

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	46	47	-2.1%	192	209	-8.1%
New Listing Volume	\$25,095,200	\$30,682,100	-18.2%	\$102,777,900	\$103,078,050	-0.3%
Active Listing Count	163	246	-33.7%	N/A	N/A	
Active Listing Volume	\$118,633,300	\$144,622,449	-18%	N/A	N/A	
Average Listing Price	\$727,812	\$587,896	+23.8%	\$695,298	\$557,898	+24.6%
Median Listing Price	\$465,000	\$402,500	+15.5%	\$458,293	\$394,692	+16.1%
Median Days in RPR	157	157	+/-	181.31	218.7	-17.1%
Months of Inventory	9.1	12.3	-26.4%	12.3	13.8	-11.1%
Absorption Rate	11.04%	8.13%	+2.9%	8.14%	7.24%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	64	27	+137%	202	150	+34.7%
New Pending Sales Volume	\$32,658,800	\$8,124,300	+302%	\$94,260,500	\$52,999,099	+77.9%
Pending Sales Count	72	37	+94.6%	N/A	N/A	
Pending Sales Volume	\$37,659,100	\$11,442,300	+229.1%	N/A	N/A	
Closed Sales Count	27	10	+170%	111	111	+/-
Closed Sales Volume	\$10,711,699	\$3,417,185	+213.5%	\$41,325,599	\$39,145,924	+5.6%
Average Sales Price	\$396,730	\$341,719	+16.1%	\$372,303	\$352,666	+5.6%
Median Sales Price	\$300,000	\$251,500	+19.3%	\$315,260	\$290,337	+8.6%

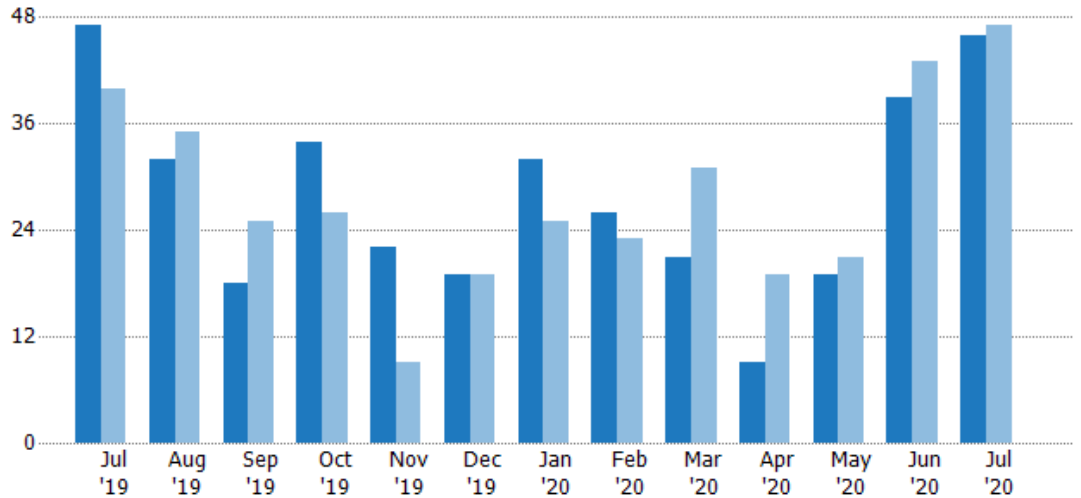
New Listings

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.
Jul '20	46	-2.1%
Jul '19	47	17.5%
Jul '18	40	12.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	47	32	18	34	22	19	32	26	21	9	19	39	46
Prior Year	40	35	25	26	9	19	25	23	31	19	21	43	47
Percent Change from Prior Year	18%	-9%	-28%	31%	144%	0%	28%	13%	-32%	-53%	-10%	-9%	-2%

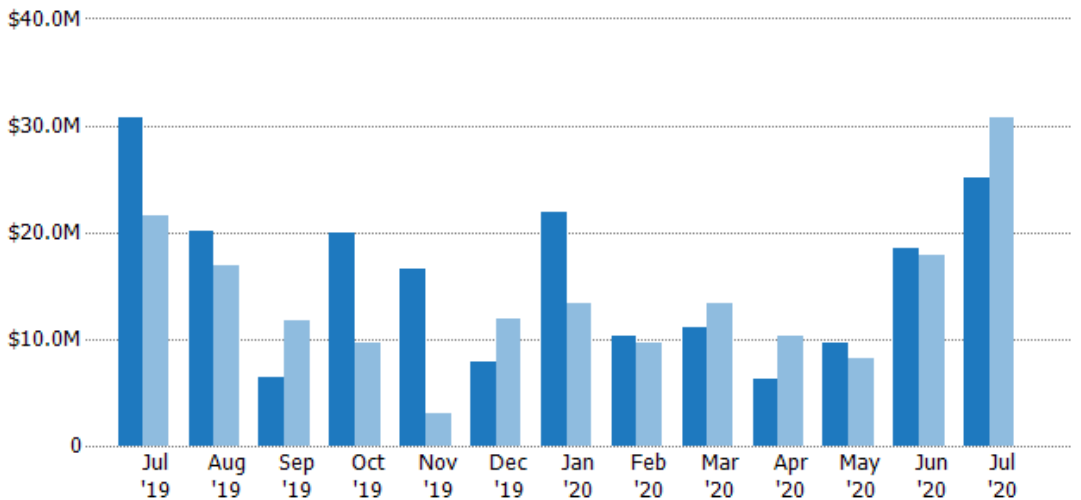
New Listing Volume

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.
Jul '20	\$25.1M	-18.2%
Jul '19	\$30.7M	42.6%
Jul '18	\$21.5M	-14.2%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$30.7M	\$20.1M	\$6.46M	\$20M	\$16.5M	\$7.87M	\$21.9M	\$10.2M	\$11.1M	\$6.28M	\$9.65M	\$18.4M	\$25.1M
Prior Year	\$21.5M	\$16.9M	\$11.7M	\$9.67M	\$3.07M	\$11.9M	\$13.3M	\$9.71M	\$13.3M	\$10.2M	\$8.11M	\$17.8M	\$30.7M
Percent Change from Prior Year	43%	19%	-45%	107%	440%	-34%	65%	5%	-16%	-39%	19%	4%	-18%

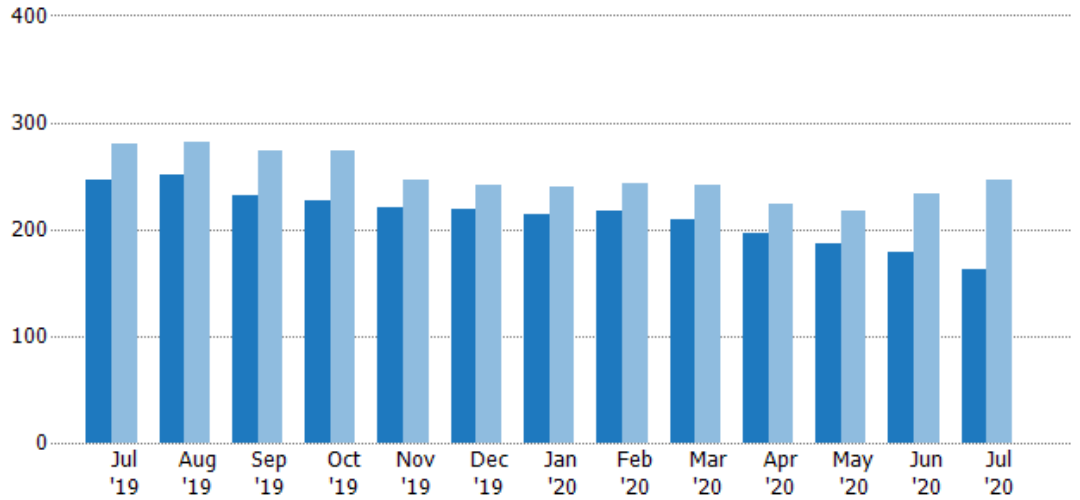
Active Listings

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.
Jul '20	163	-33.7%
Jul '19	246	-12.1%
Jul '18	280	10.7%



Current Year	246	251	231	227	220	218	214	217	209	196	187	178	163
Prior Year	280	281	274	273	246	242	240	243	241	223	217	234	246
Percent Change from Prior Year	-12%	-11%	-16%	-17%	-11%	-10%	-11%	-11%	-13%	-12%	-14%	-24%	-34%

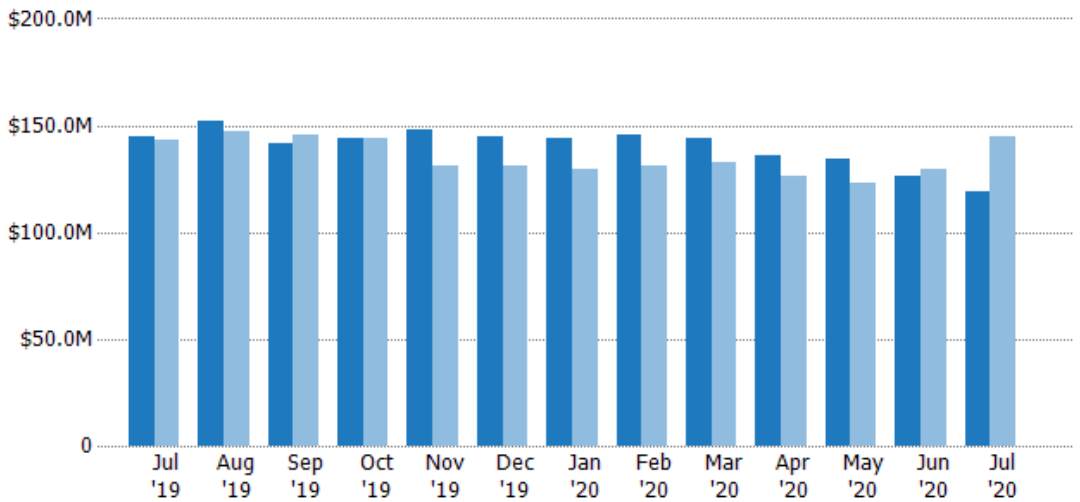
Active Listing Volume

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.
Jul '20	\$119M	-18%
Jul '19	\$145M	1.2%
Jul '18	\$143M	7.3%



Current Year	\$145M	\$152M	\$142M	\$144M	\$148M	\$145M	\$144M	\$146M	\$144M	\$136M	\$134M	\$126M	\$119M
Prior Year	\$143M	\$147M	\$145M	\$144M	\$131M	\$131M	\$129M	\$131M	\$133M	\$127M	\$123M	\$130M	\$145M
Percent Change from Prior Year	1%	3%	-2%	0%	13%	11%	11%	11%	9%	8%	9%	-3%	-18%

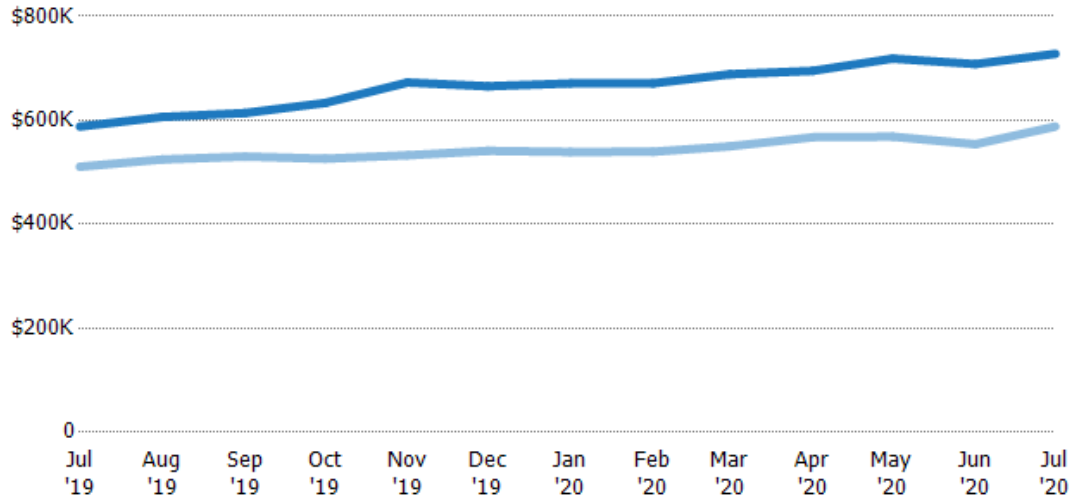
Average Listing Price

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.
Jul '20	\$728K	23.8%
Jul '19	\$588K	15.1%
Jul '18	\$511K	-3.1%



Current Year	\$588K	\$606K	\$614K	\$633K	\$673K	\$665K	\$671K	\$671K	\$689K	\$695K	\$719K	\$708K	\$728K
Prior Year	\$511K	\$525K	\$530K	\$526K	\$533K	\$541K	\$539K	\$540K	\$550K	\$567K	\$569K	\$554K	\$588K
Percent Change from Prior Year	15%	16%	16%	20%	26%	23%	24%	24%	25%	22%	26%	28%	24%

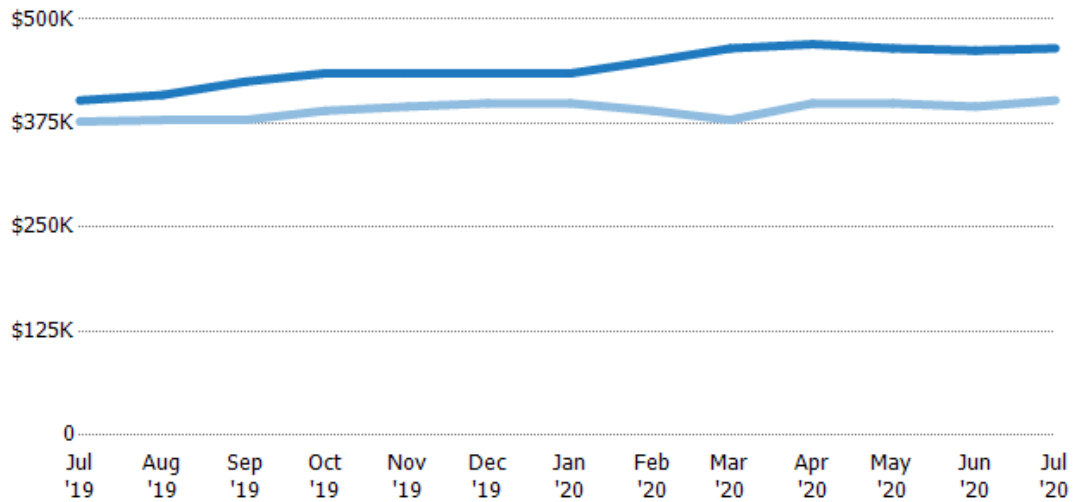
Median Listing Price

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.
Jul '20	\$465K	15.5%
Jul '19	\$403K	6.8%
Jul '18	\$377K	-8%



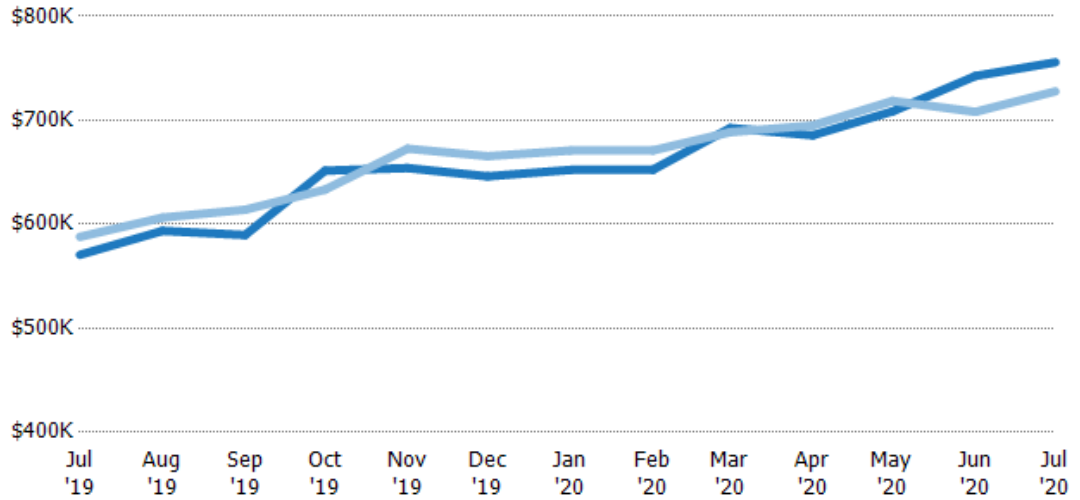
Current Year	\$403K	\$409K	\$425K	\$435K	\$435K	\$435K	\$435K	\$450K	\$465K	\$470K	\$465K	\$462K	\$465K
Prior Year	\$377K	\$379K	\$379K	\$390K	\$395K	\$399K	\$399K	\$390K	\$379K	\$399K	\$399K	\$395K	\$403K
Percent Change from Prior Year	7%	8%	12%	12%	10%	9%	9%	15%	23%	18%	17%	17%	16%

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

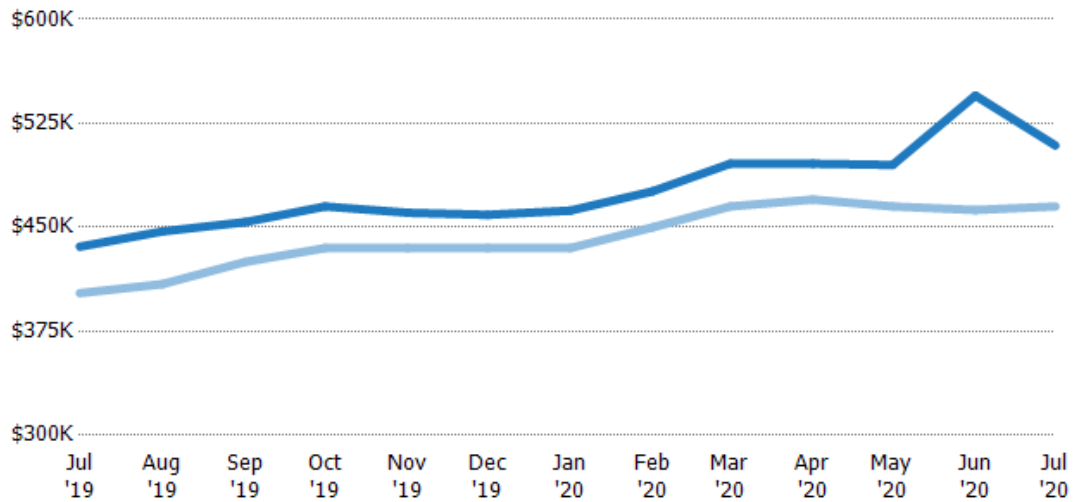


Median Listing Price vs Median Est Value

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



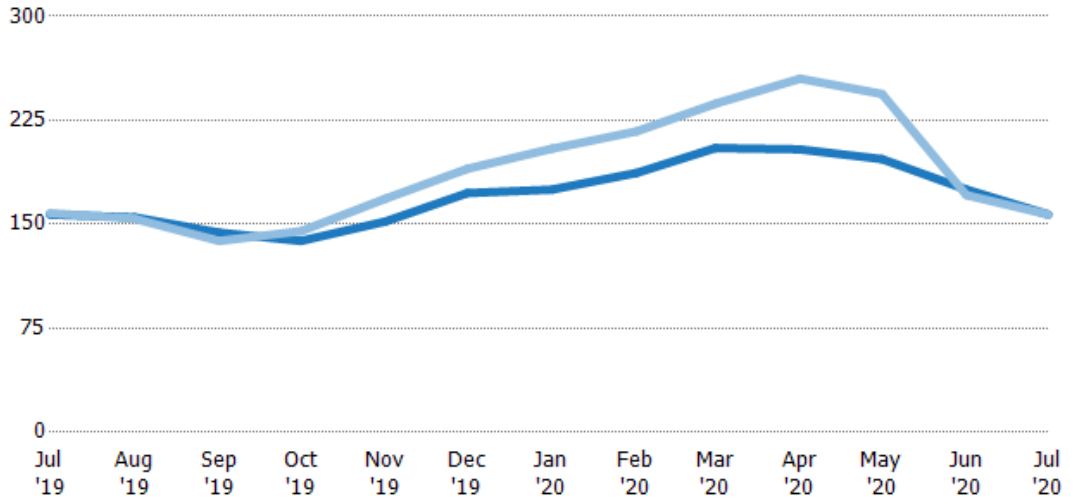
Median Days in RPR

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.
Jul '20	157	0%
Jul '19	157	-0.6%
Jul '18	158	-0.6%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	157	155	144	138	152	173	175	187	205	204	197	175	157
Prior Year	158	154	138	145	169	190	205	217	237	255	244	171	157
Percent Change from Prior Year	-1%	1%	4%	-5%	-10%	-9%	-14%	-14%	-14%	-20%	-19%	2%	0%

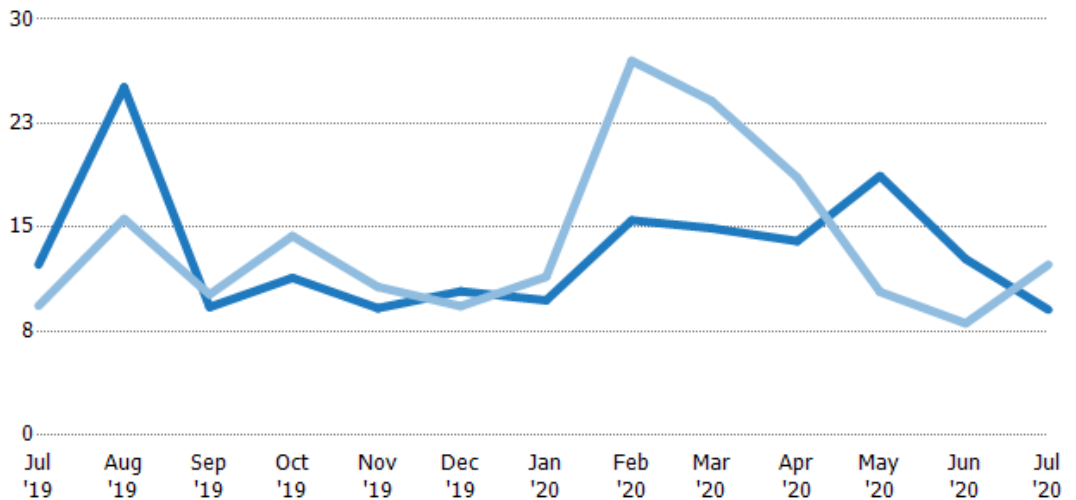
Months of Inventory

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.
Jul '20	9.06	-26.4%
Jul '19	12.3	31.8%
Jul '18	9.33	74.8%



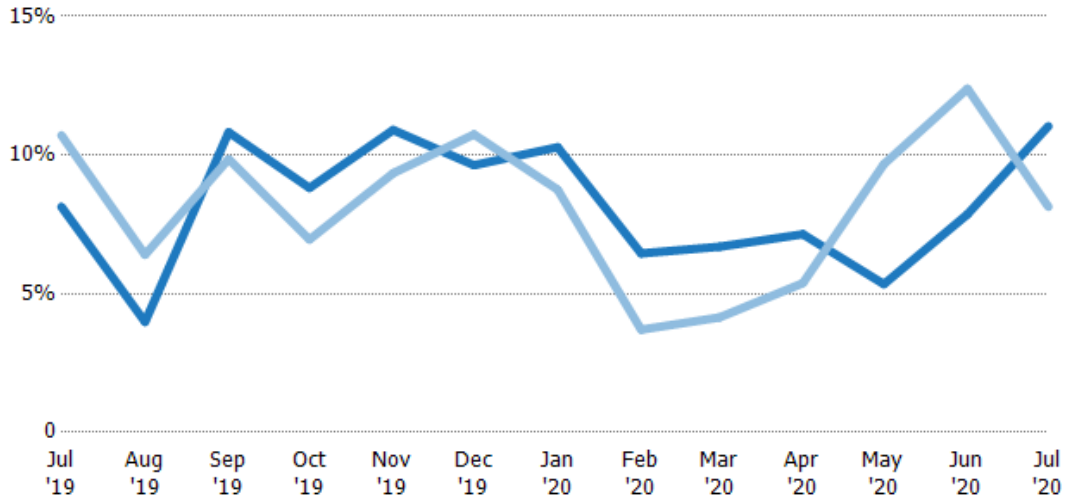
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	12.3	25.1	9.24	11.4	9.17	10.4	9.73	15.5	14.9	14	18.7	12.7	9.06
Prior Year	9.33	15.6	10.1	14.4	10.7	9.31	11.4	27	24.1	18.6	10.3	8.07	12.3
Percent Change from Prior Year	32%	61%	-9%	-21%	-14%	12%	-15%	-43%	-38%	-25%	81%	58%	-26%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



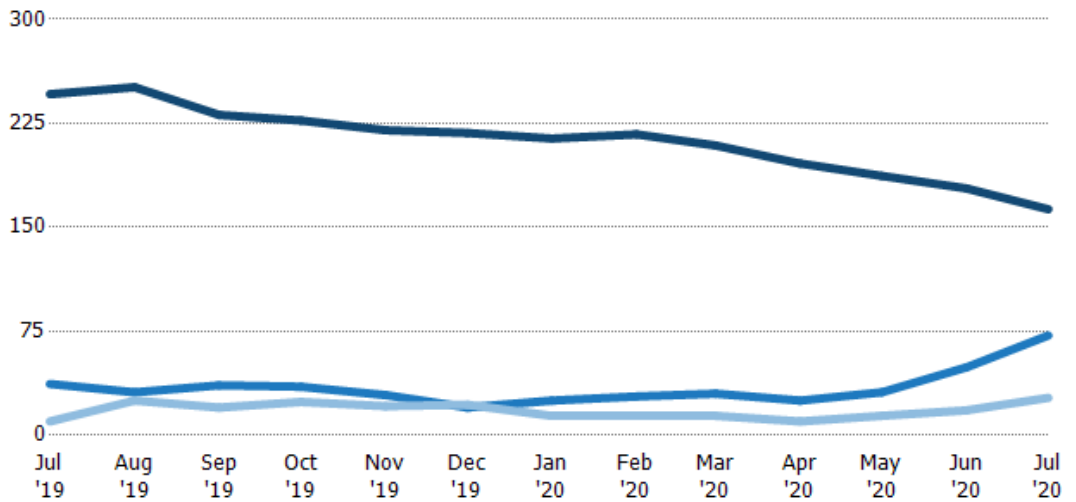
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8%	4%	11%	9%	11%	10%	10%	6%	7%	7%	5%	8%	11%
Prior Year	11%	6%	10%	7%	9%	11%	9%	4%	4%	5%	10%	12%	8%
Change from Prior Year	3%	2%	-1%	-2%	-2%	1%	-2%	-3%	-3%	-2%	4%	5%	-3%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	246	251	231	227	220	218	214	217	209	196	187	178	163
Pending	37	31	36	35	29	20	25	28	30	25	31	49	72
Sold	10	25	20	24	21	22	14	14	14	10	14	18	27

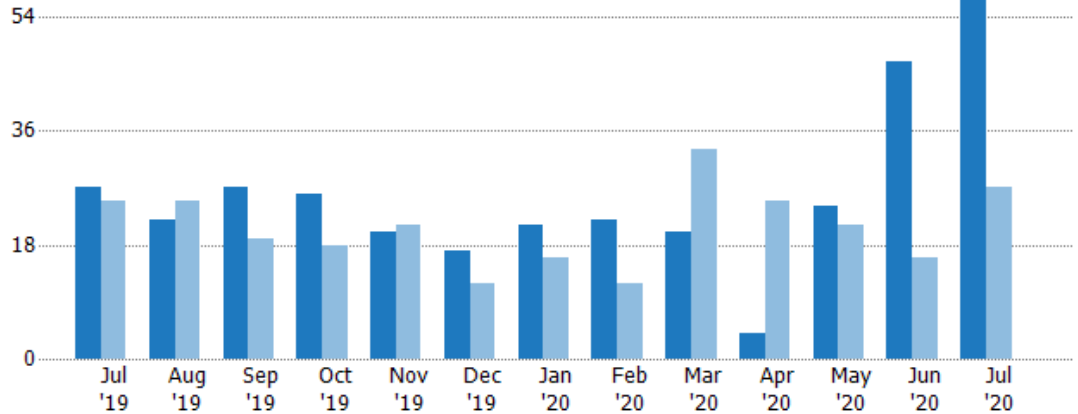
New Pending Sales

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.
Jul '20	64	137%
Jul '19	27	8%
Jul '18	25	-56%



Current Year	27	22	27	26	20	17	21	22	20	4	24	47	64
Prior Year	25	25	19	18	21	12	16	12	33	25	21	16	27
Percent Change from Prior Year	8%	-12%	42%	44%	-5%	42%	31%	83%	-39%	-84%	14%	194%	137%

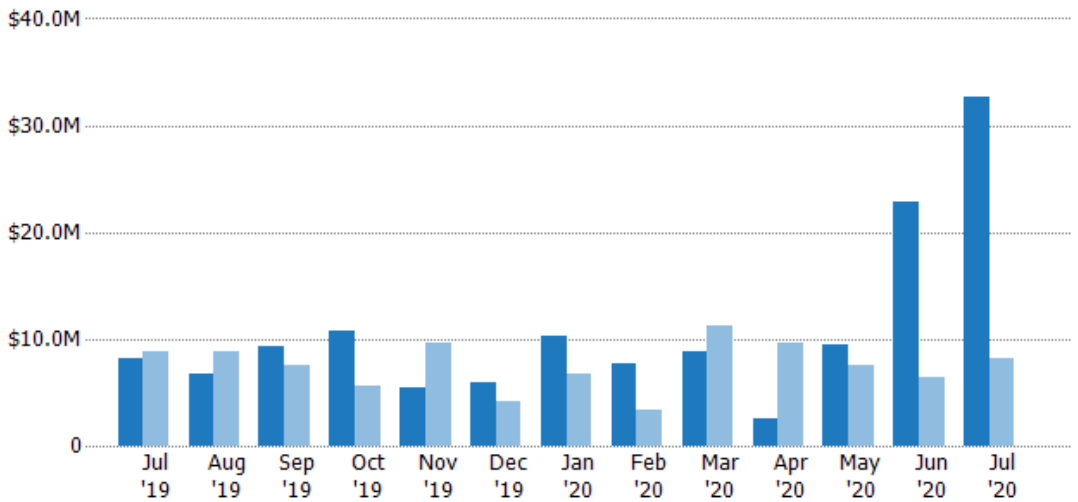
New Pending Sales Volume

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.
Jul '20	\$32.7M	302%
Jul '19	\$8.12M	-8.1%
Jul '18	\$8.84M	-60.3%



Current Year	\$8.12M	\$6.72M	\$9.25M	\$10.7M	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M	\$32.7M
Prior Year	\$8.84M	\$8.77M	\$7.59M	\$5.63M	\$9.66M	\$4.09M	\$6.8M	\$3.36M	\$11.3M	\$9.62M	\$7.47M	\$6.35M	\$8.12M
Percent Change from Prior Year	-8%	-23%	22%	91%	-44%	45%	50%	131%	-21%	-74%	26%	259%	302%

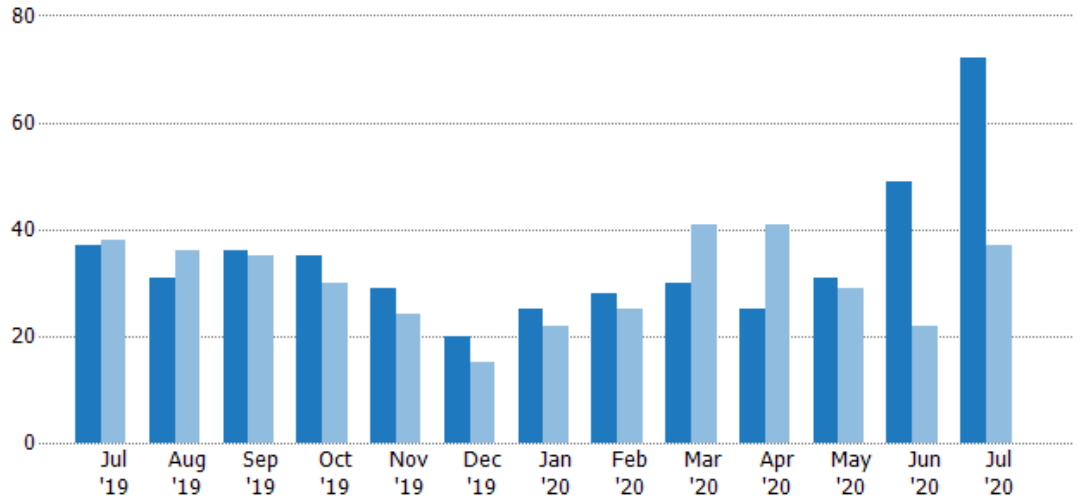
Pending Sales

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.
Jul '20	72	94.6%
Jul '19	37	-2.6%
Jul '18	38	-63.2%



Current Year	37	31	36	35	29	20	25	28	30	25	31	49	72
Prior Year	38	36	35	30	24	15	22	25	41	41	29	22	37
Percent Change from Prior Year	-3%	-14%	3%	17%	21%	33%	14%	12%	-27%	-39%	7%	123%	95%

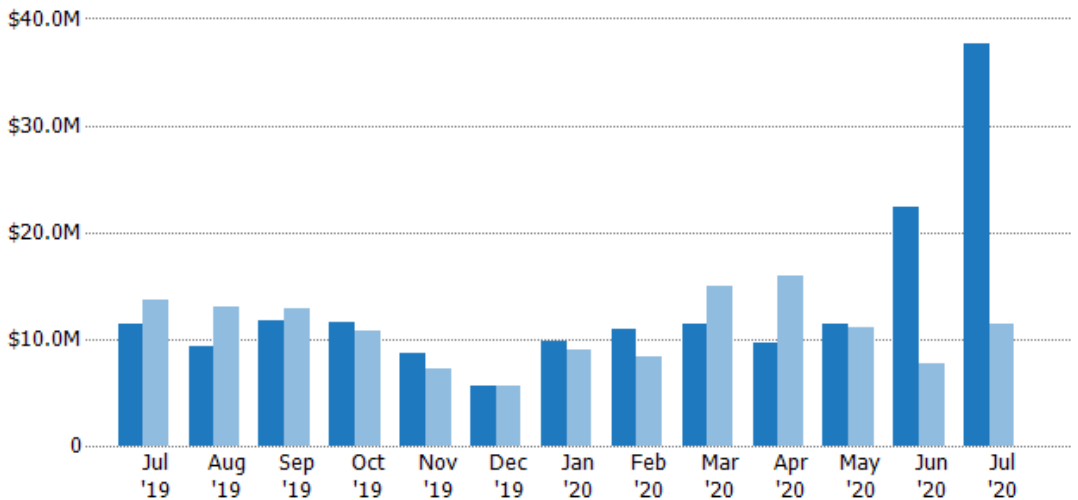
Pending Sales Volume

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.
Jul '20	\$37.7M	229.1%
Jul '19	\$11.4M	-16.7%
Jul '18	\$13.7M	-60.7%



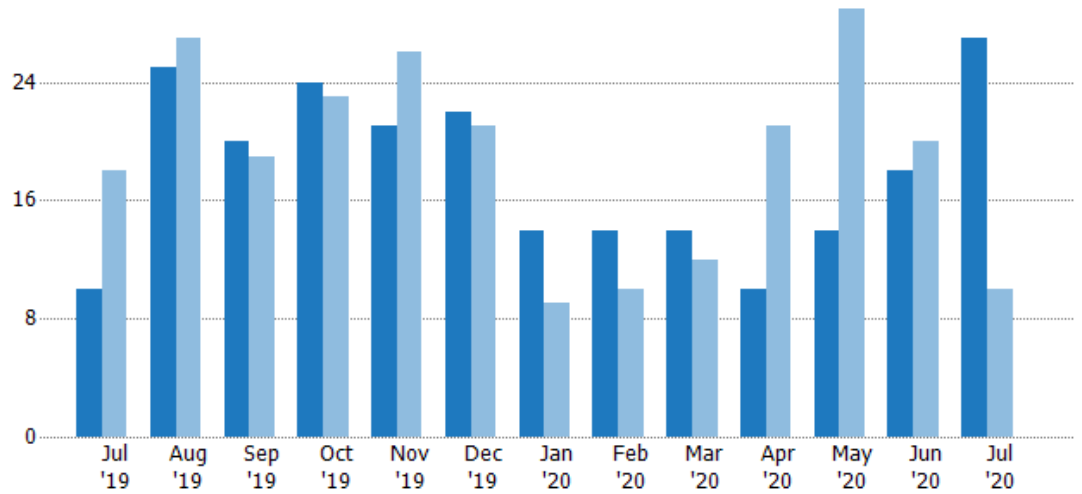
Current Year	\$11.4M	\$9.36M	\$11.8M	\$11.6M	\$8.68M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$37.7M
Prior Year	\$13.7M	\$13M	\$12.9M	\$10.7M	\$7.23M	\$5.56M	\$9.07M	\$8.31M	\$14.9M	\$15.9M	\$11M	\$7.73M	\$11.4M
Percent Change from Prior Year	-17%	-28%	-9%	8%	20%	1%	8%	31%	-23%	-39%	3%	189%	229%

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.
Jul '20	27	170%
Jul '19	10	-44.4%
Jul '18	18	-38.9%

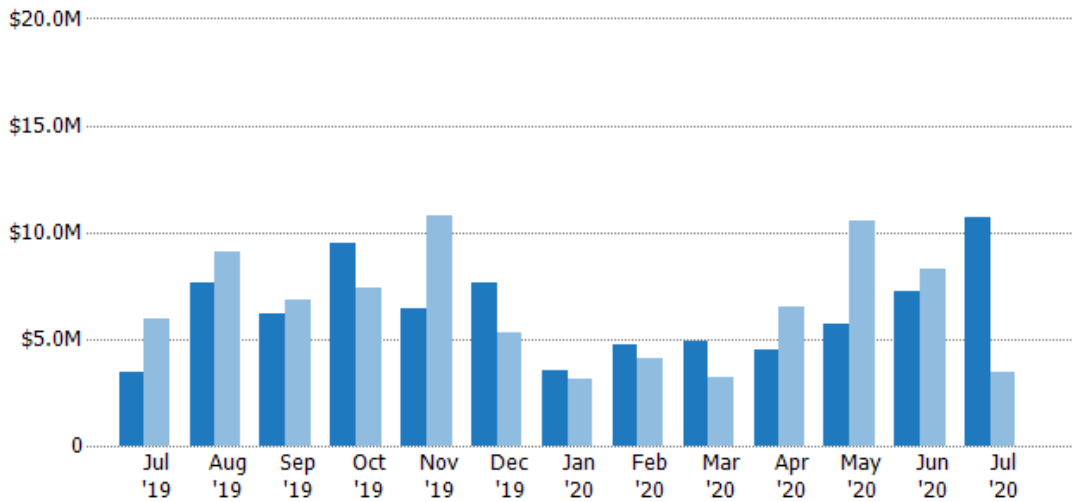
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10	25	20	24	21	22	14	14	14	10	14	18	27
Prior Year	18	27	19	23	26	21	9	10	12	21	29	20	10
Percent Change from Prior Year	-44%	-7%	5%	4%	-19%	5%	56%	40%	17%	-52%	-52%	-10%	170%

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.
Jul '20	\$10.7M	213.5%
Jul '19	\$3.42M	-42.8%
Jul '18	\$5.97M	-43.7%

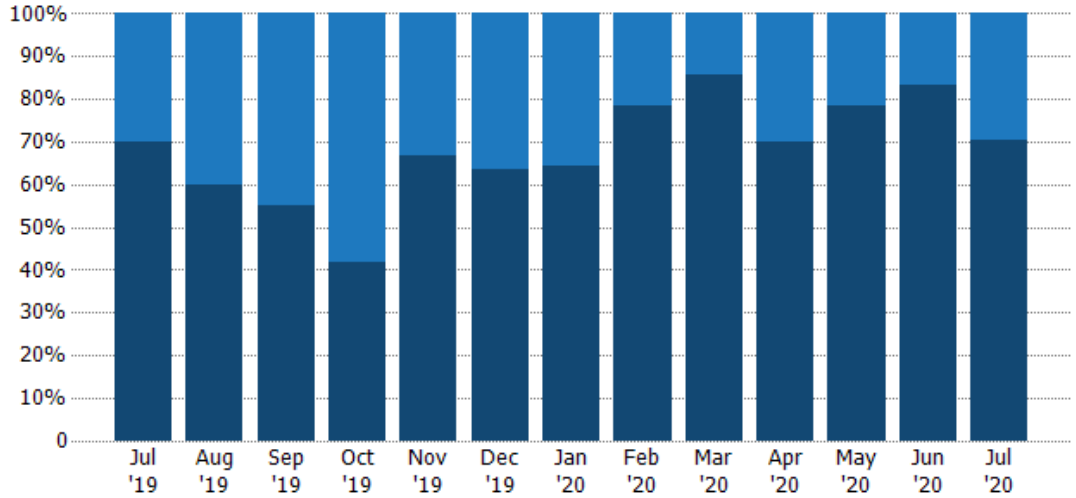
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$3.42M	\$7.66M	\$6.16M	\$9.48M	\$6.47M	\$7.64M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M	\$7.22M	\$10.7M
Prior Year	\$5.97M	\$9.1M	\$6.85M	\$7.37M	\$10.8M	\$5.34M	\$3.15M	\$4.08M	\$3.21M	\$6.53M	\$10.5M	\$8.26M	\$3.42M
Percent Change from Prior Year	-43%	-16%	-10%	29%	-40%	43%	13%	16%	53%	-31%	-46%	-13%	213%

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



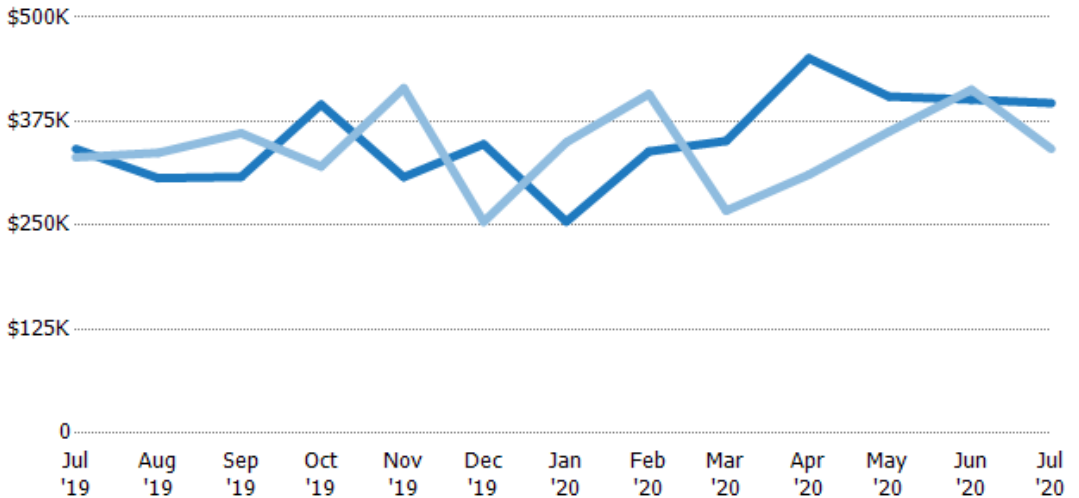
Condo/Townhouse	30%	40%	45%	58%	33%	36%	36%	21%	14%	30%	21%	17%	30%
Single Family Residence	70%	60%	55%	42%	67%	64%	64%	79%	86%	70%	79%	83%	70%

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	\$342K	\$307K	\$308K	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K
Prior Year	\$332K	\$337K	\$361K	\$321K	\$415K	\$254K	\$350K	\$408K	\$267K	\$311K	\$362K	\$413K	\$342K
Percent Change from Prior Year	3%	-9%	-15%	23%	-26%	37%	-27%	-17%	31%	45%	12%	-3%	16%

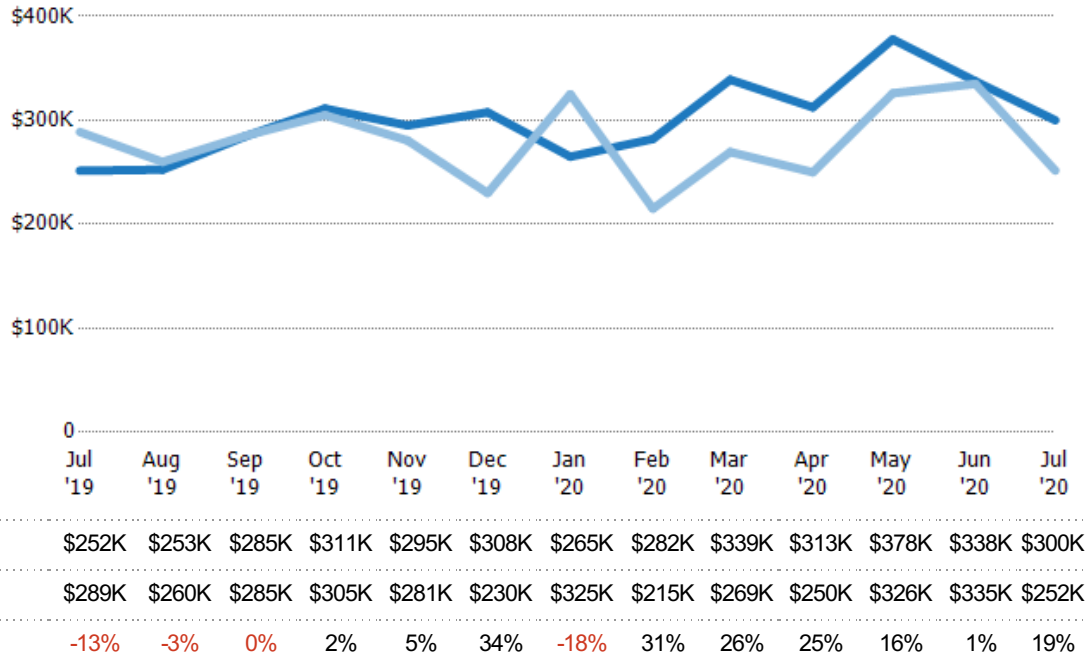
Median Sales Price

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.
Jul '20	\$300K	19.3%
Jul '19	\$252K	-12.9%
Jul '18	\$289K	-4.8%

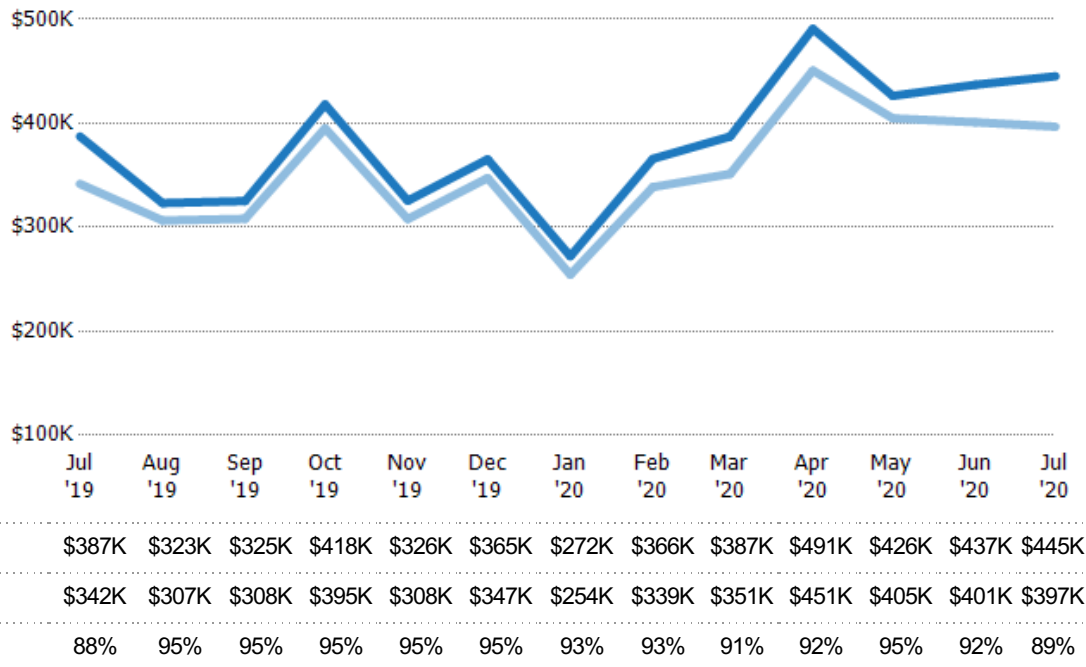


Average Sales Price vs Average Listing Price

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

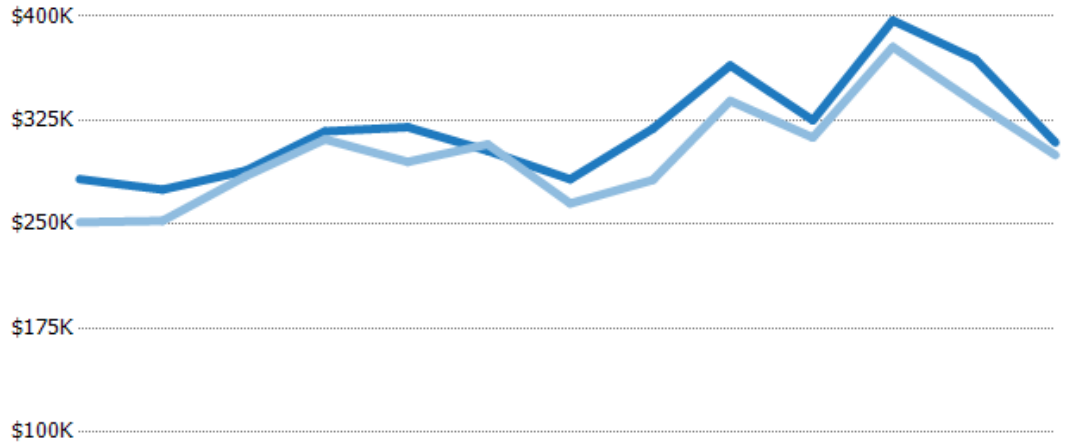


Median Sales Price vs Median Listing Price

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



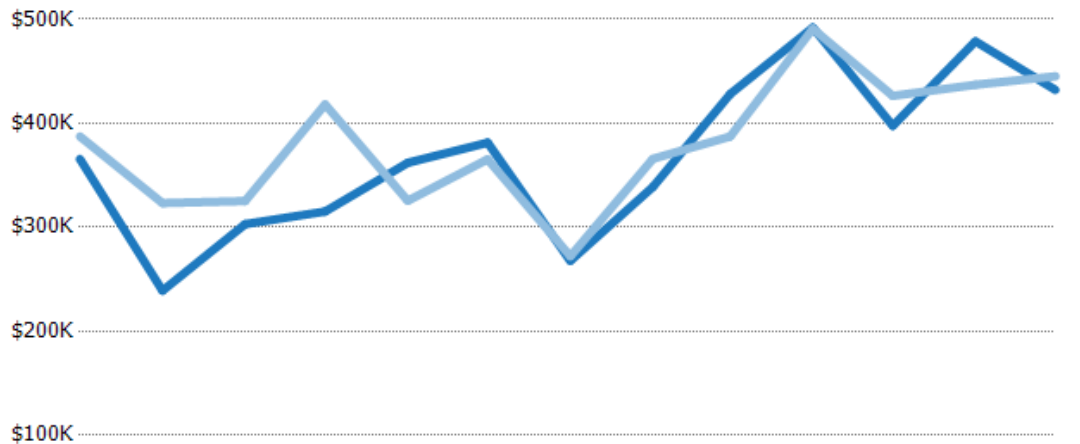
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$283K	\$275K	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K
Median Sales Price	\$252K	\$253K	\$285K	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K
Med Sales Price as a % of Med List Price	89%	92%	99%	98%	92%	102%	94%	88%	93%	96%	95%	91%	97%

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



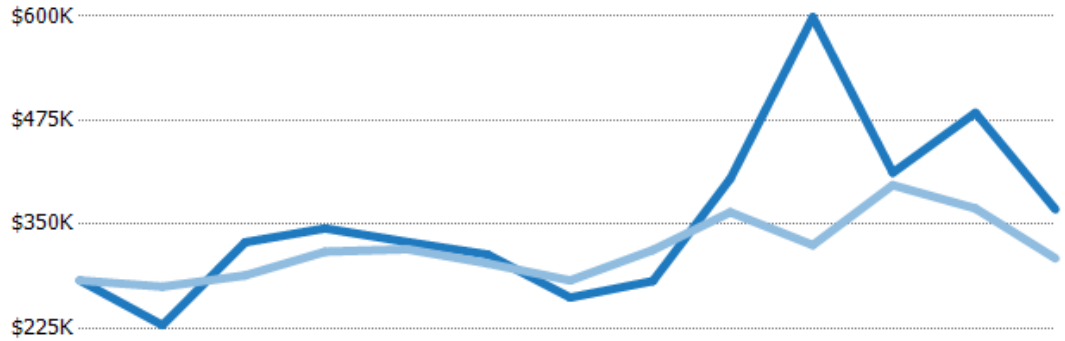
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$366K	\$239K	\$303K	\$315K	\$362K	\$381K	\$268K	\$339K	\$428K	\$492K	\$398K	\$479K	\$432K
Avg Sales Price	\$387K	\$323K	\$325K	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K
Avg Sales Price as a % of Avg Est Value	106%	135%	107%	133%	90%	96%	102%	108%	90%	100%	107%	91%	103%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$283K	\$229K	\$328K	\$345K	\$329K	\$314K	\$262K	\$282K	\$405K	\$599K	\$412K	\$484K	\$368K
Median Sales Price	\$283K	\$275K	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K
Med Sales Price as a % of Med Est Value	100%	120%	88%	92%	97%	97%	108%	113%	90%	54%	96%	76%	84%