

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	11	+54.5%	57	64	-10.9%
New Listing Volume	\$5,324,900	\$3,169,400	+68%	\$21,331,399	\$18,363,550	+16.2%
Active Listing Count	26	38	-31.6%	N/A	N/A	
Active Listing Volume	\$12,461,199	\$14,655,099	-15%	N/A	N/A	
Average Listing Price	\$479,277	\$385,661	+24.3%	\$420,595	\$419,431	+0.3%
Median Listing Price	\$320,750	\$317,500	+1%	\$327,330	\$337,003	-2.9%
Median Days in RPR	45	55.5	-18.9%	102.33	109.57	-6.6%
Months of Inventory	13	4.2	+207.9%	4.3	4.9	-13.8%
Absorption Rate	7.69%	23.68%	-16%	23.46%	20.22%	+3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	26	8	+225%	54	53	+1.9%
New Pending Sales Volume	\$8,932,800	\$1,879,200	+375.4%	\$17,813,400	\$14,297,850	+24.6%
Pending Sales Count	28	18	+55.6%	N/A	N/A	
Pending Sales Volume	\$8,984,100	\$4,832,900	+85.9%	N/A	N/A	
Closed Sales Count	5	10	-50%	20	38	-47.4%
Closed Sales Volume	\$1,816,672	\$2,661,670	-31.7%	\$5,958,572	\$10,228,593	-41.7%
Average Sales Price	\$363,334	\$266,167	+36.5%	\$297,929	\$269,173	+10.7%
Median Sales Price	\$399,000	\$266,000	+50%	\$323,300	\$263,993	+22.5%

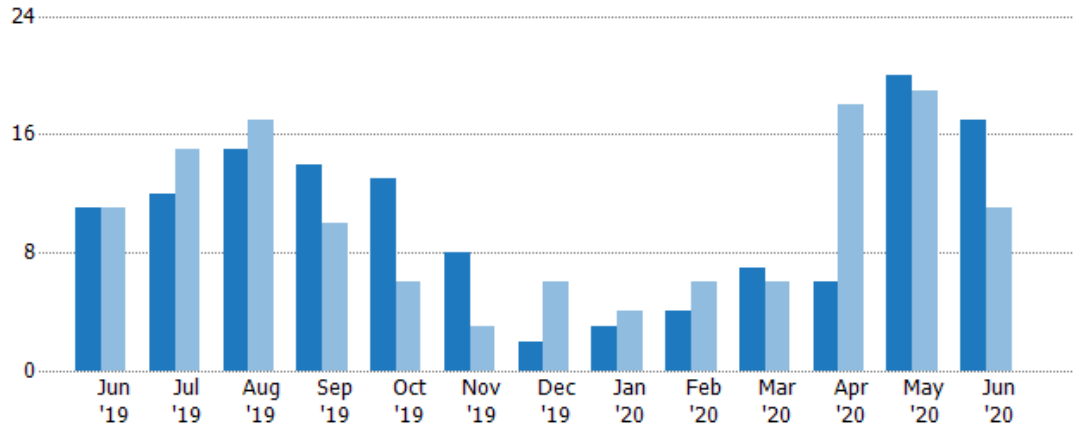
New Listings

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.
Jun '20	17	54.5%
Jun '19	11	0%
Jun '18	11	9.1%



Current Year	11	12	15	14	13	8	2	3	4	7	6	20	17
Prior Year	11	15	17	10	6	3	6	4	6	6	18	19	11
Percent Change from Prior Year	0%	-20%	-12%	40%	117%	167%	-67%	-25%	-33%	17%	-67%	5%	55%

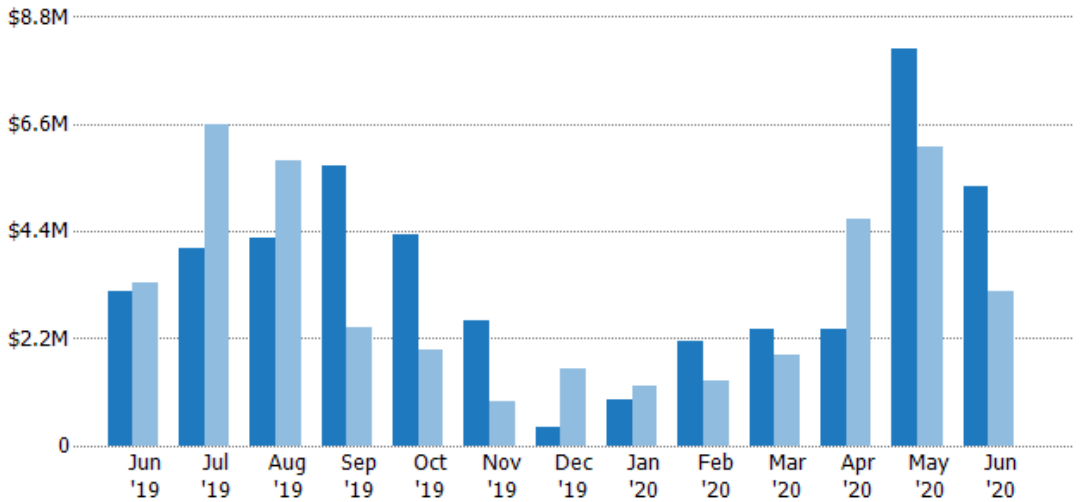
New Listing Volume

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.
Jun '20	\$5.32M	68%
Jun '19	\$3.17M	-5.4%
Jun '18	\$3.35M	-10.7%



Current Year	\$3.17M	\$4.05M	\$4.25M	\$5.75M	\$4.35M	\$2.56M	\$369K	\$934K	\$2.14M	\$2.39M	\$2.39M	\$8.15M	\$5.32M
Prior Year	\$3.35M	\$6.59M	\$5.86M	\$2.44M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M
Percent Change from Prior Year	-5%	-38%	-27%	136%	120%	184%	-77%	-23%	62%	28%	-49%	33%	68%

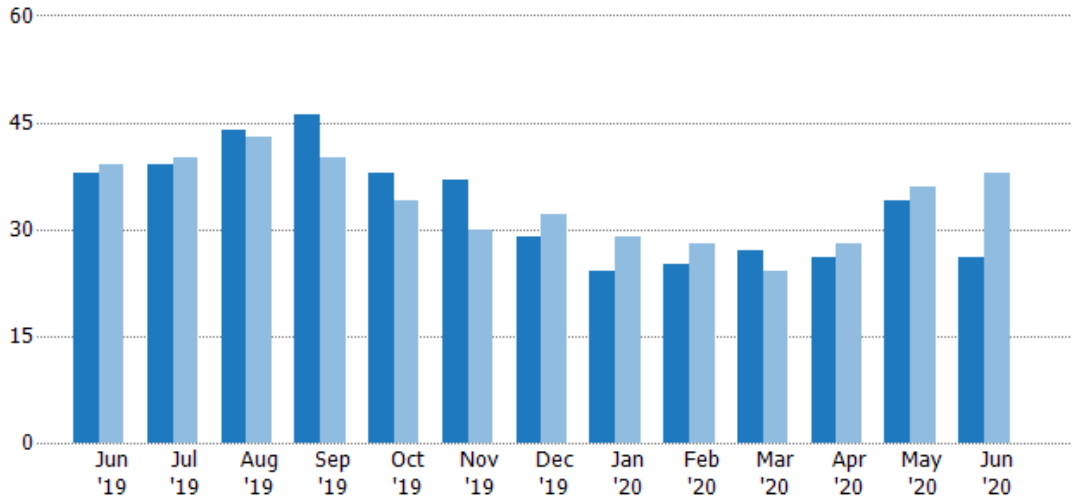
Active Listings

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.
Jun '20	26	-31.6%
Jun '19	38	-2.6%
Jun '18	39	28.2%



Current Year	38	39	44	46	38	37	29	24	25	27	26	34	26
Prior Year	39	40	43	40	34	30	32	29	28	24	28	36	38
Percent Change from Prior Year	-3%	-3%	2%	15%	12%	23%	-9%	-17%	-11%	13%	-7%	-6%	-32%

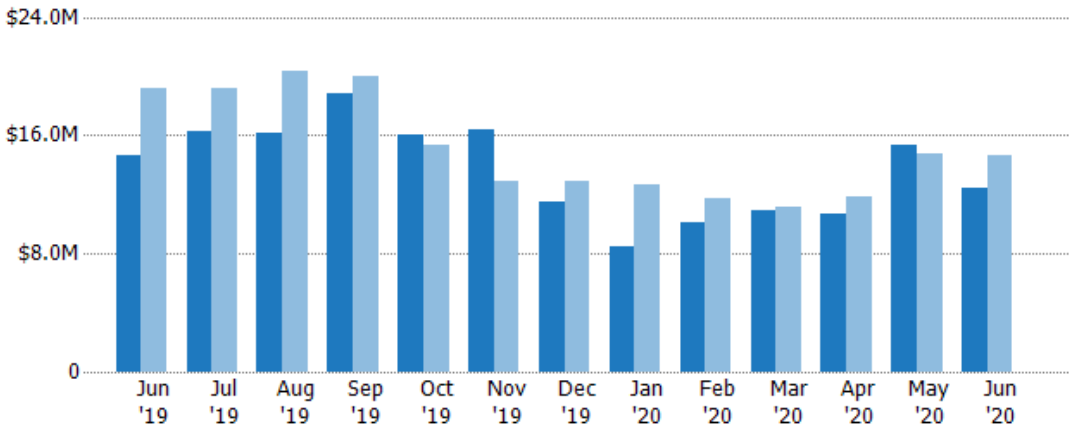
Active Listing Volume

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.
Jun '20	\$12.5M	-15%
Jun '19	\$14.7M	-23.4%
Jun '18	\$19.1M	-22.4%



Current Year	\$14.7M	\$16.2M	\$16.2M	\$18.8M	\$16M	\$16.4M	\$11.5M	\$8.51M	\$10.1M	\$11M	\$10.7M	\$15.4M	\$12.5M
Prior Year	\$19.1M	\$19.2M	\$20.3M	\$20M	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M
Percent Change from Prior Year	-23%	-16%	-20%	-6%	5%	27%	-11%	-33%	-14%	-2%	-9%	4%	-15%

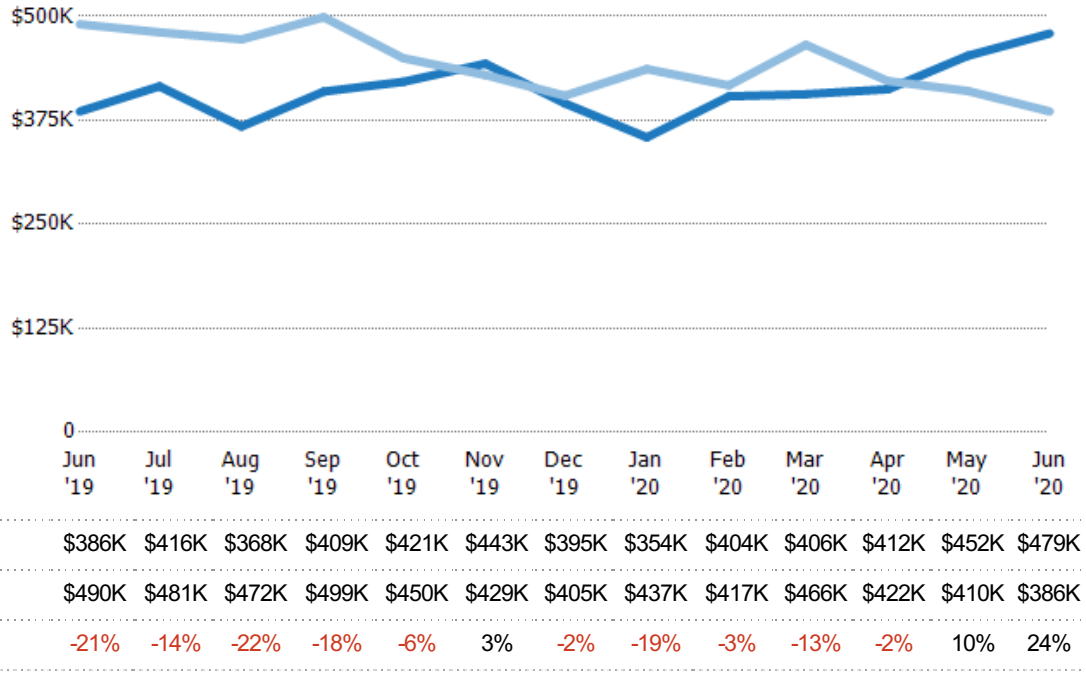
Average Listing Price

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.
Jun '20	\$479K	24.3%
Jun '19	\$386K	-21.4%
Jun '18	\$490K	-39.5%



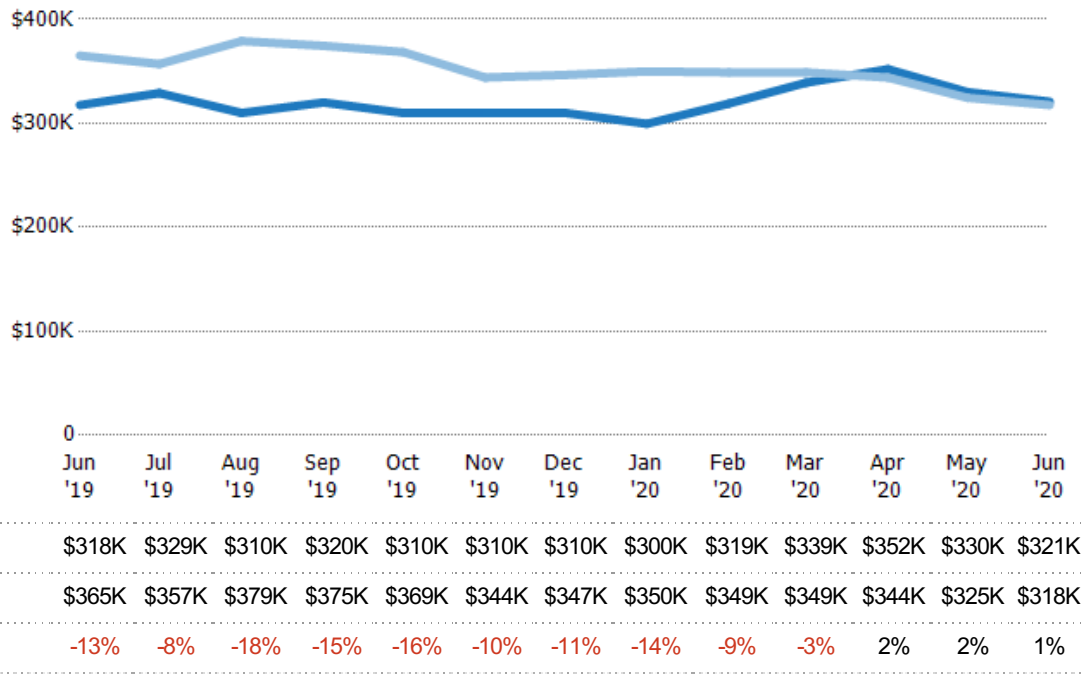
Median Listing Price

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.
Jun '20	\$321K	1%
Jun '19	\$318K	-13%
Jun '18	\$365K	-26.8%

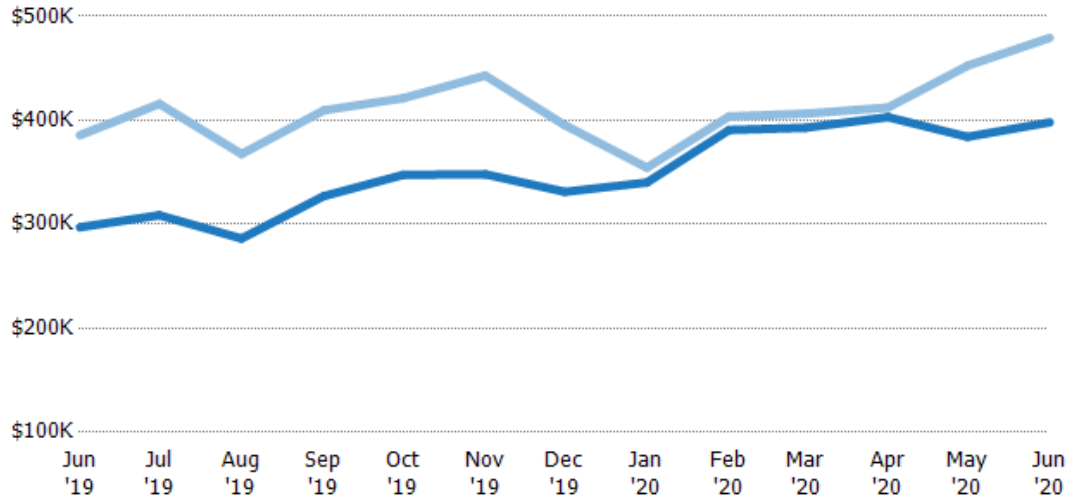


Average Listing Price vs Average Est Value

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



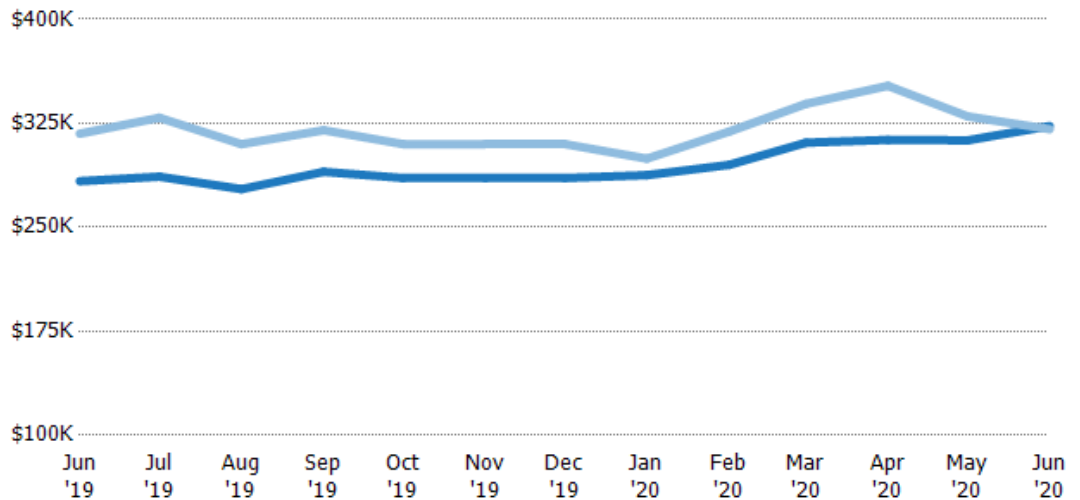
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$297K	\$309K	\$286K	\$327K	\$348K	\$348K	\$331K	\$340K	\$391K	\$393K	\$403K	\$384K	\$398K
Avg Listing Price	\$386K	\$416K	\$368K	\$409K	\$421K	\$443K	\$395K	\$354K	\$404K	\$406K	\$412K	\$452K	\$479K
Avg Listing Price as a % of Avg Est Value	130%	135%	128%	125%	121%	127%	119%	104%	103%	103%	102%	118%	120%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$283K	\$287K	\$278K	\$290K	\$286K	\$286K	\$286K	\$288K	\$295K	\$311K	\$313K	\$313K	\$323K
Median Listing Price	\$318K	\$329K	\$310K	\$320K	\$310K	\$310K	\$310K	\$300K	\$319K	\$339K	\$352K	\$330K	\$321K
Med Listing Price as a % of Med Est Value	112%	115%	112%	110%	109%	109%	109%	104%	108%	109%	112%	106%	99%

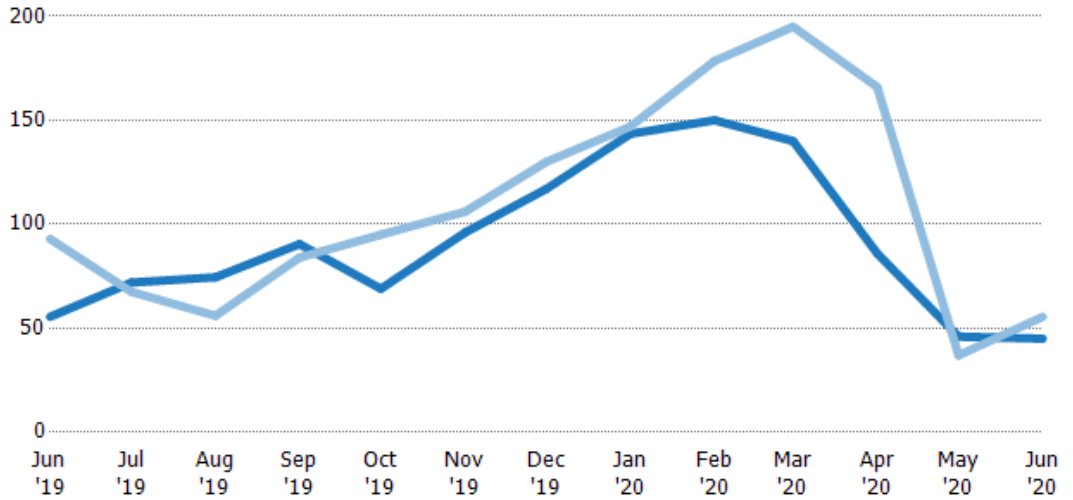
Median Days in RPR

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.
Jun '20	45	-18.9%
Jun '19	55.5	-40.3%
Jun '18	93	-24.7%



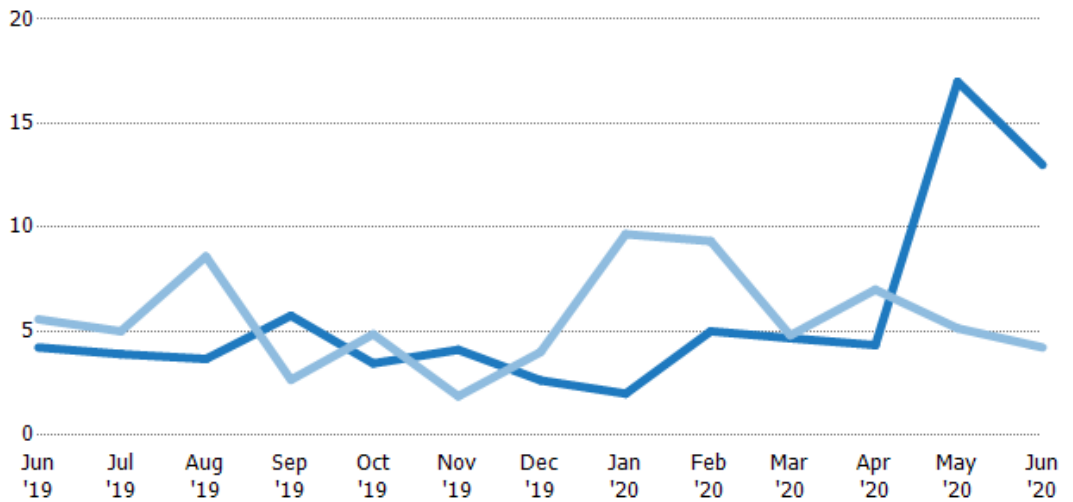
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	55.5	72	74.5	90.5	69	96	117	144	150	140	86	46	45
Prior Year	93	67.5	56	84	95	106	130	147	179	195	166	37	55.5
Percent Change from Prior Year	-40%	7%	33%	8%	-27%	-9%	-10%	-2%	-16%	-28%	-48%	24%	-19%

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



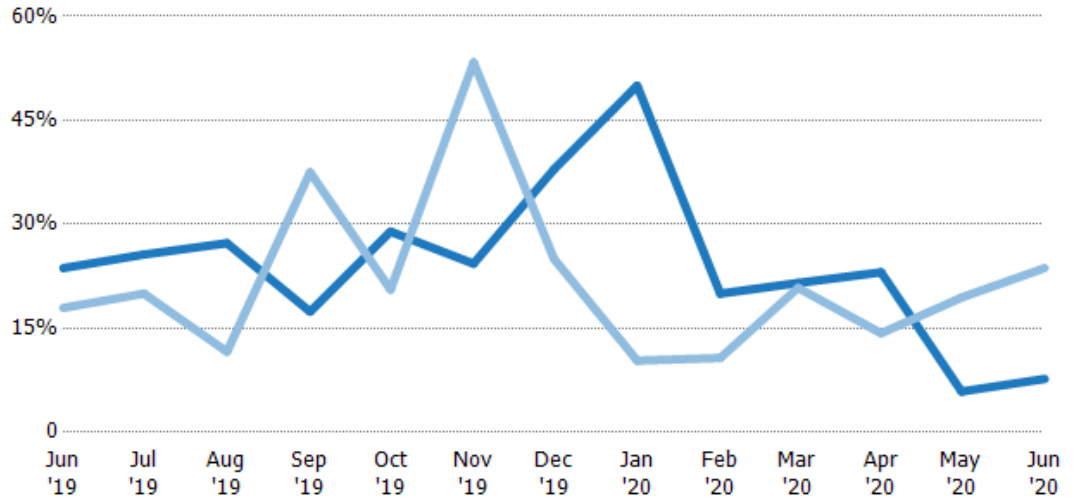
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	4.22	3.9	3.67	5.75	3.45	4.11	2.64	2	5	4.67	4.33	17	13
Prior Year	5.57	5	8.6	2.67	4.86	1.88	4	9.67	9.33	4.8	7	5.14	4.22
Percent Change from Prior Year	-24%	-22%	-57%	116%	-29%	119%	-34%	-79%	-46%	-100%	-38%	231%	208%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



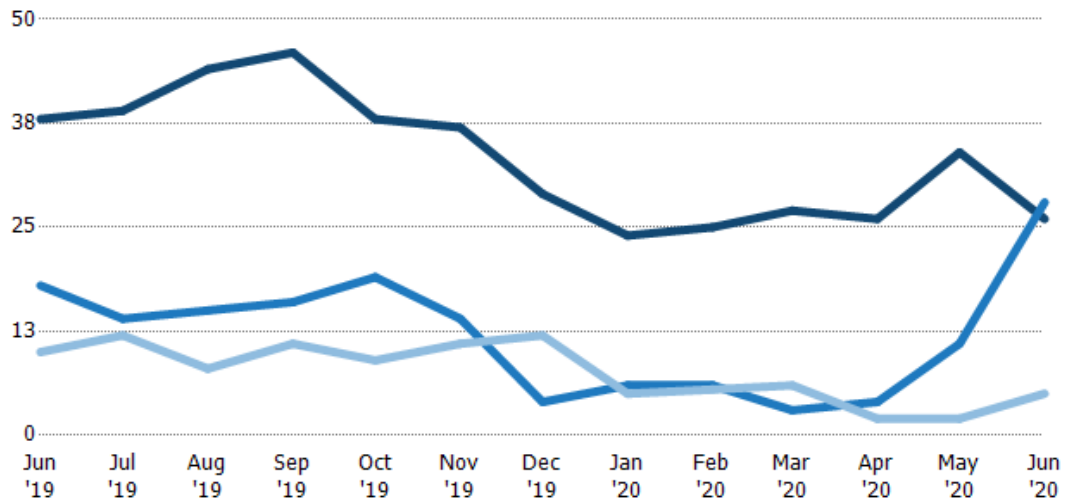
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	24%	26%	27%	17%	29%	24%	38%	50%	20%	22%	23%	6%	8%
Prior Year	18%	20%	12%	38%	21%	53%	25%	10%	11%	21%	14%	19%	24%
Change from Prior Year	-6%	-6%	-16%	20%	-8%	29%	-13%	-40%	-9%	21%	-9%	14%	16%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	38	39	44	46	38	37	29	24	25	27	26	34	26
Pending	18	14	15	16	19	14	4	6	6	3	4	11	28
Sold	10	12	8	11	9	11	12	5	5.5	6	2	2	5

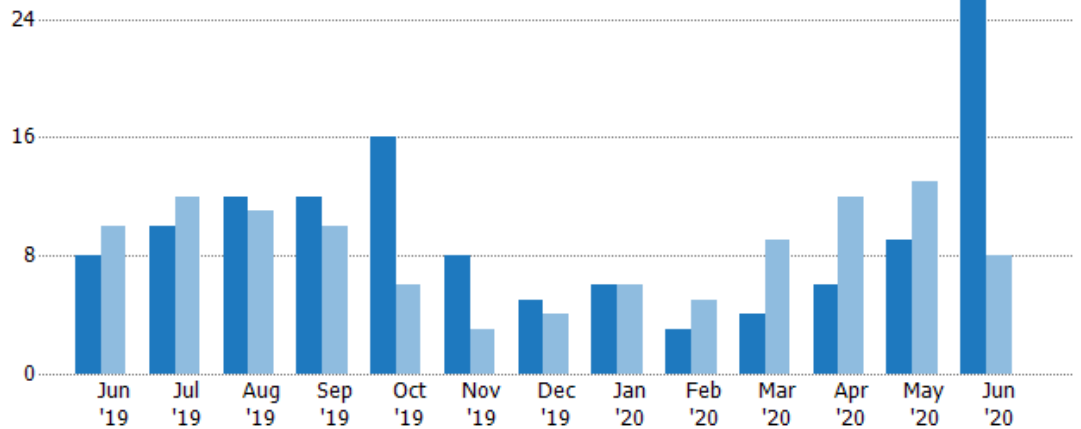
New Pending Sales

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.
Jun '20	26	225%
Jun '19	8	-20%
Jun '18	10	-30%



Current Year	8	10	12	12	16	8	5	6	3	4	6	9	26
Prior Year	10	12	11	10	6	3	4	6	5	9	12	13	8
Percent Change from Prior Year	-20%	-17%	9%	20%	167%	167%	25%	0%	-40%	-56%	-50%	-31%	225%

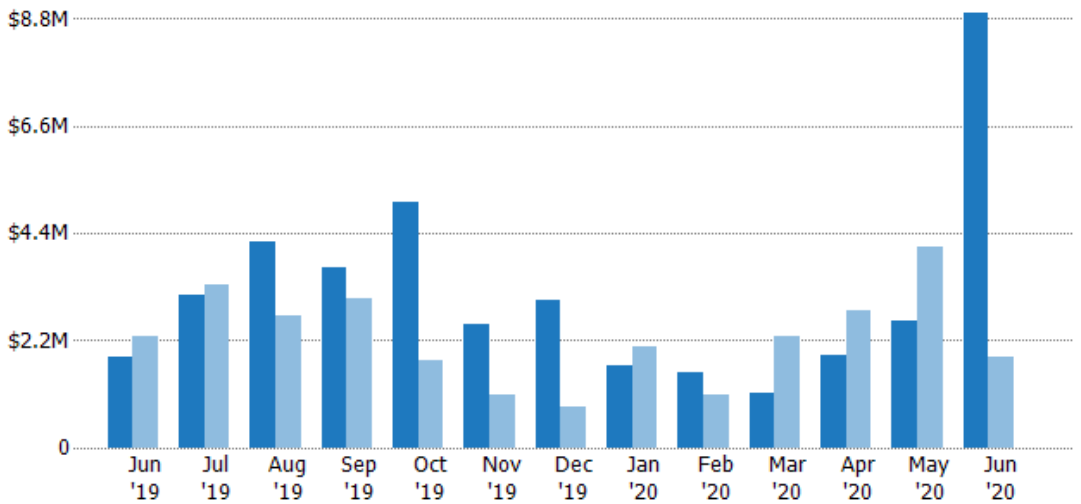
New Pending Sales Volume

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.
Jun '20	\$8.93M	375.4%
Jun '19	\$1.88M	-17.4%
Jun '18	\$2.28M	-23.6%



Current Year	\$1.88M	\$3.12M	\$4.24M	\$3.72M	\$5.06M	\$2.52M	\$3.02M	\$1.7M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M
Prior Year	\$2.28M	\$3.35M	\$2.72M	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M
Percent Change from Prior Year	-17%	-7%	56%	22%	179%	129%	264%	-18%	40%	-51%	-33%	-37%	375%

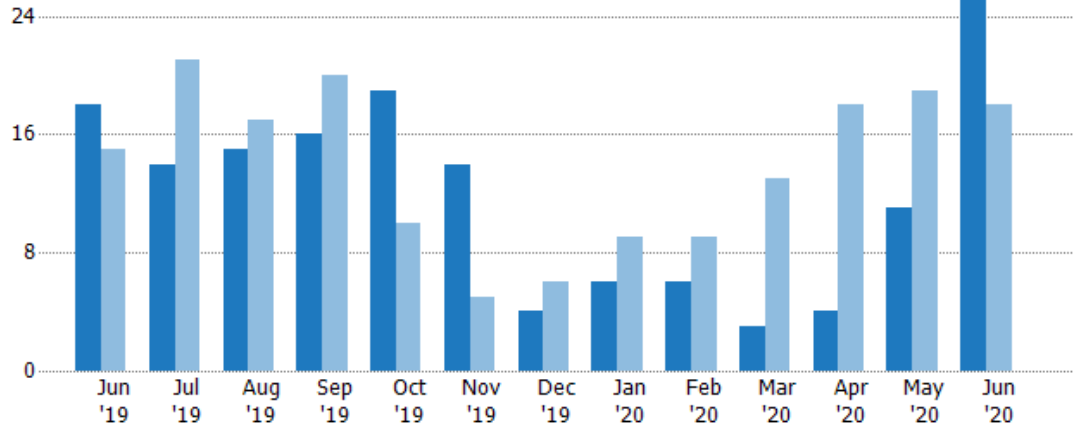
Pending Sales

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.
Jun '20	28	55.6%
Jun '19	18	20%
Jun '18	15	6.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	18	14	15	16	19	14	4	6	6	3	4	11	28
Prior Year	15	21	17	20	10	5	6	9	9	13	18	19	18
Percent Change from Prior Year	20%	-33%	-12%	-20%	90%	180%	-33%	-33%	-33%	-77%	-78%	-42%	56%

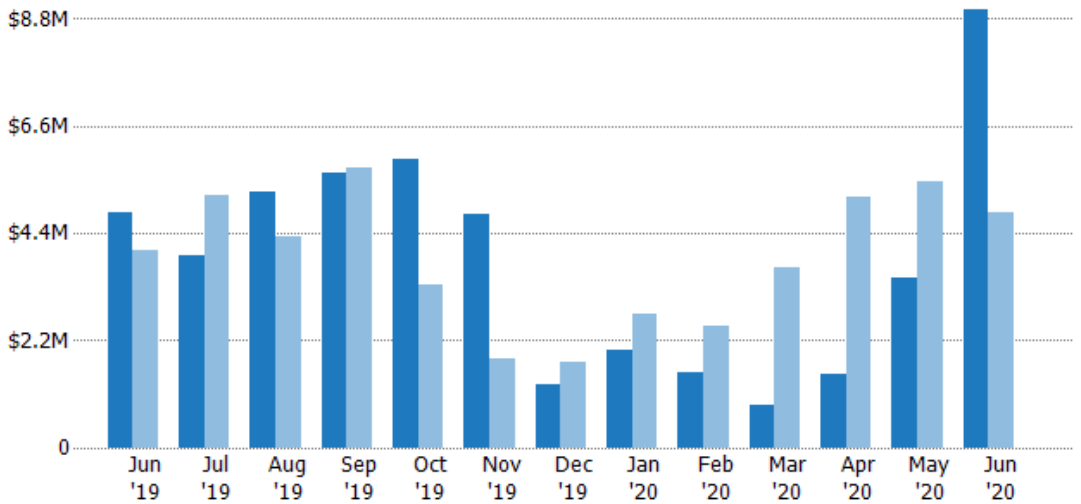
Pending Sales Volume

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.
Jun '20	\$8.98M	85.9%
Jun '19	\$4.83M	19.3%
Jun '18	\$4.05M	2.8%



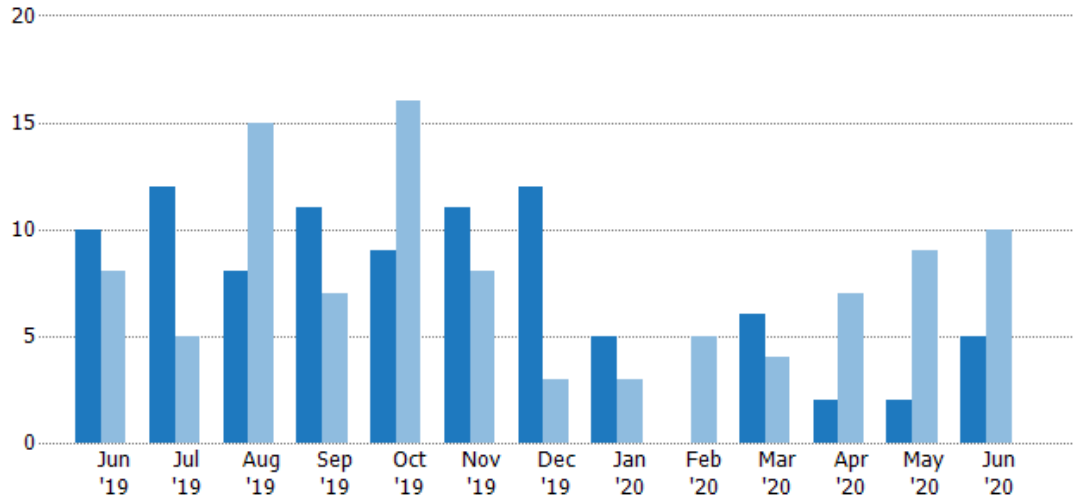
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.5M	\$8.98M
Prior Year	\$4.05M	\$5.17M	\$4.32M	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M
Percent Change from Prior Year	19%	-24%	21%	-2%	77%	160%	-26%	-27%	-38%	-77%	-71%	-36%	86%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



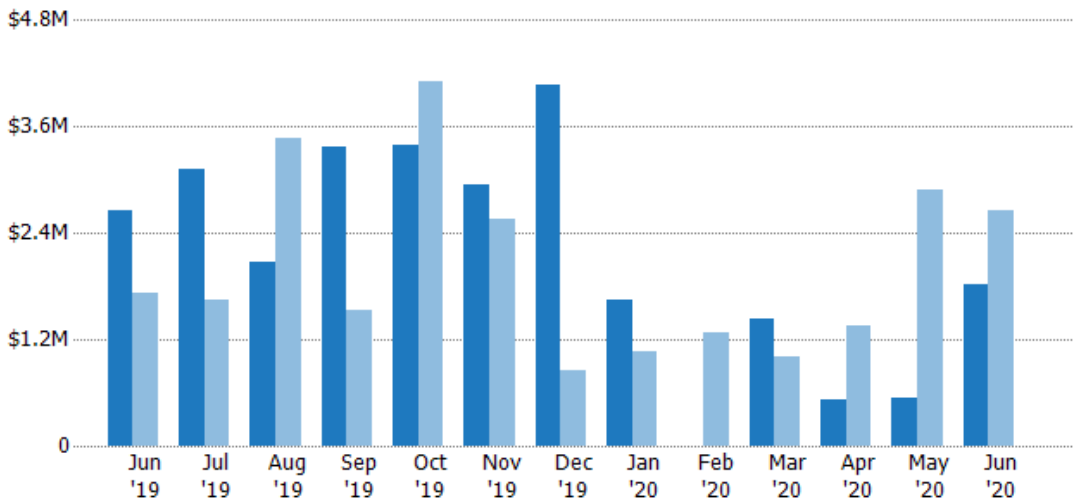
Current Year	10	12	8	11	9	11	12	5	-	6	2	2	5
Prior Year	8	5	15	7	16	8	3	3	5	4	7	9	10
Percent Change from Prior Year	25%	140%	-47%	57%	-44%	38%	300%	67%	-100%	50%	-71%	-78%	-50%

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



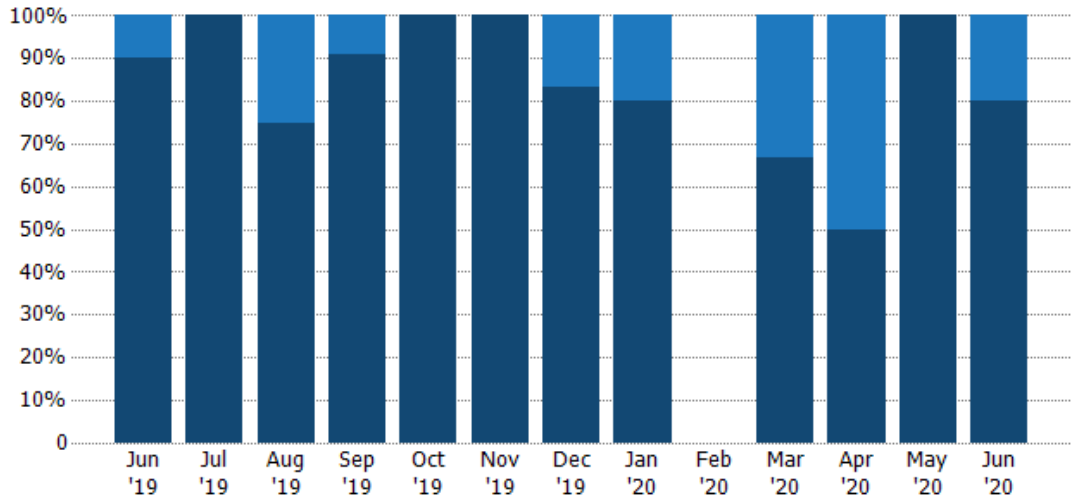
Current Year	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.65M	-	\$1.43M	\$520K	\$535K	\$1.82M
Prior Year	\$1.73M	\$1.65M	\$3.47M	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M
Percent Change from Prior Year	54%	89%	-40%	122%	-17%	15%	375%	57%	-100%	43%	-61%	-81%	-32%

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



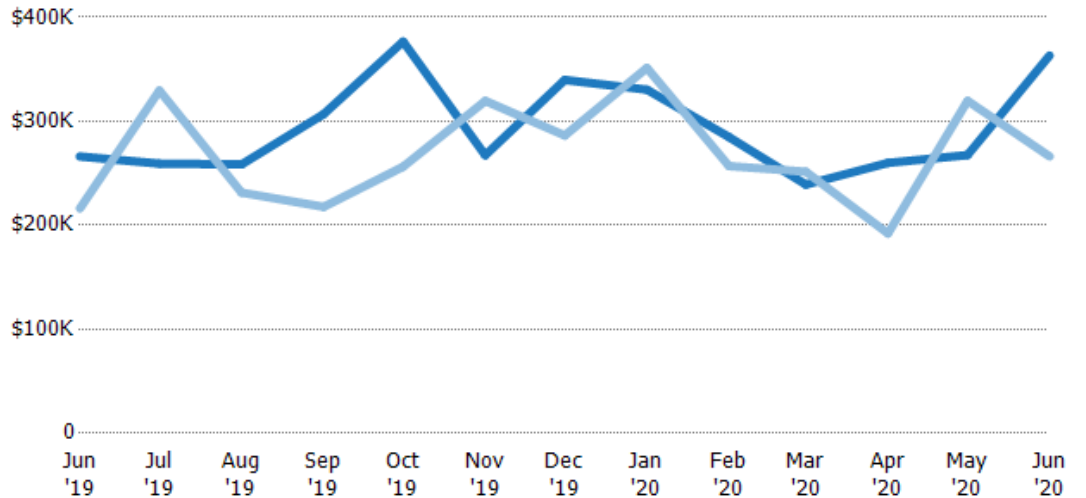
Condo/Townhouse	10%	-	25%	9%	-	-	17%	20%	-	33%	50%	-	20%
Single Family Residence	90%	100%	75%	91%	100%	100%	83%	80%	-	67%	50%	100%	80%

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



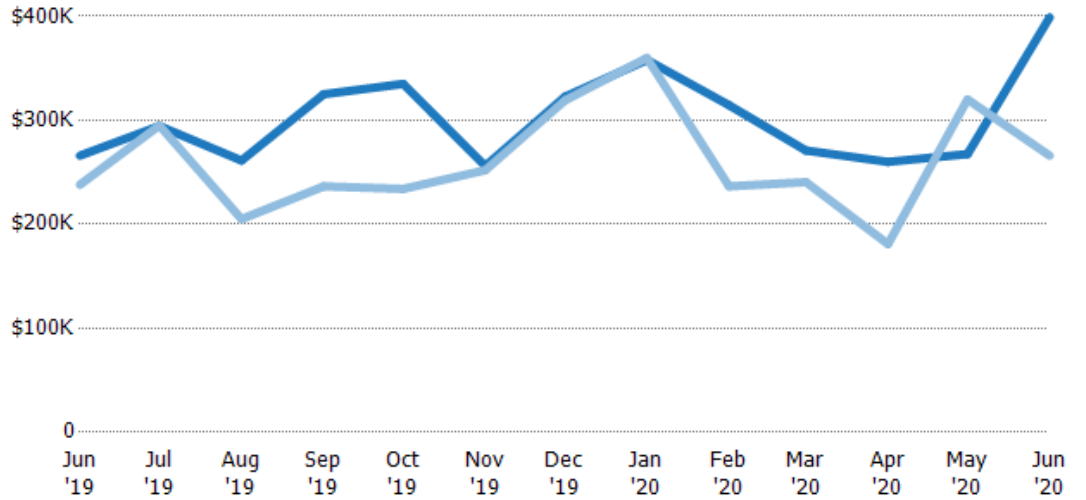
Current Year	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K	\$268K	\$363K
Prior Year	\$216K	\$330K	\$231K	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K
Percent Change from Prior Year	23%	-21%	12%	41%	47%	-16%	19%	-6%	-100%	-5%	35%	-16%	37%

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



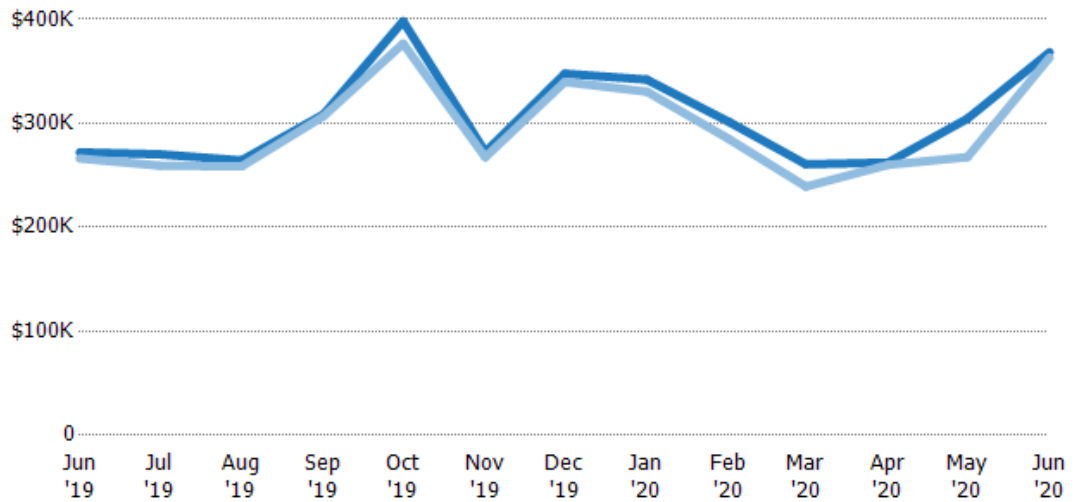
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K	\$268K	\$399K
Prior Year	\$238K	\$295K	\$205K	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K
Percent Change from Prior Year	12%	0%	27%	37%	43%	2%	1%	-1%	-100%	13%	44%	-16%	50%

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



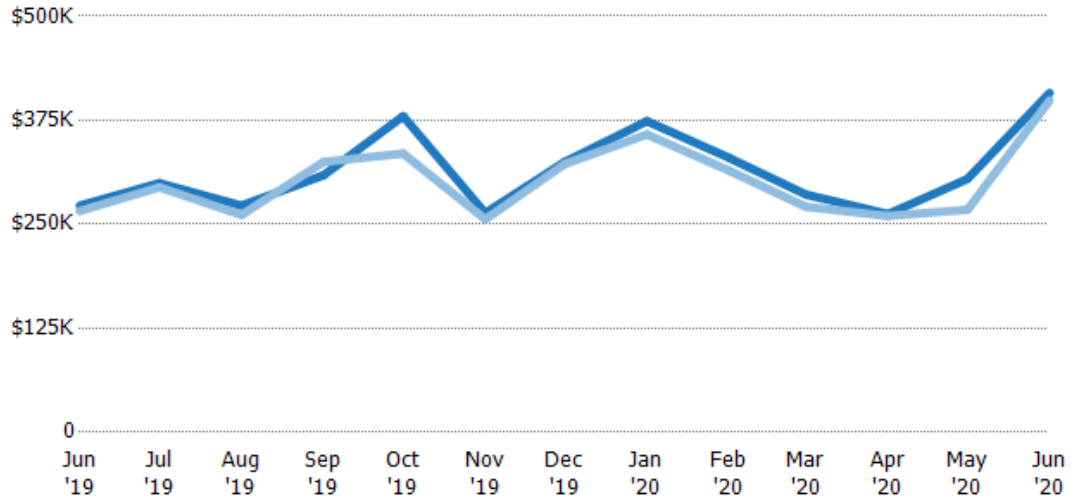
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K	\$305K	\$368K
Avg Sales Price	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$330K	\$285K	\$239K	\$260K	\$268K	\$363K
Avg Sales Price as a % of Avg List Price	98%	96%	98%	99%	95%	98%	98%	97%	94%	92%	99%	88%	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



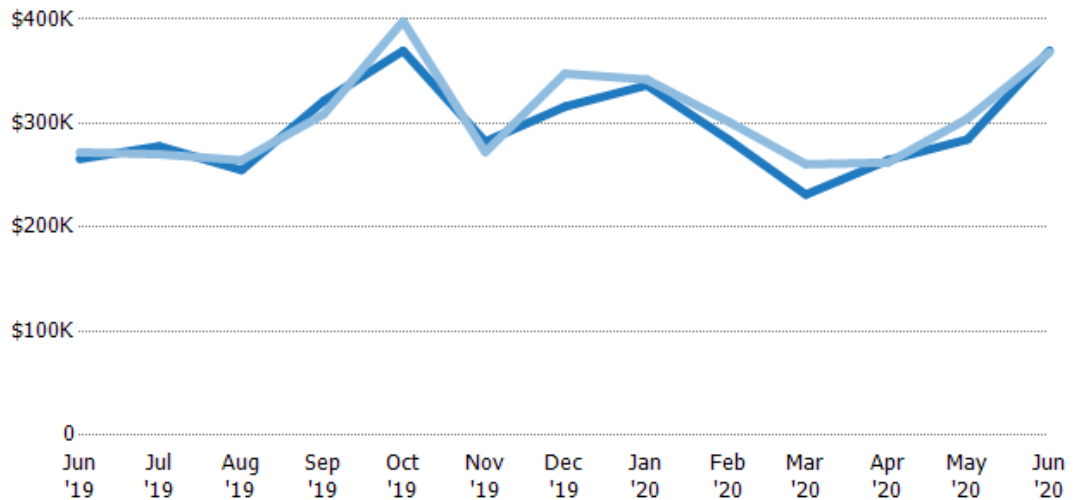
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K	\$305K	\$408K
Median Sales Price	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$358K	\$315K	\$271K	\$260K	\$268K	\$399K
Med Sales Price as a % of Med List Price	98%	98%	96%	105%	88%	97%	99%	96%	95%	95%	99%	88%	98%

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



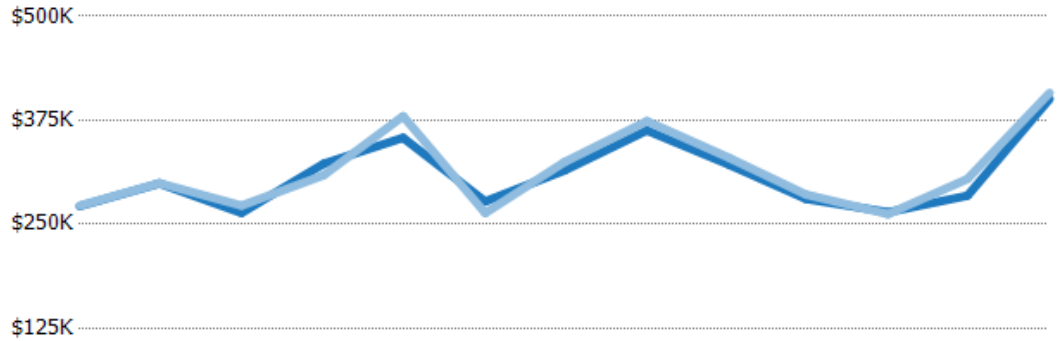
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$266K	\$278K	\$255K	\$321K	\$370K	\$282K	\$316K	\$336K	\$284K	\$231K	\$264K	\$284K	\$370K
Avg Sales Price	\$272K	\$270K	\$264K	\$309K	\$398K	\$272K	\$348K	\$342K	\$301K	\$261K	\$262K	\$305K	\$368K
Avg Sales Price as a % of Avg Est Value	102%	97%	104%	96%	108%	96%	110%	102%	107%	113%	99%	107%	100%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$272K	\$299K	\$264K	\$323K	\$354K	\$277K	\$315K	\$363K	\$322K	\$281K	\$264K	\$284K	\$401K
Median Sales Price	\$272K	\$299K	\$272K	\$309K	\$380K	\$264K	\$325K	\$374K	\$330K	\$286K	\$262K	\$305K	\$408K
Med Sales Price as a % of Med Est Value	100%	100%	103%	96%	107%	95%	103%	103%	102%	102%	99%	107%	102%