	\$283K	\$233K	\$328K	\$345K	\$315K	\$330K	\$262K	\$282K	\$423K
Median Sales Price	\$274K	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$319K	\$389K
Med Sales Price as a % of Med Est Value	100%	106%	102%	98%	100%	118%	88%	92%	98%	92%	108%	113%	92%