

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	39	34	+14.7%	303	294	+3.1%
New Listing Volume	\$23,573,600	\$19,941,900	+18.2%	\$171,073,700	\$149,855,675	+14.2%
Active Listing Count	90	225	-60%	N/A	N/A	
Active Listing Volume	\$90,005,100	\$142,123,000	-36.7%	N/A	N/A	
Average Listing Price	\$1,000,057	\$631,658	+58.3%	\$734,235	\$576,034	+27.5%
Median Listing Price	\$549,500	\$425,000	+29.3%	\$466,283	\$400,920	+16.3%
Median Days in RPR	90	137	-34.3%	140.21	186.59	-24.9%
Months of Inventory	1.6	11.3	-85.5%	9.6	12.6	-23.4%
Absorption Rate	61.11%	8.89%	+52.2%	10.39%	7.96%	+2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	58	26	+123.1%	399	224	+78.1%
New Pending Sales Volume	\$29,971,500	\$10,739,925	+179.1%	\$198,288,500	\$78,441,623	+152.8%
Pending Sales Count	81	35	+131.4%	N/A	N/A	
Pending Sales Volume	\$38,282,800	\$11,610,125	+229.7%	N/A	N/A	
Closed Sales Count	56	24	+133.3%	256	178	+43.8%
Closed Sales Volume	\$31,803,550	\$9,483,750	+235.3%	\$118,216,374	\$61,101,255	+93.5%
Average Sales Price	\$567,921	\$395,156	+43.7%	\$461,783	\$343,265	+34.5%
Median Sales Price	\$460,000	\$311,250	+47.8%	\$392,867	\$285,766	+37.5%

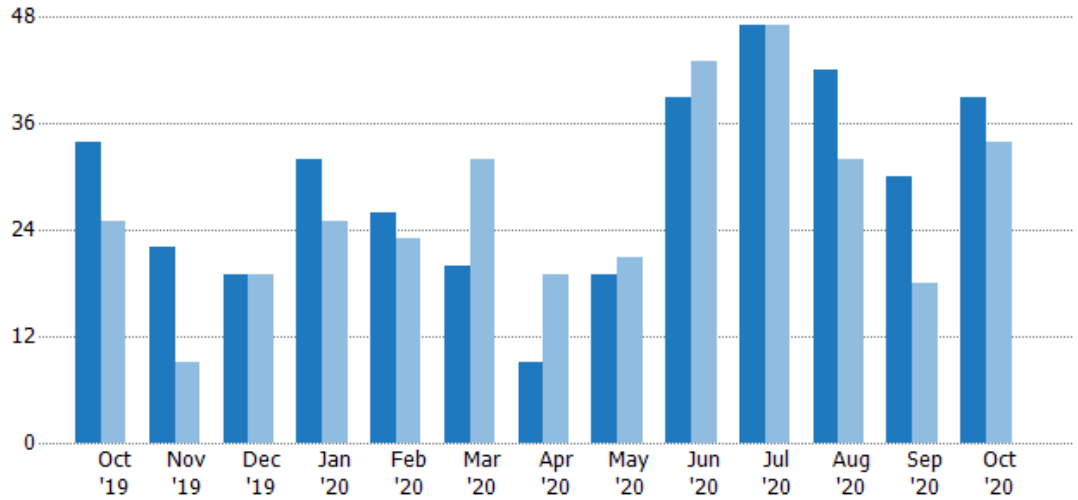
New Listings

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.
Oct '20	39	14.7%
Oct '19	34	36%
Oct '18	25	12%



Current Year	34	22	19	32	26	20	9	19	39	47	42	30	39
Prior Year	25	9	19	25	23	32	19	21	43	47	32	18	34
Percent Change from Prior Year	36%	144%	0%	28%	13%	-38%	-53%	-10%	-9%	0%	31%	67%	15%

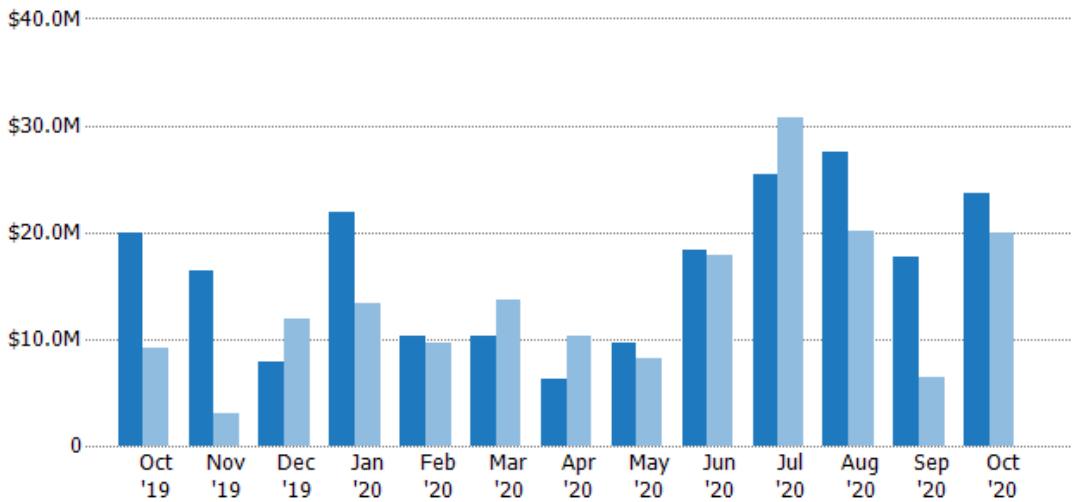
New Listing Volume

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.
Oct '20	\$23.6M	18.2%
Oct '19	\$19.9M	118.7%
Oct '18	\$9.12M	21.5%



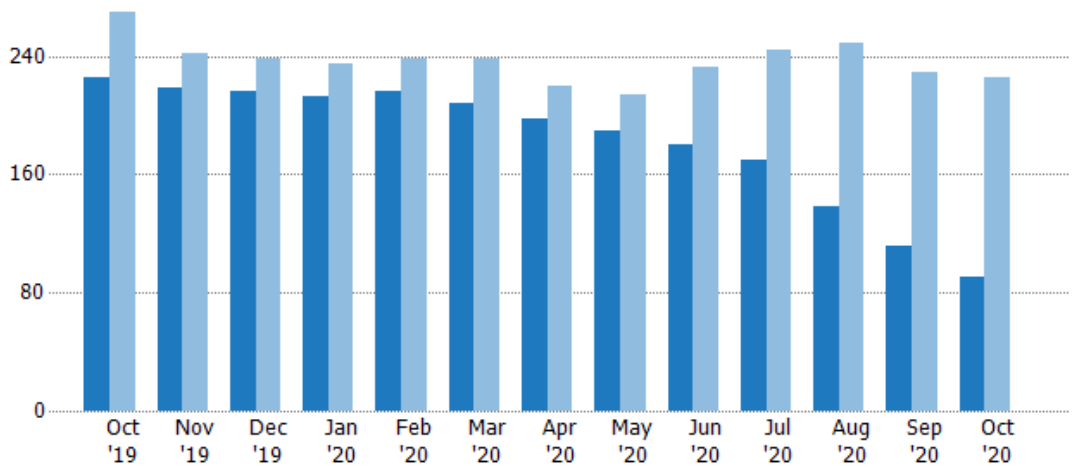
Current Year	\$19.9M	\$16.4M	\$7.87M	\$21.9M	\$10.2M	\$10.3M	\$6.28M	\$9.63M	\$18.4M	\$25.4M	\$27.6M	\$17.7M	\$23.6M
Prior Year	\$9.12M	\$3.07M	\$11.9M	\$13.3M	\$9.71M	\$13.6M	\$10.2M	\$8.11M	\$17.8M	\$30.7M	\$20.1M	\$6.44M	\$19.9M
Percent Change from Prior Year	119%	436%	-34%	65%	5%	-25%	-39%	19%	3%	-17%	37%	175%	18%

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



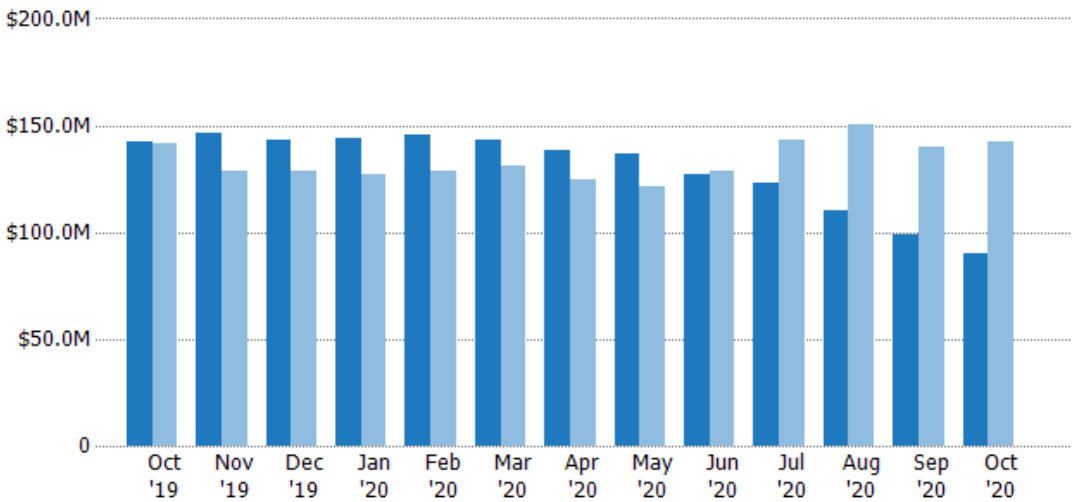
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	225	218	216	213	216	208	198	189	180	170	138	111	90
Prior Year	270	242	238	235	238	238	220	214	232	244	249	229	225
Percent Change from Prior Year	-17%	-10%	-9%	-9%	-9%	-13%	-10%	-12%	-22%	-30%	-45%	-52%	-60%

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



	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	\$142M	\$146M	\$143M	\$144M	\$146M	\$143M	\$138M	\$137M	\$127M	\$123M	\$110M	\$98.9M	\$90M
Prior Year	\$141M	\$129M	\$129M	\$127M	\$129M	\$131M	\$125M	\$122M	\$129M	\$143M	\$151M	\$140M	\$142M
Percent Change from Prior Year	0%	14%	11%	13%	13%	9%	11%	12%	-1%	-14%	-27%	-29%	-37%

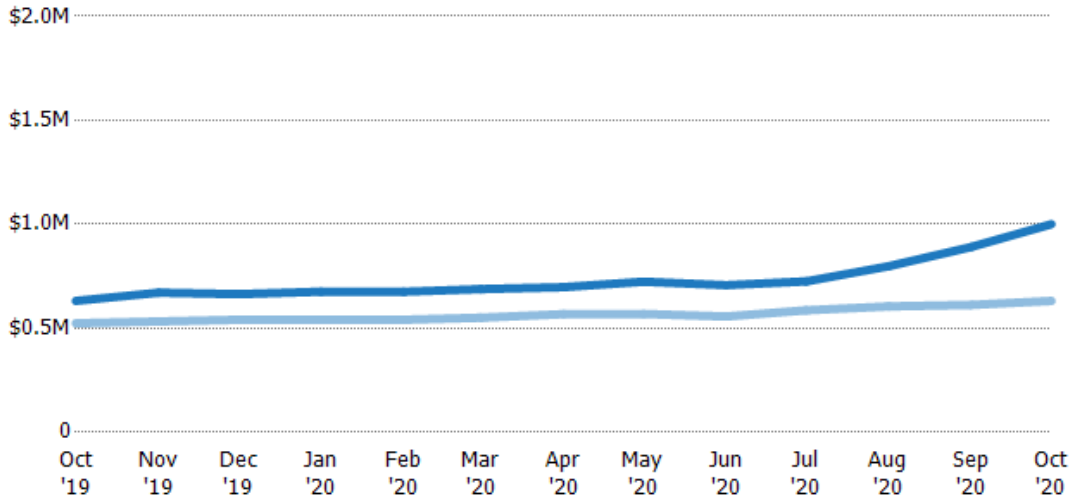
Average Listing Price

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.
Oct '20	\$1M	58.3%
Oct '19	\$632K	20.5%
Oct '18	\$524K	0.3%



Current Year	\$632K	\$671K	\$664K	\$676K	\$676K	\$688K	\$698K	\$724K	\$707K	\$725K	\$799K	\$891K	\$1M
Prior Year	\$524K	\$533K	\$541K	\$541K	\$541K	\$551K	\$568K	\$569K	\$556K	\$586K	\$605K	\$612K	\$632K
Percent Change from Prior Year	21%	26%	23%	25%	25%	25%	23%	27%	27%	24%	32%	46%	58%

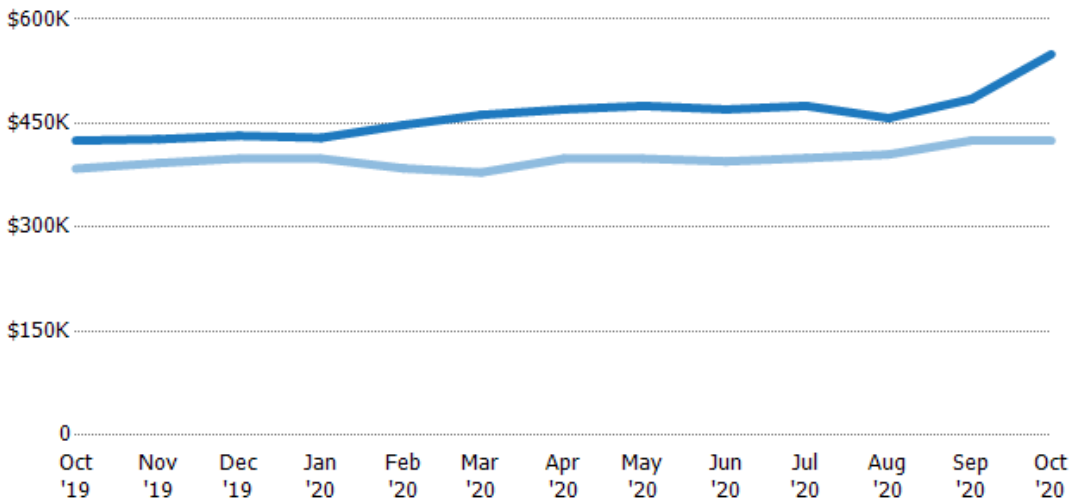
Median Listing Price

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.
Oct '20	\$550K	29.3%
Oct '19	\$425K	10.5%
Oct '18	\$385K	-9%



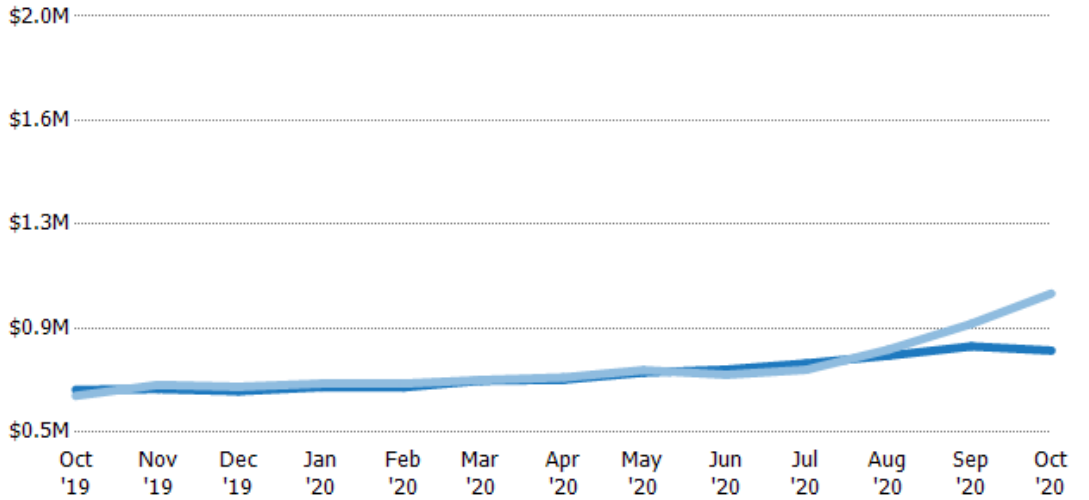
Current Year	\$425K	\$427K	\$432K	\$429K	\$448K	\$462K	\$470K	\$475K	\$470K	\$475K	\$458K	\$485K	\$550K
Prior Year	\$385K	\$393K	\$399K	\$399K	\$385K	\$379K	\$399K	\$399K	\$395K	\$400K	\$405K	\$425K	\$425K
Percent Change from Prior Year	11%	9%	8%	8%	16%	22%	18%	19%	19%	19%	13%	14%	29%

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



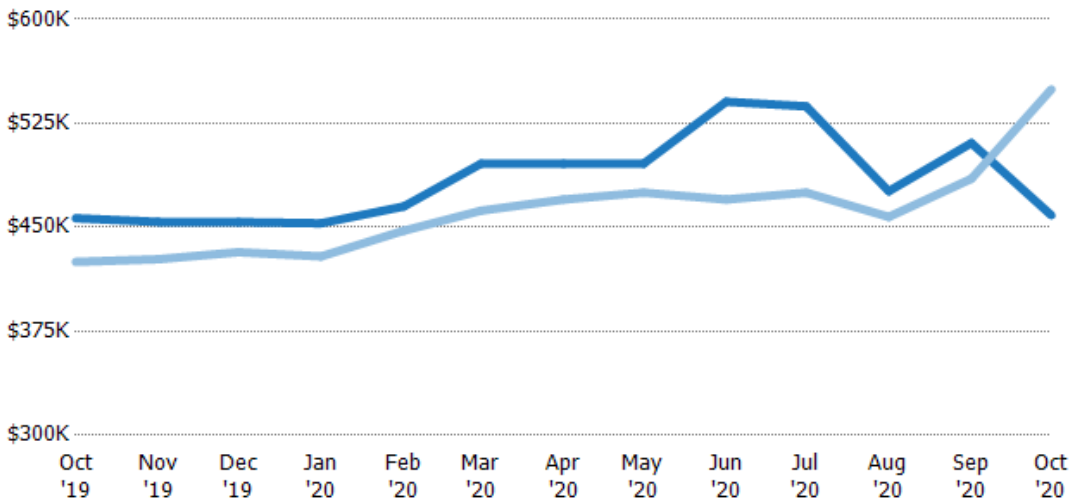
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$653K	\$656K	\$648K	\$663K	\$662K	\$686K	\$690K	\$716K	\$726K	\$748K	\$777K	\$810K	\$795K
Avg Listing Price	\$632K	\$671K	\$664K	\$676K	\$676K	\$688K	\$698K	\$724K	\$707K	\$725K	\$799K	\$891K	\$1M
Avg Listing Price as a % of Avg Est Value	97%	102%	102%	102%	102%	100%	101%	101%	97%	97%	103%	110%	126%

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



	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	\$457K	\$454K	\$454K	\$453K	\$465K	\$496K	\$496K	\$496K	\$541K	\$537K	\$476K	\$511K	\$459K
Median Listing Price	\$425K	\$427K	\$432K	\$429K	\$448K	\$462K	\$470K	\$475K	\$470K	\$475K	\$458K	\$485K	\$550K
Med Listing Price as a % of Med Est Value	93%	94%	95%	95%	96%	93%	95%	96%	87%	88%	96%	95%	120%

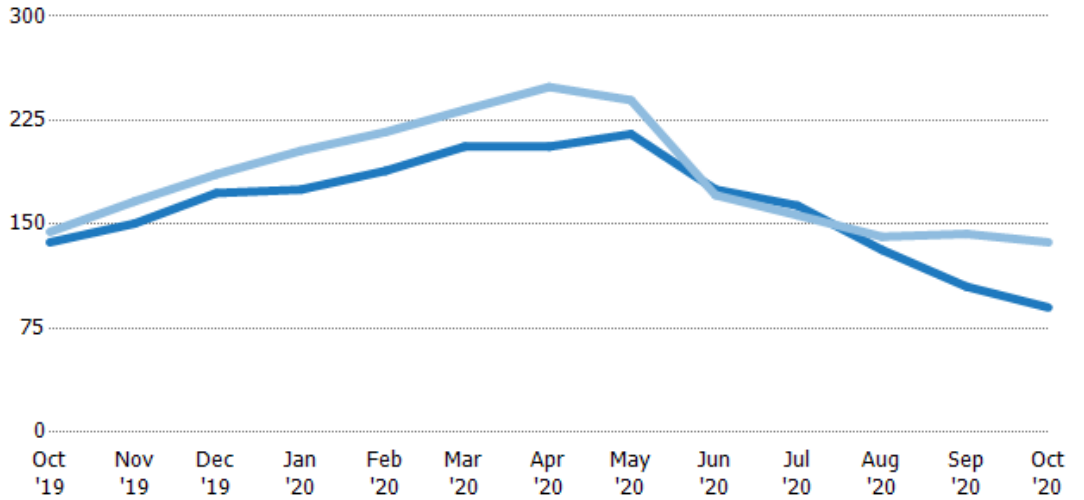
Median Days in RPR

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.
Oct '20	90	-34.3%
Oct '19	137	-5.2%
Oct '18	145	0.3%



	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	137	151	173	175	189	206	206	215	175	164	132	105	90
Prior Year	145	167	186	203	217	233	249	240	171	157	141	143	137
Percent Change from Prior Year	-5%	-10%	-7%	-14%	-13%	-11%	-17%	-10%	2%	4%	-7%	-27%	-34%

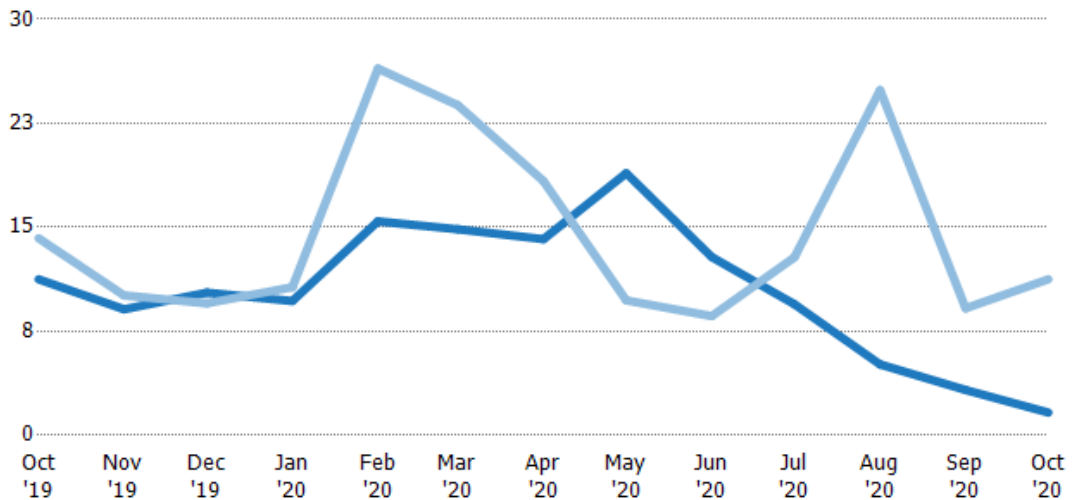
Months of Inventory

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.
Oct '20	1.64	-85.5%
Oct '19	11.3	-20.8%
Oct '18	14.2	31.5%



	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	11.3	9.08	10.3	9.68	15.4	14.9	14.1	18.9	12.9	9.44	5.11	3.26	1.64
Prior Year	14.2	10.1	9.52	10.7	26.4	23.8	18.3	9.73	8.59	12.8	24.9	9.16	11.3
Percent Change from Prior Year	-21%	-10%	8%	-9%	-42%	-38%	-23%	94%	50%	-26%	-79%	-64%	-85%

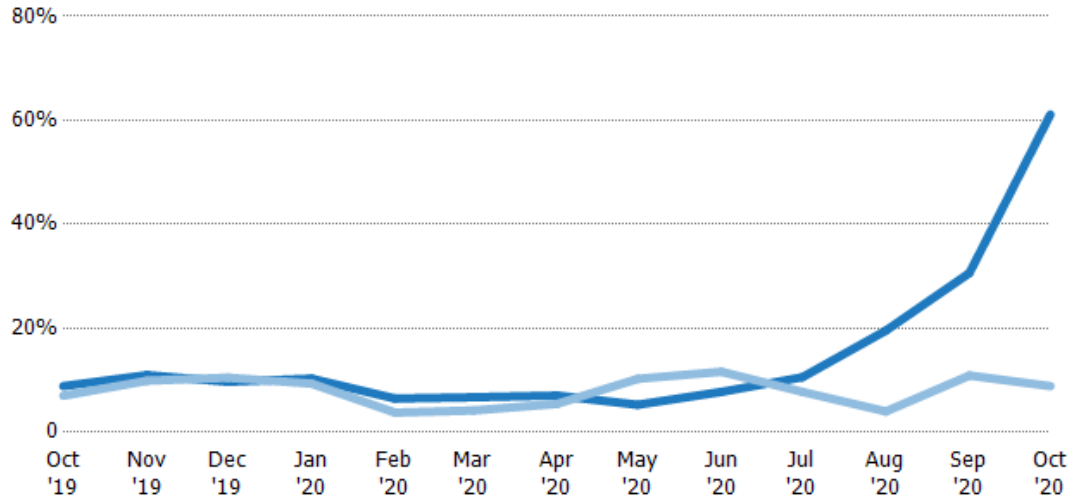
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '20	61%	-52.2%
Oct '19	9%	-1.9%
Oct '18	7%	-23.9%



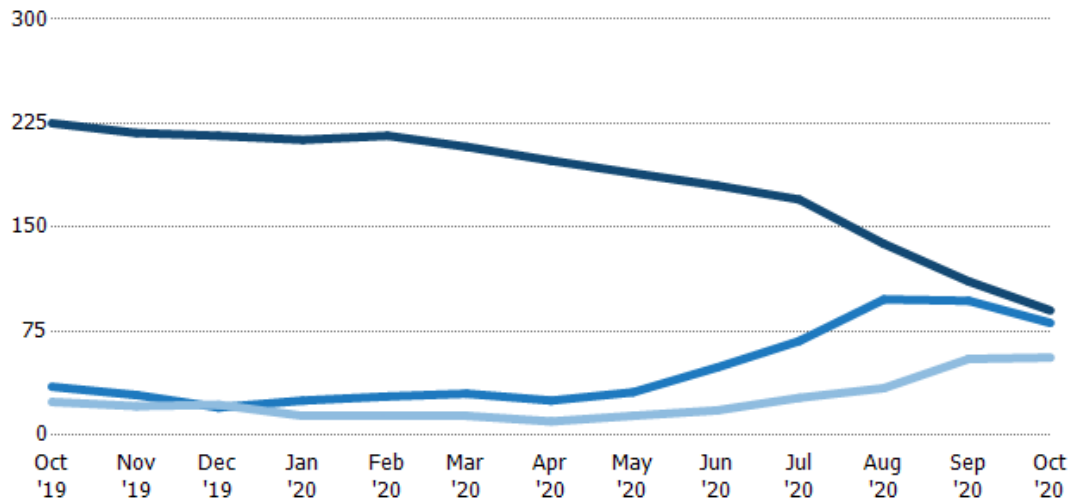
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	9%	11%	10%	10%	6%	7%	7%	5%	8%	11%	20%	31%	61%
Prior Year	7%	10%	11%	9%	4%	4%	5%	10%	12%	8%	4%	11%	9%
Change from Prior Year	-2%	-1%	1%	-1%	-3%	-3%	-2%	5%	4%	-3%	-16%	-20%	-52%

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



	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
Active	225	218	216	213	216	208	198	189	180	170	138	111	90
Pending	35	29	20	25	28	30	25	31	49	68	98	97	81
Sold	24	21	22	14	14	14	10	14	18	27	34	55	56

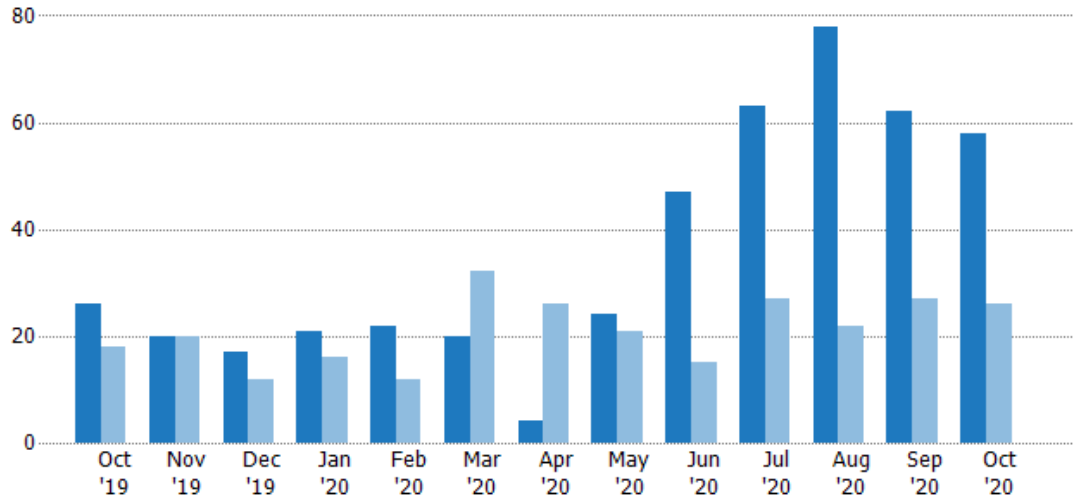
New Pending Sales

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.
Oct '20	58	123.1%
Oct '19	26	44.4%
Oct '18	18	-22.2%



Current Year	26	20	17	21	22	20	4	24	47	63	78	62	58
Prior Year	18	20	12	16	12	32	26	21	15	27	22	27	26
Percent Change from Prior Year	44%	0%	42%	31%	83%	-38%	-85%	14%	213%	133%	255%	130%	123%

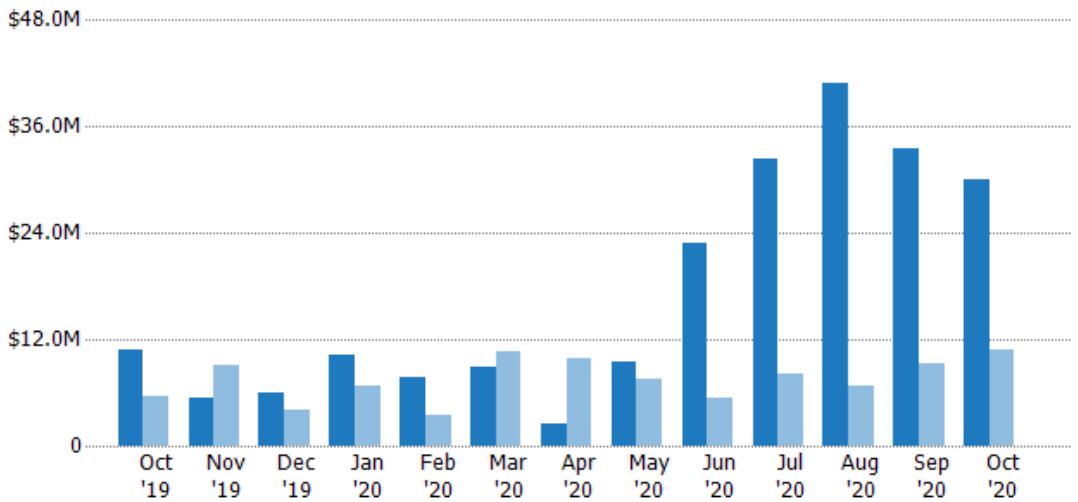
New Pending Sales Volume

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.
Oct '20	\$30M	179.1%
Oct '19	\$10.7M	90.7%
Oct '18	\$5.63M	-3%



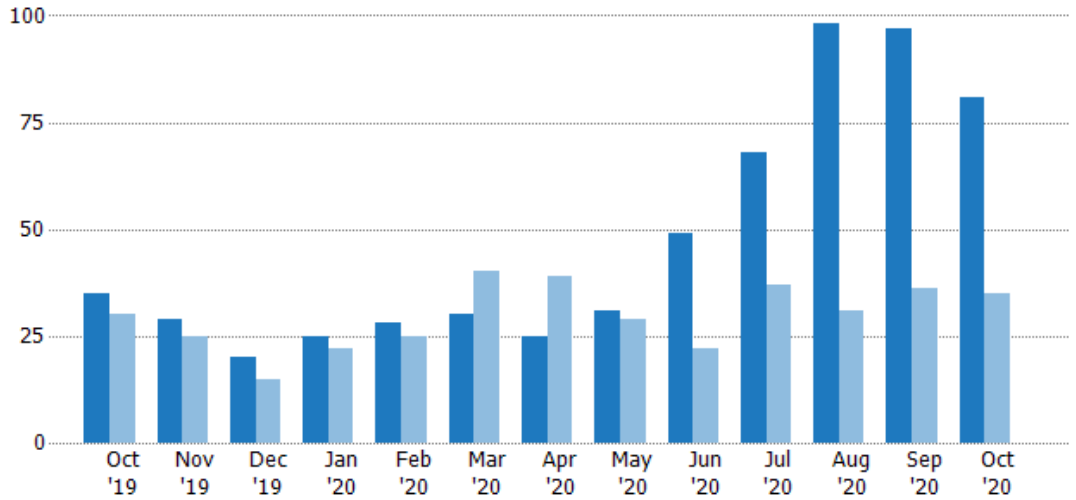
Current Year	\$10.7M	\$5.44M	\$5.95M	\$10.2M	\$7.77M	\$8.86M	\$2.51M	\$9.43M	\$22.8M	\$32.4M	\$40.8M	\$33.5M	\$30M
Prior Year	\$5.63M	\$8.99M	\$4.09M	\$6.8M	\$3.36M	\$10.7M	\$9.95M	\$7.47M	\$5.3M	\$8.12M	\$6.72M	\$9.25M	\$10.7M
Percent Change from Prior Year	91%	-39%	45%	50%	131%	-17%	-75%	26%	330%	299%	507%	262%	179%

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.
Oct '20	81	131.4%
Oct '19	35	16.7%
Oct '18	30	-33.3%

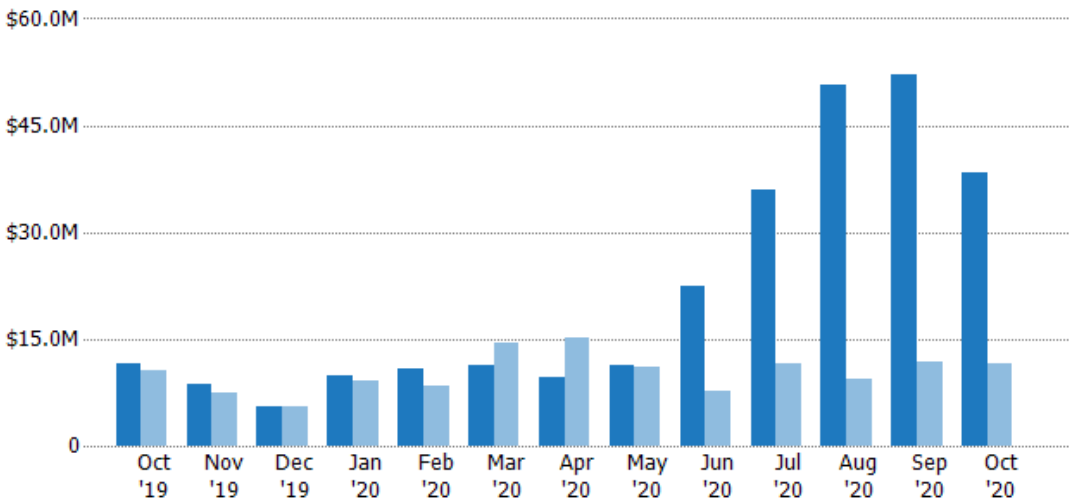
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	35	29	20	25	28	30	25	31	49	68	98	97	81
Prior Year	30	25	15	22	25	40	39	29	22	37	31	36	35
Percent Change from Prior Year	17%	16%	33%	14%	12%	-25%	-36%	7%	123%	84%	216%	169%	131%

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.
Oct '20	\$38.3M	229.7%
Oct '19	\$11.6M	10.4%
Oct '18	\$10.5M	-25.4%

	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	\$11.6M	\$8.68M	\$5.62M	\$9.8M	\$10.9M	\$11.4M	\$9.62M	\$11.4M	\$22.4M	\$36M	\$50.6M	\$52.1M	\$38.3M
Prior Year	\$10.5M	\$7.52M	\$5.56M	\$9.07M	\$8.31M	\$14.4M	\$15.1M	\$11M	\$7.73M	\$11.4M	\$9.36M	\$11.8M	\$11.6M
Percent Change from Prior Year	10%	15%	1%	8%	31%	-20%	-36%	3%	189%	214%	441%	341%	230%

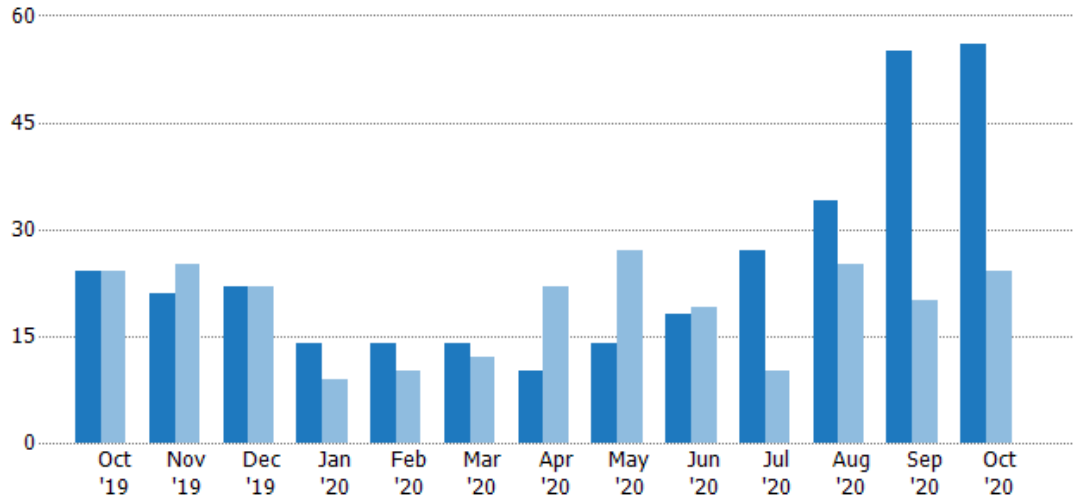
Closed Sales

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.
Oct '20	56	133.3%
Oct '19	24	0%
Oct '18	24	-4.2%



Current Year	24	21	22	14	14	14	10	14	18	27	34	55	56
Prior Year	24	25	22	9	10	12	22	27	19	10	25	20	24
Percent Change from Prior Year	0%	-16%	0%	56%	40%	17%	-55%	-48%	-5%	170%	36%	175%	133%

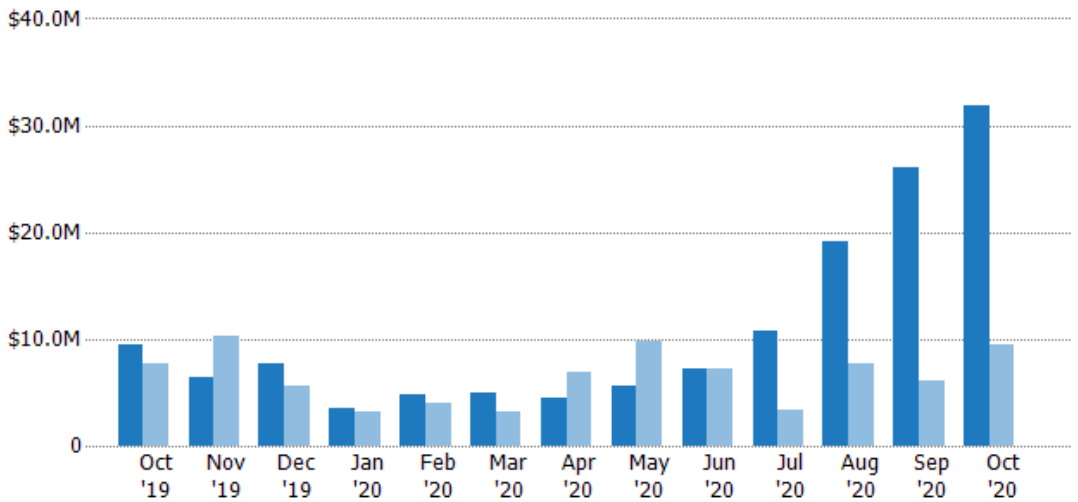
Closed Sales Volume

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.
Oct '20	\$31.8M	235.3%
Oct '19	\$9.48M	23.7%
Oct '18	\$7.66M	12.4%



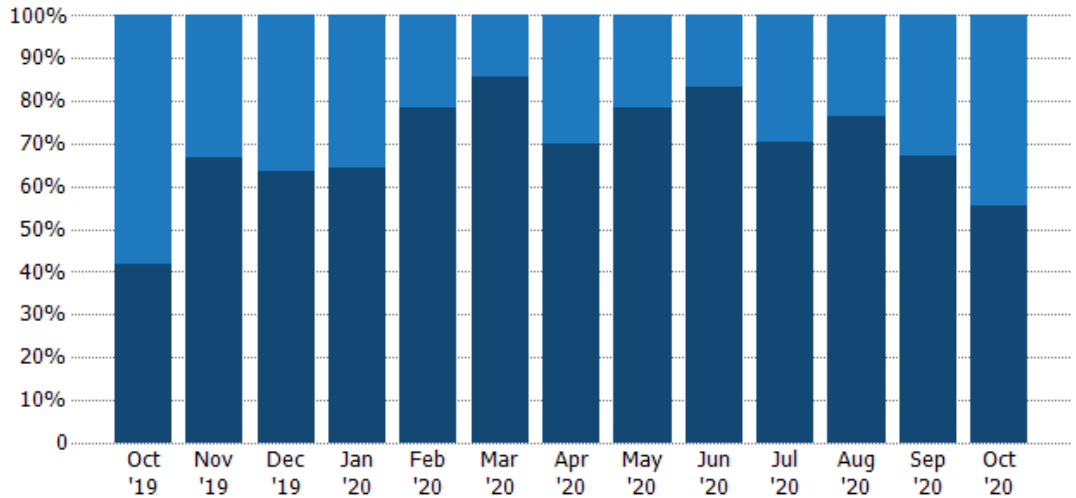
Current Year	\$9.48M	\$6.47M	\$7.64M	\$3.56M	\$4.74M	\$4.92M	\$4.51M	\$5.67M	\$7.22M	\$10.7M	\$19.1M	\$26M	\$31.8M
Prior Year	\$7.66M	\$10.3M	\$5.61M	\$3.15M	\$4.08M	\$3.21M	\$6.83M	\$9.82M	\$7.3M	\$3.42M	\$7.66M	\$6.16M	\$9.48M
Percent Change from Prior Year	24%	-37%	36%	13%	16%	53%	-34%	-42%	-1%	213%	149%	322%	235%

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



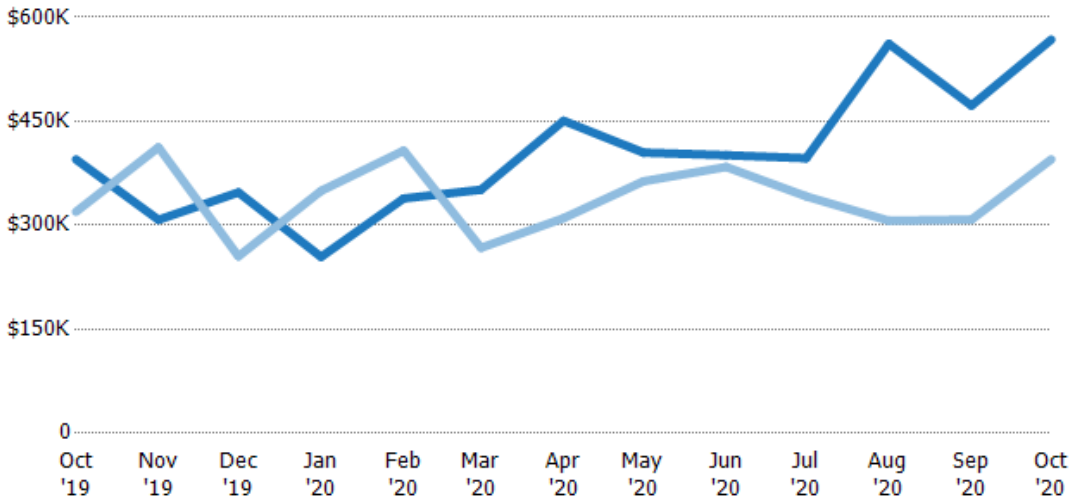
Condo/Townhouse	58%	33%	36%	36%	21%	14%	30%	21%	17%	30%	24%	33%	45%
Single Family Residence	42%	67%	64%	64%	79%	86%	70%	79%	83%	70%	76%	67%	55%

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	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$562K	\$473K	\$568K
Prior Year	\$319K	\$412K	\$255K	\$350K	\$408K	\$267K	\$310K	\$364K	\$384K	\$342K	\$307K	\$308K	\$395K
Percent Change from Prior Year	24%	-25%	36%	-27%	-17%	31%	45%	11%	4%	16%	83%	53%	44%

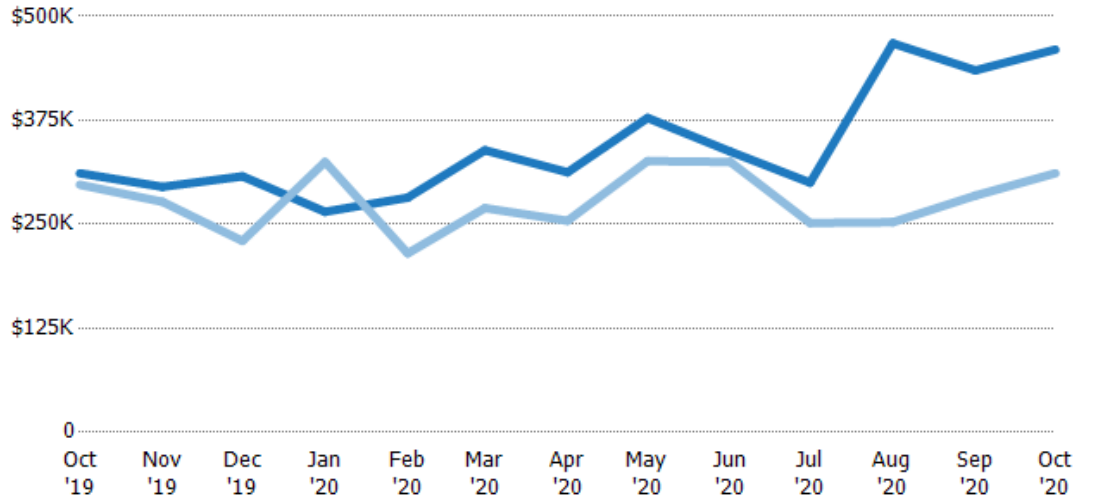
Median Sales Price

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.
Oct '20	\$460K	47.8%
Oct '19	\$311K	4.6%
Oct '18	\$298K	-2.5%



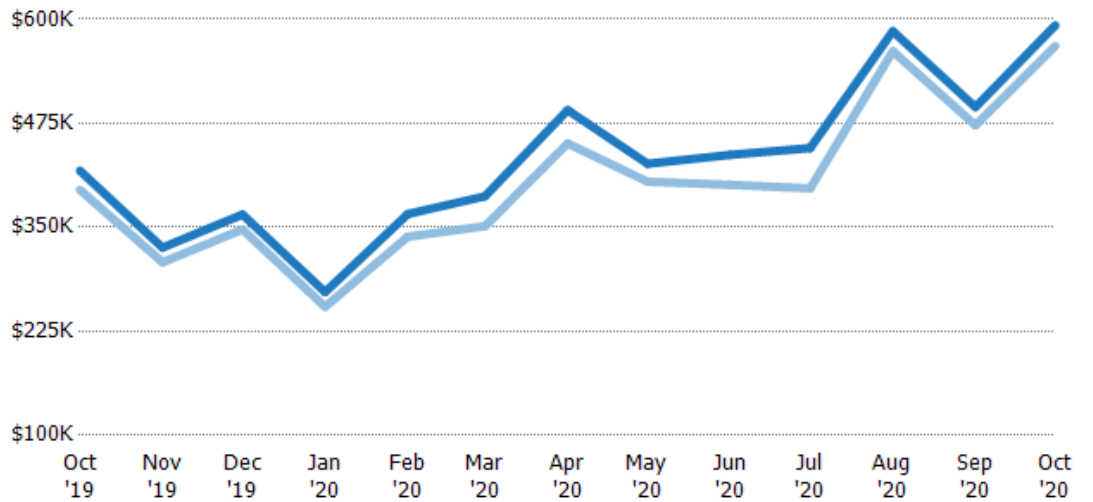
Current Year	\$311K	\$295K	\$308K	\$265K	\$282K	\$339K	\$313K	\$378K	\$338K	\$300K	\$468K	\$435K	\$460K
Prior Year	\$298K	\$277K	\$230K	\$325K	\$215K	\$269K	\$254K	\$326K	\$325K	\$252K	\$253K	\$285K	\$311K
Percent Change from Prior Year	5%	6%	34%	-18%	31%	26%	23%	16%	4%	19%	85%	53%	48%

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



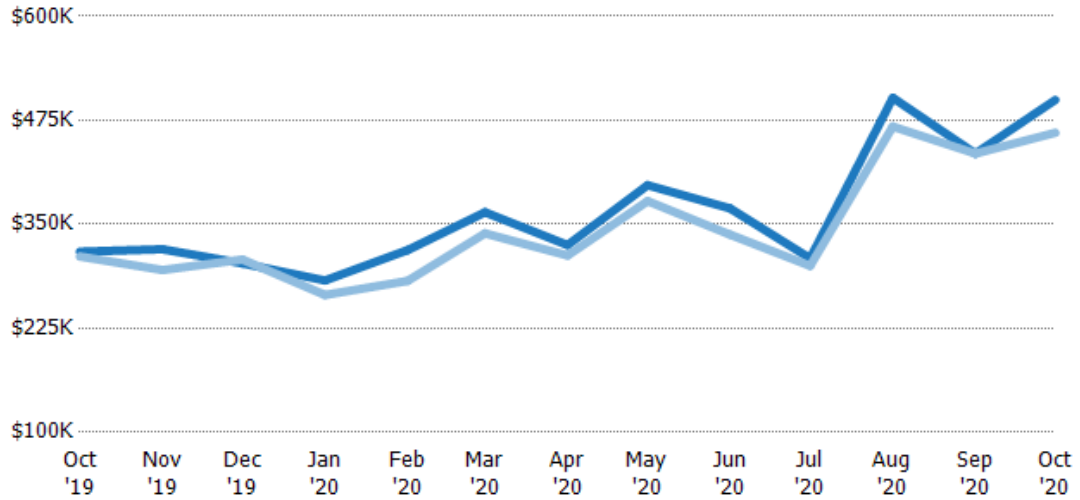
Avg List Price	\$418K	\$326K	\$365K	\$272K	\$366K	\$387K	\$491K	\$426K	\$437K	\$445K	\$586K	\$494K	\$593K
Avg Sales Price	\$395K	\$308K	\$347K	\$254K	\$339K	\$351K	\$451K	\$405K	\$401K	\$397K	\$562K	\$473K	\$568K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	93%	93%	91%	92%	95%	92%	89%	96%	96%	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

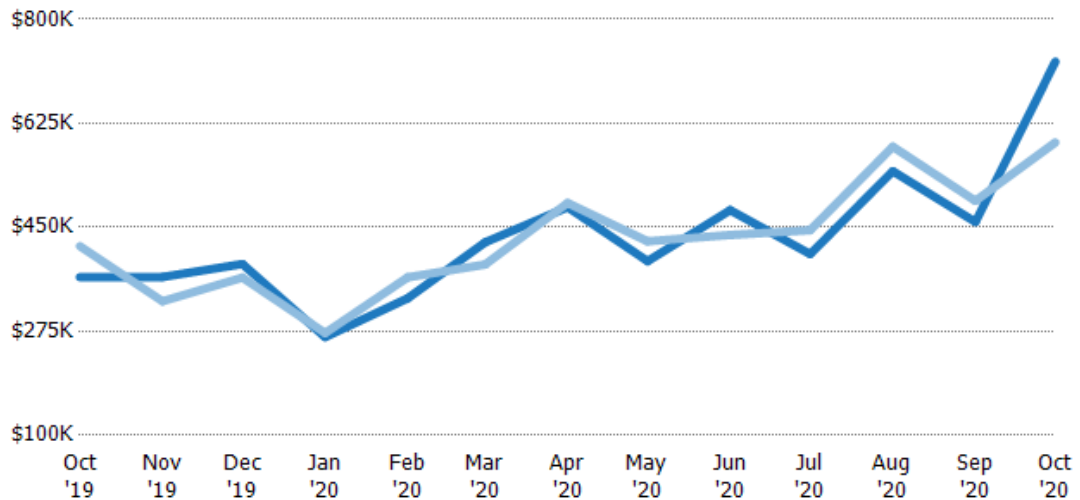


Average Sales Price vs Average Est Value

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

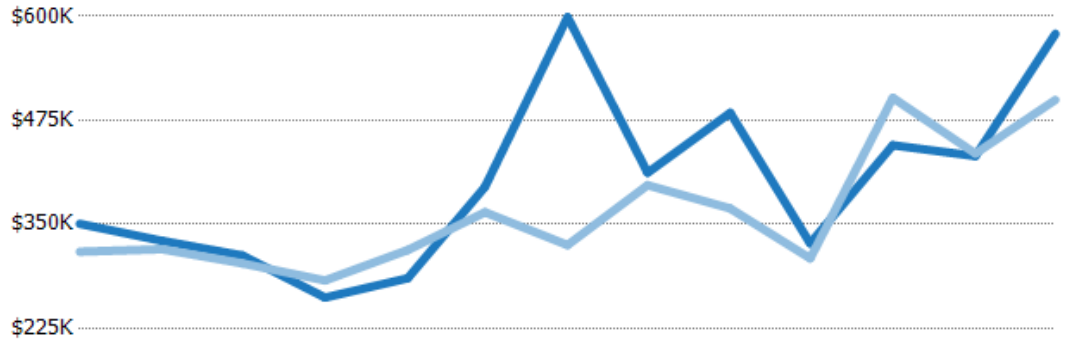


Median Sales Price vs Median Est Value

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



	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	\$351K	\$330K	\$312K	\$262K	\$285K	\$395K	\$599K	\$412K	\$484K	\$327K	\$445K	\$432K	\$579K
Median Sales Price	\$317K	\$320K	\$303K	\$282K	\$319K	\$365K	\$325K	\$397K	\$369K	\$309K	\$502K	\$435K	\$500K
Med Sales Price as a % of Med Est Value	90%	97%	97%	108%	112%	92%	54%	96%	76%	94%	113%	101%	86%