

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	19	-57.9%	85	99	-14.1%
New Listing Volume	\$5,811,000	\$10,224,300	-43.2%	\$46,398,400	\$46,735,900	-0.7%
Active Listing Count	178	221	-19.5%	N/A	N/A	
Active Listing Volume	\$124,661,900	\$125,220,999	-0.4%	N/A	N/A	
Average Listing Price	\$700,348	\$566,611	+23.6%	\$683,067	\$551,440	+23.9%
Median Listing Price	\$454,500	\$399,000	+13.9%	\$449,281	\$388,507	+15.6%
Median Days in RPR	204	255	-20%	188.38	236.31	-20.3%
Months of Inventory	12.7	17	-25.2%	15.2	16.4	-7.6%
Absorption Rate	7.87%	5.88%	+2%	6.59%	6.09%	+0.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	25	-84%	71	88	-19.3%
New Pending Sales Volume	\$2,509,000	\$9,620,600	-73.9%	\$32,851,800	\$31,271,799	+5.1%
Pending Sales Count	27	40	-32.5%	N/A	N/A	
Pending Sales Volume	\$11,998,500	\$15,327,199	-21.7%	N/A	N/A	
Closed Sales Count	10	21	-52.4%	52	52	+/-
Closed Sales Volume	\$4,507,500	\$6,527,120	-30.9%	\$17,728,800	\$16,970,170	+4.5%
Average Sales Price	\$450,750	\$310,815	+45%	\$340,938	\$326,349	+4.5%
Median Sales Price	\$312,500	\$250,000	+25%	\$298,635	\$261,263	+14.3%

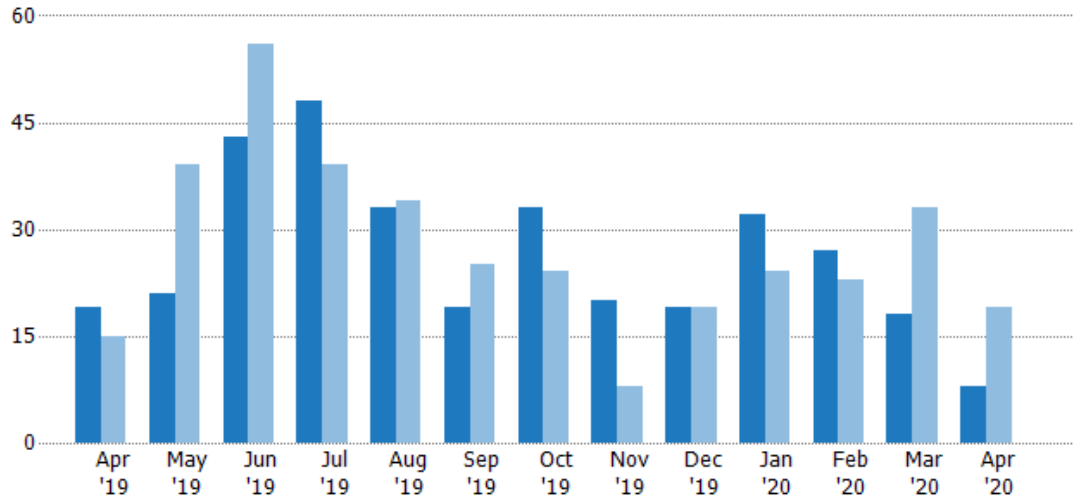
## New Listings

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.
Apr '20	8	-57.9%
Apr '19	19	26.7%
Apr '18	15	33.3%



Current Year	19	21	43	48	33	19	33	20	19	32	27	18	8
Prior Year	15	39	56	39	34	25	24	8	19	24	23	33	19
Percent Change from Prior Year	27%	-46%	-23%	23%	-3%	-24%	38%	150%	0%	33%	17%	-45%	-58%

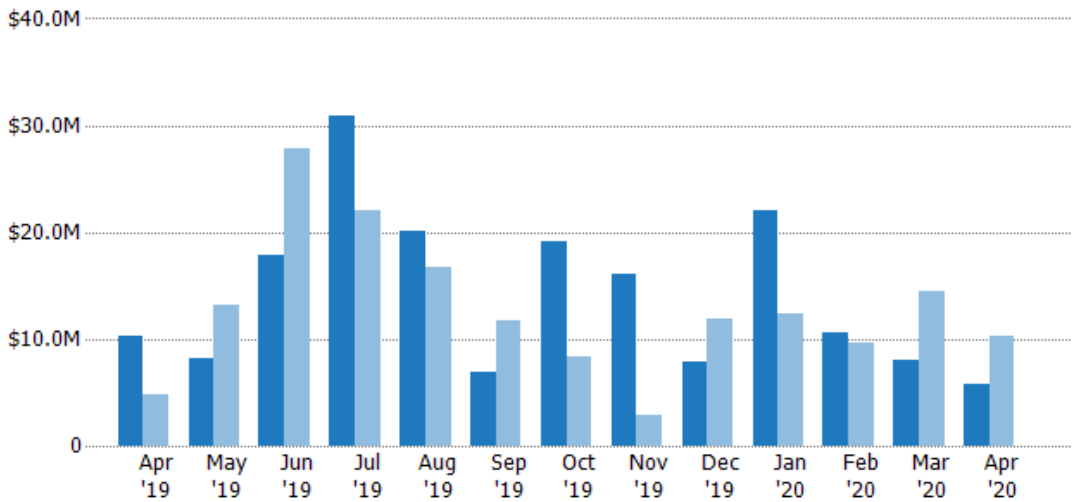
## New Listing Volume

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.
Apr '20	\$5.81M	-43.2%
Apr '19	\$10.2M	109.8%
Apr '18	\$4.87M	88%



Current Year	\$10.2M	\$8.11M	\$17.8M	\$30.9M	\$20.1M	\$6.83M	\$19.1M	\$16M	\$7.93M	\$22M	\$10.6M	\$7.99M	\$5.81M
Prior Year	\$4.87M	\$13.1M	\$27.8M	\$22M	\$16.6M	\$11.7M	\$8.42M	\$2.91M	\$11.9M	\$12.4M	\$9.71M	\$14.4M	\$10.2M
Percent Change from Prior Year	110%	-38%	-36%	40%	21%	-42%	126%	450%	-33%	77%	9%	-45%	-43%

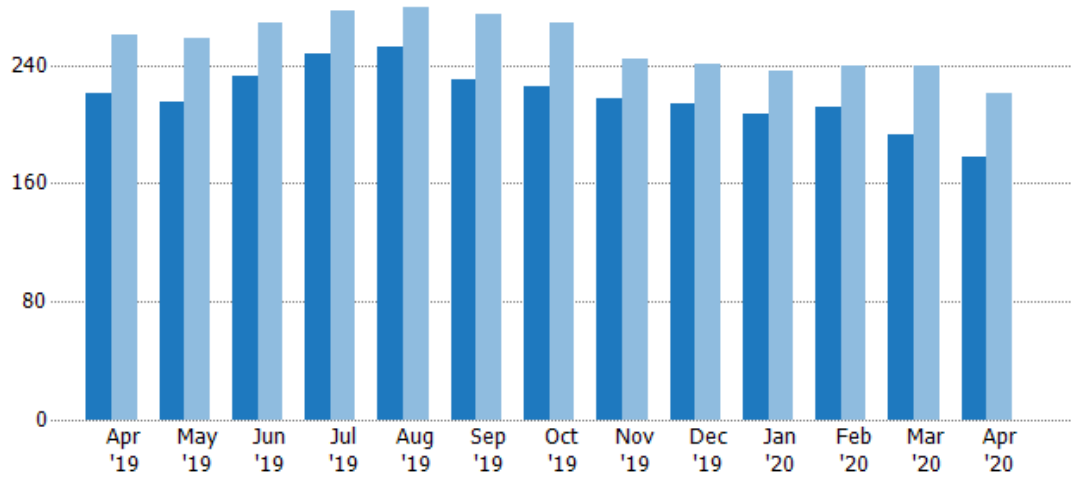
## Active Listings

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.
Apr '20	178	-19.5%
Apr '19	221	-15%
Apr '18	260	0.4%



Current Year	221	215	232	248	252	230	225	217	214	207	211	193	178
Prior Year	260	258	269	277	279	274	269	244	241	236	239	240	221
Percent Change from Prior Year	-15%	-17%	-14%	-10%	-10%	-16%	-16%	-11%	-11%	-12%	-12%	-20%	-19%

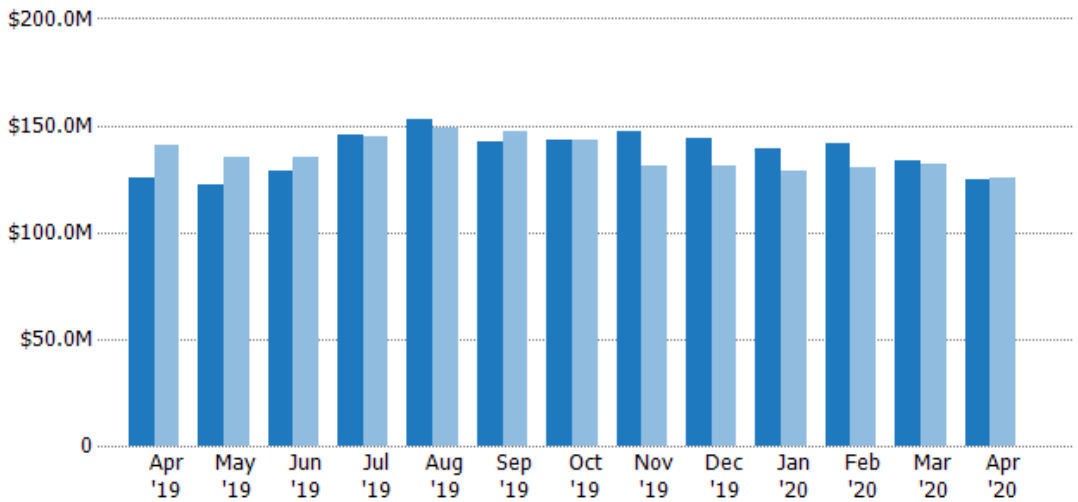
## Active Listing Volume

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.
Apr '20	\$125M	-0.4%
Apr '19	\$125M	-11.3%
Apr '18	\$141M	-5.9%



Current Year	\$125M	\$122M	\$128M	\$146M	\$153M	\$142M	\$143M	\$147M	\$144M	\$139M	\$142M	\$134M	\$125M
Prior Year	\$141M	\$135M	\$135M	\$144M	\$149M	\$147M	\$143M	\$131M	\$131M	\$129M	\$130M	\$132M	\$125M
Percent Change from Prior Year	-11%	-10%	-5%	1%	3%	-3%	0%	12%	10%	8%	9%	1%	0%

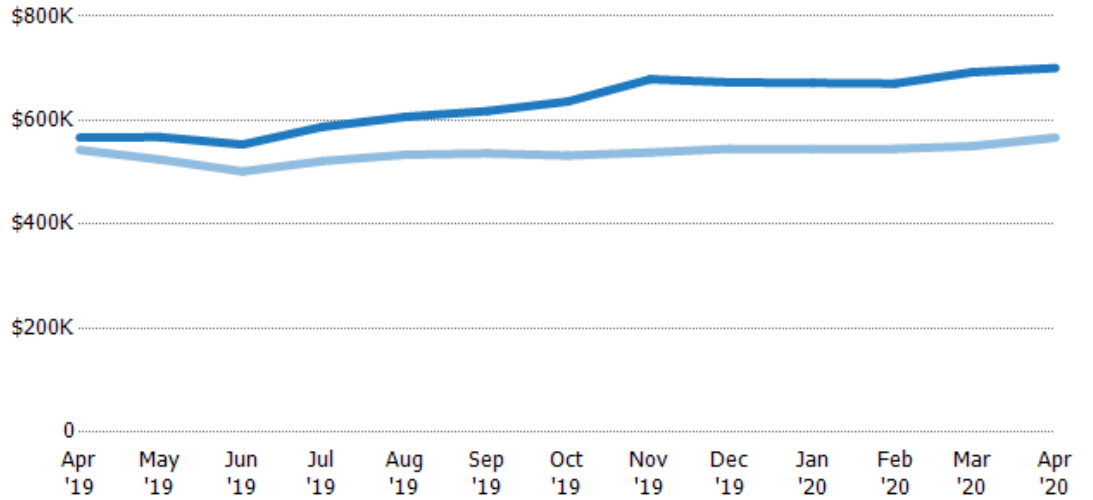
## Average Listing Price

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.
Apr '20	\$700K	23.6%
Apr '19	\$567K	4.4%
Apr '18	\$543K	-6.2%



Current Year	\$567K	\$568K	\$553K	\$587K	\$606K	\$618K	\$636K	\$679K	\$673K	\$672K	\$671K	\$693K	\$700K
Prior Year	\$543K	\$525K	\$502K	\$521K	\$534K	\$536K	\$532K	\$538K	\$545K	\$545K	\$545K	\$550K	\$567K
Percent Change from Prior Year	4%	8%	10%	13%	14%	15%	19%	26%	23%	23%	23%	26%	24%

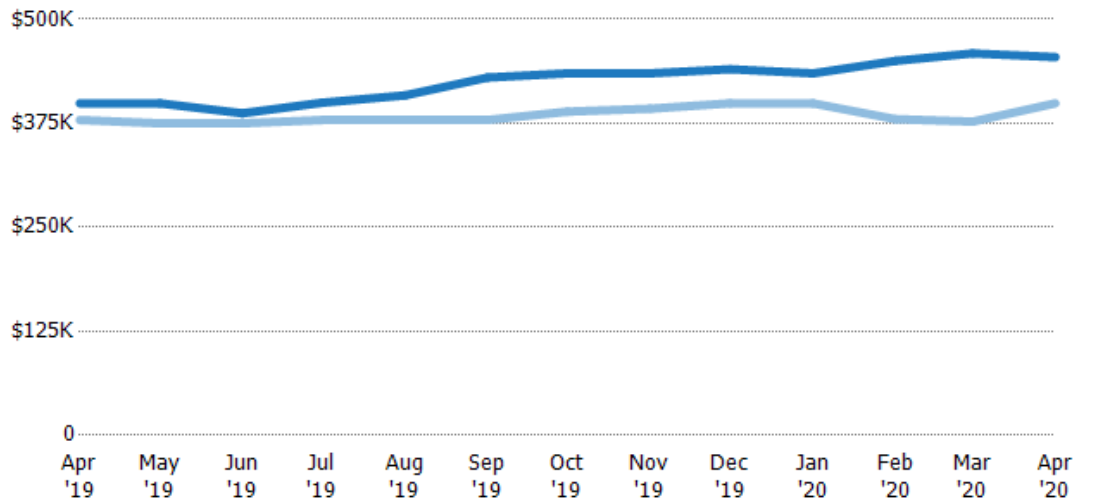
## Median Listing Price

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.
Apr '20	\$455K	13.9%
Apr '19	\$399K	5.3%
Apr '18	\$379K	-8.7%



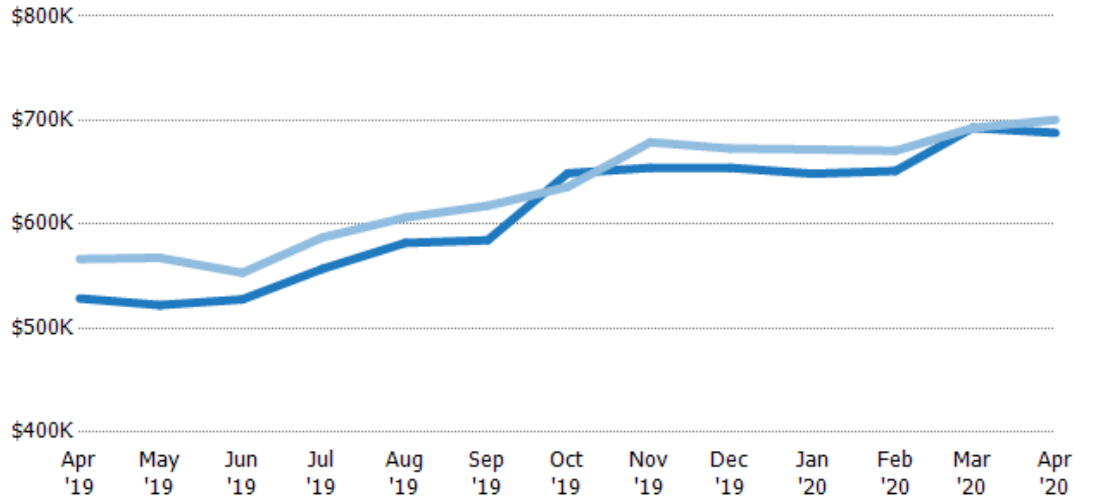
Current Year	\$399K	\$399K	\$387K	\$400K	\$409K	\$430K	\$435K	\$435K	\$440K	\$435K	\$450K	\$459K	\$455K
Prior Year	\$379K	\$375K	\$375K	\$379K	\$379K	\$379K	\$389K	\$393K	\$399K	\$399K	\$380K	\$377K	\$399K
Percent Change from Prior Year	5%	6%	3%	5%	8%	13%	12%	11%	10%	9%	18%	22%	14%

## 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

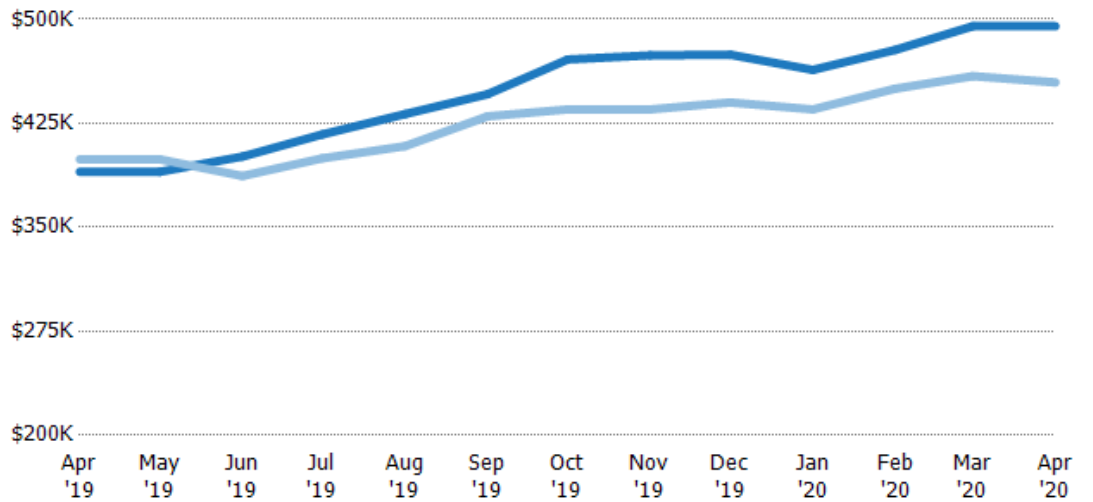


## Median Listing Price vs Median Est Value

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



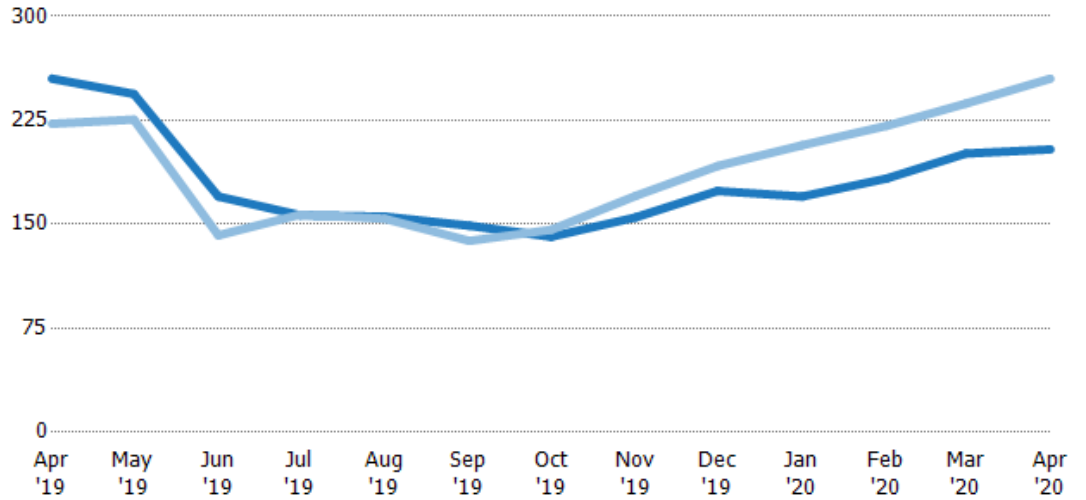
## Median Days in RPR

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.
Apr '20	204	-20%
Apr '19	255	14.6%
Apr '18	223	-9.7%



	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	255	244	170	157	156	149	141	155	174	170	183	201	204
Prior Year	223	226	142	157	154	138	146	171	192	207	221	237	255
Percent Change from Prior Year	15%	8%	20%	0%	1%	8%	-3%	-9%	-9%	-18%	-17%	-15%	-20%

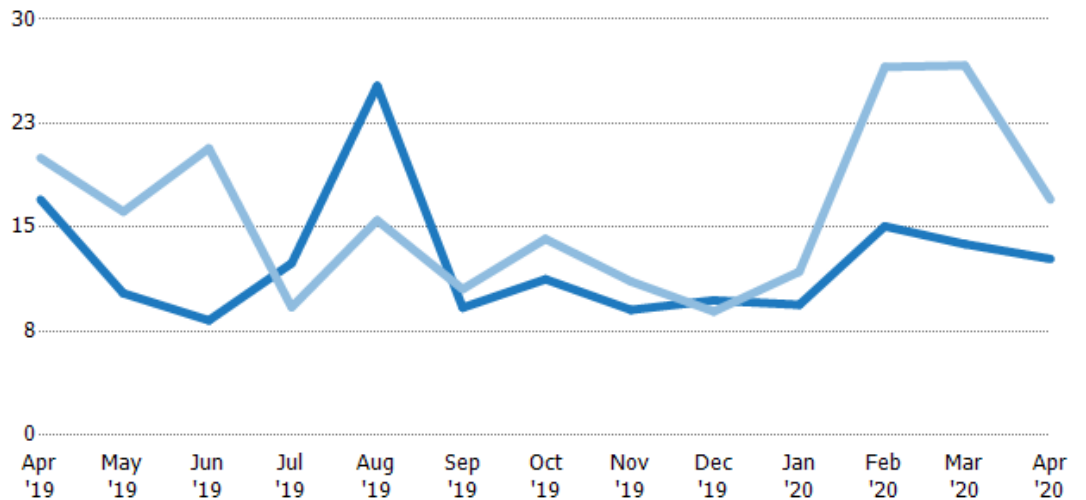
## Months of Inventory

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.
Apr '20	12.7	-25.2%
Apr '19	17	-15%
Apr '18	20	-34.8%



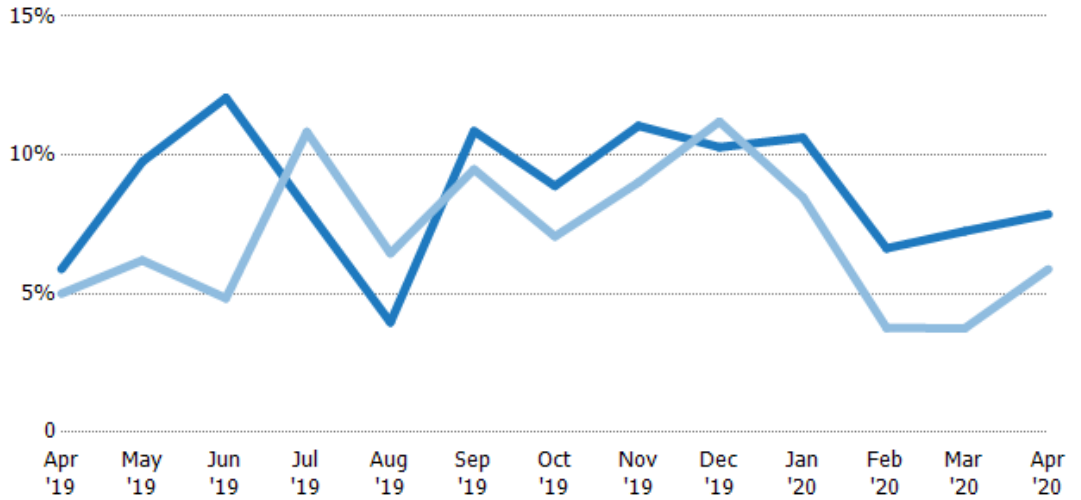
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	17	10.2	8.29	12.4	25.2	9.2	11.3	9.04	9.73	9.41	15.1	13.8	12.7
Prior Year	20	16.1	20.7	9.23	15.5	10.5	14.2	11.1	8.93	11.8	26.6	26.7	17
Percent Change from Prior Year	-15%	-37%	-60%	34%	63%	-13%	-21%	-18%	9%	-20%	-43%	-48%	-25%

## 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.
Apr '20	8%	-2%
Apr '19	6%	-0.9%
Apr '18	5%	53.2%

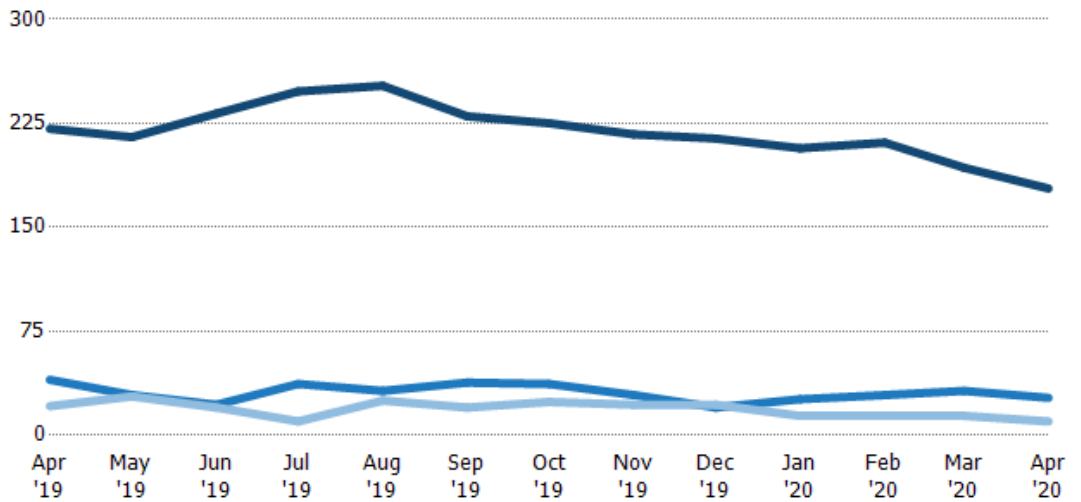
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	6%	10%	12%	8%	4%	11%	9%	11%	10%	11%	7%	7%	8%
Prior Year	5%	6%	5%	11%	6%	9%	7%	9%	11%	8%	4%	4%	6%
Change from Prior Year	-1%	-4%	-7%	3%	2%	-1%	-2%	-2%	1%	-2%	-3%	-4%	-2%

## 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



	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
Active	221	215	232	248	252	230	225	217	214	207	211	193	178
Pending	40	29	22	37	32	38	37	29	20	26	29	32	27
Sold	21	28	20	10	25	20	24	22	22	14	14	14	10

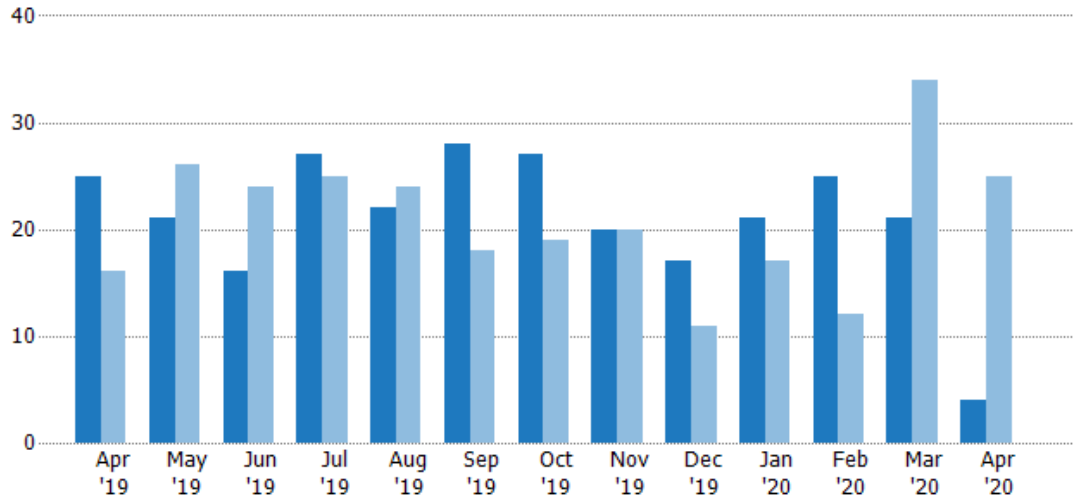
## New Pending Sales

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.
Apr '20	4	-84%
Apr '19	25	56.3%
Apr '18	16	-56.3%



	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	25	21	16	27	22	28	27	20	17	21	25	21	4
Prior Year	16	26	24	25	24	18	19	20	11	17	12	34	25
Percent Change from Prior Year	56%	-19%	-33%	8%	-8%	56%	42%	0%	55%	24%	108%	-38%	-84%

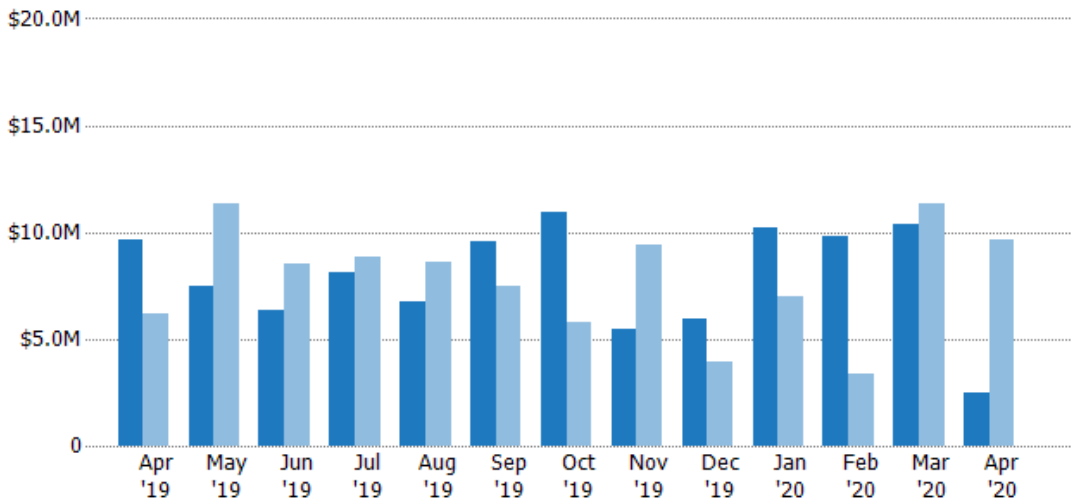
## New Pending Sales Volume

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.
Apr '20	\$2.51M	-73.9%
Apr '19	\$9.62M	55%
Apr '18	\$6.21M	-70.8%



	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	\$9.62M	\$7.47M	\$6.35M	\$8.12M	\$6.72M	\$9.55M	\$11M	\$5.44M	\$5.95M	\$10.2M	\$9.78M	\$10.4M	\$2.51M
Prior Year	\$6.21M	\$11.3M	\$8.52M	\$8.84M	\$8.59M	\$7.44M	\$5.81M	\$9.41M	\$3.94M	\$6.96M	\$3.36M	\$11.3M	\$9.62M
Percent Change from Prior Year	55%	-34%	-25%	-8%	-22%	28%	89%	-42%	51%	47%	191%	-9%	-74%

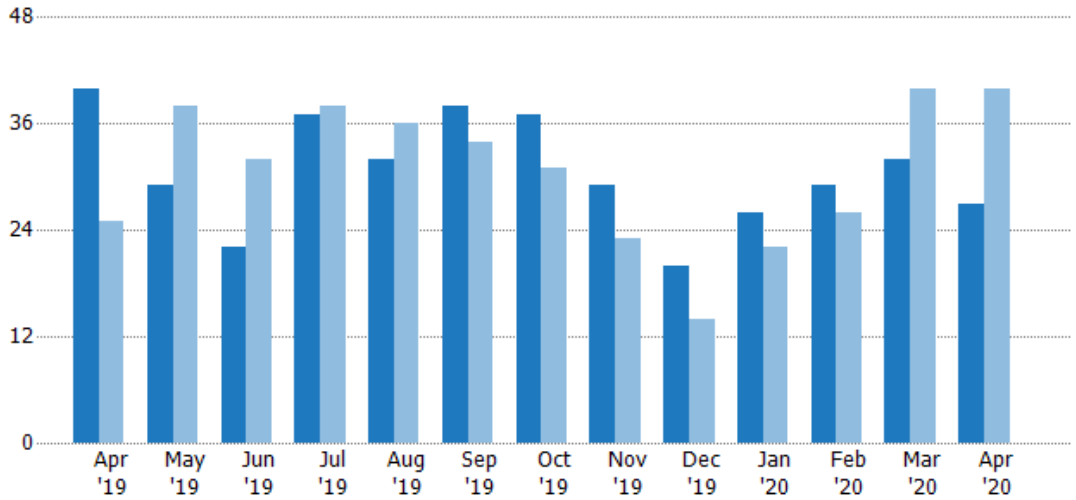


## Pending Sales

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



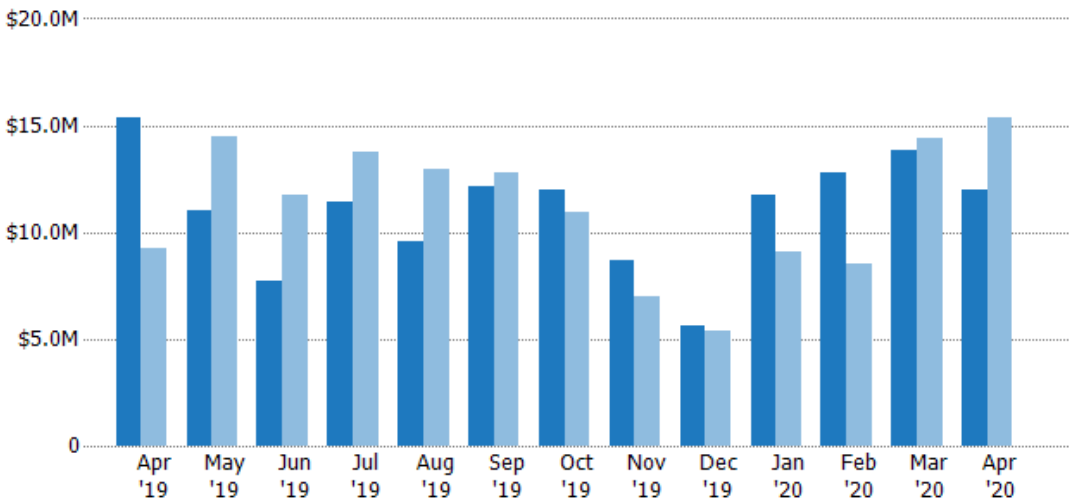
Month/Year	Count	% Chg.
Apr '20	27	-32.5%
Apr '19	40	60%
Apr '18	25	-24%

## 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.
Apr '20	\$12M	-21.7%
Apr '19	\$15.3M	66.3%
Apr '18	\$9.22M	-17.4%

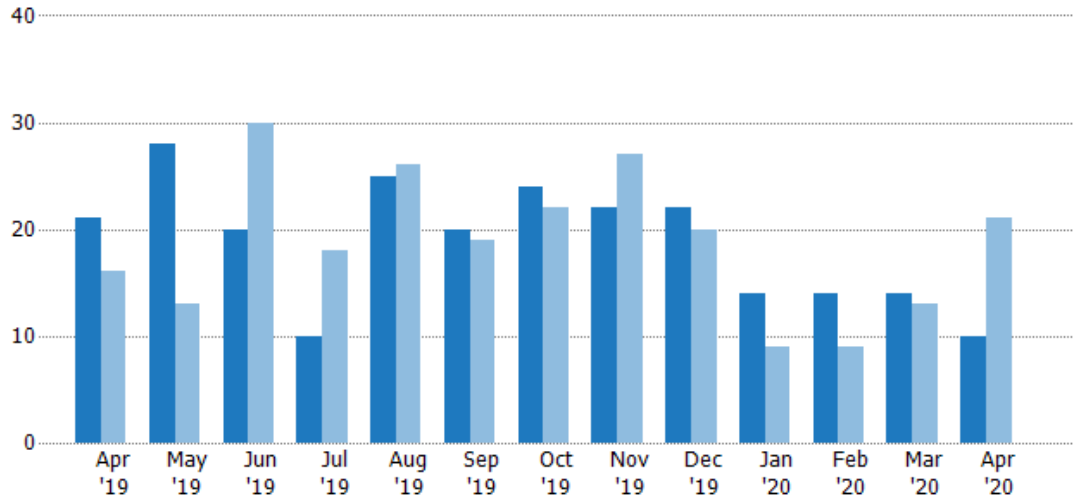
## Closed Sales

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.
Apr '20	10	-52.4%
Apr '19	21	31.3%
Apr '18	16	-25%



	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	21	28	20	10	25	20	24	22	22	14	14	14	10
Prior Year	16	13	30	18	26	19	22	27	20	9	9	13	21
Percent Change from Prior Year	31%	115%	-33%	-44%	-4%	5%	9%	-19%	10%	56%	56%	8%	-52%

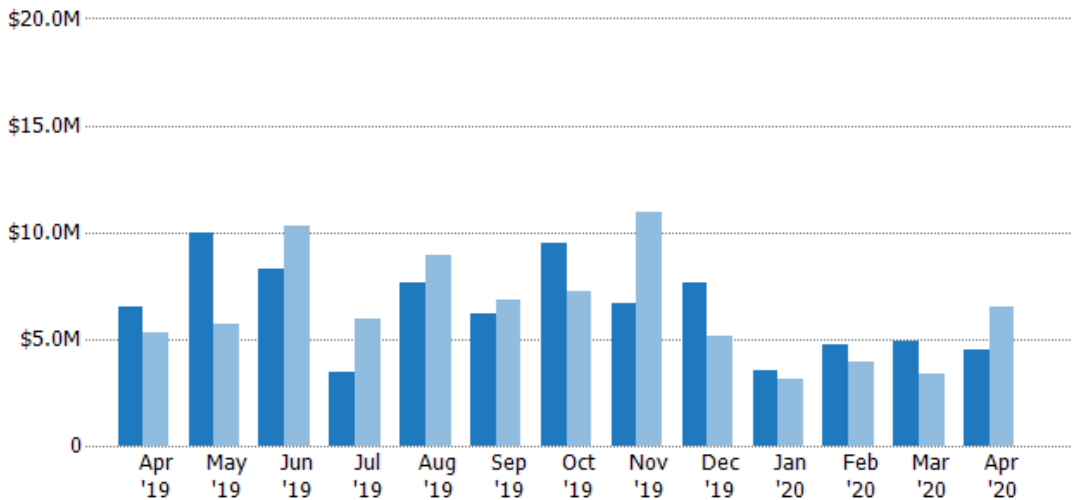
## Closed Sales Volume

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.
Apr '20	\$4.51M	-30.9%
Apr '19	\$6.53M	22.5%
Apr '18	\$5.33M	-29.8%



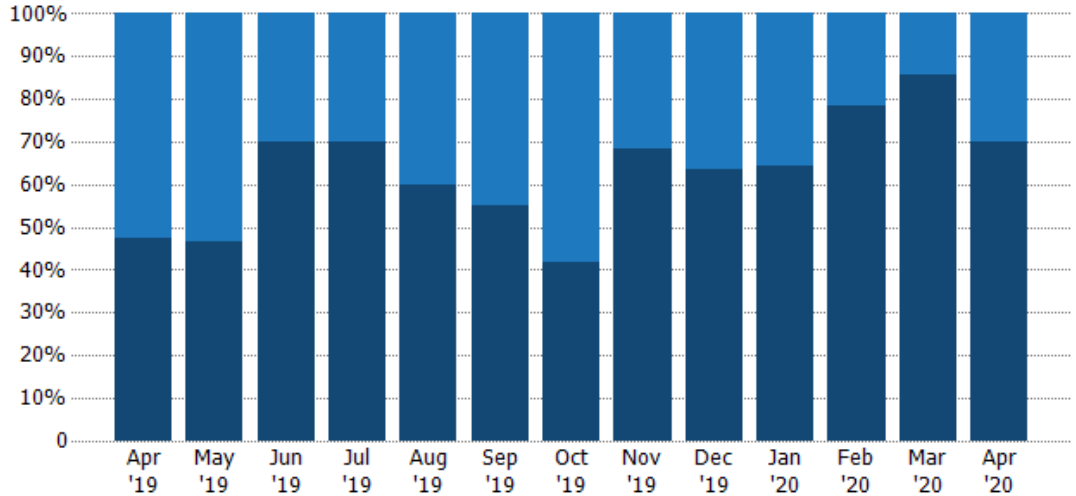
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$6.53M	\$9.98M	\$8.26M	\$3.42M	\$7.66M	\$6.16M	\$9.48M	\$6.64M	\$7.6M	\$3.56M	\$4.74M	\$4.92M	\$4.51M
Prior Year	\$5.33M	\$5.67M	\$10.3M	\$5.97M	\$8.94M	\$6.85M	\$7.25M	\$10.9M	\$5.11M	\$3.15M	\$3.93M	\$3.37M	\$6.53M
Percent Change from Prior Year	23%	76%	-20%	-43%	-14%	-10%	31%	-39%	49%	13%	21%	46%	-31%

## 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



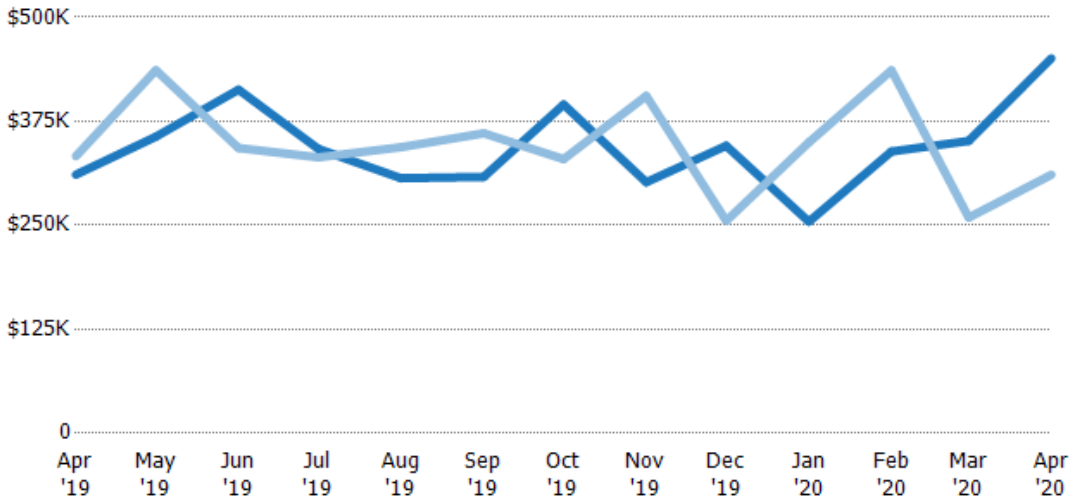
Condo/Townhouse	52%	54%	30%	30%	40%	45%	58%	32%	36%	36%	21%	14%	30%
Single Family Residence	48%	46%	70%	70%	60%	55%	42%	68%	64%	64%	79%	86%	70%

## 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	\$311K	\$357K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$346K	\$254K	\$339K	\$351K	\$451K
Prior Year	\$333K	\$436K	\$343K	\$332K	\$344K	\$361K	\$330K	\$405K	\$255K	\$350K	\$436K	\$259K	\$311K
Percent Change from Prior Year	-7%	-18%	20%	3%	-11%	-15%	20%	-26%	35%	-27%	-22%	36%	45%

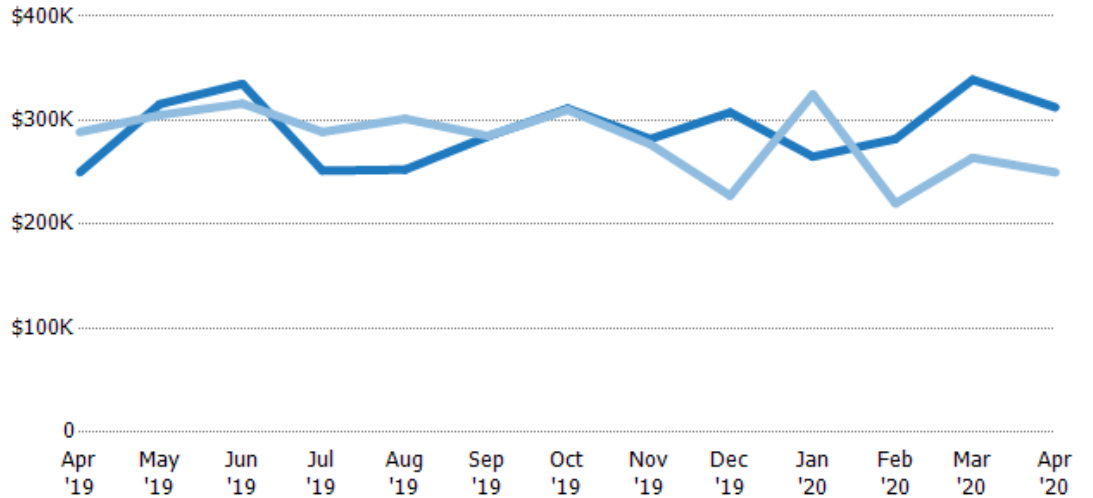
## Median Sales Price

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.
Apr '20	\$313K	25%
Apr '19	\$250K	-13.4%
Apr '18	\$289K	5.6%



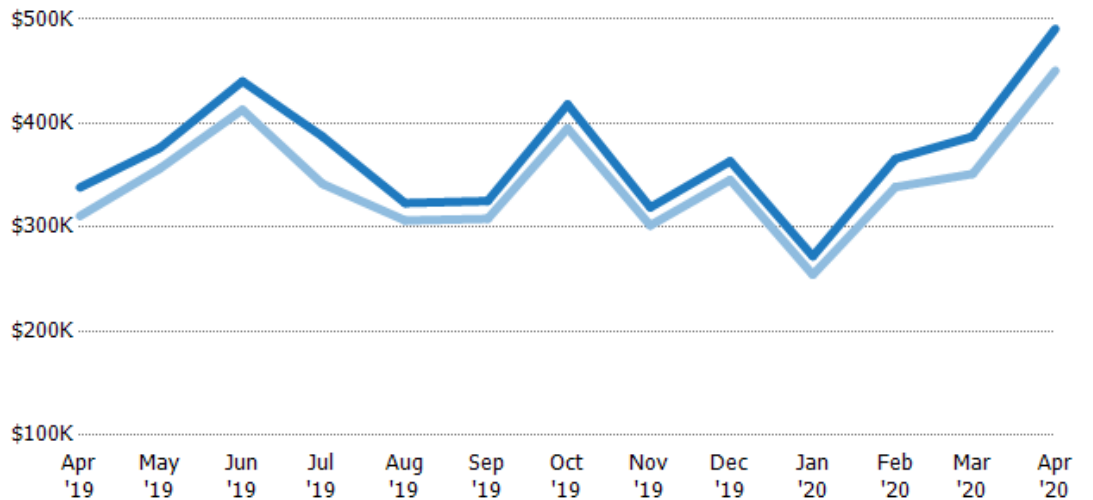
Current Year	\$250K	\$316K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$308K	\$265K	\$282K	\$339K	\$313K
Prior Year	\$289K	\$305K	\$316K	\$289K	\$302K	\$285K	\$310K	\$277K	\$228K	\$325K	\$220K	\$264K	\$250K
Percent Change from Prior Year	-13%	3%	6%	-13%	-16%	0%	0%	2%	35%	-18%	28%	28%	25%

## 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



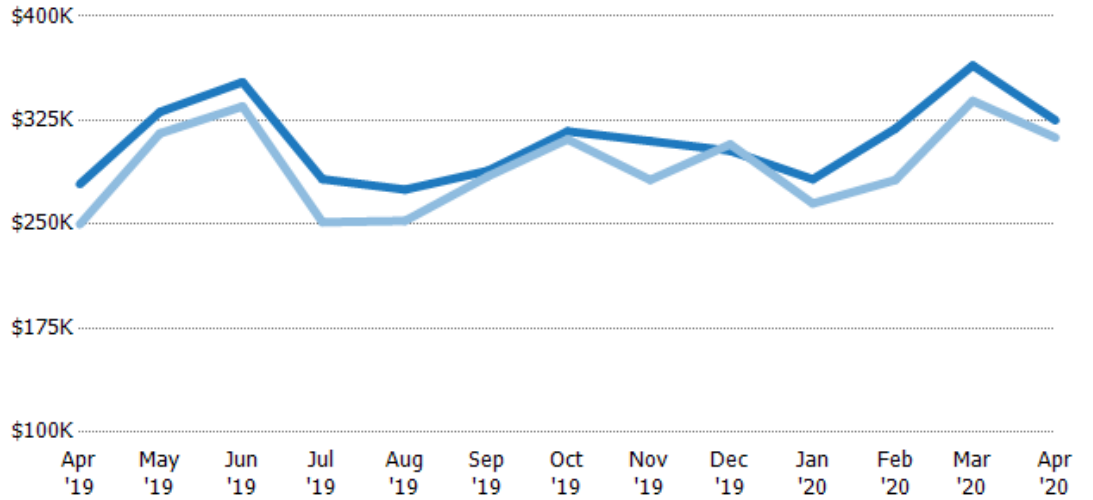
Avg List Price	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$364K	\$272K	\$366K	\$387K	\$491K
Avg Sales Price	\$311K	\$357K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$346K	\$254K	\$339K	\$351K	\$451K
Avg Sales Price as a % of Avg List Price	92%	95%	94%	88%	95%	95%	95%	95%	95%	93%	93%	91%	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: 6 Selected  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



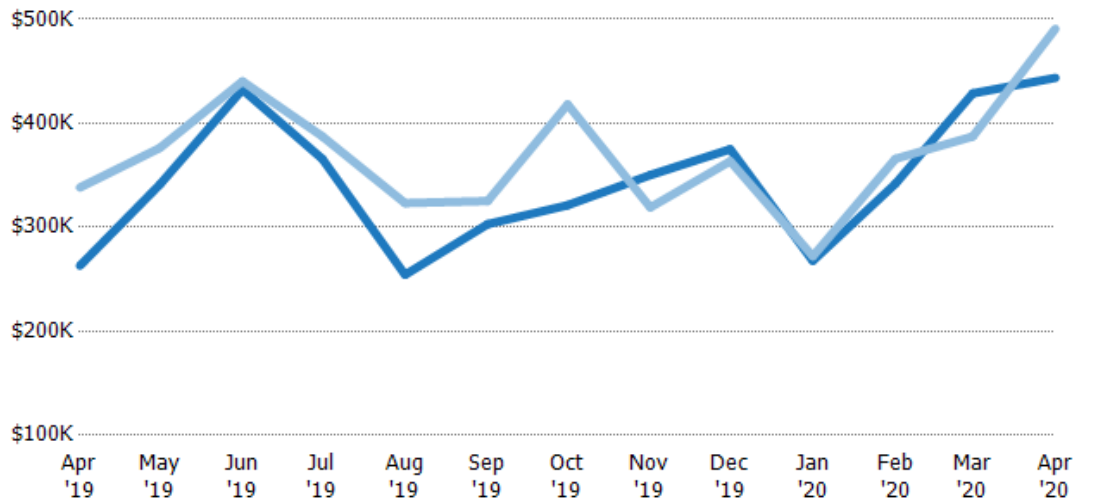
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$319K	\$365K	\$325K
Median Sales Price	\$250K	\$316K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$308K	\$265K	\$282K	\$339K	\$313K
Med Sales Price as a % of Med List Price	90%	95%	95%	89%	92%	99%	98%	91%	102%	94%	88%	93%	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: 6 Selected  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



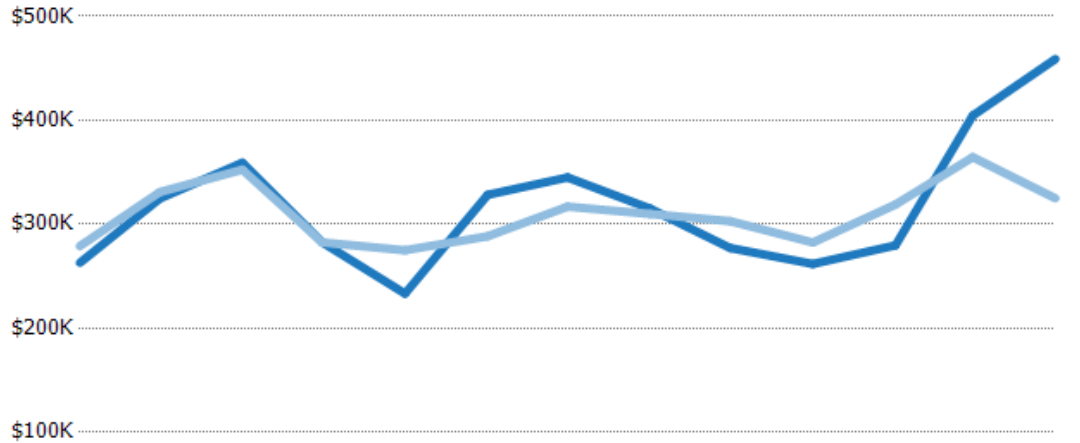
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$263K	\$341K	\$432K	\$366K	\$254K	\$303K	\$321K	\$350K	\$375K	\$268K	\$342K	\$429K	\$444K
Avg Sales Price	\$338K	\$376K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$364K	\$272K	\$366K	\$387K	\$491K
Avg Sales Price as a % of Avg Est Value	129%	110%	102%	106%	127%	107%	130%	91%	97%	102%	107%	90%	111%

## 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



	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	\$263K	\$325K	\$359K	\$283K	\$233K	\$328K	\$345K	\$315K	\$277K	\$262K	\$280K	\$405K	\$459K
Median Sales Price	\$279K	\$331K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$319K	\$365K	\$325K
Med Sales Price as a % of Med Est Value	106%	102%	98%	100%	118%	88%	92%	98%	109%	108%	114%	90%	71%