

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	18	+66.7%	264	259	+1.9%
New Listing Volume	\$17,727,400	\$6,442,925	+175.1%	\$147,060,100	\$129,704,775	+13.4%
Active Listing Count	107	229	-53.3%	N/A	N/A	
Active Listing Volume	\$95,696,500	\$140,363,825	-31.8%	N/A	N/A	
Average Listing Price	\$894,360	\$612,942	+45.9%	\$719,255	\$568,800	+26.5%
Median Listing Price	\$479,900	\$425,000	+12.9%	\$461,091	\$397,716	+15.9%
Median Days in RPR	93	144	-35.4%	146.38	195.58	-25.2%
Months of Inventory	3.1	9.2	-66.6%	10.4	12.8	-19.1%
Absorption Rate	32.71%	10.92%	+21.8%	9.66%	7.82%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	62	27	+129.6%	342	199	+71.9%
New Pending Sales Volume	\$33,473,700	\$9,253,300	+261.7%	\$168,541,900	\$68,751,698	+145.1%
Pending Sales Count	101	36	+180.6%	N/A	N/A	
Pending Sales Volume	\$54,946,100	\$11,795,100	+365.8%	N/A	N/A	
Closed Sales Count	55	20	+175%	201	156	+28.8%
Closed Sales Volume	\$25,990,425	\$6,163,000	+321.7%	\$87,092,824	\$52,747,324	+65.1%
Average Sales Price	\$472,553	\$308,150	+53.4%	\$433,298	\$338,124	+28.1%
Median Sales Price	\$435,000	\$284,500	+52.9%	\$377,582	\$281,753	+34%

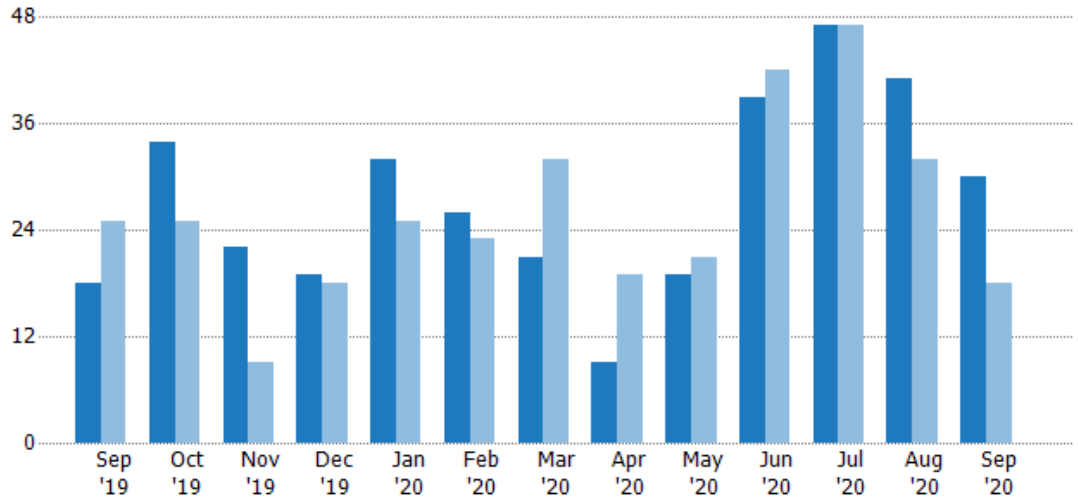
New Listings

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.
Sep '20	30	66.7%
Sep '19	18	-28%
Sep '18	25	56%



Current Year	18	34	22	19	32	26	21	9	19	39	47	41	30
Prior Year	25	25	9	18	25	23	32	19	21	42	47	32	18
Percent Change from Prior Year	-28%	36%	144%	6%	28%	13%	-34%	-53%	-10%	-7%	0%	28%	67%

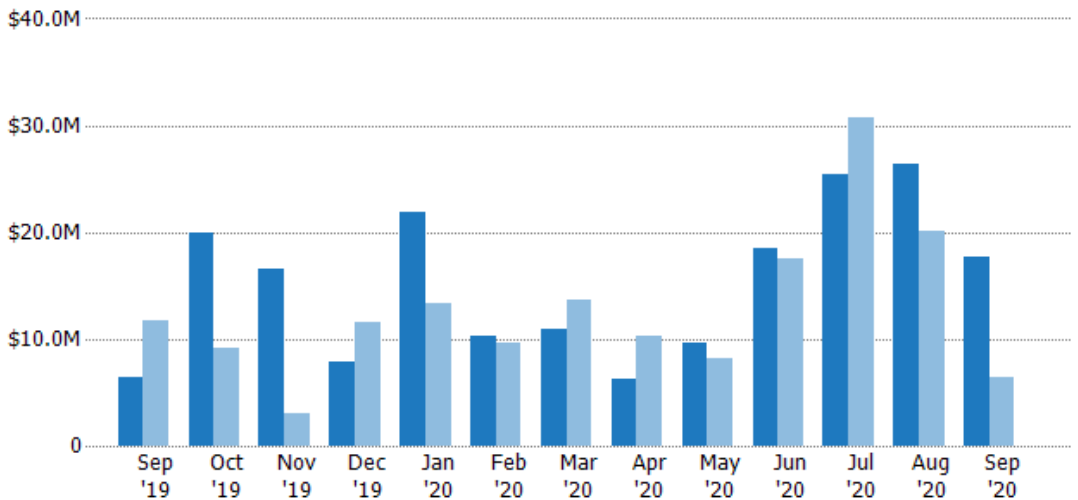
New Listing Volume

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.
Sep '20	\$17.7M	175.1%
Sep '19	\$6.44M	-44.9%
Sep '18	\$11.7M	55.3%



Current Year	\$6.44M	\$19.9M	\$16.5M	\$7.87M	\$21.9M	\$10.2M	\$11M	\$6.28M	\$9.63M	\$18.4M	\$25.4M	\$26.4M	\$17.7M
Prior Year	\$11.7M	\$9.12M	\$3.07M	\$11.6M	\$13.3M	\$9.71M	\$13.6M	\$10.2M	\$8.11M	\$17.6M	\$30.7M	\$20.1M	\$6.44M
Percent Change from Prior Year	-45%	119%	440%	-32%	65%	5%	-19%	-39%	19%	5%	-17%	32%	175%

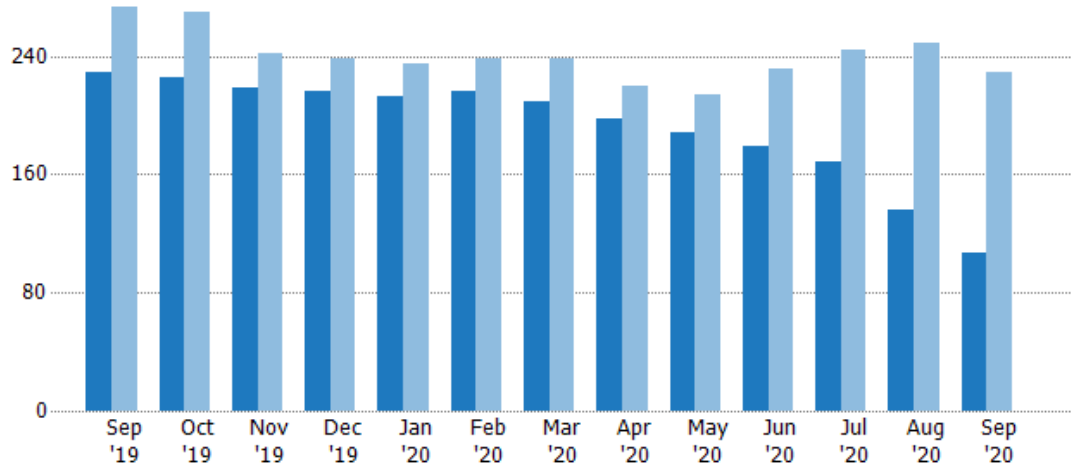
Active Listings

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.
Sep '20	107	-53.3%
Sep '19	229	-16.1%
Sep '18	273	7%



Current Year	229	225	218	216	213	216	209	198	188	179	169	136	107
Prior Year	273	270	242	238	235	238	238	220	214	231	244	249	229
Percent Change from Prior Year	-16%	-17%	-10%	-9%	-9%	-9%	-12%	-10%	-12%	-23%	-31%	-45%	-53%

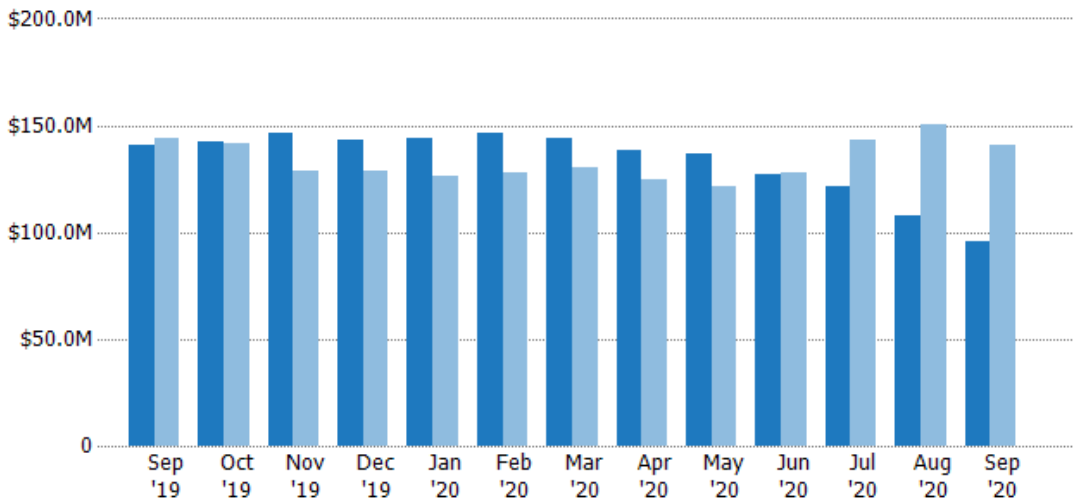
Active Listing Volume

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.
Sep '20	\$95.7M	-31.8%
Sep '19	\$140M	-2.7%
Sep '18	\$144M	4.5%



Current Year	\$140M	\$142M	\$146M	\$144M	\$144M	\$146M	\$144M	\$138M	\$137M	\$127M	\$122M	\$108M	\$95.7M
Prior Year	\$144M	\$141M	\$129M	\$128M	\$127M	\$128M	\$131M	\$125M	\$121M	\$128M	\$143M	\$151M	\$140M
Percent Change from Prior Year	-3%	1%	14%	12%	14%	14%	10%	11%	13%	-1%	-15%	-28%	-32%

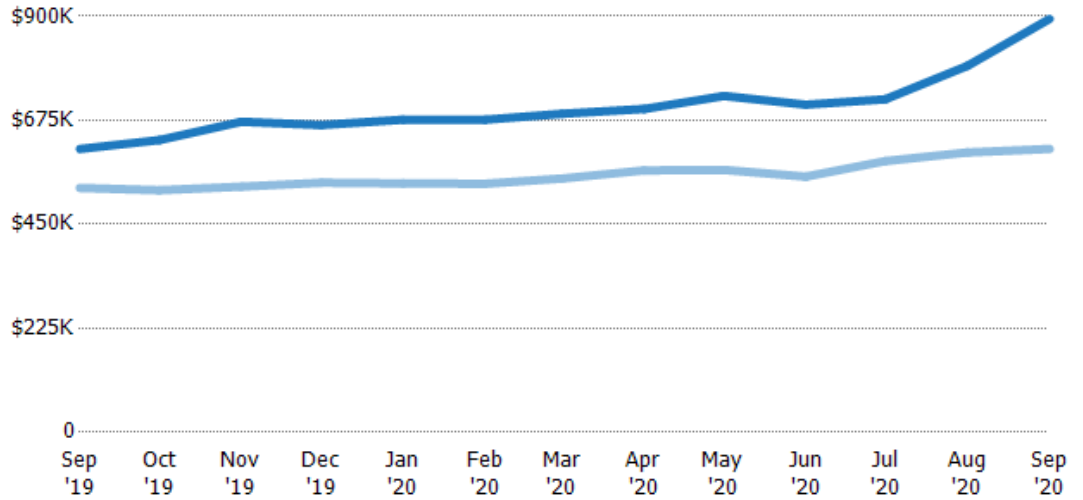
Average Listing Price

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.
Sep '20	\$894K	45.9%
Sep '19	\$613K	16%
Sep '18	\$529K	-2.3%



Current Year	\$613K	\$632K	\$672K	\$665K	\$676K	\$676K	\$689K	\$699K	\$728K	\$709K	\$720K	\$793K	\$894K
Prior Year	\$529K	\$524K	\$531K	\$540K	\$538K	\$538K	\$549K	\$567K	\$568K	\$553K	\$587K	\$605K	\$613K
Percent Change from Prior Year	16%	21%	26%	23%	26%	26%	26%	23%	28%	28%	23%	31%	46%

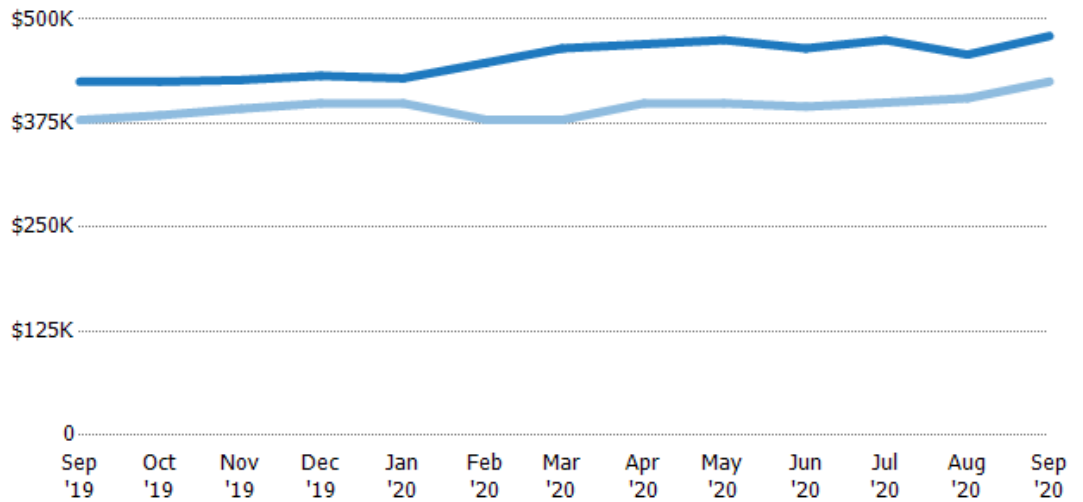
Median Listing Price

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.
Sep '20	\$480K	12.9%
Sep '19	\$425K	12.1%
Sep '18	\$379K	-7.9%



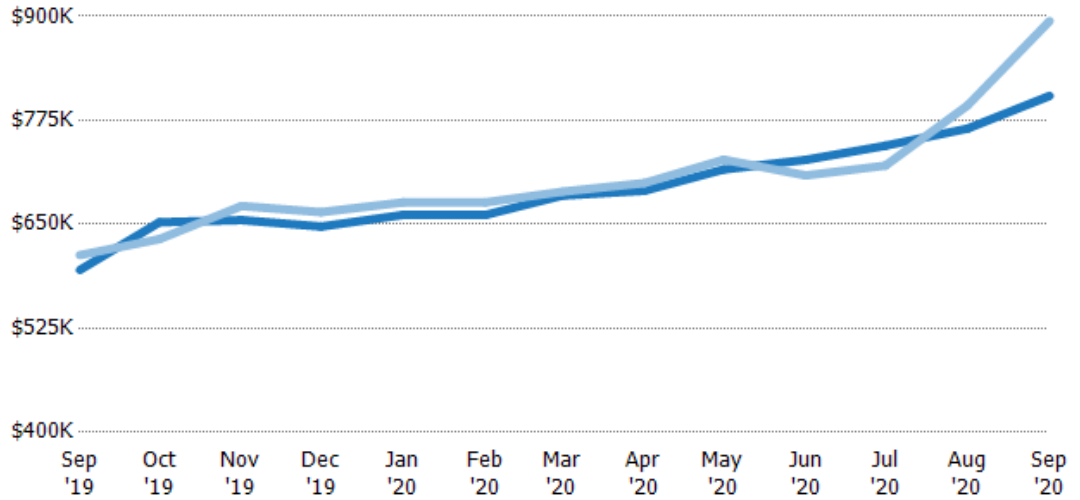
Current Year	\$425K	\$425K	\$427K	\$432K	\$429K	\$448K	\$465K	\$470K	\$475K	\$465K	\$475K	\$458K	\$480K
Prior Year	\$379K	\$385K	\$393K	\$399K	\$399K	\$380K	\$379K	\$399K	\$399K	\$395K	\$400K	\$405K	\$425K
Percent Change from Prior Year	12%	11%	9%	8%	8%	18%	23%	18%	19%	18%	19%	13%	13%

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



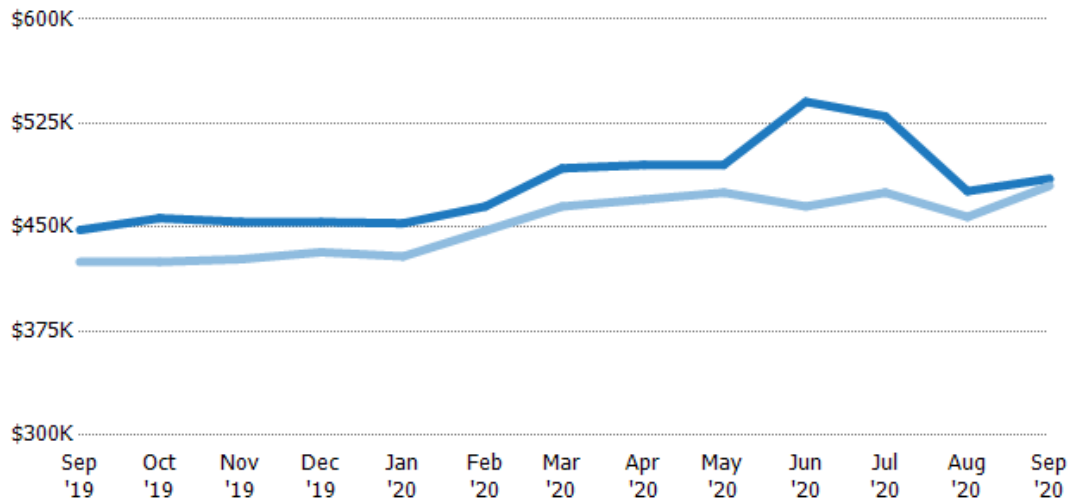
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$595K	\$652K	\$655K	\$647K	\$661K	\$661K	\$685K	\$690K	\$716K	\$727K	\$744K	\$765K	\$804K
Avg Listing Price	\$613K	\$632K	\$672K	\$665K	\$676K	\$676K	\$689K	\$699K	\$728K	\$709K	\$720K	\$793K	\$894K
Avg Listing Price as a % of Avg Est Value	103%	97%	103%	103%	102%	102%	101%	101%	102%	97%	97%	104%	111%

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



	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	\$448K	\$457K	\$454K	\$454K	\$453K	\$465K	\$493K	\$495K	\$495K	\$541K	\$530K	\$476K	\$485K
Median Listing Price	\$425K	\$425K	\$427K	\$432K	\$429K	\$448K	\$465K	\$470K	\$475K	\$465K	\$475K	\$458K	\$480K
Med Listing Price as a % of Med Est Value	95%	93%	94%	95%	95%	96%	94%	95%	96%	86%	90%	96%	99%

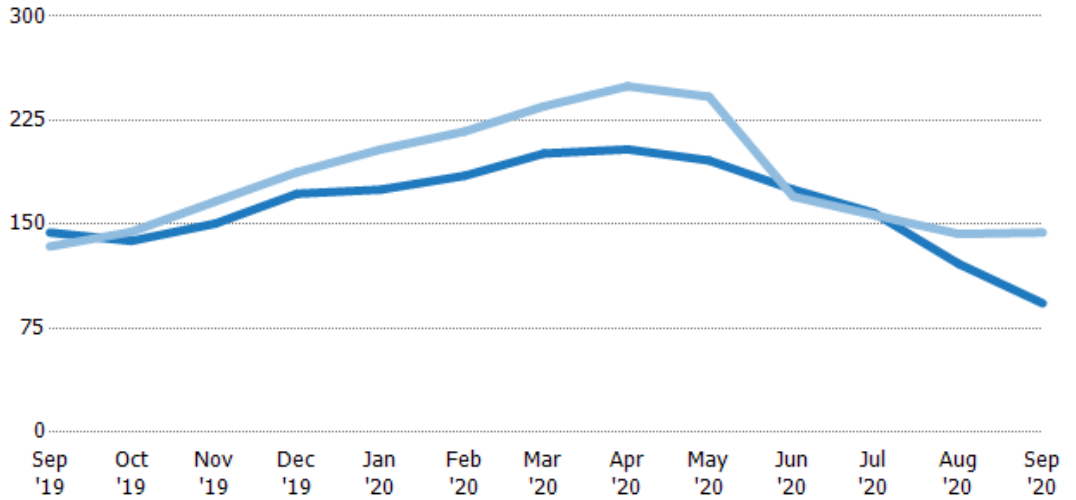
Median Days in RPR

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.
Sep '20	93	-35.4%
Sep '19	144	7.5%
Sep '18	134	-3.7%



	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	144	138	151	172	175	185	201	204	196	175	158	122	93
Prior Year	134	145	167	188	204	217	235	250	242	170	157	143	144
Percent Change from Prior Year	7%	-4%	-10%	-8%	-14%	-15%	-14%	-18%	-19%	3%	1%	-15%	-35%

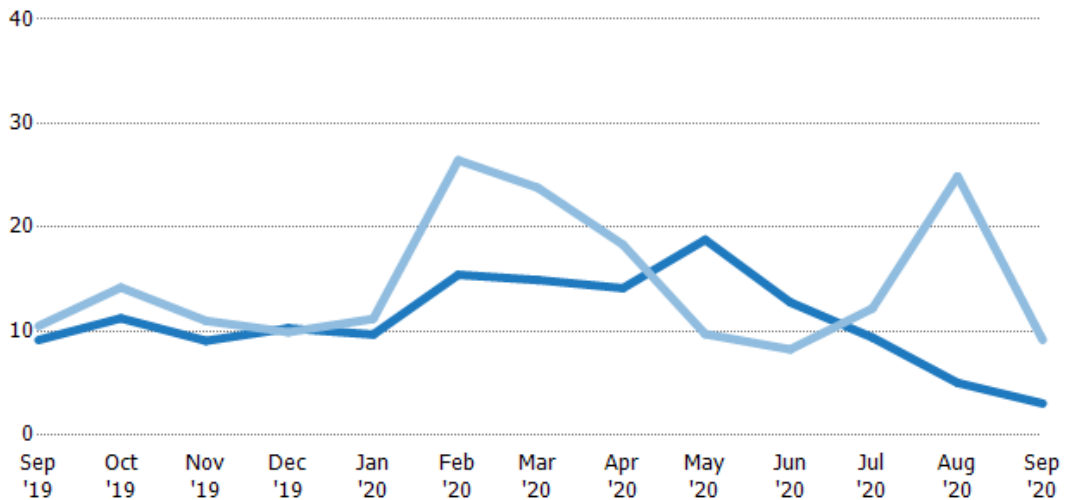
Months of Inventory

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.
Sep '20	3.06	-66.6%
Sep '19	9.16	-12.8%
Sep '18	10.5	209%



	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	9.16	11.3	9.08	10.3	9.68	15.4	14.9	14.1	18.8	12.8	9.39	5.04	3.06
Prior Year	10.5	14.2	11	9.92	11.2	26.4	23.8	18.3	9.73	8.25	12.2	24.9	9.16
Percent Change from Prior Year	-13%	-21%	-17%	4%	-13%	-42%	-37%	-23%	93%	55%	-23%	-80%	-67%

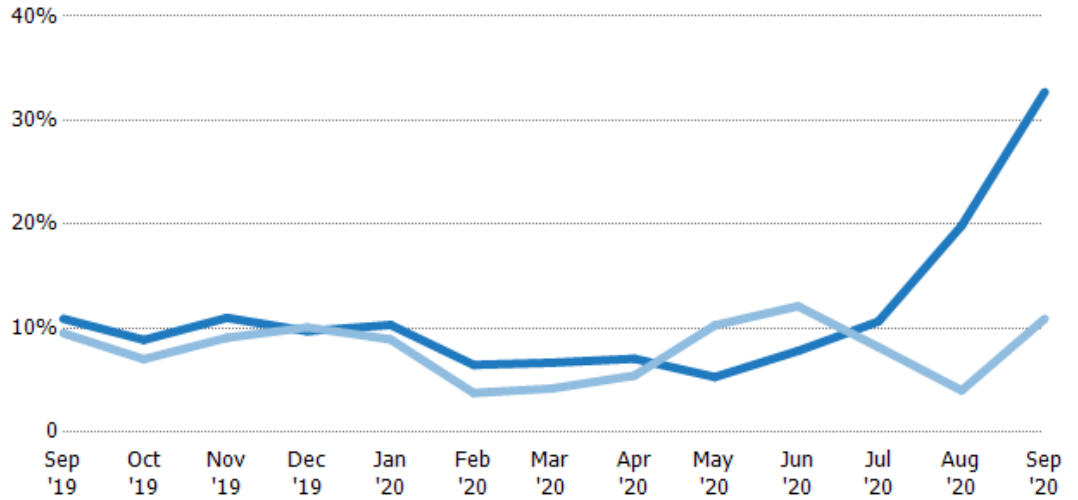
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '20	33%	-21.8%
Sep '19	11%	-1.4%
Sep '18	10%	-67.6%



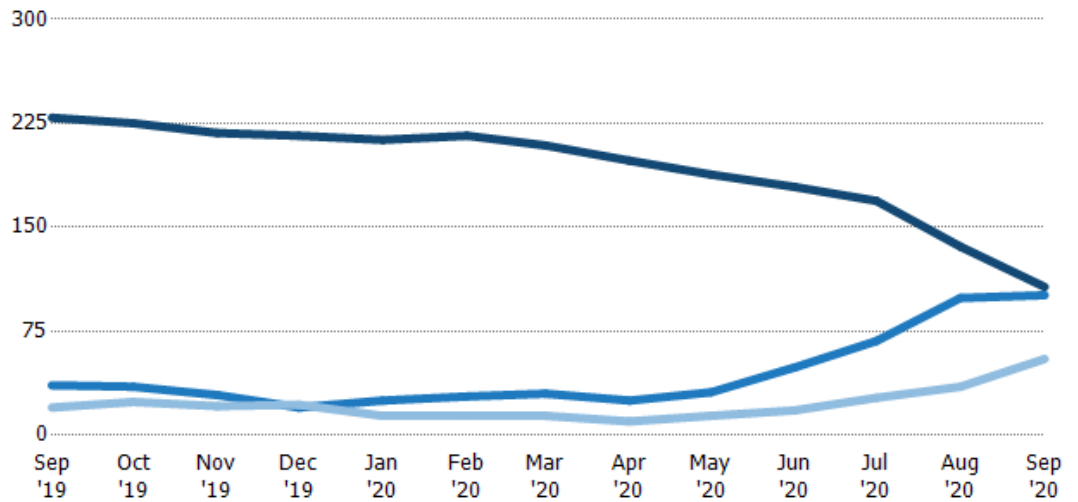
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	11%	9%	11%	10%	10%	6%	7%	7%	5%	8%	11%	20%	33%
Prior Year	10%	7%	9%	10%	9%	4%	4%	5%	10%	12%	8%	4%	11%
Change from Prior Year	-1%	-2%	-2%	0%	-1%	-3%	-2%	-2%	5%	4%	-2%	-16%	-22%

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



	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	229	225	218	216	213	216	209	198	188	179	169	136	107
Pending	36	35	29	20	25	28	30	25	31	49	68	99	101
Sold	20	24	21	22	14	14	14	10	14	18	27	35	55

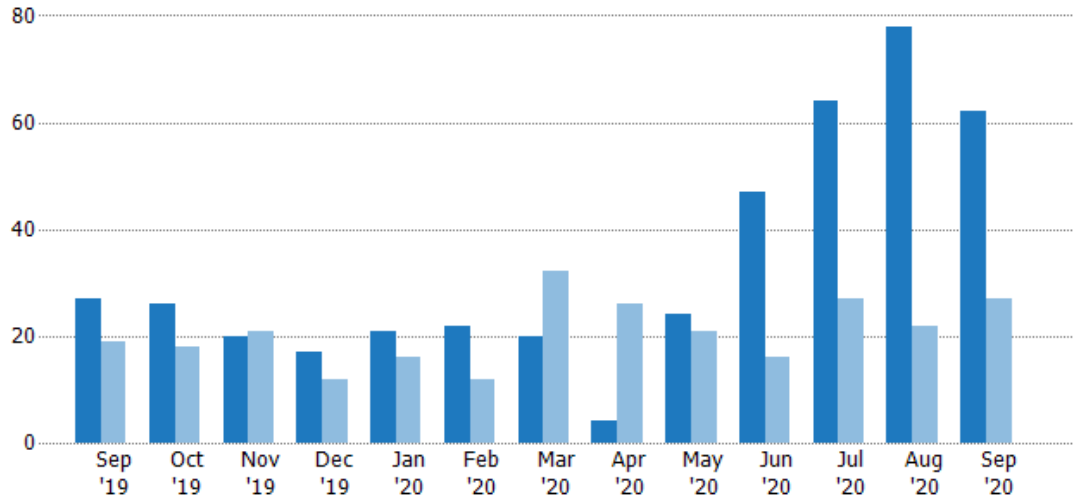
New Pending Sales

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.
Sep '20	62	129.6%
Sep '19	27	42.1%
Sep '18	19	0%



Current Year	27	26	20	17	21	22	20	4	24	47	64	78	62
Prior Year	19	18	21	12	16	12	32	26	21	16	27	22	27
Percent Change from Prior Year	42%	44%	-5%	42%	31%	83%	-38%	-85%	14%	194%	137%	255%	130%

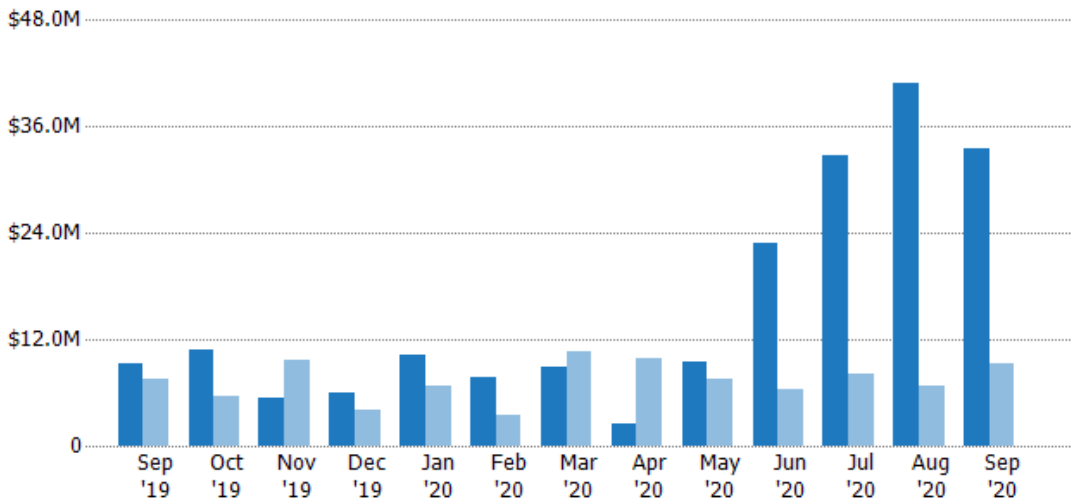
New Pending Sales Volume

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.
Sep '20	\$33.5M	261.7%
Sep '19	\$9.25M	21.9%
Sep '18	\$7.59M	1%



Current Year	\$9.25M	\$10.7M	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M	\$32.7M	\$40.8M	\$33.5M
Prior Year	\$7.59M	\$5.63M	\$9.66M	\$4.09M	\$6.8M	\$3.36M	\$10.7M	\$9.95M	\$7.47M	\$6.35M	\$8.12M	\$6.72M	\$9.25M
Percent Change from Prior Year	22%	91%	-44%	45%	50%	131%	-17%	-75%	26%	259%	302%	507%	262%

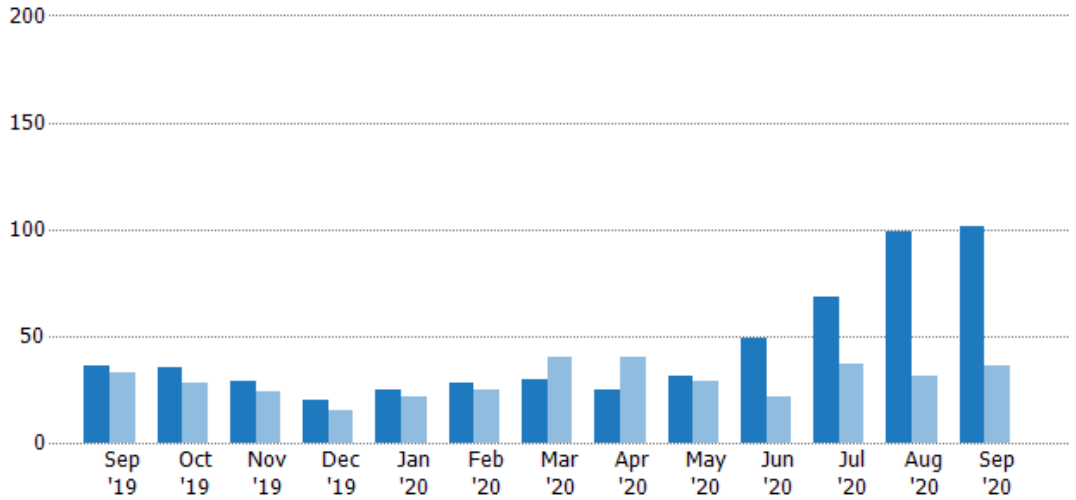
Pending Sales

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.
Sep '20	101	180.6%
Sep '19	36	9.1%
Sep '18	33	-12.1%



	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	36	35	29	20	25	28	30	25	31	49	68	99	101
Prior Year	33	28	24	15	22	25	40	40	29	22	37	31	36
Percent Change from Prior Year	9%	25%	21%	33%	14%	12%	-25%	-38%	7%	123%	84%	219%	181%

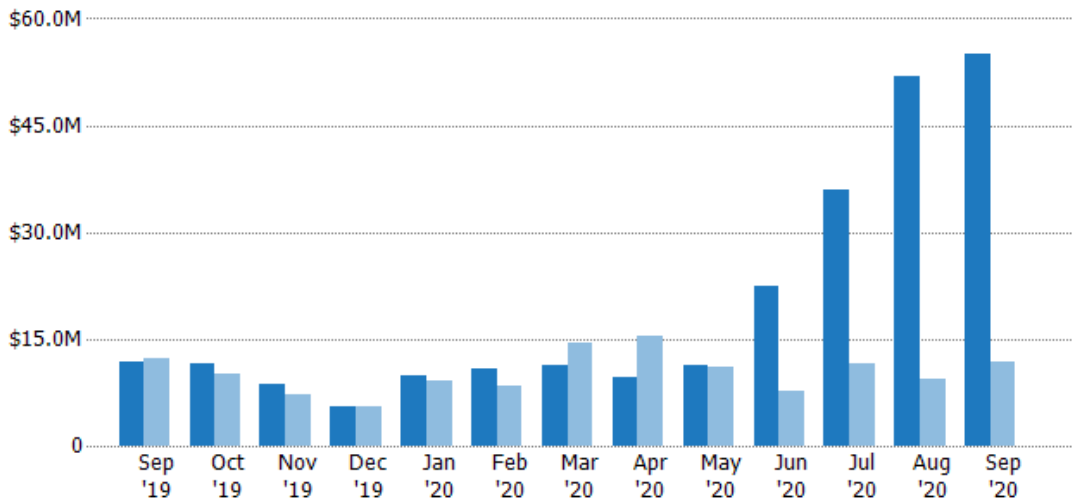
Pending Sales Volume

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.
Sep '20	\$54.9M	365.8%
Sep '19	\$11.8M	-3.1%
Sep '18	\$12.2M	-6.7%



	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	\$11.8M	\$11.6M	\$8.68M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$36M	\$51.8M	\$54.9M
Prior Year	\$12.2M	\$10M	\$7.23M	\$5.56M	\$9.07M	\$8.31M	\$14.4M	\$15.3M	\$11M	\$7.73M	\$11.4M	\$9.36M	\$11.8M
Percent Change from Prior Year	-3%	16%	20%	1%	8%	31%	-20%	-37%	3%	189%	214%	454%	366%

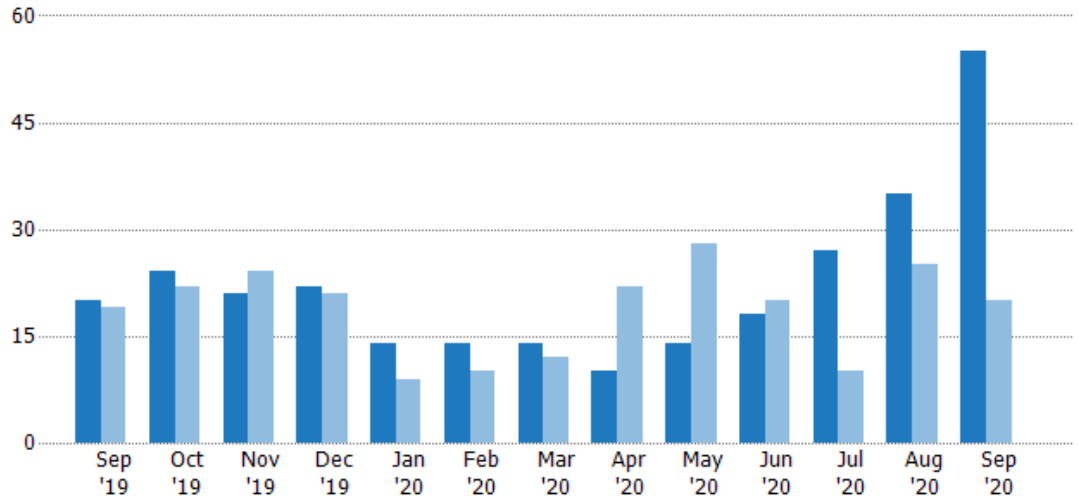
Closed Sales

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.
Sep '20	55	175%
Sep '19	20	5.3%
Sep '18	19	-15.8%



	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	20	24	21	22	14	14	14	10	14	18	27	35	55
Prior Year	19	22	24	21	9	10	12	22	28	20	10	25	20
Percent Change from Prior Year	5%	9%	-13%	5%	56%	40%	17%	-55%	-50%	-10%	170%	40%	175%

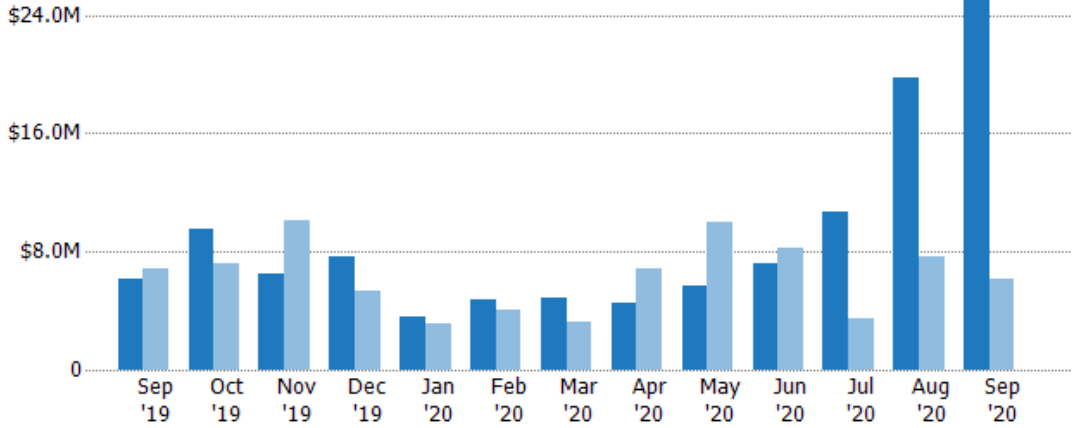
Closed Sales Volume

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.
Sep '20	\$26M	321.7%
Sep '19	\$6.16M	-10%
Sep '18	\$6.85M	-21.1%



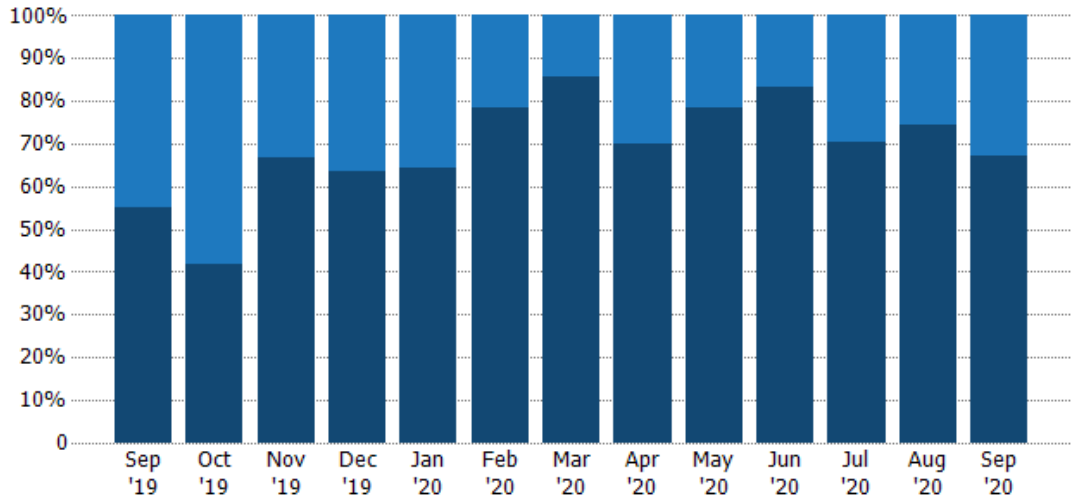
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$6.16M	\$9.48M	\$6.47M	\$7.64M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M	\$7.22M	\$10.7M	\$19.8M	\$26M
Prior Year	\$6.85M	\$7.18M	\$10.1M	\$5.34M	\$3.15M	\$4.08M	\$3.21M	\$6.83M	\$9.98M	\$8.26M	\$3.42M	\$7.66M	\$6.16M
Percent Change from Prior Year	-10%	32%	-36%	43%	13%	16%	53%	-34%	-43%	-13%	213%	158%	322%

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

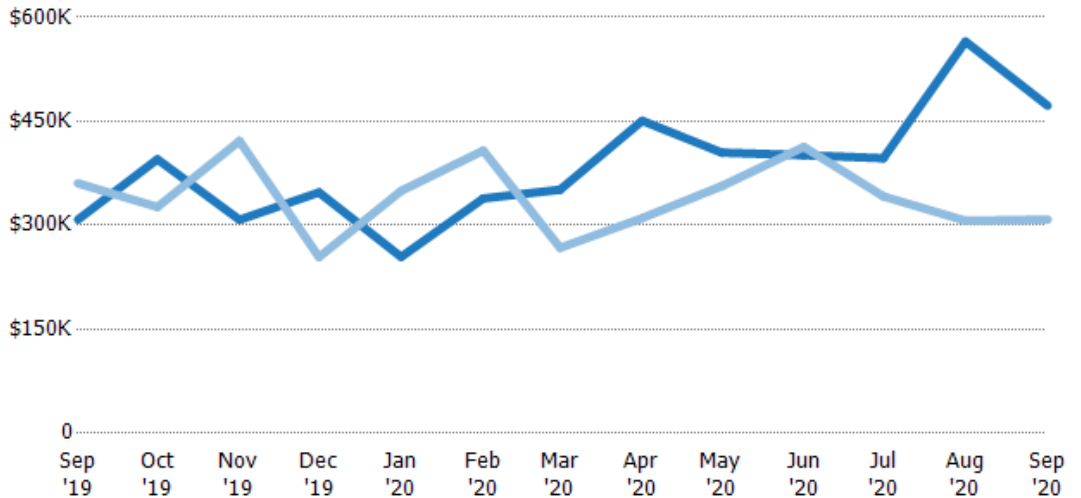
Average Sales Price

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.
Sep '20	\$473K	53.4%
Sep '19	\$308K	-14.5%
Sep '18	\$361K	-6.3%



Current Year	\$308K	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$565K	\$473K
Prior Year	\$361K	\$326K	\$422K	\$254K	\$350K	\$408K	\$267K	\$310K	\$357K	\$413K	\$342K	\$307K	\$308K
Percent Change from Prior Year	-15%	21%	-27%	37%	-27%	-17%	31%	45%	14%	-3%	16%	84%	53%

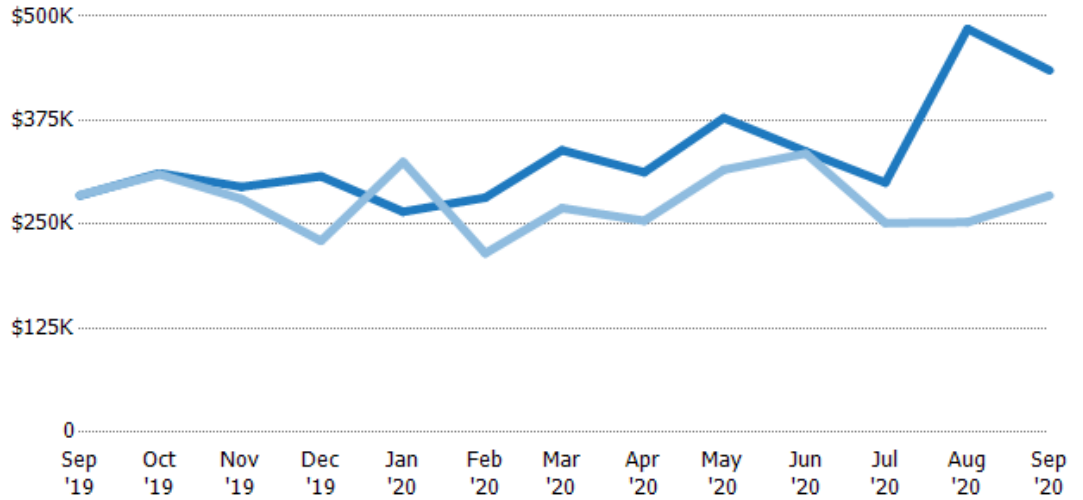
Median Sales Price

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.
Sep '20	\$435K	52.9%
Sep '19	\$285K	-0.2%
Sep '18	\$285K	0.9%



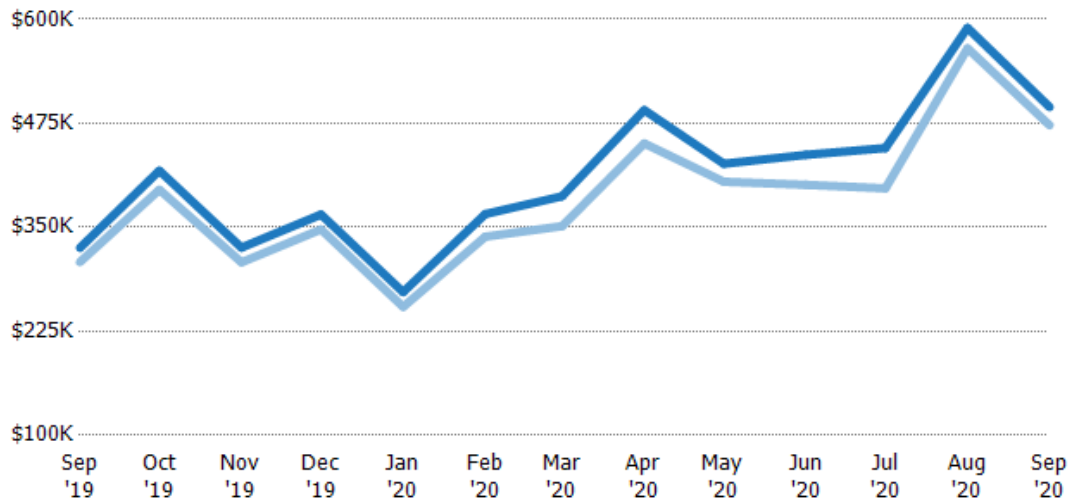
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$285K	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$485K	\$435K
Prior Year	\$285K	\$310K	\$281K	\$230K	\$325K	\$215K	\$269K	\$254K	\$316K	\$335K	\$252K	\$253K	\$285K
Percent Change from Prior Year	0%	0%	5%	34%	-18%	31%	26%	23%	20%	1%	19%	92%	53%

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



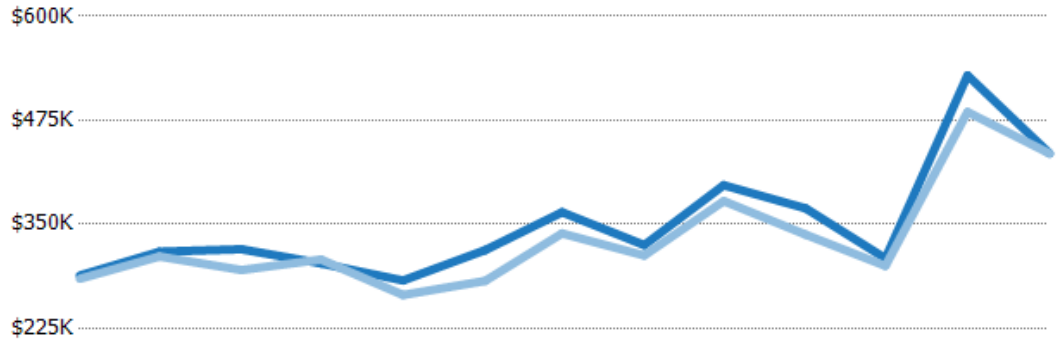
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$325K	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$590K	\$494K
Avg Sales Price	\$308K	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$565K	\$473K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	95%	93%	93%	91%	92%	95%	92%	89%	96%	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



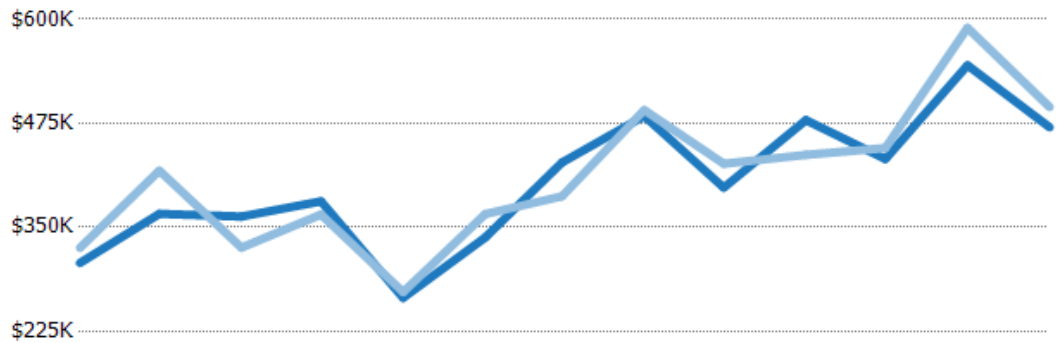
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$529K	\$435K
Median Sales Price	\$285K	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$485K	\$435K
Med Sales Price as a % of Med List Price	99%	98%	92%	102%	94%	88%	93%	96%	95%	91%	97%	92%	100%

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



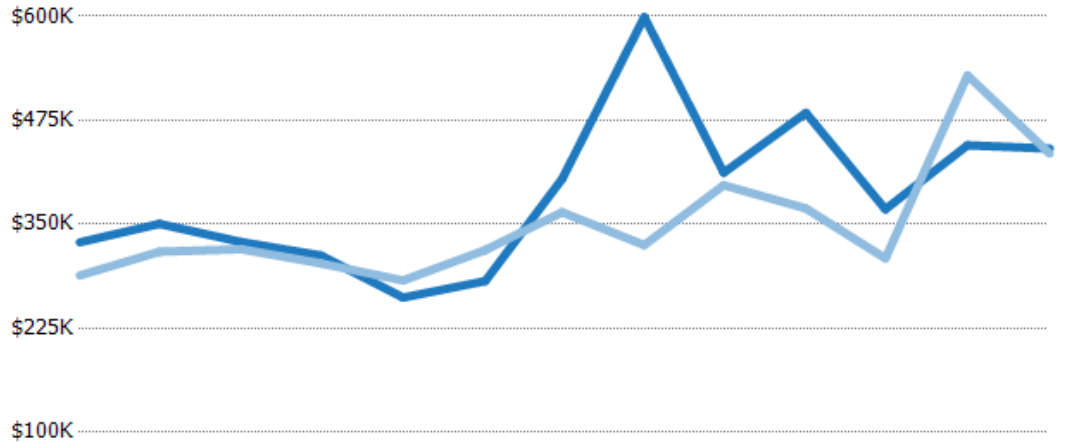
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$307K	\$366K	\$363K	\$381K	\$265K	\$338K	\$428K	\$484K	\$398K	\$479K	\$432K	\$545K	\$470K
Avg Sales Price	\$325K	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$590K	\$494K
Avg Sales Price as a % of Avg Est Value	106%	114%	90%	96%	103%	108%	90%	101%	107%	91%	103%	108%	105%

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



	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	\$328K	\$351K	\$329K	\$312K	\$262K	\$282K	\$405K	\$599K	\$412K	\$484K	\$368K	\$445K	\$441K
Median Sales Price	\$289K	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$529K	\$435K
Med Sales Price as a % of Med Est Value	88%	90%	97%	97%	108%	113%	90%	54%	96%	76%	84%	119%	99%