

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	19	+5.3%	40	53	-24.5%
New Listing Volume	\$8,166,400	\$6,137,500	+33.1%	\$16,054,000	\$15,194,150	+5.7%
Active Listing Count	31	36	-13.9%	N/A	N/A	
Active Listing Volume	\$14,744,000	\$14,770,899	-0.2%	N/A	N/A	
Average Listing Price	\$475,613	\$410,303	+15.9%	\$423,356	\$428,282	-1.1%
Median Listing Price	\$325,000	\$324,500	+0.2%	\$321,960	\$342,114	-5.9%
Median Days in RPR	40	37	+8.1%	106.7	128.88	-17.2%
Months of Inventory	15.5	5.1	+201.4%	4.4	5	-11.4%
Absorption Rate	6.45%	19.44%	-13%	22.58%	20%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	9	13	-30.8%	28	45	-37.8%
New Pending Sales Volume	\$2,618,800	\$4,136,800	-36.7%	\$8,880,600	\$12,418,650	-28.5%
Pending Sales Count	13	19	-31.6%	N/A	N/A	
Pending Sales Volume	\$3,740,300	\$5,463,900	-31.5%	N/A	N/A	
Closed Sales Count	2	9	-77.8%	15	28	-46.4%
Closed Sales Volume	\$535,000	\$2,877,000	-81.4%	\$4,141,900	\$7,566,923	-45.3%
Average Sales Price	\$267,500	\$319,667	-16.3%	\$276,127	\$270,247	+2.2%
Median Sales Price	\$267,500	\$320,000	-16.4%	\$298,067	\$263,277	+13.2%

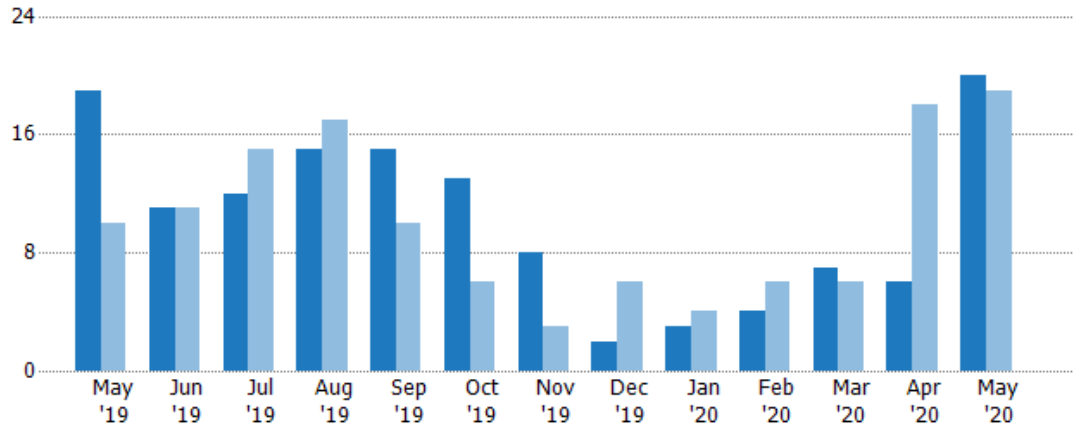
New Listings

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.
May '20	20	5.3%
May '19	19	90%
May '18	10	150%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	19	11	12	15	15	13	8	2	3	4	7	6	20
Prior Year	10	11	15	17	10	6	3	6	4	6	6	18	19
Percent Change from Prior Year	90%	0%	-20%	-12%	50%	117%	167%	-67%	-25%	-33%	17%	-67%	5%

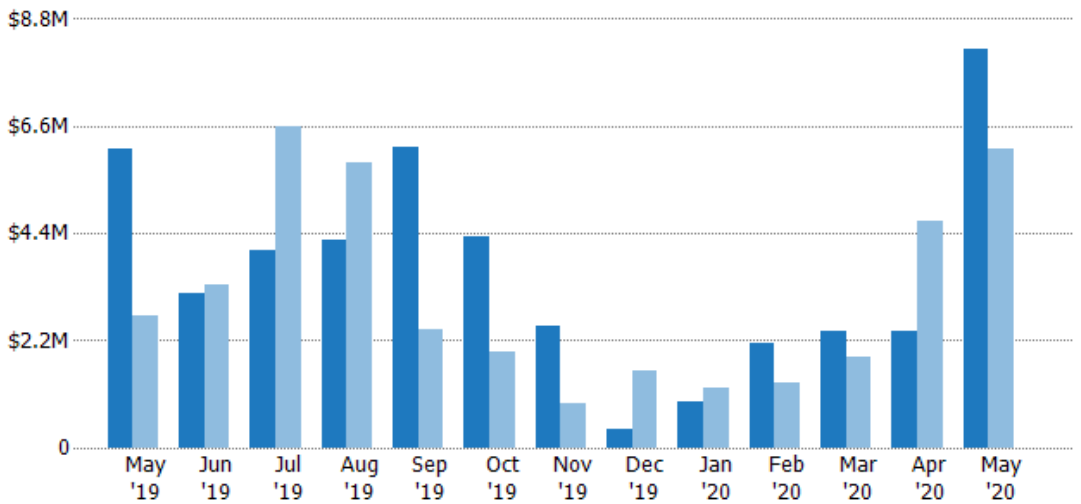
New Listing Volume

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.
May '20	\$8.17M	33.1%
May '19	\$6.14M	126.4%
May '18	\$2.71M	134.7%



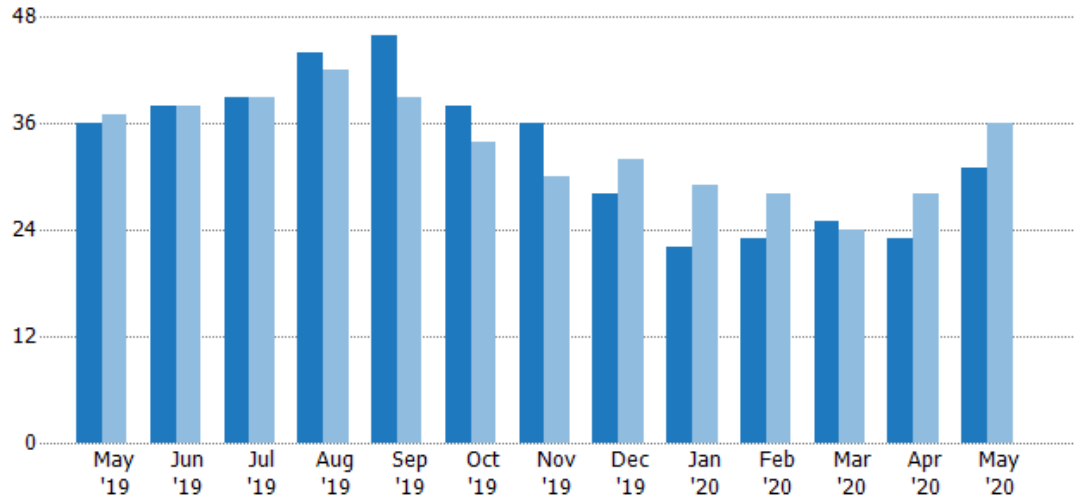
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$6.16M	\$4.35M	\$2.52M	\$369K	\$934K	\$2.16M	\$2.39M	\$2.41M	\$8.17M
Prior Year	\$2.71M	\$3.35M	\$6.59M	\$5.86M	\$2.44M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M
Percent Change from Prior Year	126%	-5%	-38%	-27%	153%	120%	180%	-77%	-23%	63%	28%	-48%	33%

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.
May '20	31	-13.9%
May '19	36	-2.7%
May '18	37	27%

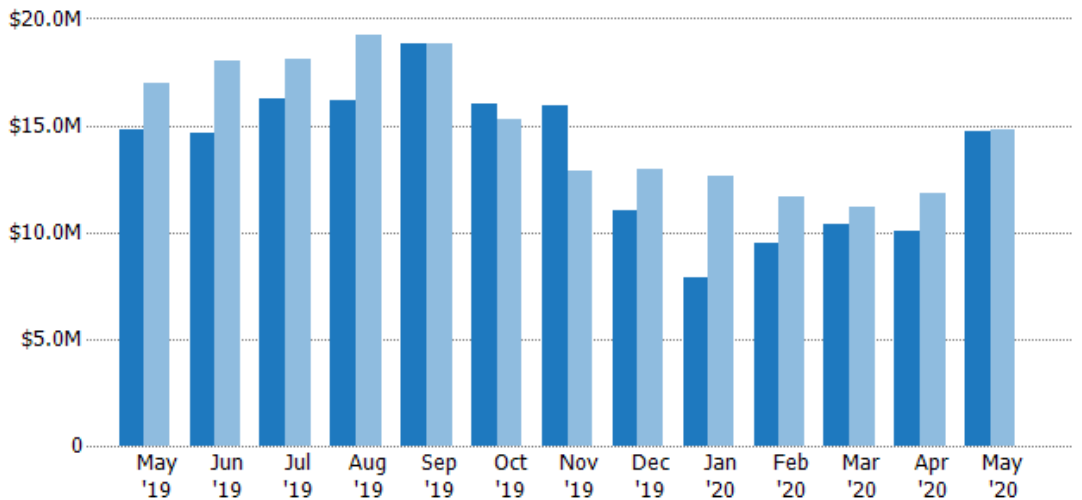
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	36	38	39	44	46	38	36	28	22	23	25	23	31
Prior Year	37	38	39	42	39	34	30	32	29	28	24	28	36
Percent Change from Prior Year	-3%	0%	0%	5%	18%	12%	20%	-13%	-24%	-18%	4%	-18%	-14%

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.
May '20	\$14.7M	-0.2%
May '19	\$14.8M	-12.9%
May '18	\$17M	-16.2%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.8M	\$16M	\$15.9M	\$11M	\$7.87M	\$9.47M	\$10.4M	\$10.1M	\$14.7M
Prior Year	\$17M	\$18M	\$18.1M	\$19.2M	\$18.9M	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M
Percent Change from Prior Year	-13%	-19%	-11%	-16%	0%	5%	24%	-15%	-38%	-19%	-7%	-15%	0%

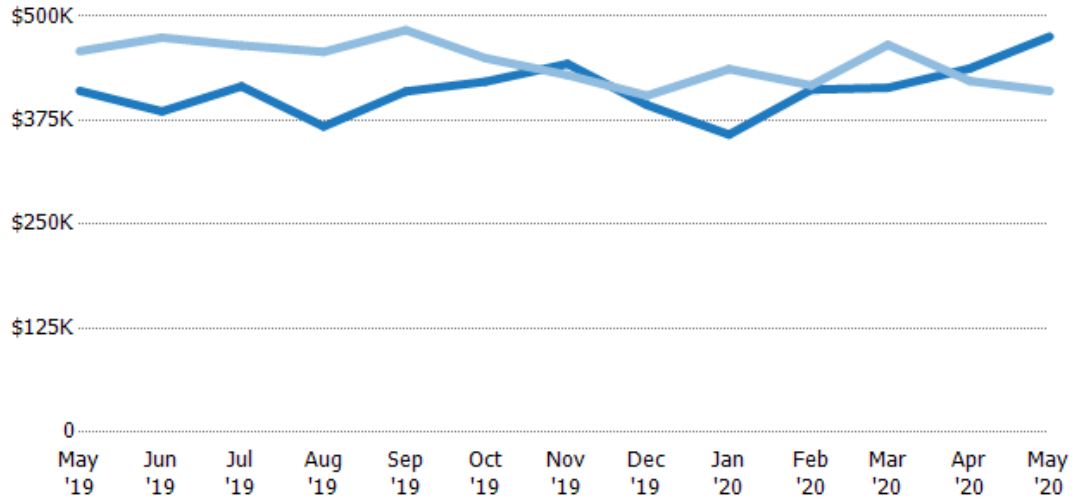
Average Listing Price

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.
May '20	\$476K	15.9%
May '19	\$410K	-10.4%
May '18	\$458K	-34%



Current Year	\$410K	\$386K	\$416K	\$368K	\$410K	\$421K	\$443K	\$393K	\$358K	\$412K	\$414K	\$437K	\$476K
Prior Year	\$458K	\$474K	\$465K	\$457K	\$483K	\$450K	\$429K	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K
Percent Change from Prior Year	-10%	-19%	-11%	-20%	-15%	-6%	3%	-3%	-18%	-1%	-11%	4%	16%

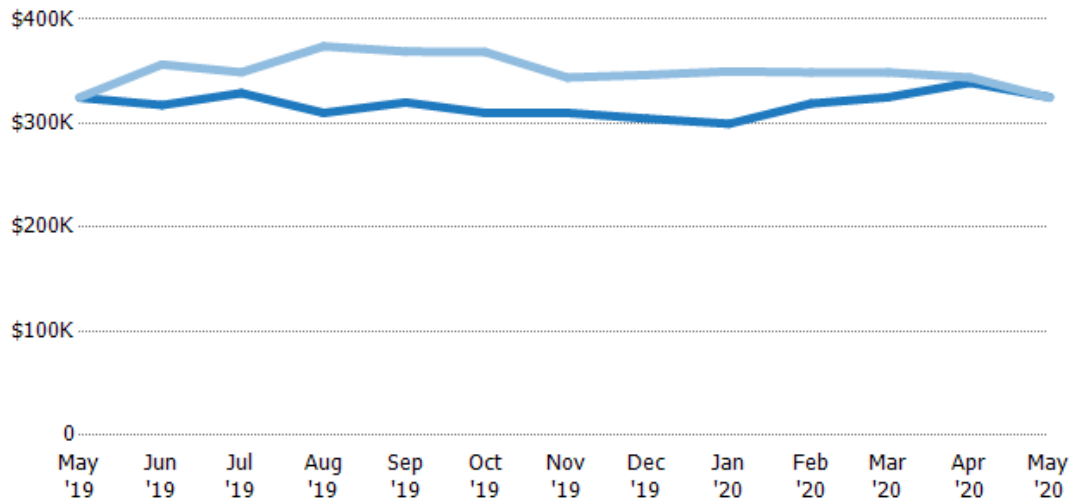
Median Listing Price

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.
May '20	\$325K	0.2%
May '19	\$325K	-0.2%
May '18	\$325K	-15.4%



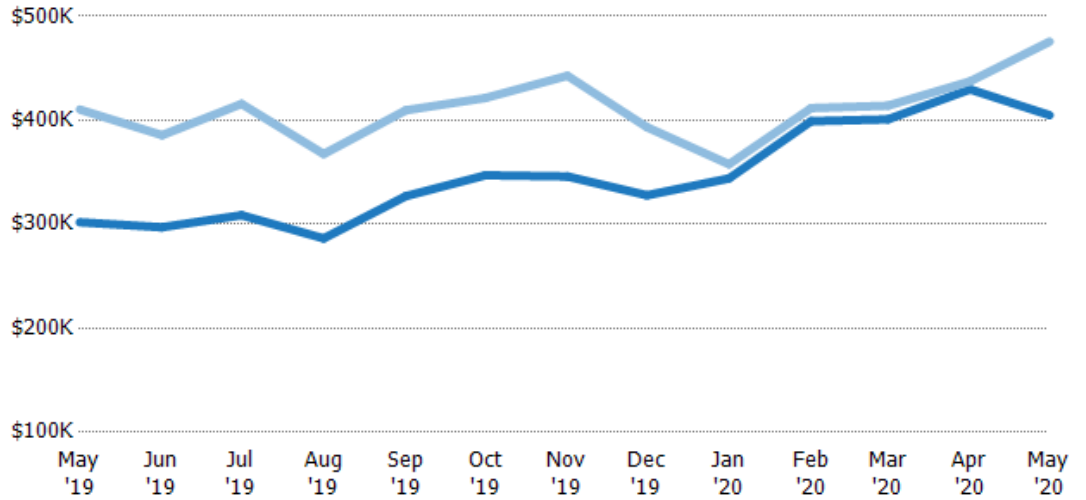
Current Year	\$325K	\$318K	\$329K	\$310K	\$320K	\$310K	\$310K	\$305K	\$300K	\$319K	\$325K	\$339K	\$325K
Prior Year	\$325K	\$357K	\$349K	\$374K	\$369K	\$369K	\$344K	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K
Percent Change from Prior Year	0%	-11%	-6%	-17%	-13%	-16%	-10%	-12%	-14%	-9%	-7%	-1%	0%

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



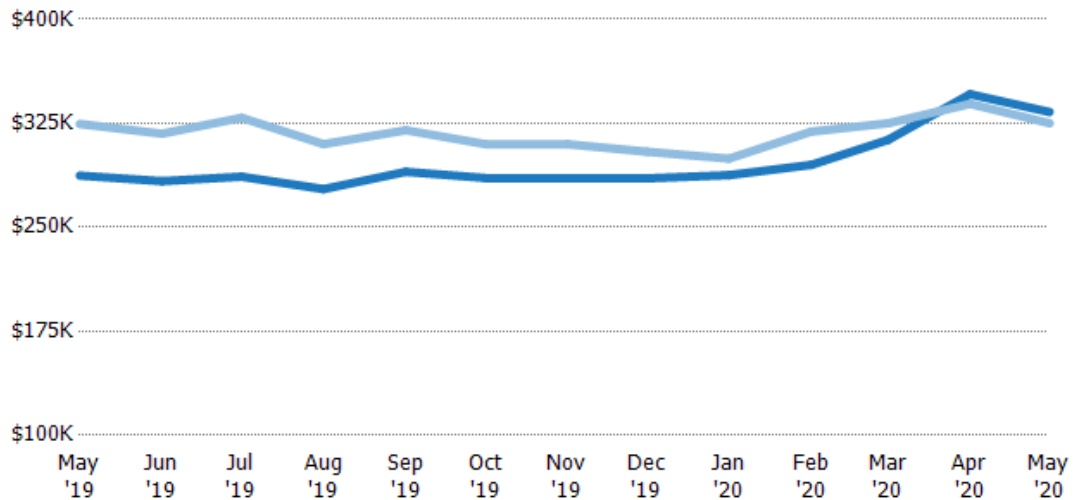
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$302K	\$297K	\$309K	\$286K	\$327K	\$347K	\$346K	\$328K	\$344K	\$399K	\$401K	\$430K	\$405K
Avg Listing Price	\$410K	\$386K	\$416K	\$368K	\$410K	\$421K	\$443K	\$393K	\$358K	\$412K	\$414K	\$437K	\$476K
Avg Listing Price as a % of Avg Est Value	136%	130%	135%	128%	125%	121%	128%	120%	104%	103%	103%	102%	117%

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



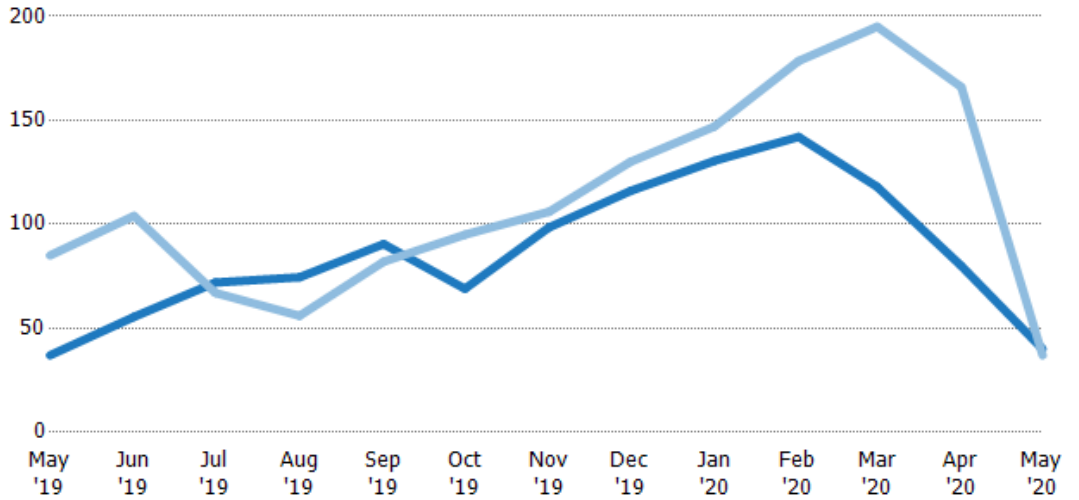
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$287K	\$283K	\$287K	\$278K	\$290K	\$286K	\$285K	\$285K	\$288K	\$295K	\$313K	\$346K	\$333K
Median Listing Price	\$325K	\$318K	\$329K	\$310K	\$320K	\$310K	\$310K	\$305K	\$300K	\$319K	\$325K	\$339K	\$325K
Med Listing Price as a % of Med Est Value	113%	112%	115%	112%	110%	109%	109%	107%	104%	108%	104%	98%	98%

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.
May '20	40	8.1%
May '19	37	-56.5%
May '18	85	-34.1%

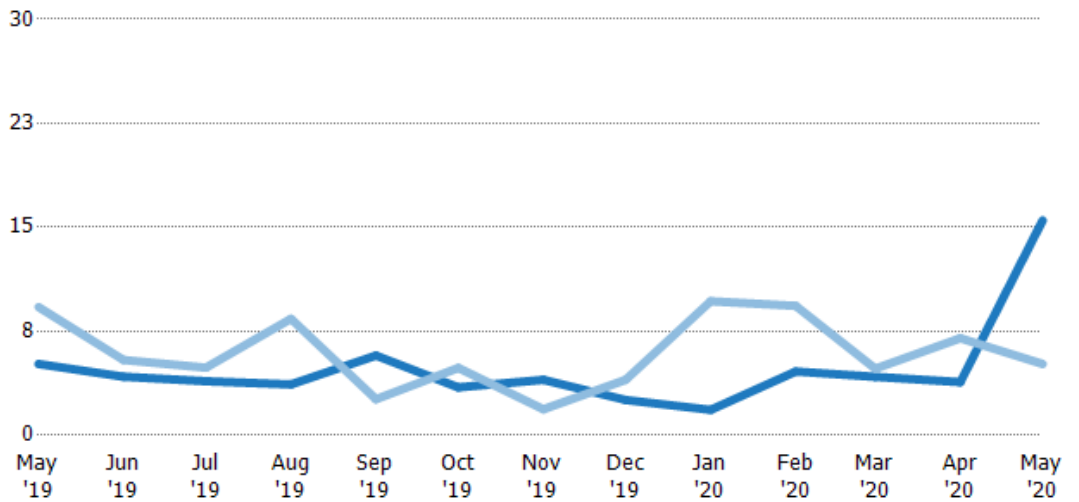
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	37	55.5	72	74.5	90.5	69	98.5	116	131	142	118	80	40
Prior Year	85	104	67	56	82	95	106	130	147	179	195	166	37
Percent Change from Prior Year	-56%	-47%	7%	33%	10%	-27%	-7%	-11%	-11%	-20%	-39%	-52%	8%

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



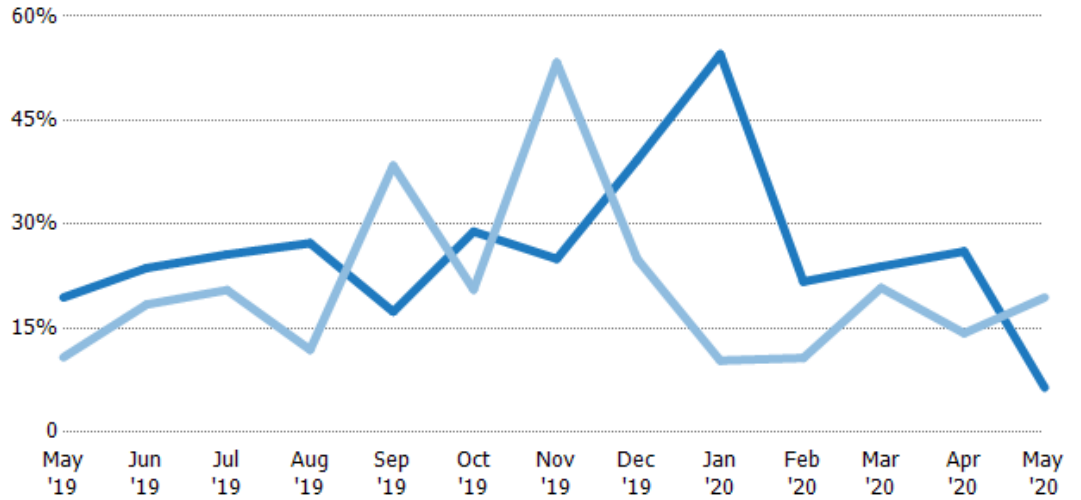
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	5.14	4.22	3.9	3.67	5.75	3.45	4	2.55	1.83	4.6	4.22	3.83	15.5
Prior Year	9.25	5.43	4.88	8.4	2.6	4.86	1.88	4	9.67	9.33	4.8	7	5.14
Percent Change from Prior Year	-44%	-22%	-20%	-56%	121%	-29%	113%	-36%	-81%	-51%	-100%	-45%	201%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



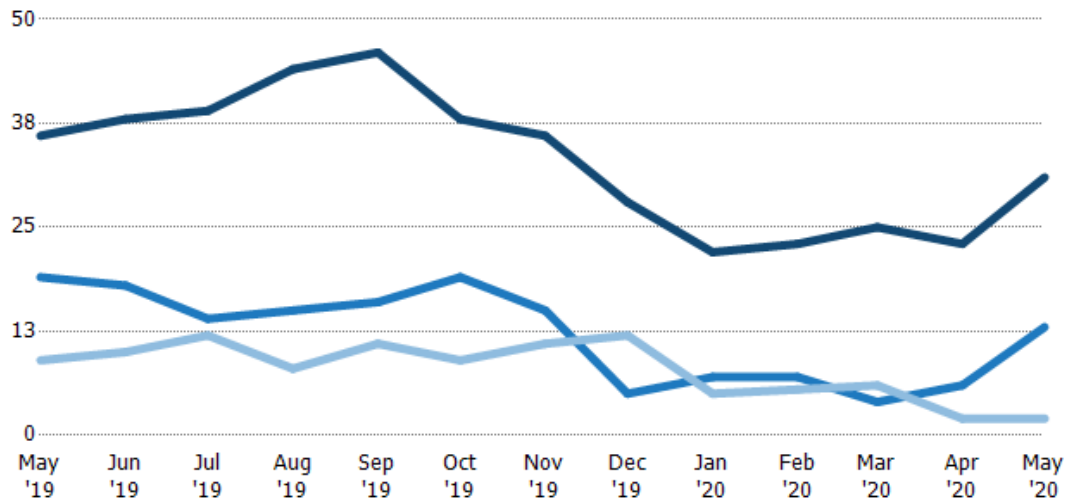
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	19%	24%	26%	27%	17%	29%	25%	39%	55%	22%	24%	26%	6%
Prior Year	11%	18%	21%	12%	38%	21%	53%	25%	10%	11%	21%	14%	19%
Change from Prior Year	-9%	-5%	-5%	-15%	21%	-8%	28%	-14%	-44%	-11%	21%	-12%	13%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	36	38	39	44	46	38	36	28	22	23	25	23	31
Pending	19	18	14	15	16	19	15	5	7	7	4	6	13
Sold	9	10	12	8	11	9	11	12	5	5.5	6	2	2

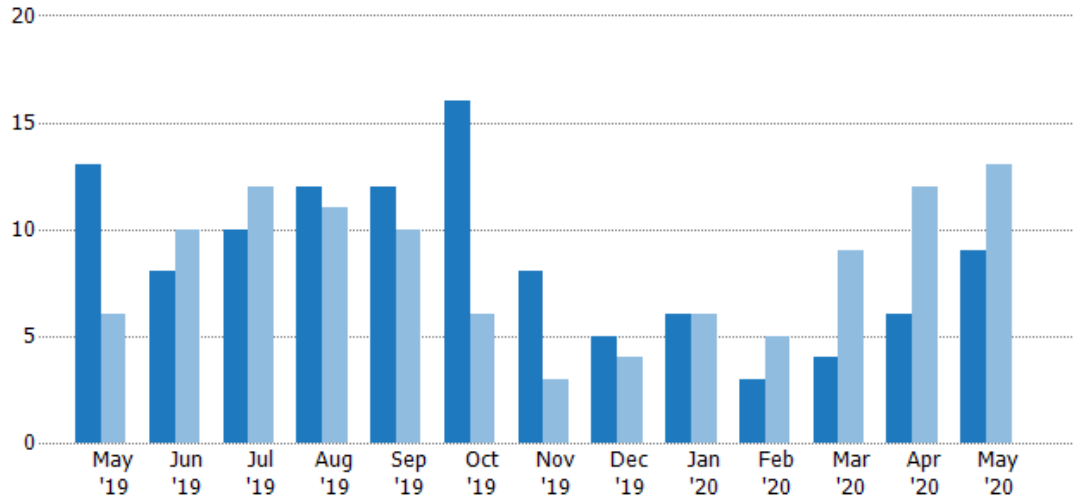
New Pending Sales

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.
May '20	9	-30.8%
May '19	13	116.7%
May '18	6	100%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	13	8	10	12	12	16	8	5	6	3	4	6	9
Prior Year	6	10	12	11	10	6	3	4	6	5	9	12	13
Percent Change from Prior Year	117%	-20%	-17%	9%	20%	167%	167%	25%	0%	-40%	-56%	-50%	-31%

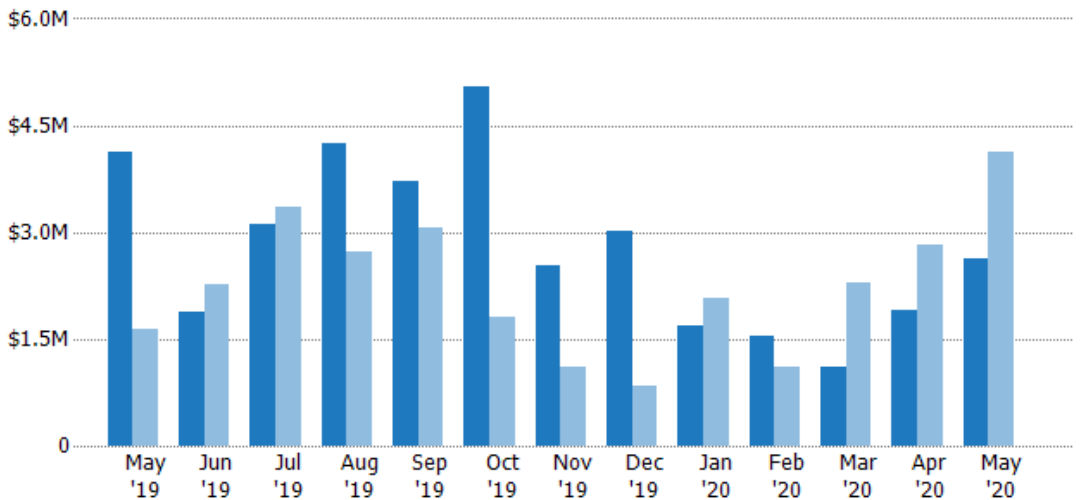
New Pending Sales Volume

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.
May '20	\$2.62M	-36.7%
May '19	\$4.14M	151.6%
May '18	\$1.64M	84.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$4.14M	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M	\$3.02M	\$1.7M	\$1.55M	\$1.11M	\$1.9M	\$2.62M
Prior Year	\$1.64M	\$2.28M	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M
Percent Change from Prior Year	152%	-17%	-7%	56%	22%	179%	129%	264%	-18%	40%	-51%	-33%	-37%

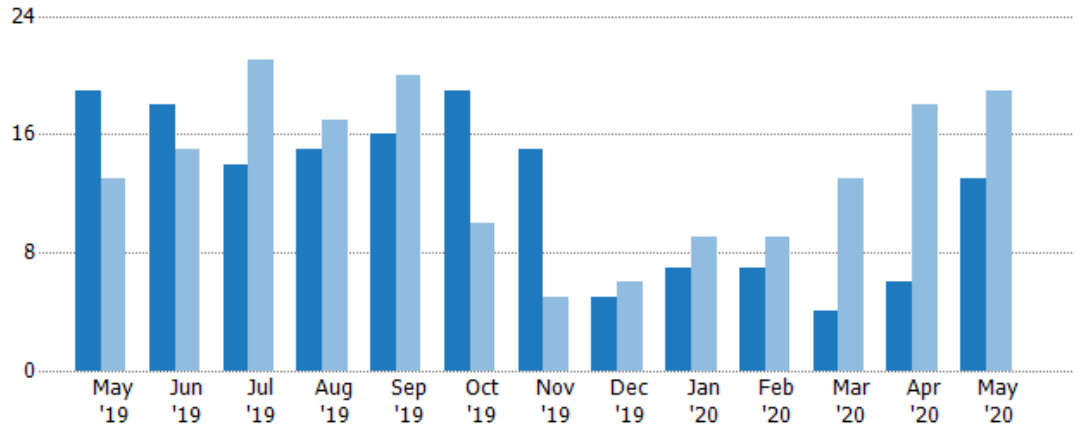
Pending Sales

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.
May '20	13	-31.6%
May '19	19	46.2%
May '18	13	53.8%



Current Year	19	18	14	15	16	19	15	5	7	7	4	6	13
Prior Year	13	15	21	17	20	10	5	6	9	9	13	18	19
Percent Change from Prior Year	46%	20%	-33%	-12%	-20%	90%	200%	-17%	-22%	-22%	-69%	-67%	-32%

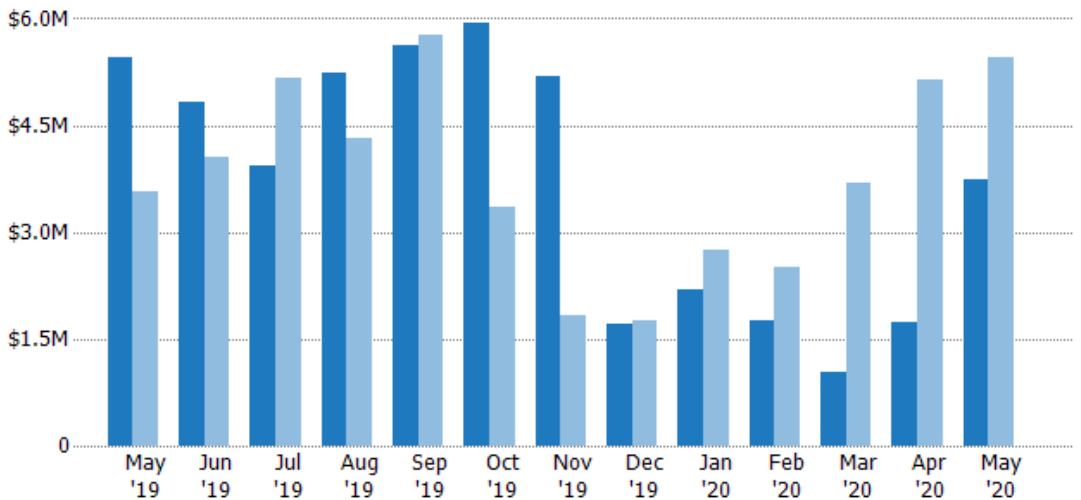
Pending Sales Volume

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

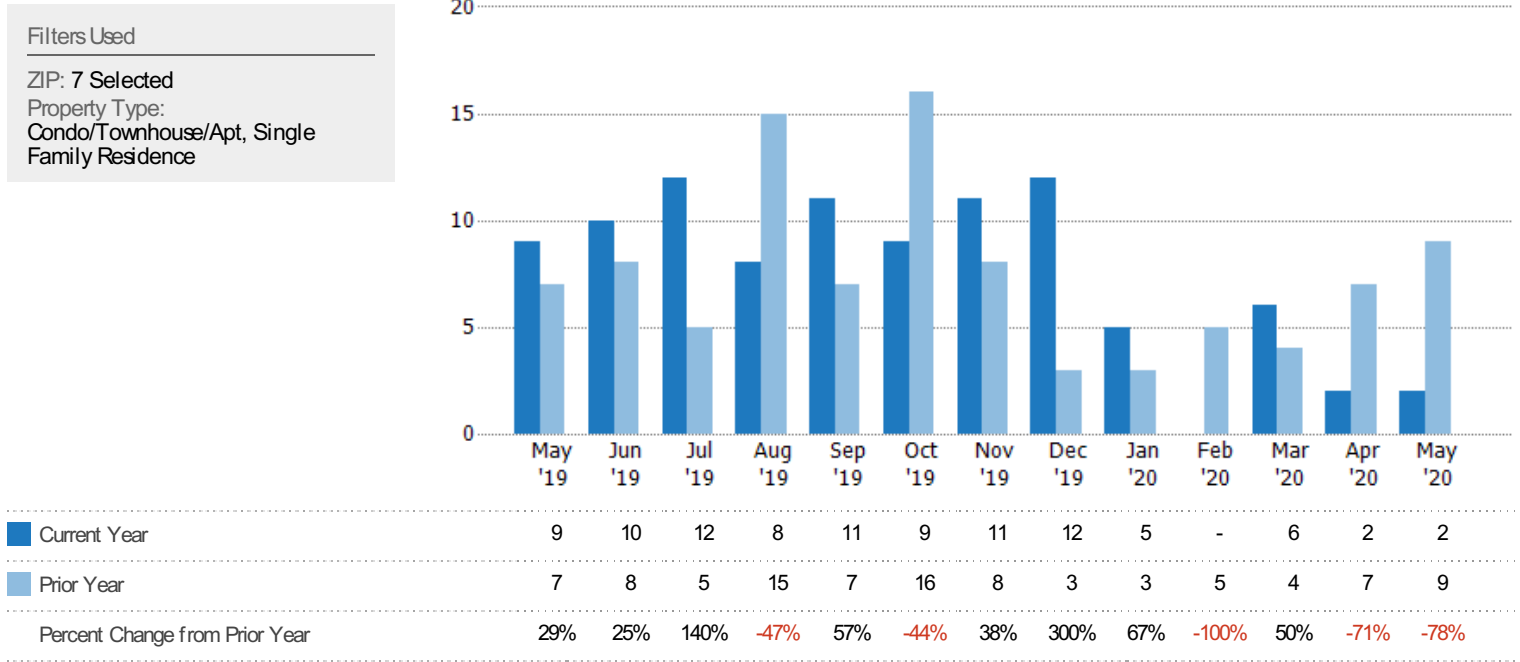
Month/ Year	Volume	% Chg.
May '20	\$3.74M	-31.5%
May '19	\$5.46M	53%
May '18	\$3.57M	44.6%



Current Year	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$5.19M	\$1.71M	\$2.19M	\$1.75M	\$1.04M	\$1.73M	\$3.74M
Prior Year	\$3.57M	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M
Percent Change from Prior Year	53%	19%	-24%	21%	-2%	77%	182%	-3%	-20%	-30%	-72%	-66%	-32%

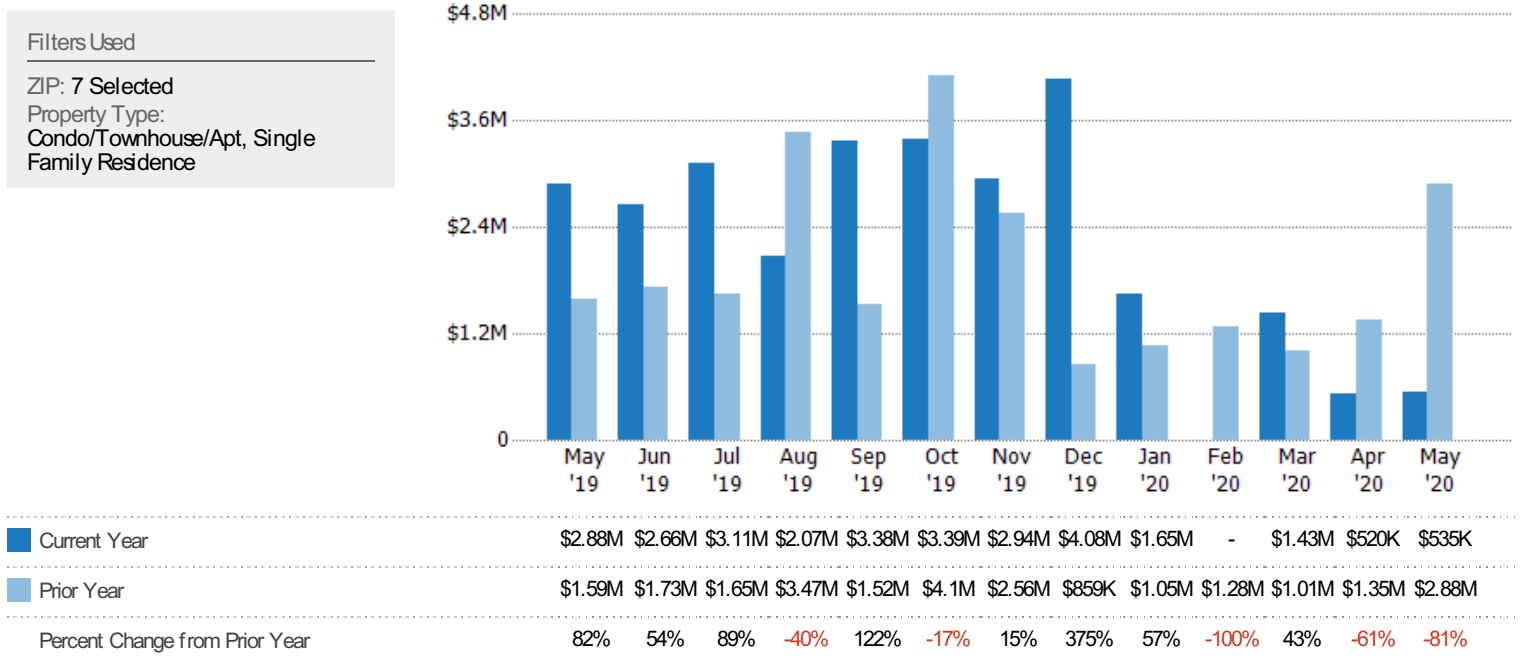
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

The sum of the sales price of residential properties sold each month.

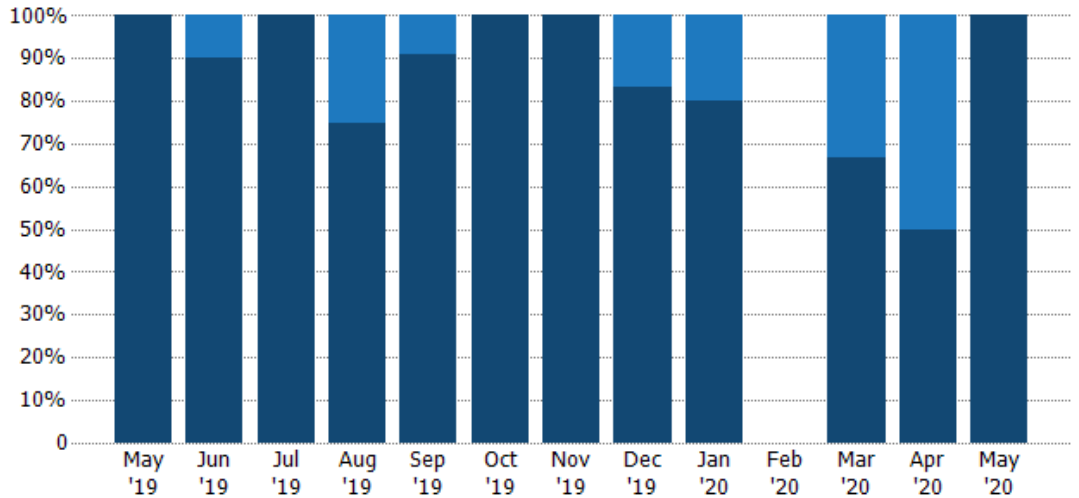


Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



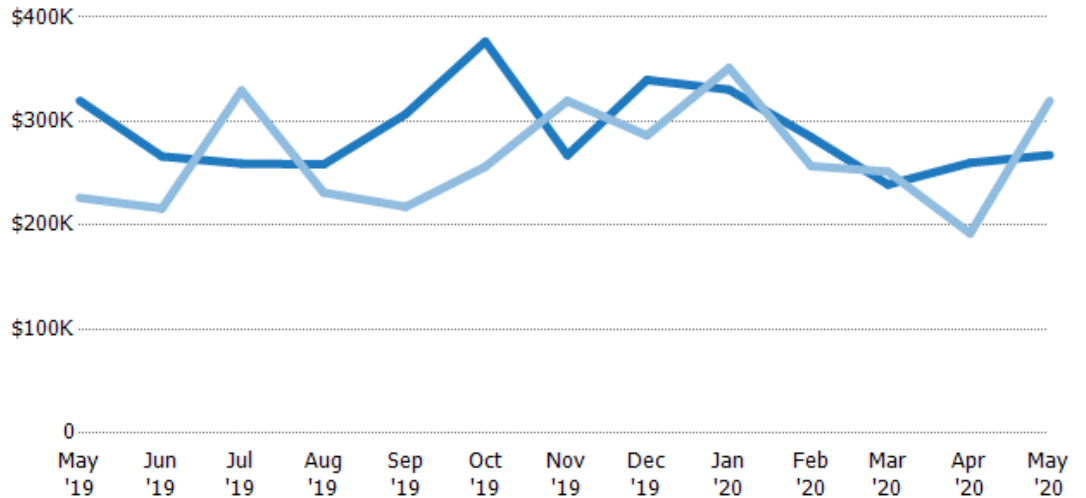
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	-	10%	-	25%	9%	-	-	17%	20%	-	33%	50%	-
Single Family Residence	100%	90%	100%	75%	91%	100%	100%	83%	80%	-	67%	50%	100%

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



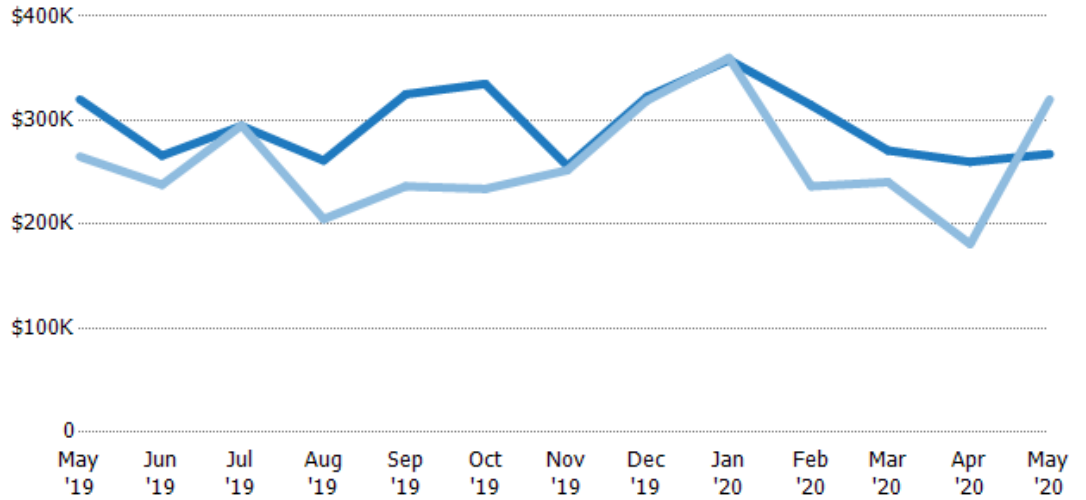
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K	\$268K
Prior Year	\$226K	\$216K	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K
Percent Change from Prior Year	41%	23%	-21%	12%	41%	47%	-16%	19%	-6%	-100%	-5%	35%	-16%

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



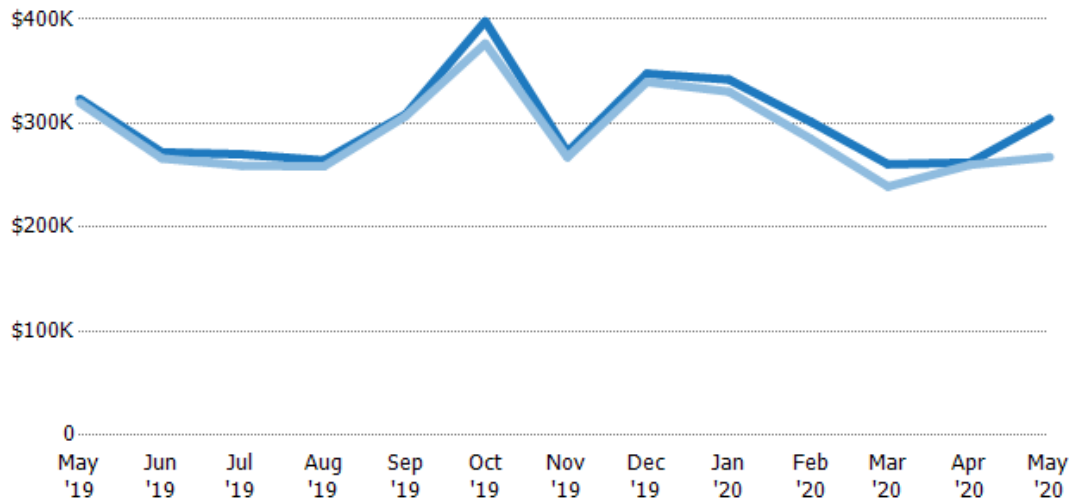
Current Year	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K	\$268K
Prior Year	\$265K	\$238K	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K
Percent Change from Prior Year	21%	12%	0%	27%	37%	43%	2%	1%	-1%	-100%	13%	44%	-16%

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



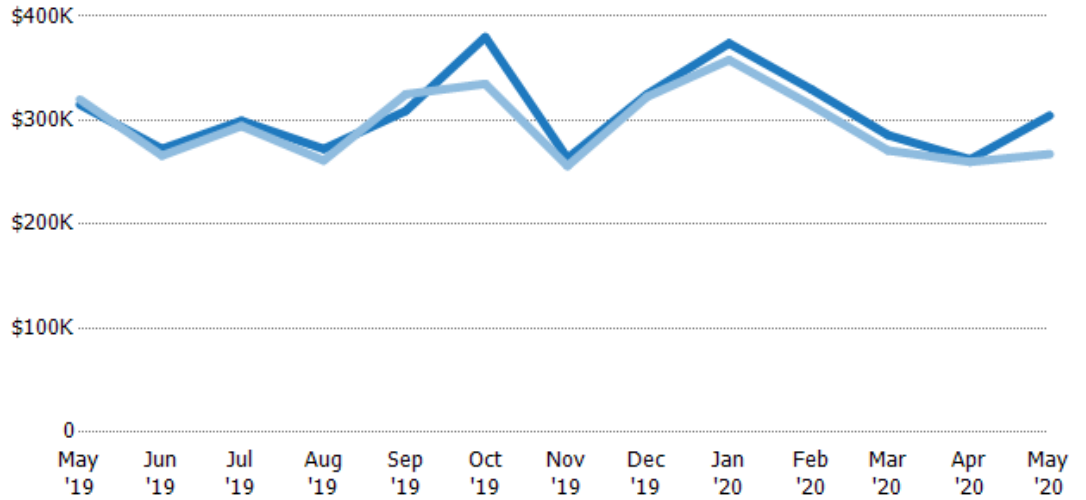
Avg List Price	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K	\$305K
Avg Sales Price	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K	\$268K
Avg Sales Price as a % of Avg List Price	99%	98%	96%	98%	99%	95%	98%	98%	97%	94%	92%	99%	88%

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



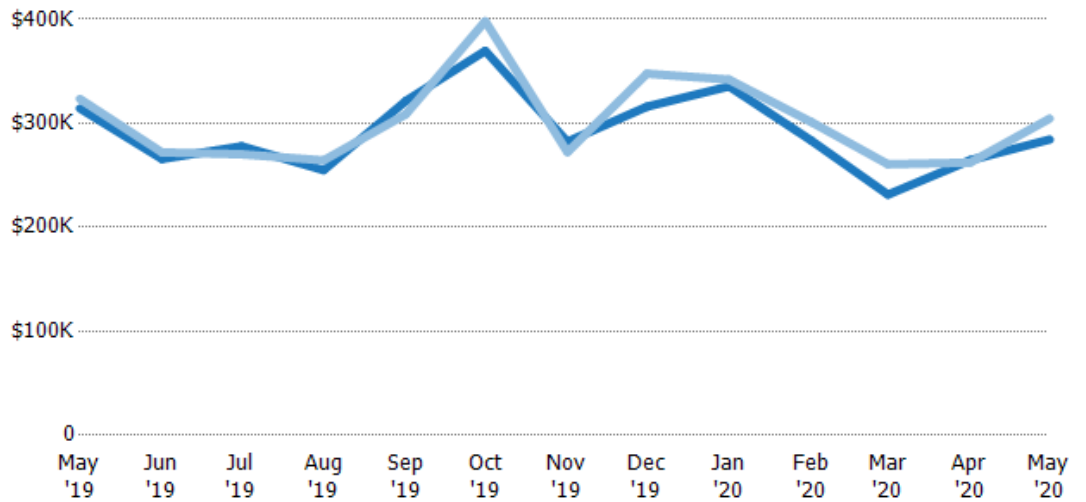
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K	\$305K
Median Sales Price	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K	\$268K
Med Sales Price as a % of Med List Price	102%	98%	98%	96%	105%	88%	97%	99%	96%	95%	95%	99%	88%

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



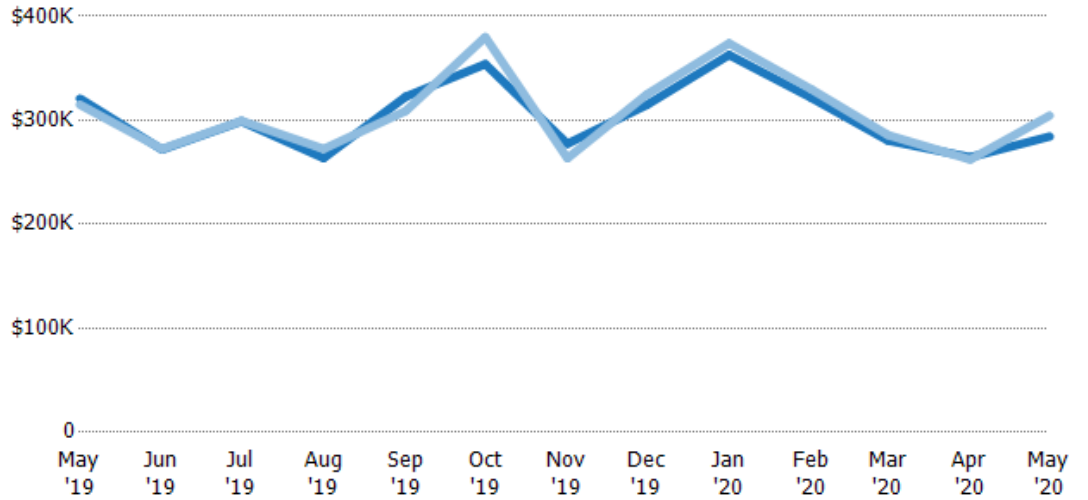
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$314K	\$266K	\$278K	\$255K	\$321K	\$370K	\$282K	\$316K	\$336K	\$283K	\$231K	\$264K	\$284K
Avg Sales Price	\$323K	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K	\$305K
Avg Sales Price as a % of Avg Est Value	103%	102%	97%	104%	96%	108%	96%	110%	102%	107%	113%	99%	107%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$321K	\$272K	\$299K	\$264K	\$323K	\$354K	\$277K	\$315K	\$363K	\$322K	\$281K	\$264K	\$284K
Median Sales Price	\$315K	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K	\$305K
Med Sales Price as a % of Med Est Value	98%	100%	100%	103%	96%	107%	95%	103%	103%	102%	102%	99%	107%