

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	134	126	+6.3%
New Listing Volume	\$3,196,000	\$2,556,900	+25%	\$45,596,399	\$39,330,550	+15.9%
Active Listing Count	22	37	-40.5%	N/A	N/A	
Active Listing Volume	\$9,229,500	\$16,406,300	-43.7%	N/A	N/A	
Average Listing Price	\$419,523	\$443,414	-5.4%	\$392,691	\$414,573	-5.3%
Median Listing Price	\$245,000	\$310,000	-21%	\$298,310	\$325,329	-8.3%
Median Days in RPR	89.5	96	-6.8%	67.11	93.48	-28.2%
Months of Inventory	2.2	4.1	-46.5%	3.5	4.4	-20.3%
Absorption Rate	45.45%	24.32%	+21.1%	28.34%	22.6%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	6	8	-25%	137	109	+25.7%
New Pending Sales Volume	\$1,846,800	\$2,524,500	-26.8%	\$44,439,800	\$32,581,550	+36.4%
Pending Sales Count	24	14	+71.4%	N/A	N/A	
Pending Sales Volume	\$6,310,000	\$4,791,500	+31.7%	N/A	N/A	
Closed Sales Count	13	11	+18.2%	96	89	+7.9%
Closed Sales Volume	\$4,507,400	\$2,940,800	+53.3%	\$31,307,008	\$25,114,793	+24.7%
Average Sales Price	\$346,723	\$267,345	+29.7%	\$326,115	\$282,189	+15.6%
Median Sales Price	\$352,000	\$256,000	+37.5%	\$312,646	\$281,595	+11%

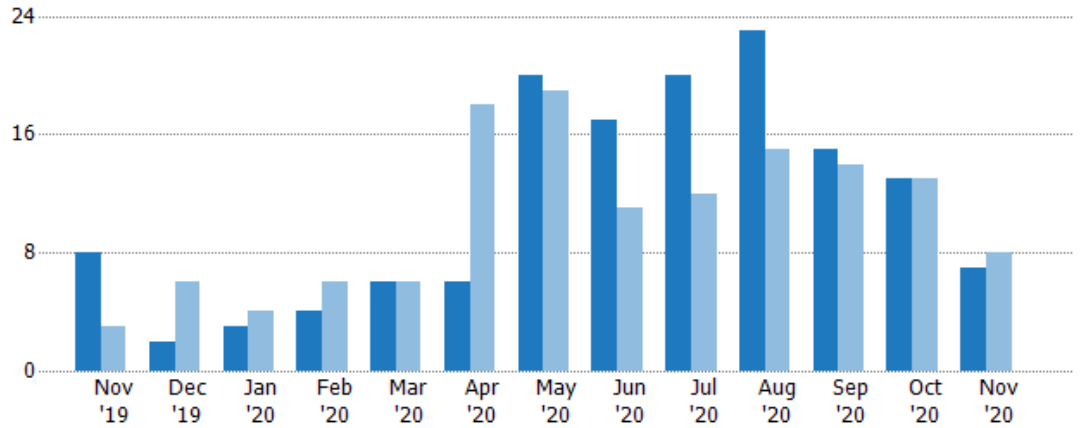
New Listings

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.
Nov '20	7	-12.5%
Nov '19	8	166.7%
Nov '18	3	133.3%



Current Year	8	2	3	4	6	6	20	17	20	23	15	13	7
Prior Year	3	6	4	6	6	18	19	11	12	15	14	13	8
Percent Change from Prior Year	167%	-67%	-25%	-33%	0%	-67%	5%	55%	67%	53%	7%	0%	-13%

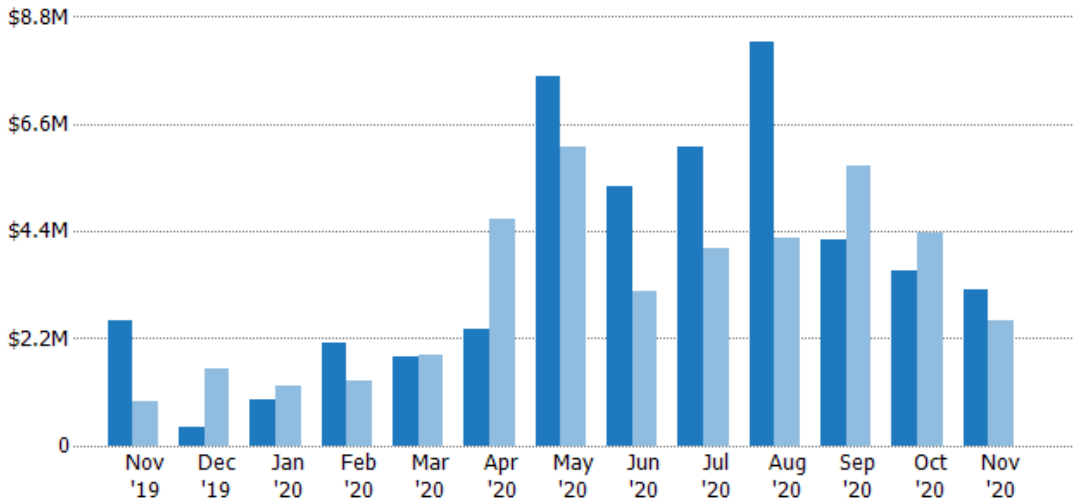
New Listing Volume

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.
Nov '20	\$3.2M	25%
Nov '19	\$2.56M	184.1%
Nov '18	\$900K	260.3%



Current Year	\$2.56M	\$369K	\$934K	\$2.1M	\$1.81M	\$2.39M	\$7.57M	\$5.32M	\$6.15M	\$8.29M	\$4.22M	\$3.6M	\$3.2M
Prior Year	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$5.75M	\$4.36M	\$2.56M
Percent Change from Prior Year	184%	-77%	-23%	59%	-3%	-49%	23%	68%	52%	95%	-27%	-17%	25%

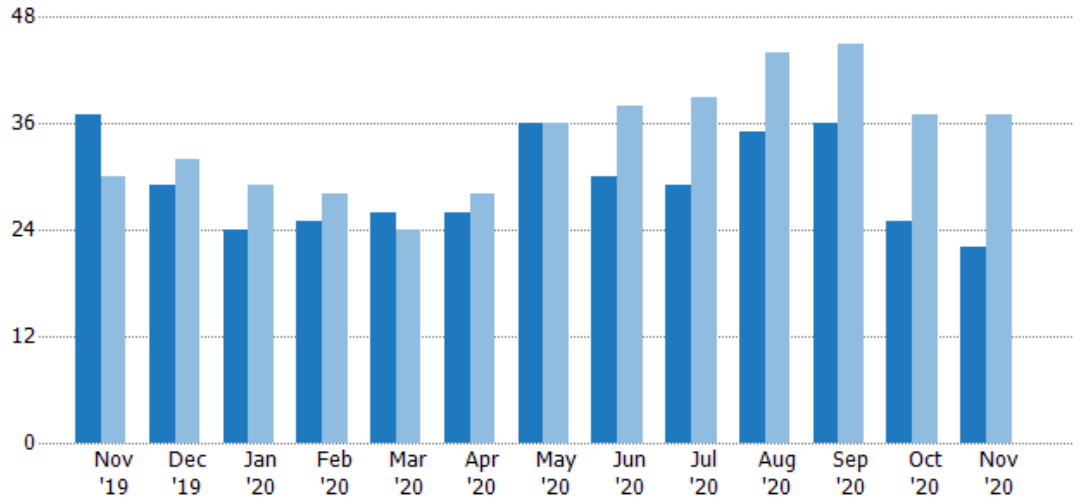
Active Listings

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.
Nov '20	22	-40.5%
Nov '19	37	23.3%
Nov '18	30	63.3%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	37	29	24	25	26	26	36	30	29	35	36	25	22
Prior Year	30	32	29	28	24	28	36	38	39	44	45	37	37
Percent Change from Prior Year	23%	-9%	-17%	-11%	8%	-7%	0%	-21%	-26%	-20%	-20%	-32%	-41%

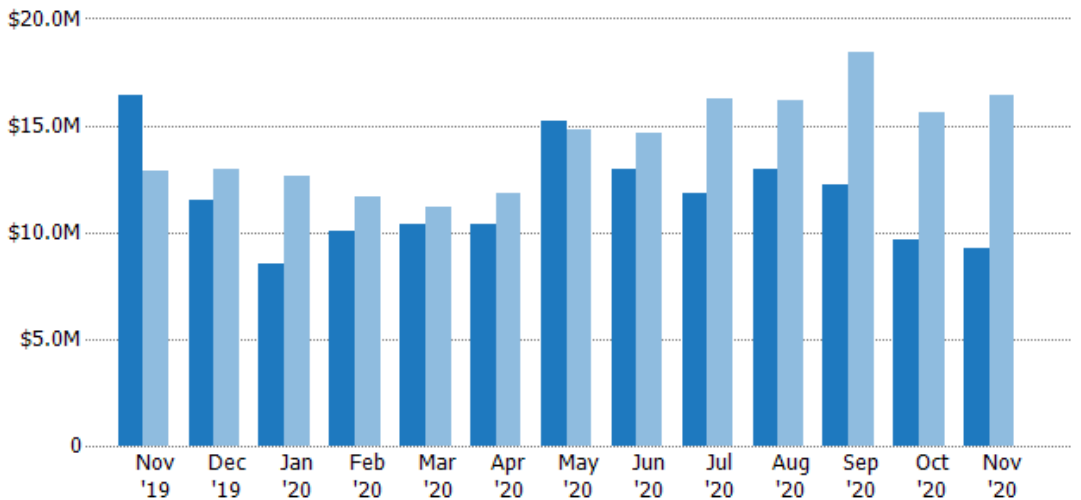
Active Listing Volume

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.
Nov '20	\$9.23M	-43.7%
Nov '19	\$16.4M	27.4%
Nov '18	\$12.9M	49.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$16.4M	\$11.5M	\$8.52M	\$10.1M	\$10.4M	\$10.4M	\$15.2M	\$12.9M	\$11.8M	\$13M	\$12.2M	\$9.61M	\$9.23M
Prior Year	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.4M	\$15.6M	\$16.4M
Percent Change from Prior Year	27%	-11%	-33%	-14%	-7%	-12%	3%	-12%	-27%	-20%	-34%	-39%	-44%

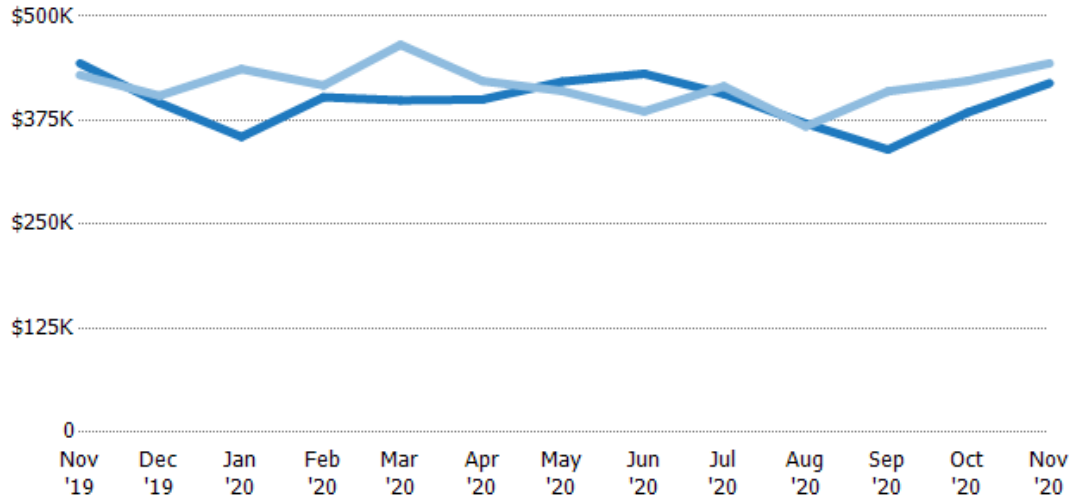
Average Listing Price

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.
Nov '20	\$420K	-5.4%
Nov '19	\$443K	3.3%
Nov '18	\$429K	-8.2%



Current Year	\$443K	\$396K	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$384K	\$420K
Prior Year	\$429K	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K	\$368K	\$410K	\$422K	\$443K
Percent Change from Prior Year	3%	-2%	-19%	-3%	-14%	-5%	3%	12%	-2%	1%	-17%	-9%	-5%

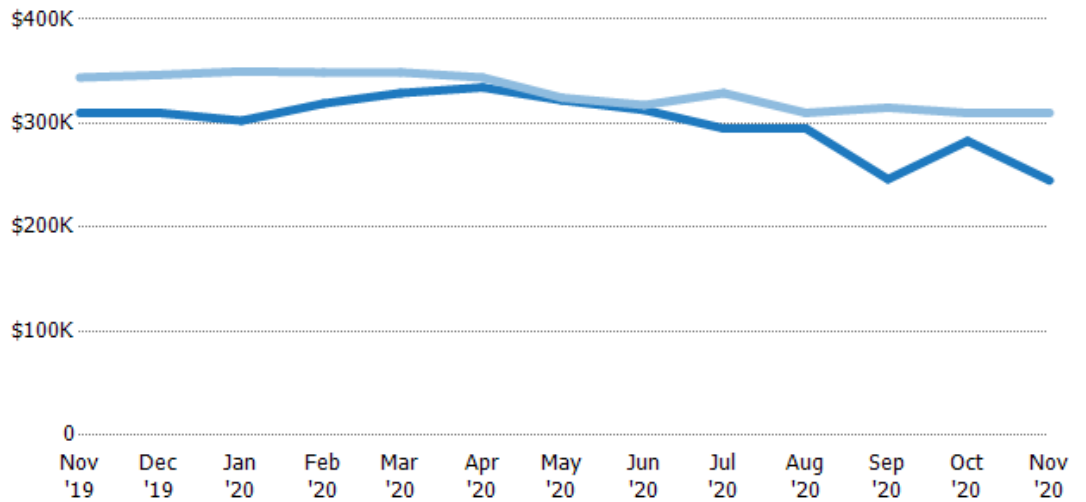
Median Listing Price

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.
Nov '20	\$245K	-21%
Nov '19	\$310K	-9.9%
Nov '18	\$344K	-5.5%



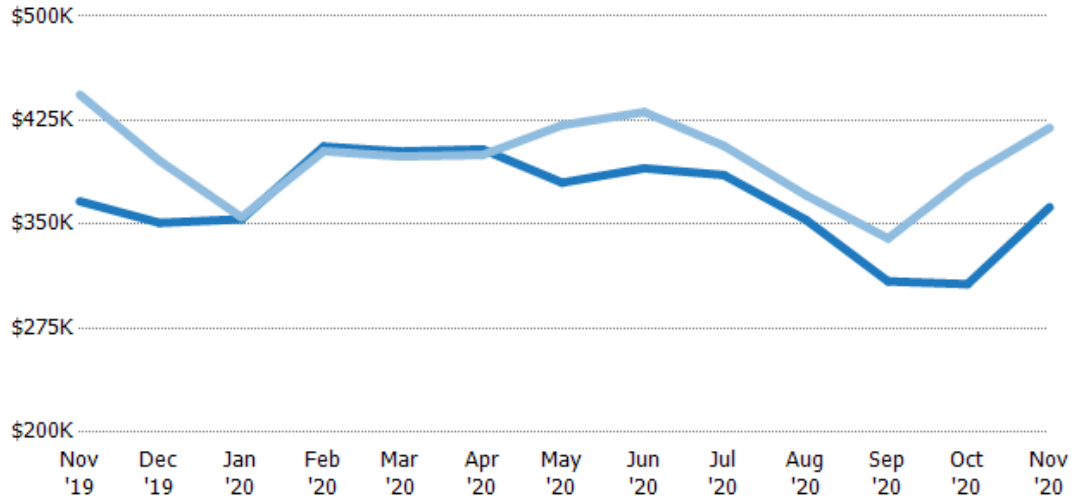
Current Year	\$310K	\$310K	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$283K	\$245K
Prior Year	\$344K	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K	\$310K	\$315K	\$310K	\$310K
Percent Change from Prior Year	-10%	-11%	-14%	-9%	-6%	-3%	-1%	-1%	-10%	-5%	-22%	-9%	-21%

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



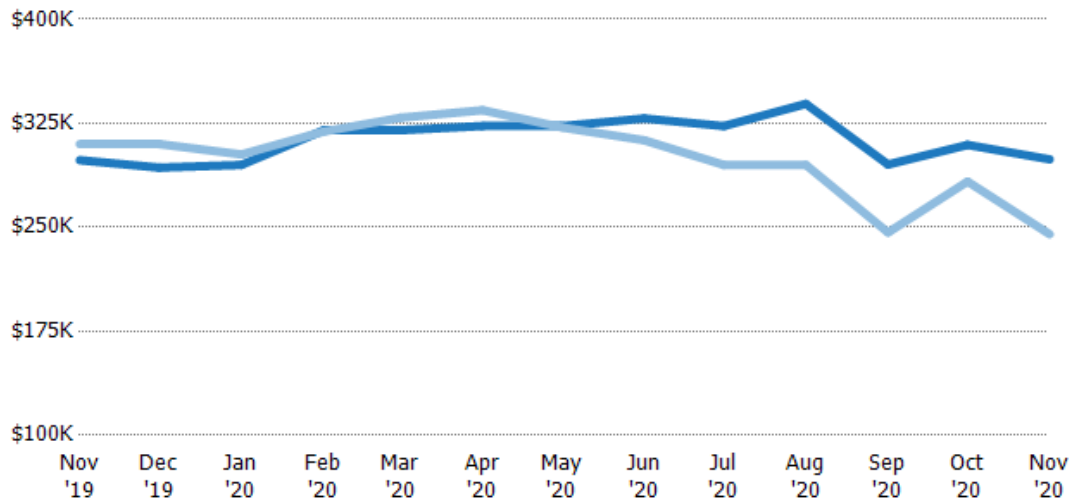
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$367K	\$351K	\$354K	\$406K	\$403K	\$404K	\$380K	\$390K	\$386K	\$353K	\$309K	\$307K	\$362K
Avg Listing Price	\$443K	\$396K	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$384K	\$420K
Avg Listing Price as a % of Avg Est Value	121%	113%	100%	99%	99%	99%	111%	110%	105%	105%	110%	125%	116%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$298K	\$293K	\$295K	\$320K	\$320K	\$323K	\$323K	\$329K	\$323K	\$339K	\$295K	\$309K	\$299K
Median Listing Price	\$310K	\$310K	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$283K	\$245K
Med Listing Price as a % of Med Est Value	104%	106%	103%	100%	103%	104%	100%	95%	91%	87%	83%	91%	82%

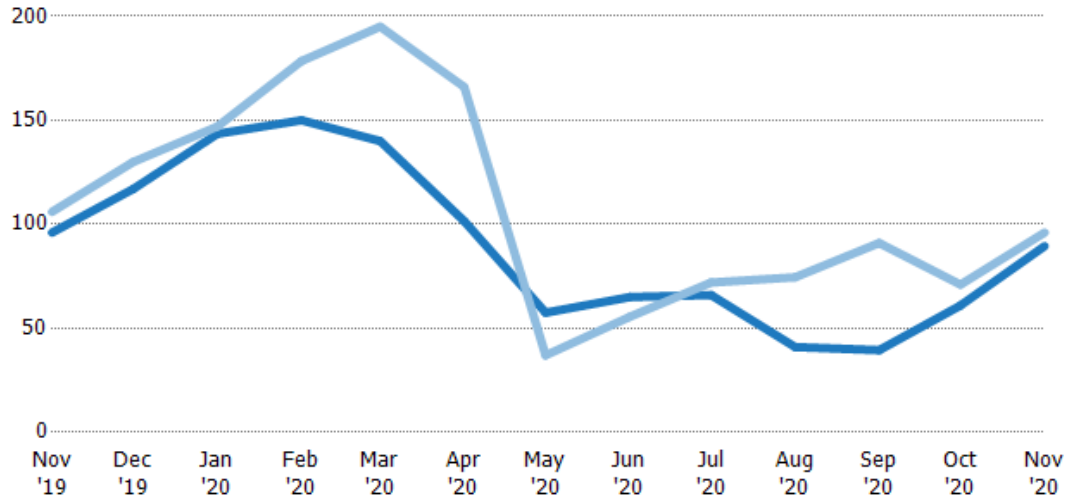
Median Days in RPR

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.
Nov '20	89.5	-6.8%
Nov '19	96	-9.4%
Nov '18	106	25.5%



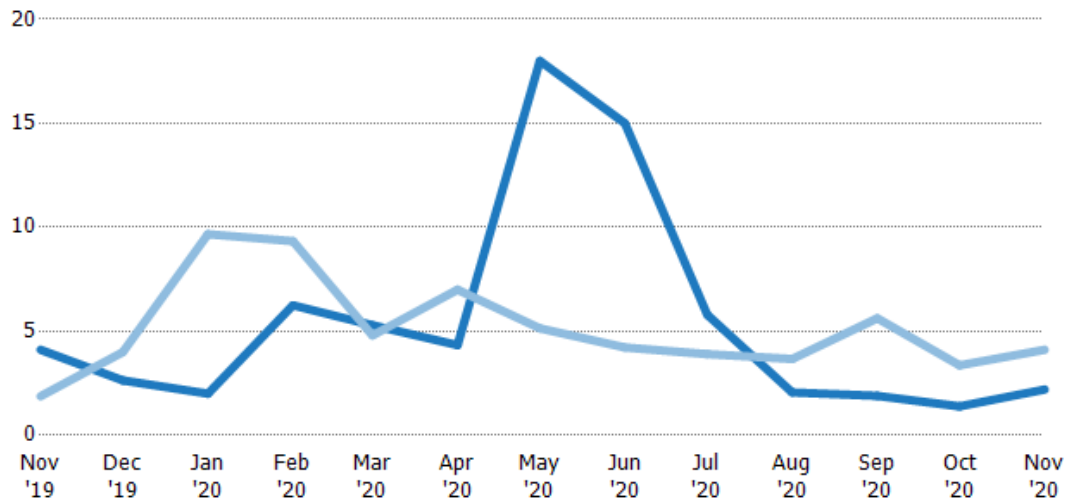
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	96	117	144	150	140	102	57.5	65	66	41	39.5	61	89.5
Prior Year	106	130	147	179	195	166	37	55.5	72	74.5	91	71	96
Percent Change from Prior Year	-9%	-10%	-2%	-16%	-28%	-39%	55%	17%	-8%	-45%	-57%	-14%	-7%

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



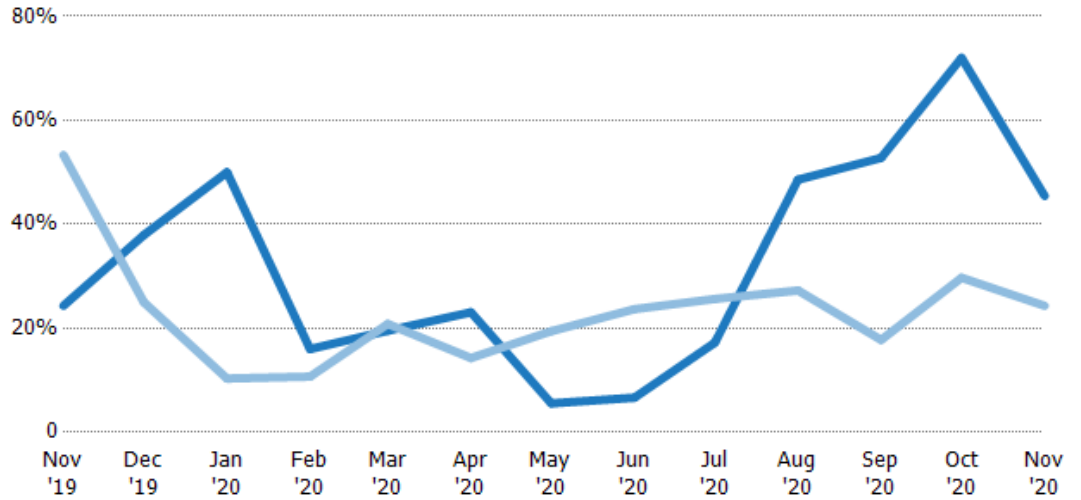
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.11	2.64	2	6.25	5.29	4.33	18	15	5.8	2.06	1.89	1.39	2.2
Prior Year	1.88	4	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67	5.63	3.36	4.11
Percent Change from Prior Year	119%	-34%	-79%	-33%	-100%	-38%	250%	255%	49%	-44%	-66%	-59%	-46%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



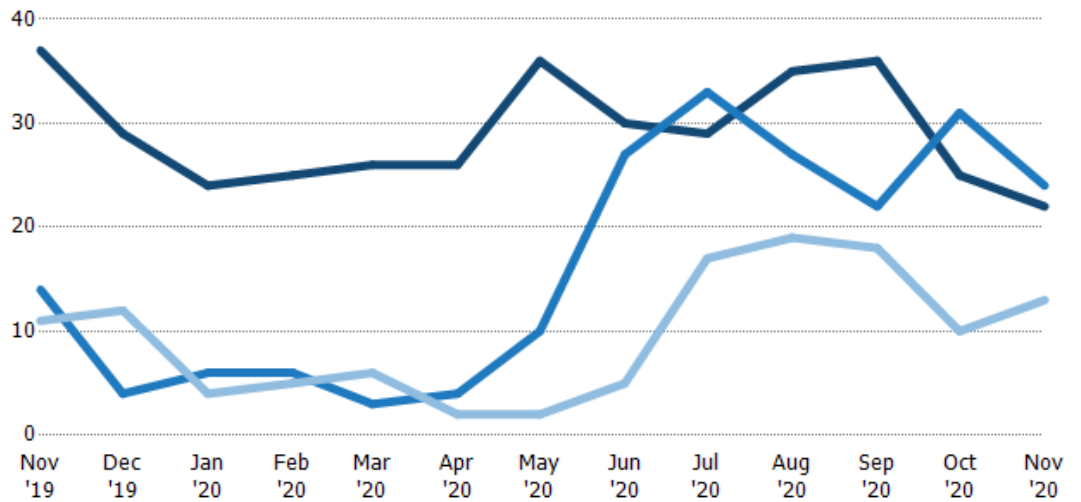
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	24%	38%	50%	16%	20%	23%	6%	7%	17%	49%	53%	72%	45%
Prior Year	53%	25%	10%	11%	21%	14%	19%	24%	26%	27%	18%	30%	24%
Change from Prior Year	29%	-13%	-40%	-5%	21%	-9%	14%	17%	8%	-21%	-35%	-42%	-21%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	37	29	24	25	26	26	36	30	29	35	36	25	22
Pending	14	4	6	6	3	4	10	27	33	27	22	31	24
Sold	11	12	4	5	6	2	2	5	17	19	18	10	13

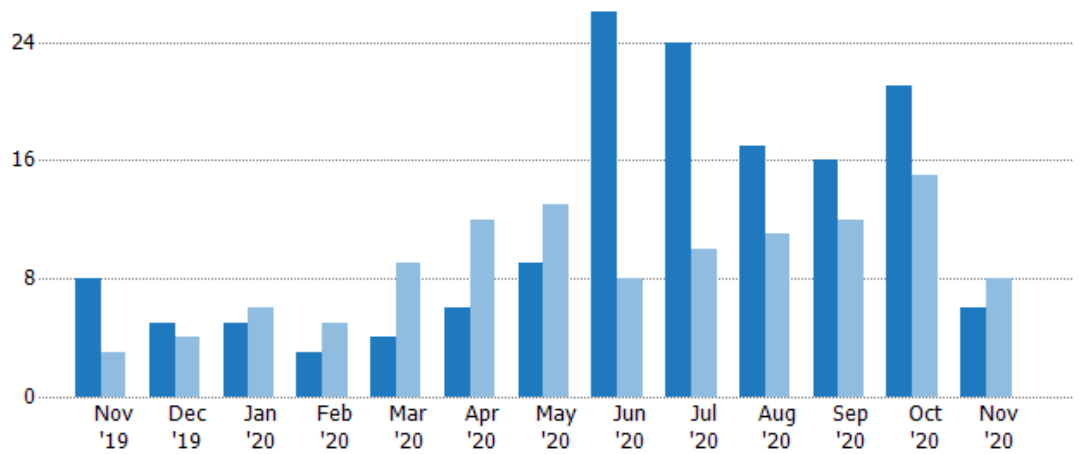
New Pending Sales

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.
Nov '20	6	-25%
Nov '19	8	166.7%
Nov '18	3	100%



Current Year	8	5	5	3	4	6	9	26	24	17	16	21	6
Prior Year	3	4	6	5	9	12	13	8	10	11	12	15	8
Percent Change from Prior Year	167%	25%	-17%	-40%	-56%	-50%	-31%	225%	140%	55%	33%	40%	-25%

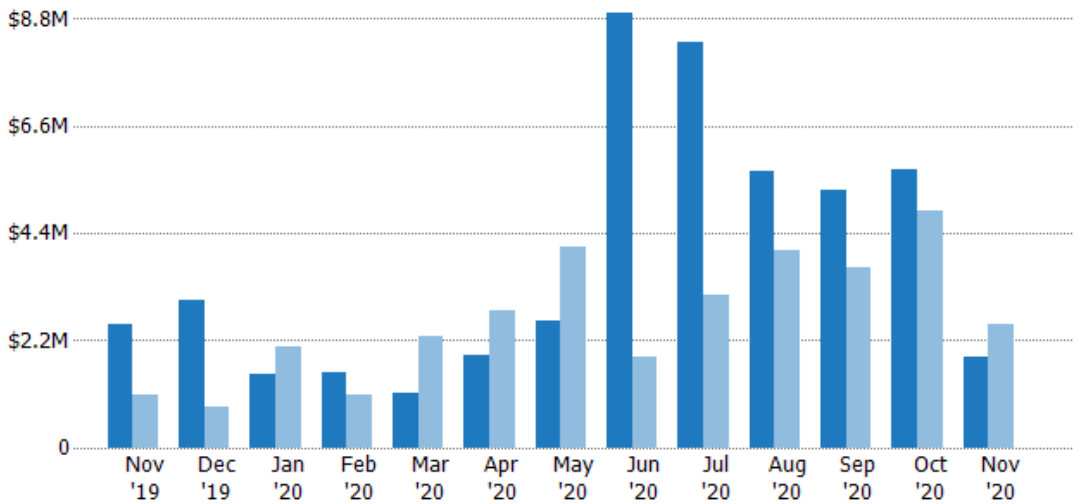
New Pending Sales Volume

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.
Nov '20	\$1.85M	-26.8%
Nov '19	\$2.52M	128.9%
Nov '18	\$1.1M	58.9%



Current Year	\$2.52M	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M	\$5.7M	\$1.85M
Prior Year	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.05M	\$3.72M	\$4.87M	\$2.52M
Percent Change from Prior Year	129%	264%	-27%	40%	-51%	-33%	-37%	375%	166%	40%	42%	17%	-27%

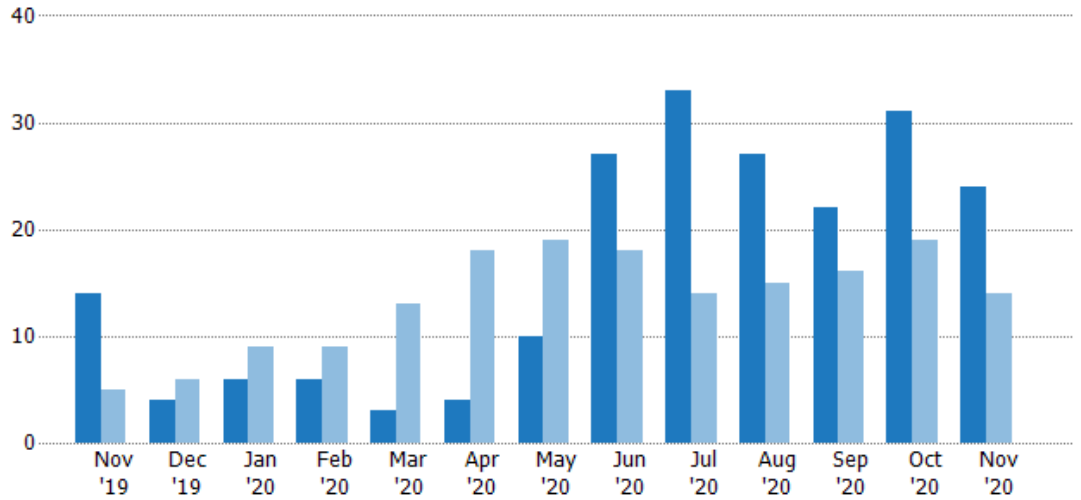
Pending Sales

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.
Nov '20	24	71.4%
Nov '19	14	180%
Nov '18	5	140%



Current Year	14	4	6	6	3	4	10	27	33	27	22	31	24
Prior Year	5	6	9	9	13	18	19	18	14	15	16	19	14
Percent Change from Prior Year	180%	-33%	-33%	-33%	-77%	-78%	-47%	50%	136%	80%	38%	63%	71%

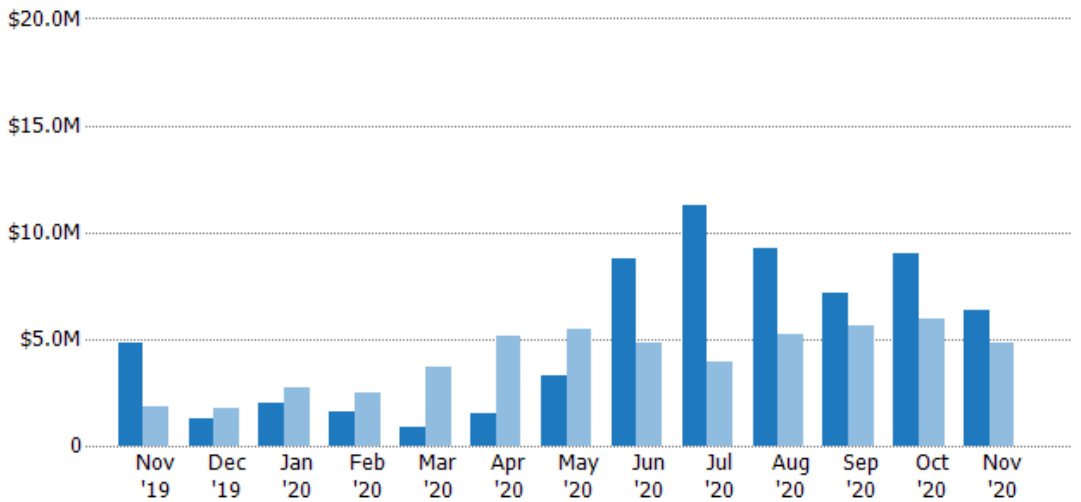
Pending Sales Volume

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.
Nov '20	\$6.31M	31.7%
Nov '19	\$4.79M	160%
Nov '18	\$1.84M	87.9%



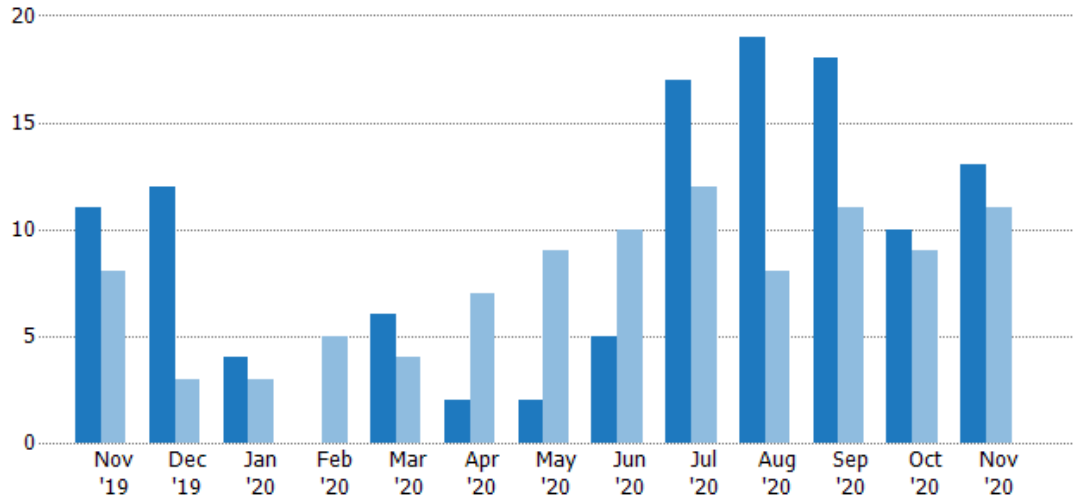
Current Year	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.26M	\$8.74M	\$11.2M	\$9.24M	\$7.13M	\$8.99M	\$6.31M
Prior Year	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$4.79M
Percent Change from Prior Year	160%	-26%	-27%	-38%	-77%	-71%	-40%	81%	186%	76%	27%	51%	32%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



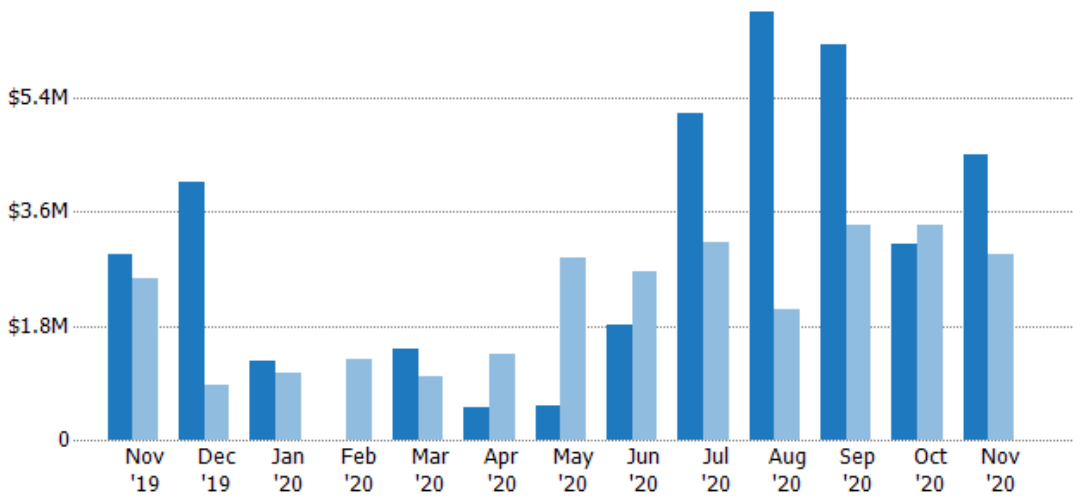
Current Year	11	12	4	-	6	2	2	5	17	19	18	10	13
Prior Year	8	3	3	5	4	7	9	10	12	8	11	9	11
Percent Change from Prior Year	38%	300%	33%	-100%	50%	-71%	-78%	-50%	42%	138%	64%	11%	18%

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



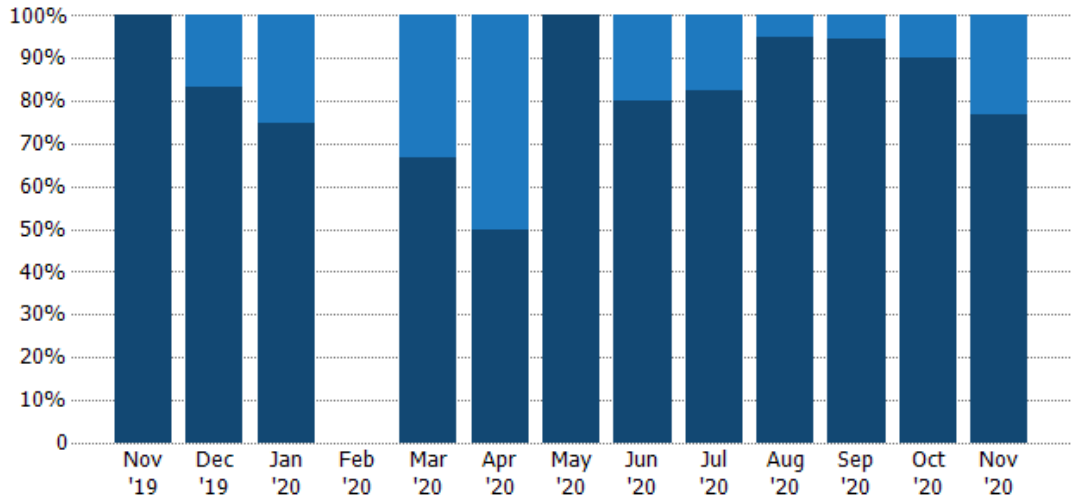
Current Year	\$2.94M	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.16M	\$6.75M	\$6.24M	\$3.09M	\$4.51M
Prior Year	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M
Percent Change from Prior Year	15%	375%	19%	-100%	43%	-61%	-81%	-32%	66%	226%	85%	-9%	53%

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



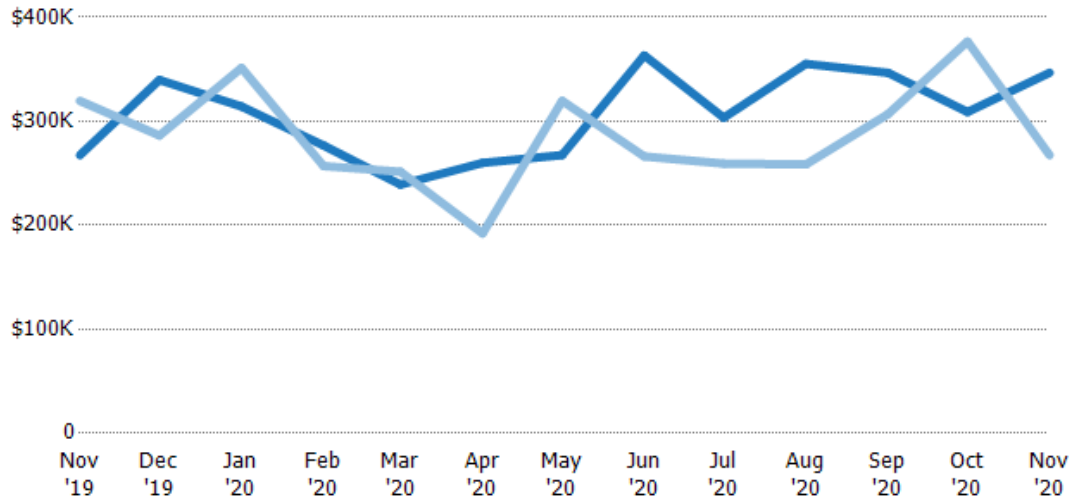
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	-	17%	25%	-	33%	50%	-	20%	18%	5%	6%	10%	23%
Single Family Residence	100%	83%	75%	-	67%	50%	100%	80%	82%	95%	94%	90%	77%

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



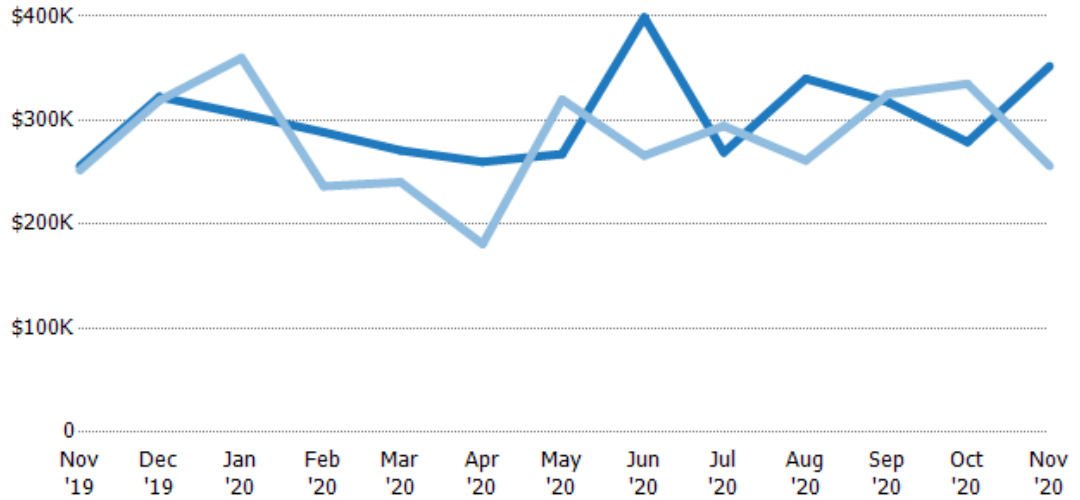
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K
Prior Year	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K
Percent Change from Prior Year	-16%	19%	-11%	-100%	-5%	35%	-16%	37%	17%	37%	13%	-18%	30%

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



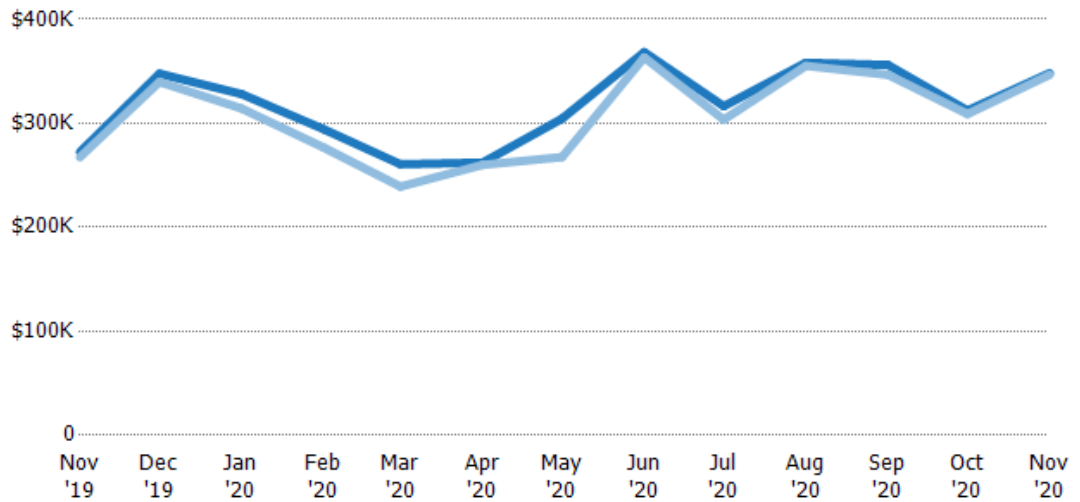
Current Year	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K
Prior Year	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K
Percent Change from Prior Year	2%	1%	-15%	-100%	13%	44%	-16%	50%	-9%	30%	-2%	-17%	38%

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



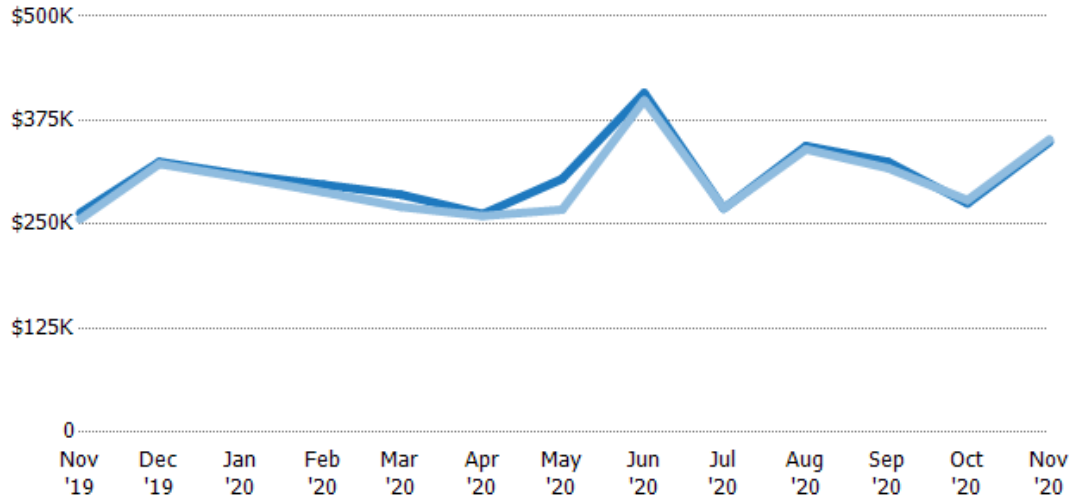
Avg List Price	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K
Avg Sales Price	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K
Avg Sales Price as a % of Avg List Price	98%	98%	96%	94%	92%	99%	88%	99%	96%	99%	97%	99%	100%

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



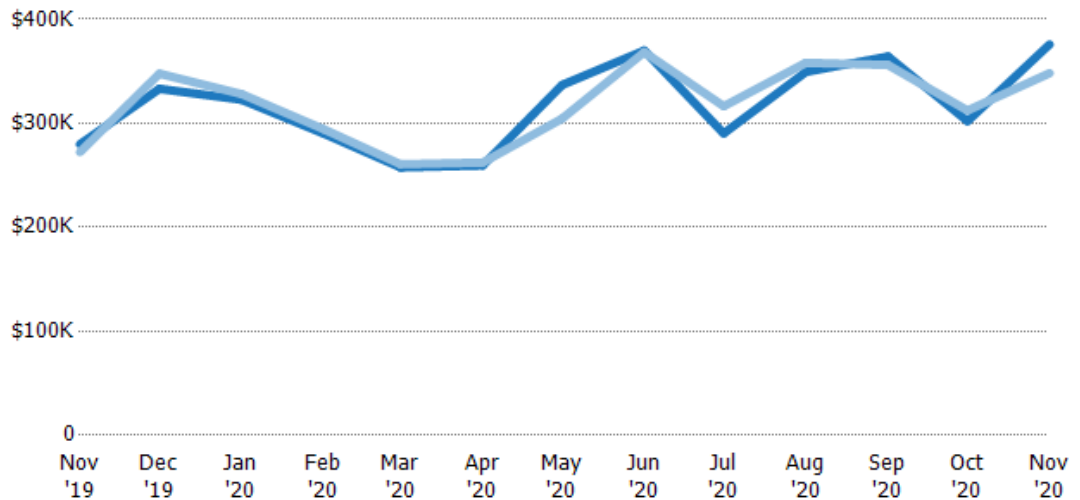
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K
Median Sales Price	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K
Med Sales Price as a % of Med List Price	97%	99%	99%	97%	95%	99%	88%	98%	100%	99%	98%	101%	101%

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



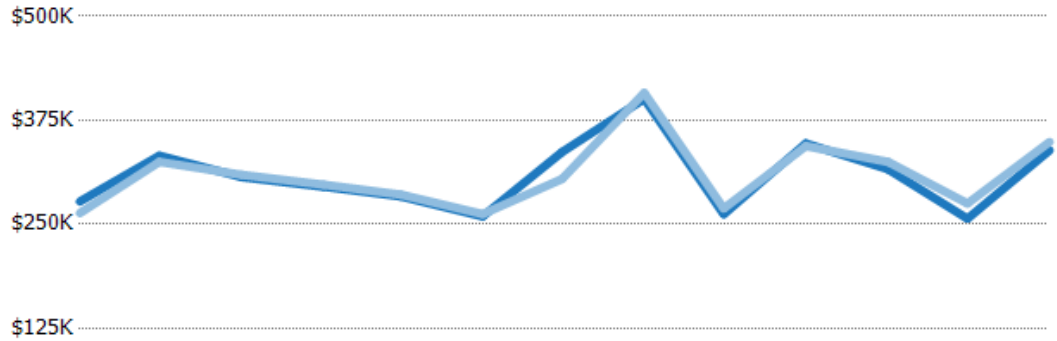
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$280K	\$333K	\$323K	\$290K	\$258K	\$259K	\$337K	\$370K	\$290K	\$349K	\$364K	\$302K	\$376K
Avg Sales Price	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K
Avg Sales Price as a % of Avg Est Value	97%	104%	102%	101%	101%	101%	90%	100%	109%	103%	98%	103%	93%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$277K	\$332K	\$307K	\$295K	\$284K	\$259K	\$337K	\$401K	\$262K	\$347K	\$316K	\$257K	\$339K
Median Sales Price	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K
Med Sales Price as a % of Med Est Value	95%	98%	101%	101%	101%	101%	90%	102%	103%	99%	103%	107%	103%