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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	15	+53.3%	100	91	+9.9%
New Listing Volume	$8,477,300	$4,247,400	+99.6%	$35,958,799	$26,661,750	+34.9%
Active Listing Count	33	44	-25%	N/A	N/A	
Active Listing Volume	$13,052,699	$16,172,199	-19.3%	N/A	N/A	
Average Listing Price	$395,536	$367,550	+7.6%	$413,715	$410,312	+0.8%
Median Listing Price	$295,000	$309,950	-4.8%	$309,852	$331,355	-6.5%
Median Days in RPR	32	74.5	-57%	66.39	96.96	-31.5%
Months of Inventory	1.8	3.7	-50%	3.9	4.7	-15.8%
Absorption Rate	54.55%	27.27%	+27.3%	25.44%	21.43%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	17	11	+54.5%	94	74	+27%
New Pending Sales Volume	$5,678,200	$4,050,000	+40.2%	$31,617,400	$21,471,050	+47.3%
Pending Sales Count	27	15	+80%	N/A	N/A	
Pending Sales Volume	$9,237,600	$5,244,400	+76.1%	N/A	N/A	
Closed Sales Count	19	8	+137.5%	56	58	-3.4%
Closed Sales Volume	$6,748,711	$2,067,750	+226.4%	$17,715,033	$15,407,993	+15%
Average Sales Price	$355,195	$258,469	+37.4%	$316,340	$265,655	+19.1%
Median Sales Price	$340,000	$261,275	+30.1%	$306,536	$269,930	+13.6%

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.
Aug '20	23	53.3%
Aug '19	15	-11.8%
Aug '18	17	0%
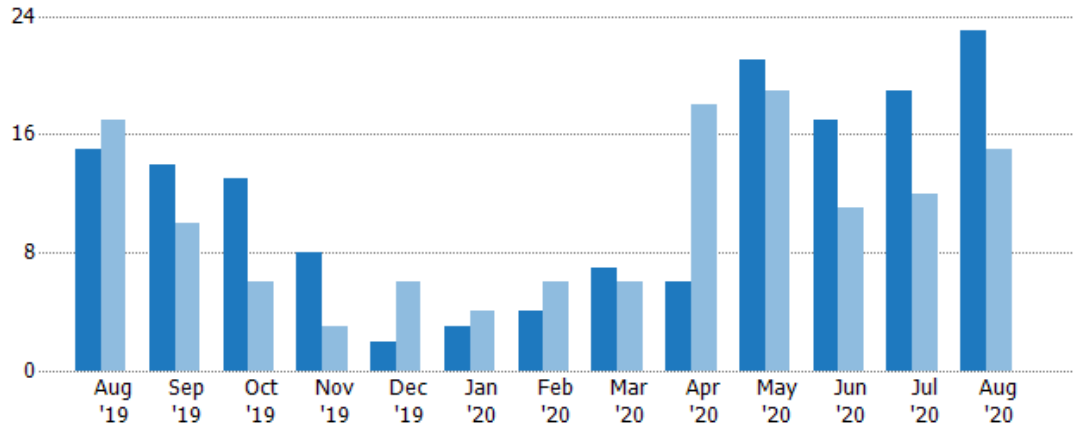
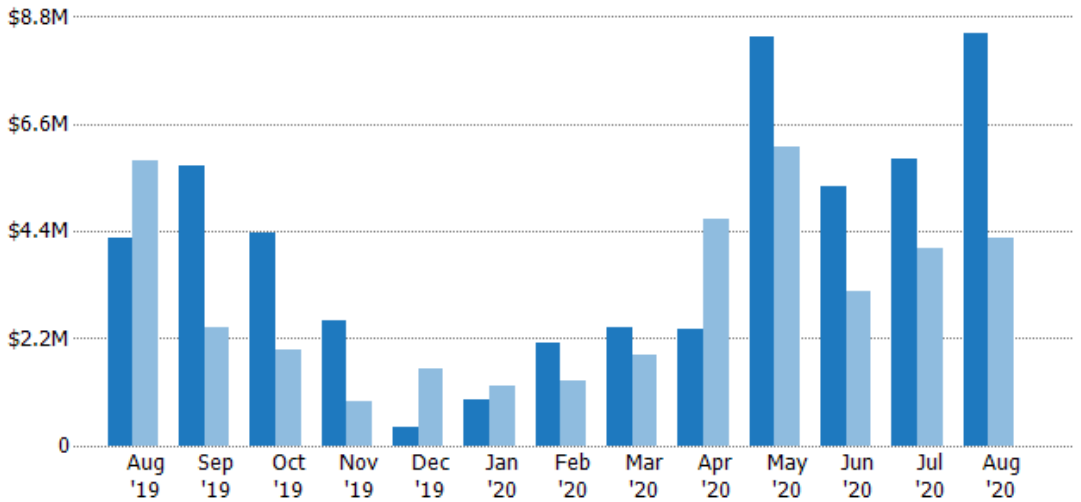| | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 15 | 14 | 13 | 8 | 2 | 3 | 4 | 7 | 6 | 21 | 17 | 19 | 23 |
| Prior Year | 17 | 10 | 6 | 3 | 6 | 4 | 6 | 6 | 18 | 19 | 11 | 12 | 15 |
| Percent Change from Prior Year | -12% | 40% | 117% | 167% | -67% | -25% | -33% | 17% | -67% | 11% | 55% | 58% | 53% |

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.
Aug '20	$8.48M	99.6%
Aug '19	$4.25M	-27.5%
Aug '18	$5.86M	19.3%

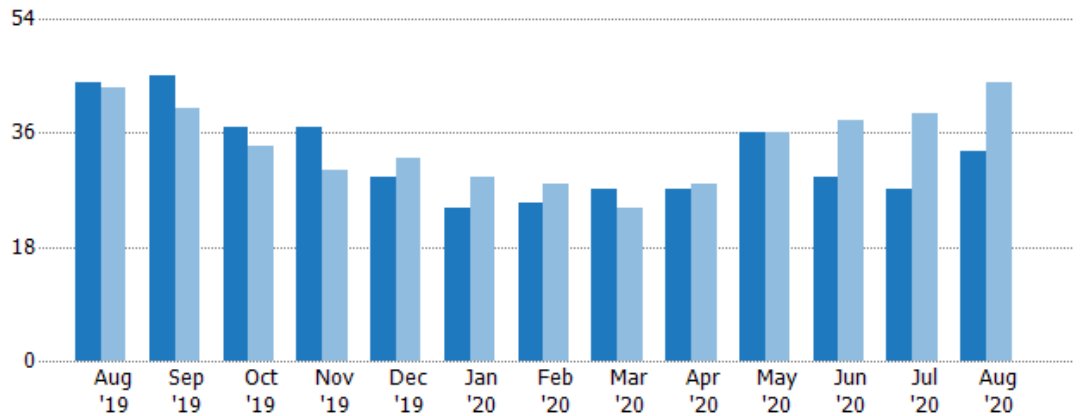|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$4.25M	$5.75M	$4.36M	$2.56M	$369K	$934K	$2.1M	$2.44M	$2.39M	$8.39M	$5.32M	$5.9M	$8.48M
Prior Year	$5.86M	$2.44M	$1.97M	$900K	$1.59M	$1.22M	$1.32M	$1.86M	$4.65M	$6.14M	$3.17M	$4.05M	$4.25M
Percent Change from Prior Year	-27%	136%	121%	184%	-77%	-23%	59%	31%	-49%	37%	68%	46%	100%

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.
Aug '20	33	-25%
Aug '19	44	2.3%
Aug '18	43	60.5%

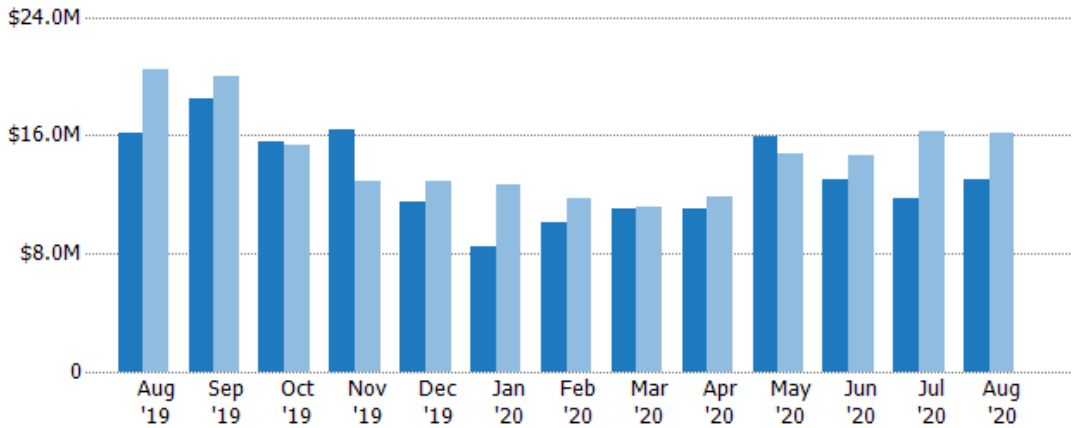|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	44	45	37	37	29	24	25	27	27	36	29	27	33
Prior Year	43	40	34	30	32	29	28	24	28	36	38	39	44
Percent Change from Prior Year	2%	13%	9%	23%	-9%	-17%	-11%	13%	-4%	0%	-24%	-31%	-25%

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.
Aug '20	$13.1M	-19.3%
Aug '19	$16.2M	-20.8%
Aug '18	$20.4M	13.3%

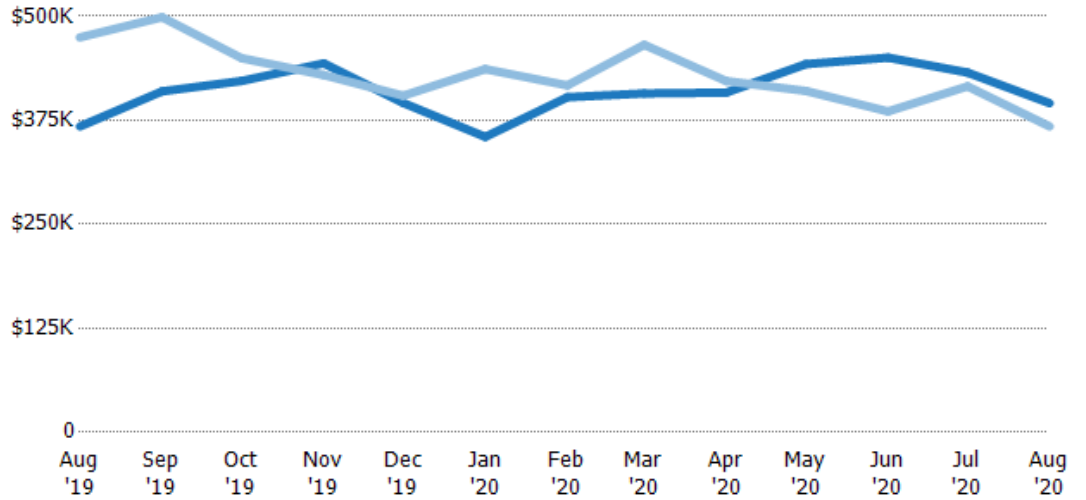|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$16.2M	$18.4M	$15.6M	$16.4M	$11.5M	$8.52M	$10.1M	$11M	$11M	$15.9M	$13.1M	$11.7M	$13.1M
Prior Year	$20.4M	$20M	$15.3M	$12.9M	$12.9M	$12.7M	$11.7M	$11.2M	$11.8M	$14.8M	$14.7M	$16.2M	$16.2M
Percent Change from Prior Year	-21%	-8%	2%	27%	-11%	-33%	-14%	-2%	-7%	8%	-11%	-28%	-19%

RPR

9/14/2020
3 of 14

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.
Aug '20	$396K	7.6%
Aug '19	$368K	-22.6%
Aug '18	$475K	-29.4%

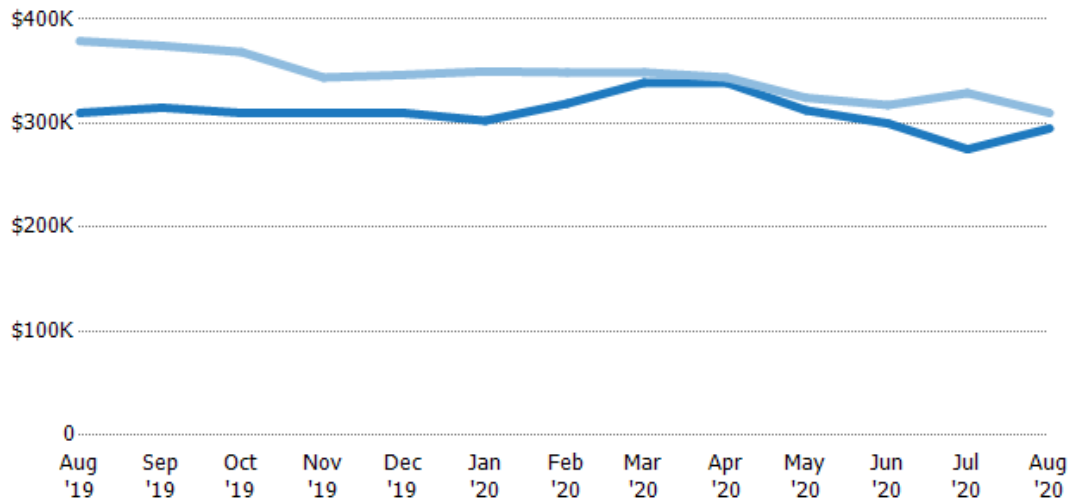|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$368K	$410K	$422K	$443K	$396K	$355K	$403K	$407K	$408K	$443K	$450K	$432K	$396K
Prior Year	$475K	$499K	$450K	$429K	$405K	$437K	$417K	$466K	$422K	$410K	$386K	$416K	$368K
Percent Change from Prior Year	-23%	-18%	-6%	3%	-2%	-19%	-3%	-13%	-3%	8%	17%	4%	8%

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.
Aug '20	$295K	-4.8%
Aug '19	$310K	-18.2%
Aug '18	$379K	-26.3%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$310K	$315K	$310K	$310K	$310K	$303K	$319K	$339K	$339K	$312K	$300K	$275K	$295K
Prior Year	$379K	$375K	$369K	$344K	$347K	$350K	$349K	$349K	$344K	$325K	$318K	$329K	$310K
Percent Change from Prior Year	-18%	-16%	-16%	-10%	-11%	-14%	-9%	-3%	-1%	-4%	-6%	-16%	-5%

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
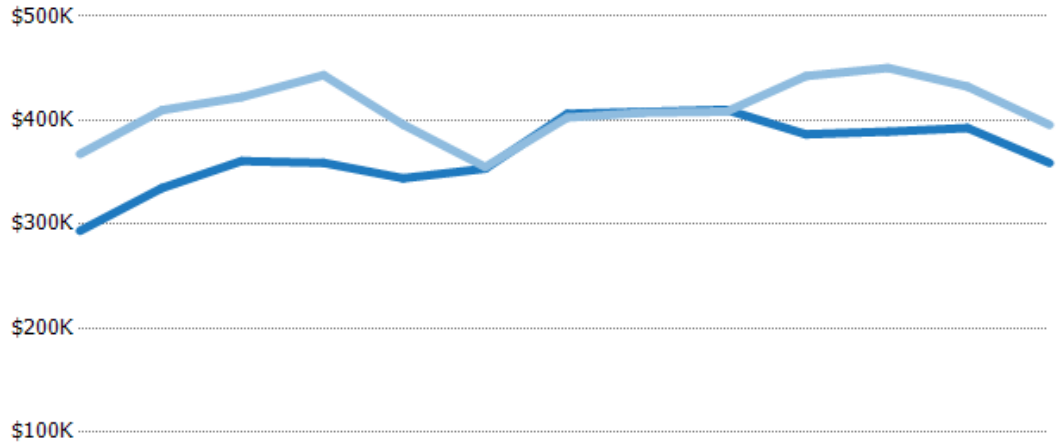
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	$294K	$335K	$361K	$359K	$344K	$353K	$406K	$408K	$410K	$387K	$389K	$393K	$359K
Avg Listing Price	$368K	$410K	$422K	$443K	$396K	$355K	$403K	$407K	$408K	$443K	$450K	$432K	$396K
Avg Listing Price as a % of Avg Est Value	125%	122%	117%	123%	115%	100%	99%	100%	100%	114%	116%	110%	110%

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
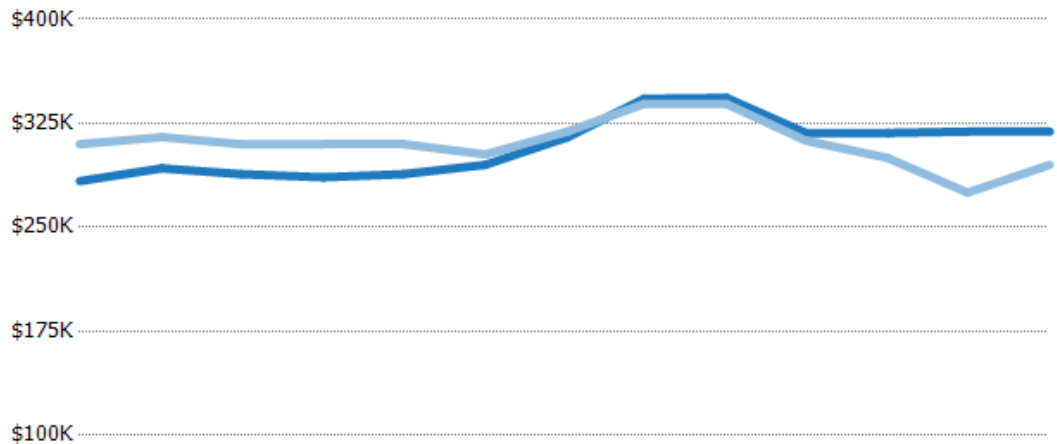
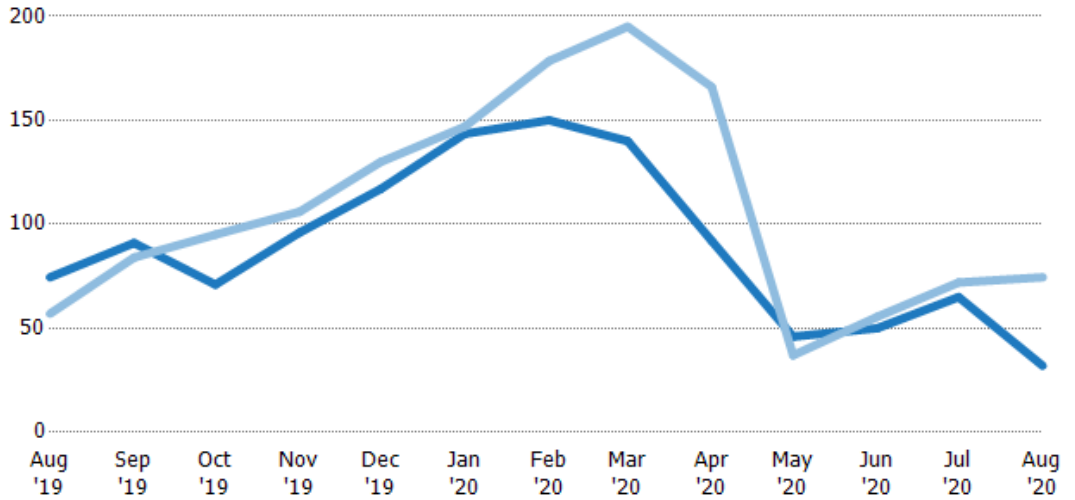|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	$283K	$293K	$288K	$286K	$288K	$295K	$315K	$343K	$343K	$318K	$318K	$319K	$319K
Median Listing Price	$310K	$315K	$310K	$310K	$310K	$303K	$319K	$339K	$339K	$312K	$300K	$275K	$295K
Med Listing Price as a % of Med Est Value	109%	108%	107%	108%	108%	103%	101%	99%	99%	98%	94%	86%	92%

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.
Aug '20	32	-57%
Aug '19	74.5	30.7%
Aug '18	57	21.1%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	74.5	91	71	96	117	144	150	140	92	46	50	65	32
Prior Year	57	84	95	106	130	147	179	195	166	37	55.5	72	74.5
Percent Change from Prior Year	31%	8%	-25%	-9%	-10%	-2%	-16%	-28%	-45%	24%	-10%	-10%	-57%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: **7 Selected**
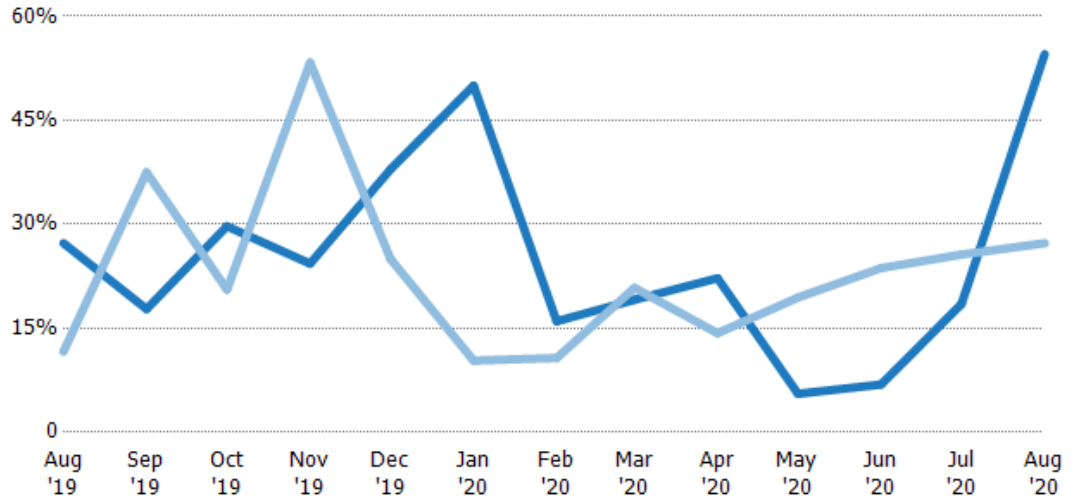Property Type:
Condo/Townhouse/Apt, Single Family Residence
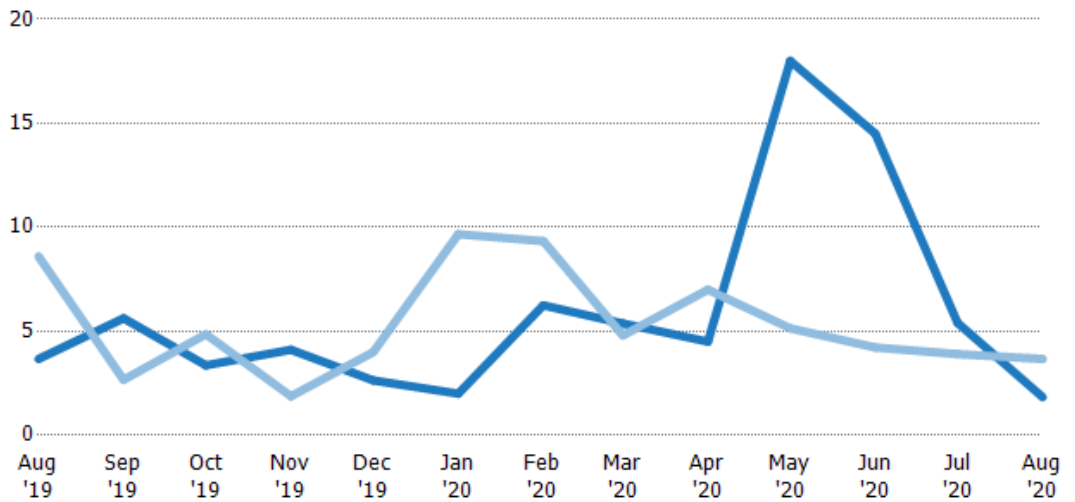
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.67	5.63	3.36	4.11	2.64	2	6.25	5.38	4.5	18	14.5	5.4	1.83
Prior Year	8.6	2.67	4.86	1.88	4	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67
Percent Change from Prior Year	-57%	111%	-31%	119%	-34%	-79%	-33%	-100%	-36%	250%	243%	38%	-50%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27%	18%	30%	24%	38%	50%	16%	19%	22%	6%	7%	19%	55%
Prior Year	12%	38%	21%	53%	25%	10%	11%	21%	14%	19%	24%	26%	27%
Change from Prior Year	-16%	20%	-9%	29%	-13%	-40%	-5%	21%	-8%	14%	17%	7%	-27%

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
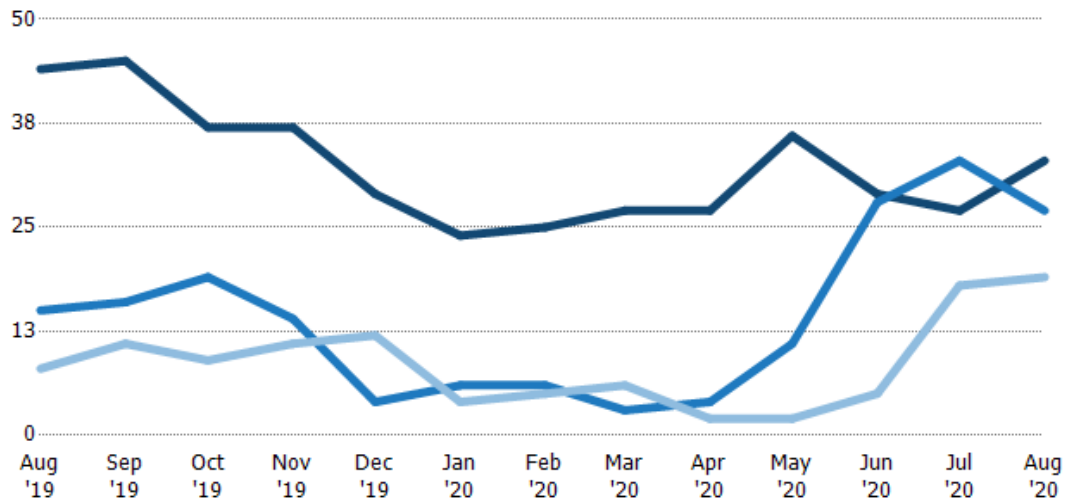
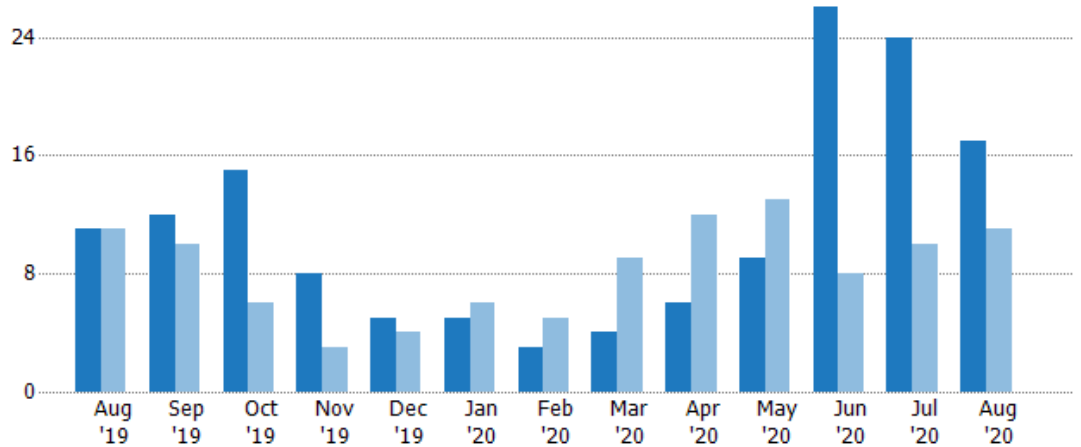|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	44	45	37	37	29	24	25	27	27	36	29	27	33
Pending	15	16	19	14	4	6	6	3	4	11	28	33	27
Sold	8	11	9	11	12	4	5	6	2	2	5	18	19

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.
Aug '20	17	54.5%
Aug '19	11	0%
Aug '18	11	-9.1%

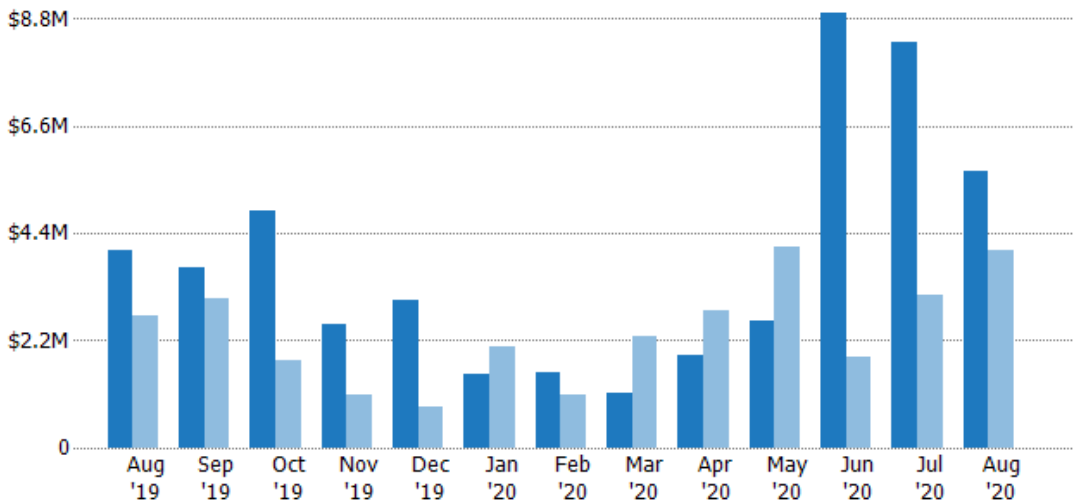| | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 11 | 12 | 15 | 8 | 5 | 5 | 3 | 4 | 6 | 9 | 26 | 24 | 17 |
| Prior Year | 11 | 10 | 6 | 3 | 4 | 6 | 5 | 9 | 12 | 13 | 8 | 10 | 11 |
| Percent Change from Prior Year | 0% | 20% | 150% | 167% | 25% | -17% | -40% | -56% | -50% | -31% | 225% | 140% | 55% |

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.
Aug '20	$5.68M	40.2%
Aug '19	$4.05M	48.7%
Aug '18	$2.72M	-25.8%

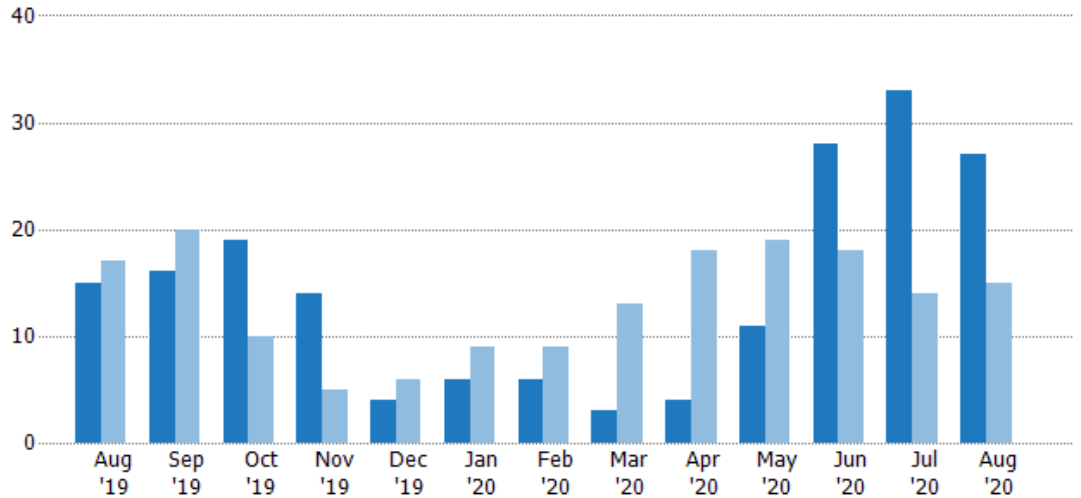|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$4.05M	$3.72M	$4.87M	$2.52M	$3.02M	$1.51M	$1.55M	$1.11M	$1.9M	$2.62M	$8.93M	$8.31M	$5.68M
Prior Year	$2.72M	$3.06M	$1.81M	$1.1M	$830K	$2.06M	$1.1M	$2.29M	$2.83M	$4.14M	$1.88M	$3.12M	$4.05M
Percent Change from Prior Year	49%	22%	169%	129%	264%	-27%	40%	-51%	-33%	-37%	375%	166%	40%

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.
Aug '20	27	80%
Aug '19	15	-11.8%
Aug '18	17	-11.8%

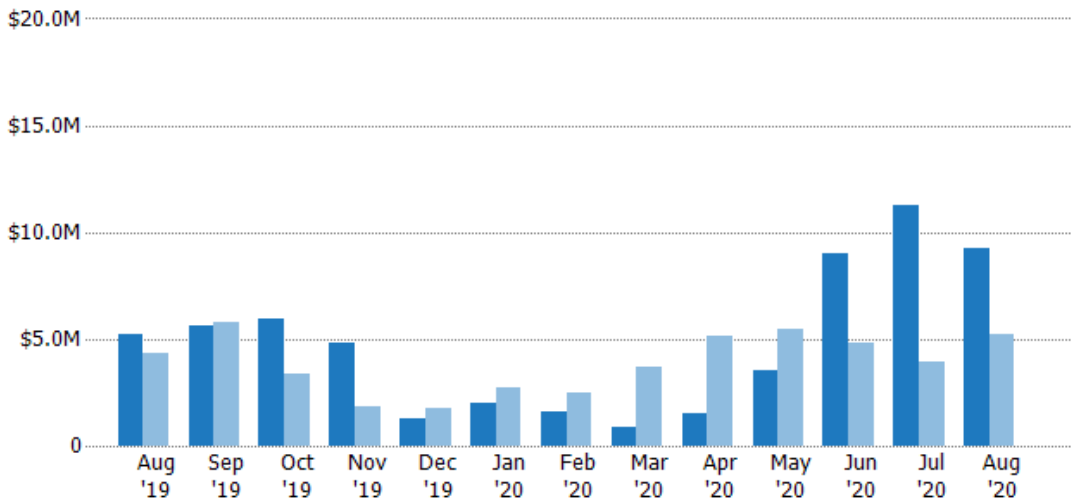| | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 15 | 16 | 19 | 14 | 4 | 6 | 6 | 3 | 4 | 11 | 28 | 33 | 27 |
| Prior Year | 17 | 20 | 10 | 5 | 6 | 9 | 9 | 13 | 18 | 19 | 18 | 14 | 15 |
| Percent Change from Prior Year | -12% | -20% | 90% | 180% | -33% | -33% | -33% | -77% | -78% | -42% | 56% | 136% | 80% |

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.
Aug '20	$9.24M	76.1%
Aug '19	$5.24M	21.4%
Aug '18	$4.32M	-29.4%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$5.24M	$5.63M	$5.94M	$4.79M	$1.31M	$2.01M	$1.56M	$859K	$1.5M	$3.5M	$8.98M	$11.2M	$9.24M
Prior Year	$4.32M	$5.76M	$3.35M	$1.84M	$1.77M	$2.74M	$2.51M	$3.7M	$5.14M	$5.46M	$4.83M	$3.93M	$5.24M
Percent Change from Prior Year	21%	-2%	77%	160%	-26%	-27%	-38%	-77%	-71%	-36%	86%	186%	76%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: **7 Selected**
Property Type:
Condo/Townhouse/Apt, Single Family Residence
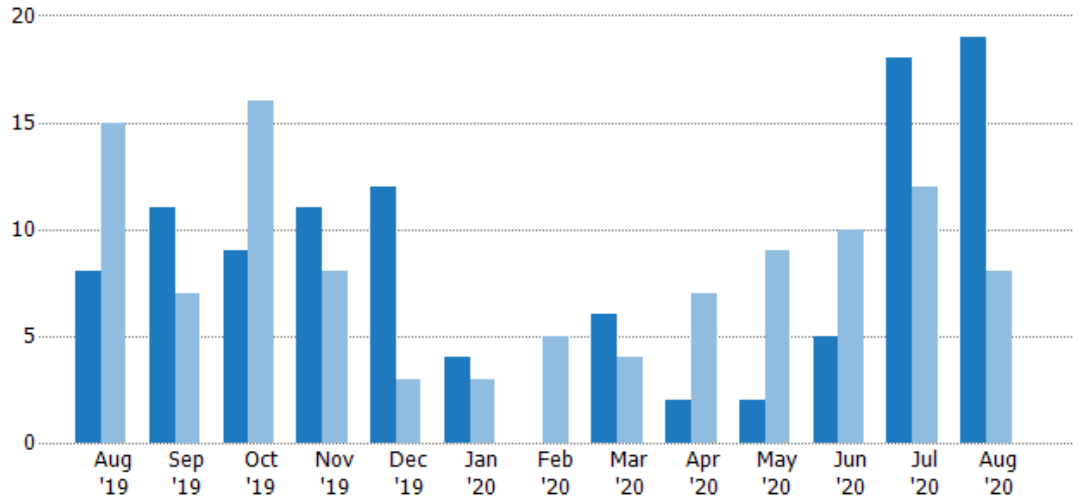
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	8	11	9	11	12	4	-	6	2	2	5	18	19
Prior Year	15	7	16	8	3	3	5	4	7	9	10	12	8
Percent Change from Prior Year	-47%	57%	-44%	38%	300%	33%	-100%	50%	-71%	-78%	-50%	50%	138%

Closed Sales Volume

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

Filters Used

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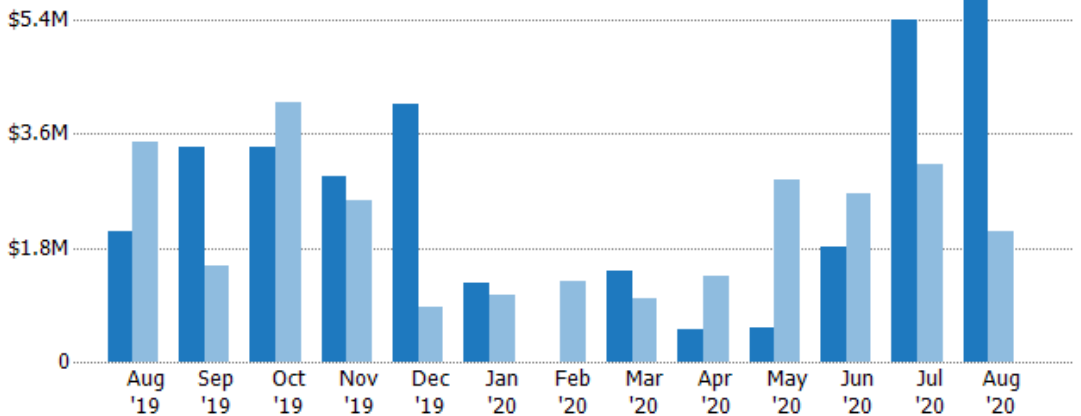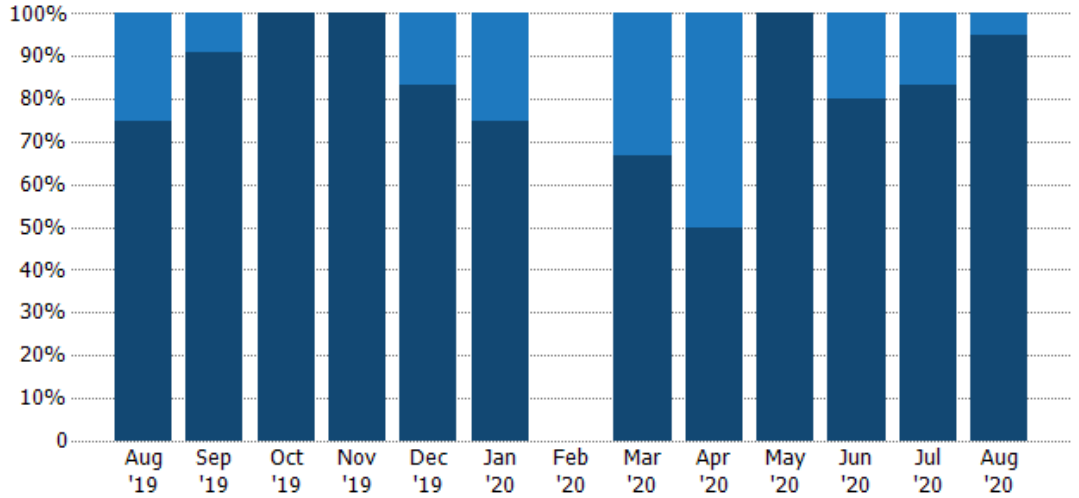Property Type:
Condo/Townhouse/Apt, Single Family Residence

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$2.07M	$3.38M	$3.39M	$2.94M	$4.08M	$1.26M	-	$1.43M	$520K	$535K	$1.82M	$5.4M	$6.75M
Prior Year	$3.47M	$1.52M	$4.1M	$2.56M	$859K	$1.05M	$1.28M	$1.01M	$1.35M	$2.88M	$2.66M	$3.11M	$2.07M
Percent Change from Prior Year	-40%	122%	-17%	15%	375%	19%	-100%	43%	-61%	-81%	-32%	74%	226%

Closed Sales by Property Type

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

Filters Used

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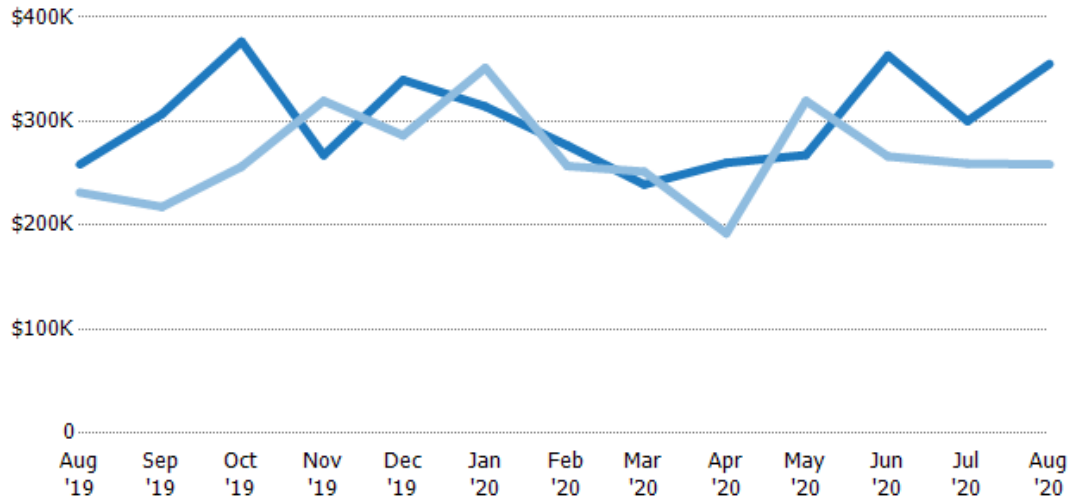Property Type:
Condo/Townhouse/Apt, Single
Family Residence

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	25%	9%	-	-	17%	25%	-	33%	50%	-	20%	17%	5%
Single Family Residence	75%	91%	100%	100%	83%	75%	-	67%	50%	100%	80%	83%	95%

Average Sales Price

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

Filters Used

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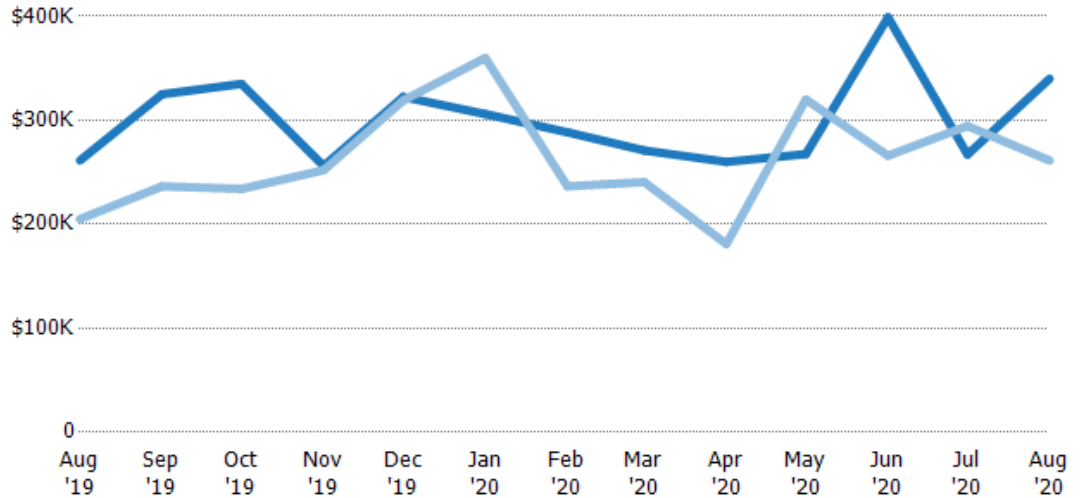Condo/Townhouse/Apt, Single
Family Residence

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$258K	$307K	$377K	$267K	$340K	$314K	$277K	$239K	$260K	$268K	$363K	$300K	$355K
Prior Year	$231K	$218K	$256K	$320K	$286K	$351K	$257K	$252K	$192K	$320K	$266K	$259K	$258K
Percent Change from Prior Year	12%	41%	47%	-16%	19%	-11%	-100%	-5%	35%	-16%	37%	16%	37%

Median Sales Price

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

Filters Used

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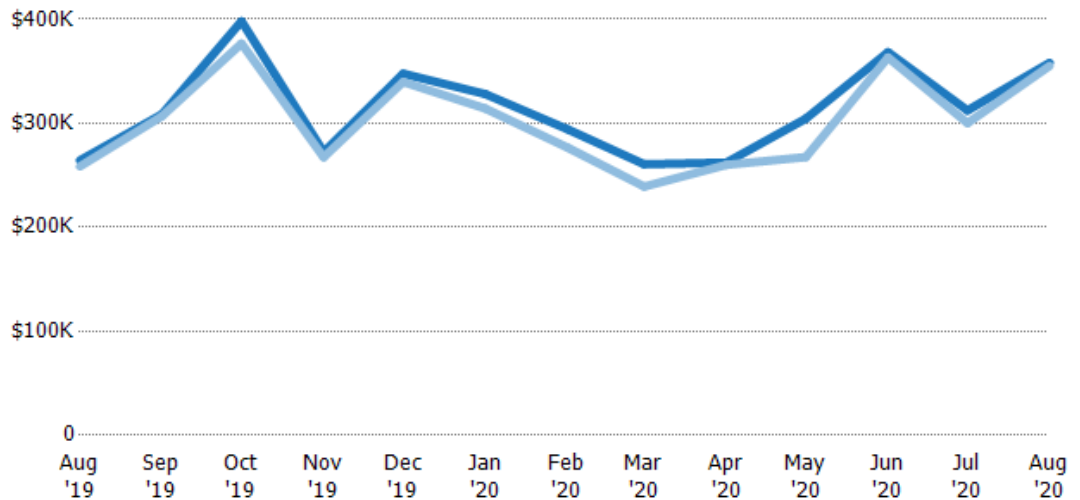**Condo/Townhouse/Apt, Single
Family Residence**

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$261K	$325K	$335K	$256K	$323K	$306K	$289K	$271K	$260K	$268K	$399K	$267K	$340K
Prior Year	$205K	$237K	$234K	$252K	$319K	$360K	$237K	$241K	$181K	$320K	$266K	$295K	$261K
Percent Change from Prior Year	27%	37%	43%	2%	1%	-15%	-100%	13%	44%	-16%	50%	-9%	30%

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**

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	$264K	$309K	$398K	$272K	$348K	$328K	$294K	$261K	$262K	$305K	$368K	$312K	$358K
Avg Sales Price	$258K	$307K	$377K	$267K	$340K	$314K	$277K	$239K	$260K	$268K	$363K	$300K	$355K
Avg Sales Price as a % of Avg List Price	98%	99%	95%	98%	98%	96%	94%	92%	99%	88%	99%	96%	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**
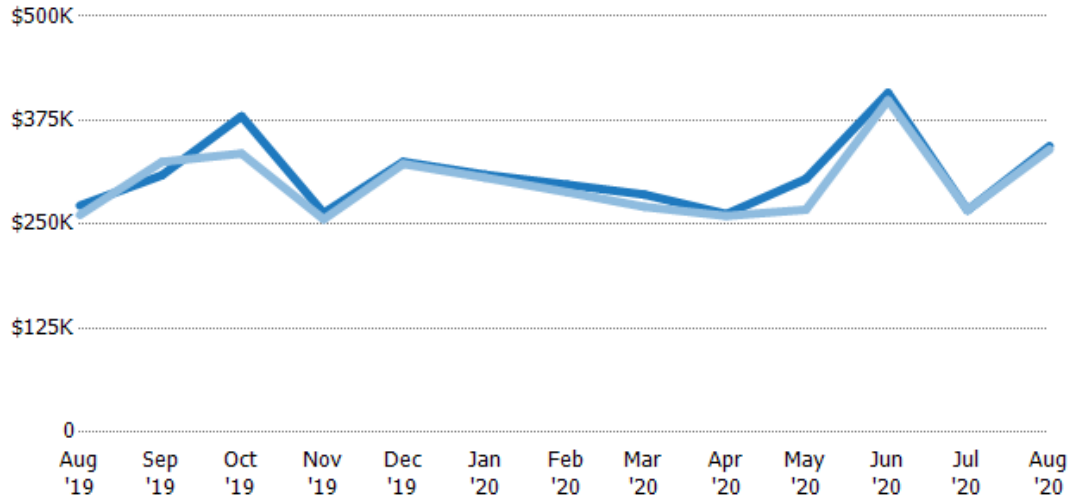
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	$272K	$309K	$380K	$264K	$325K	$310K	$298K	$286K	$262K	$305K	$408K	$267K	$344K
Median Sales Price	$261K	$325K	$335K	$256K	$323K	$306K	$289K	$271K	$260K	$268K	$399K	$267K	$340K
Med Sales Price as a % of Med List Price	96%	105%	88%	97%	99%	99%	97%	95%	99%	88%	98%	100%	99%

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**
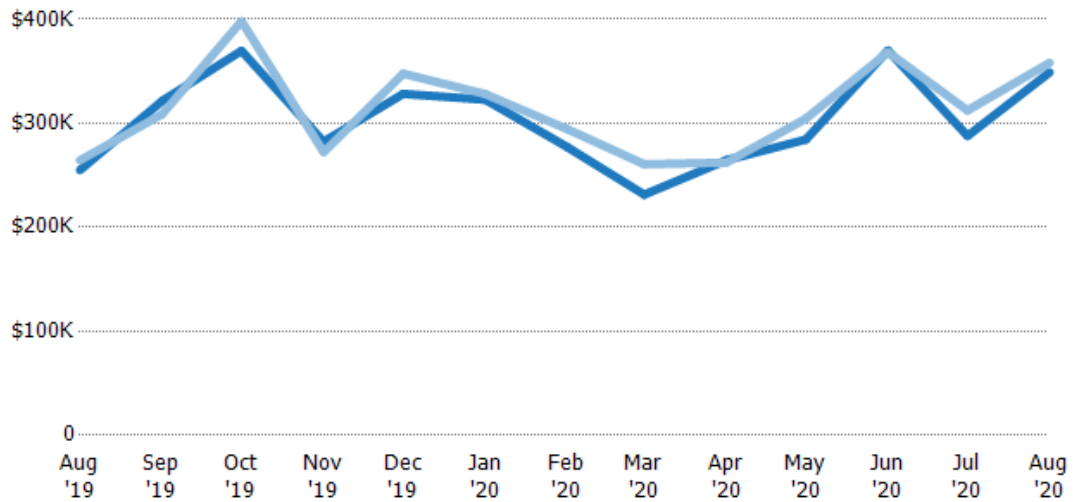
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	$255K	$321K	$370K	$282K	$328K	$323K	$277K	$231K	$264K	$284K	$370K	$288K	$349K
Avg Sales Price	$264K	$309K	$398K	$272K	$348K	$328K	$294K	$261K	$262K	$305K	$368K	$312K	$358K
Avg Sales Price as a % of Avg Est Value	104%	96%	108%	96%	106%	102%	107%	113%	99%	107%	100%	109%	103%

RPR®

9/14/2020
13 of 14

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
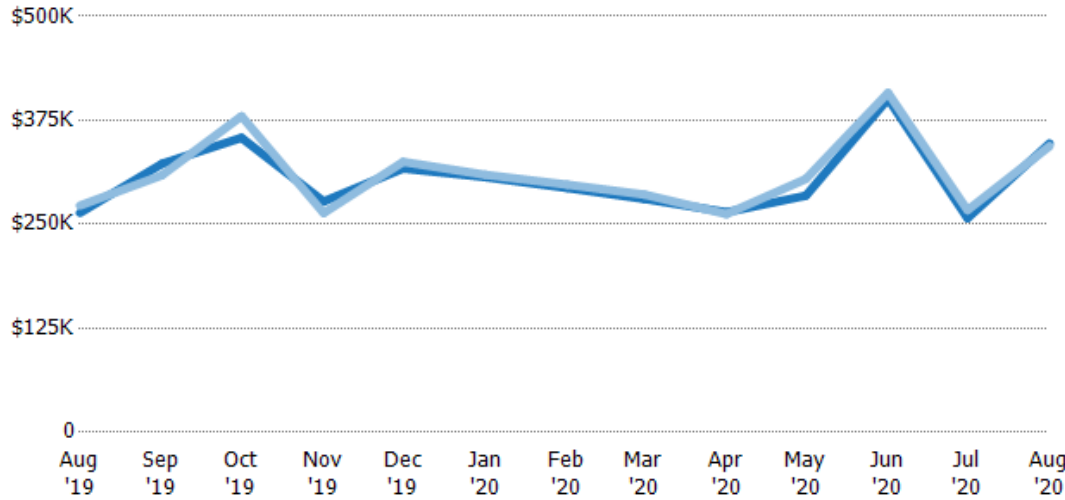
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	$264K	$323K	$354K	$277K	$317K	$307K	$294K	$281K	$264K	$284K	$401K	$257K	$347K
Median Sales Price	$272K	$309K	$380K	$264K	$325K	$310K	$298K	$286K	$262K	$305K	$408K	$267K	$344K
Med Sales Price as a % of Med Est Value	103%	96%	107%	95%	103%	101%	101%	102%	99%	107%	102%	104%	99%