

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	40	43	-7%	147	163	-9.8%
New Listing Volume	\$19,867,000	\$17,806,900	+11.6%	\$79,090,700	\$72,369,850	+9.3%
Active Listing Count	174	234	-25.6%	N/A	N/A	
Active Listing Volume	\$125,951,300	\$129,214,049	-2.5%	N/A	N/A	
Average Listing Price	\$723,858	\$552,197	+31.1%	\$695,085	\$552,549	+25.8%
Median Listing Price	\$487,450	\$395,000	+23.4%	\$464,213	\$392,450	+18.3%
Median Days in RPR	168	170	-1.2%	187.08	224.12	-16.5%
Months of Inventory	12.4	7.8	+59.3%	11.5	13.3	-13.8%
Absorption Rate	8.05%	12.82%	-4.8%	8.72%	7.52%	+1.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	47	16	+193.8%	138	124	+11.3%
New Pending Sales Volume	\$22,821,100	\$6,351,500	+259.3%	\$61,601,700	\$45,043,299	+36.8%
Pending Sales Count	52	23	+126.1%	N/A	N/A	
Pending Sales Volume	\$23,215,100	\$8,047,000	+188.5%	N/A	N/A	
Closed Sales Count	19	20	-5%	87	104	-16.3%
Closed Sales Volume	\$7,678,500	\$8,260,250	-7%	\$31,660,300	\$36,512,739	-13.3%
Average Sales Price	\$404,132	\$413,013	-2.2%	\$363,911	\$351,084	+3.7%
Median Sales Price	\$370,000	\$335,000	+10.4%	\$322,999	\$291,002	+11%

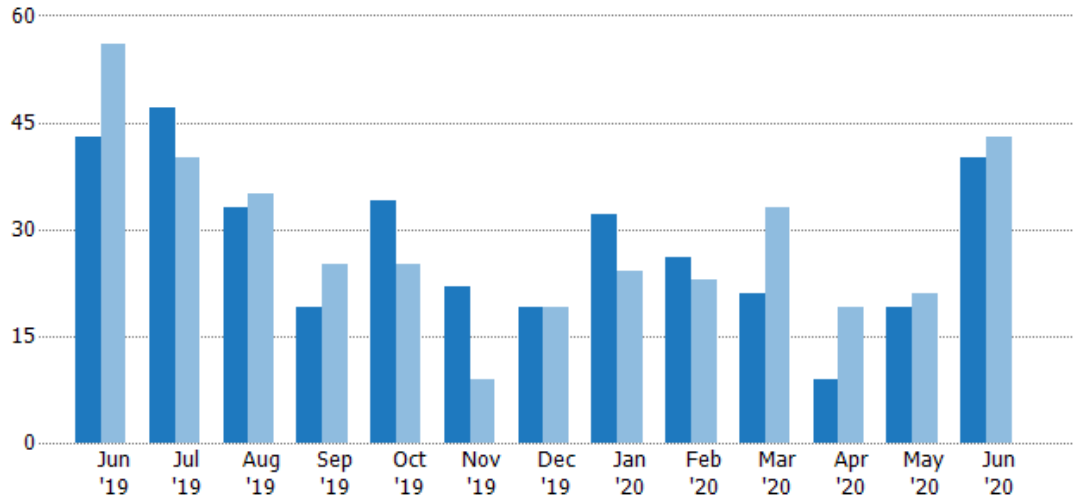
## New Listings

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.
Jun '20	40	-7%
Jun '19	43	-23.2%
Jun '18	56	-26.8%



Current Year	43	47	33	19	34	22	19	32	26	21	9	19	40
Prior Year	56	40	35	25	25	9	19	24	23	33	19	21	43
Percent Change from Prior Year	-23%	18%	-6%	-24%	36%	144%	0%	33%	13%	-36%	-53%	-10%	-7%

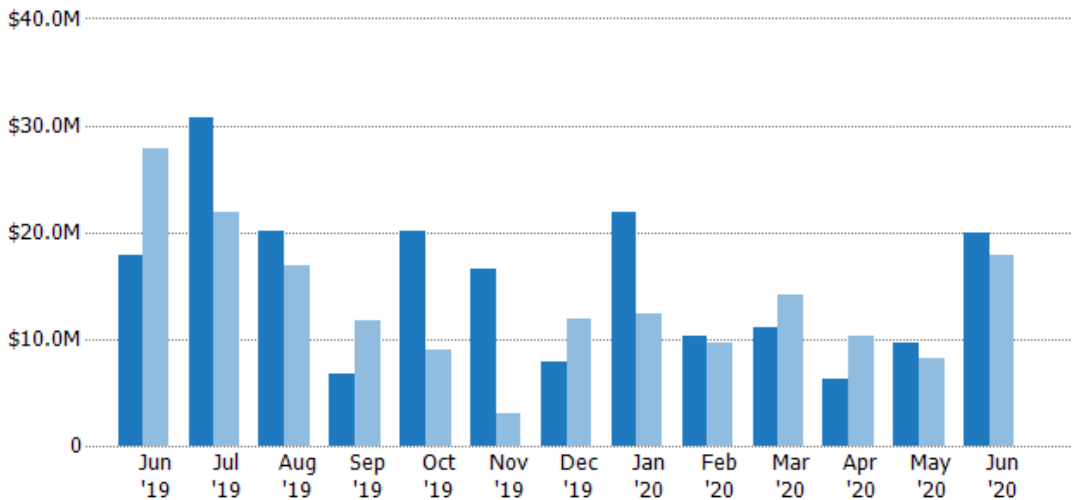
## New Listing Volume

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.
Jun '20	\$19.9M	11.6%
Jun '19	\$17.8M	-36%
Jun '18	\$27.8M	-34.5%



Current Year	\$17.8M	\$30.7M	\$20M	\$6.81M	\$20M	\$16.5M	\$7.83M	\$21.9M	\$10.2M	\$11.1M	\$6.28M	\$9.69M	\$19.9M
Prior Year	\$27.8M	\$21.8M	\$16.9M	\$11.7M	\$8.97M	\$3.07M	\$11.9M	\$12.4M	\$9.71M	\$14.2M	\$10.2M	\$8.11M	\$17.8M
Percent Change from Prior Year	-36%	41%	19%	-42%	123%	440%	-34%	77%	5%	-22%	-39%	19%	12%

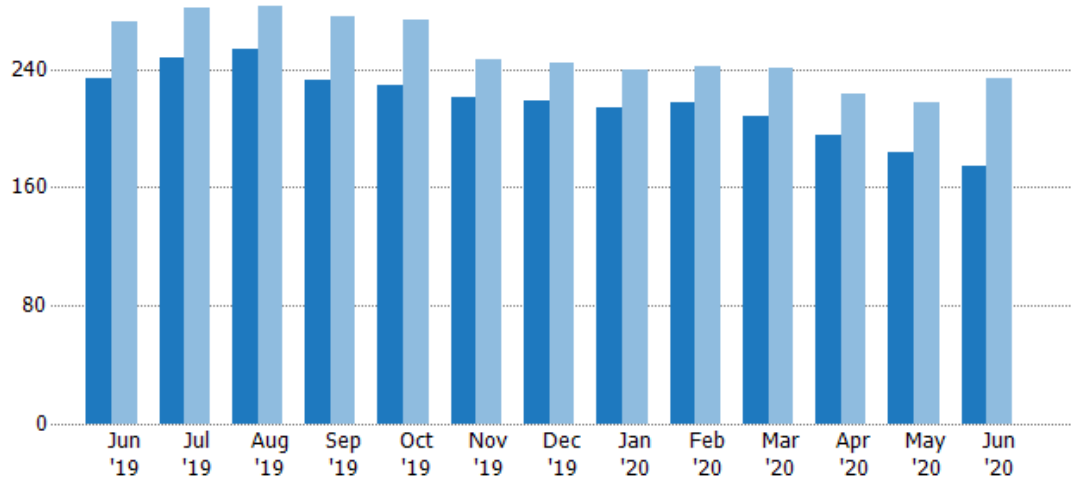
## Active Listings

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.
Jun '20	174	-25.6%
Jun '19	234	-14%
Jun '18	272	7.7%



Current Year	234	248	254	233	229	221	218	214	217	208	195	184	174
Prior Year	272	281	283	276	273	247	244	239	242	241	223	217	234
Percent Change from Prior Year	-14%	-12%	-10%	-16%	-16%	-11%	-11%	-10%	-10%	-14%	-13%	-15%	-26%

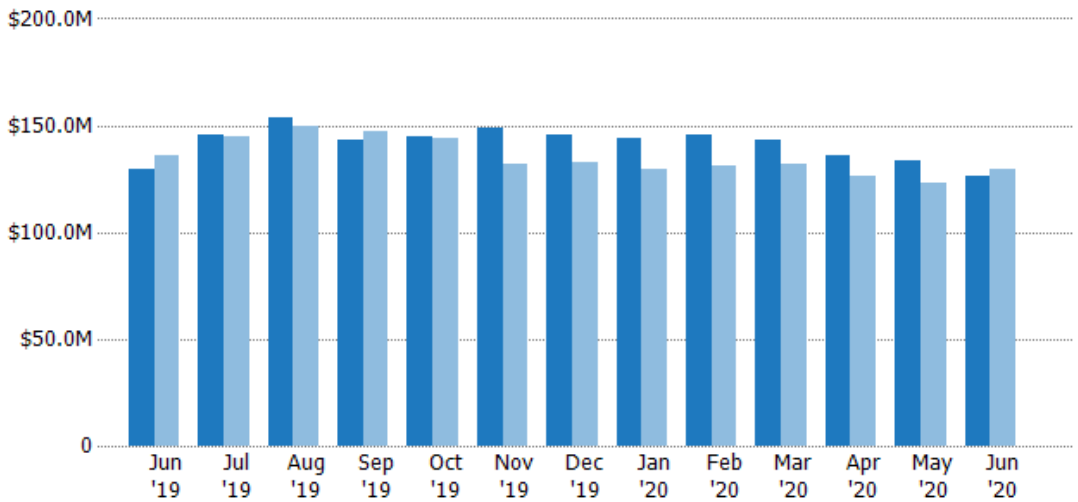
## Active Listing Volume

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.
Jun '20	\$126M	-2.5%
Jun '19	\$129M	-4.8%
Jun '18	\$136M	7.2%



Current Year	\$129M	\$146M	\$153M	\$143M	\$145M	\$149M	\$145M	\$144M	\$146M	\$144M	\$136M	\$133M	\$126M
Prior Year	\$136M	\$145M	\$150M	\$147M	\$144M	\$132M	\$132M	\$130M	\$131M	\$132M	\$126M	\$123M	\$129M
Percent Change from Prior Year	-5%	1%	3%	-3%	0%	13%	10%	11%	11%	9%	8%	8%	-3%

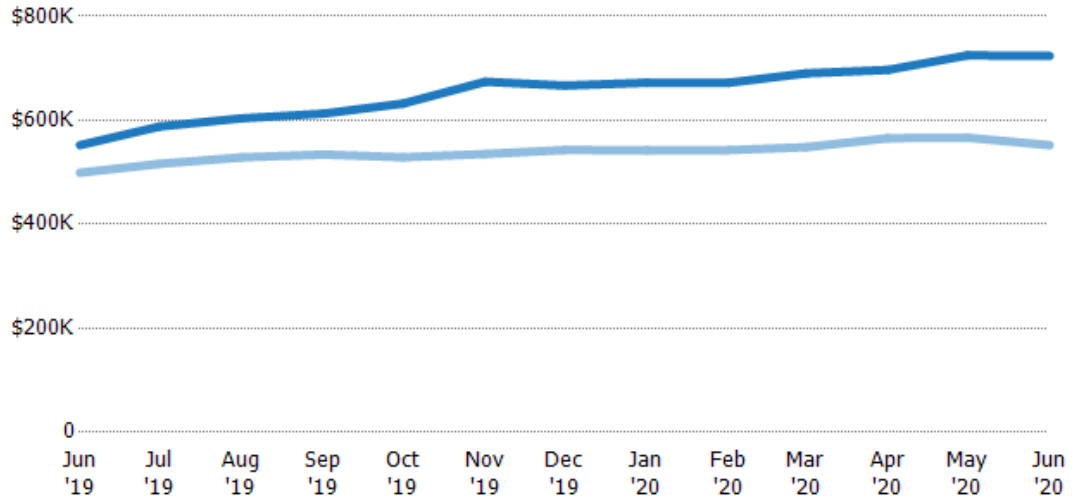
## Average Listing Price

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.
Jun '20	\$724K	31.1%
Jun '19	\$552K	10.6%
Jun '18	\$499K	-0.4%



Current Year	\$552K	\$588K	\$604K	\$613K	\$632K	\$674K	\$667K	\$672K	\$672K	\$690K	\$697K	\$725K	\$724K
Prior Year	\$499K	\$516K	\$529K	\$534K	\$529K	\$535K	\$543K	\$542K	\$543K	\$548K	\$566K	\$567K	\$552K
Percent Change from Prior Year	11%	14%	14%	15%	20%	26%	23%	24%	24%	26%	23%	28%	31%

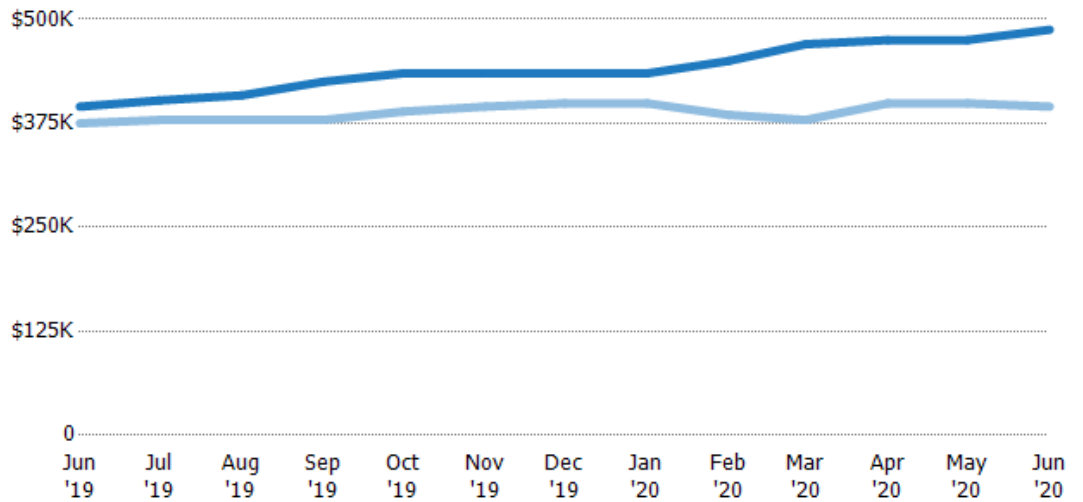
## Median Listing Price

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.
Jun '20	\$487K	23.4%
Jun '19	\$395K	5.3%
Jun '18	\$375K	-7.2%



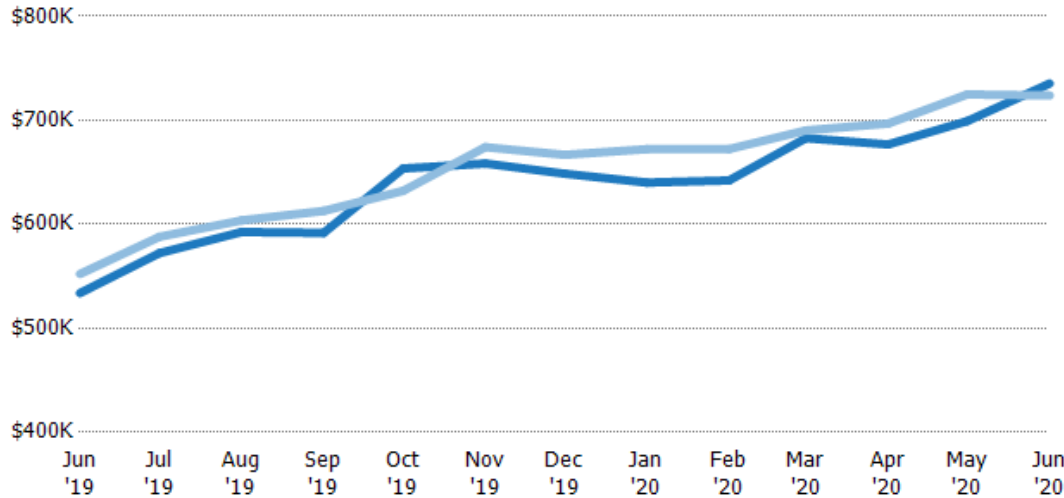
Current Year	\$395K	\$403K	\$409K	\$425K	\$435K	\$435K	\$435K	\$435K	\$450K	\$470K	\$475K	\$475K	\$487K
Prior Year	\$375K	\$379K	\$379K	\$379K	\$389K	\$395K	\$399K	\$399K	\$385K	\$379K	\$399K	\$399K	\$395K
Percent Change from Prior Year	5%	6%	8%	12%	12%	10%	9%	9%	17%	24%	19%	19%	23%

## 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

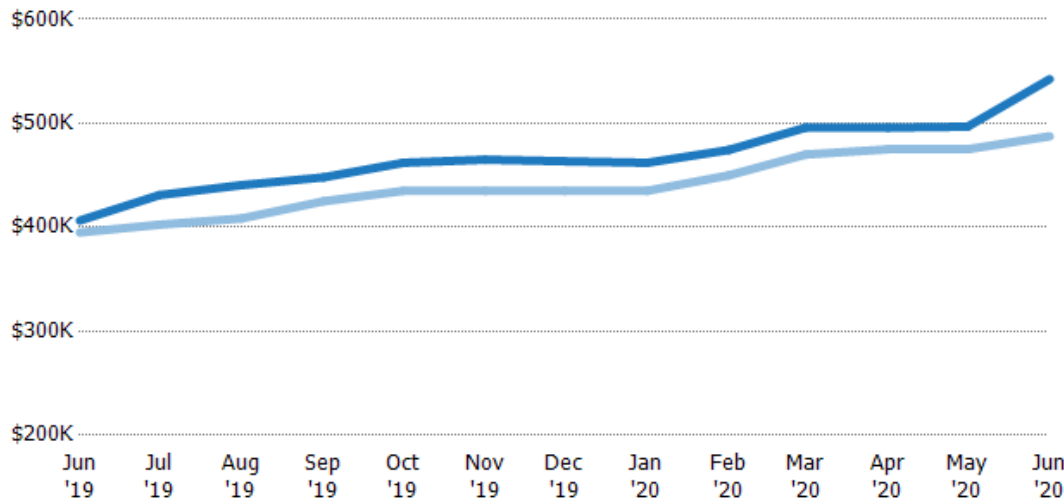


## Median Listing Price vs Median Est Value

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



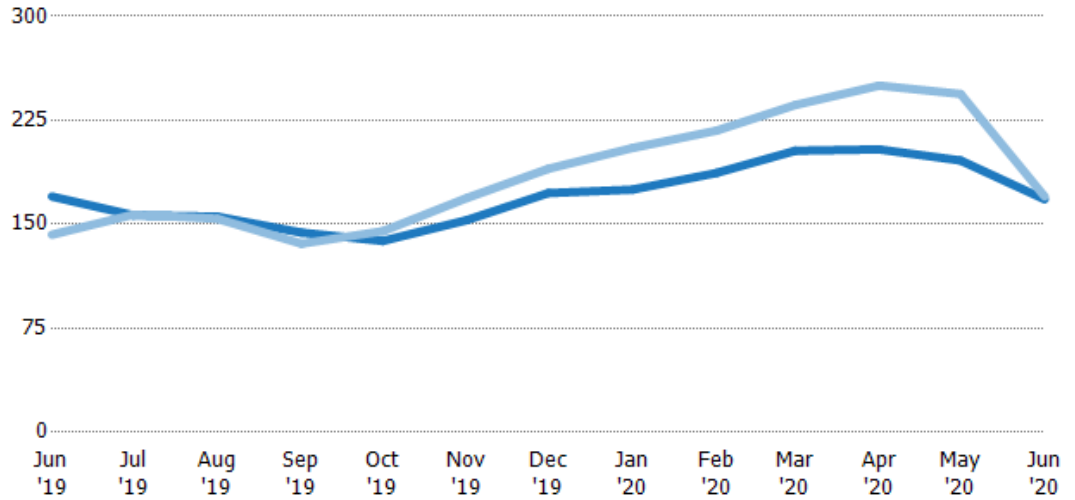
## Median Days in RPR

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.
Jun '20	168	-1.2%
Jun '19	170	19.3%
Jun '18	143	17.9%



	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	170	157	156	144	138	153	173	175	187	203	204	196	168
Prior Year	143	157	154	136	145	169	190	205	218	236	250	244	170
Percent Change from Prior Year	19%	0%	1%	6%	-5%	-9%	-9%	-15%	-14%	-14%	-18%	-20%	-1%

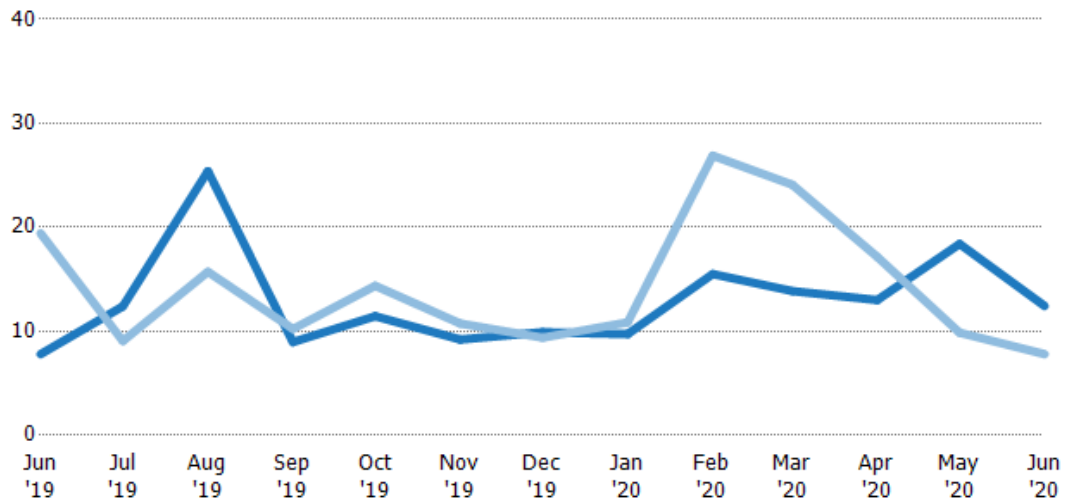
## Months of Inventory

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.
Jun '20	12.4	59.3%
Jun '19	7.8	-59.9%
Jun '18	19.4	67.6%



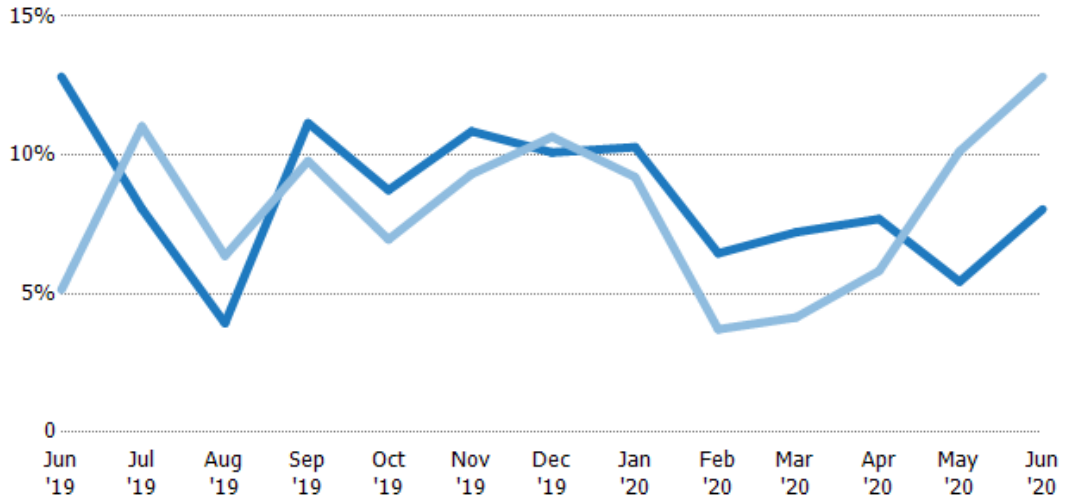
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	7.8	12.4	25.4	8.96	11.5	9.21	9.91	9.73	15.5	13.9	13	18.4	12.4
Prior Year	19.4	9.06	15.7	10.2	14.4	10.7	9.38	10.9	26.9	24.1	17.2	9.86	7.8
Percent Change from Prior Year	-60%	37%	62%	-12%	-20%	-14%	6%	-10%	-42%	-42%	-24%	87%	59%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



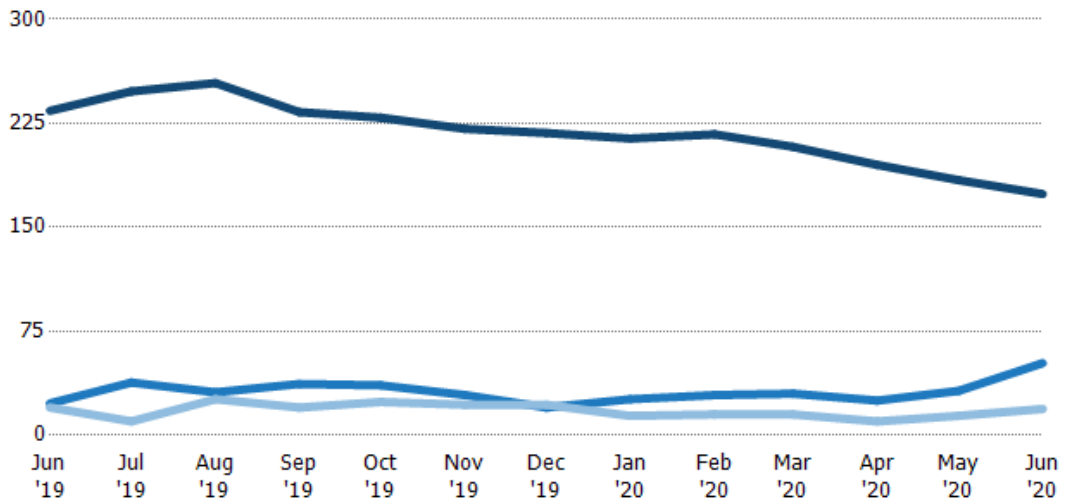
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	13%	8%	4%	11%	9%	11%	10%	10%	6%	7%	8%	5%	8%
Prior Year	5%	11%	6%	10%	7%	9%	11%	9%	4%	4%	6%	10%	13%
Change from Prior Year	-8%	3%	2%	-1%	-2%	-2%	1%	-1%	-3%	-3%	-2%	5%	5%

## 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



	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	234	248	254	233	229	221	218	214	217	208	195	184	174
Pending	23	38	31	37	36	29	20	26	29	30	25	32	52
Sold	20	10	26	20	24	22	22	14	15	15	10	14	19

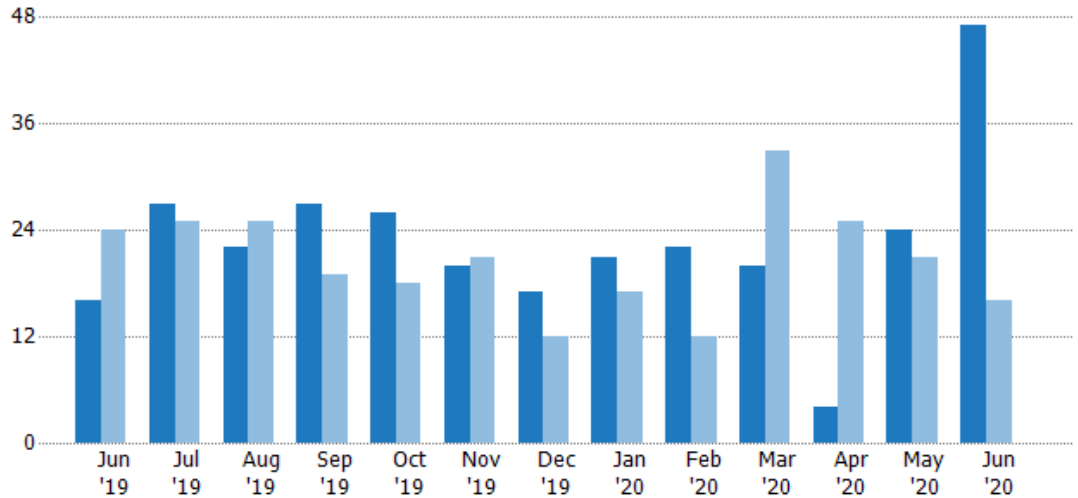
## New Pending Sales

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.
Jun '20	47	193.8%
Jun '19	16	-33.3%
Jun '18	24	-45.8%



Current Year	16	27	22	27	26	20	17	21	22	20	4	24	47
Prior Year	24	25	25	19	18	21	12	17	12	33	25	21	16
Percent Change from Prior Year	-33%	8%	-12%	42%	44%	-5%	42%	24%	83%	-39%	-84%	14%	194%

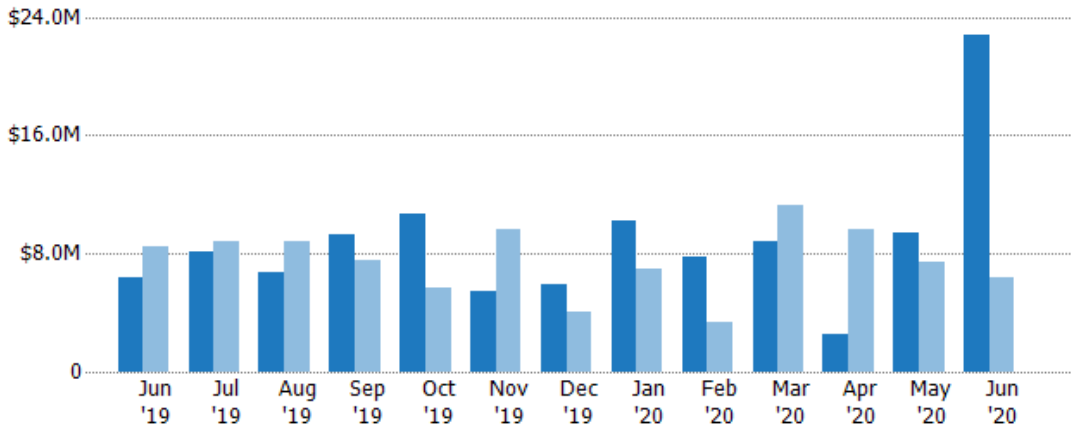
## New Pending Sales Volume

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.
Jun '20	\$22.8M	259.3%
Jun '19	\$6.35M	-25.4%
Jun '18	\$8.52M	-47.9%



Current Year	\$6.35M	\$8.12M	\$6.72M	\$9.25M	\$10.7M	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M
Prior Year	\$8.52M	\$8.84M	\$8.77M	\$7.59M	\$5.63M	\$9.66M	\$4.09M	\$6.96M	\$3.36M	\$11.3M	\$9.62M	\$7.47M	\$6.35M
Percent Change from Prior Year	-25%	-8%	-23%	22%	91%	-44%	45%	47%	131%	-21%	-74%	26%	259%



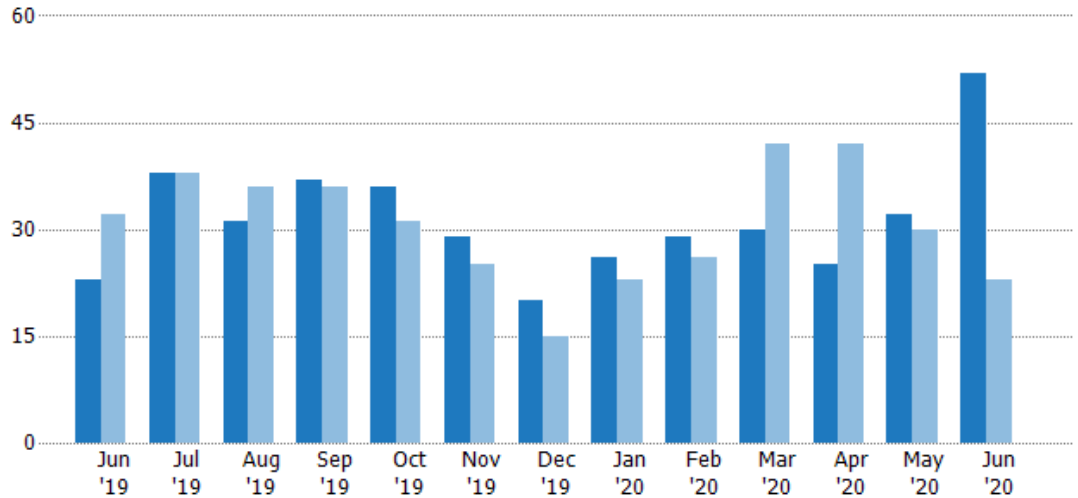
## Pending Sales

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.
Jun '20	52	126.1%
Jun '19	23	-28.1%
Jun '18	32	-50%



	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	23	38	31	37	36	29	20	26	29	30	25	32	52
Prior Year	32	38	36	36	31	25	15	23	26	42	42	30	23
Percent Change from Prior Year	-28%	0%	-14%	3%	16%	16%	33%	13%	12%	-29%	-40%	7%	126%

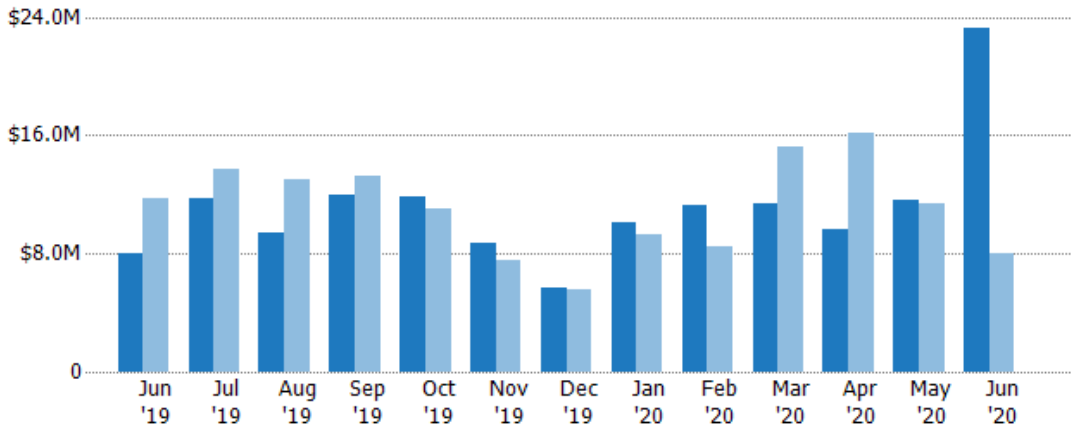
## Pending Sales Volume

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.
Jun '20	\$23.2M	188.5%
Jun '19	\$8.05M	-31.3%
Jun '18	\$11.7M	-49.3%



	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	\$8.05M	\$11.8M	\$9.36M	\$12M	\$11.8M	\$8.68M	\$5.62M	\$10.1M	\$11.2M	\$11.4M	\$9.62M	\$11.6M	\$23.2M
Prior Year	\$11.7M	\$13.7M	\$13M	\$13.2M	\$11M	\$7.52M	\$5.56M	\$9.24M	\$8.48M	\$15.3M	\$16.2M	\$11.3M	\$8.05M
Percent Change from Prior Year	-31%	-14%	-28%	-9%	7%	15%	1%	9%	32%	-25%	-41%	2%	188%

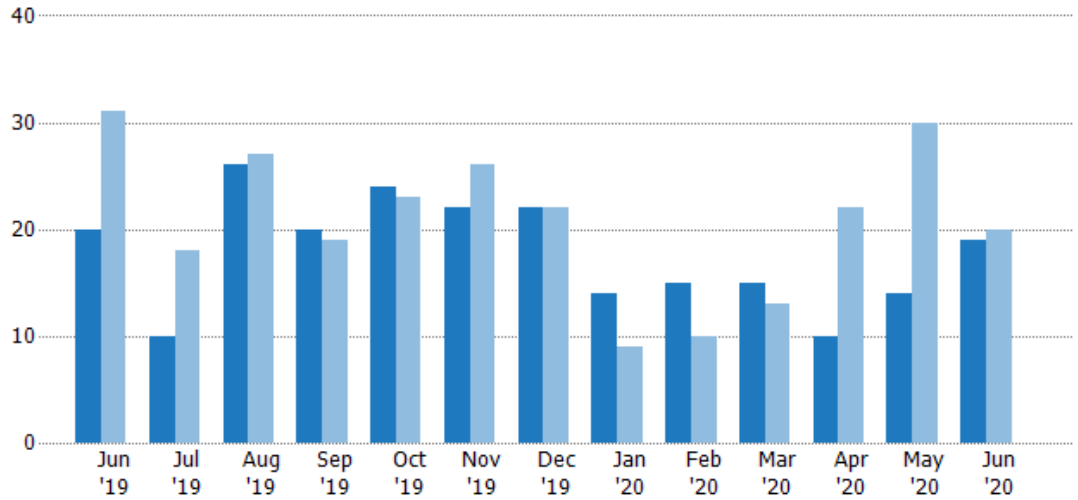
## Closed Sales

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.
Jun '20	19	-5%
Jun '19	20	-35.5%
Jun '18	31	-32.3%



Current Year	20	10	26	20	24	22	22	14	15	15	10	14	19
Prior Year	31	18	27	19	23	26	22	9	10	13	22	30	20
Percent Change from Prior Year	-35%	-44%	-4%	5%	4%	-15%	0%	56%	50%	15%	-55%	-53%	-5%

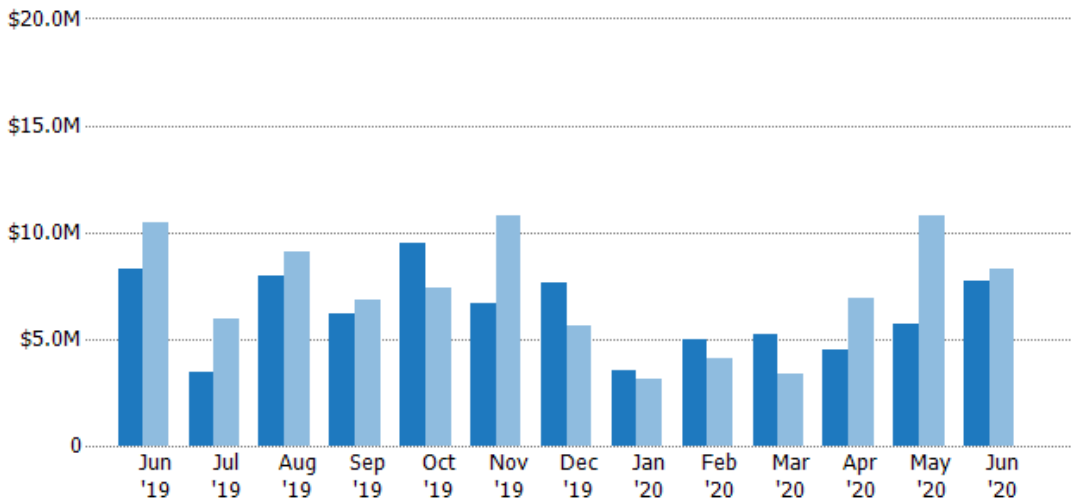
## Closed Sales Volume

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.
Jun '20	\$7.68M	-7%
Jun '19	\$8.26M	-21.2%
Jun '18	\$10.5M	-37%



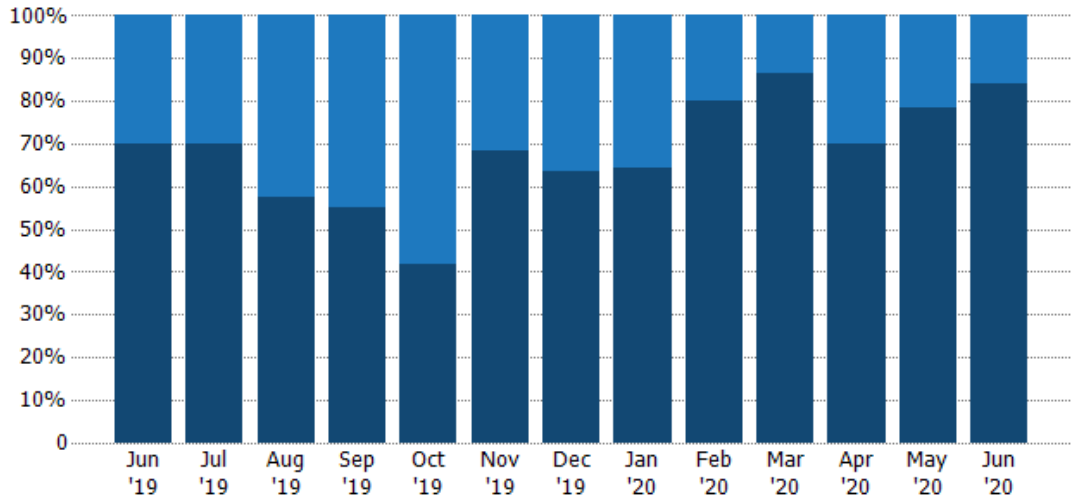
Current Year	\$8.26M	\$3.42M	\$7.97M	\$6.16M	\$9.48M	\$6.64M	\$7.64M	\$3.56M	\$5.01M	\$5.24M	\$4.51M	\$5.67M	\$7.68M
Prior Year	\$10.5M	\$5.97M	\$9.1M	\$6.85M	\$7.37M	\$10.8M	\$5.61M	\$3.15M	\$4.08M	\$3.37M	\$6.88M	\$10.8M	\$8.26M
Percent Change from Prior Year	-21%	-43%	-12%	-10%	29%	-38%	36%	13%	23%	56%	-34%	-47%	-7%

## 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



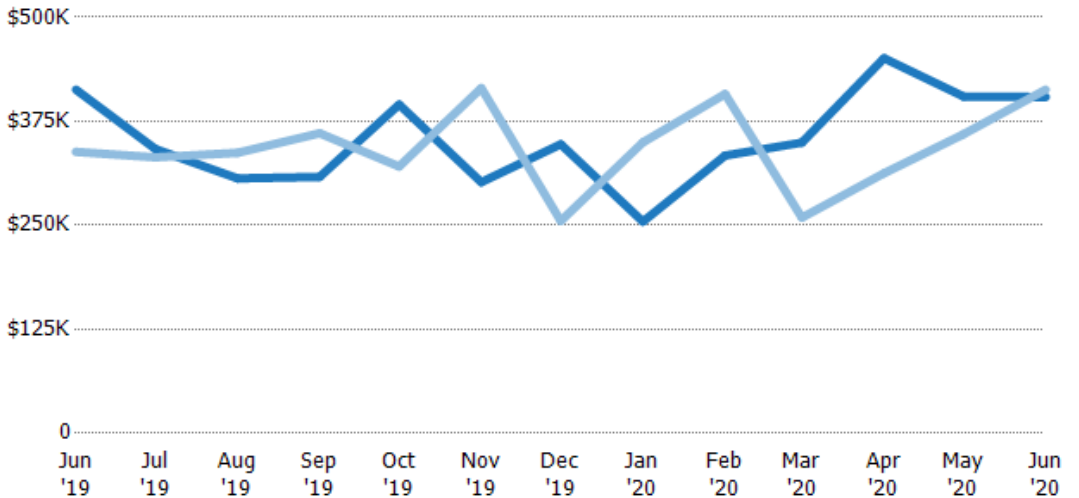
Condo/Townhouse	30%	30%	42%	45%	58%	32%	36%	36%	20%	13%	30%	21%	16%
Single Family Residence	70%	70%	58%	55%	42%	68%	64%	64%	80%	87%	70%	79%	84%

## 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



Month/Year	Price	% Chg.
Jun '20	\$404K	-2.2%
Jun '19	\$413K	22.1%
Jun '18	\$338K	-7%

Current Year	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K	\$347K	\$254K	\$334K	\$349K	\$451K	\$405K	\$404K
Prior Year	\$338K	\$332K	\$337K	\$361K	\$321K	\$415K	\$255K	\$350K	\$408K	\$259K	\$313K	\$359K	\$413K
Percent Change from Prior Year	22%	3%	-9%	-15%	23%	-27%	36%	-27%	-18%	35%	44%	13%	-2%

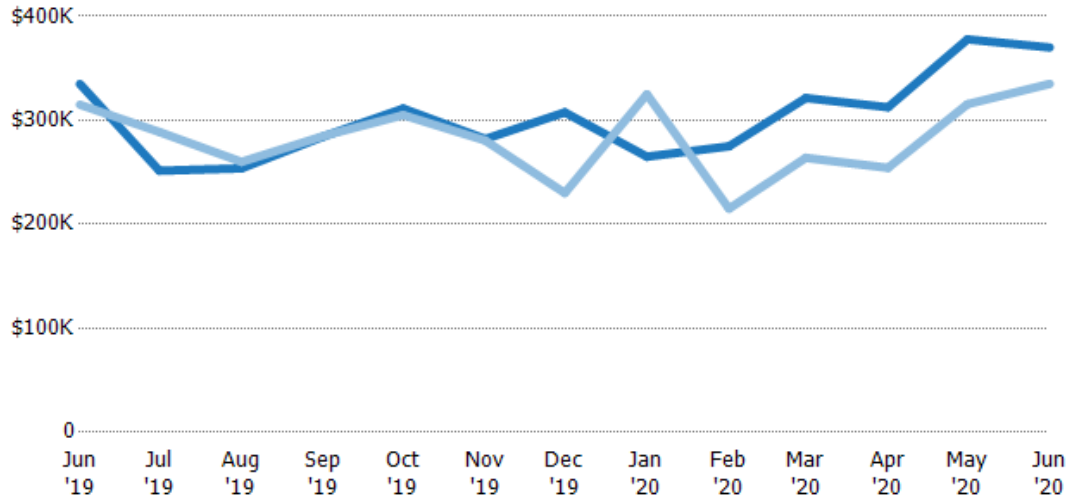
## Median Sales Price

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.
Jun '20	\$370K	10.4%
Jun '19	\$335K	6.3%
Jun '18	\$315K	-26%



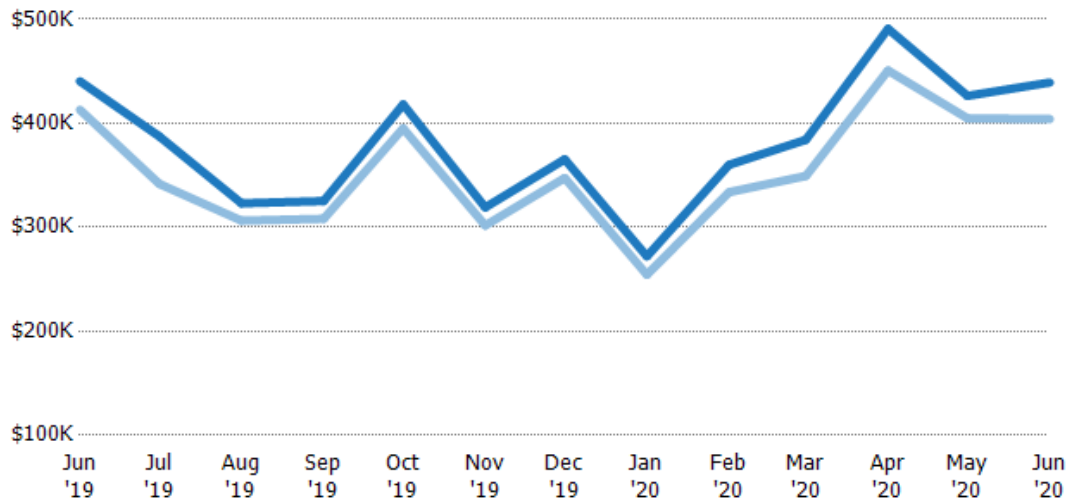
Current Year	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K	\$308K	\$265K	\$275K	\$321K	\$313K	\$378K	\$370K
Prior Year	\$315K	\$289K	\$260K	\$285K	\$305K	\$281K	\$230K	\$325K	\$215K	\$264K	\$254K	\$316K	\$335K
Percent Change from Prior Year	6%	-13%	-2%	0%	2%	1%	34%	-18%	28%	22%	23%	20%	10%

## 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



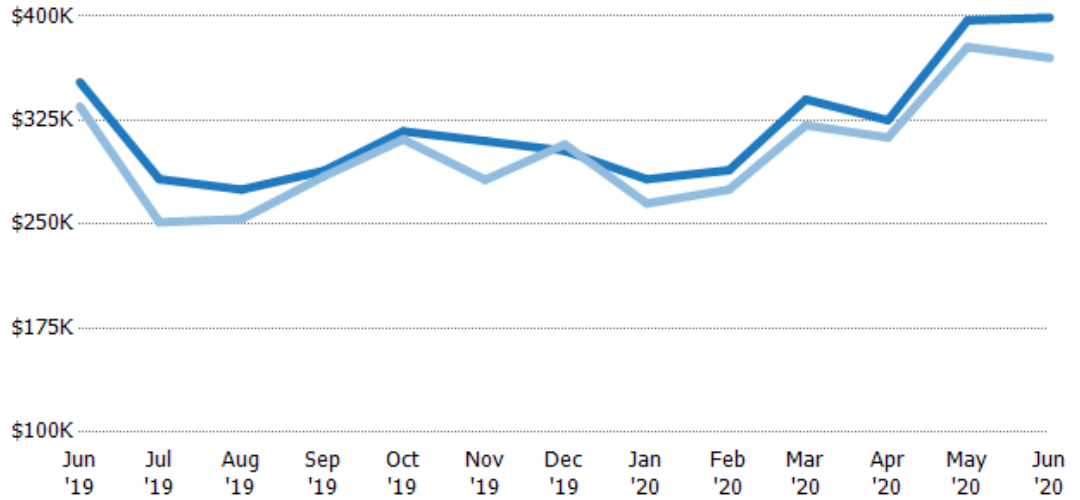
Avg List Price	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$365K	\$272K	\$360K	\$384K	\$491K	\$426K	\$439K
Avg Sales Price	\$413K	\$342K	\$306K	\$308K	\$395K	\$302K	\$347K	\$254K	\$334K	\$349K	\$451K	\$405K	\$404K
Avg Sales Price as a % of Avg List Price	94%	88%	95%	95%	95%	95%	95%	93%	93%	91%	92%	95%	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



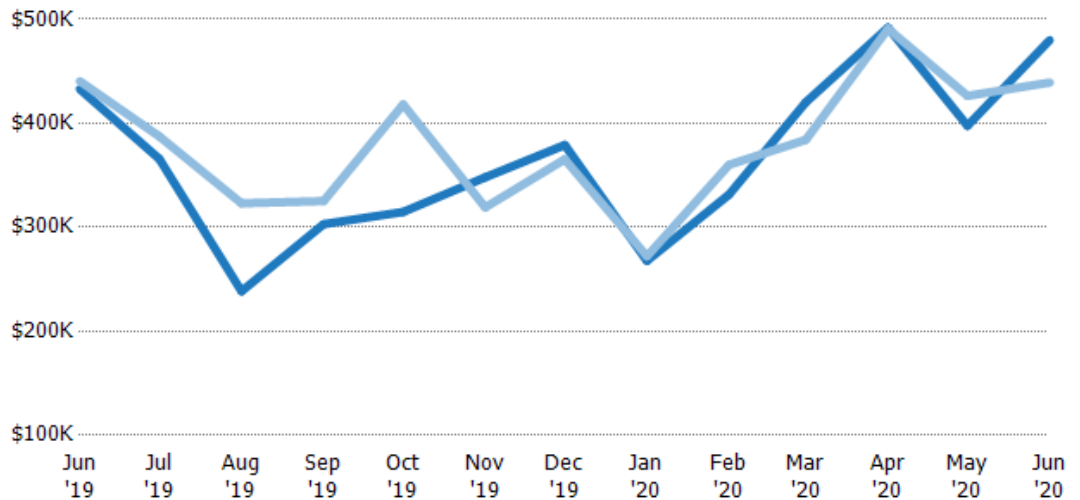
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$289K	\$340K	\$325K	\$397K	\$399K
Median Sales Price	\$335K	\$252K	\$254K	\$285K	\$311K	\$282K	\$308K	\$265K	\$275K	\$321K	\$313K	\$378K	\$370K
Med Sales Price as a % of Med List Price	95%	89%	92%	99%	98%	91%	102%	94%	95%	95%	96%	95%	93%

## 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



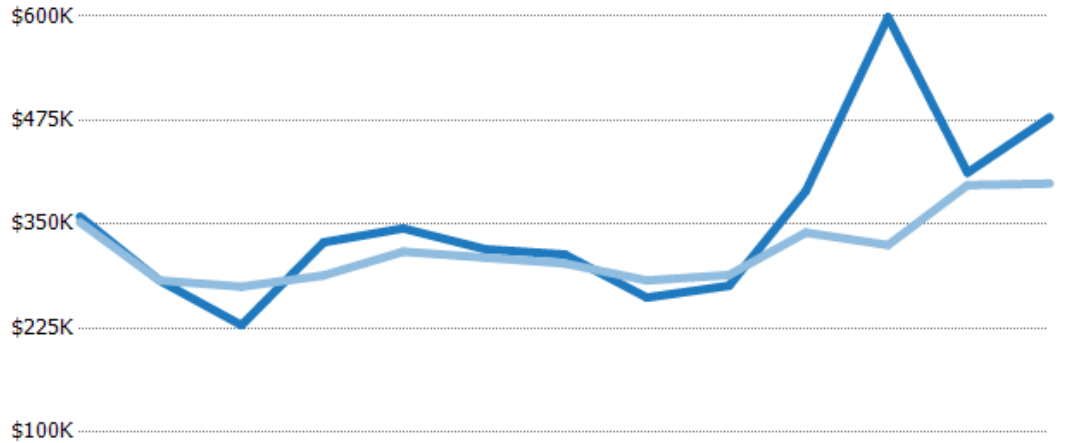
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$433K	\$366K	\$238K	\$303K	\$315K	\$348K	\$379K	\$268K	\$331K	\$420K	\$492K	\$398K	\$480K
Avg Sales Price	\$440K	\$387K	\$323K	\$325K	\$418K	\$319K	\$365K	\$272K	\$360K	\$384K	\$491K	\$426K	\$439K
Avg Sales Price as a % of Avg Est Value	102%	106%	135%	107%	133%	92%	96%	102%	109%	91%	100%	107%	92%

## 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



	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	\$359K	\$283K	\$229K	\$328K	\$345K	\$320K	\$314K	\$262K	\$276K	\$390K	\$599K	\$412K	\$479K
Median Sales Price	\$353K	\$283K	\$275K	\$289K	\$317K	\$310K	\$303K	\$282K	\$289K	\$340K	\$325K	\$397K	\$399K
Med Sales Price as a % of Med Est Value	98%	100%	120%	88%	92%	97%	97%	108%	105%	87%	54%	96%	83%