

## 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	14	+7.1%	115	105	+9.5%
New Listing Volume	\$4,231,200	\$5,751,000	-26.4%	\$39,438,299	\$32,412,750	+21.7%
Active Listing Count	35	45	-22.2%	N/A	N/A	
Active Listing Volume	\$11,939,100	\$18,438,199	-35.2%	N/A	N/A	
Average Listing Price	\$341,117	\$409,738	-16.7%	\$394,540	\$410,229	-3.8%
Median Listing Price	\$242,500	\$315,000	-23%	\$302,695	\$328,988	-8%
Median Days in RPR	37	91	-59.3%	60.96	96.01	-36.5%
Months of Inventory	1.8	5.6	-67.3%	3.9	4.9	-21.6%
Absorption Rate	54.29%	17.78%	+36.5%	25.84%	20.26%	+5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	12	+33.3%	110	86	+27.9%
New Pending Sales Volume	\$5,278,000	\$3,716,000	+42%	\$36,895,400	\$25,187,050	+46.5%
Pending Sales Count	22	16	+37.5%	N/A	N/A	
Pending Sales Volume	\$7,128,300	\$5,634,000	+26.5%	N/A	N/A	
Closed Sales Count	18	11	+63.6%	73	69	+5.8%
Closed Sales Volume	\$6,239,075	\$3,375,800	+84.8%	\$23,710,108	\$18,783,793	+26.2%
Average Sales Price	\$346,615	\$306,891	+12.9%	\$324,796	\$272,229	+19.3%
Median Sales Price	\$317,500	\$325,000	-2.3%	\$310,247	\$278,709	+11.3%

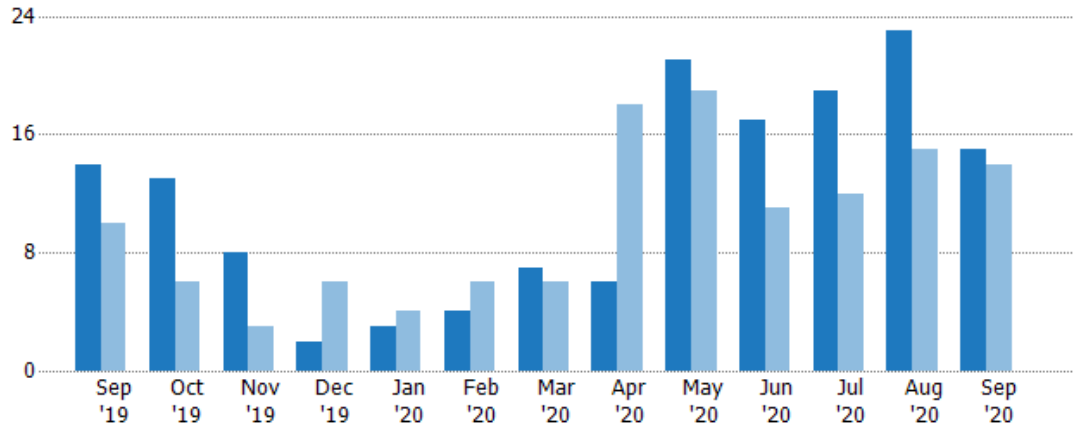
## New Listings

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.
Sep '20	15	7.1%
Sep '19	14	40%
Sep '18	10	0%



Current Year	14	13	8	2	3	4	7	6	21	17	19	23	15
Prior Year	10	6	3	6	4	6	6	18	19	11	12	15	14
Percent Change from Prior Year	40%	117%	167%	-67%	-25%	-33%	17%	-67%	11%	55%	58%	53%	7%

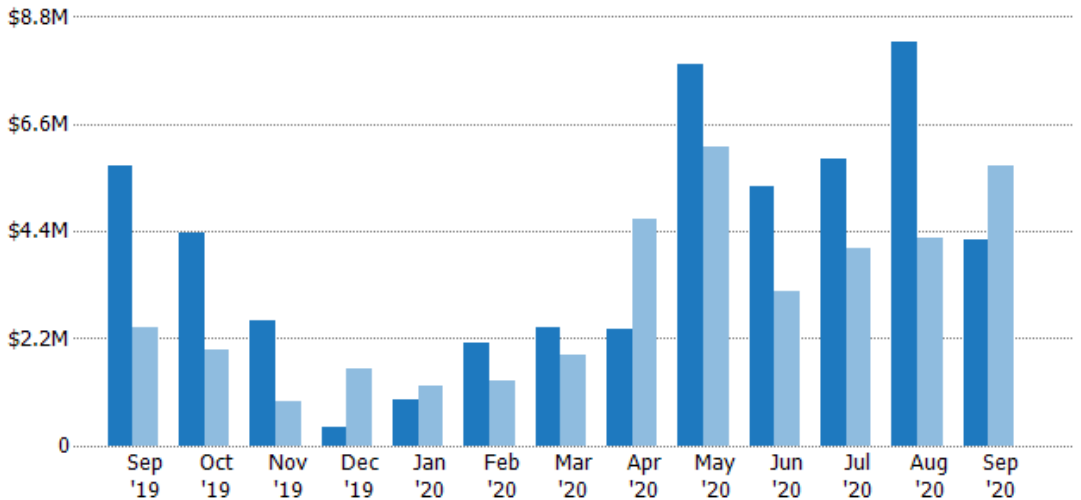
## New Listing Volume

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.
Sep '20	\$4.23M	-26.4%
Sep '19	\$5.75M	136.1%
Sep '18	\$2.44M	39.8%



Current Year	\$5.75M	\$4.36M	\$2.56M	\$369K	\$934K	\$2.1M	\$2.44M	\$2.39M	\$7.84M	\$5.32M	\$5.88M	\$8.29M	\$4.23M
Prior Year	\$2.44M	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$5.75M
Percent Change from Prior Year	136%	121%	184%	-77%	-23%	59%	31%	-49%	28%	68%	45%	95%	-26%

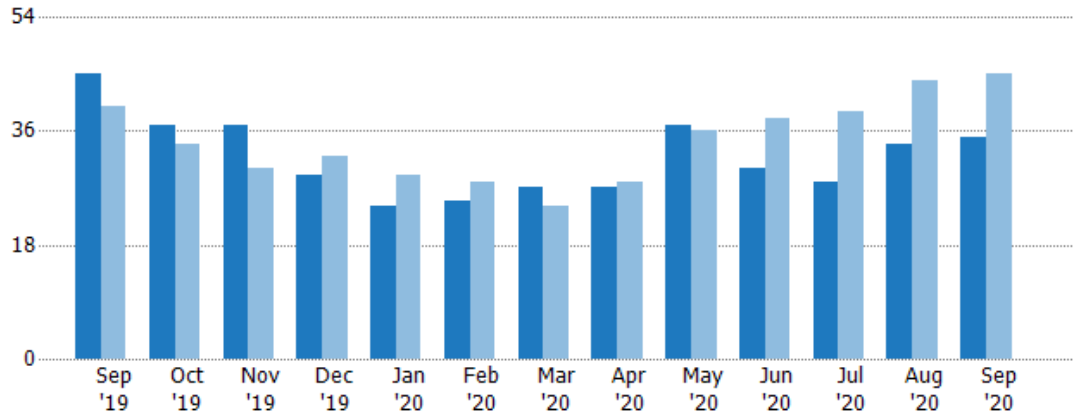
## Active Listings

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.
Sep '20	35	-22.2%
Sep '19	45	12.5%
Sep '18	40	55%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	45	37	37	29	24	25	27	27	37	30	28	34	35
Prior Year	40	34	30	32	29	28	24	28	36	38	39	44	45
Percent Change from Prior Year	13%	9%	23%	-9%	-17%	-11%	13%	-4%	3%	-21%	-28%	-23%	-22%

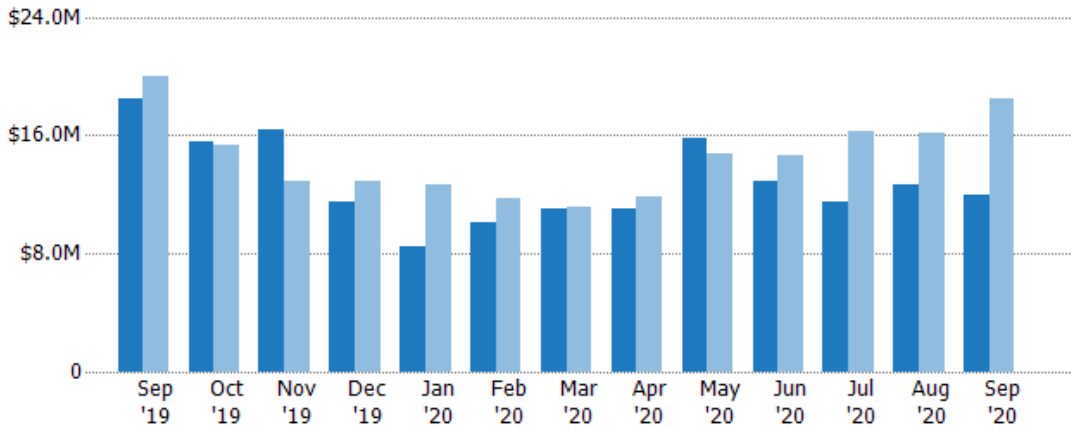
## Active Listing Volume

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.
Sep '20	\$11.9M	-35.2%
Sep '19	\$18.4M	-7.6%
Sep '18	\$20M	7.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$18.4M	\$15.6M	\$16.4M	\$11.5M	\$8.52M	\$10.1M	\$11M	\$11M	\$15.8M	\$12.9M	\$11.5M	\$12.7M	\$11.9M
Prior Year	\$20M	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.4M
Percent Change from Prior Year	-8%	2%	27%	-11%	-33%	-14%	-2%	-7%	7%	-12%	-29%	-22%	-35%

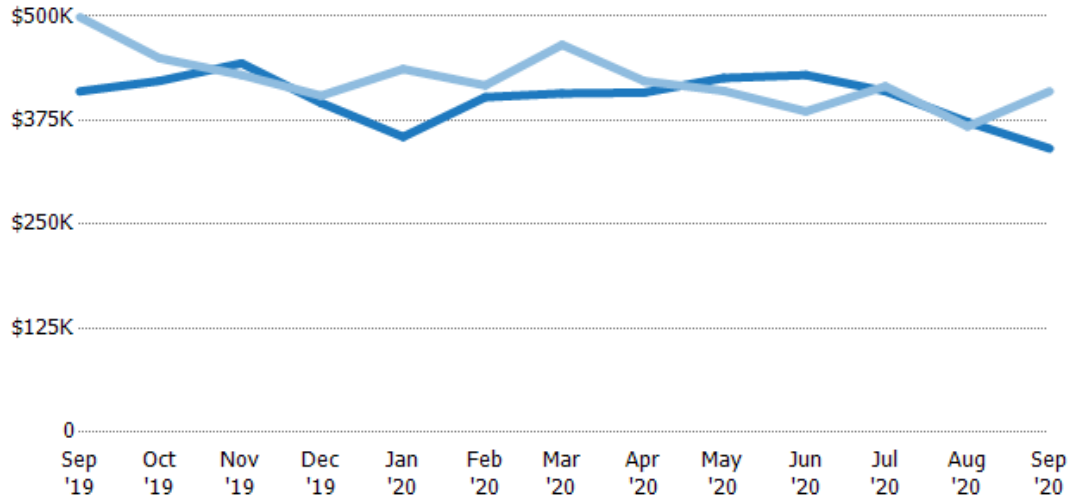
## Average Listing Price

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.
Sep '20	\$341K	-16.7%
Sep '19	\$410K	-17.9%
Sep '18	\$499K	-30.6%



Current Year	\$410K	\$422K	\$443K	\$396K	\$355K	\$403K	\$407K	\$408K	\$426K	\$429K	\$410K	\$373K	\$341K
Prior Year	\$499K	\$450K	\$429K	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K	\$368K	\$410K
Percent Change from Prior Year	-18%	-6%	3%	-2%	-19%	-3%	-13%	-3%	4%	11%	-1%	1%	-17%

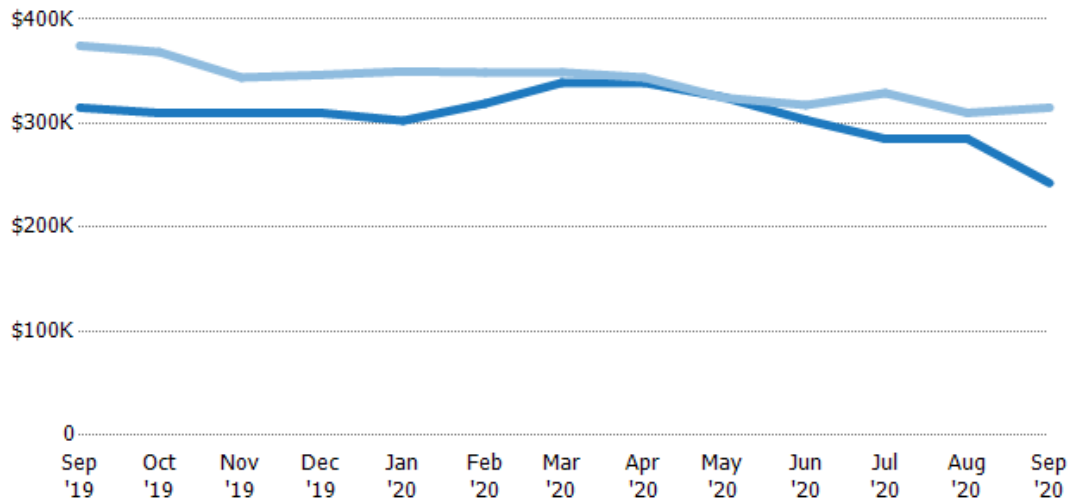
## Median Listing Price

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.
Sep '20	\$243K	-23%
Sep '19	\$315K	-15.9%
Sep '18	\$375K	-24.1%



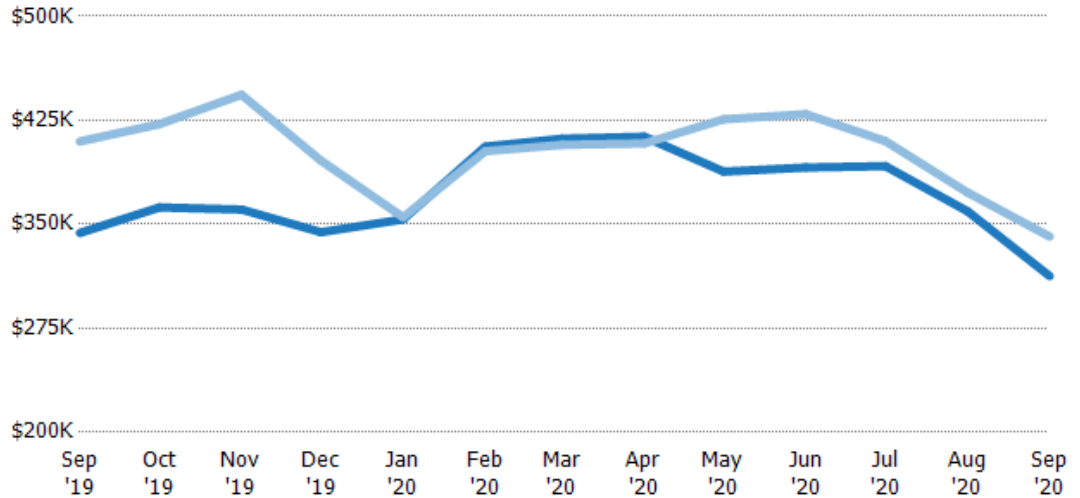
Current Year	\$315K	\$310K	\$310K	\$310K	\$303K	\$319K	\$339K	\$339K	\$325K	\$303K	\$285K	\$285K	\$243K
Prior Year	\$375K	\$369K	\$344K	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K	\$310K	\$315K
Percent Change from Prior Year	-16%	-16%	-10%	-11%	-14%	-9%	-3%	-1%	0%	-5%	-13%	-8%	-23%

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



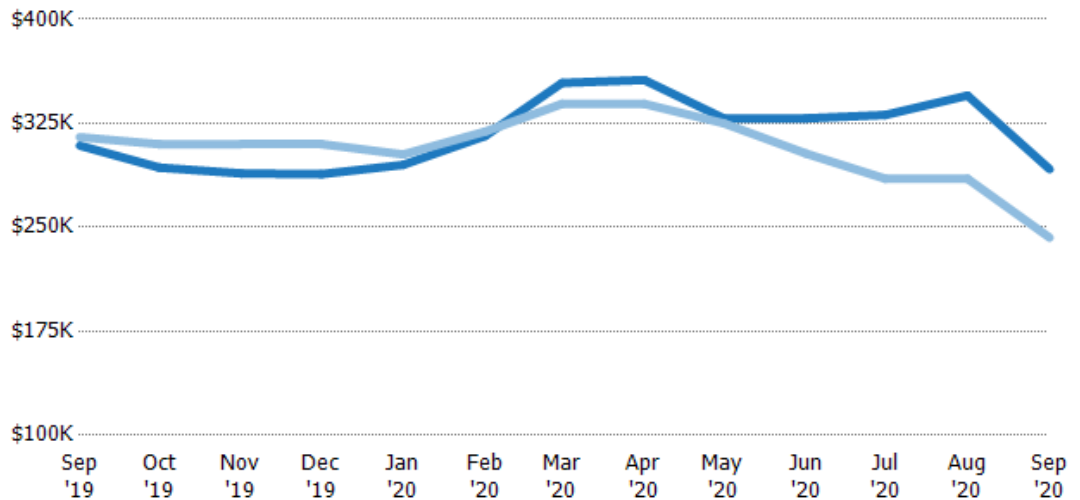
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$344K	\$362K	\$361K	\$344K	\$354K	\$406K	\$412K	\$413K	\$388K	\$391K	\$392K	\$359K	\$313K
Avg Listing Price	\$410K	\$422K	\$443K	\$396K	\$355K	\$403K	\$407K	\$408K	\$426K	\$429K	\$410K	\$373K	\$341K
Avg Listing Price as a % of Avg Est Value	119%	117%	123%	115%	100%	99%	99%	99%	110%	110%	105%	104%	109%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$309K	\$293K	\$289K	\$288K	\$295K	\$316K	\$354K	\$356K	\$329K	\$329K	\$331K	\$345K	\$292K
Median Listing Price	\$315K	\$310K	\$310K	\$310K	\$303K	\$319K	\$339K	\$339K	\$325K	\$303K	\$285K	\$285K	\$243K
Med Listing Price as a % of Med Est Value	102%	106%	107%	108%	103%	101%	96%	95%	99%	92%	86%	83%	83%

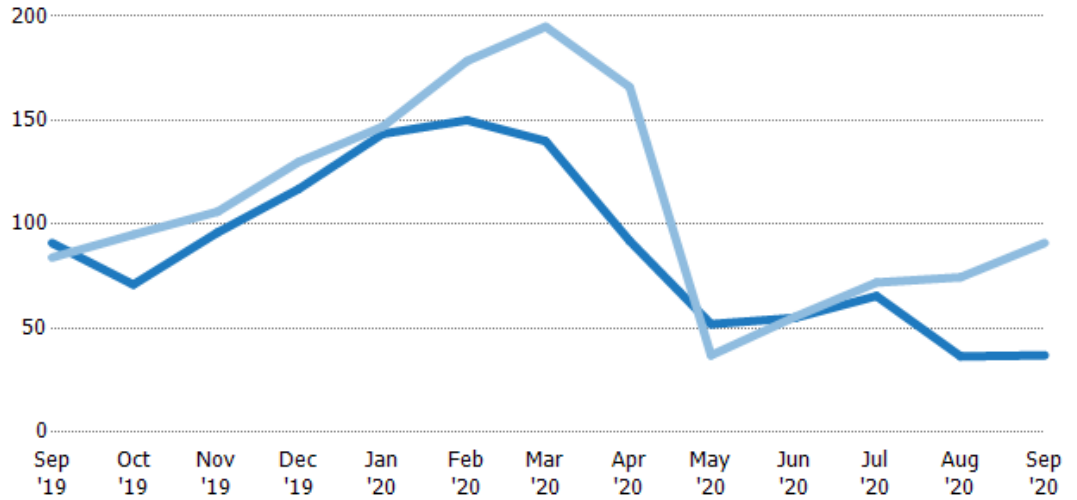
## Median Days in RPR

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.
Sep '20	37	-59.3%
Sep '19	91	8.3%
Sep '18	84	-7.1%



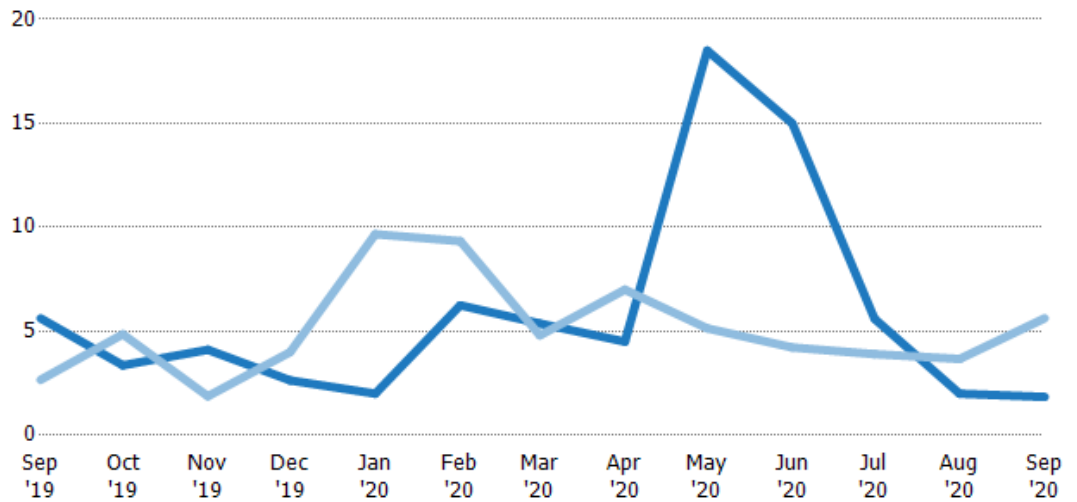
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	91	71	96	117	144	150	140	92	52	55	65.5	36.5	37
Prior Year	84	95	106	130	147	179	195	166	37	55.5	72	74.5	91
Percent Change from Prior Year	8%	-25%	-9%	-10%	-2%	-16%	-28%	-45%	41%	-1%	-9%	-51%	-59%

## 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



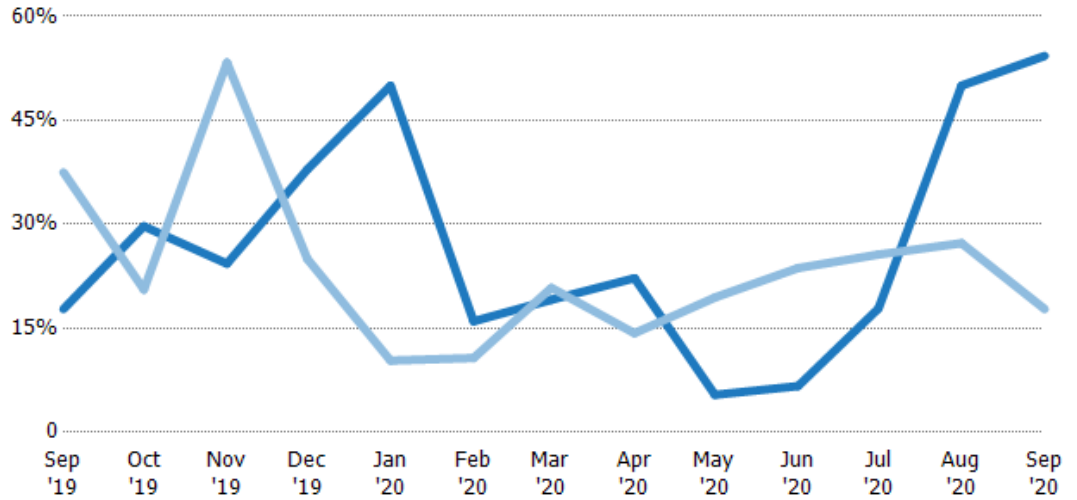
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.63	3.36	4.11	2.64	2	6.25	5.38	4.5	18.5	15	5.6	2	1.84
Prior Year	2.67	4.86	1.88	4	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67	5.63
Percent Change from Prior Year	111%	-31%	119%	-34%	-79%	-33%	-100%	-36%	260%	255%	44%	-45%	-67%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



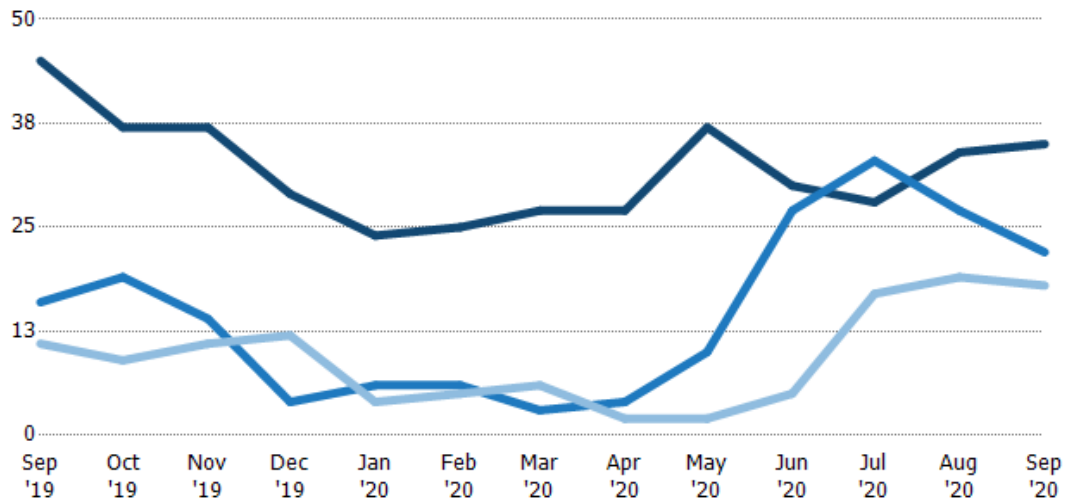
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	18%	30%	24%	38%	50%	16%	19%	22%	5%	7%	18%	50%	54%
Prior Year	38%	21%	53%	25%	10%	11%	21%	14%	19%	24%	26%	27%	18%
Change from Prior Year	20%	-9%	29%	-13%	-40%	-5%	21%	-8%	14%	17%	8%	-23%	-37%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	45	37	37	29	24	25	27	27	37	30	28	34	35
Pending	16	19	14	4	6	6	3	4	10	27	33	27	22
Sold	11	9	11	12	4	5	6	2	2	5	17	19	18

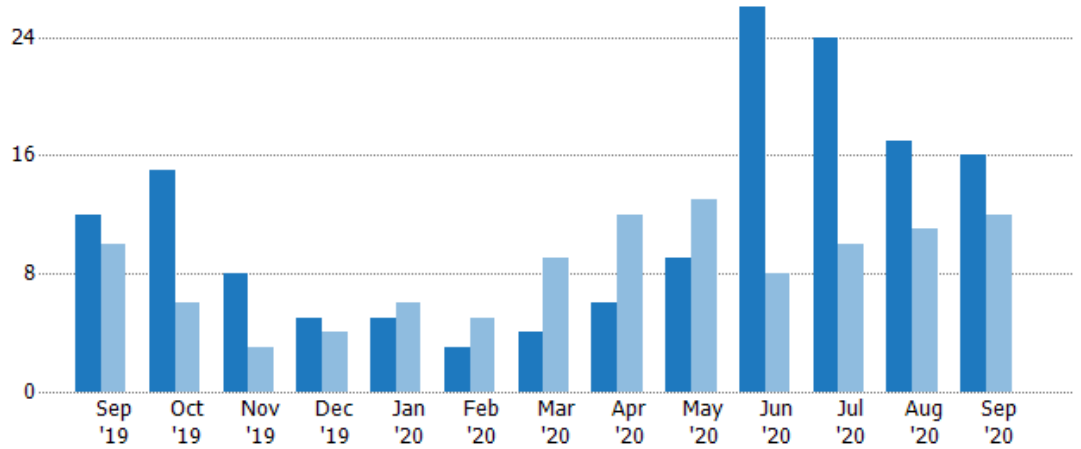
## New Pending Sales

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.
Sep '20	16	33.3%
Sep '19	12	20%
Sep '18	10	-10%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12	15	8	5	5	3	4	6	9	26	24	17	16
Prior Year	10	6	3	4	6	5	9	12	13	8	10	11	12
Percent Change from Prior Year	20%	150%	167%	25%	-17%	-40%	-56%	-50%	-31%	225%	140%	55%	33%

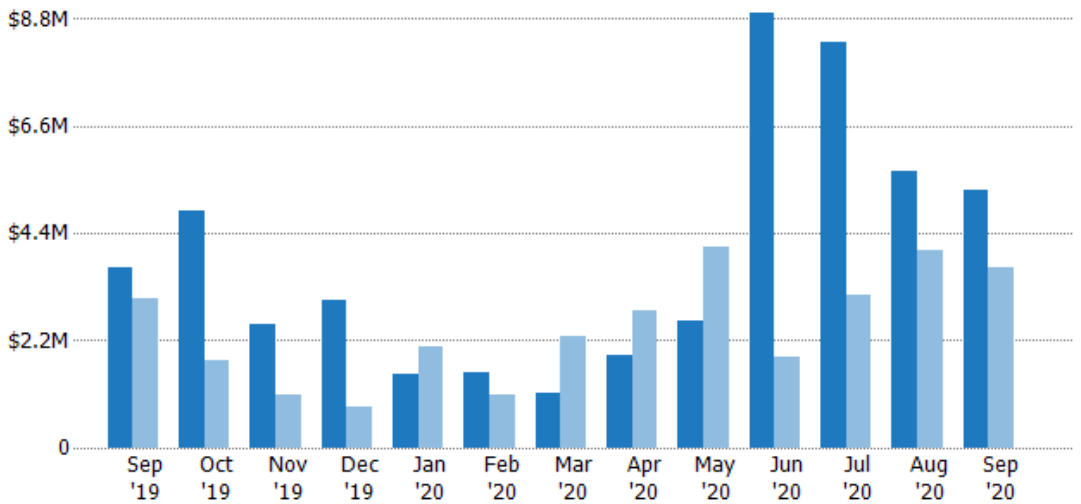
## New Pending Sales Volume

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.
Sep '20	\$5.28M	42%
Sep '19	\$3.72M	21.6%
Sep '18	\$3.06M	-4.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$3.72M	\$4.87M	\$2.52M	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M
Prior Year	\$3.06M	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.05M	\$3.72M
Percent Change from Prior Year	22%	169%	129%	264%	-27%	40%	-51%	-33%	-37%	375%	166%	40%	42%



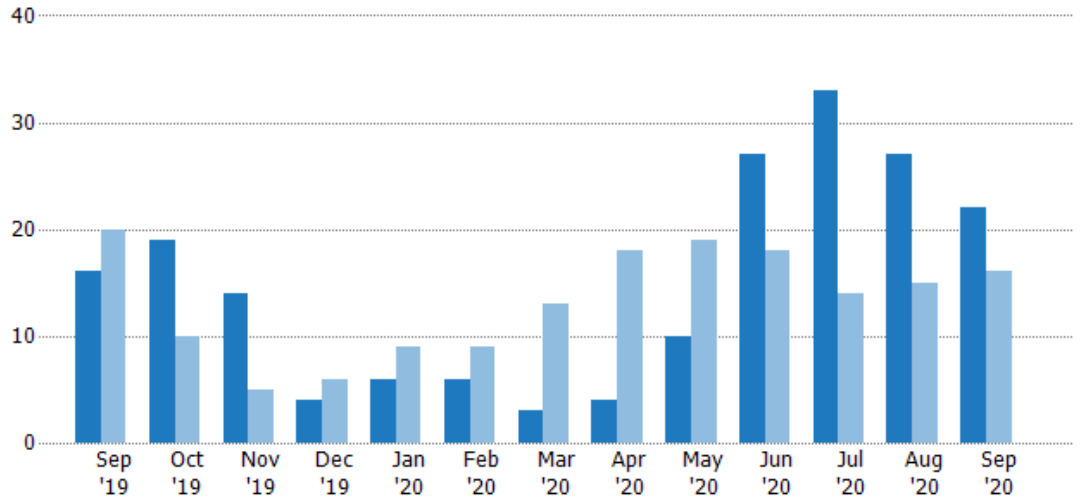
## Pending Sales

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.
Sep '20	22	37.5%
Sep '19	16	-20%
Sep '18	20	-30%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	16	19	14	4	6	6	3	4	10	27	33	27	22
Prior Year	20	10	5	6	9	9	13	18	19	18	14	15	16
Percent Change from Prior Year	-20%	90%	180%	-33%	-33%	-33%	-77%	-78%	-47%	50%	136%	80%	38%

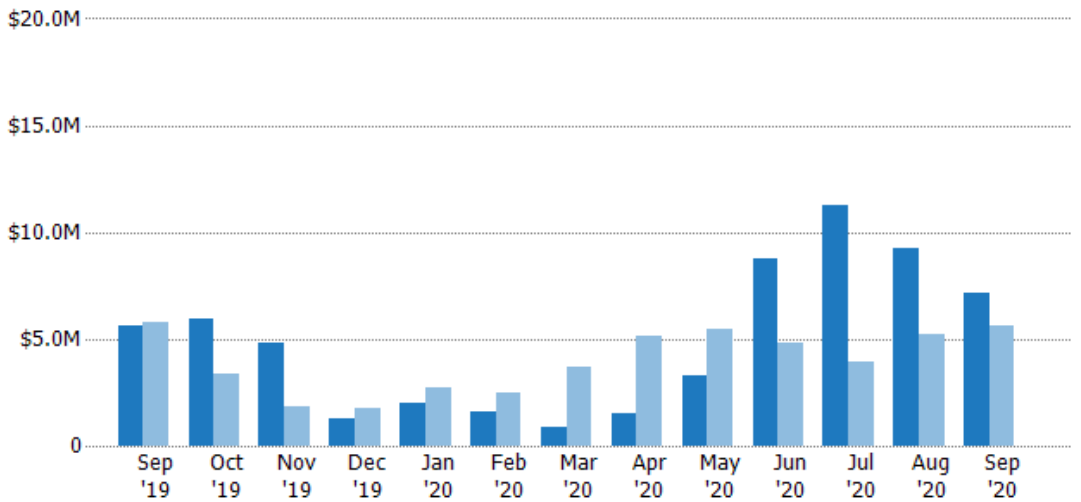
## Pending Sales Volume

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.
Sep '20	\$7.13M	26.5%
Sep '19	\$5.63M	-2.2%
Sep '18	\$5.76M	-30.7%



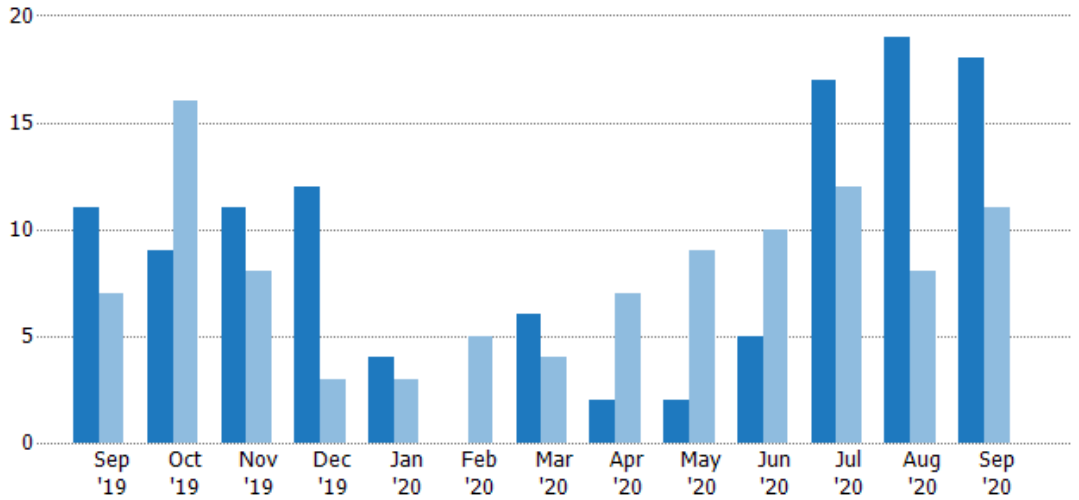
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$5.63M	\$5.94M	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.26M	\$8.74M	\$11.2M	\$9.24M	\$7.13M
Prior Year	\$5.76M	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M
Percent Change from Prior Year	-2%	77%	160%	-26%	-27%	-38%	-77%	-71%	-40%	81%	186%	76%	27%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



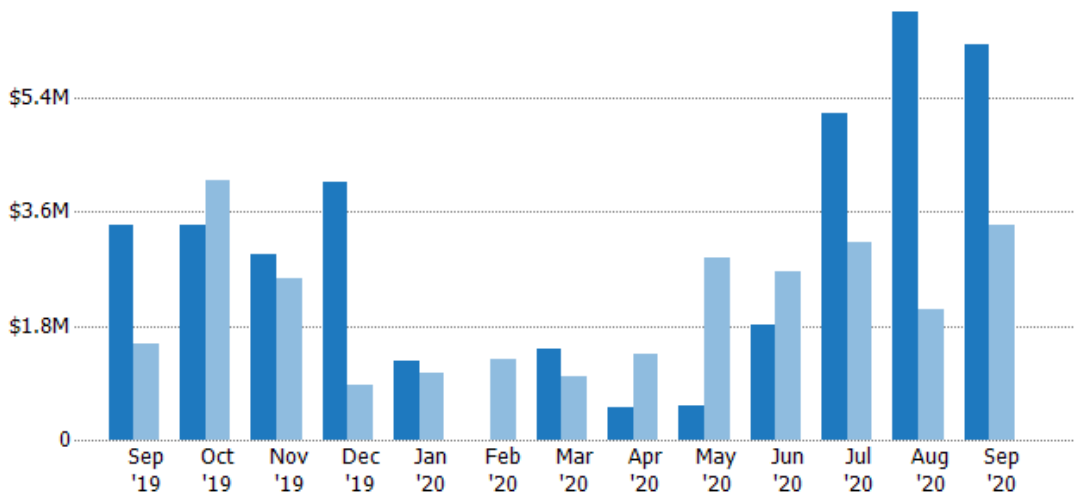
Current Year	11	9	11	12	4	-	6	2	2	5	17	19	18
Prior Year	7	16	8	3	3	5	4	7	9	10	12	8	11
Percent Change from Prior Year	57%	-44%	38%	300%	33%	-100%	50%	-71%	-78%	-50%	42%	138%	64%

## 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



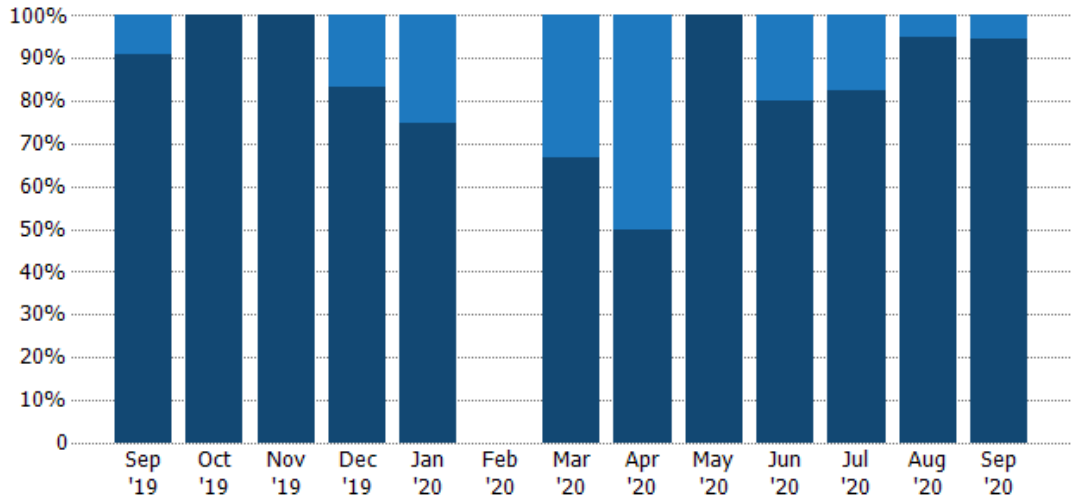
Current Year	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.16M	\$6.75M	\$6.24M
Prior Year	\$1.52M	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M
Percent Change from Prior Year	122%	-17%	15%	375%	19%	-100%	43%	-61%	-81%	-32%	66%	226%	85%

## 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



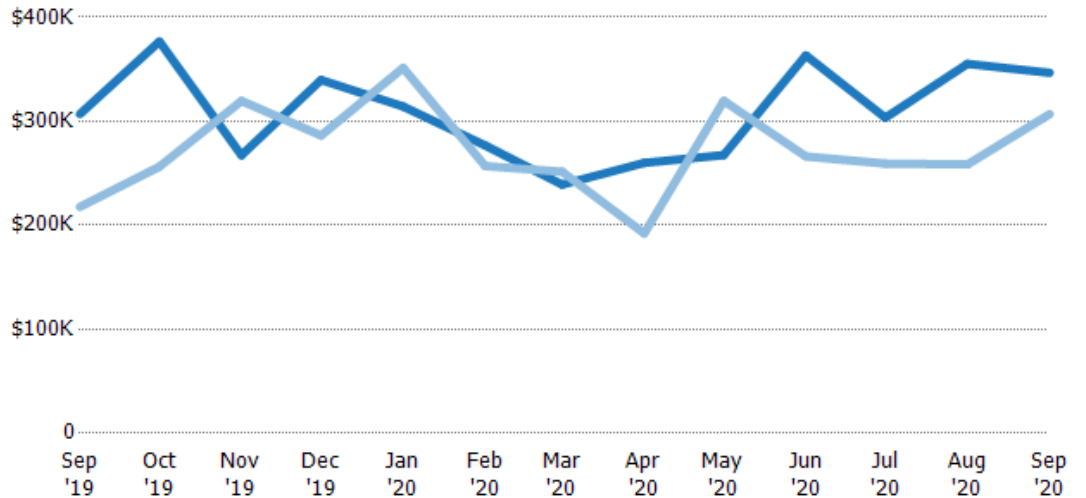
Condo/Townhouse	9%	-	-	17%	25%	-	33%	50%	-	20%	18%	5%	6%
Single Family Residence	91%	100%	100%	83%	75%	-	67%	50%	100%	80%	82%	95%	94%

## 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



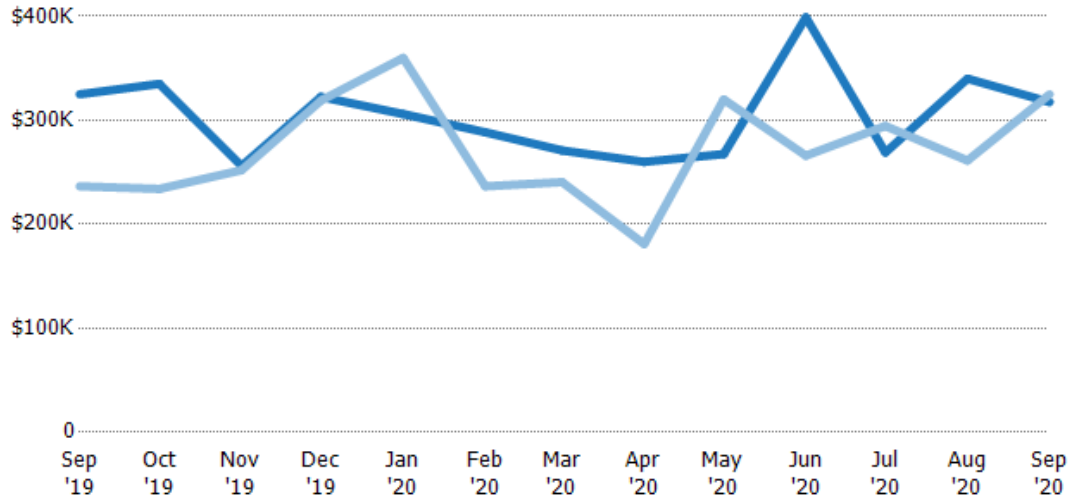
Current Year	\$307K	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K
Prior Year	\$218K	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K
Percent Change from Prior Year	41%	47%	-16%	19%	-11%	-100%	-5%	35%	-16%	37%	17%	37%	13%

## 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



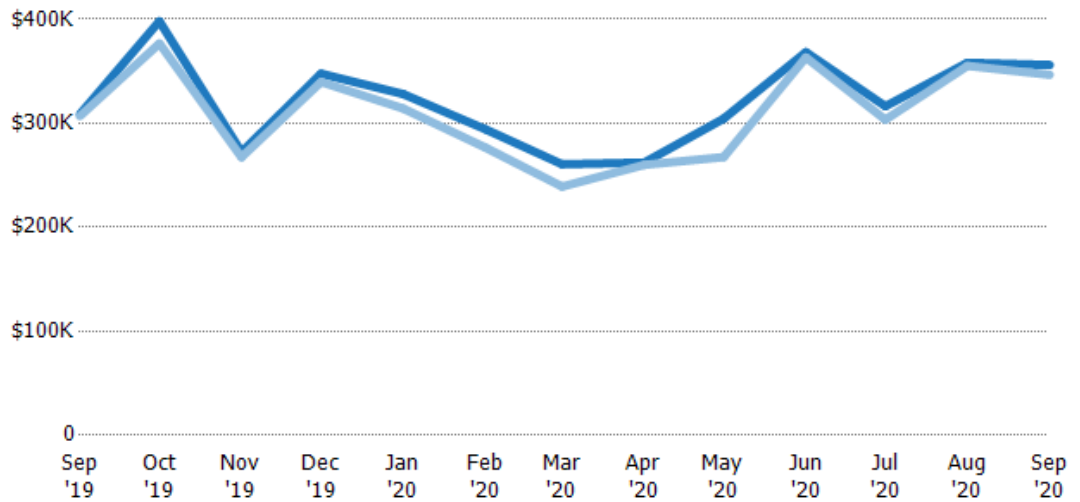
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$325K	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K
Prior Year	\$237K	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K
Percent Change from Prior Year	37%	43%	2%	1%	-15%	-100%	13%	44%	-16%	50%	-9%	30%	-2%

## 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



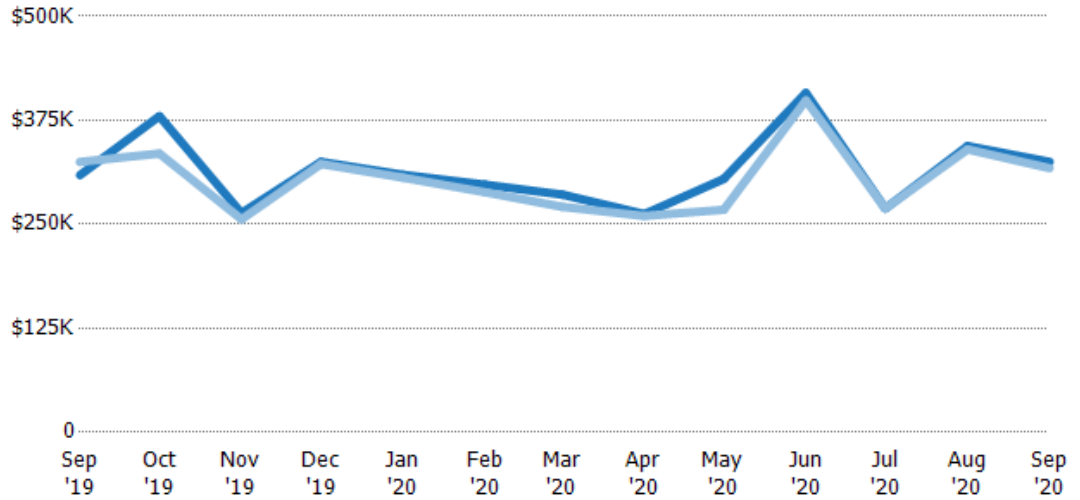
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$309K	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K
Avg Sales Price	\$307K	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K
Avg Sales Price as a % of Avg List Price	99%	95%	98%	98%	96%	94%	92%	99%	88%	99%	96%	99%	97%

## 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



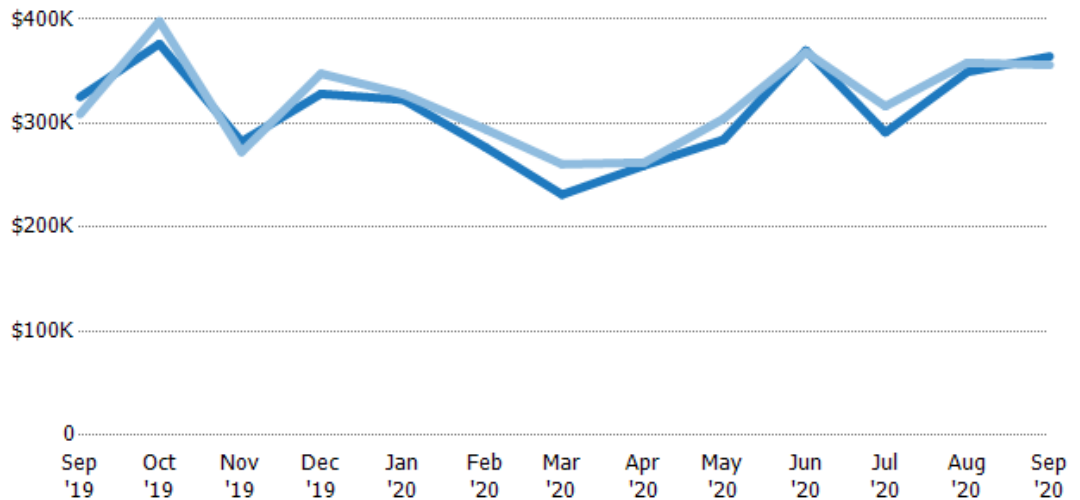
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$309K	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K
Median Sales Price	\$325K	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K
Med Sales Price as a % of Med List Price	105%	88%	97%	99%	99%	97%	95%	99%	88%	98%	100%	99%	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



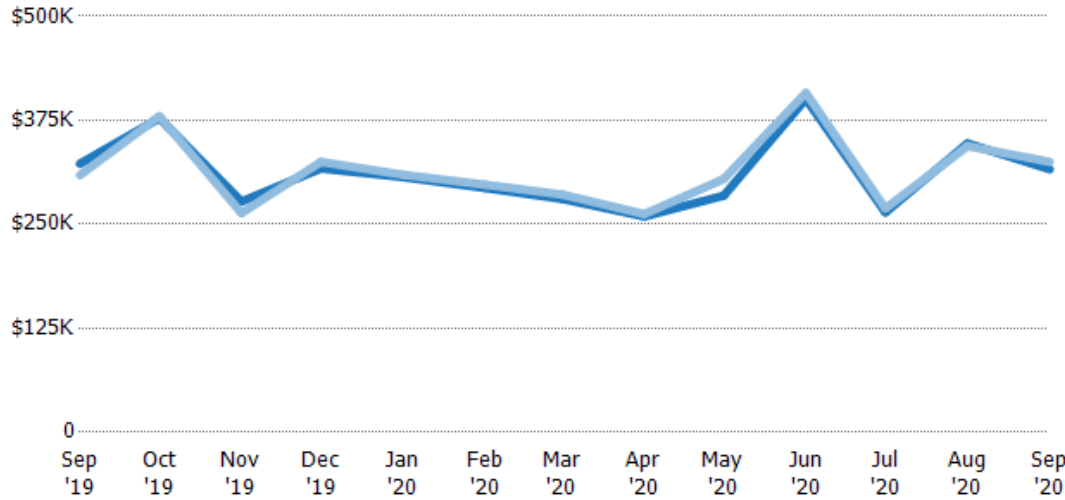
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$325K	\$376K	\$282K	\$328K	\$323K	\$277K	\$231K	\$259K	\$284K	\$370K	\$291K	\$349K	\$364K
Avg Sales Price	\$309K	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K
Avg Sales Price as a % of Avg Est Value	95%	106%	96%	106%	102%	107%	113%	101%	107%	100%	109%	103%	98%

## 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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$323K	\$378K	\$277K	\$317K	\$307K	\$294K	\$281K	\$259K	\$284K	\$401K	\$264K	\$347K	\$316K
Median Sales Price	\$309K	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K
Med Sales Price as a % of Med Est Value	96%	101%	95%	103%	101%	101%	102%	101%	107%	102%	102%	99%	103%