

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	19	21	-9.5%	108	120	-10%
New Listing Volume	\$9,728,400	\$8,107,050	+20%	\$59,734,700	\$54,842,950	+8.9%
Active Listing Count	174	217	-19.8%	N/A	N/A	
Active Listing Volume	\$129,951,000	\$123,519,149	+5.2%	N/A	N/A	
Average Listing Price	\$746,845	\$569,213	+31.2%	\$703,049	\$555,395	+26.6%
Median Listing Price	\$475,000	\$399,000	+19%	\$463,032	\$392,968	+17.8%
Median Days in RPR	191.5	244	-21.5%	189.68	236.84	-19.9%
Months of Inventory	17.4	10.3	+68.4%	12.1	16.4	-26.4%
Absorption Rate	5.75%	9.68%	-3.9%	8.28%	6.09%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	24	21	+14.3%	94	108	-13%
New Pending Sales Volume	\$9,433,800	\$7,469,900	+26.3%	\$41,975,600	\$38,691,799	+8.5%
Pending Sales Count	33	29	+13.8%	N/A	N/A	
Pending Sales Volume	\$11,839,900	\$11,025,800	+7.4%	N/A	N/A	
Closed Sales Count	14	29	-51.7%	66	82	-19.5%
Closed Sales Volume	\$5,666,600	\$10,507,319	-46.1%	\$23,395,400	\$27,628,489	-15.3%
Average Sales Price	\$404,757	\$362,321	+11.7%	\$354,476	\$336,933	+5.2%
Median Sales Price	\$377,850	\$326,000	+15.9%	\$315,438	\$283,045	+11.4%

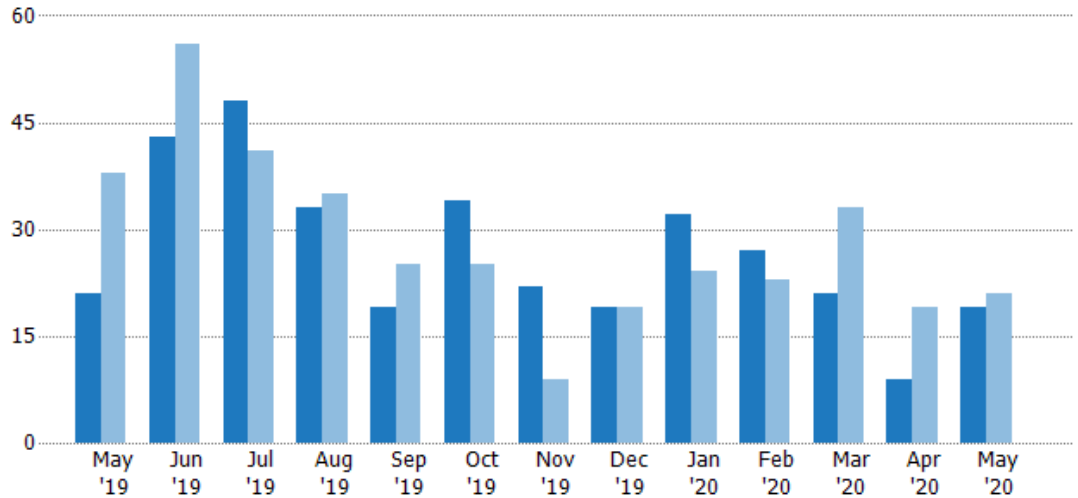
New Listings

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.
May '20	19	-9.5%
May '19	21	-44.7%
May '18	38	31.6%



Current Year	21	43	48	33	19	34	22	19	32	27	21	9	19
Prior Year	38	56	41	35	25	25	9	19	24	23	33	19	21
Percent Change from Prior Year	-45%	-23%	17%	-6%	-24%	36%	144%	0%	33%	17%	-36%	-53%	-10%

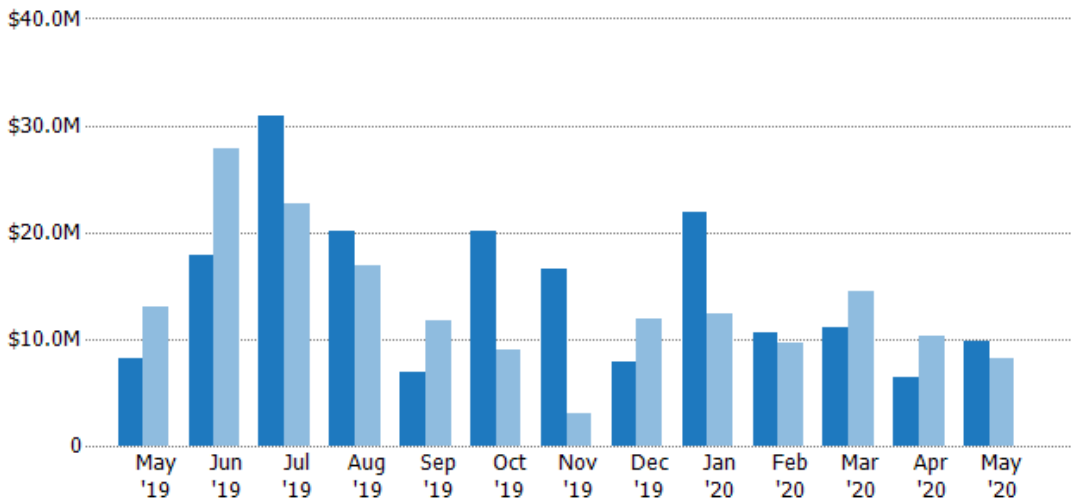
New Listing Volume

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.
May '20	\$9.73M	20%
May '19	\$8.11M	-37.4%
May '18	\$12.9M	40.8%



Current Year	\$8.11M	\$17.8M	\$30.9M	\$20.1M	\$6.83M	\$20.1M	\$16.5M	\$7.93M	\$21.9M	\$10.6M	\$11.1M	\$6.37M	\$9.73M
Prior Year	\$12.9M	\$27.8M	\$22.8M	\$16.9M	\$11.7M	\$8.97M	\$3.07M	\$11.9M	\$12.4M	\$9.71M	\$14.4M	\$10.2M	\$8.11M
Percent Change from Prior Year	-37%	-36%	36%	19%	-42%	124%	440%	-33%	77%	9%	-23%	-38%	20%

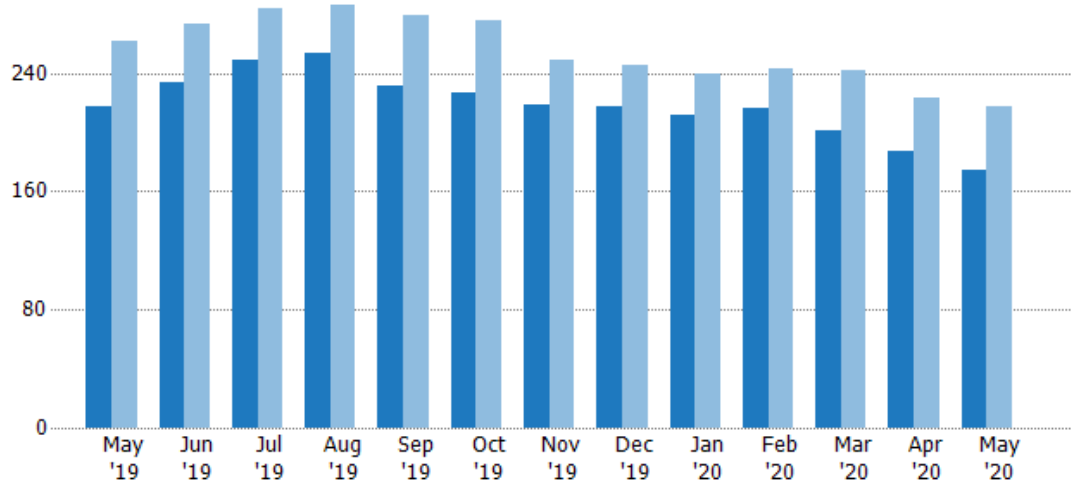
Active Listings

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.
May '20	174	-19.8%
May '19	217	-17.2%
May '18	262	7.3%



Current Year	217	234	249	253	231	227	219	217	212	216	201	187	174
Prior Year	262	273	284	286	279	275	249	245	240	243	242	223	217
Percent Change from Prior Year	-17%	-14%	-12%	-12%	-17%	-17%	-12%	-11%	-12%	-11%	-17%	-16%	-20%

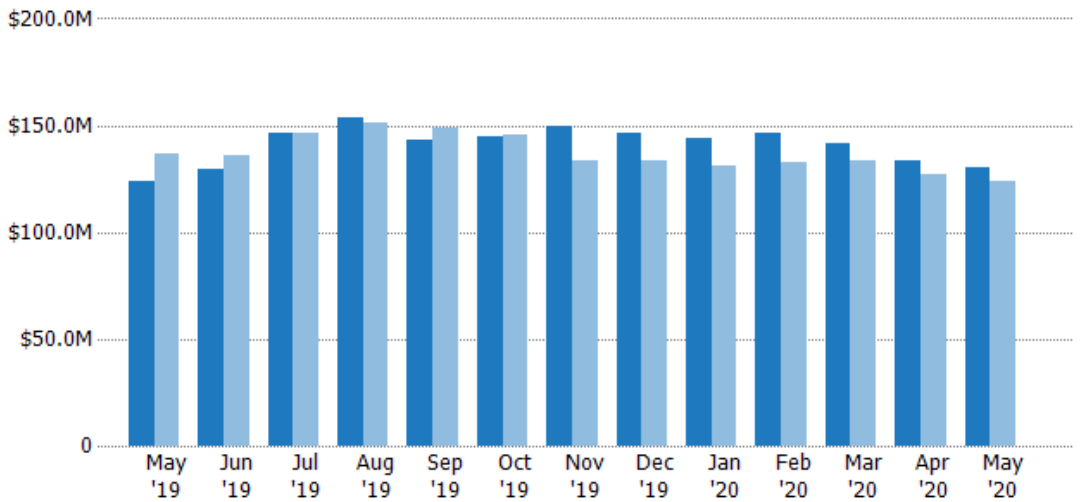
Active Listing Volume

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.
May '20	\$130M	5.2%
May '19	\$124M	-9.6%
May '18	\$137M	2%



Current Year	\$124M	\$130M	\$147M	\$154M	\$143M	\$145M	\$149M	\$146M	\$144M	\$147M	\$142M	\$133M	\$130M
Prior Year	\$137M	\$136M	\$147M	\$151M	\$149M	\$146M	\$134M	\$134M	\$131M	\$133M	\$134M	\$127M	\$124M
Percent Change from Prior Year	-10%	-5%	0%	2%	-4%	-1%	12%	9%	10%	11%	6%	5%	5%

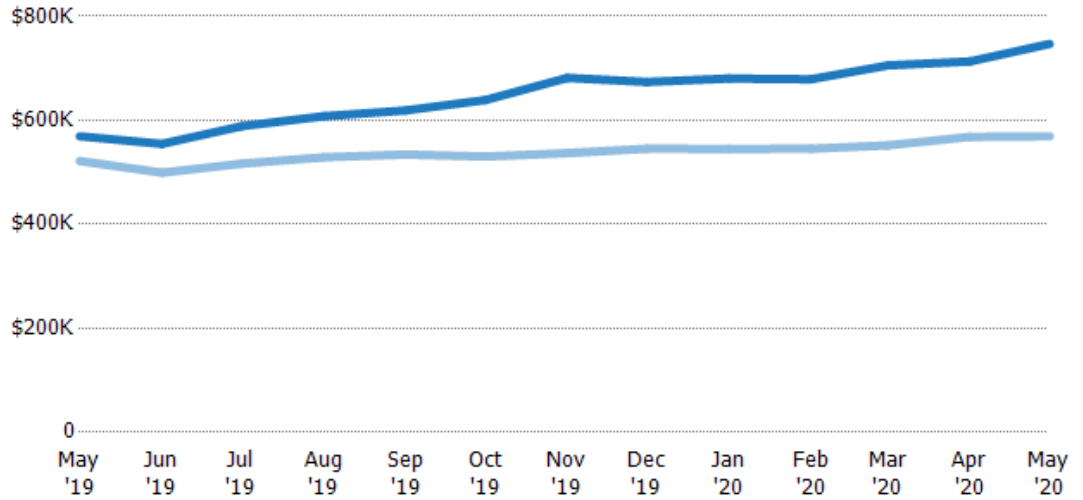
Average Listing Price

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.
May '20	\$747K	31.2%
May '19	\$569K	9.1%
May '18	\$522K	-4.9%



Current Year	\$569K	\$555K	\$589K	\$608K	\$619K	\$639K	\$682K	\$674K	\$680K	\$679K	\$706K	\$713K	\$747K
Prior Year	\$522K	\$499K	\$517K	\$529K	\$534K	\$530K	\$537K	\$545K	\$545K	\$545K	\$552K	\$568K	\$569K
Percent Change from Prior Year	9%	11%	14%	15%	16%	20%	27%	24%	25%	25%	28%	26%	31%

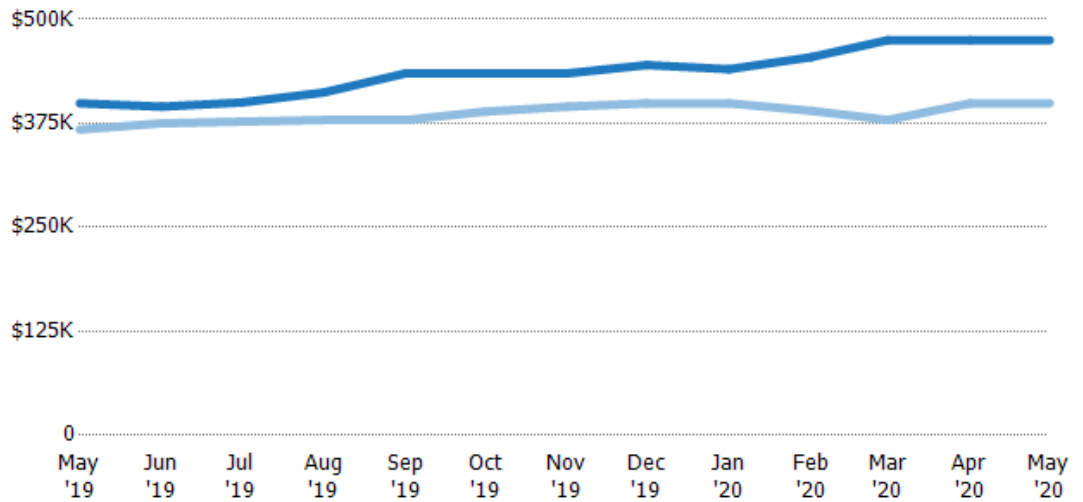
Median Listing Price

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.
May '20	\$475K	19%
May '19	\$399K	8.6%
May '18	\$368K	-6.1%



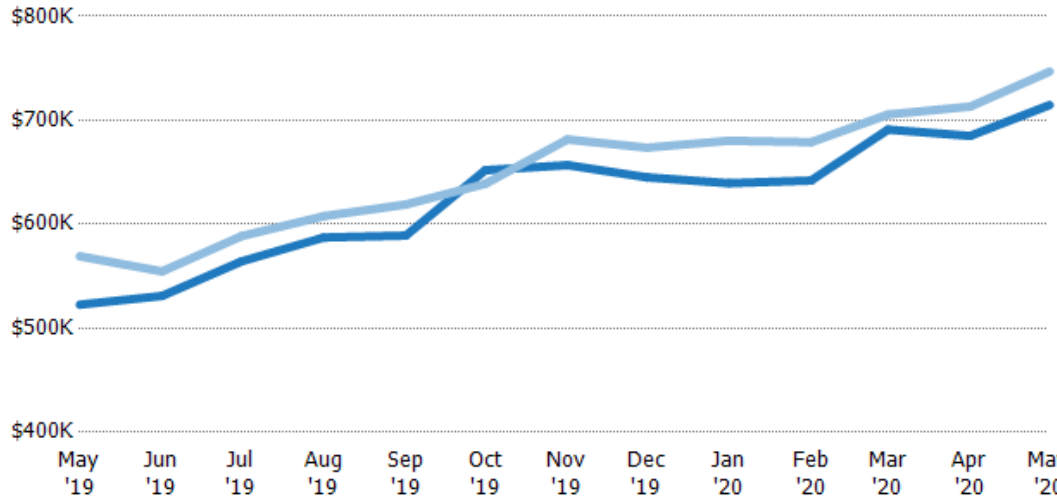
Current Year	\$399K	\$395K	\$400K	\$412K	\$435K	\$435K	\$435K	\$445K	\$440K	\$455K	\$475K	\$475K	\$475K
Prior Year	\$368K	\$375K	\$377K	\$379K	\$379K	\$389K	\$395K	\$399K	\$399K	\$390K	\$379K	\$399K	\$399K
Percent Change from Prior Year	9%	5%	6%	9%	15%	12%	10%	12%	10%	17%	25%	19%	19%

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



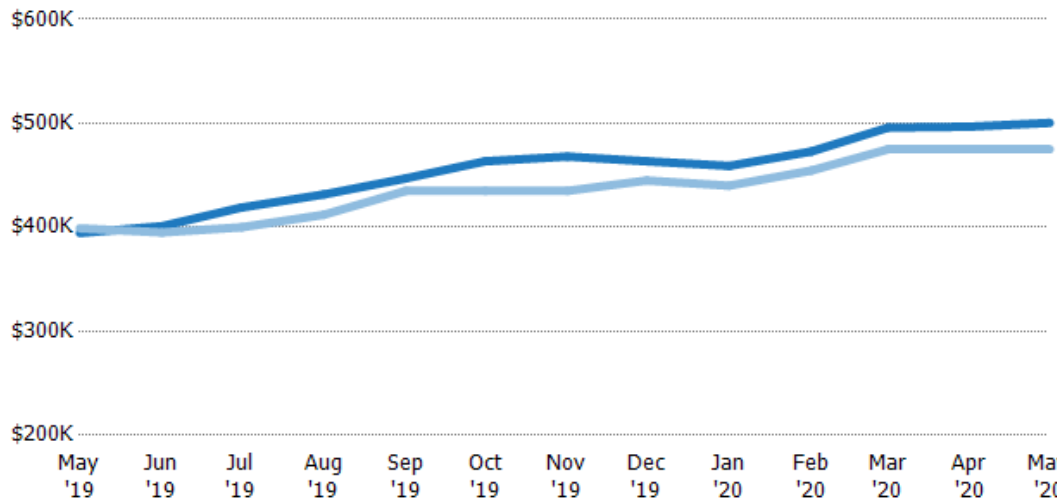
Avg Est Value	\$523K	\$531K	\$564K	\$587K	\$589K	\$652K	\$657K	\$645K	\$639K	\$642K	\$691K	\$685K	\$715K
Avg Listing Price	\$569K	\$555K	\$589K	\$608K	\$619K	\$639K	\$682K	\$674K	\$680K	\$679K	\$706K	\$713K	\$747K
Avg Listing Price as a % of Avg Est Value	109%	104%	104%	103%	105%	98%	104%	104%	106%	106%	102%	104%	105%

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 Est Value	\$395K	\$401K	\$419K	\$432K	\$447K	\$464K	\$468K	\$464K	\$459K	\$473K	\$496K	\$497K	\$500K
Median Listing Price	\$399K	\$395K	\$400K	\$412K	\$435K	\$435K	\$435K	\$445K	\$440K	\$455K	\$475K	\$475K	\$475K
Med Listing Price as a % of Med Est Value	101%	99%	95%	95%	97%	94%	93%	96%	96%	96%	96%	96%	95%

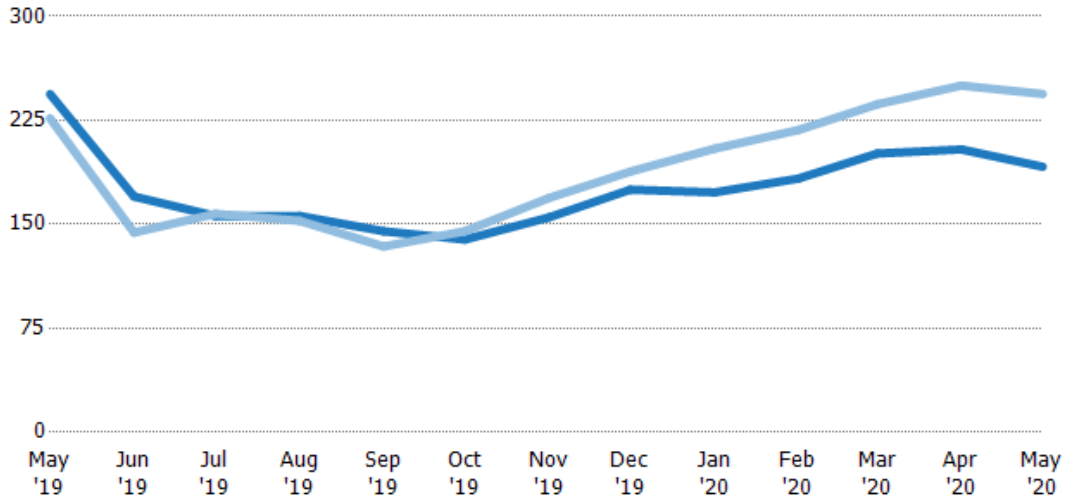
Median Days in RPR

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.
May '20	192	-21.5%
May '19	244	7.7%
May '18	227	-13.5%



	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	244	170	156	156	145	139	155	175	173	183	201	204	192
Prior Year	227	144	158	153	134	145	169	188	205	218	237	250	244
Percent Change from Prior Year	8%	18%	-1%	2%	8%	-4%	-8%	-7%	-15%	-16%	-15%	-18%	-22%

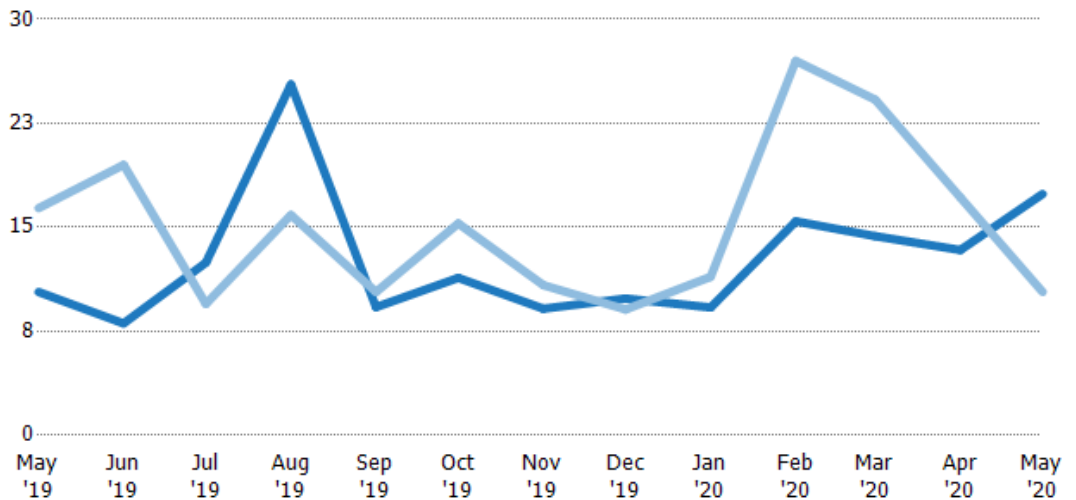
Months of Inventory

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.
May '20	17.4	68.4%
May '19	10.3	-36.9%
May '18	16.4	43%



	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	10.3	8.07	12.5	25.3	9.24	11.4	9.13	9.86	9.22	15.4	14.4	13.4	17.4
Prior Year	16.4	19.5	9.47	15.9	10.3	15.3	10.8	9.07	11.4	27	24.2	17.2	10.3
Percent Change from Prior Year	-37%	-59%	32%	59%	-11%	-26%	-16%	9%	-19%	-43%	-41%	-22%	68%

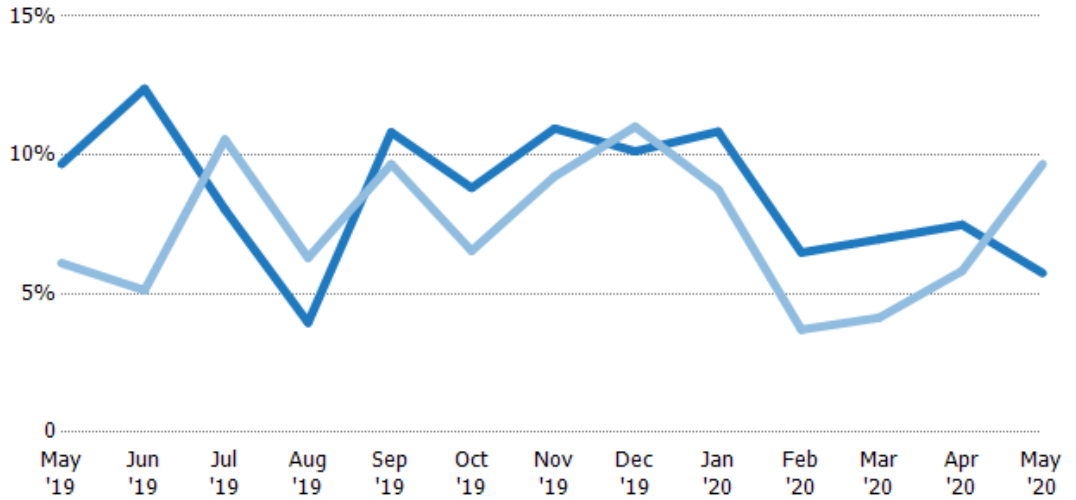
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
May '20	6%	3.9%
May '19	10%	-3.6%
May '18	6%	-30%



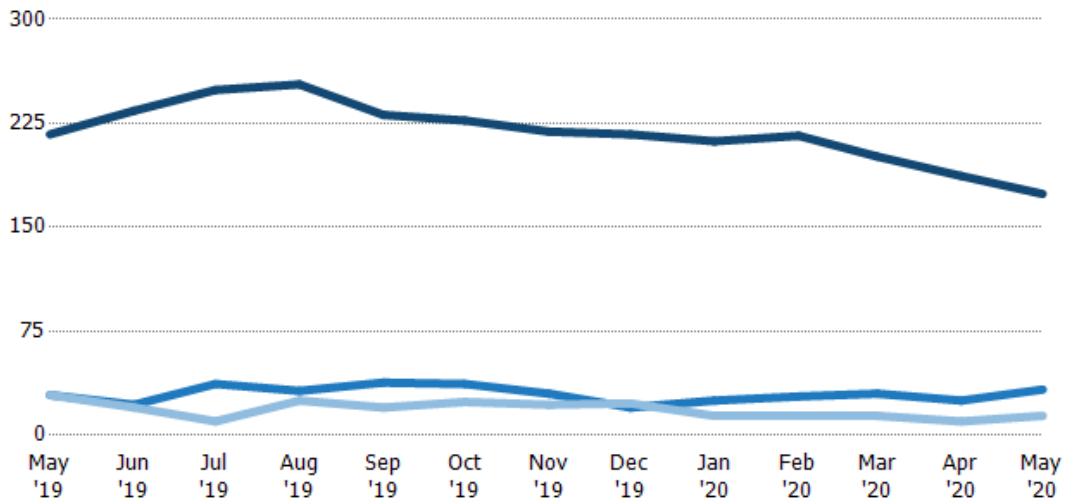
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10%	12%	8%	4%	11%	9%	11%	10%	11%	6%	7%	7%	6%
Prior Year	6%	5%	11%	6%	10%	7%	9%	11%	9%	4%	4%	6%	10%
Change from Prior Year	-4%	-7%	3%	2%	-1%	-2%	-2%	1%	-2%	-3%	-3%	-2%	4%

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



	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	217	234	249	253	231	227	219	217	212	216	201	187	174
Pending	29	22	37	32	38	37	30	20	25	28	30	25	33
Sold	29	20	10	25	20	24	22	23	14	14	14	10	14

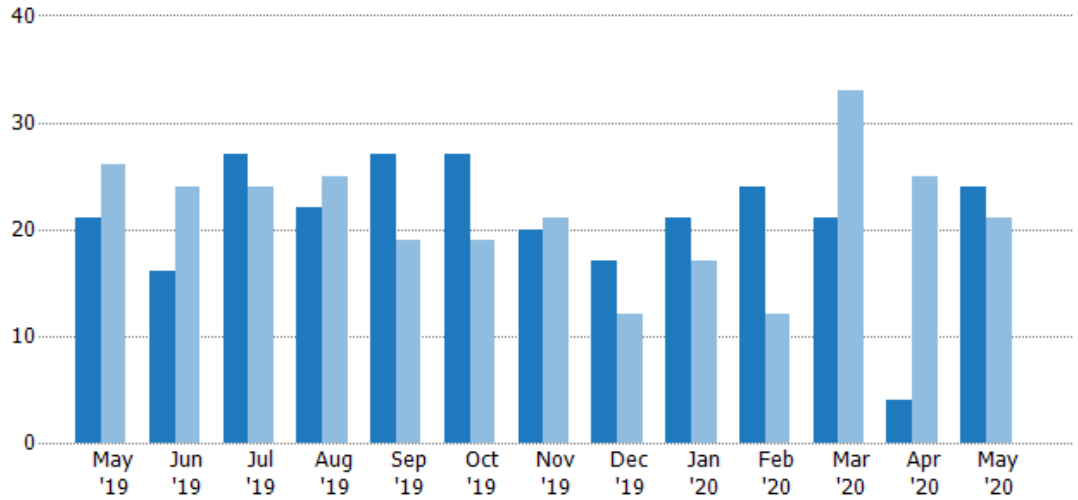
New Pending Sales

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.
May '20	24	14.3%
May '19	21	-19.2%
May '18	26	-34.6%



	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	21	16	27	22	27	27	20	17	21	24	21	4	24
Prior Year	26	24	24	25	19	19	21	12	17	12	33	25	21
Percent Change from Prior Year	-19%	-33%	13%	-12%	42%	42%	-5%	42%	24%	100%	-36%	-84%	14%

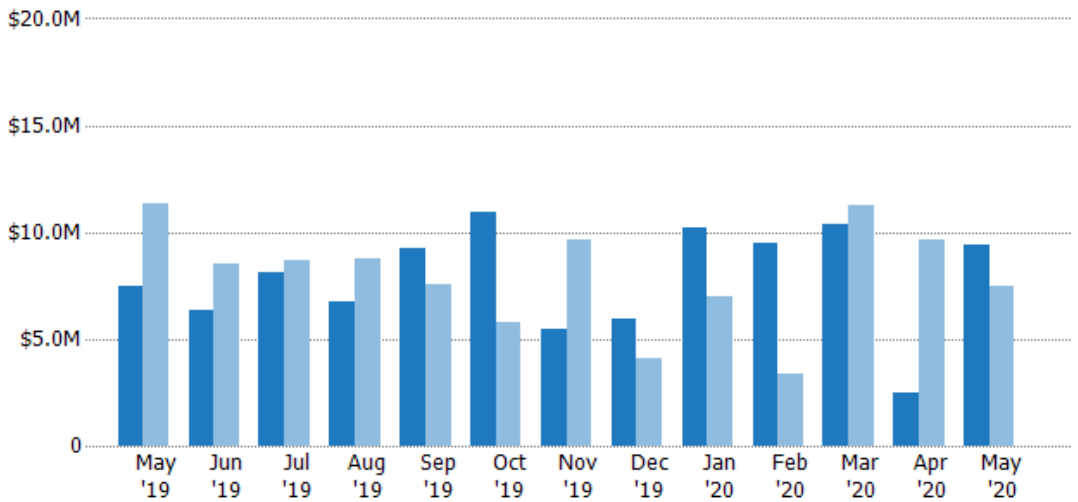
New Pending Sales Volume

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.
May '20	\$9.43M	26.3%
May '19	\$7.47M	-34.1%
May '18	\$11.3M	-62.6%



	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	\$7.47M	\$6.35M	\$8.12M	\$6.72M	\$9.25M	\$11M	\$5.44M	\$5.95M	\$10.2M	\$9.47M	\$10.4M	\$2.51M	\$9.43M
Prior Year	\$11.3M	\$8.52M	\$8.65M	\$8.77M	\$7.59M	\$5.81M	\$9.66M	\$4.09M	\$6.96M	\$3.36M	\$11.3M	\$9.62M	\$7.47M
Percent Change from Prior Year	-34%	-25%	-6%	-23%	22%	89%	-44%	45%	47%	182%	-8%	-74%	26%

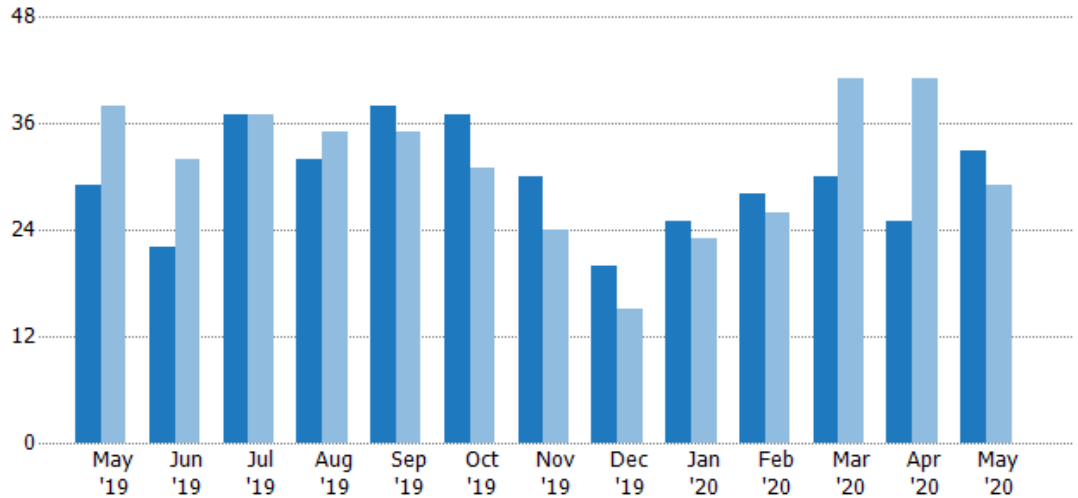
Pending Sales

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.
May '20	33	13.8%
May '19	29	-23.7%
May '18	38	-34.2%



	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	29	22	37	32	38	37	30	20	25	28	30	25	33
Prior Year	38	32	37	35	35	31	24	15	23	26	41	41	29
Percent Change from Prior Year	-24%	-31%	0%	-9%	9%	19%	25%	33%	9%	8%	-27%	-39%	14%

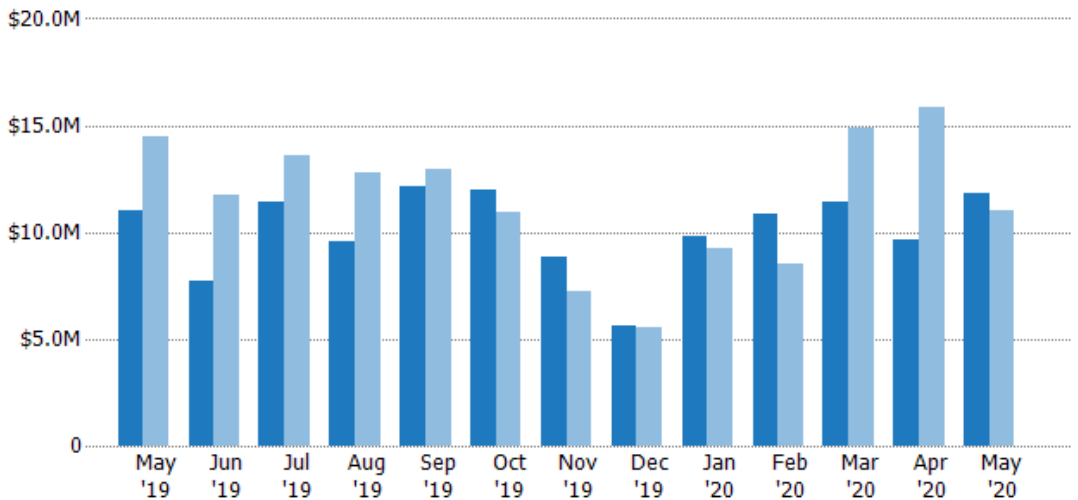
Pending Sales Volume

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.
May '20	\$11.8M	7.4%
May '19	\$11M	-23.7%
May '18	\$14.4M	-41.2%



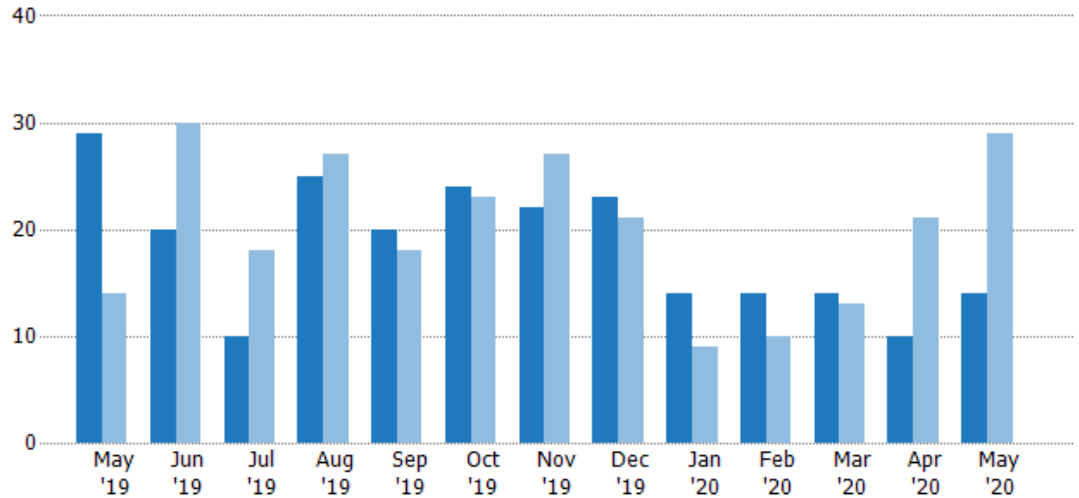
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$11M	\$7.73M	\$11.4M	\$9.53M	\$12.2M	\$12M	\$8.86M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.8M
Prior Year	\$14.4M	\$11.7M	\$13.6M	\$12.8M	\$12.9M	\$10.9M	\$7.23M	\$5.56M	\$9.24M	\$8.48M	\$14.9M	\$15.9M	\$11M
Percent Change from Prior Year	-24%	-34%	-16%	-25%	-6%	10%	23%	1%	6%	28%	-23%	-39%	7%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



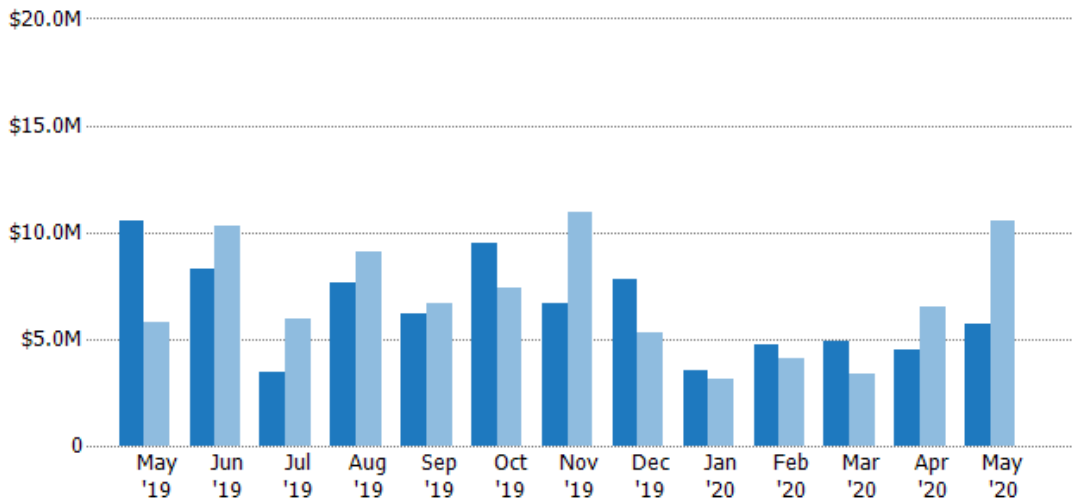
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	29	20	10	25	20	24	22	23	14	14	14	10	14
Prior Year	14	30	18	27	18	23	27	21	9	10	13	21	29
Percent Change from Prior Year	107%	-33%	-44%	-7%	11%	4%	-19%	10%	56%	40%	8%	-52%	-52%

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



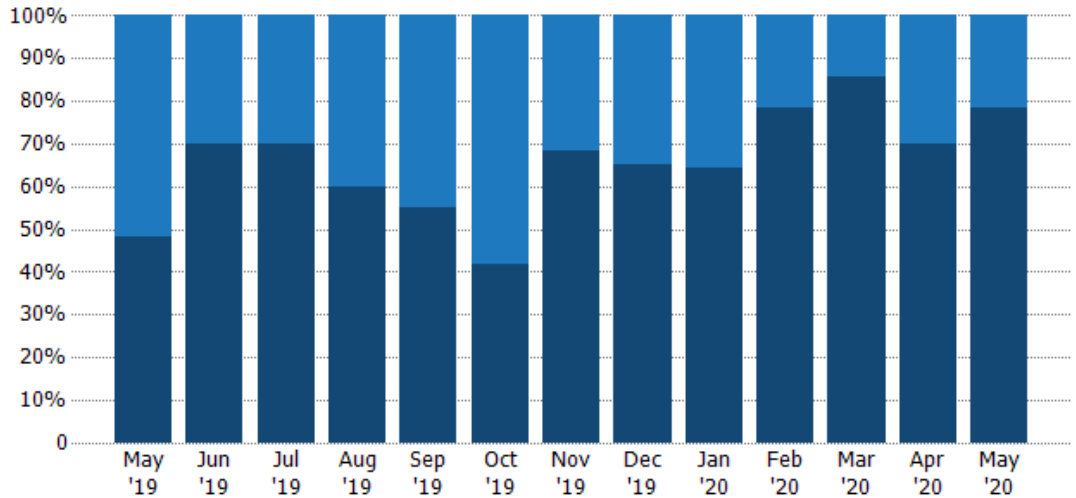
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$10.5M	\$8.26M	\$3.42M	\$7.66M	\$6.16M	\$9.48M	\$6.64M	\$7.81M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M
Prior Year	\$5.78M	\$10.3M	\$5.97M	\$9.1M	\$6.69M	\$7.37M	\$10.9M	\$5.34M	\$3.15M	\$4.08M	\$3.37M	\$6.53M	\$10.5M
Percent Change from Prior Year	82%	-20%	-43%	-16%	-8%	29%	-39%	46%	13%	16%	46%	-31%	-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



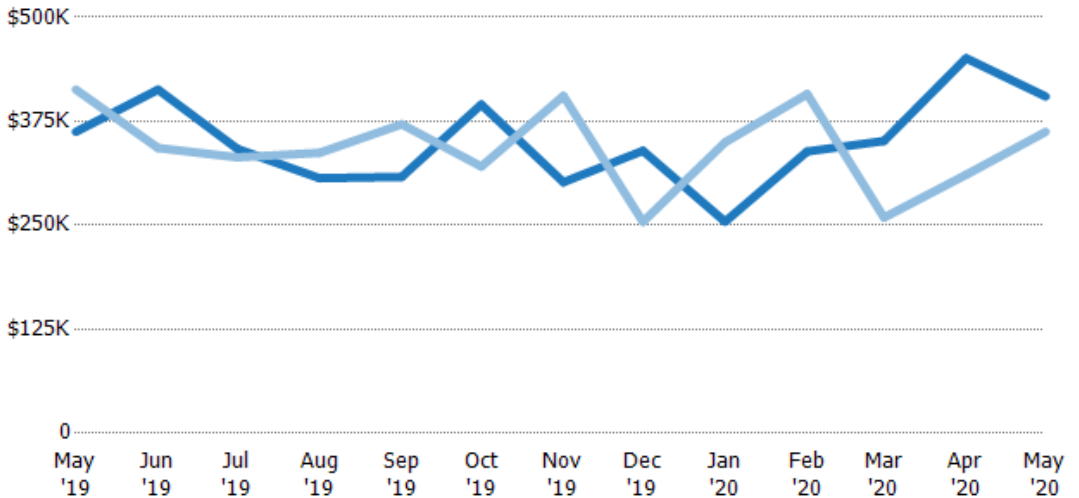
Condo/Townhouse	52%	30%	30%	40%	45%	58%	32%	35%	36%	21%	14%	30%	21%
Single Family Residence	48%	70%	70%	60%	55%	42%	68%	65%	64%	79%	86%	70%	79%

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	\$362K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$340K	\$254K	\$339K	\$351K	\$451K	\$405K
Prior Year	\$413K	\$343K	\$332K	\$337K	\$371K	\$321K	\$405K	\$254K	\$350K	\$408K	\$259K	\$311K	\$362K
Percent Change from Prior Year	-12%	20%	3%	-9%	-17%	23%	-26%	34%	-27%	-17%	36%	45%	12%

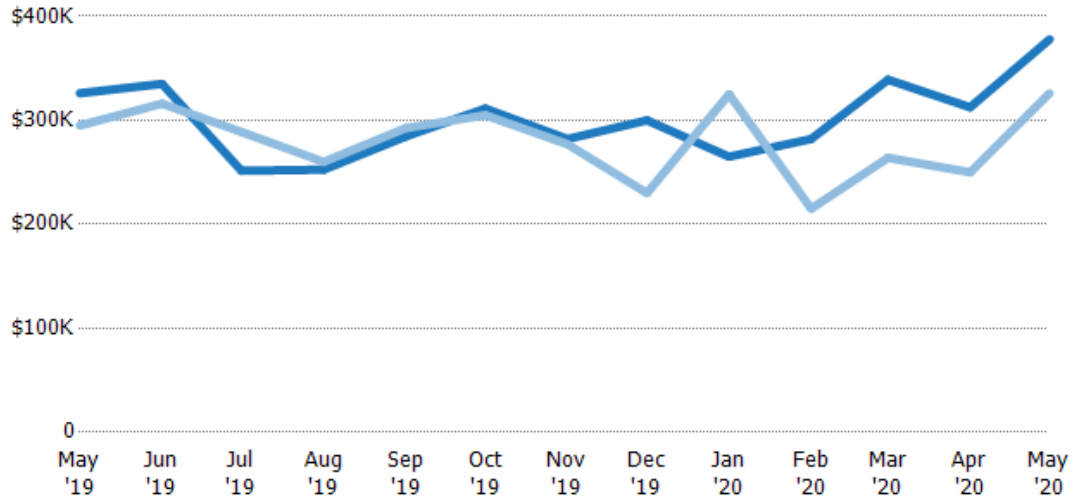
Median Sales Price

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.
May '20	\$378K	15.9%
May '19	\$326K	10.5%
May '18	\$295K	-25.4%



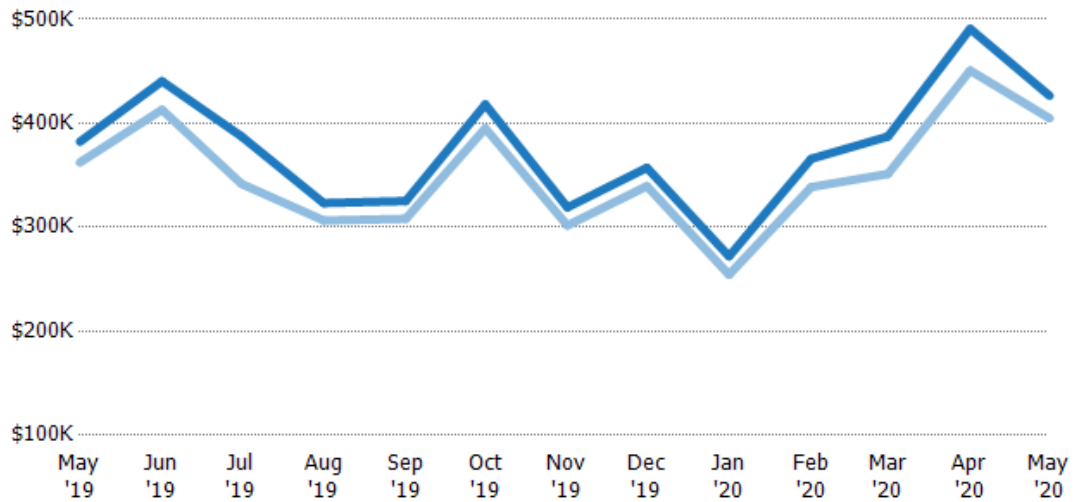
Current Year	\$326K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$300K	\$265K	\$282K	\$339K	\$313K	\$378K
Prior Year	\$295K	\$316K	\$289K	\$260K	\$293K	\$305K	\$277K	\$230K	\$325K	\$215K	\$264K	\$250K	\$326K
Percent Change from Prior Year	11%	6%	-13%	-3%	-3%	2%	2%	30%	-18%	31%	28%	25%	16%

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



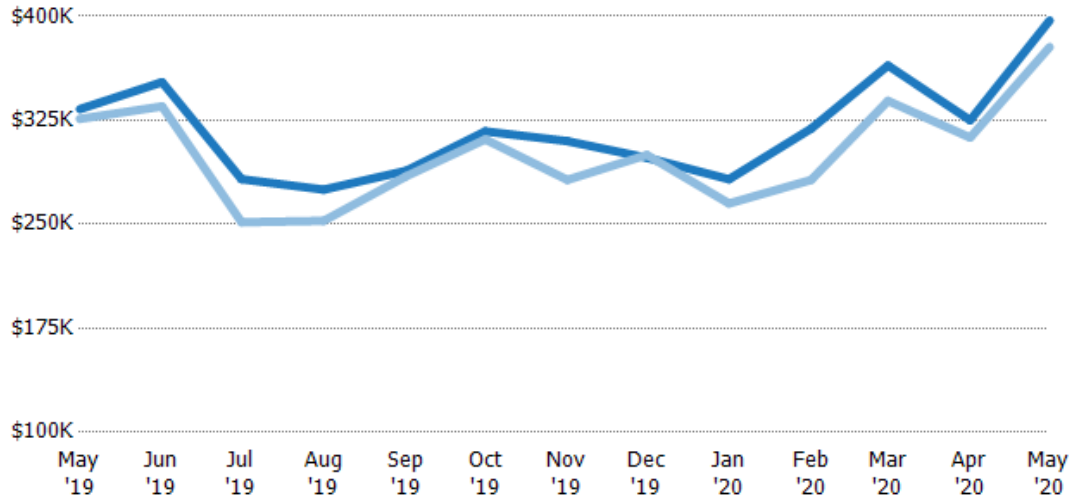
Avg List Price	\$382K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$357K	\$272K	\$366K	\$387K	\$491K	\$426K
Avg Sales Price	\$362K	\$413K	\$342K	\$307K	\$308K	\$395K	\$302K	\$340K	\$254K	\$339K	\$351K	\$451K	\$405K
Avg Sales Price as a % of Avg List Price	95%	94%	88%	95%	95%	95%	95%	95%	93%	93%	91%	92%	95%

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



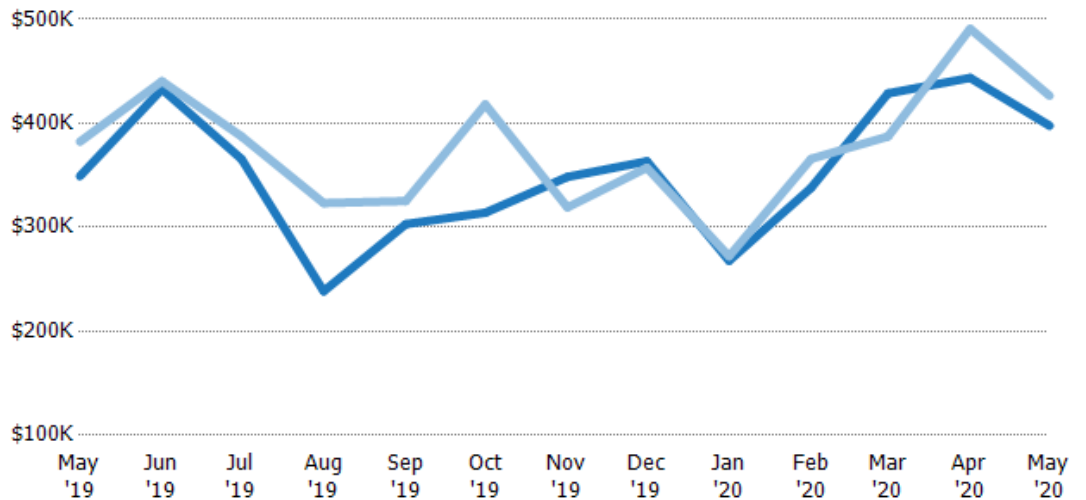
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$333K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$298K	\$282K	\$319K	\$365K	\$325K	\$397K
Median Sales Price	\$326K	\$335K	\$252K	\$253K	\$285K	\$311K	\$282K	\$300K	\$265K	\$282K	\$339K	\$313K	\$378K
Med Sales Price as a % of Med List Price	98%	95%	89%	92%	99%	98%	91%	101%	94%	88%	93%	96%	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



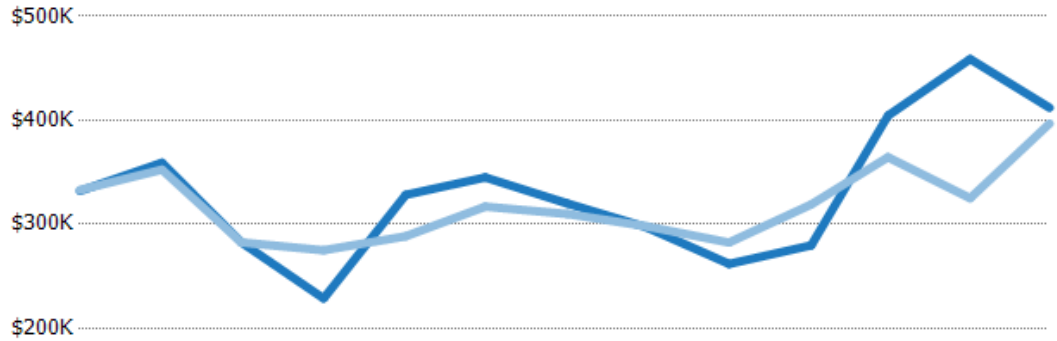
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$349K	\$433K	\$366K	\$238K	\$303K	\$314K	\$348K	\$363K	\$268K	\$338K	\$429K	\$444K	\$398K
Avg Sales Price	\$382K	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$357K	\$272K	\$366K	\$387K	\$491K	\$426K
Avg Sales Price as a % of Avg Est Value	109%	102%	106%	136%	107%	133%	92%	98%	102%	108%	90%	111%	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: 6 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	\$332K	\$359K	\$283K	\$229K	\$328K	\$345K	\$320K	\$297K	\$262K	\$280K	\$405K	\$459K	\$412K
Median Sales Price	\$333K	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$298K	\$282K	\$319K	\$365K	\$325K	\$397K
Med Sales Price as a % of Med Est Value	100%	98%	100%	120%	88%	92%	97%	100%	108%	114%	90%	71%	96%