

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	17	-70.6%	18	33	-45.5%
New Listing Volume	\$2,127,400	\$4,352,900	-51.1%	\$7,327,700	\$8,756,750	-16.3%
Active Listing Count	21	27	-22.2%	N/A	N/A	
Active Listing Volume	\$9,515,400	\$11,518,799	-17.4%	N/A	N/A	
Average Listing Price	\$453,114	\$426,622	+6.2%	\$408,871	\$435,463	-6.1%
Median Listing Price	\$369,900	\$348,000	+6.3%	\$327,680	\$348,968	-6.1%
Median Days in RPR	80	195	-59%	116.96	183.08	-36.1%
Months of Inventory	3.5	6.8	-48.1%	4.8	4.9	-2.4%
Absorption Rate	28.57%	14.81%	+13.8%	20.88%	20.37%	+0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	6	12	-50%	18	32	-43.8%
New Pending Sales Volume	\$1,901,000	\$2,826,200	-32.7%	\$5,981,800	\$8,281,850	-27.8%
Pending Sales Count	7	18	-61.1%	N/A	N/A	
Pending Sales Volume	\$2,140,500	\$5,141,600	-58.4%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	13	19	-31.6%
Closed Sales Volume	\$520,000	\$1,345,300	-61.3%	\$3,606,900	\$4,689,923	-23.1%
Average Sales Price	\$260,000	\$192,186	+35.3%	\$277,454	\$246,838	+12.4%
Median Sales Price	\$260,000	\$181,000	+43.6%	\$302,769	\$236,408	+28.1%

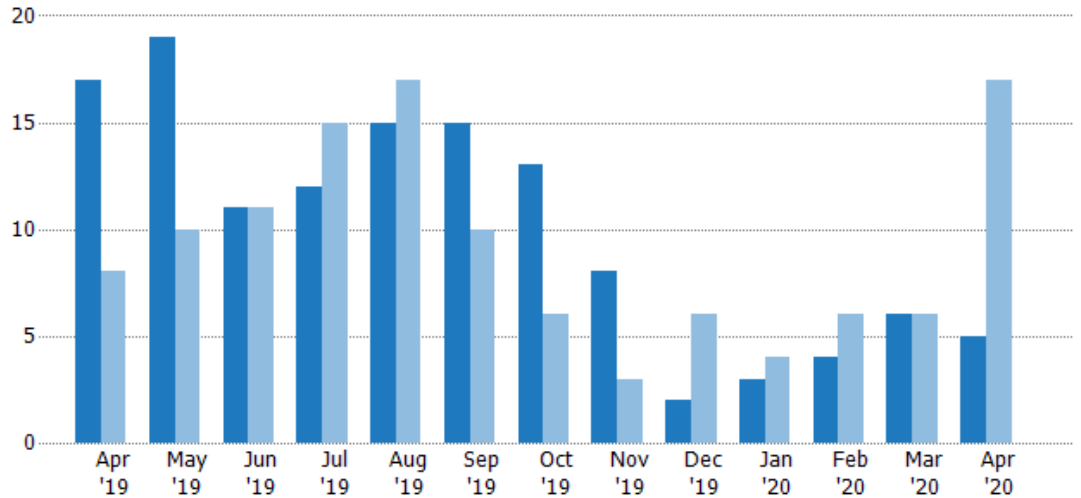
New Listings

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.
Apr '20	5	-70.6%
Apr '19	17	112.5%
Apr '18	8	50%



Current Year	17	19	11	12	15	15	13	8	2	3	4	6	5
Prior Year	8	10	11	15	17	10	6	3	6	4	6	6	17
Percent Change from Prior Year	113%	90%	0%	-20%	-12%	50%	117%	167%	-67%	-25%	-33%	0%	-71%

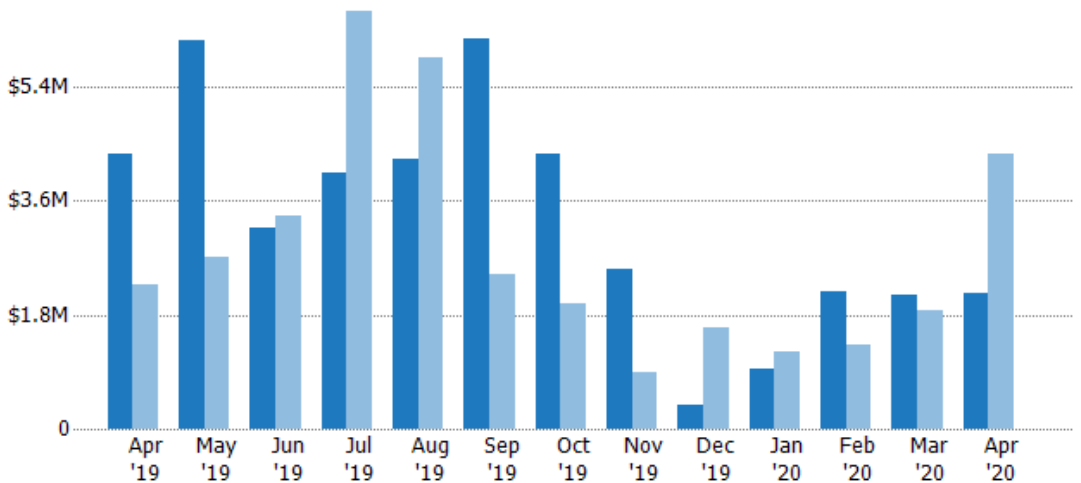
New Listing Volume

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.
Apr '20	\$2.13M	-51.1%
Apr '19	\$4.35M	91.3%
Apr '18	\$2.28M	25%



Current Year	\$4.35M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$6.16M	\$4.35M	\$2.52M	\$369K	\$934K	\$2.16M	\$2.11M	\$2.13M
Prior Year	\$2.28M	\$2.71M	\$3.35M	\$6.59M	\$5.86M	\$2.44M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.35M
Percent Change from Prior Year	91%	126%	-5%	-38%	-27%	153%	120%	180%	-77%	-23%	63%	13%	-51%

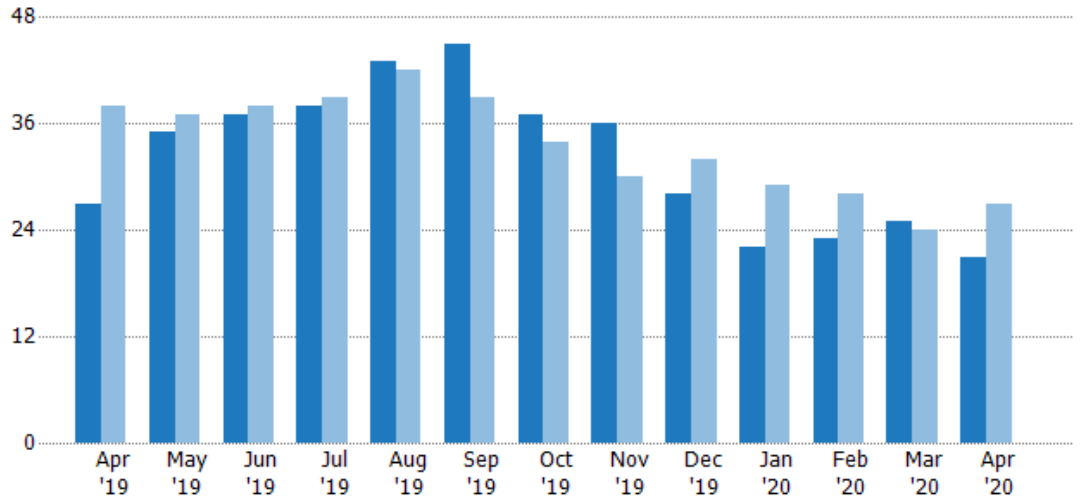
Active Listings

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.
Apr '20	21	-22.2%
Apr '19	27	-28.9%
Apr '18	38	-7.9%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	27	35	37	38	43	45	37	36	28	22	23	25	21
Prior Year	38	37	38	39	42	39	34	30	32	29	28	24	27
Percent Change from Prior Year	-29%	-5%	-3%	-3%	2%	15%	9%	20%	-13%	-24%	-18%	4%	-22%

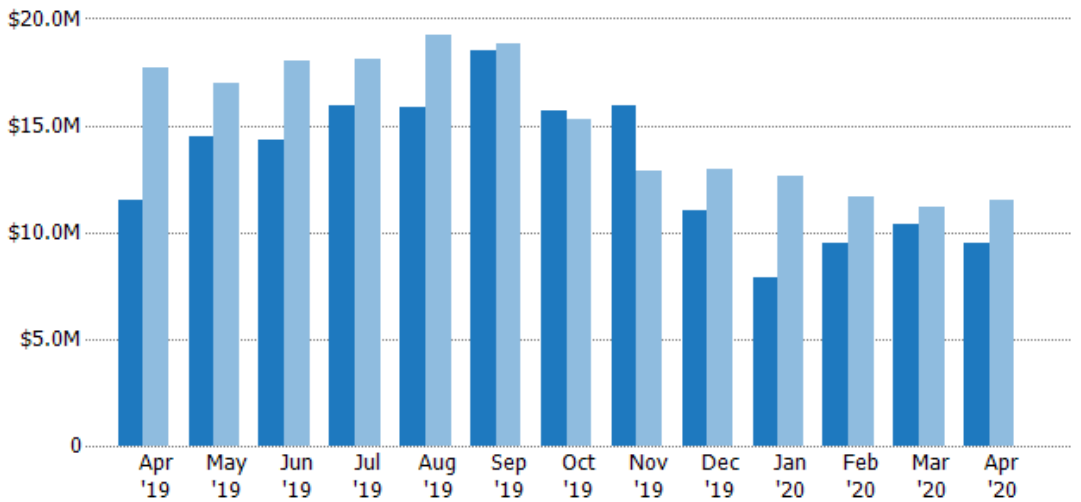
Active Listing Volume

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.
Apr '20	\$9.52M	-17.4%
Apr '19	\$11.5M	-34.9%
Apr '18	\$17.7M	-34.9%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$11.5M	\$14.5M	\$14.4M	\$15.9M	\$15.9M	\$18.5M	\$15.7M	\$15.9M	\$11M	\$7.87M	\$9.47M	\$10.4M	\$9.52M
Prior Year	\$17.7M	\$17M	\$18M	\$18.1M	\$19.2M	\$18.9M	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.5M
Percent Change from Prior Year	-35%	-15%	-20%	-12%	-17%	-2%	3%	24%	-15%	-38%	-19%	-7%	-17%

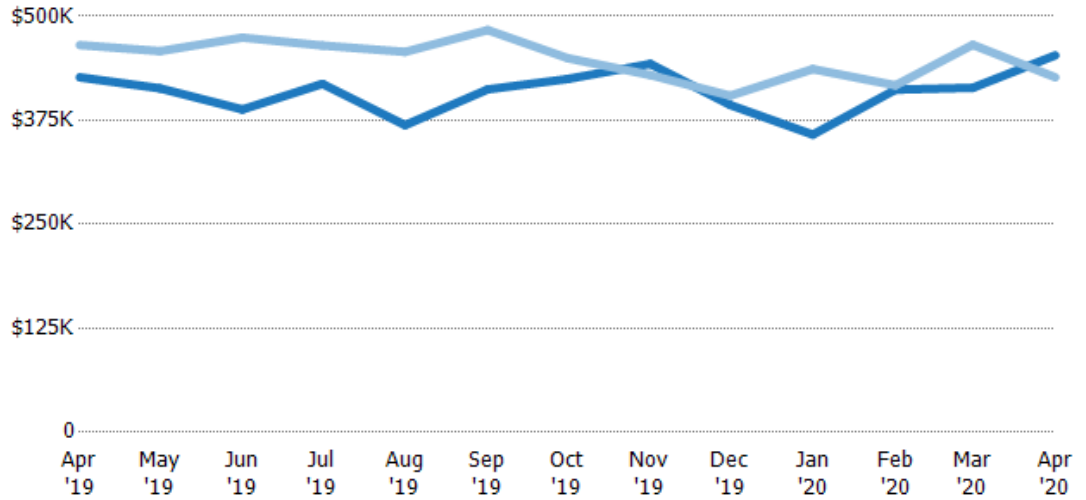
Average Listing Price

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.
Apr '20	\$453K	6.2%
Apr '19	\$427K	-8.3%
Apr '18	\$465K	-29.3%



Current Year	\$427K	\$413K	\$388K	\$419K	\$369K	\$412K	\$425K	\$443K	\$393K	\$358K	\$412K	\$414K	\$453K
Prior Year	\$465K	\$458K	\$474K	\$465K	\$457K	\$483K	\$450K	\$429K	\$405K	\$437K	\$417K	\$466K	\$427K
Percent Change from Prior Year	-8%	-10%	-18%	-10%	-19%	-15%	-6%	3%	-3%	-18%	-1%	-11%	6%

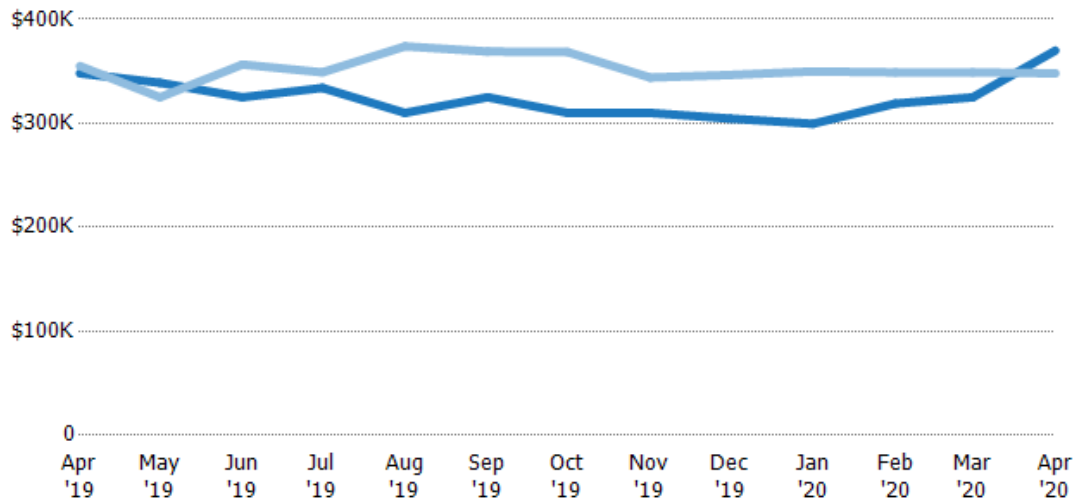
Median Listing Price

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.
Apr '20	\$370K	6.3%
Apr '19	\$348K	-2%
Apr '18	\$355K	-22.5%



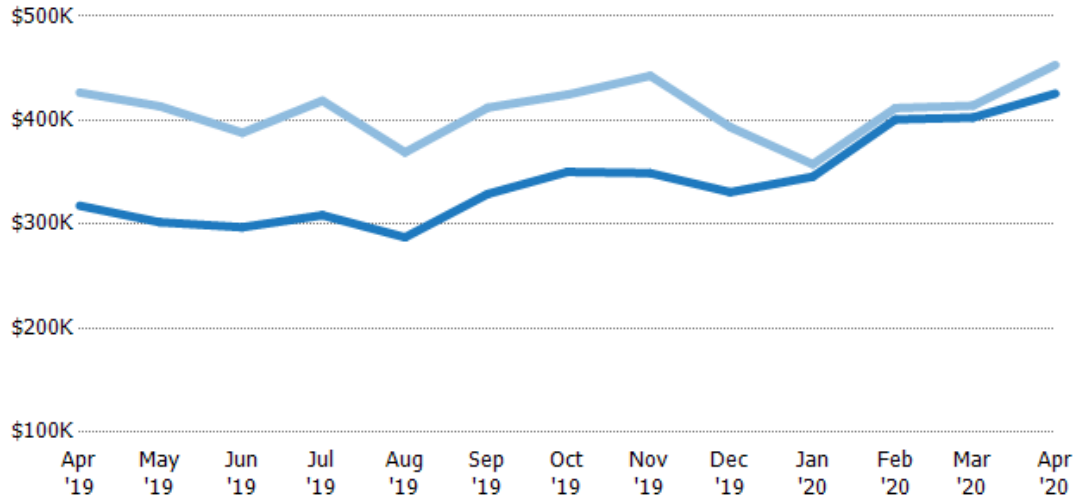
Current Year	\$348K	\$339K	\$325K	\$334K	\$310K	\$325K	\$310K	\$310K	\$305K	\$300K	\$319K	\$325K	\$370K
Prior Year	\$355K	\$325K	\$357K	\$349K	\$374K	\$369K	\$369K	\$344K	\$347K	\$350K	\$349K	\$349K	\$348K
Percent Change from Prior Year	-2%	4%	-9%	-4%	-17%	-12%	-16%	-10%	-12%	-14%	-9%	-7%	6%

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



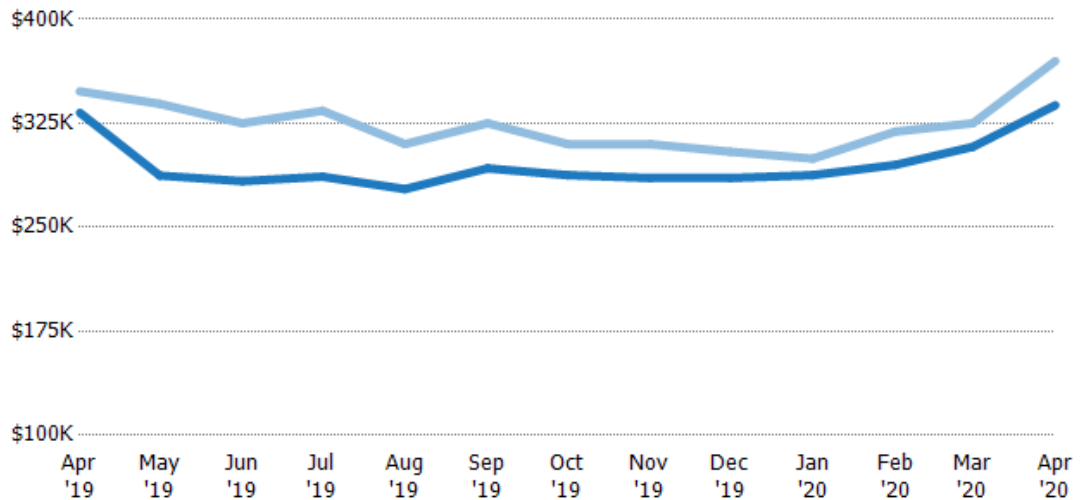
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$318K	\$302K	\$297K	\$309K	\$287K	\$329K	\$350K	\$349K	\$331K	\$346K	\$401K	\$403K	\$426K
Avg Listing Price	\$427K	\$413K	\$388K	\$419K	\$369K	\$412K	\$425K	\$443K	\$393K	\$358K	\$412K	\$414K	\$453K
Avg Listing Price as a % of Avg Est Value	134%	137%	131%	136%	128%	125%	121%	127%	119%	103%	103%	103%	106%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$333K	\$287K	\$283K	\$287K	\$278K	\$293K	\$288K	\$286K	\$286K	\$288K	\$295K	\$308K	\$338K
Median Listing Price	\$348K	\$339K	\$325K	\$334K	\$310K	\$325K	\$310K	\$310K	\$305K	\$300K	\$319K	\$325K	\$370K
Med Listing Price as a % of Med Est Value	105%	118%	115%	117%	112%	111%	108%	109%	107%	104%	108%	106%	109%

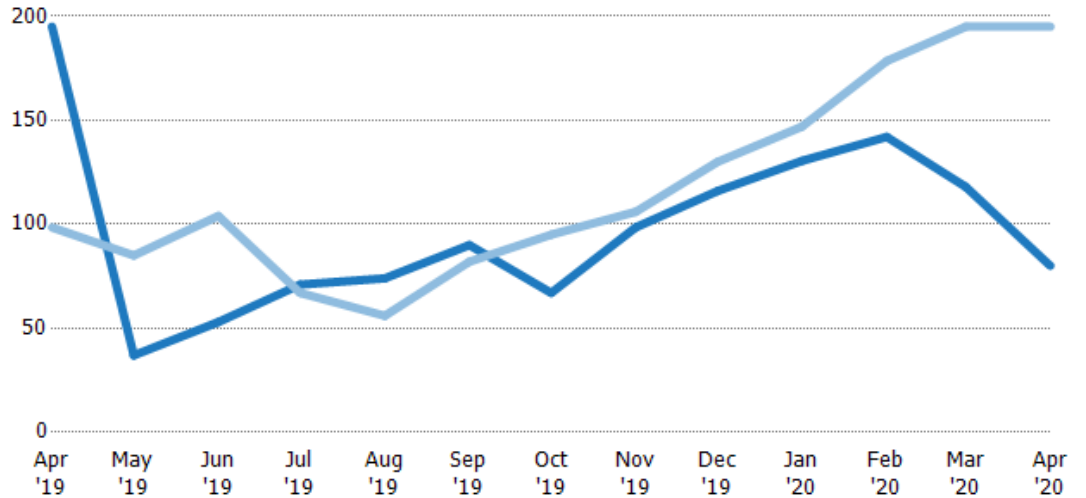
Median Days in RPR

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.
Apr '20	80	-59%
Apr '19	195	98%
Apr '18	98.5	-45.2%



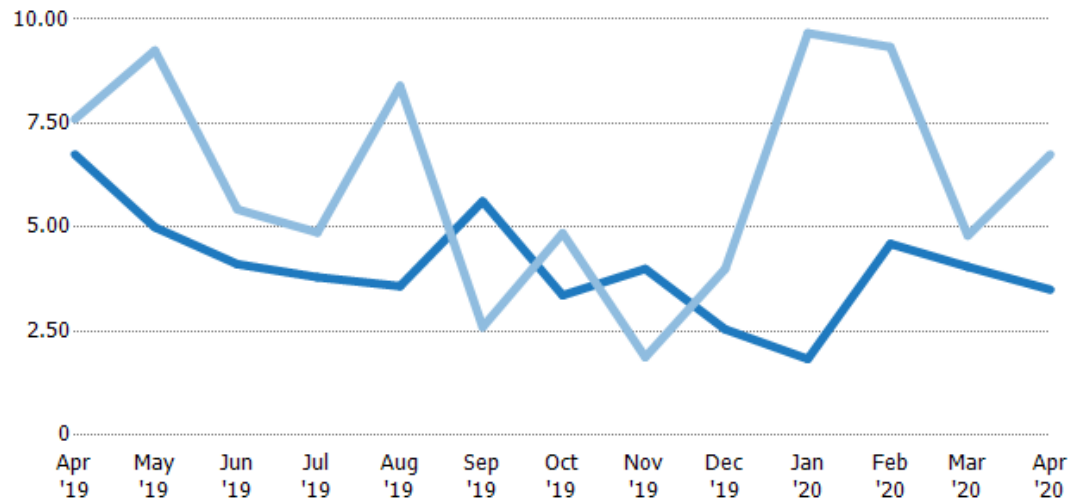
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	195	37	53	71	74	90	67	98.5	116	131	142	118	80
Prior Year	98.5	85	104	67	56	82	95	106	130	147	179	195	195
Percent Change from Prior Year	98%	-56%	-49%	6%	32%	10%	-29%	-7%	-11%	-11%	-20%	-39%	-59%

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



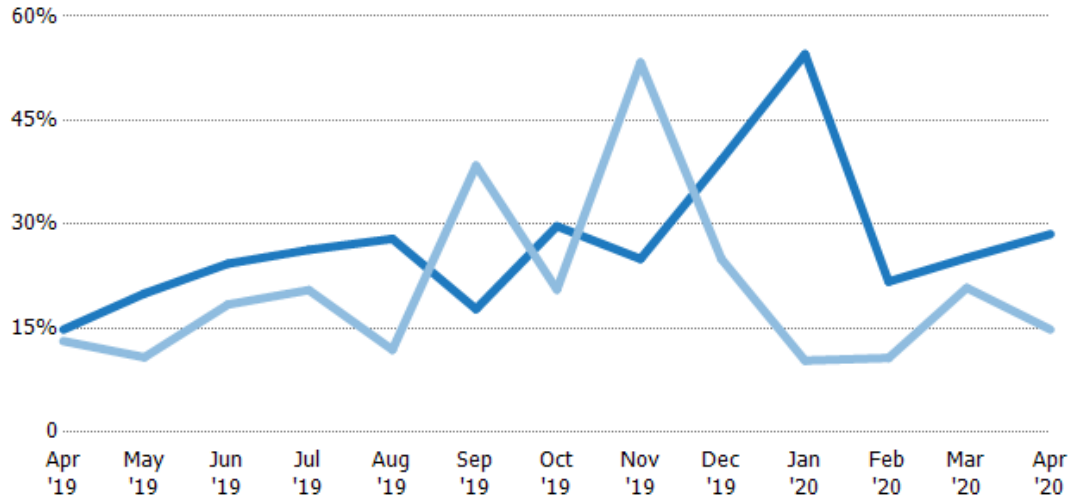
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	6.75	5	4.11	3.8	3.58	5.63	3.36	4	2.55	1.83	4.6	4.05	3.5
Prior Year	7.6	9.25	5.43	4.88	8.4	2.6	4.86	1.88	4	9.67	9.33	4.8	6.75
Percent Change from Prior Year	-11%	-46%	-24%	-22%	-57%	116%	-31%	113%	-36%	-81%	-51%	-100%	-48%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



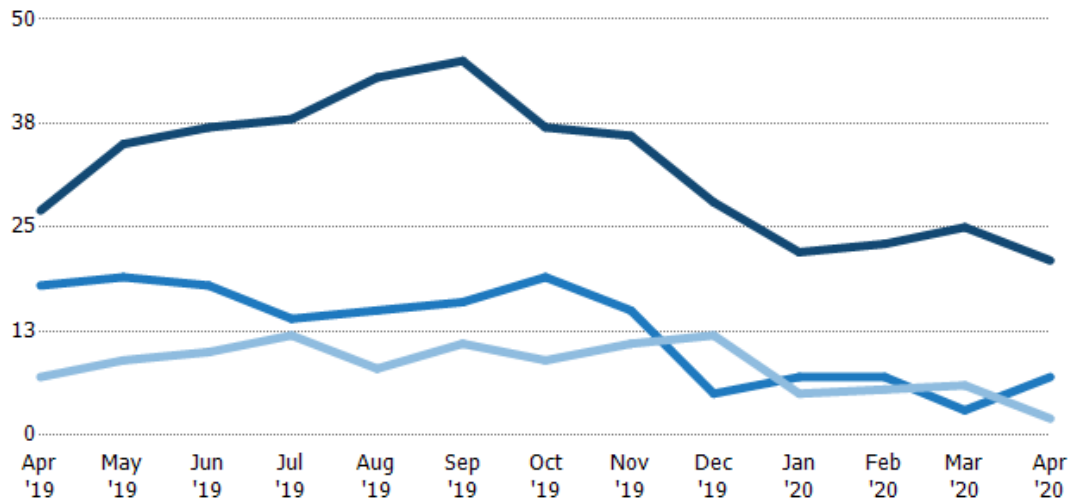
Current Year	15%	20%	24%	26%	28%	18%	30%	25%	39%	55%	22%	25%	29%
Prior Year	13%	11%	18%	21%	12%	38%	21%	53%	25%	10%	11%	21%	15%
Change from Prior Year	-2%	-9%	-6%	-6%	-16%	21%	-9%	28%	-14%	-44%	-11%	21%	-14%

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	27	35	37	38	43	45	37	36	28	22	23	25	21
Pending	18	19	18	14	15	16	19	15	5	7	7	3	7
Sold	7	9	10	12	8	11	9	11	12	5	5.5	6	2

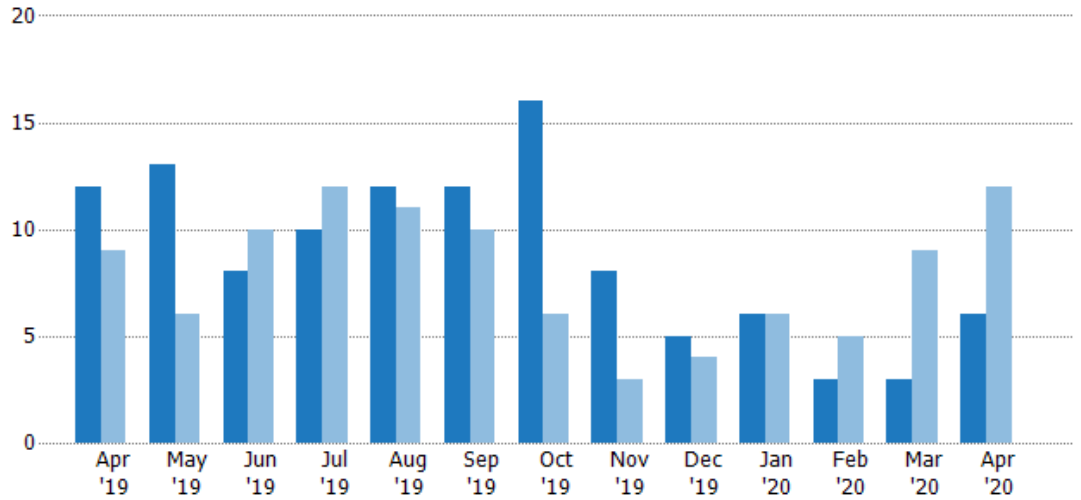
New Pending Sales

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.
Apr '20	6	-50%
Apr '19	12	33.3%
Apr '18	9	-44.4%



Current Year	12	13	8	10	12	12	16	8	5	6	3	3	6
Prior Year	9	6	10	12	11	10	6	3	4	6	5	9	12
Percent Change from Prior Year	33%	117%	-20%	-17%	9%	20%	167%	167%	25%	0%	-40%	-67%	-50%

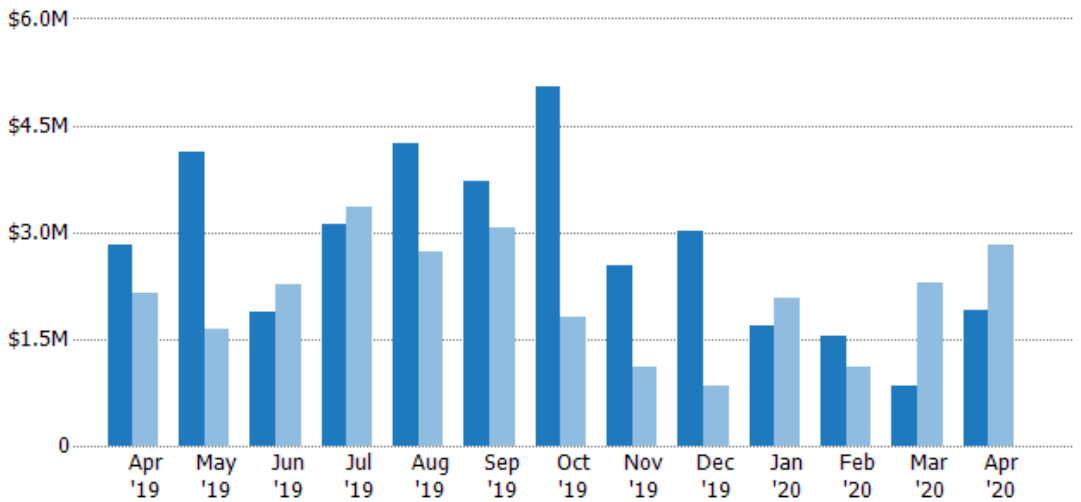
New Pending Sales Volume

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.
Apr '20	\$1.9M	-32.7%
Apr '19	\$2.83M	31.2%
Apr '18	\$2.15M	-39.5%



Current Year	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M	\$3.02M	\$1.7M	\$1.55M	\$834K	\$1.9M
Prior Year	\$2.15M	\$1.64M	\$2.28M	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M
Percent Change from Prior Year	31%	152%	-17%	-7%	56%	22%	179%	129%	264%	-18%	40%	-64%	-33%

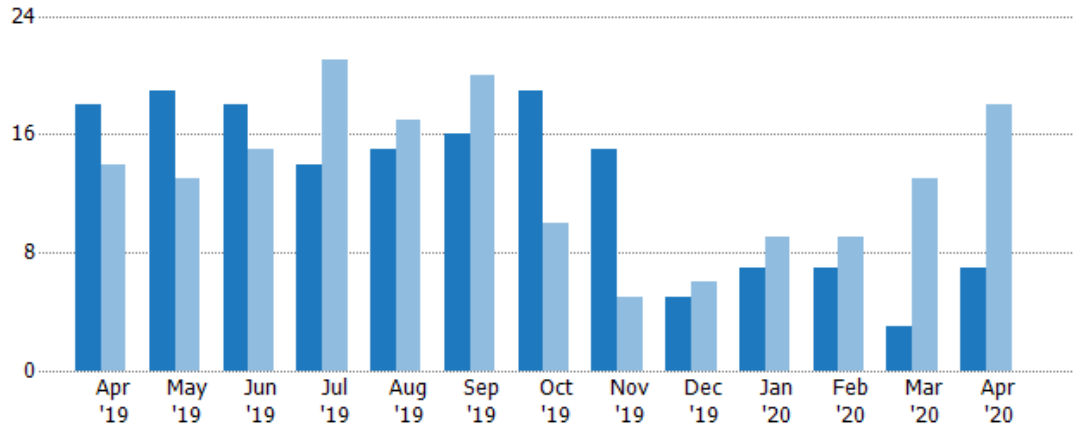
Pending Sales

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.
Apr '20	7	-61.1%
Apr '19	18	28.6%
Apr '18	14	14.3%



Current Year	18	19	18	14	15	16	19	15	5	7	7	3	7
Prior Year	14	13	15	21	17	20	10	5	6	9	9	13	18
Percent Change from Prior Year	29%	46%	20%	-33%	-12%	-20%	90%	200%	-17%	-22%	-22%	-77%	-61%

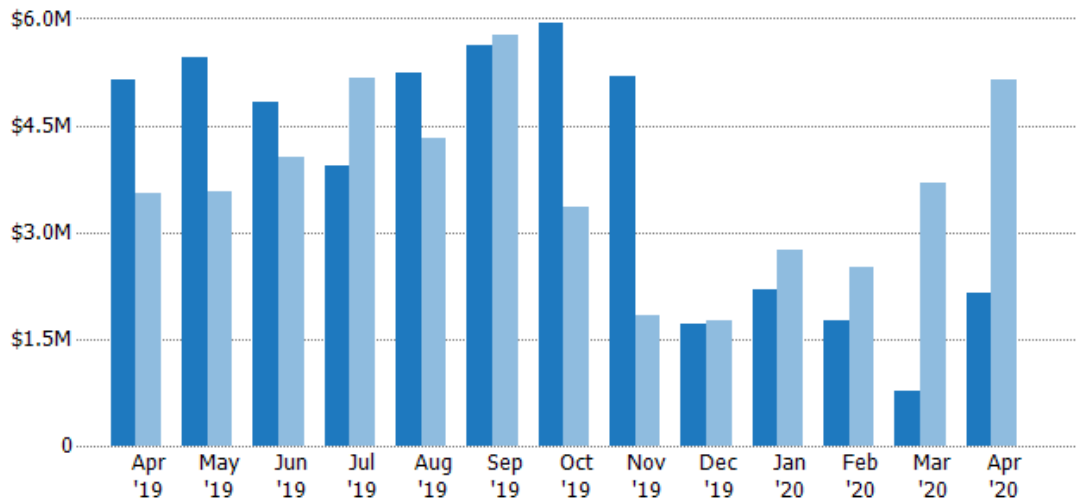
Pending Sales Volume

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.
Apr '20	\$2.14M	-58.4%
Apr '19	\$5.14M	45.2%
Apr '18	\$3.54M	19.9%



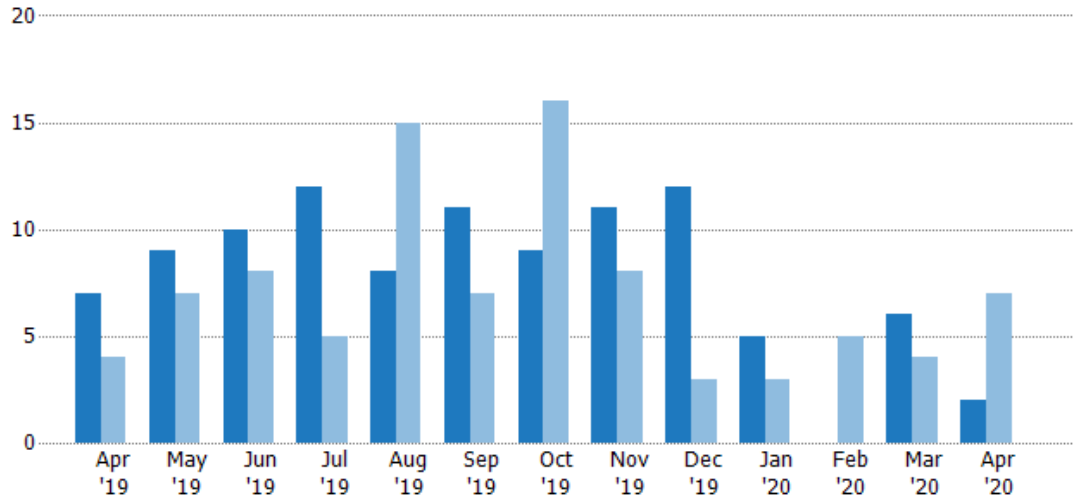
Current Year	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$5.19M	\$1.71M	\$2.19M	\$1.75M	\$764K	\$2.14M
Prior Year	\$3.54M	\$3.57M	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M
Percent Change from Prior Year	45%	53%	19%	-24%	21%	-2%	77%	182%	-3%	-20%	-30%	-79%	-58%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



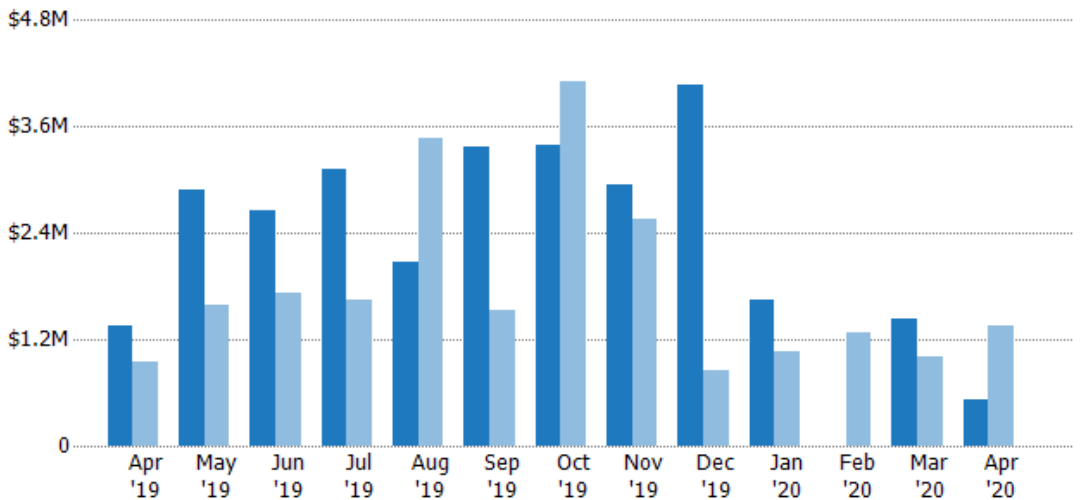
Current Year	7	9	10	12	8	11	9	11	12	5	-	6	2
Prior Year	4	7	8	5	15	7	16	8	3	3	5	4	7
Percent Change from Prior Year	75%	29%	25%	140%	-47%	57%	-44%	38%	300%	67%	-100%	50%	-71%

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



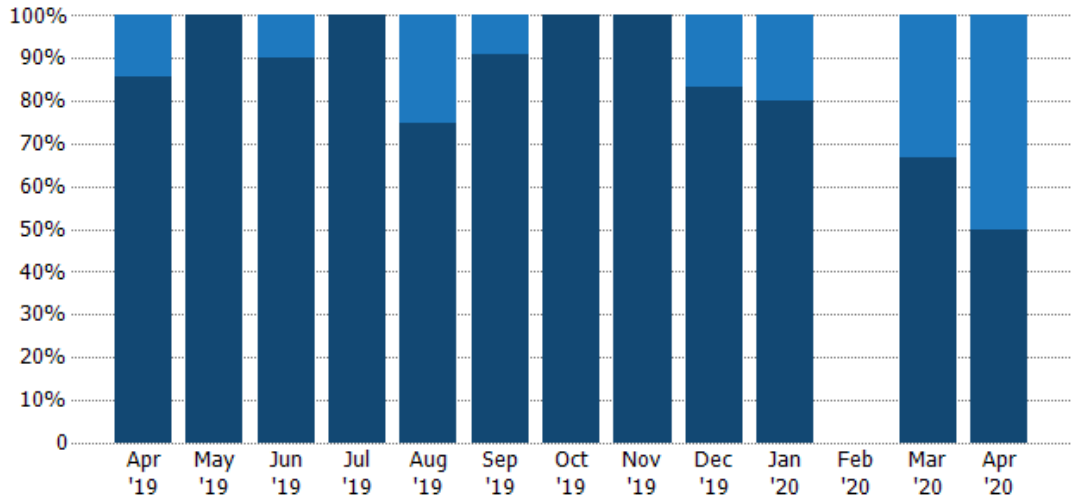
Current Year	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.65M	-	\$1.43M	\$520K
Prior Year	\$940K	\$1.59M	\$1.73M	\$1.65M	\$3.47M	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M
Percent Change from Prior Year	43%	82%	54%	89%	-40%	122%	-17%	15%	375%	57%	-100%	43%	-61%

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



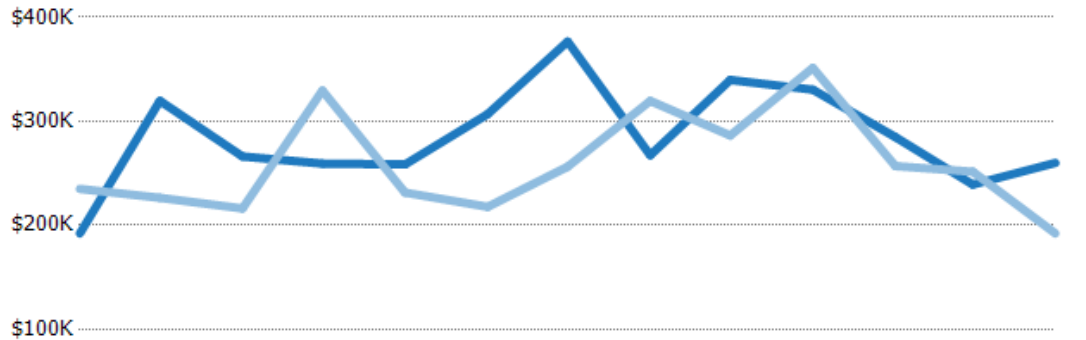
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	14%	-	10%	-	25%	9%	-	-	17%	20%	-	33%	50%
Single Family Residence	86%	100%	90%	100%	75%	91%	100%	100%	83%	80%	-	67%	50%

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



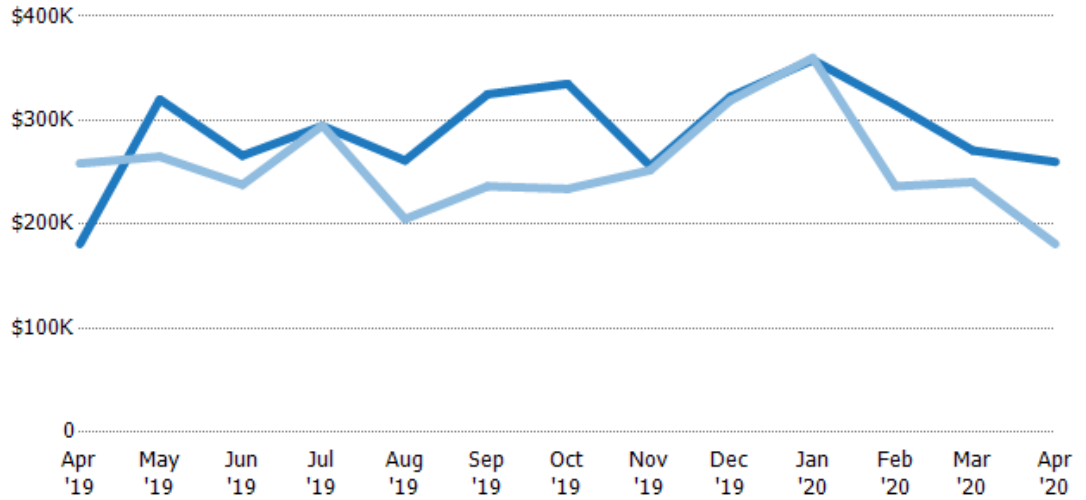
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K
Prior Year	\$235K	\$226K	\$216K	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K
Percent Change from Prior Year	-18%	41%	23%	-21%	12%	41%	47%	-16%	19%	-6%	-100%	-5%	35%

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



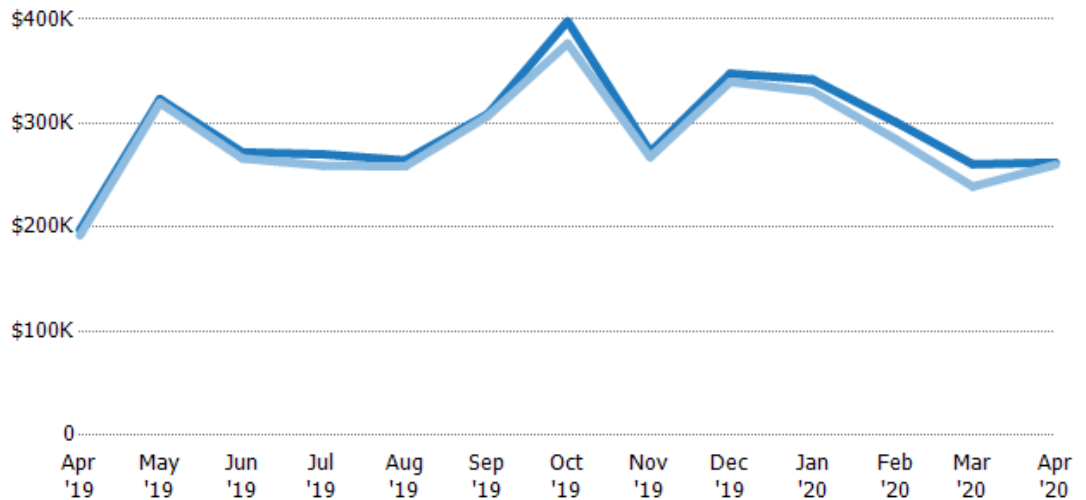
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K
Prior Year	\$259K	\$265K	\$238K	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K
Percent Change from Prior Year	-30%	21%	12%	0%	27%	37%	43%	2%	1%	-1%	-100%	13%	44%

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



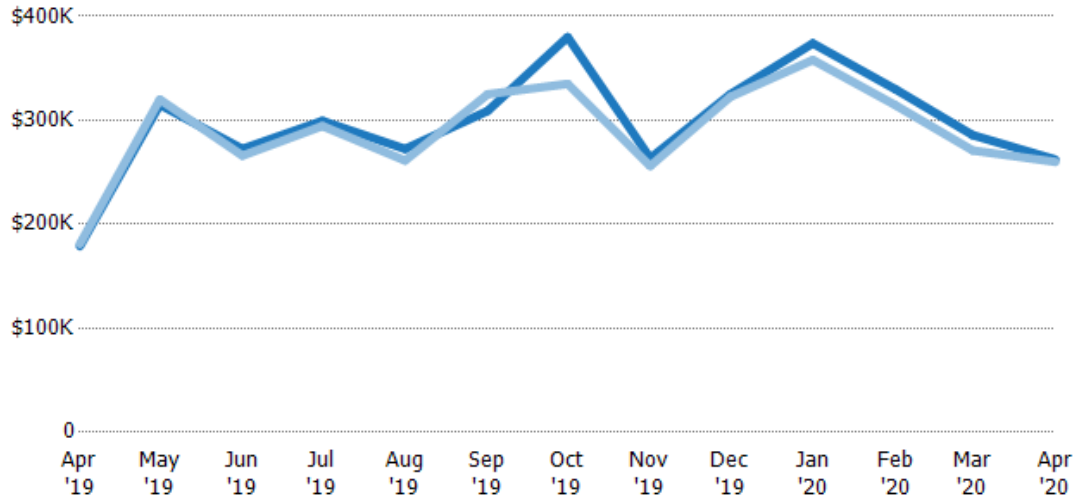
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K
Avg Sales Price	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K
Avg Sales Price as a % of Avg List Price	97%	99%	98%	96%	98%	99%	95%	98%	98%	97%	94%	92%	99%

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



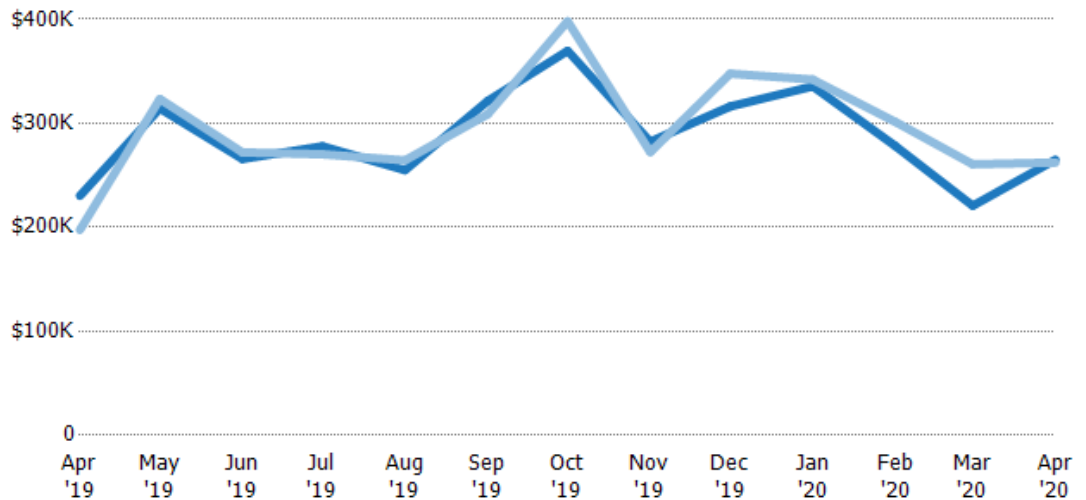
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K
Median Sales Price	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K
Med Sales Price as a % of Med List Price	101%	102%	98%	98%	96%	105%	88%	97%	99%	96%	95%	95%	99%

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



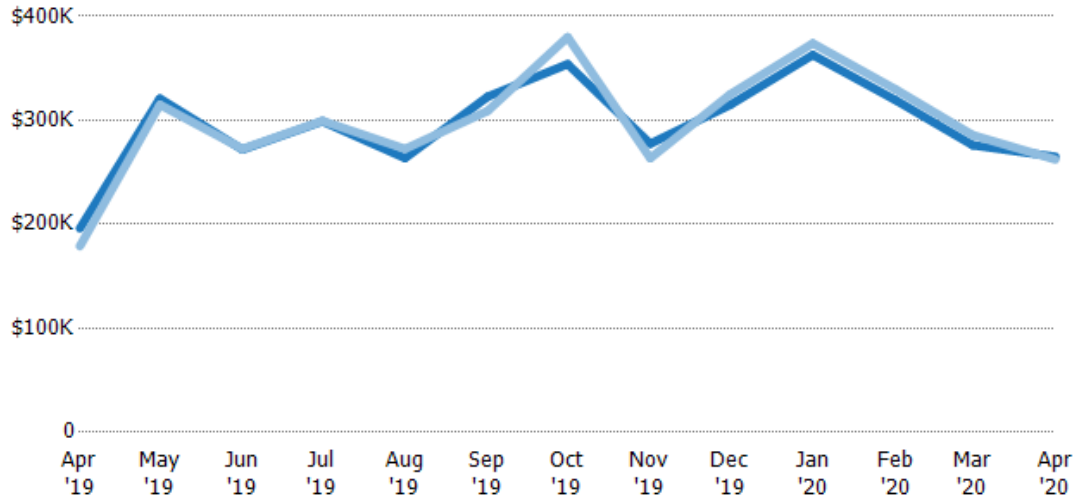
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$230K	\$314K	\$266K	\$278K	\$255K	\$321K	\$370K	\$282K	\$316K	\$336K	\$278K	\$221K	\$265K
Avg Sales Price	\$197K	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K
Avg Sales Price as a % of Avg Est Value	86%	103%	102%	97%	104%	96%	108%	96%	110%	102%	110%	118%	99%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$196K	\$321K	\$272K	\$299K	\$264K	\$323K	\$354K	\$277K	\$315K	\$363K	\$319K	\$276K	\$265K
Median Sales Price	\$179K	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K
Med Sales Price as a % of Med Est Value	91%	98%	100%	100%	103%	96%	107%	95%	103%	103%	103%	104%	99%