

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	13	+/-	127	118	+7.6%
New Listing Volume	\$3,604,100	\$4,360,900	-17.4%	\$42,400,399	\$36,773,650	+15.3%
Active Listing Count	25	37	-32.4%	N/A	N/A	
Active Listing Volume	\$9,608,100	\$15,623,300	-38.5%	N/A	N/A	
Average Listing Price	\$384,324	\$422,251	-9%	\$390,670	\$411,507	-5.1%
Median Listing Price	\$283,000	\$309,900	-8.7%	\$302,326	\$326,959	-7.5%
Median Days in RPR	61	71	-14.1%	63.6	93.12	-31.7%
Months of Inventory	1.4	3.4	-58.7%	3.7	4.4	-15%
Absorption Rate	72%	29.73%	+42.3%	26.71%	22.7%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	21	15	+40%	131	101	+29.7%
New Pending Sales Volume	\$5,697,600	\$4,870,000	+17%	\$42,593,000	\$30,057,050	+41.7%
Pending Sales Count	31	19	+63.2%	N/A	N/A	
Pending Sales Volume	\$8,990,000	\$5,935,000	+51.5%	N/A	N/A	
Closed Sales Count	10	9	+11.1%	83	78	+6.4%
Closed Sales Volume	\$3,089,500	\$3,390,200	-8.9%	\$26,799,608	\$22,173,993	+20.9%
Average Sales Price	\$308,950	\$376,689	-18%	\$322,887	\$284,282	+13.6%
Median Sales Price	\$279,000	\$335,000	-16.7%	\$306,482	\$285,204	+7.5%

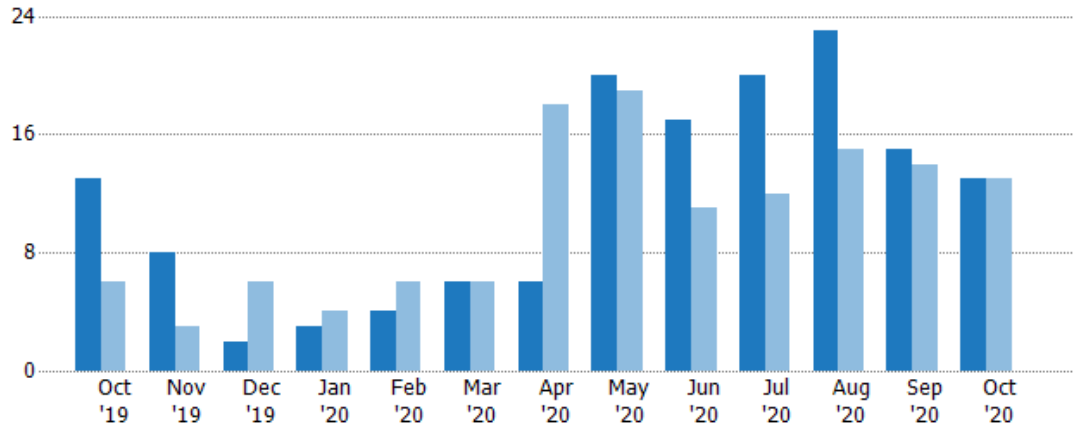
New Listings

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.
Oct '20	13	0%
Oct '19	13	116.7%
Oct '18	6	-33.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	13	8	2	3	4	6	6	20	17	20	23	15	13
Prior Year	6	3	6	4	6	6	18	19	11	12	15	14	13
Percent Change from Prior Year	117%	167%	-67%	-25%	-33%	0%	-67%	5%	55%	67%	53%	7%	0%

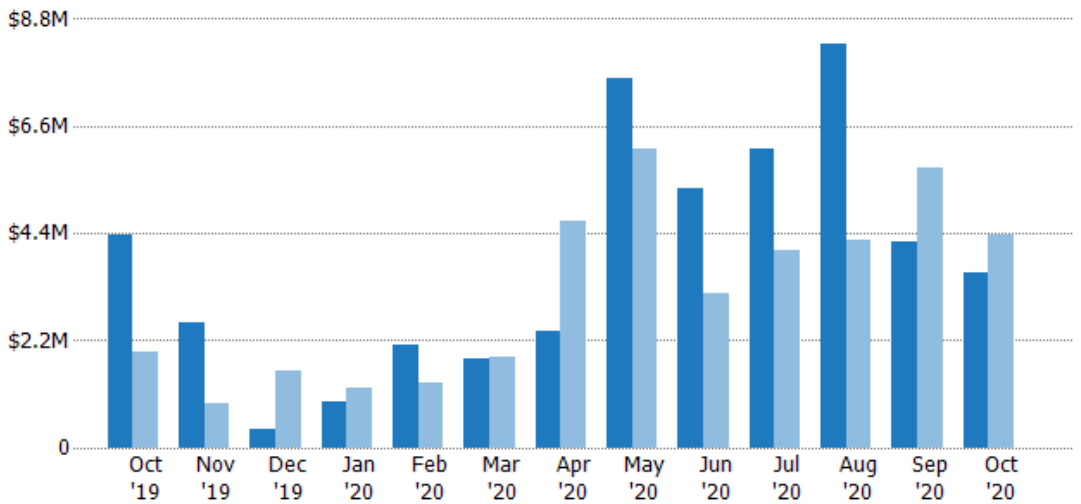
New Listing Volume

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.
Oct '20	\$3.6M	-17.4%
Oct '19	\$4.36M	121%
Oct '18	\$1.97M	-33.1%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$4.36M	\$2.56M	\$369K	\$934K	\$2.1M	\$1.81M	\$2.39M	\$7.57M	\$5.32M	\$6.15M	\$8.29M	\$4.22M	\$3.6M
Prior Year	\$1.97M	\$900K	\$1.59M	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$5.75M	\$4.36M
Percent Change from Prior Year	121%	184%	-77%	-23%	59%	-3%	-49%	23%	68%	52%	95%	-27%	-17%

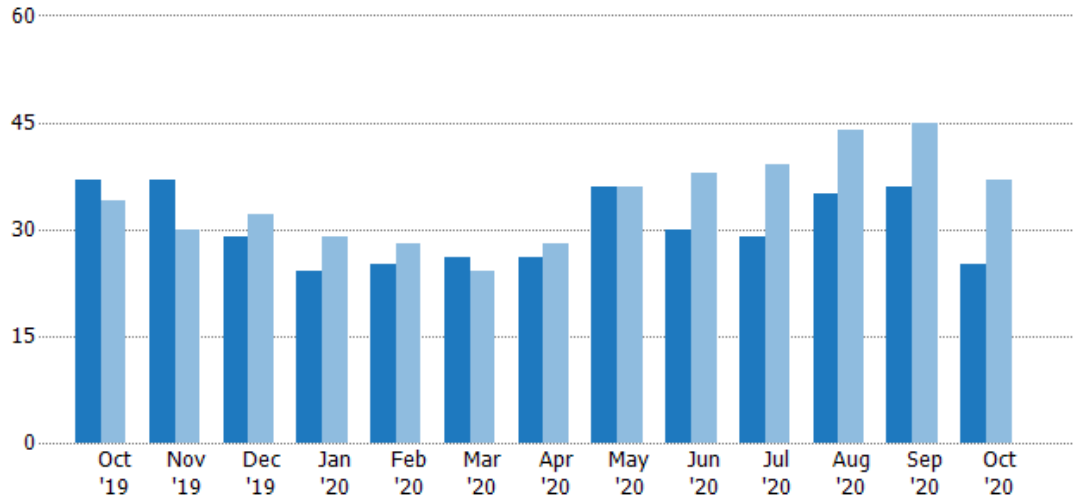
Active Listings

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.
Oct '20	25	-32.4%
Oct '19	37	8.8%
Oct '18	34	47.1%



Current Year	37	37	29	24	25	26	26	36	30	29	35	36	25
Prior Year	34	30	32	29	28	24	28	36	38	39	44	45	37
Percent Change from Prior Year	9%	23%	-9%	-17%	-11%	8%	-7%	0%	-21%	-26%	-20%	-20%	-32%

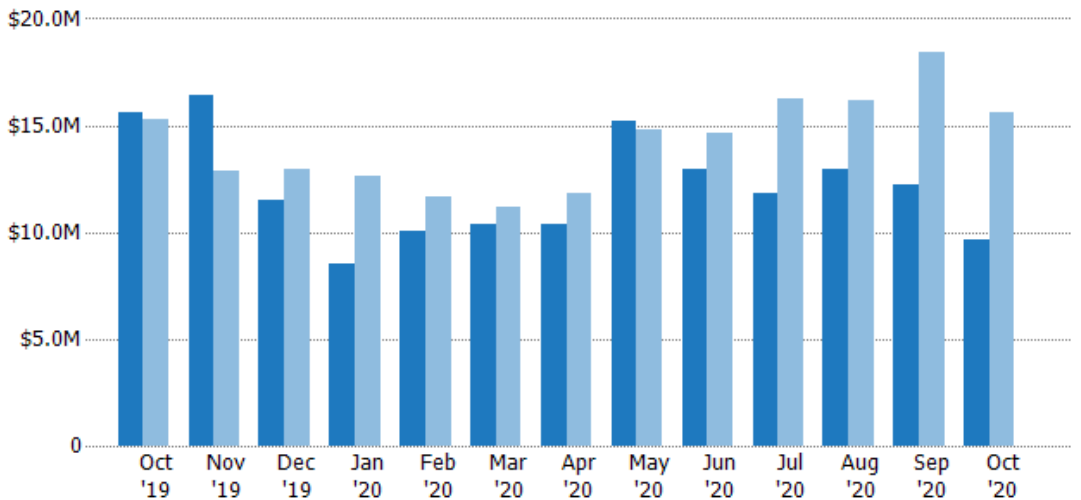
Active Listing Volume

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.
Oct '20	\$9.61M	-38.5%
Oct '19	\$15.6M	2.2%
Oct '18	\$15.3M	19.6%



Current Year	\$15.6M	\$16.4M	\$11.5M	\$8.52M	\$10.1M	\$10.4M	\$10.4M	\$15.2M	\$12.9M	\$11.8M	\$13M	\$12.2M	\$9.61M
Prior Year	\$15.3M	\$12.9M	\$12.9M	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.4M	\$15.6M
Percent Change from Prior Year	2%	27%	-11%	-33%	-14%	-7%	-12%	3%	-12%	-27%	-20%	-34%	-39%

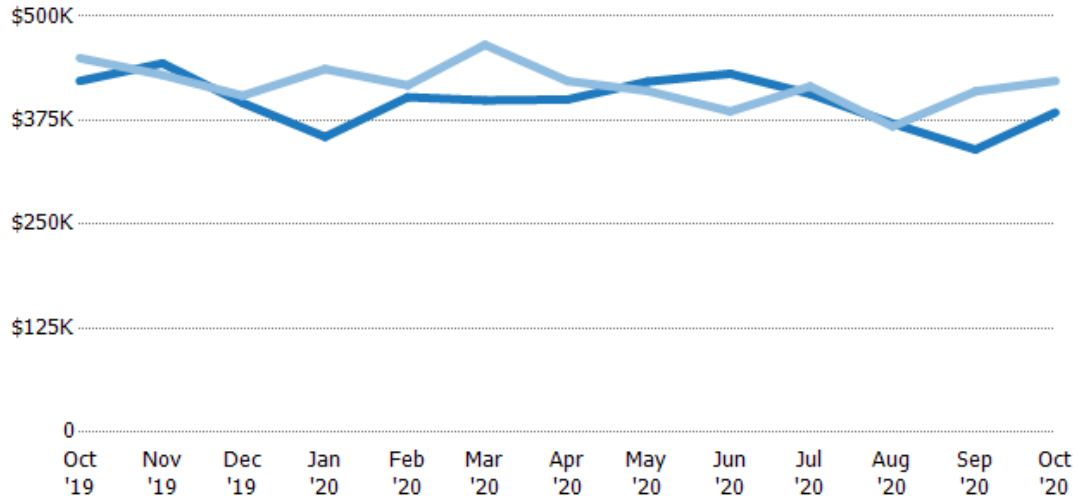
Average Listing Price

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.
Oct '20	\$384K	-9%
Oct '19	\$422K	-6.1%
Oct '18	\$450K	-18.7%



Current Year	\$422K	\$443K	\$396K	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$384K
Prior Year	\$450K	\$429K	\$405K	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K	\$368K	\$410K	\$422K
Percent Change from Prior Year	-6%	3%	-2%	-19%	-3%	-14%	-5%	3%	12%	-2%	1%	-17%	-9%

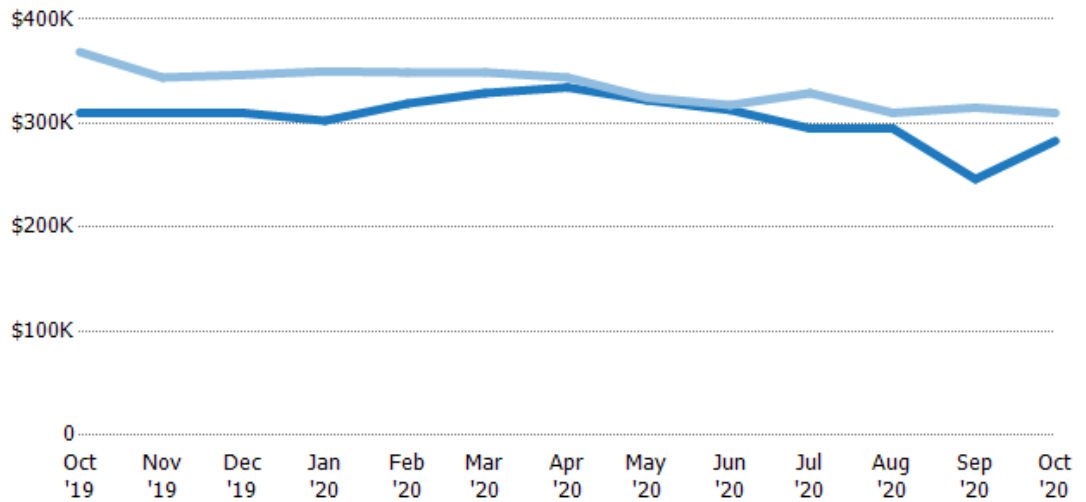
Median Listing Price

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.
Oct '20	\$283K	-8.7%
Oct '19	\$310K	-15.9%
Oct '18	\$369K	-17.4%



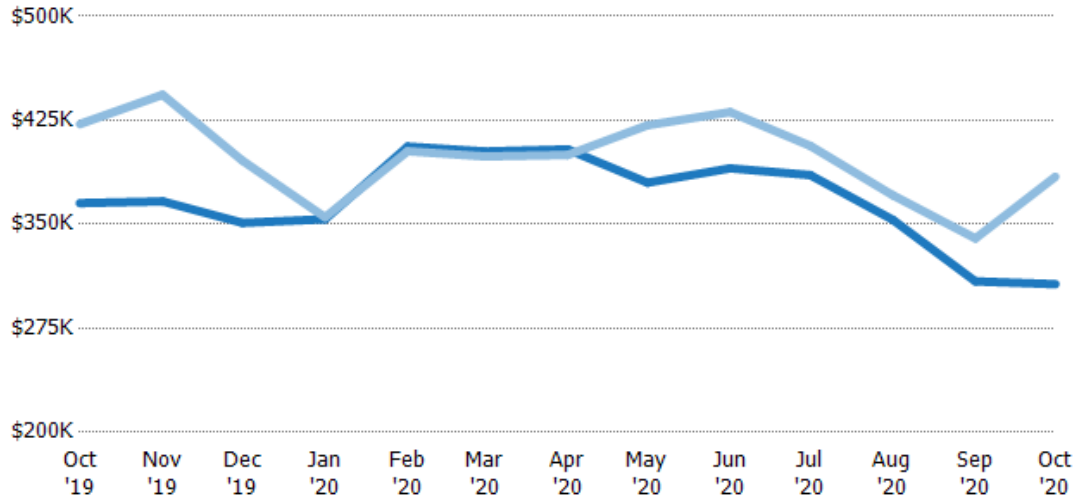
Current Year	\$310K	\$310K	\$310K	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$283K
Prior Year	\$369K	\$344K	\$347K	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K	\$310K	\$315K	\$310K
Percent Change from Prior Year	-16%	-10%	-11%	-14%	-9%	-6%	-3%	-1%	-1%	-10%	-5%	-22%	-9%

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

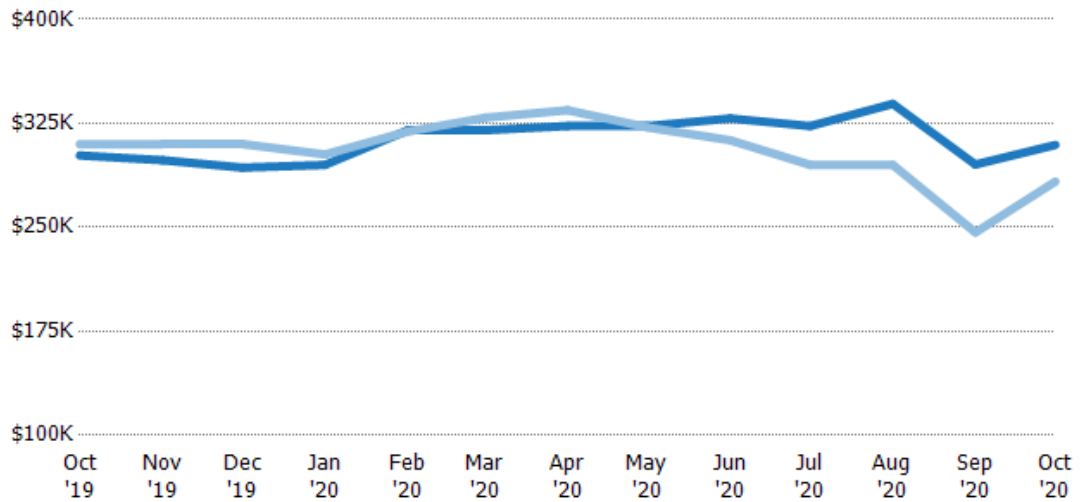


Median Listing Price vs Median Est Value

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



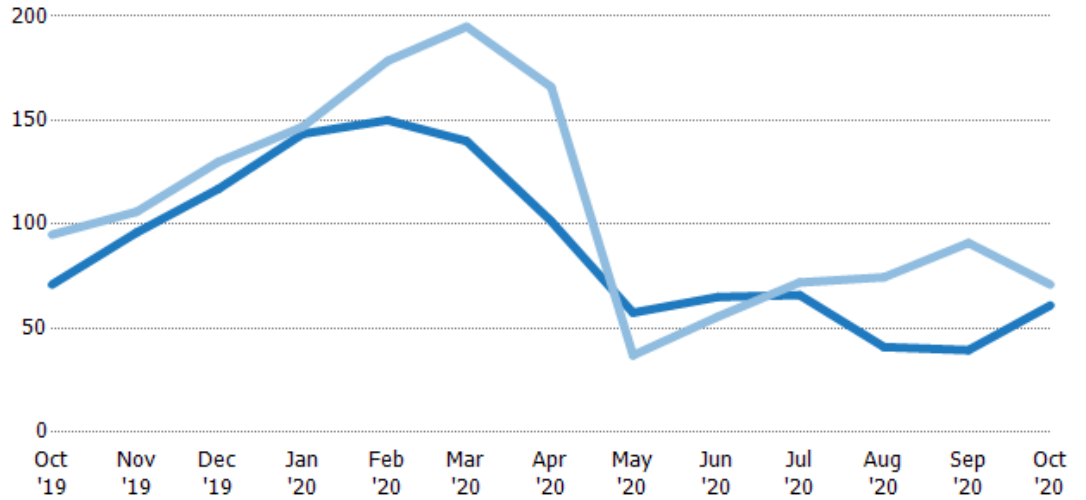
Median Days in RPR

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.
Oct '20	61	-14.1%
Oct '19	71	-25.3%
Oct '18	95	12.1%



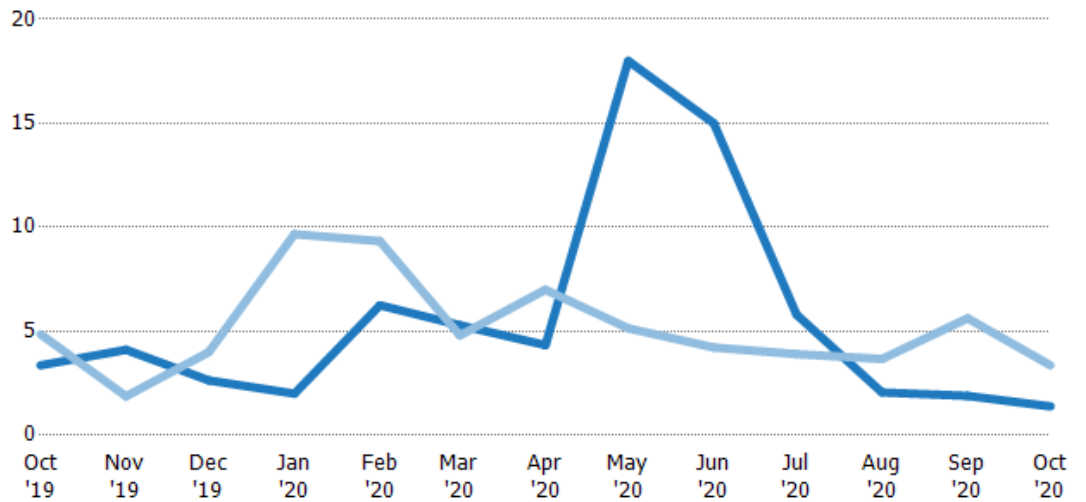
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	71	96	117	144	150	140	102	57.5	65	66	41	39.5	61
Prior Year	95	106	130	147	179	195	166	37	55.5	72	74.5	91	71
Percent Change from Prior Year	-25%	-9%	-10%	-2%	-16%	-28%	-39%	55%	17%	-8%	-45%	-57%	-14%

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



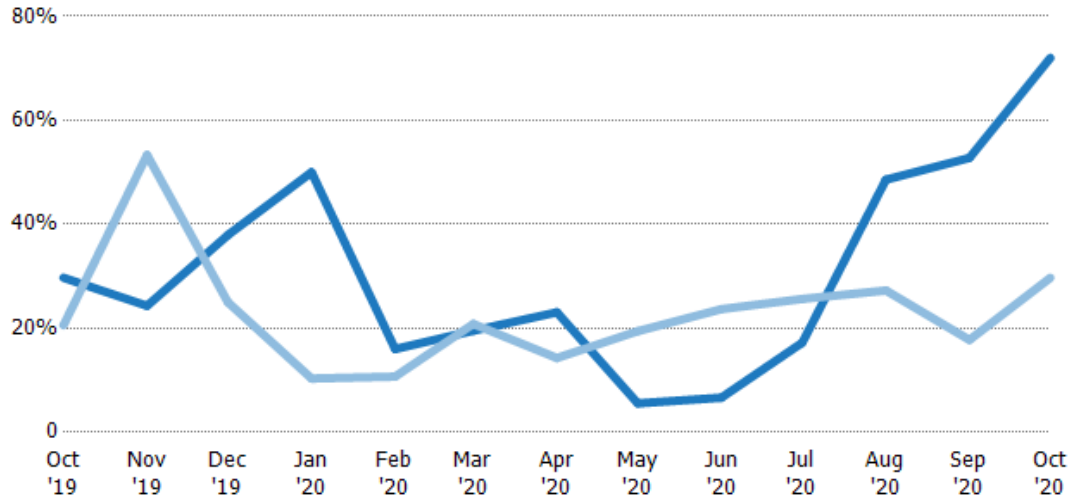
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	3.36	4.11	2.64	2	6.25	5.29	4.33	18	15	5.8	2.06	1.89	1.39
Prior Year	4.86	1.88	4	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67	5.63	3.36
Percent Change from Prior Year	-31%	119%	-34%	-79%	-33%	-100%	-38%	250%	255%	49%	-44%	-66%	-59%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



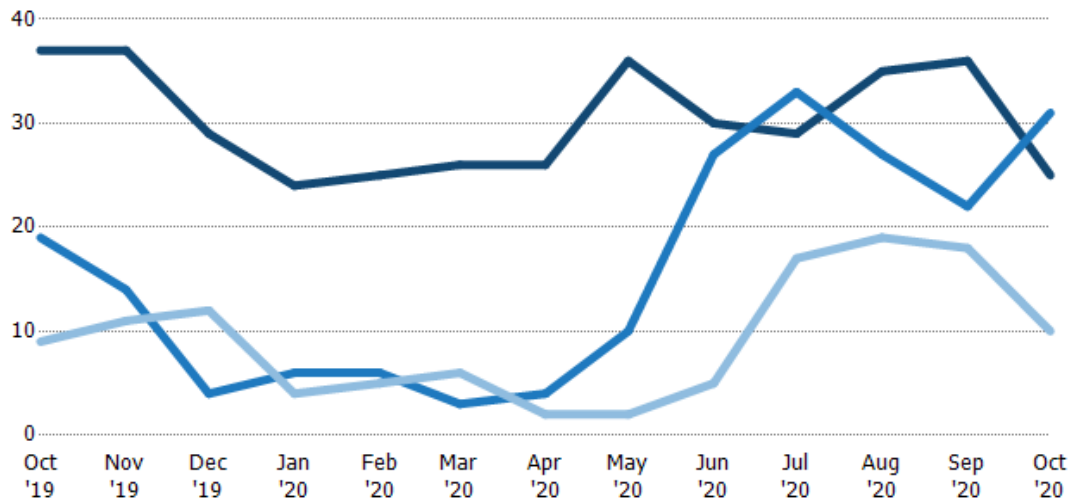
Current Year	30%	24%	38%	50%	16%	20%	23%	6%	7%	17%	49%	53%	72%
Prior Year	21%	53%	25%	10%	11%	21%	14%	19%	24%	26%	27%	18%	30%
Change from Prior Year	-9%	29%	-13%	-40%	-5%	21%	-9%	14%	17%	8%	-21%	-35%	-42%

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



Active	37	37	29	24	25	26	26	36	30	29	35	36	25
Pending	19	14	4	6	6	3	4	10	27	33	27	22	31
Sold	9	11	12	4	5	6	2	2	5	17	19	18	10

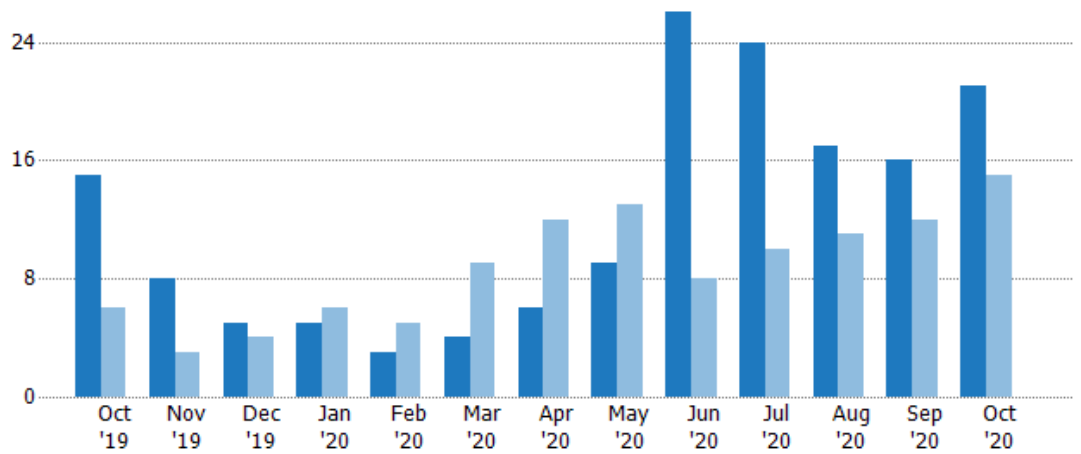
New Pending Sales

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.
Oct '20	21	40%
Oct '19	15	150%
Oct '18	6	83.3%



Current Year	15	8	5	5	3	4	6	9	26	24	17	16	21
Prior Year	6	3	4	6	5	9	12	13	8	10	11	12	15
Percent Change from Prior Year	150%	167%	25%	-17%	-40%	-56%	-50%	-31%	225%	140%	55%	33%	40%

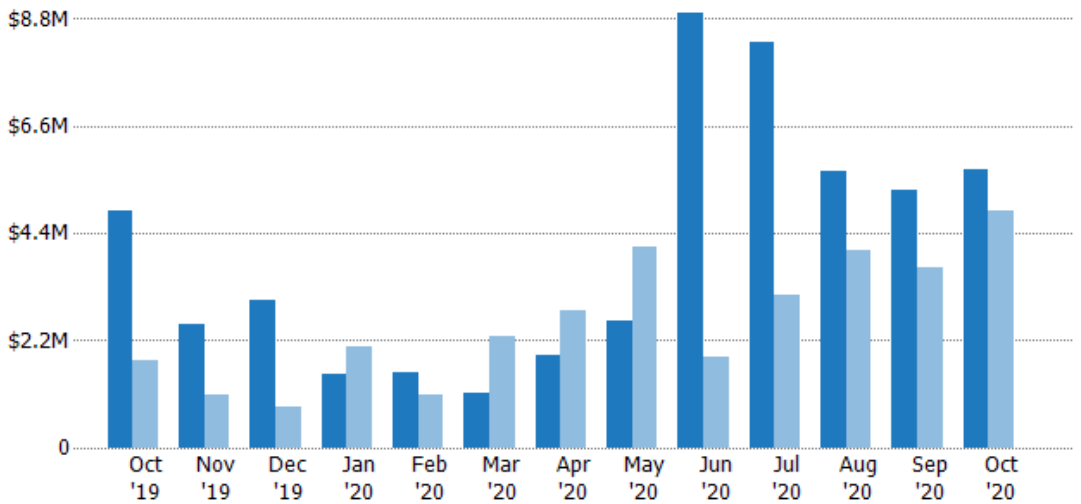
New Pending Sales Volume

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.
Oct '20	\$5.7M	17%
Oct '19	\$4.87M	169.2%
Oct '18	\$1.81M	57.6%



Current Year	\$4.87M	\$2.52M	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M	\$5.7M
Prior Year	\$1.81M	\$1.1M	\$830K	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.05M	\$3.72M	\$4.87M
Percent Change from Prior Year	169%	129%	264%	-27%	40%	-51%	-33%	-37%	375%	166%	40%	42%	17%

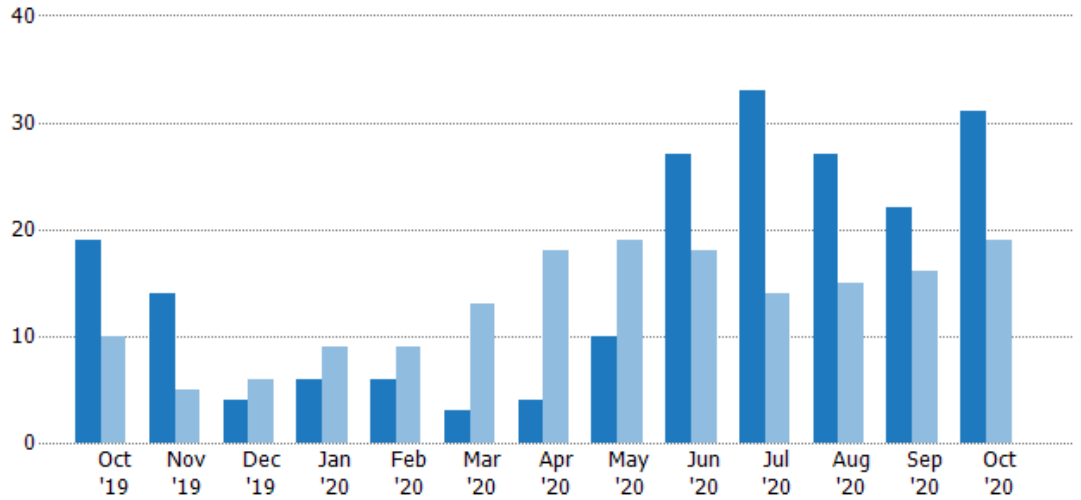
Pending Sales

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.
Oct '20	31	63.2%
Oct '19	19	90%
Oct '18	10	40%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	19	14	4	6	6	3	4	10	27	33	27	22	31
Prior Year	10	5	6	9	9	13	18	19	18	14	15	16	19
Percent Change from Prior Year	90%	180%	-33%	-33%	-33%	-77%	-78%	-47%	50%	136%	80%	38%	63%

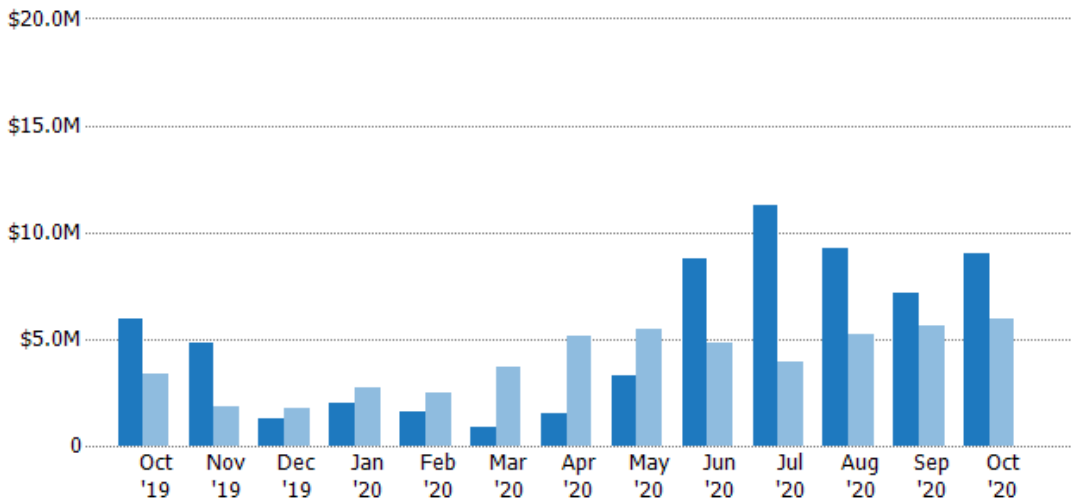
Pending Sales Volume

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.
Oct '20	\$8.99M	51.5%
Oct '19	\$5.94M	77.3%
Oct '18	\$3.35M	7.7%



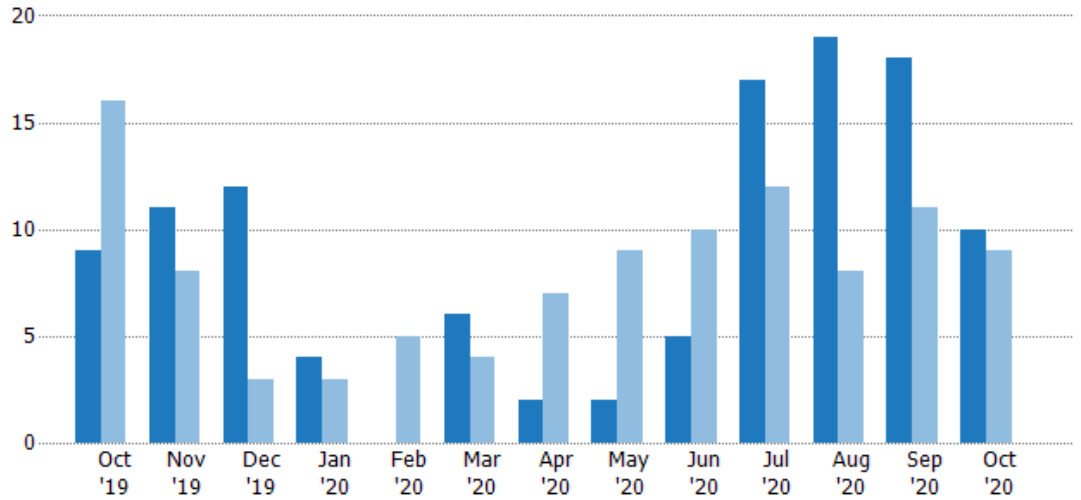
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$5.94M	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.26M	\$8.74M	\$11.2M	\$9.24M	\$7.13M	\$8.99M
Prior Year	\$3.35M	\$1.84M	\$1.77M	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M
Percent Change from Prior Year	77%	160%	-26%	-27%	-38%	-77%	-71%	-40%	81%	186%	76%	27%	51%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



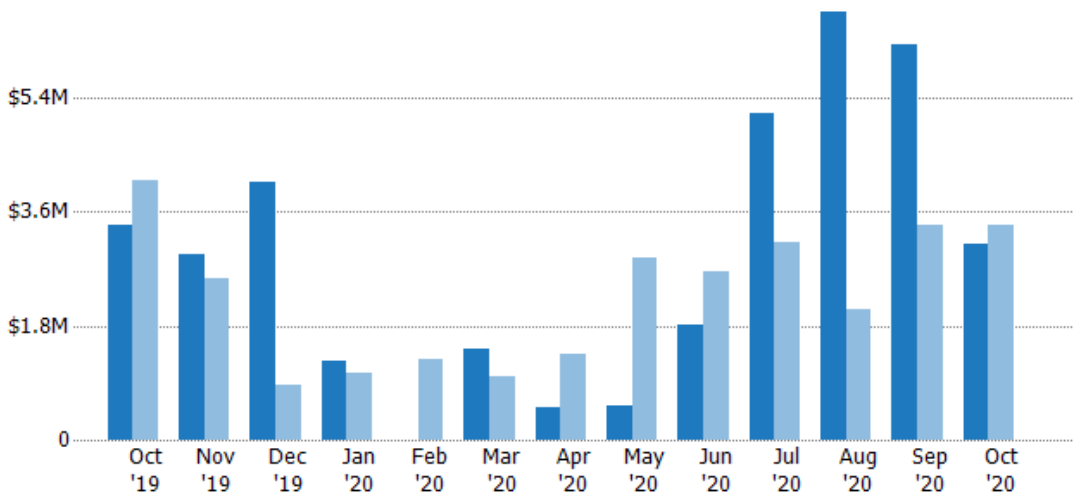
Current Year	9	11	12	4	-	6	2	2	5	17	19	18	10
Prior Year	16	8	3	3	5	4	7	9	10	12	8	11	9
Percent Change from Prior Year	-44%	38%	300%	33%	-100%	50%	-71%	-78%	-50%	42%	138%	64%	11%

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



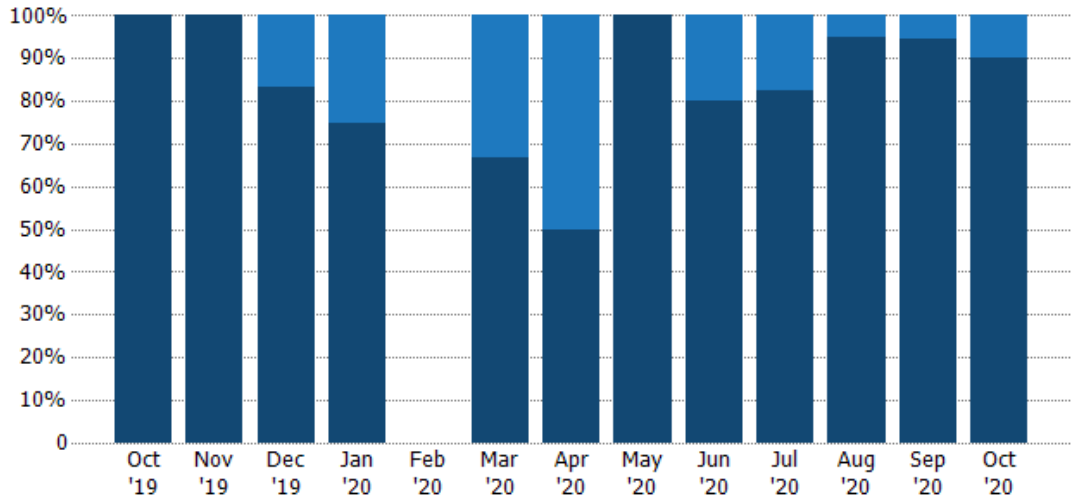
Current Year	\$3.39M	\$2.94M	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.16M	\$6.75M	\$6.24M	\$3.09M
Prior Year	\$4.1M	\$2.56M	\$859K	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M
Percent Change from Prior Year	-17%	15%	375%	19%	-100%	43%	-61%	-81%	-32%	66%	226%	85%	-9%

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



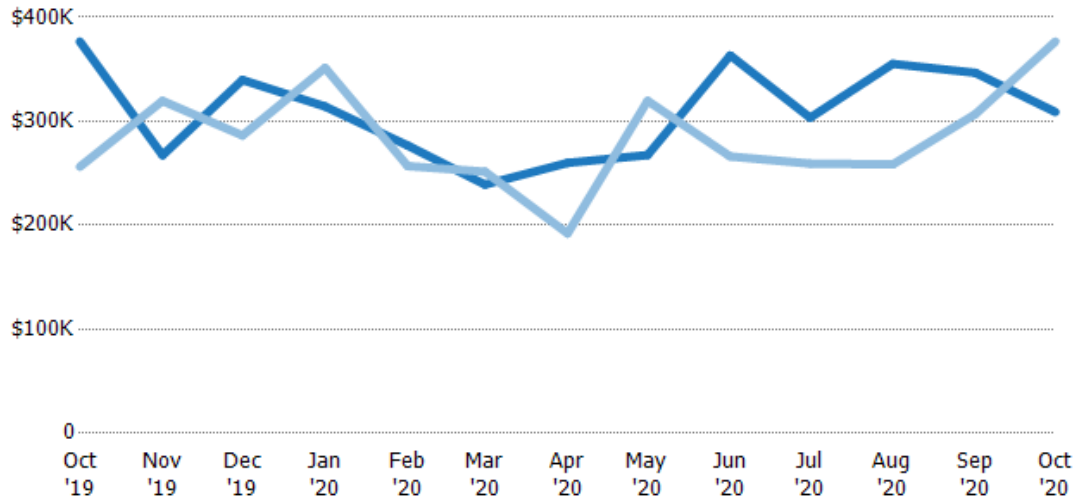
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	-	-	17%	25%	-	33%	50%	-	20%	18%	5%	6%	10%
Single Family Residence	100%	100%	83%	75%	-	67%	50%	100%	80%	82%	95%	94%	90%

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



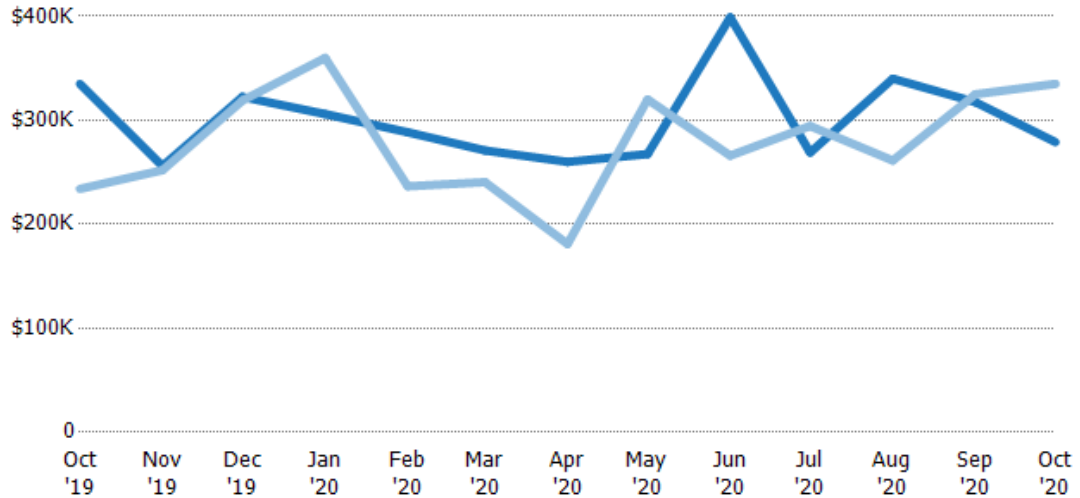
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K
Prior Year	\$256K	\$320K	\$286K	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K
Percent Change from Prior Year	47%	-16%	19%	-11%	-100%	-5%	35%	-16%	37%	17%	37%	13%	-18%

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



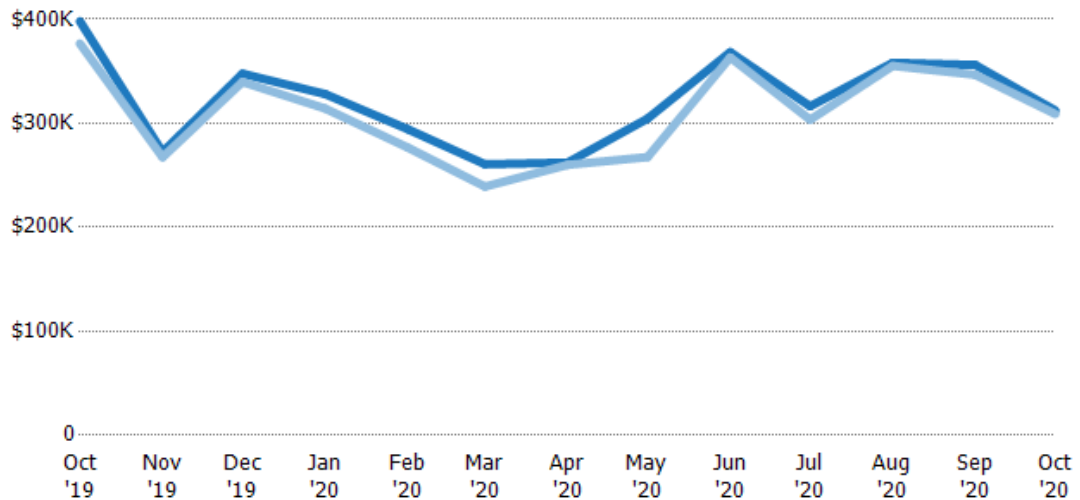
Current Year	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K
Prior Year	\$234K	\$252K	\$319K	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K
Percent Change from Prior Year	43%	2%	1%	-15%	-100%	13%	44%	-16%	50%	-9%	30%	-2%	-17%

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



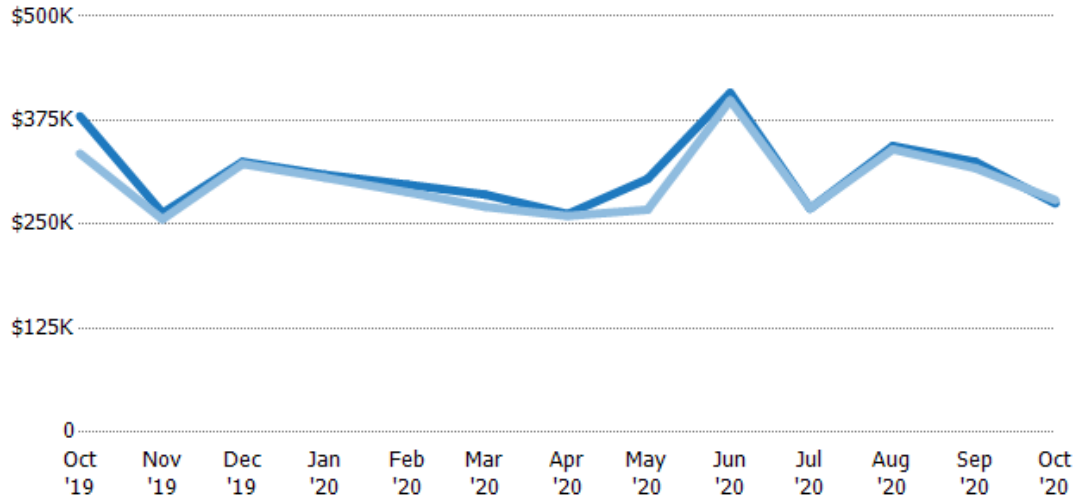
Avg List Price	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K
Avg Sales Price	\$377K	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K
Avg Sales Price as a % of Avg List Price	95%	98%	98%	96%	94%	92%	99%	88%	99%	96%	99%	97%	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



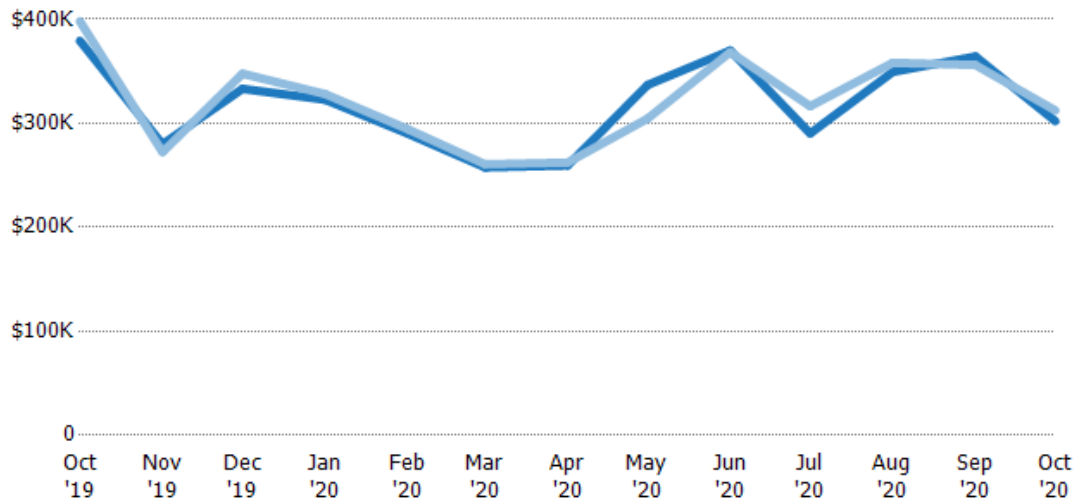
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K
Median Sales Price	\$335K	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K
Med Sales Price as a % of Med List Price	88%	97%	99%	99%	97%	95%	99%	88%	98%	100%	99%	98%	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



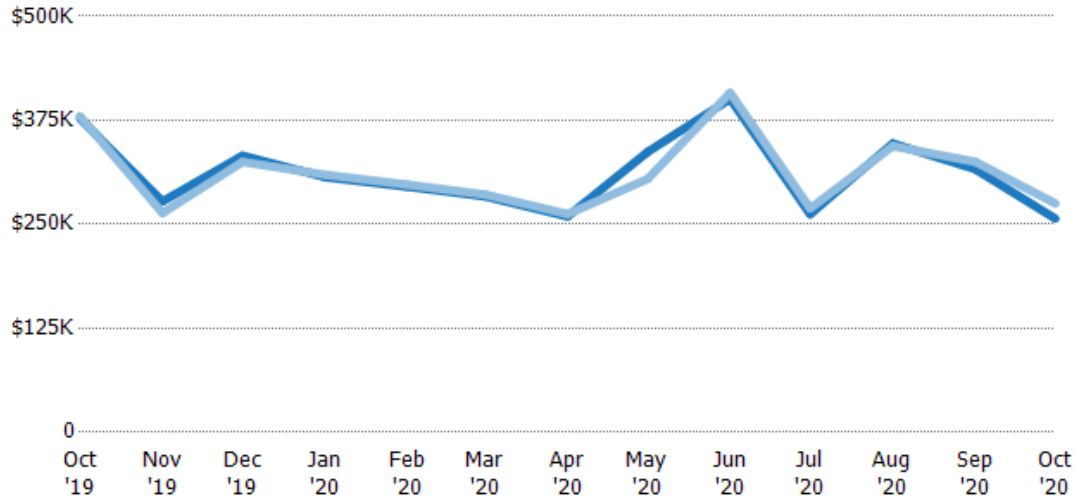
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$379K	\$280K	\$333K	\$323K	\$290K	\$258K	\$259K	\$337K	\$370K	\$290K	\$349K	\$364K	\$302K
Avg Sales Price	\$398K	\$272K	\$348K	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K
Avg Sales Price as a % of Avg Est Value	105%	97%	104%	102%	101%	101%	101%	90%	100%	109%	103%	98%	103%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$378K	\$277K	\$332K	\$307K	\$295K	\$284K	\$259K	\$337K	\$401K	\$262K	\$347K	\$316K	\$257K
Median Sales Price	\$380K	\$264K	\$325K	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K
Med Sales Price as a % of Med Est Value	101%	95%	98%	101%	101%	101%	101%	90%	102%	103%	99%	103%	107%