

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	42	32	+31.3%	234	241	-2.9%
New Listing Volume	\$27,831,900	\$20,072,800	+38.7%	\$130,609,800	\$123,150,850	+6.1%
Active Listing Count	121	251	-51.8%	N/A	N/A	
Active Listing Volume	\$101,208,500	\$152,207,550	-33.5%	N/A	N/A	
Average Listing Price	\$836,434	\$606,405	+37.9%	\$706,798	\$564,322	+25.2%
Median Listing Price	\$465,000	\$409,000	+13.7%	\$458,839	\$396,587	+15.7%
Median Days in RPR	121	155	-21.9%	166.85	206.99	-19.4%
Months of Inventory	4.5	25.1	-82.1%	10.9	13	-15.9%
Absorption Rate	22.31%	3.98%	+18.3%	9.16%	7.7%	+1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	78	22	+254.5%	280	172	+62.8%
New Pending Sales Volume	\$40,807,700	\$6,719,299	+507.3%	\$135,068,200	\$59,718,398	+126.2%
Pending Sales Count	110	31	+254.8%	N/A	N/A	
Pending Sales Volume	\$56,535,600	\$9,355,699	+504.3%	N/A	N/A	
Closed Sales Count	35	25	+40%	146	136	+7.4%
Closed Sales Volume	\$19,776,800	\$7,663,400	+158.1%	\$61,102,399	\$46,809,324	+30.5%
Average Sales Price	\$565,051	\$306,536	+84.3%	\$418,510	\$344,186	+21.6%
Median Sales Price	\$485,000	\$252,500	+92.1%	\$355,951	\$283,382	+25.6%

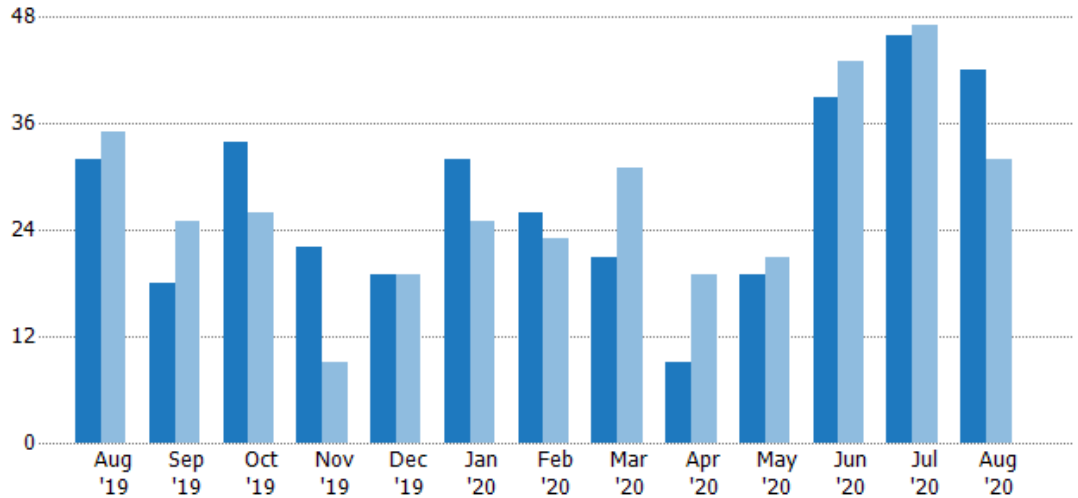
New Listings

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.
Aug '20	42	31.3%
Aug '19	32	-8.6%
Aug '18	35	-17.1%



	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	32	18	34	22	19	32	26	21	9	19	39	46	42
Prior Year	35	25	26	9	19	25	23	31	19	21	43	47	32
Percent Change from Prior Year	-9%	-28%	31%	144%	0%	28%	13%	-32%	-53%	-10%	-9%	-2%	31%

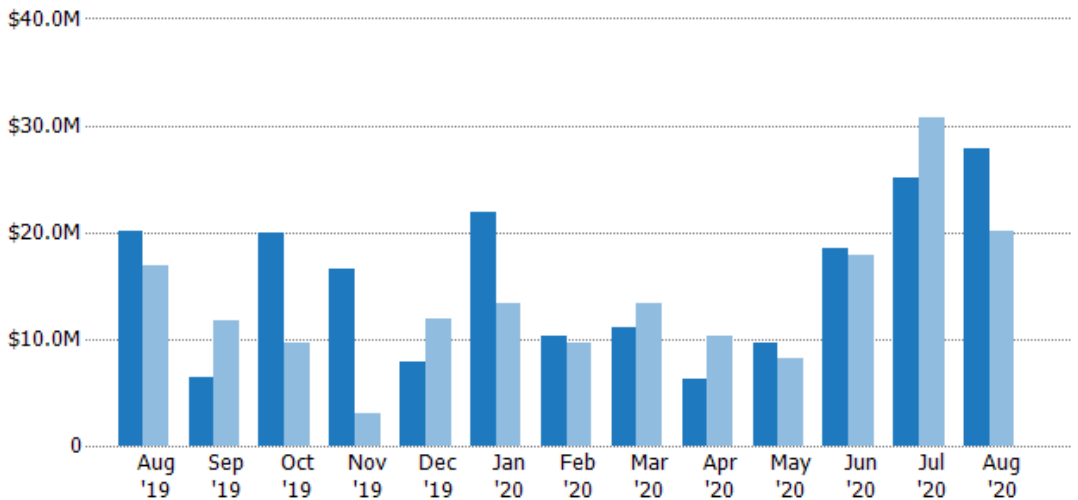
New Listing Volume

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.
Aug '20	\$27.8M	38.7%
Aug '19	\$20.1M	18.8%
Aug '18	\$16.9M	0.2%



	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	\$20.1M	\$6.46M	\$20M	\$16.5M	\$7.87M	\$21.9M	\$10.2M	\$11.1M	\$6.28M	\$9.65M	\$18.4M	\$25.1M	\$27.8M
Prior Year	\$16.9M	\$11.7M	\$9.67M	\$3.07M	\$11.9M	\$13.3M	\$9.71M	\$13.3M	\$10.2M	\$8.11M	\$17.8M	\$30.7M	\$20.1M
Percent Change from Prior Year	19%	-45%	107%	440%	-34%	65%	5%	-16%	-39%	19%	4%	-18%	39%

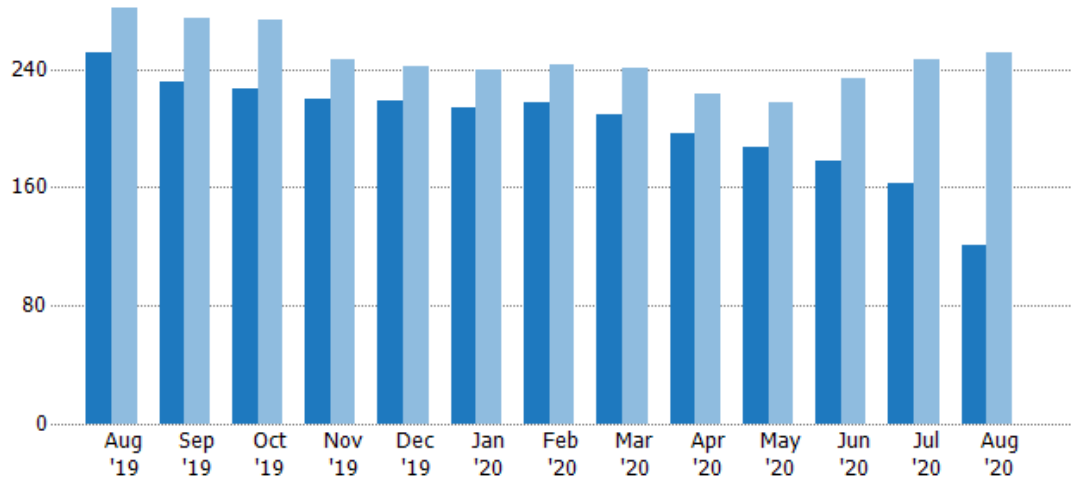
Active Listings

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.
Aug '20	121	-51.8%
Aug '19	251	-10.7%
Aug '18	281	5.7%



Current Year	251	231	227	220	218	214	217	209	196	187	178	163	121
Prior Year	281	274	273	246	242	240	243	241	223	217	234	246	251
Percent Change from Prior Year	-11%	-16%	-17%	-11%	-10%	-11%	-11%	-13%	-12%	-14%	-24%	-34%	-52%

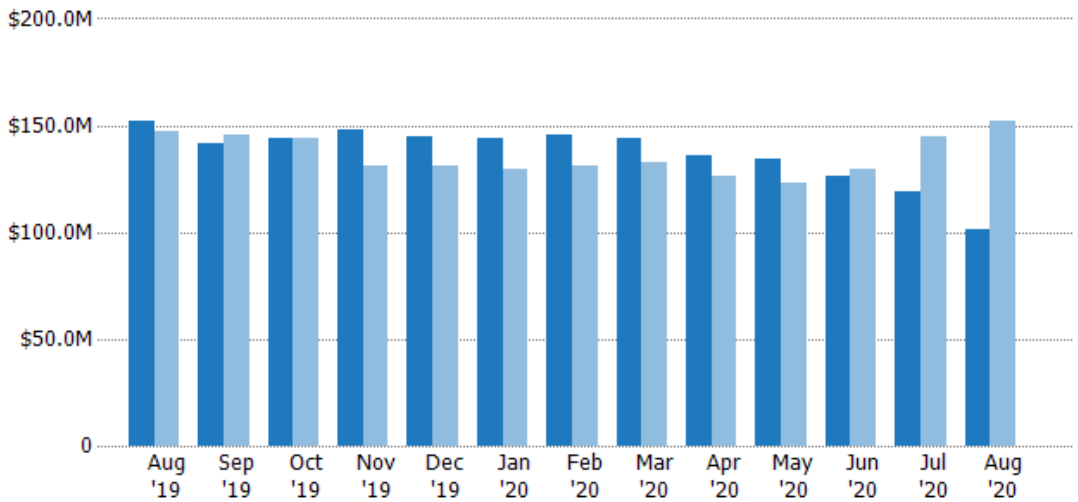
Active Listing Volume

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.
Aug '20	\$101M	-33.5%
Aug '19	\$152M	3.2%
Aug '18	\$147M	4%



Current Year	\$152M	\$142M	\$144M	\$148M	\$145M	\$144M	\$146M	\$144M	\$136M	\$134M	\$126M	\$119M	\$101M
Prior Year	\$147M	\$145M	\$144M	\$131M	\$131M	\$129M	\$131M	\$133M	\$127M	\$123M	\$130M	\$145M	\$152M
Percent Change from Prior Year	3%	-2%	0%	13%	11%	11%	11%	9%	8%	9%	-3%	-18%	-34%

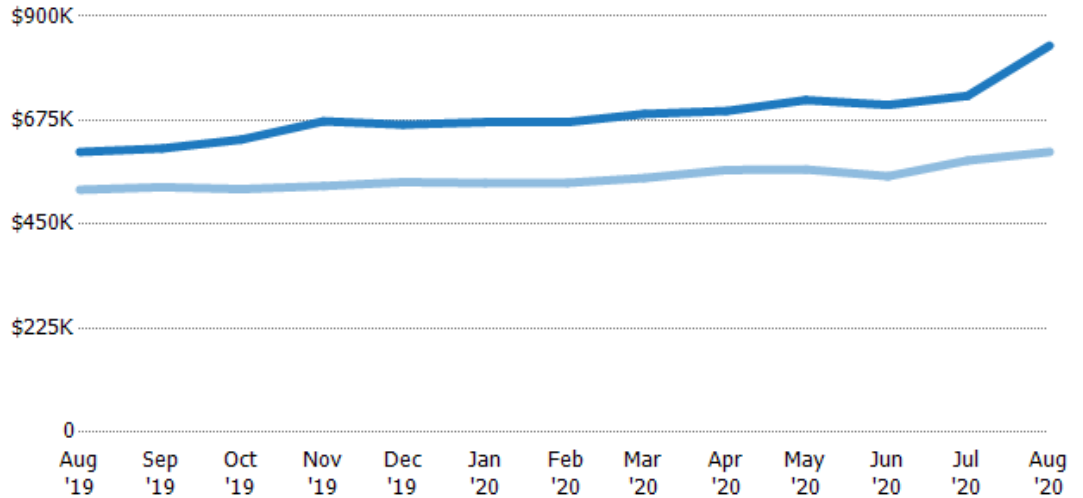
Average Listing Price

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.
Aug '20	\$836K	37.9%
Aug '19	\$606K	15.6%
Aug '18	\$525K	-1.6%



Current Year	\$606K	\$614K	\$633K	\$673K	\$665K	\$671K	\$671K	\$689K	\$695K	\$719K	\$708K	\$728K	\$836K
Prior Year	\$525K	\$530K	\$526K	\$533K	\$541K	\$539K	\$540K	\$550K	\$567K	\$569K	\$554K	\$588K	\$606K
Percent Change from Prior Year	16%	16%	20%	26%	23%	24%	24%	25%	22%	26%	28%	24%	38%

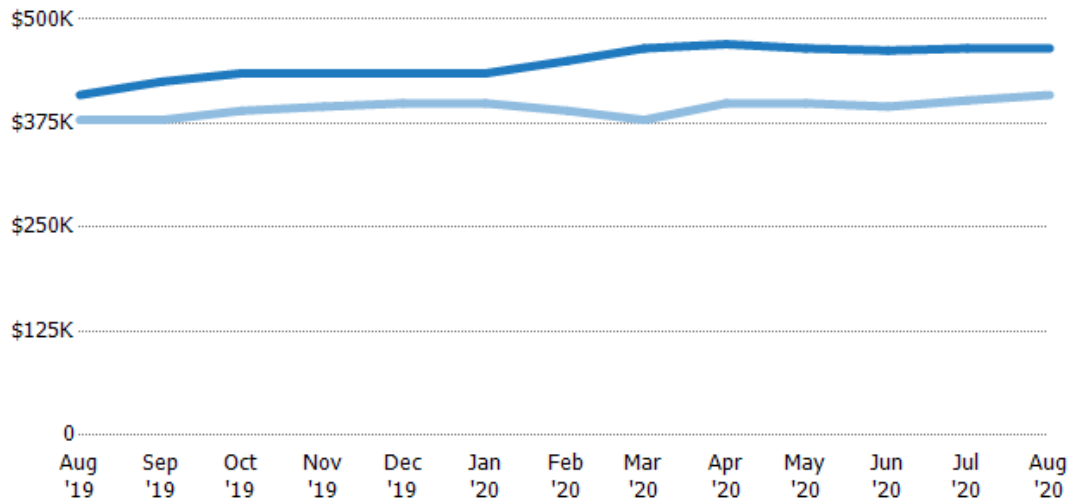
Median Listing Price

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.
Aug '20	\$465K	13.7%
Aug '19	\$409K	7.9%
Aug '18	\$379K	-8.2%



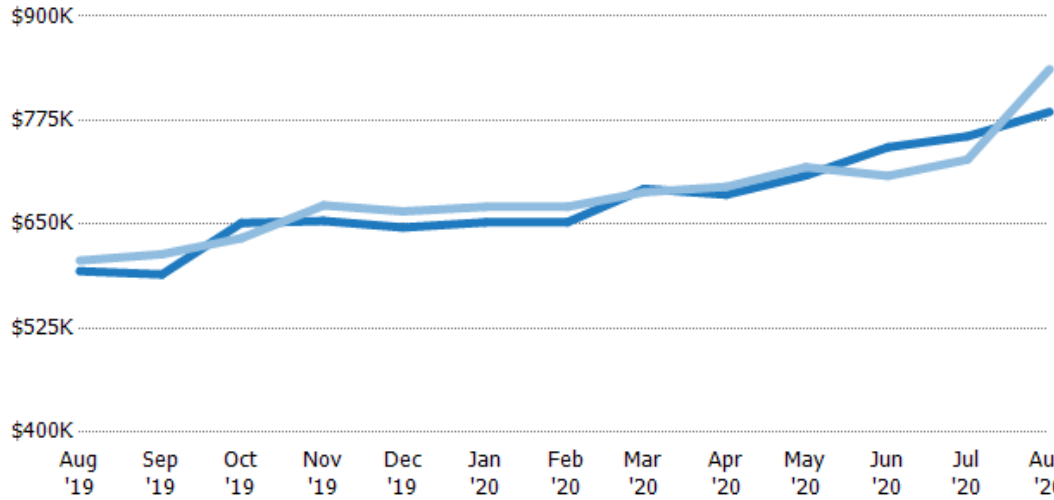
Current Year	\$409K	\$425K	\$435K	\$435K	\$435K	\$435K	\$450K	\$465K	\$470K	\$465K	\$462K	\$465K	\$465K
Prior Year	\$379K	\$379K	\$390K	\$395K	\$399K	\$399K	\$390K	\$379K	\$399K	\$399K	\$395K	\$403K	\$409K
Percent Change from Prior Year	8%	12%	12%	10%	9%	9%	15%	23%	18%	17%	17%	16%	14%

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

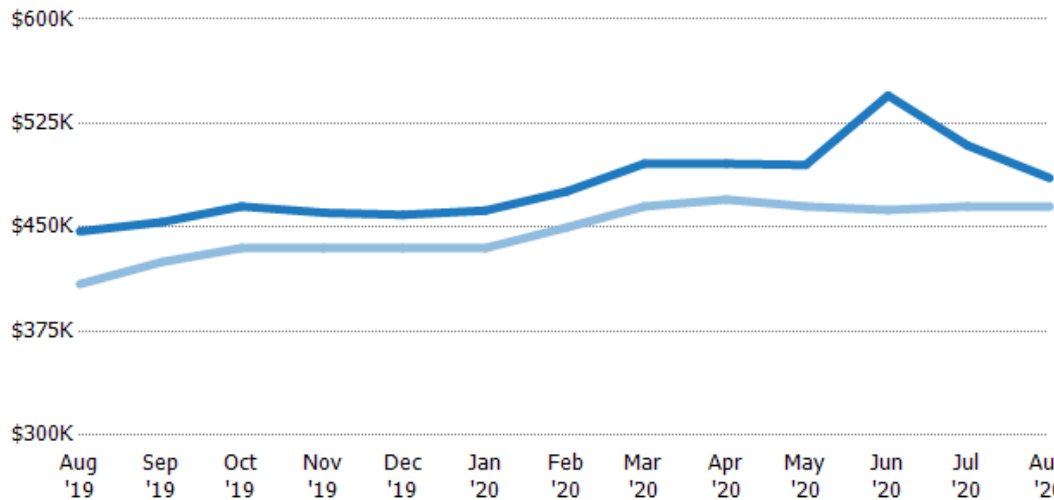


Median Listing Price vs Median Est Value

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



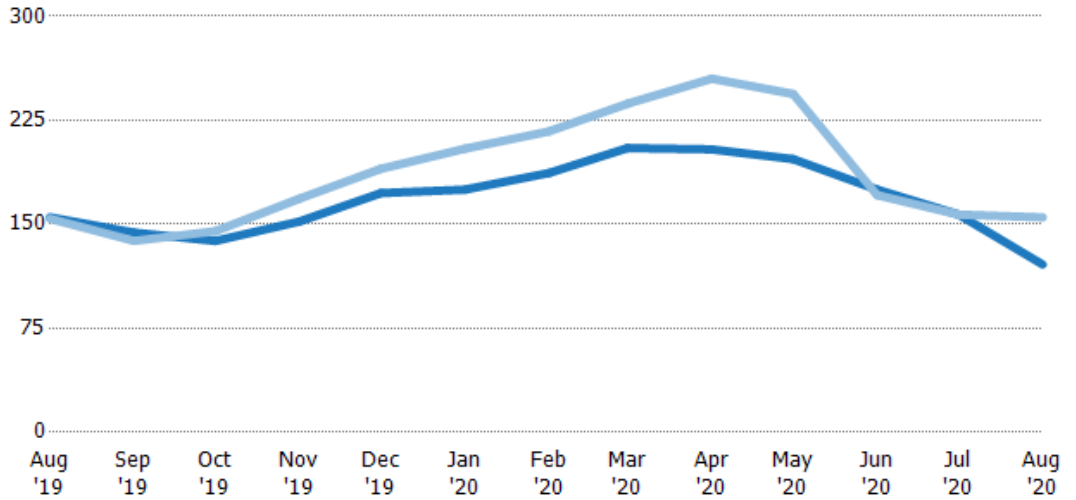
Median Days in RPR

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.
Aug '20	121	-21.9%
Aug '19	155	0.6%
Aug '18	154	-13%



	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	155	144	138	152	173	175	187	205	204	197	175	157	121
Prior Year	154	138	145	169	190	205	217	237	255	244	171	157	155
Percent Change from Prior Year	1%	4%	-5%	-10%	-9%	-14%	-14%	-14%	-20%	-19%	2%	0%	-22%

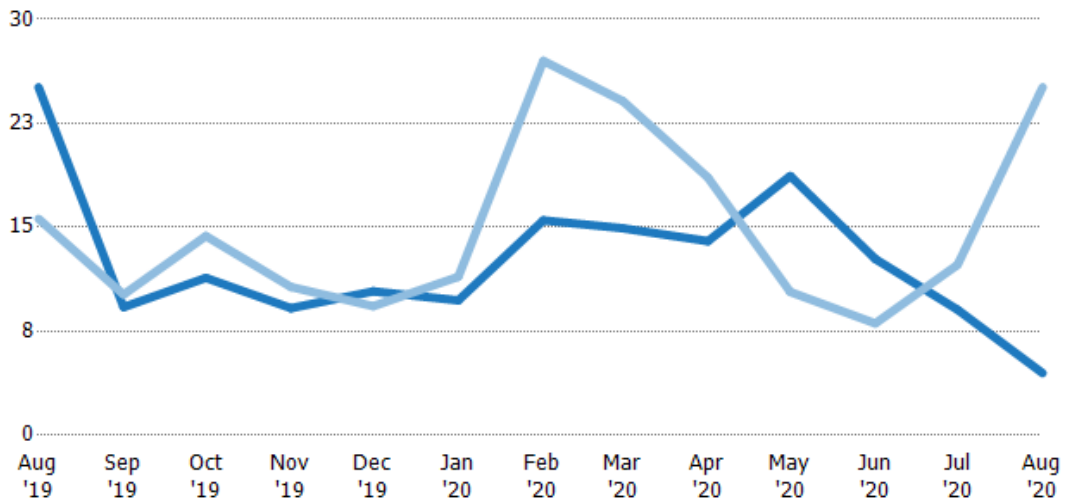
Months of Inventory

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.
Aug '20	4.48	-82.1%
Aug '19	25.1	60.8%
Aug '18	15.6	73%



	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	25.1	9.24	11.4	9.17	10.4	9.73	15.5	14.9	14	18.7	12.7	9.06	4.48
Prior Year	15.6	10.1	14.4	10.7	9.31	11.4	27	24.1	18.6	10.3	8.07	12.3	25.1
Percent Change from Prior Year	61%	-9%	-21%	-14%	12%	-15%	-43%	-38%	-25%	81%	58%	-26%	-82%

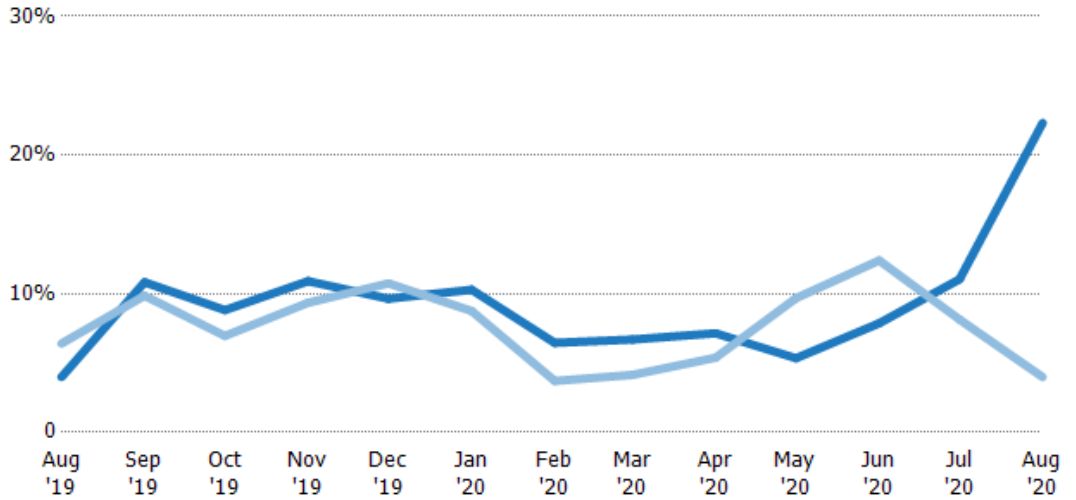
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Aug '20	22%	-18.3%
Aug '19	4%	2.4%
Aug '18	6%	-42.2%



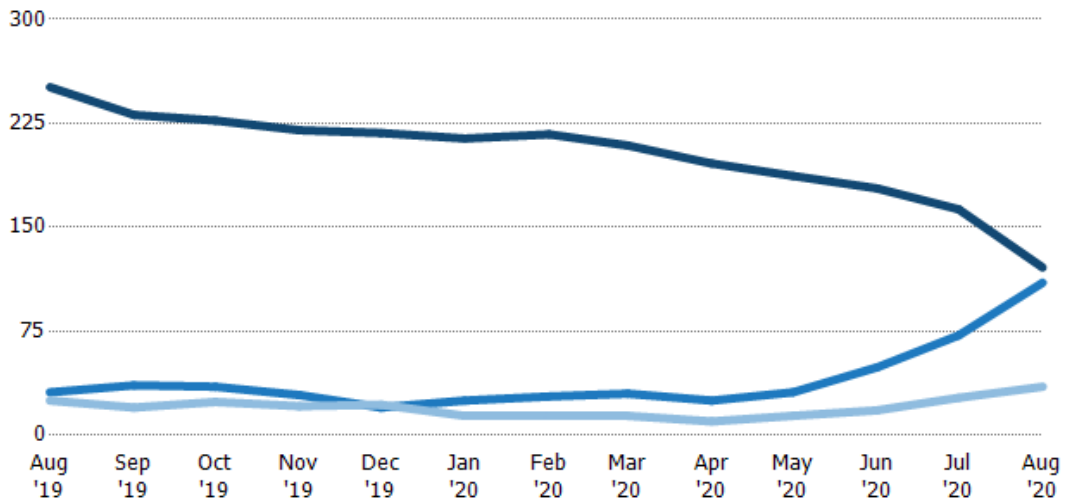
Current Year	4%	11%	9%	11%	10%	10%	6%	7%	7%	5%	8%	11%	22%
Prior Year	6%	10%	7%	9%	11%	9%	4%	4%	5%	10%	12%	8%	4%
Change from Prior Year	2%	-1%	-2%	-2%	1%	-2%	-3%	-3%	-2%	4%	5%	-3%	-18%

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



Active	251	231	227	220	218	214	217	209	196	187	178	163	121
Pending	31	36	35	29	20	25	28	30	25	31	49	72	110
Sold	25	20	24	21	22	14	14	14	10	14	18	27	35

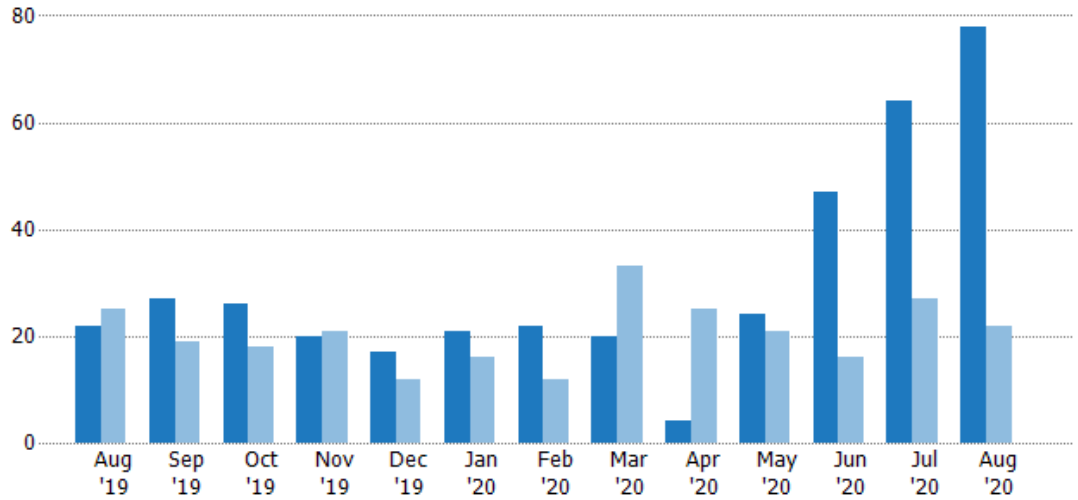
New Pending Sales

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.
Aug '20	78	254.5%
Aug '19	22	-12%
Aug '18	25	0%



Current Year	22	27	26	20	17	21	22	20	4	24	47	64	78
Prior Year	25	19	18	21	12	16	12	33	25	21	16	27	22
Percent Change from Prior Year	-12%	42%	44%	-5%	42%	31%	83%	-39%	-84%	14%	194%	137%	255%

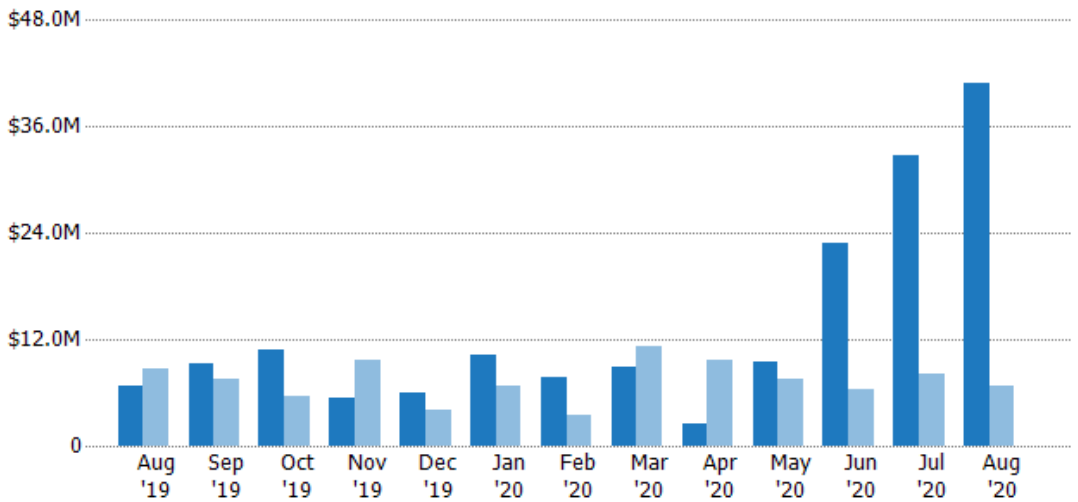
New Pending Sales Volume

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.
Aug '20	\$40.8M	507.3%
Aug '19	\$6.72M	-23.4%
Aug '18	\$8.77M	11.3%



Current Year	\$6.72M	\$9.25M	\$10.7M	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M	\$32.7M	\$40.8M
Prior Year	\$8.77M	\$7.59M	\$5.63M	\$9.66M	\$4.09M	\$6.8M	\$3.36M	\$11.3M	\$9.62M	\$7.47M	\$6.35M	\$8.12M	\$6.72M
Percent Change from Prior Year	-23%	22%	91%	-44%	45%	50%	131%	-21%	-74%	26%	259%	302%	507%

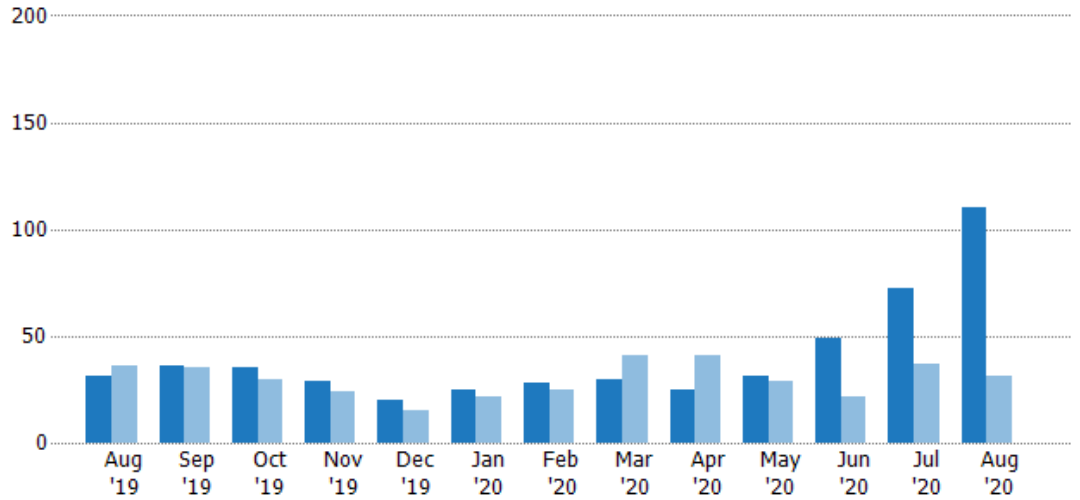
Pending Sales

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.
Aug '20	110	254.8%
Aug '19	31	-13.9%
Aug '18	36	-22.2%



	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	31	36	35	29	20	25	28	30	25	31	49	72	110
Prior Year	36	35	30	24	15	22	25	41	41	29	22	37	31
Percent Change from Prior Year	-14%	3%	17%	21%	33%	14%	12%	-27%	-39%	7%	123%	95%	255%

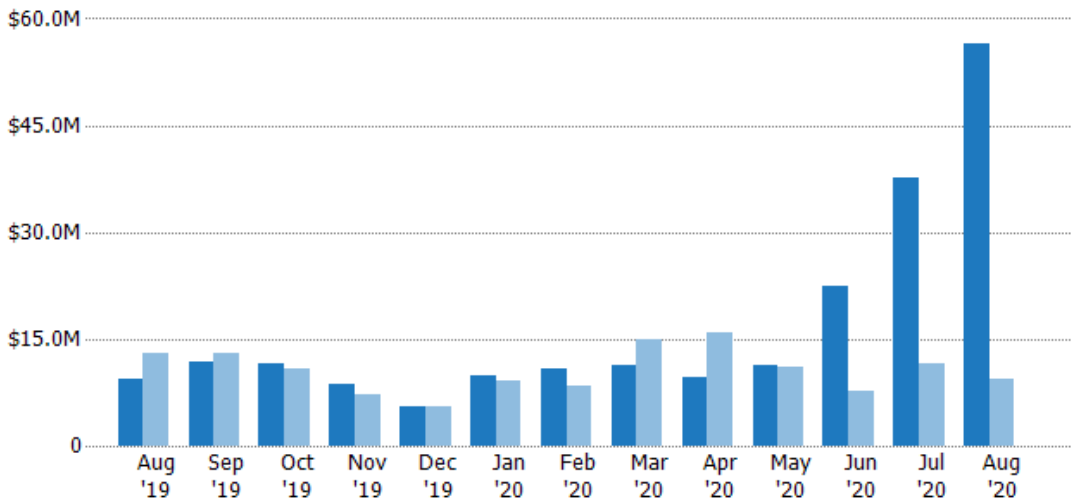
Pending Sales Volume

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.
Aug '20	\$56.5M	504.3%
Aug '19	\$9.36M	-27.8%
Aug '18	\$13M	-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	\$9.36M	\$11.8M	\$11.6M	\$8.68M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$37.7M	\$56.5M
Prior Year	\$13M	\$12.9M	\$10.7M	\$7.23M	\$5.56M	\$9.07M	\$8.31M	\$14.9M	\$15.9M	\$11M	\$7.73M	\$11.4M	\$9.36M
Percent Change from Prior Year	-28%	-9%	8%	20%	1%	8%	31%	-23%	-39%	3%	189%	229%	504%

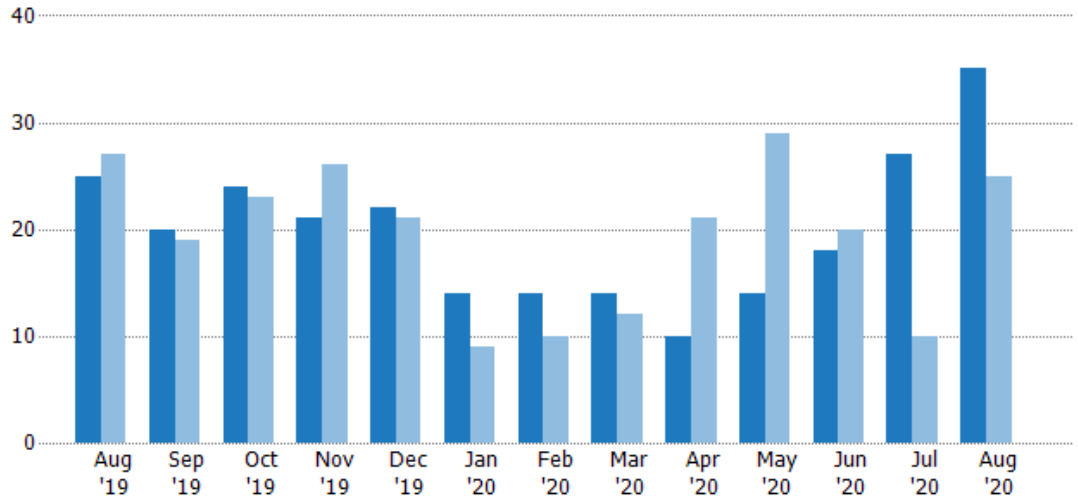
Closed Sales

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.
Aug '20	35	40%
Aug '19	25	-7.4%
Aug '18	27	-63%



	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	25	20	24	21	22	14	14	14	10	14	18	27	35
Prior Year	27	19	23	26	21	9	10	12	21	29	20	10	25
Percent Change from Prior Year	-7%	5%	4%	-19%	5%	56%	40%	17%	-52%	-52%	-10%	170%	40%

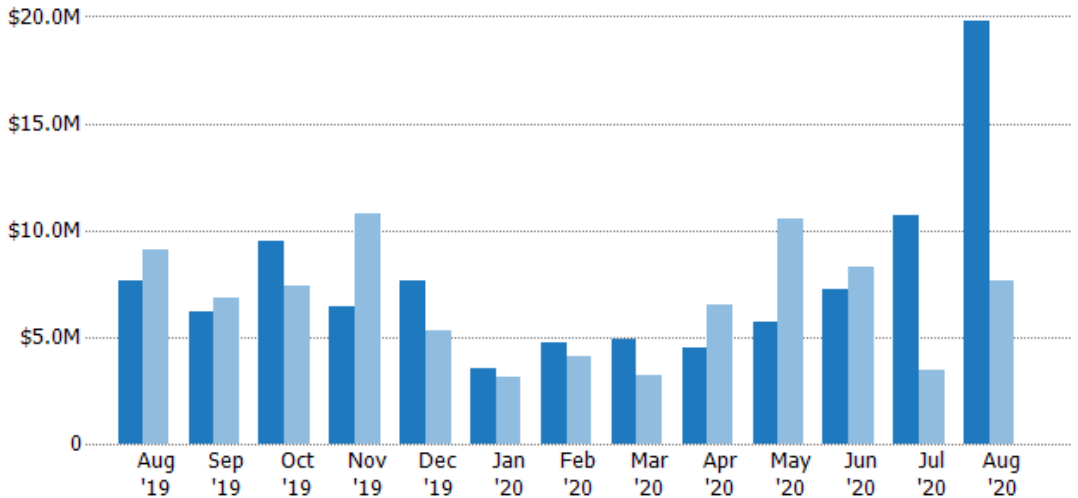
Closed Sales Volume

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.
Aug '20	\$19.8M	158.1%
Aug '19	\$7.66M	-15.8%
Aug '18	\$9.1M	-70.2%



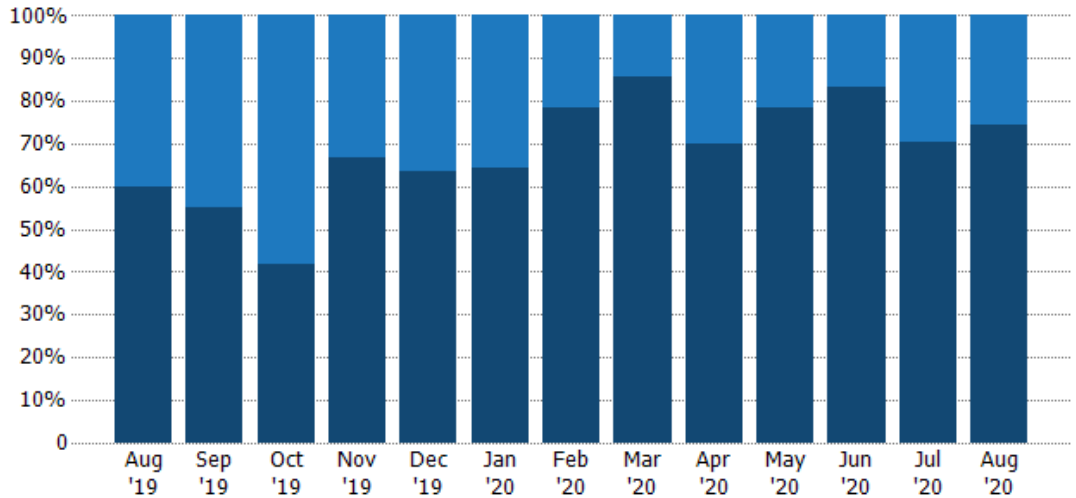
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$7.66M	\$6.16M	\$9.48M	\$6.47M	\$7.64M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M	\$7.22M	\$10.7M	\$19.8M
Prior Year	\$9.1M	\$6.85M	\$7.37M	\$10.8M	\$5.34M	\$3.15M	\$4.08M	\$3.21M	\$6.53M	\$10.5M	\$8.26M	\$3.42M	\$7.66M
Percent Change from Prior Year	-16%	-10%	29%	-40%	43%	13%	16%	53%	-31%	-46%	-13%	213%	158%

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



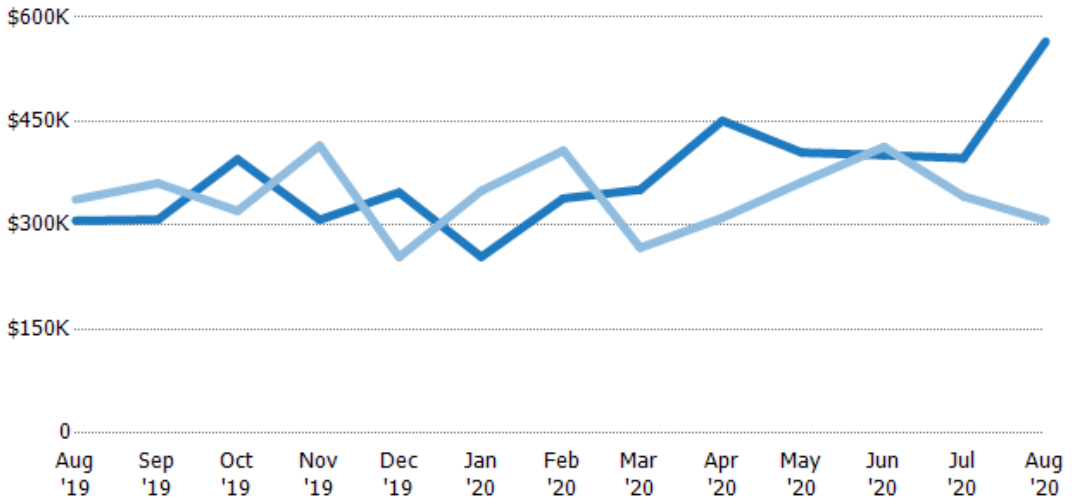
Condo/Townhouse	40%	45%	58%	33%	36%	36%	21%	14%	30%	21%	17%	30%	26%
Single Family Residence	60%	55%	42%	67%	64%	64%	79%	86%	70%	79%	83%	70%	74%

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	\$307K	\$308K	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$565K
Prior Year	\$337K	\$361K	\$321K	\$415K	\$254K	\$350K	\$408K	\$267K	\$311K	\$362K	\$413K	\$342K	\$307K
Percent Change from Prior Year	-9%	-15%	23%	-26%	37%	-27%	-17%	31%	45%	12%	-3%	16%	84%

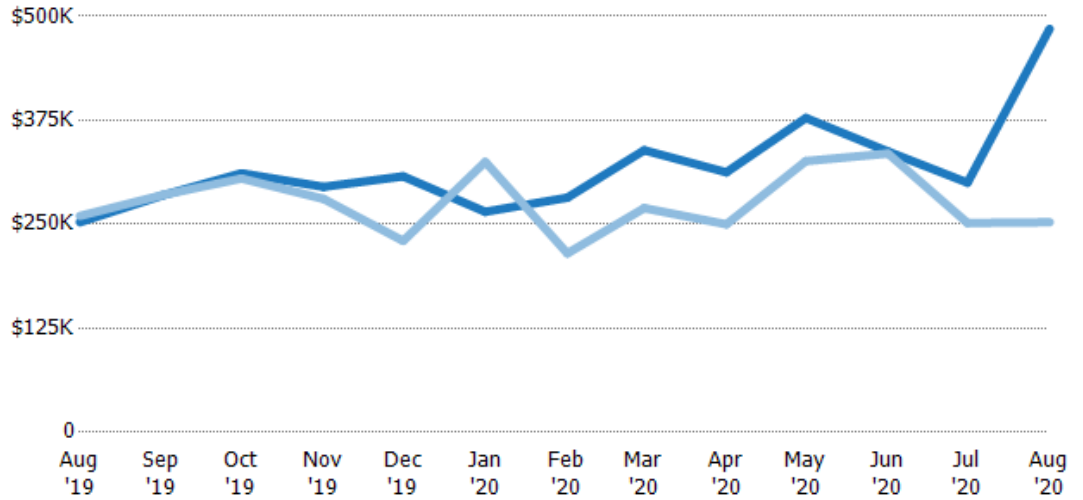
Median Sales Price

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.
Aug '20	\$485K	92.1%
Aug '19	\$253K	-2.9%
Aug '18	\$260K	-26%



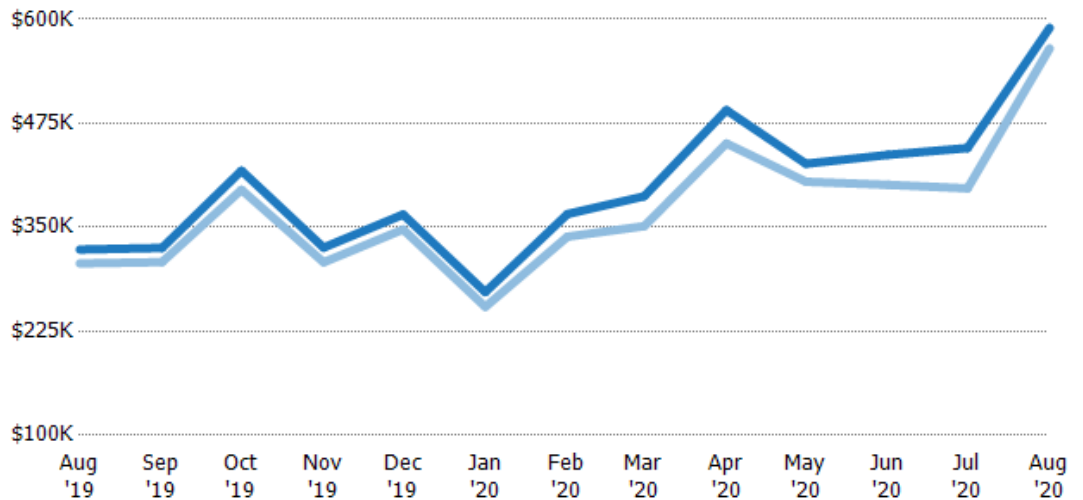
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$253K	\$285K	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$485K
Prior Year	\$260K	\$285K	\$305K	\$281K	\$230K	\$325K	\$215K	\$269K	\$250K	\$326K	\$335K	\$252K	\$253K
Percent Change from Prior Year	-3%	0%	2%	5%	34%	-18%	31%	26%	25%	16%	1%	19%	92%

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



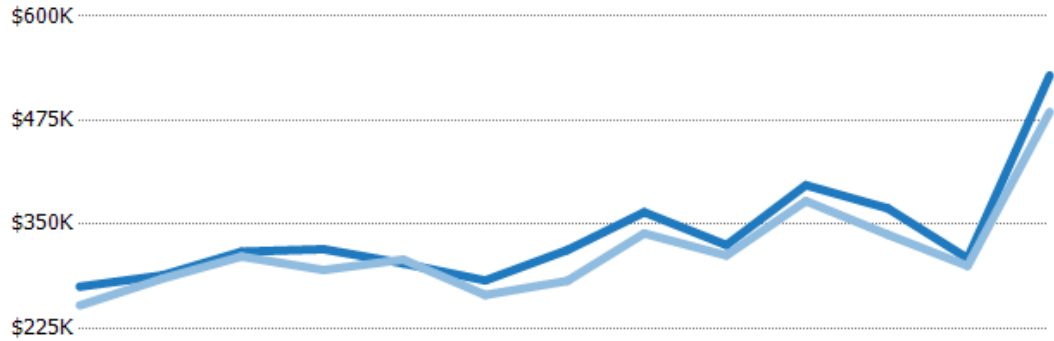
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$323K	\$325K	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$590K
Avg Sales Price	\$307K	\$308K	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$565K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	95%	95%	93%	93%	91%	92%	95%	92%	89%	96%

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



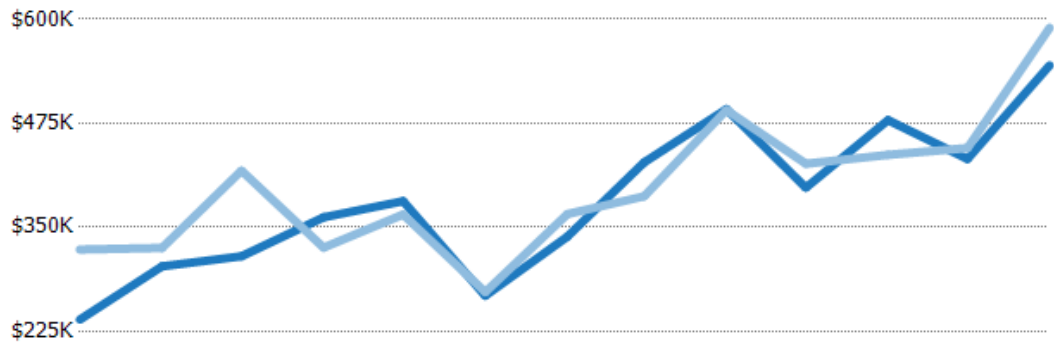
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$275K	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$529K
Median Sales Price	\$253K	\$285K	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$485K
Med Sales Price as a % of Med List Price	92%	99%	98%	92%	102%	94%	88%	93%	96%	95%	91%	97%	92%

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



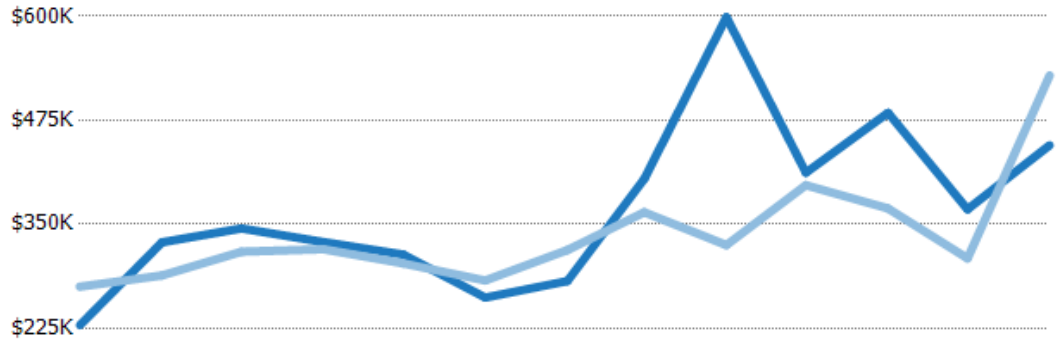
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$239K	\$303K	\$315K	\$362K	\$381K	\$268K	\$339K	\$428K	\$492K	\$398K	\$479K	\$432K	\$545K
Avg Sales Price	\$323K	\$325K	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$590K
Avg Sales Price as a % of Avg Est Value	135%	107%	133%	90%	96%	102%	108%	90%	100%	107%	91%	103%	108%

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



	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	\$229K	\$328K	\$345K	\$329K	\$314K	\$262K	\$282K	\$405K	\$599K	\$412K	\$484K	\$368K	\$445K
Median Sales Price	\$275K	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$529K
Med Sales Price as a % of Med Est Value	120%	88%	92%	97%	97%	108%	113%	90%	54%	96%	76%	84%	119%