

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	16	22	-27.3%	319	315	+1.3%
New Listing Volume	\$9,560,300	\$16,438,800	-41.8%	\$180,634,000	\$165,969,475	+8.8%
Active Listing Count	71	218	-67.4%	N/A	N/A	
Active Listing Volume	\$80,647,100	\$146,287,200	-44.9%	N/A	N/A	
Average Listing Price	\$1,135,875	\$671,042	+69.3%	\$750,219	\$584,667	+28.3%
Median Listing Price	\$559,000	\$427,000	+30.9%	\$469,973	\$403,646	+16.4%
Median Days in RPR	105	150.5	-30.2%	134.85	183.08	-26.3%
Months of Inventory	1.3	9.1	-86%	9	12.1	-25.4%
Absorption Rate	78.87%	11.01%	+67.9%	11.1%	8.28%	+2.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	29	20	+45%	428	244	+75.4%
New Pending Sales Volume	\$14,148,300	\$5,443,800	+159.9%	\$212,436,800	\$83,885,423	+153.2%
Pending Sales Count	62	29	+113.8%	N/A	N/A	
Pending Sales Volume	\$31,211,800	\$8,684,825	+259.4%	N/A	N/A	
Closed Sales Count	46	21	+119%	302	198	+52.5%
Closed Sales Volume	\$19,551,300	\$6,466,000	+202.4%	\$137,767,674	\$67,261,255	+104.8%
Average Sales Price	\$425,028	\$307,905	+38%	\$456,184	\$339,703	+34.3%
Median Sales Price	\$367,500	\$295,000	+24.6%	\$389,003	\$286,762	+35.7%

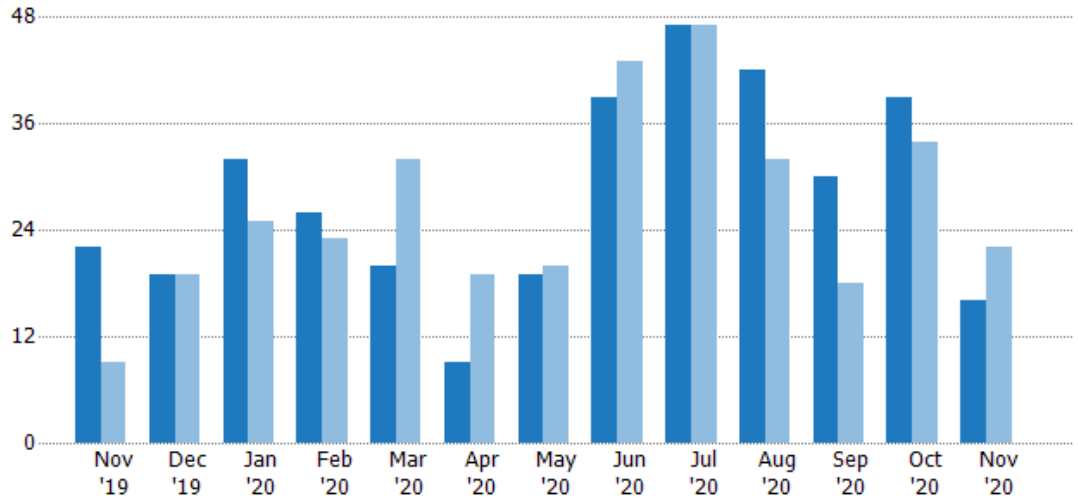
## New Listings

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.
Nov '20	16	-27.3%
Nov '19	22	144.4%
Nov '18	9	66.7%



Current Year	22	19	32	26	20	9	19	39	47	42	30	39	16
Prior Year	9	19	25	23	32	19	20	43	47	32	18	34	22
Percent Change from Prior Year	144%	0%	28%	13%	-38%	-53%	-5%	-9%	0%	31%	67%	15%	-27%

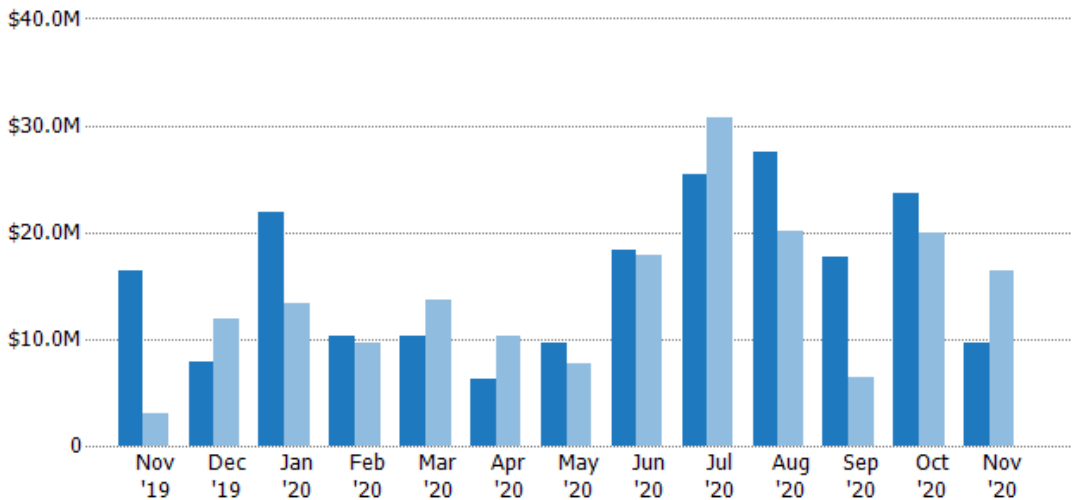
## New Listing Volume

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.
Nov '20	\$9.56M	-41.8%
Nov '19	\$16.4M	436.2%
Nov '18	\$3.07M	115.3%



Current Year	\$16.4M	\$7.87M	\$21.9M	\$10.2M	\$10.3M	\$6.28M	\$9.63M	\$18.4M	\$25.4M	\$27.6M	\$17.7M	\$23.6M	\$9.56M
Prior Year	\$3.07M	\$11.9M	\$13.3M	\$9.71M	\$13.6M	\$10.2M	\$7.78M	\$17.8M	\$30.7M	\$20.1M	\$6.44M	\$19.9M	\$16.4M
Percent Change from Prior Year	436%	-34%	65%	5%	-25%	-39%	24%	3%	-17%	37%	175%	18%	-42%

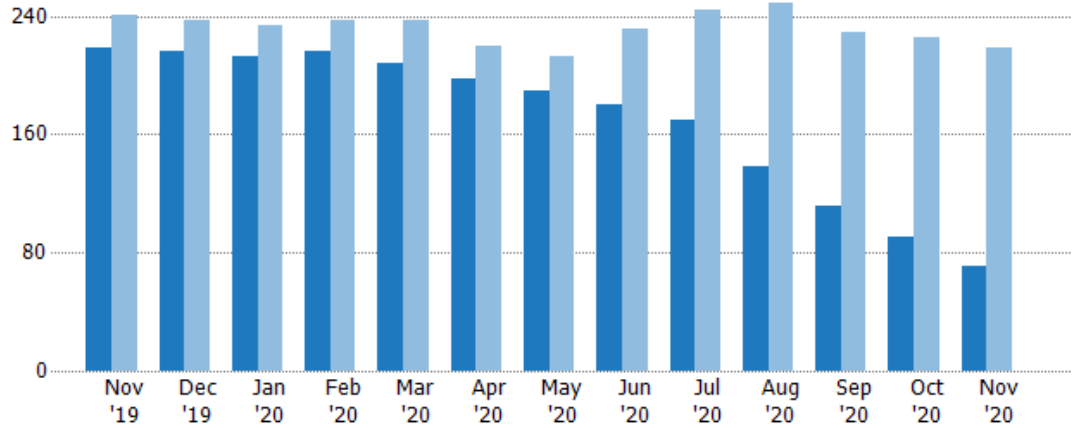
## Active Listings

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.
Nov '20	71	-67.4%
Nov '19	218	-9.5%
Nov '18	241	10.4%



Current Year	218	216	213	216	208	198	189	180	170	138	111	90	71
Prior Year	241	237	234	237	237	220	213	231	244	249	229	225	218
Percent Change from Prior Year	-10%	-9%	-9%	-9%	-12%	-10%	-11%	-22%	-30%	-45%	-52%	-60%	-67%

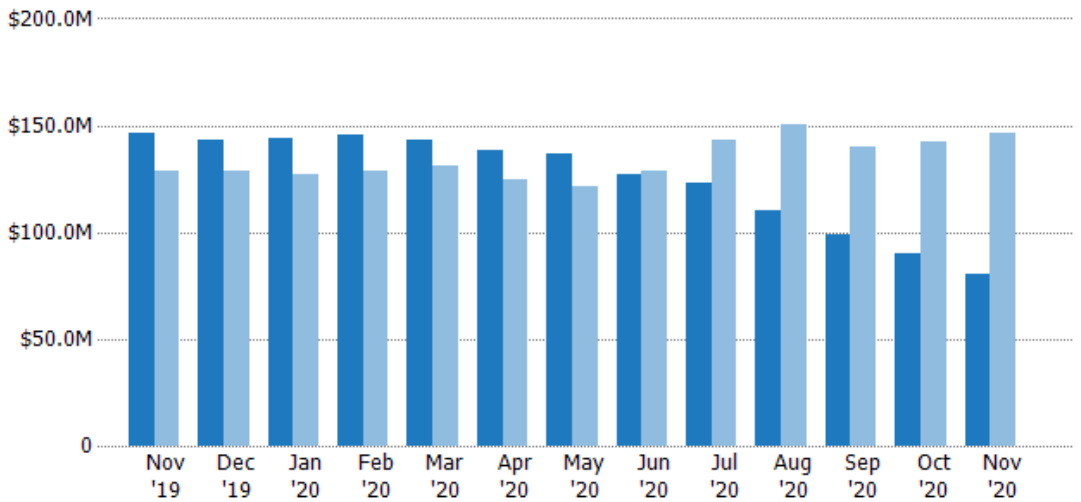
## Active Listing Volume

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.
Nov '20	\$80.6M	-44.9%
Nov '19	\$146M	13.8%
Nov '18	\$129M	11.8%



Current Year	\$146M	\$143M	\$144M	\$146M	\$143M	\$138M	\$137M	\$127M	\$123M	\$110M	\$98.9M	\$90M	\$80.6M
Prior Year	\$129M	\$128M	\$127M	\$128M	\$131M	\$125M	\$121M	\$129M	\$143M	\$151M	\$140M	\$142M	\$146M
Percent Change from Prior Year	14%	12%	14%	14%	10%	11%	13%	-1%	-14%	-27%	-29%	-37%	-45%

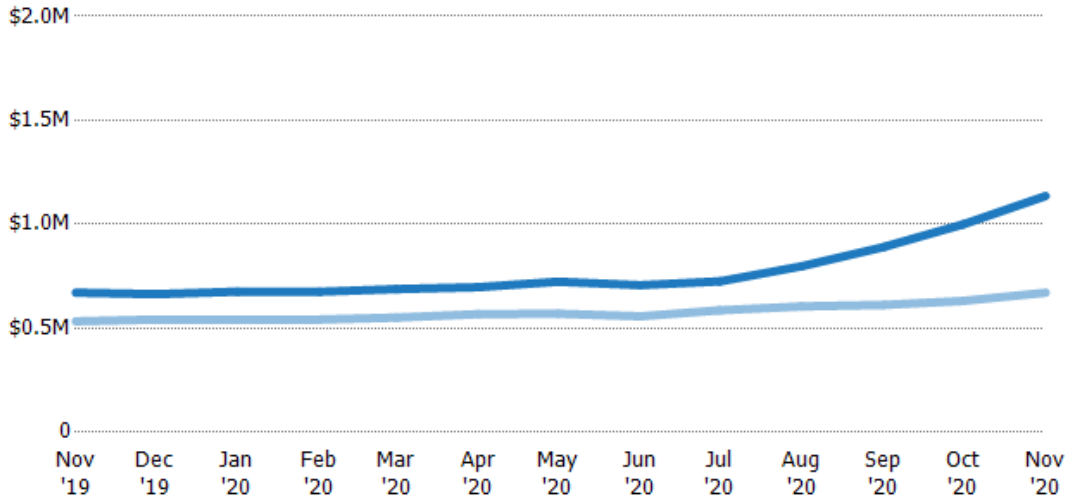
## Average Listing Price

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.
Nov '20	\$1.14M	69.3%
Nov '19	\$671K	25.8%
Nov '18	\$533K	1.3%



Current Year	\$671K	\$664K	\$676K	\$676K	\$688K	\$698K	\$724K	\$707K	\$725K	\$799K	\$891K	\$1M	\$1.14M
Prior Year	\$533K	\$542K	\$541K	\$542K	\$552K	\$568K	\$570K	\$557K	\$586K	\$605K	\$612K	\$632K	\$671K
Percent Change from Prior Year	26%	22%	25%	25%	25%	23%	27%	27%	24%	32%	46%	58%	69%

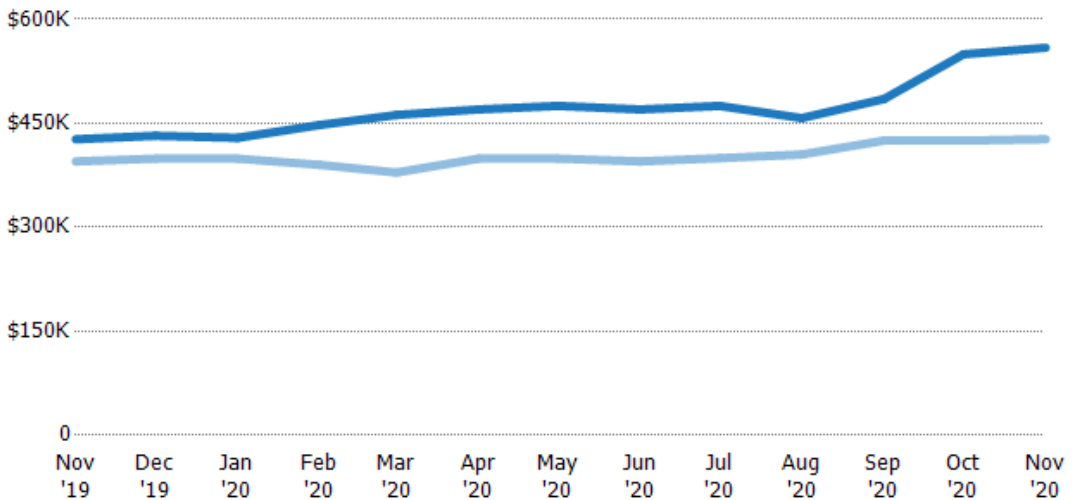
## Median Listing Price

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.
Nov '20	\$559K	30.9%
Nov '19	\$427K	8.1%
Nov '18	\$395K	-5.1%



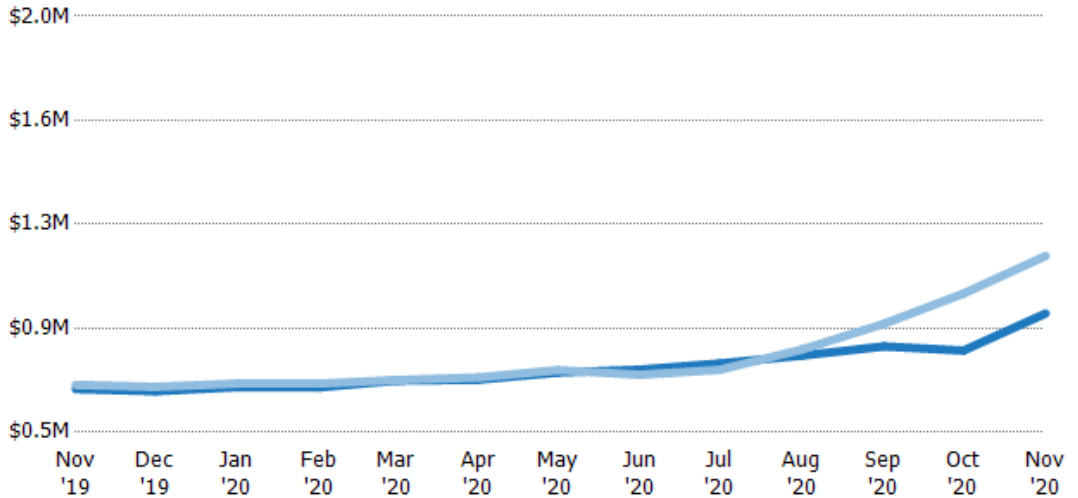
Current Year	\$427K	\$432K	\$429K	\$448K	\$462K	\$470K	\$475K	\$470K	\$475K	\$458K	\$485K	\$550K	\$559K
Prior Year	\$395K	\$399K	\$399K	\$390K	\$379K	\$399K	\$399K	\$395K	\$400K	\$405K	\$425K	\$425K	\$427K
Percent Change from Prior Year	8%	8%	8%	15%	22%	18%	19%	19%	19%	13%	14%	29%	31%

## 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



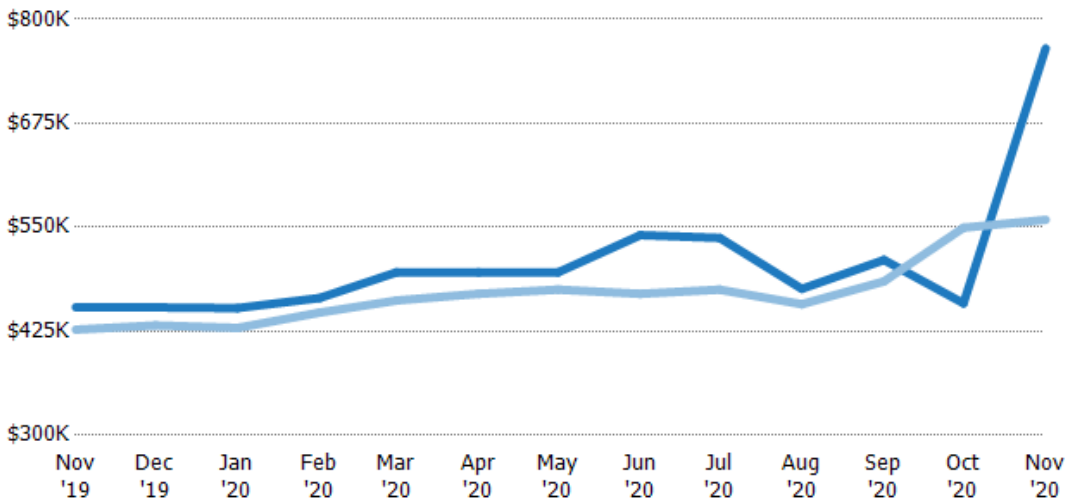
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$656K	\$648K	\$663K	\$662K	\$686K	\$690K	\$716K	\$726K	\$748K	\$777K	\$810K	\$795K	\$928K
Avg Listing Price	\$671K	\$664K	\$676K	\$676K	\$688K	\$698K	\$724K	\$707K	\$725K	\$799K	\$891K	\$1M	\$1.14M
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	102%	100%	101%	101%	97%	97%	103%	110%	126%	122%

## 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



	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	\$454K	\$454K	\$453K	\$465K	\$496K	\$496K	\$496K	\$541K	\$537K	\$476K	\$511K	\$459K	\$765K
Median Listing Price	\$427K	\$432K	\$429K	\$448K	\$462K	\$470K	\$475K	\$470K	\$475K	\$458K	\$485K	\$550K	\$559K
Med Listing Price as a % of Med Est Value	94%	95%	95%	96%	93%	95%	96%	87%	88%	96%	95%	120%	73%

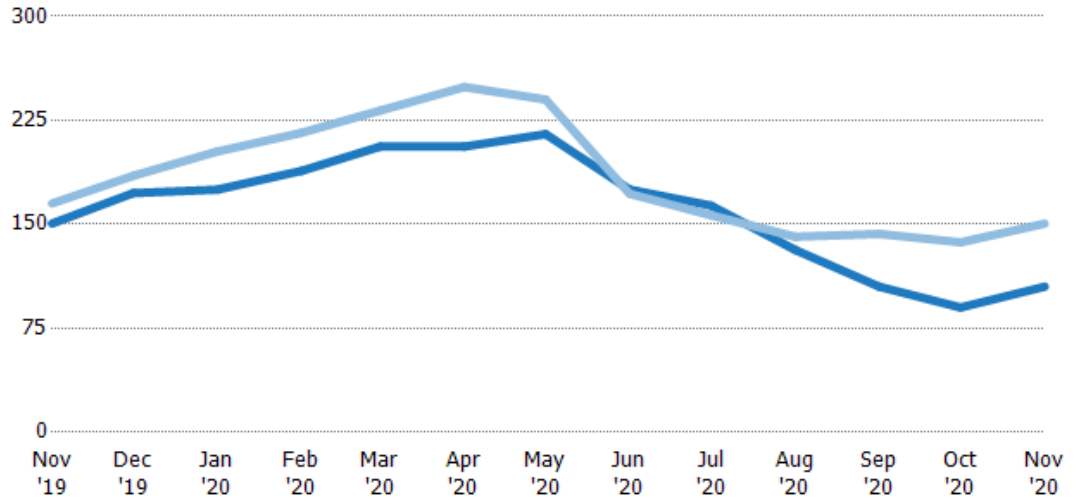
## Median Days in RPR

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.
Nov '20	105	-30.2%
Nov '19	151	-8.8%
Nov '18	165	-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	151	173	175	189	206	206	215	175	164	132	105	90	105
Prior Year	165	185	203	216	232	249	240	172	157	141	143	137	151
Percent Change from Prior Year	-9%	-7%	-14%	-13%	-11%	-17%	-10%	2%	4%	-7%	-27%	-34%	-30%

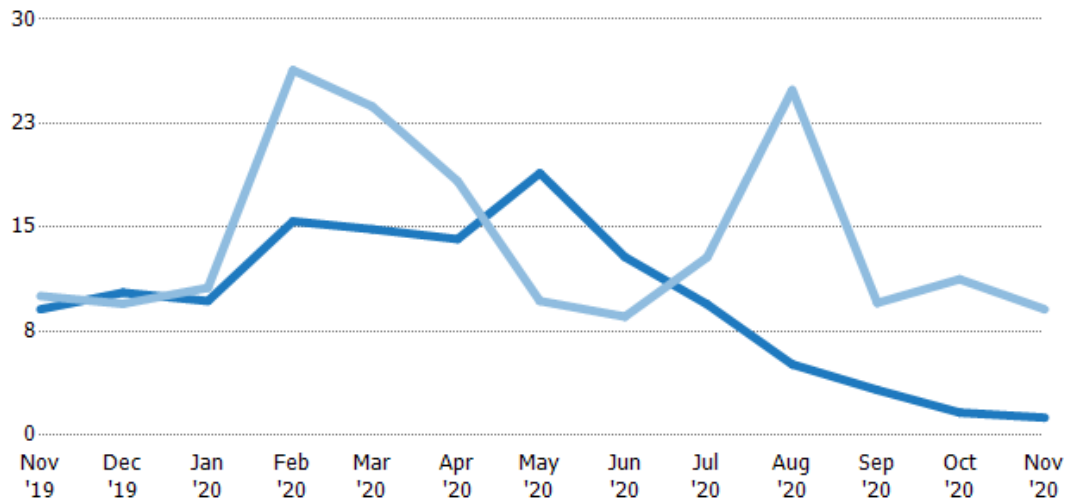
## Months of Inventory

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.
Nov '20	1.27	-86%
Nov '19	9.08	-9.5%
Nov '18	10	15.2%



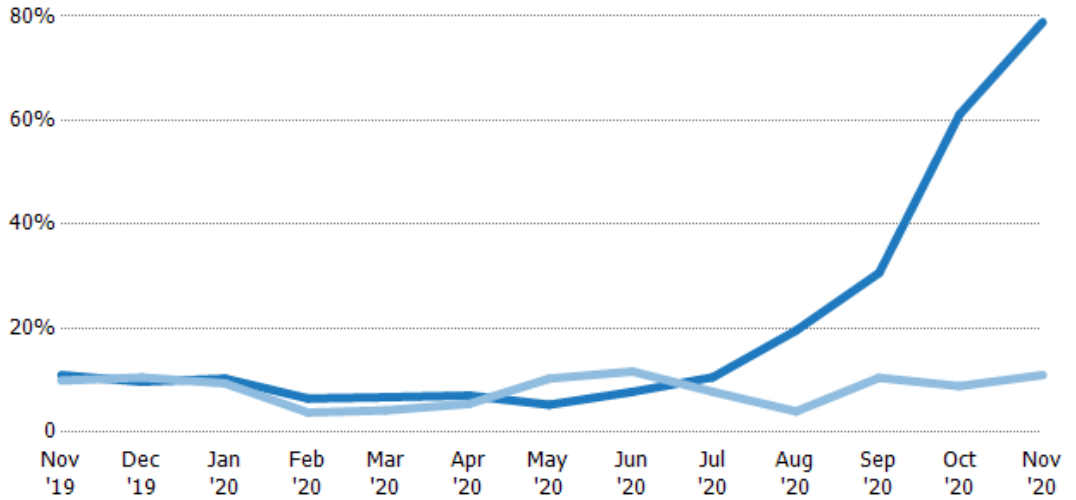
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	9.08	10.3	9.68	15.4	14.9	14.1	18.9	12.9	9.44	5.11	3.26	1.64	1.27
Prior Year	10	9.48	10.6	26.3	23.7	18.3	9.68	8.56	12.8	24.9	9.54	11.3	9.08
Percent Change from Prior Year	-10%	8%	-9%	-41%	-37%	-23%	95%	50%	-26%	-79%	-66%	-85%	-86%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



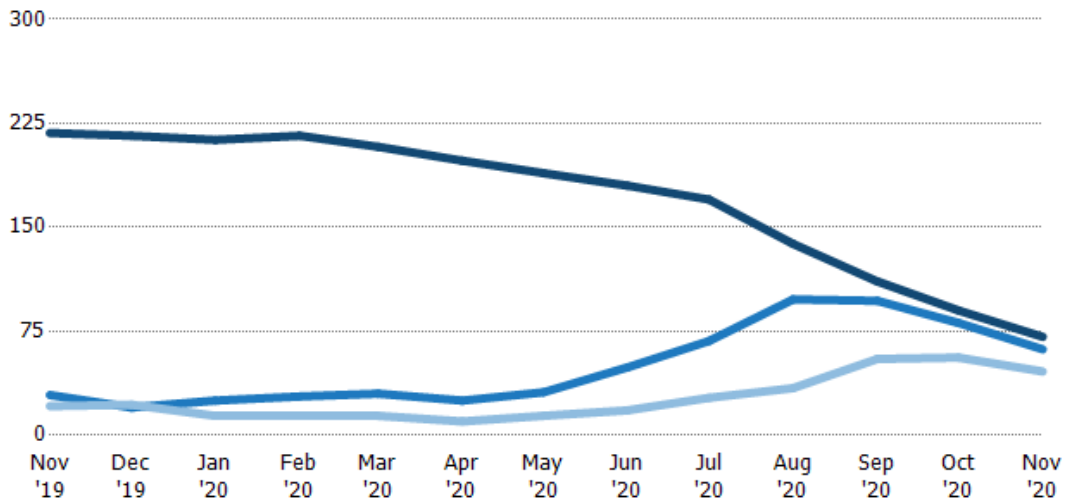
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	11%	10%	10%	6%	7%	7%	5%	8%	11%	20%	31%	61%	79%
Prior Year	10%	11%	9%	4%	4%	5%	10%	12%	8%	4%	10%	9%	11%
Change from Prior Year	-1%	1%	-1%	-3%	-3%	-2%	5%	4%	-3%	-16%	-20%	-52%	-68%

## 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



	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	218	216	213	216	208	198	189	180	170	138	111	90	71
Pending	29	20	25	28	30	25	31	49	68	98	97	81	62
Sold	21	22	14	14	14	10	14	18	27	34	55	56	46

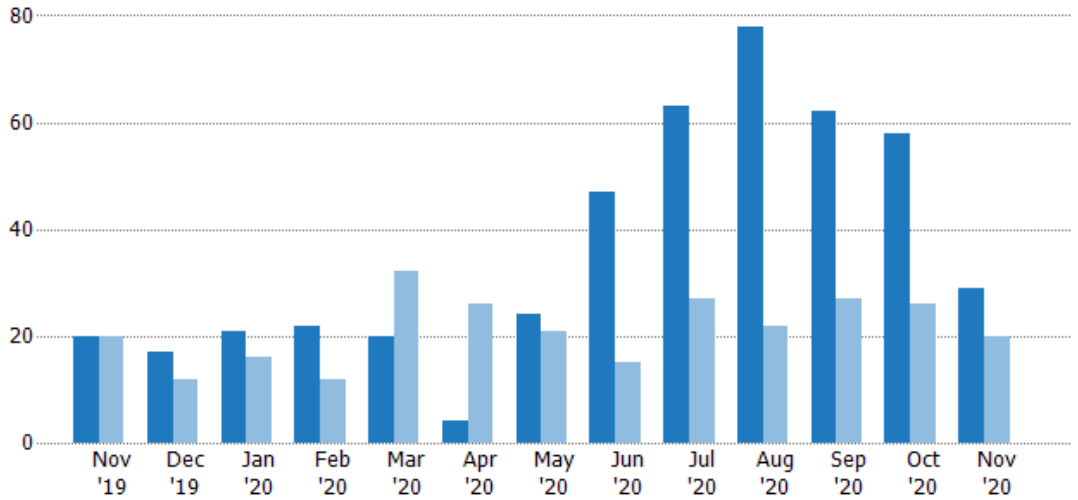
## New Pending Sales

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.
Nov '20	29	45%
Nov '19	20	0%
Nov '18	20	45%



	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	20	17	21	22	20	4	24	47	63	78	62	58	29
Prior Year	20	12	16	12	32	26	21	15	27	22	27	26	20
Percent Change from Prior Year	0%	42%	31%	83%	-38%	-85%	14%	213%	133%	255%	130%	123%	45%

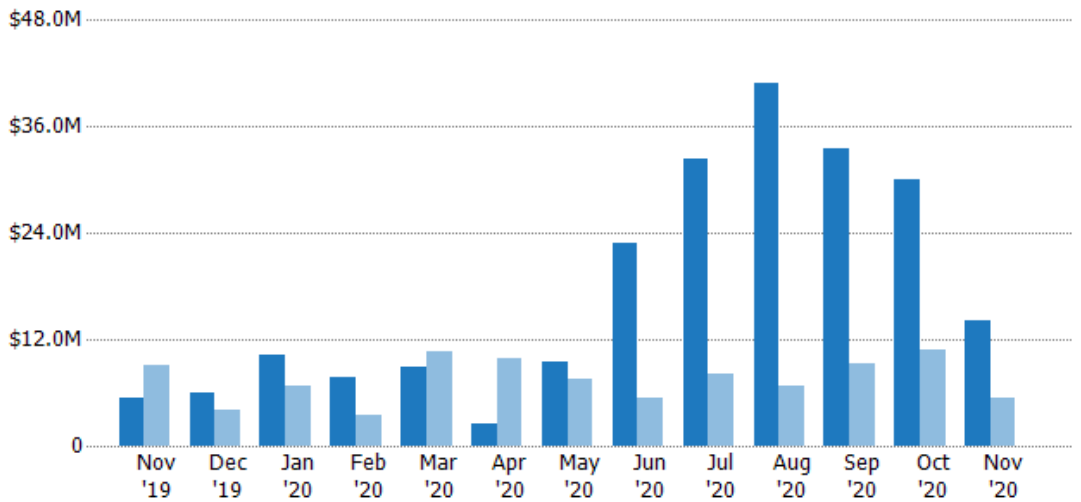
## New Pending Sales Volume

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.
Nov '20	\$14.1M	159.9%
Nov '19	\$5.44M	-39.4%
Nov '18	\$8.99M	17.4%



	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	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M	\$32.4M	\$40.8M	\$33.5M	\$30M	\$14.1M
Prior Year	\$8.99M	\$4.09M	\$6.8M	\$3.36M	\$10.7M	\$9.95M	\$7.47M	\$5.3M	\$8.12M	\$6.72M	\$9.25M	\$10.7M	\$5.44M
Percent Change from Prior Year	-39%	45%	50%	131%	-17%	-75%	26%	330%	299%	507%	262%	179%	160%



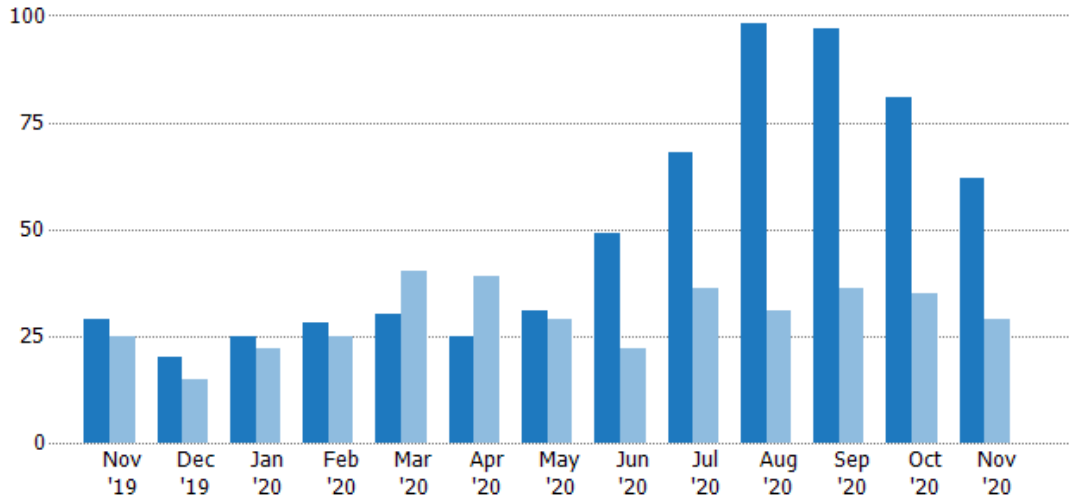
## Pending Sales

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.
Nov '20	62	113.8%
Nov '19	29	16%
Nov '18	25	36%



	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	29	20	25	28	30	25	31	49	68	98	97	81	62
Prior Year	25	15	22	25	40	39	29	22	36	31	36	35	29
Percent Change from Prior Year	16%	33%	14%	12%	-25%	-36%	7%	123%	89%	216%	169%	131%	114%

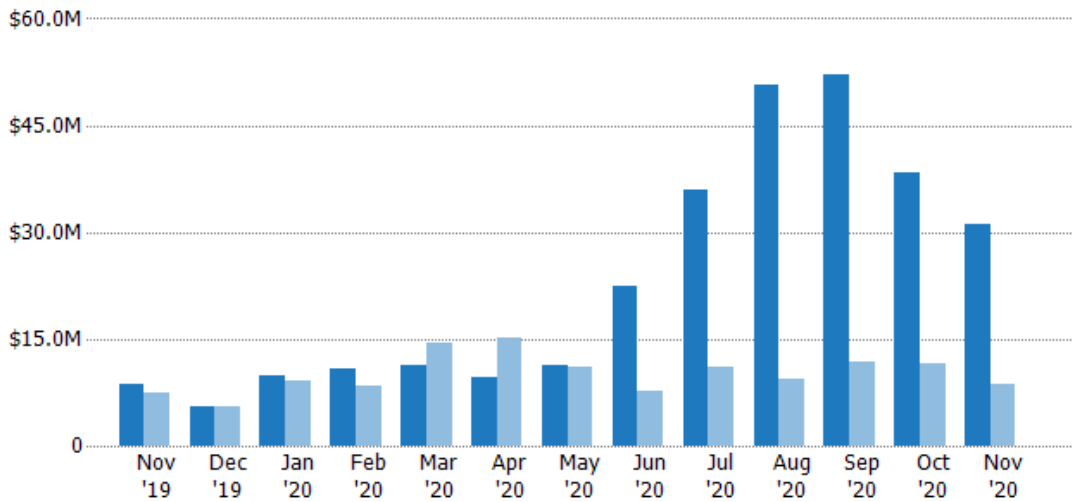
## Pending Sales Volume

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.
Nov '20	\$31.2M	259.4%
Nov '19	\$8.68M	15.5%
Nov '18	\$7.52M	52.4%



	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	\$8.68M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$36M	\$50.6M	\$52.1M	\$38.3M	\$31.2M
Prior Year	\$7.52M	\$5.56M	\$9.07M	\$8.31M	\$14.4M	\$15.1M	\$11M	\$7.73M	\$11.1M	\$9.36M	\$11.8M	\$11.6M	\$8.68M
Percent Change from Prior Year	15%	1%	8%	31%	-20%	-36%	3%	189%	223%	441%	341%	230%	259%

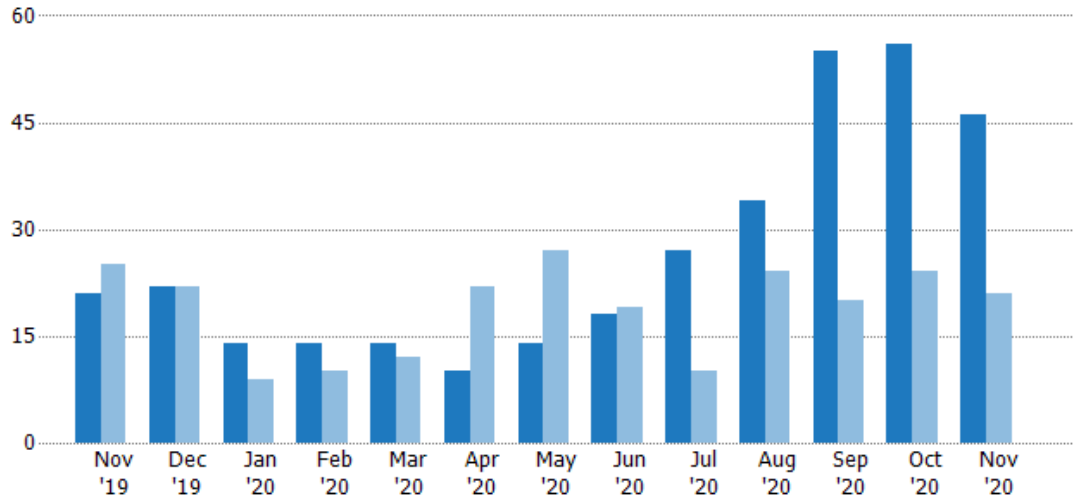
## Closed Sales

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.
Nov '20	46	119%
Nov '19	21	-16%
Nov '18	25	-40%



	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	21	22	14	14	14	10	14	18	27	34	55	56	46
Prior Year	25	22	9	10	12	22	27	19	10	24	20	24	21
Percent Change from Prior Year	-16%	0%	56%	40%	17%	-55%	-48%	-5%	170%	42%	175%	133%	119%

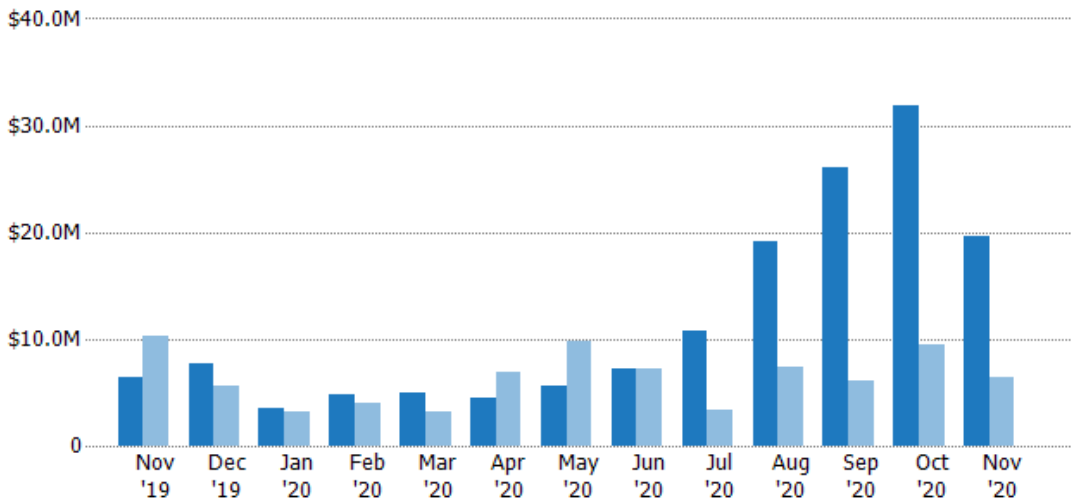
## Closed Sales Volume

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.
Nov '20	\$19.6M	202.4%
Nov '19	\$6.47M	-37.3%
Nov '18	\$10.3M	-38.3%



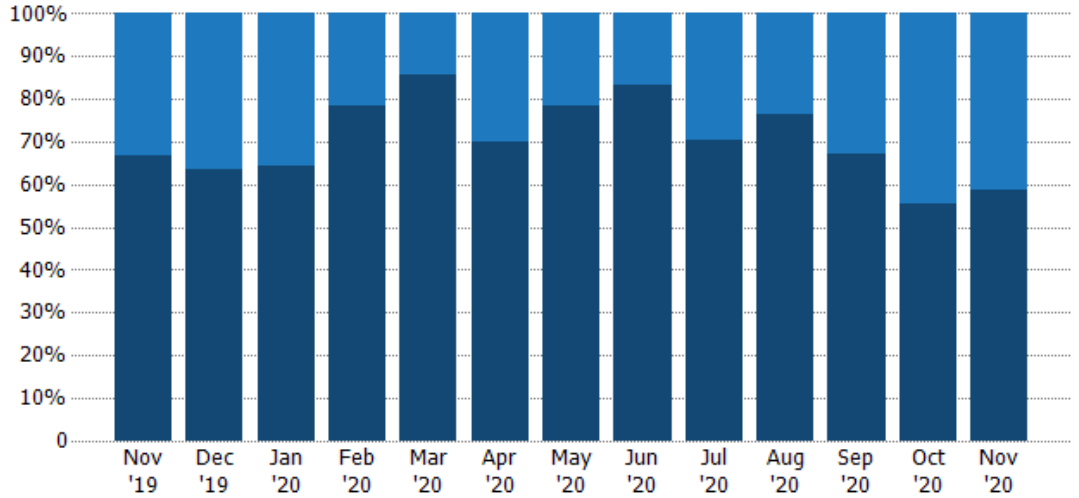
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.47M	\$7.64M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M	\$7.22M	\$10.7M	\$19.1M	\$26M	\$31.8M	\$19.6M
Prior Year	\$10.3M	\$5.61M	\$3.15M	\$4.08M	\$3.21M	\$6.83M	\$9.82M	\$7.3M	\$3.42M	\$7.36M	\$6.16M	\$9.48M	\$6.47M
Percent Change from Prior Year	-37%	36%	13%	16%	53%	-34%	-42%	-1%	213%	160%	322%	235%	202%

## 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



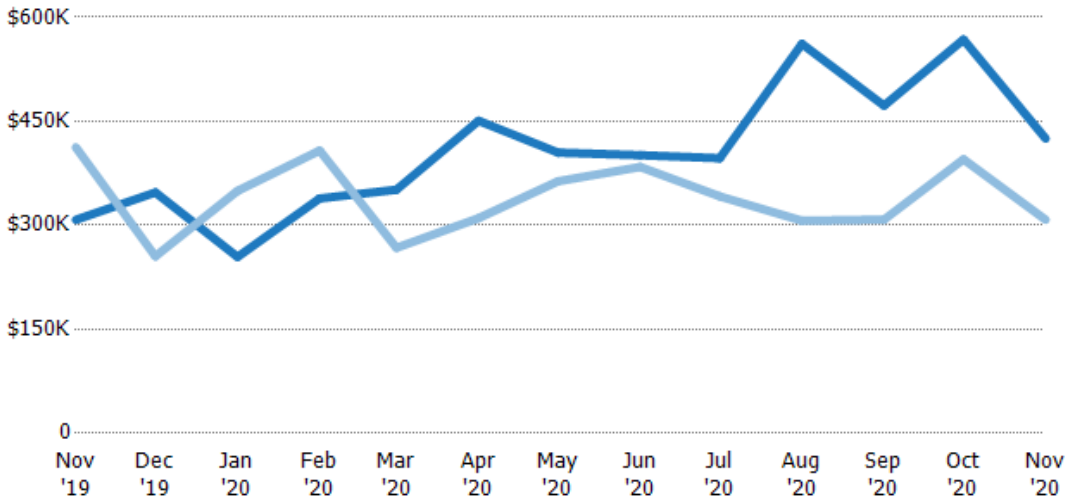
Condo/Townhouse	33%	36%	36%	21%	14%	30%	21%	17%	30%	24%	33%	45%	41%
Single Family Residence	67%	64%	64%	79%	86%	70%	79%	83%	70%	76%	67%	55%	59%

## 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	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$562K	\$473K	\$568K	\$425K
Prior Year	\$412K	\$255K	\$350K	\$408K	\$267K	\$310K	\$364K	\$384K	\$342K	\$307K	\$308K	\$395K	\$308K
Percent Change from Prior Year	-25%	36%	-27%	-17%	31%	45%	11%	4%	16%	83%	53%	44%	38%

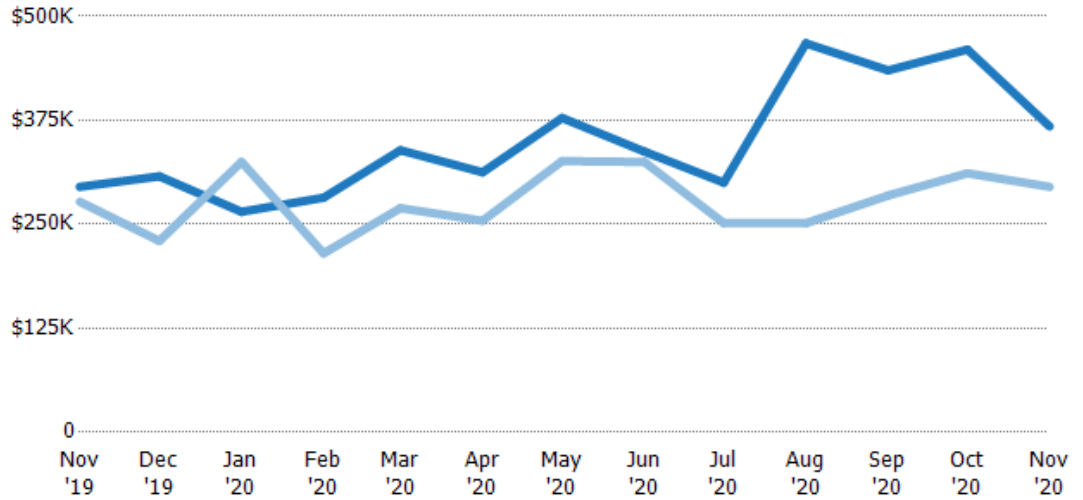
## Median Sales Price

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.
Nov '20	\$368K	24.6%
Nov '19	\$295K	6.5%
Nov '18	\$277K	-11.6%



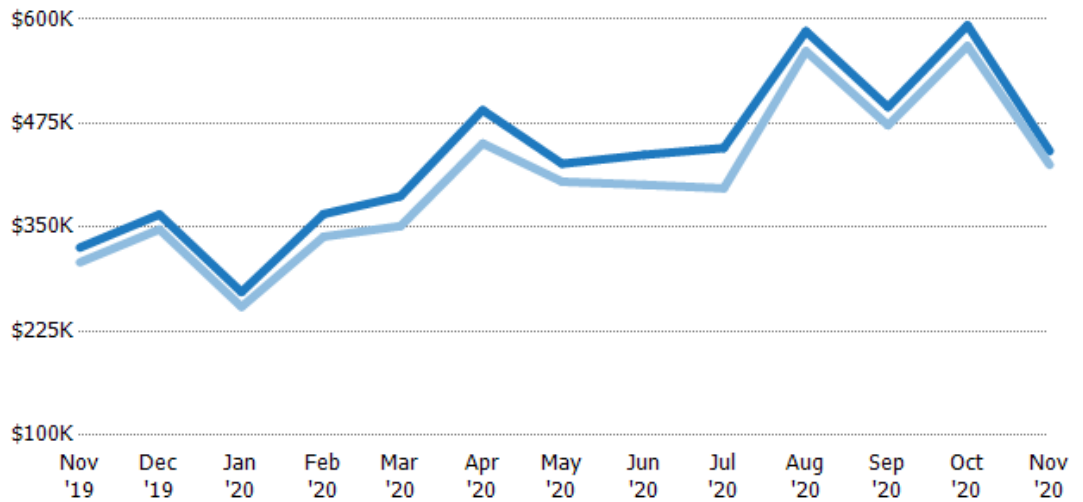
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$468K	\$435K	\$460K	\$368K
Prior Year	\$277K	\$230K	\$325K	\$215K	\$269K	\$254K	\$326K	\$325K	\$252K	\$251K	\$285K	\$311K	\$295K
Percent Change from Prior Year	6%	34%	-18%	31%	26%	23%	16%	4%	19%	86%	53%	48%	25%

## 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



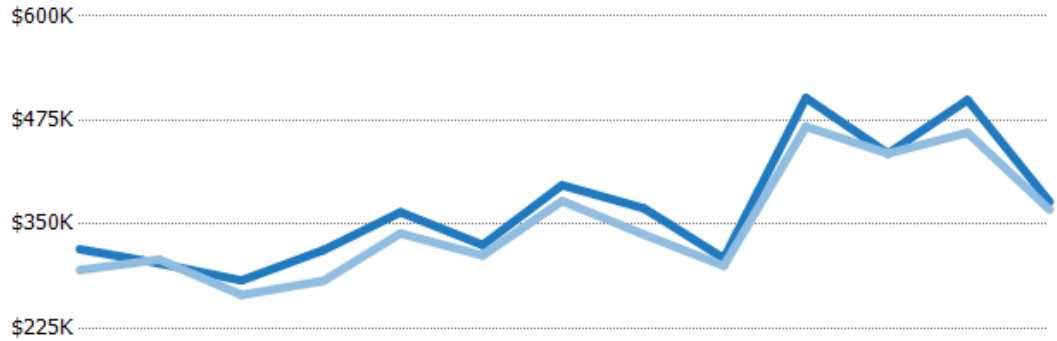
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$586K	\$494K	\$593K	\$442K
Avg Sales Price	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$562K	\$473K	\$568K	\$425K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	93%	91%	92%	95%	92%	89%	96%	96%	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



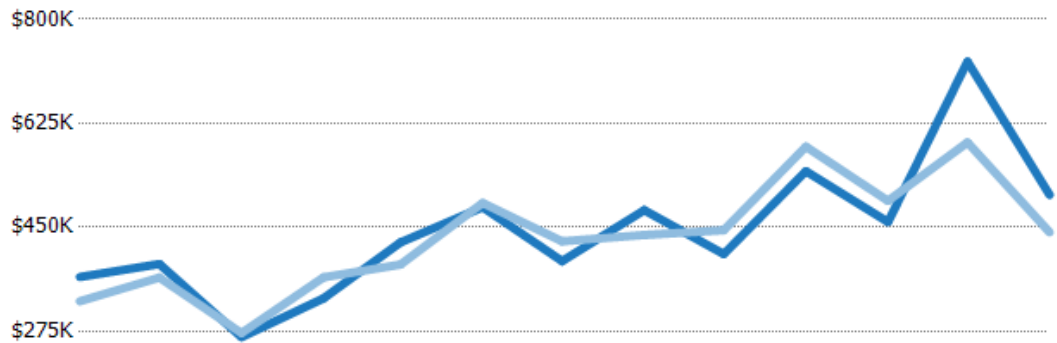
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$502K	\$435K	\$500K	\$377K
Median Sales Price	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$468K	\$435K	\$460K	\$368K
Med Sales Price as a % of Med List Price	92%	102%	94%	88%	93%	96%	95%	91%	97%	93%	100%	92%	97%

## 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



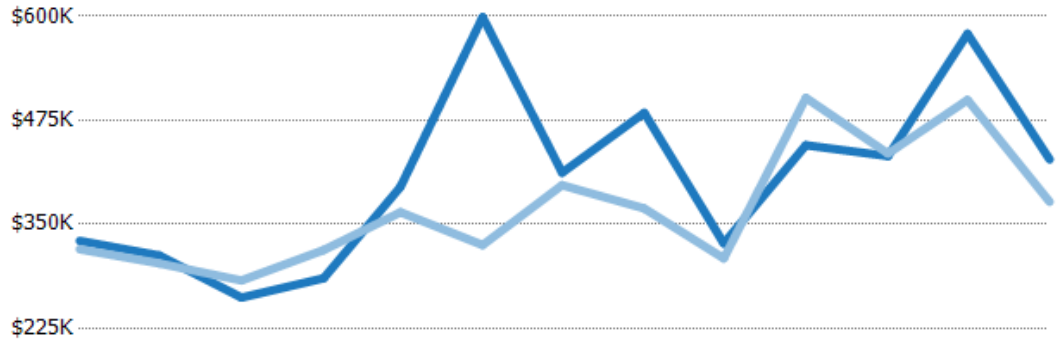
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$366K	\$388K	\$265K	\$331K	\$425K	\$484K	\$393K	\$479K	\$405K	\$544K	\$459K	\$729K	\$504K
Avg Sales Price	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$586K	\$494K	\$593K	\$442K
Avg Sales Price as a % of Avg Est Value	89%	94%	103%	111%	91%	101%	108%	91%	110%	108%	108%	81%	88%

## 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



\$100K

	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	\$330K	\$312K	\$262K	\$285K	\$395K	\$599K	\$412K	\$484K	\$327K	\$445K	\$432K	\$579K	\$428K
Median Sales Price	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$502K	\$435K	\$500K	\$377K
Med Sales Price as a % of Med Est Value	97%	97%	108%	112%	92%	54%	96%	76%	94%	113%	101%	86%	88%