

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	3	+166.7%	145	131	+10.7%
New Listing Volume	\$2,087,400	\$933,900	+123.5%	\$48,608,799	\$40,633,450	+19.6%
Active Listing Count	11	24	-54.2%	N/A	N/A	
Active Listing Volume	\$5,881,700	\$8,521,600	-31%	N/A	N/A	
Average Listing Price	\$534,700	\$355,067	+50.6%	\$400,090	\$410,074	-2.4%
Median Listing Price	\$275,000	\$302,500	-9.1%	\$297,044	\$323,063	-8.1%
Median Days in RPR	142	143.5	-1%	77	98.07	-21.5%
Months of Inventory	0.8	2	-57.7%	2.8	8	-65.6%
Absorption Rate	118.18%	50%	+68.2%	36.36%	12.5%	+23.9%
Sales Activity Charts Metrics						
New Pending Sales Count	13	5	+160%	159	119	+33.6%
New Pending Sales Volume	\$3,960,400	\$1,513,400	+161.7%	\$50,849,600	\$37,117,450	+37%
Pending Sales Count	20	6	+233.3%	N/A	N/A	
Pending Sales Volume	\$5,992,100	\$2,007,400	+198.5%	N/A	N/A	
Closed Sales Count	6	4	+50%	115	105	+9.5%
Closed Sales Volume	\$1,552,400	\$1,257,000	+23.5%	\$36,051,708	\$30,448,793	+18.4%
Average Sales Price	\$258,733	\$314,250	-17.7%	\$313,493	\$289,989	+8.1%
Median Sales Price	\$274,950	\$306,000	-10.1%	\$297,380	\$287,199	+3.5%

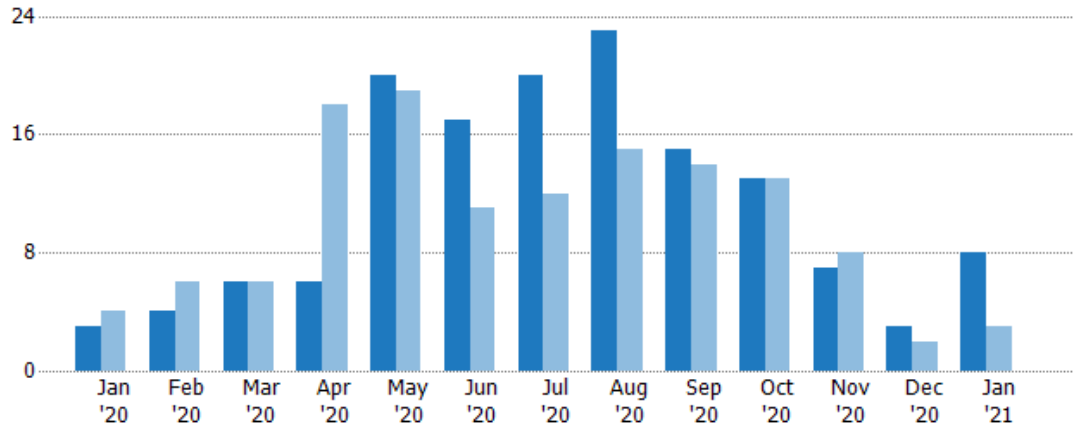
New Listings

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.
Jan '21	8	166.7%
Jan '20	3	-25%
Jan '19	4	-75%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3	4	6	6	20	17	20	23	15	13	7	3	8
Prior Year	4	6	6	18	19	11	12	15	14	13	8	2	3
Percent Change from Prior Year	-25%	-33%	0%	-67%	5%	55%	67%	53%	7%	0%	-13%	50%	167%

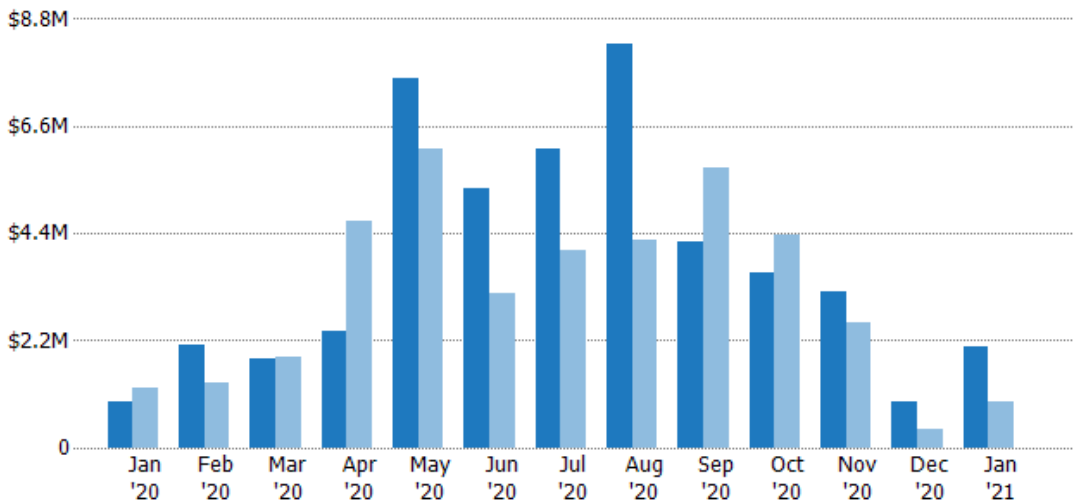
New Listing Volume

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.
Jan '21	\$2.09M	123.5%
Jan '20	\$934K	-23.2%
Jan '19	\$1.22M	-78.2%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$934K	\$2.1M	\$1.81M	\$2.39M	\$7.57M	\$5.32M	\$6.15M	\$8.29M	\$4.22M	\$3.6M	\$3.2M	\$935K	\$2.09M
Prior Year	\$1.22M	\$1.32M	\$1.86M	\$4.65M	\$6.14M	\$3.17M	\$4.05M	\$4.25M	\$5.75M	\$4.36M	\$2.56M	\$369K	\$934K
Percent Change from Prior Year	-23%	59%	-3%	-49%	23%	68%	52%	95%	-27%	-17%	25%	153%	124%

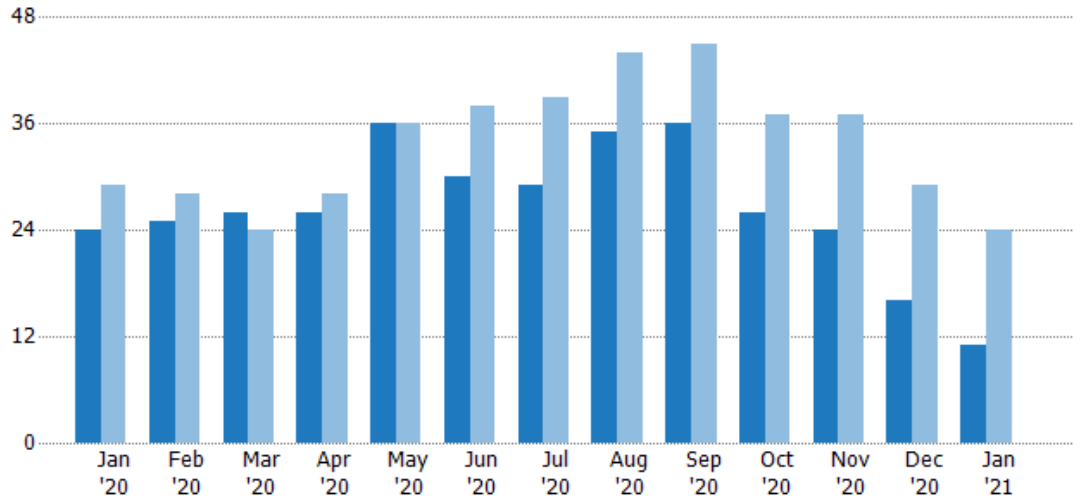
Active Listings

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.
Jan '21	11	-54.2%
Jan '20	24	-17.2%
Jan '19	29	34.5%



Current Year	24	25	26	26	36	30	29	35	36	26	24	16	11
Prior Year	29	28	24	28	36	38	39	44	45	37	37	29	24
Percent Change from Prior Year	-17%	-11%	8%	-7%	0%	-21%	-26%	-20%	-20%	-30%	-35%	-45%	-54%

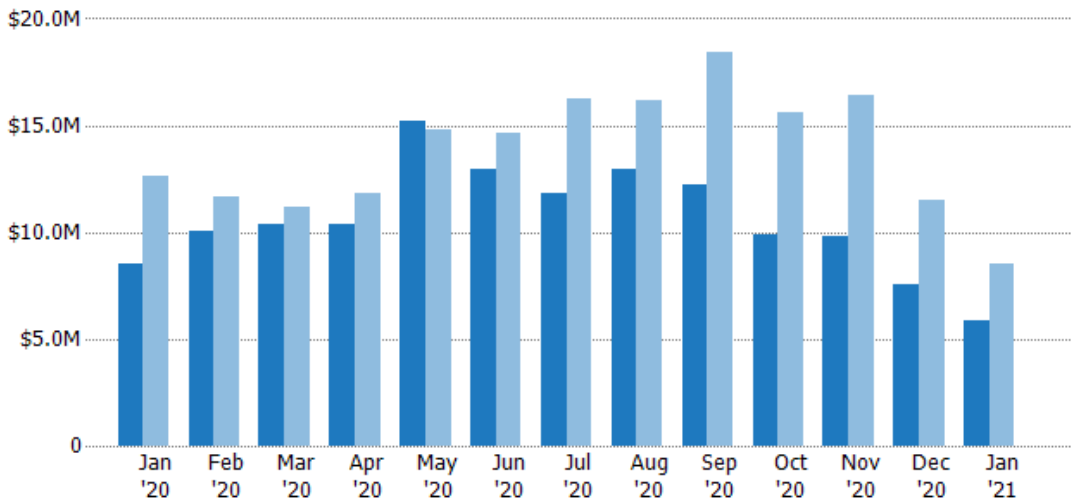
Active Listing Volume

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.
Jan '21	\$5.88M	-31%
Jan '20	\$8.52M	-32.7%
Jan '19	\$12.7M	19.8%



Current Year	\$8.52M	\$10.1M	\$10.4M	\$10.4M	\$15.2M	\$12.9M	\$11.8M	\$13M	\$12.2M	\$9.87M	\$9.83M	\$7.59M	\$5.88M
Prior Year	\$12.7M	\$11.7M	\$11.2M	\$11.8M	\$14.8M	\$14.7M	\$16.2M	\$16.2M	\$18.4M	\$15.6M	\$16.4M	\$11.5M	\$8.52M
Percent Change from Prior Year	-33%	-14%	-7%	-12%	3%	-12%	-27%	-20%	-34%	-37%	-40%	-34%	-31%

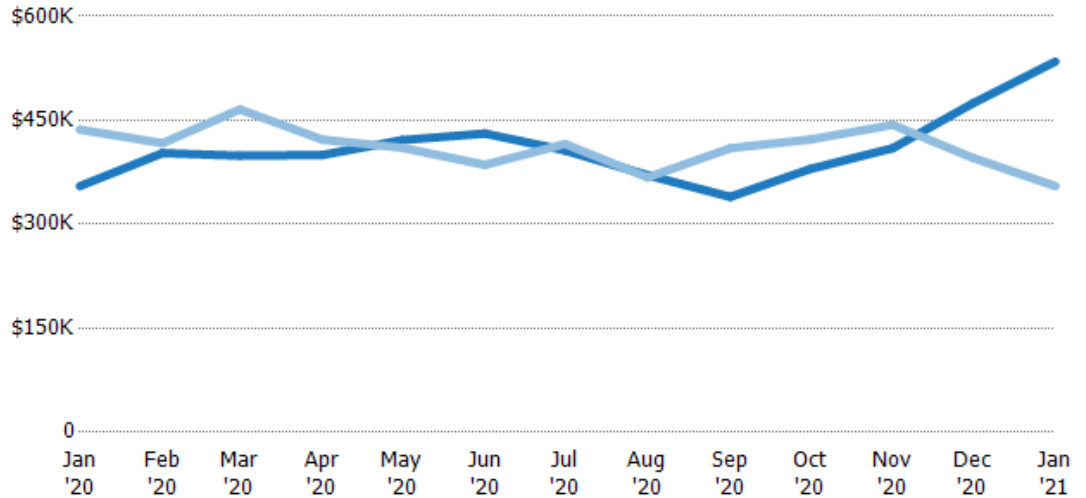
Average Listing Price

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.
Jan '21	\$535K	50.6%
Jan '20	\$355K	-18.7%
Jan '19	\$437K	-10.9%



Current Year	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$380K	\$410K	\$474K	\$535K
Prior Year	\$437K	\$417K	\$466K	\$422K	\$410K	\$386K	\$416K	\$368K	\$410K	\$422K	\$443K	\$396K	\$355K
Percent Change from Prior Year	-19%	-3%	-14%	-5%	3%	12%	-2%	1%	-17%	-10%	-8%	20%	51%

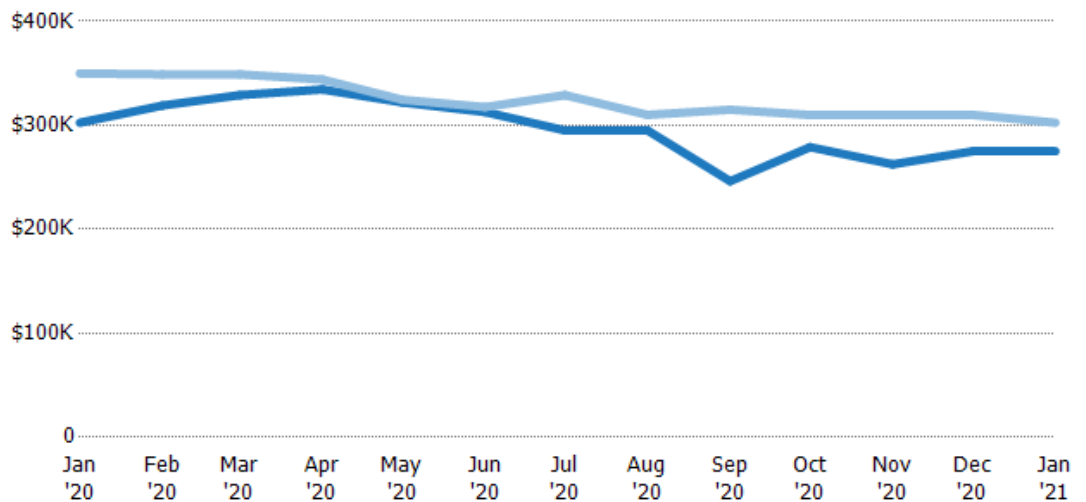
Median Listing Price

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.
Jan '21	\$275K	-9.1%
Jan '20	\$303K	-13.5%
Jan '19	\$350K	-7.1%



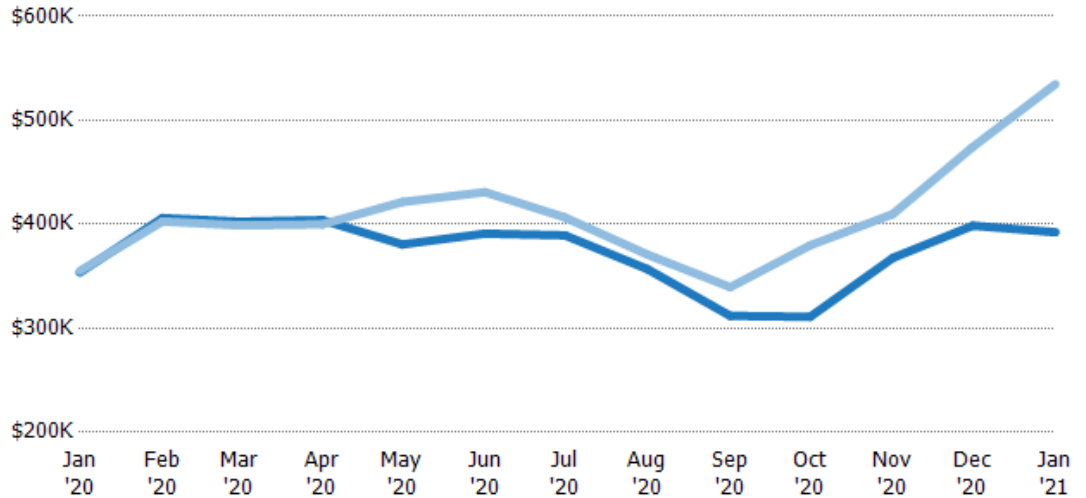
Current Year	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$279K	\$263K	\$275K	\$275K
Prior Year	\$350K	\$349K	\$349K	\$344K	\$325K	\$318K	\$329K	\$310K	\$315K	\$310K	\$310K	\$310K	\$303K
Percent Change from Prior Year	-14%	-9%	-6%	-3%	-1%	-1%	-10%	-5%	-22%	-10%	-15%	-11%	-9%

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



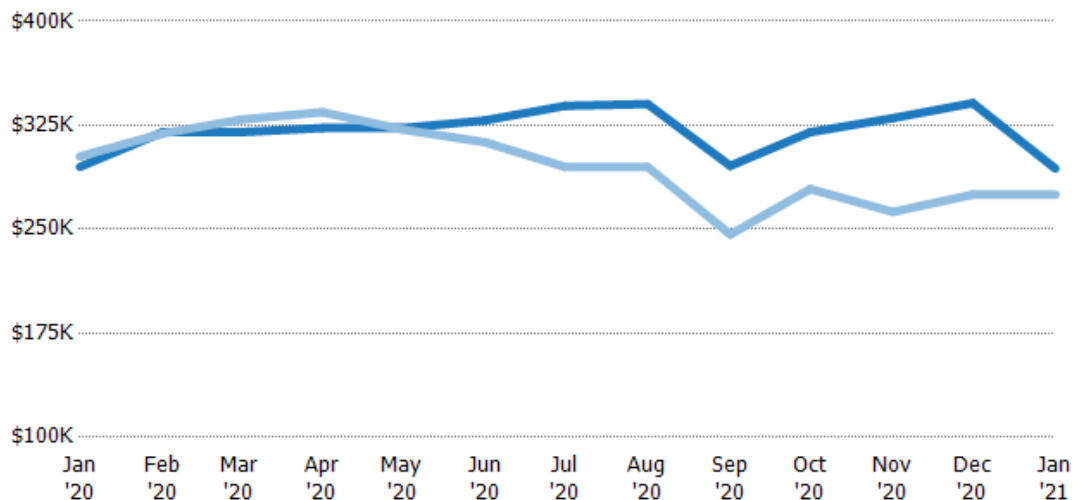
Avg Est Value	\$354K	\$406K	\$403K	\$404K	\$381K	\$391K	\$389K	\$357K	\$312K	\$311K	\$368K	\$399K	\$392K
Avg Listing Price	\$355K	\$403K	\$399K	\$400K	\$421K	\$431K	\$407K	\$371K	\$340K	\$380K	\$410K	\$474K	\$535K
Avg Listing Price as a % of Avg Est Value	100%	99%	99%	99%	111%	110%	104%	104%	109%	122%	111%	119%	136%

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 Est Value	\$295K	\$320K	\$320K	\$323K	\$323K	\$329K	\$339K	\$340K	\$296K	\$320K	\$330K	\$341K	\$294K
Median Listing Price	\$303K	\$319K	\$329K	\$334K	\$322K	\$313K	\$295K	\$295K	\$246K	\$279K	\$263K	\$275K	\$275K
Med Listing Price as a % of Med Est Value	103%	100%	103%	104%	100%	95%	87%	87%	83%	87%	80%	81%	94%

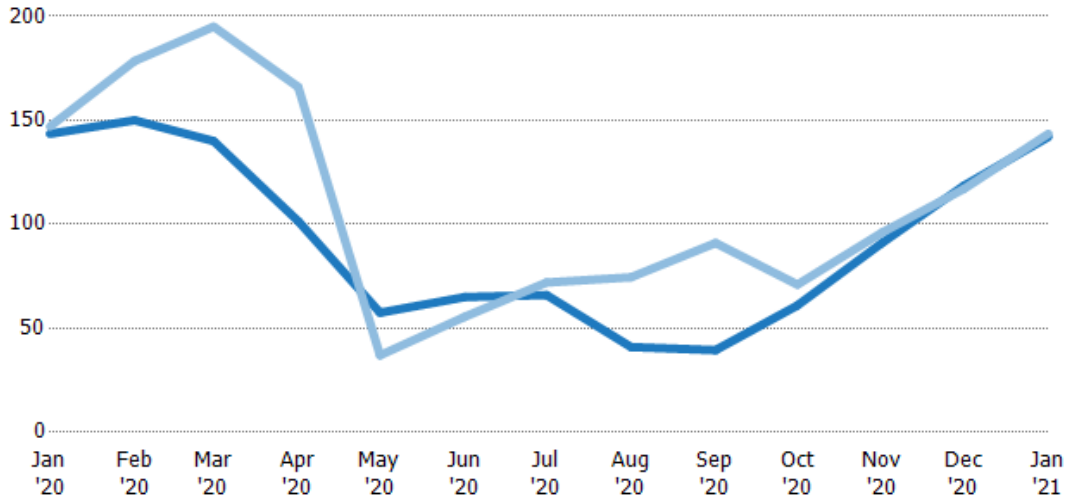
Median Days in RPR

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.
Jan '21	142	-1%
Jan '20	144	-2.4%
Jan '19	147	27.9%



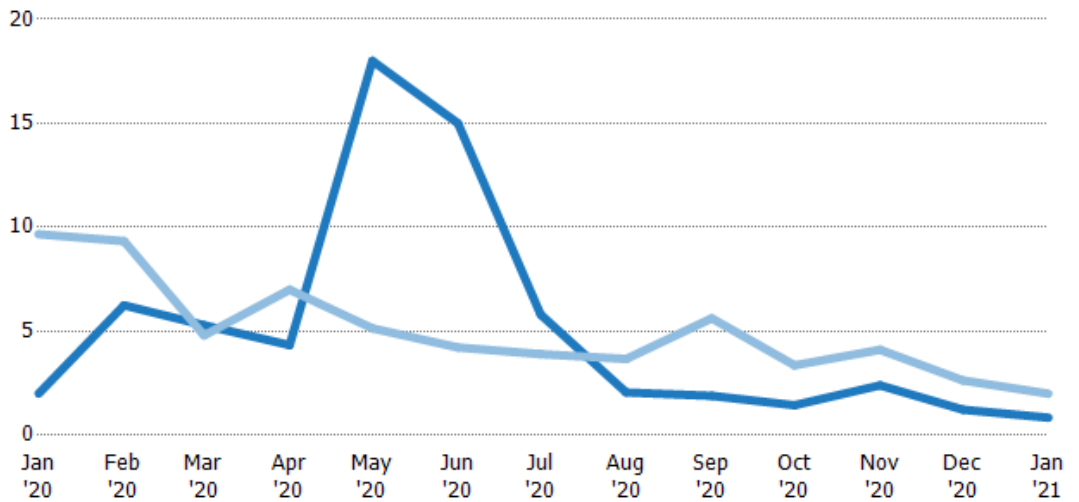
Current Year	144	150	140	102	57.5	65	66	41	39.5	61	91	119	142
Prior Year	147	179	195	166	37	55.5	72	74.5	91	71	96	117	144
Percent Change from Prior Year	-2%	-16%	-28%	-39%	55%	17%	-8%	-45%	-57%	-14%	-5%	1%	-1%

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



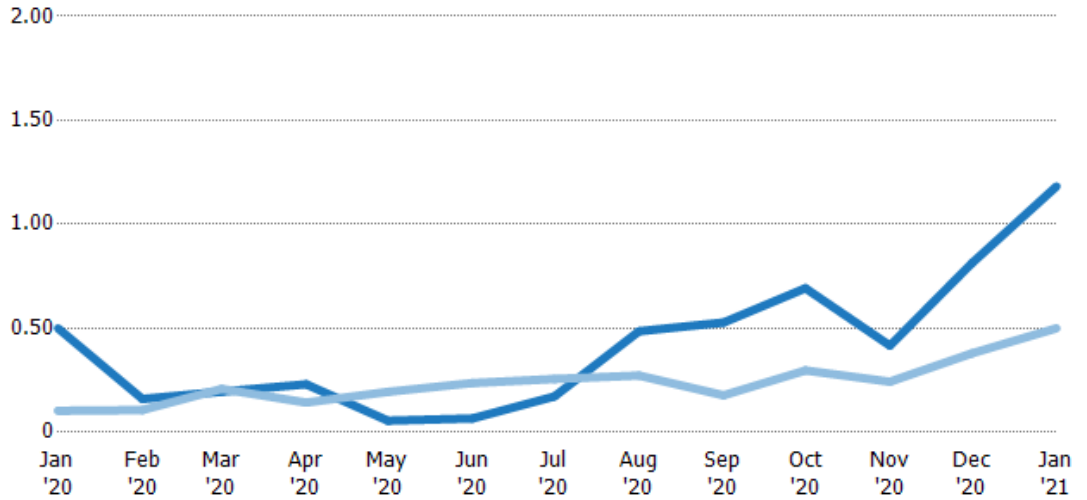
Current Year	2	6.25	5.29	4.33	18	15	5.8	2.06	1.89	1.44	2.4	1.23	0.85
Prior Year	9.67	9.33	4.8	7	5.14	4.22	3.9	3.67	5.63	3.36	4.11	2.64	2
Percent Change from Prior Year	-79%	-33%	-100%	-38%	250%	255%	49%	-44%	-66%	-57%	-42%	-53%	-58%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



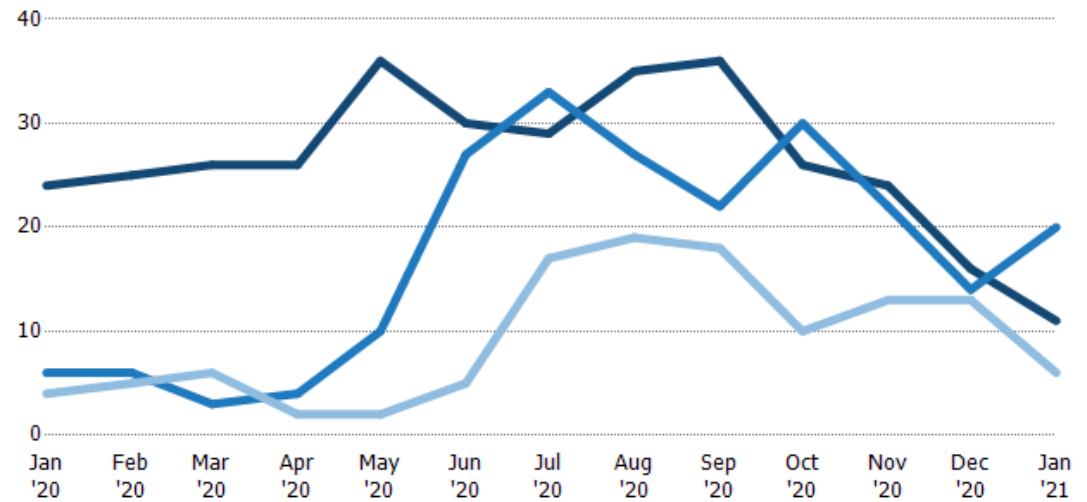
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	50%	16%	20%	23%	6%	7%	17%	49%	53%	69%	42%	81%	118%
Prior Year	10%	11%	21%	14%	19%	24%	26%	27%	18%	30%	24%	38%	50%
Change from Prior Year	-40%	-5%	21%	-9%	14%	17%	8%	-21%	-35%	-40%	-17%	-43%	-68%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	24	25	26	26	36	30	29	35	36	26	24	16	11
Pending	6	6	3	4	10	27	33	27	22	30	22	14	20
Sold	4	5	6	2	2	5	17	19	18	10	13	13	6

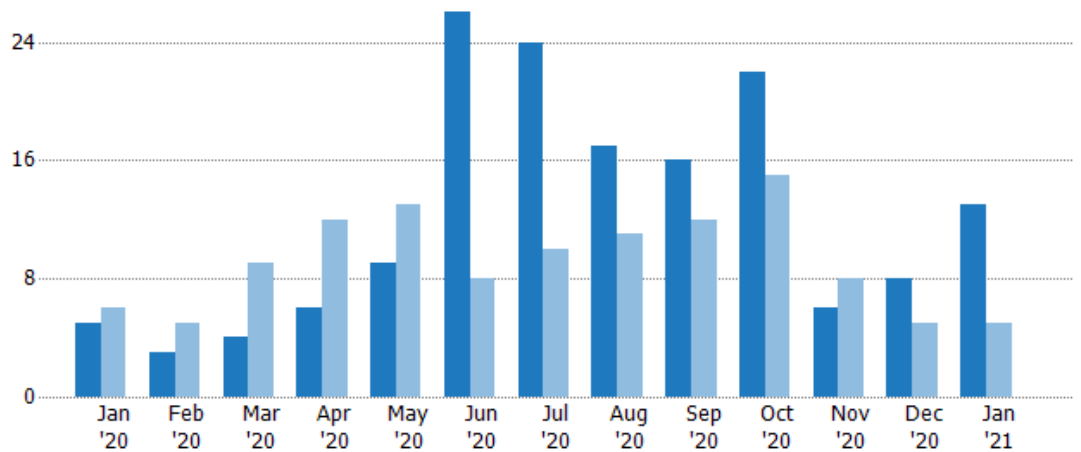
New Pending Sales

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.
Jan '21	13	160%
Jan '20	5	-16.7%
Jan '19	6	-33.3%



Current Year	5	3	4	6	9	26	24	17	16	22	6	8	13
Prior Year	6	5	9	12	13	8	10	11	12	15	8	5	5
Percent Change from Prior Year	-17%	-40%	-56%	-50%	-31%	225%	140%	55%	33%	47%	-25%	60%	160%

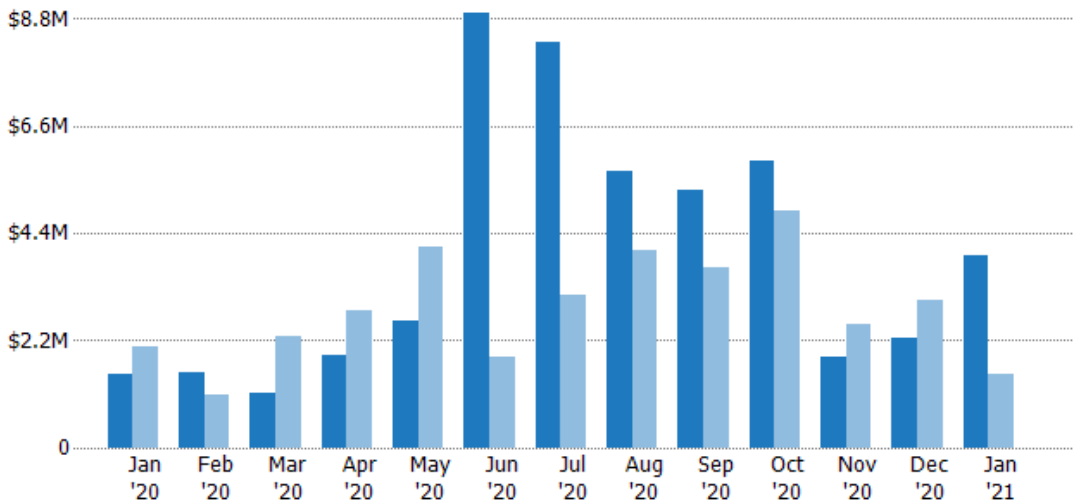
New Pending Sales Volume

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.
Jan '21	\$3.96M	161.7%
Jan '20	\$1.51M	-26.7%
Jan '19	\$2.06M	11.4%



Current Year	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M	\$5.88M	\$1.85M	\$2.26M	\$3.96M
Prior Year	\$2.06M	\$1.1M	\$2.29M	\$2.83M	\$4.14M	\$1.88M	\$3.12M	\$4.05M	\$3.72M	\$4.87M	\$2.52M	\$3.02M	\$1.51M
Percent Change from Prior Year	-27%	40%	-51%	-33%	-37%	375%	166%	40%	42%	21%	-27%	-25%	162%

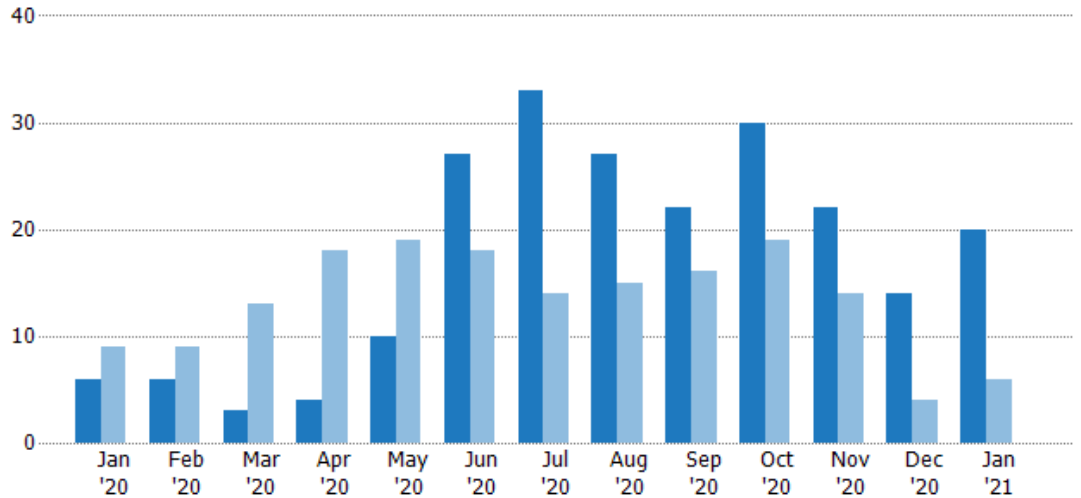
Pending Sales

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.
Jan '21	20	233.3%
Jan '20	6	-33.3%
Jan '19	9	33.3%



Current Year	6	6	3	4	10	27	33	27	22	30	22	14	20
Prior Year	9	9	13	18	19	18	14	15	16	19	14	4	6
Percent Change from Prior Year	-33%	-33%	-77%	-78%	-47%	50%	136%	80%	38%	58%	57%	250%	233%

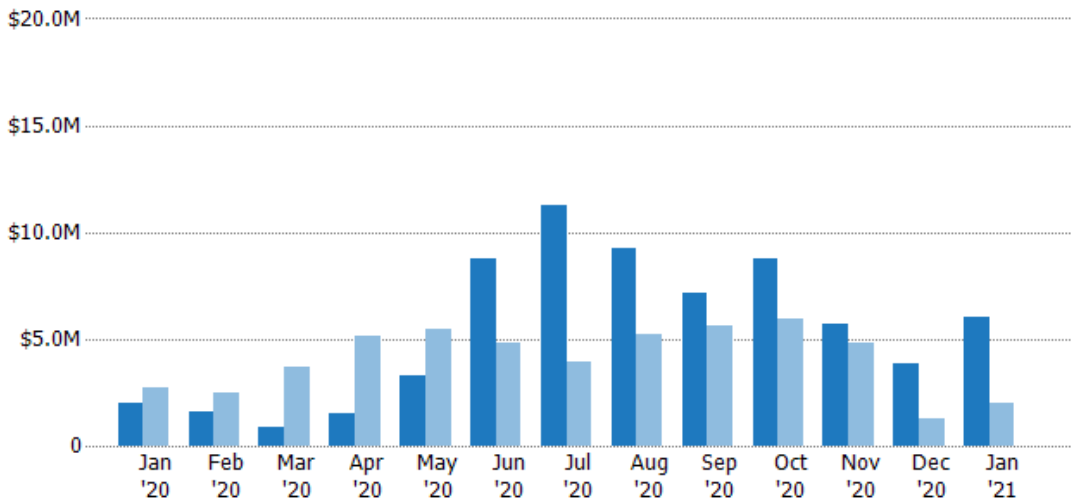
Pending Sales Volume

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.
Jan '21	\$5.99M	198.5%
Jan '20	\$2.01M	-26.9%
Jan '19	\$2.74M	83.1%



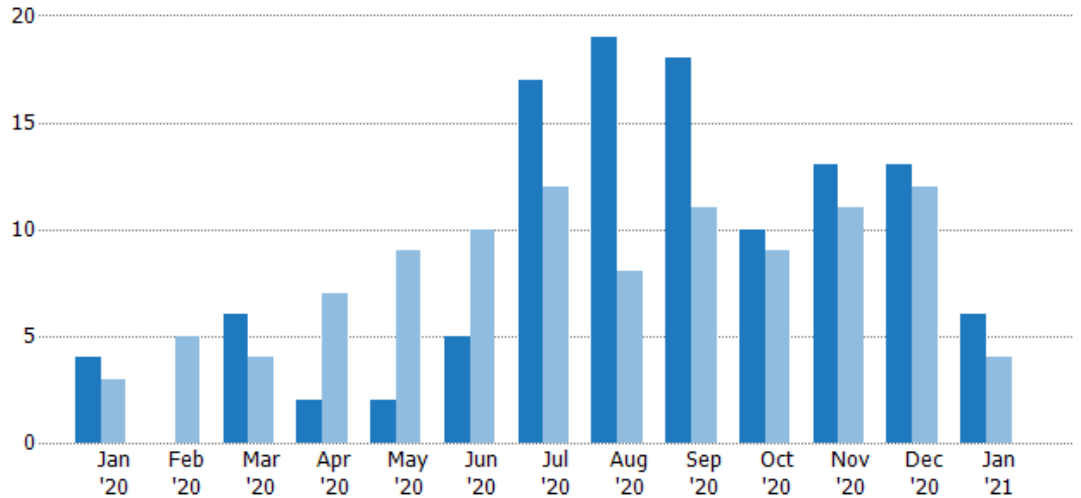
Current Year	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.26M	\$8.74M	\$11.2M	\$9.24M	\$7.13M	\$8.75M	\$5.73M	\$3.88M	\$5.99M
Prior Year	\$2.74M	\$2.51M	\$3.7M	\$5.14M	\$5.46M	\$4.83M	\$3.93M	\$5.24M	\$5.63M	\$5.94M	\$4.79M	\$1.31M	\$2.01M
Percent Change from Prior Year	-27%	-38%	-77%	-71%	-40%	81%	186%	76%	27%	47%	20%	196%	199%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



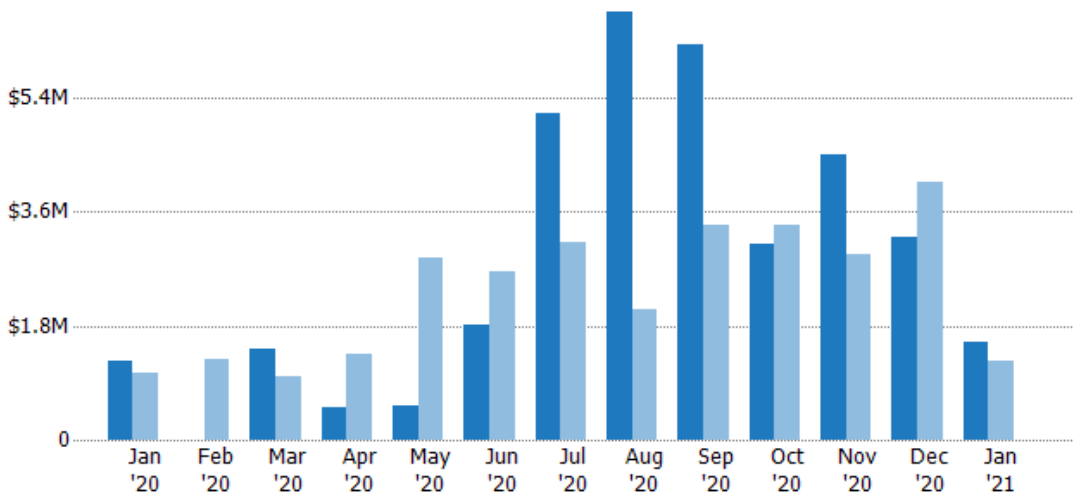
Current Year	4	-	6	2	2	5	17	19	18	10	13	13	6
Prior Year	3	5	4	7	9	10	12	8	11	9	11	12	4
Percent Change from Prior Year	33%	-100%	50%	-71%	-78%	-50%	42%	138%	64%	11%	18%	8%	50%

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



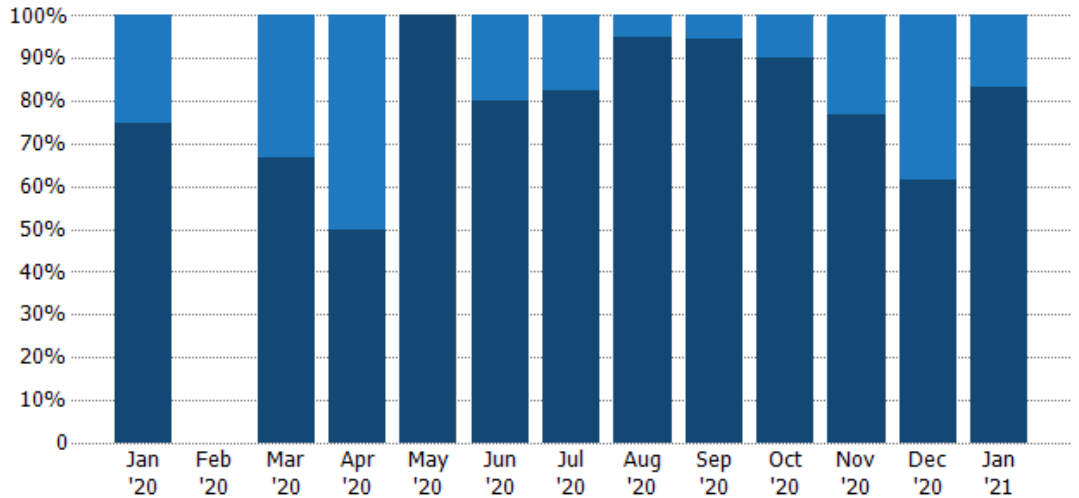
Current Year	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.16M	\$6.75M	\$6.24M	\$3.09M	\$4.51M	\$3.19M	\$1.55M
Prior Year	\$1.05M	\$1.28M	\$1.01M	\$1.35M	\$2.88M	\$2.66M	\$3.11M	\$2.07M	\$3.38M	\$3.39M	\$2.94M	\$4.08M	\$1.26M
Percent Change from Prior Year	19%	-100%	43%	-61%	-81%	-32%	66%	226%	85%	-9%	53%	-22%	24%

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



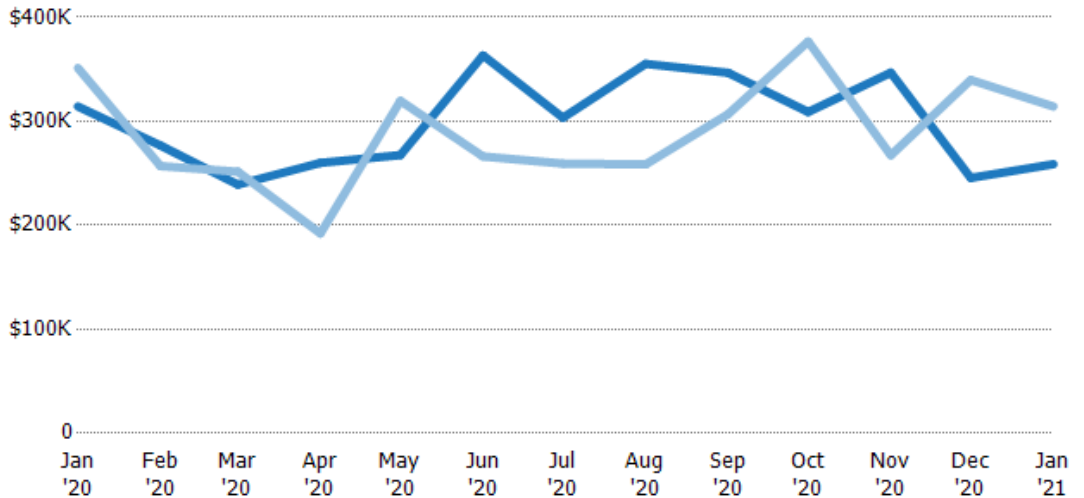
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	25%	-	33%	50%	-	20%	18%	5%	6%	10%	23%	38%	17%
Single Family Residence	75%	-	67%	50%	100%	80%	82%	95%	94%	90%	77%	62%	83%

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



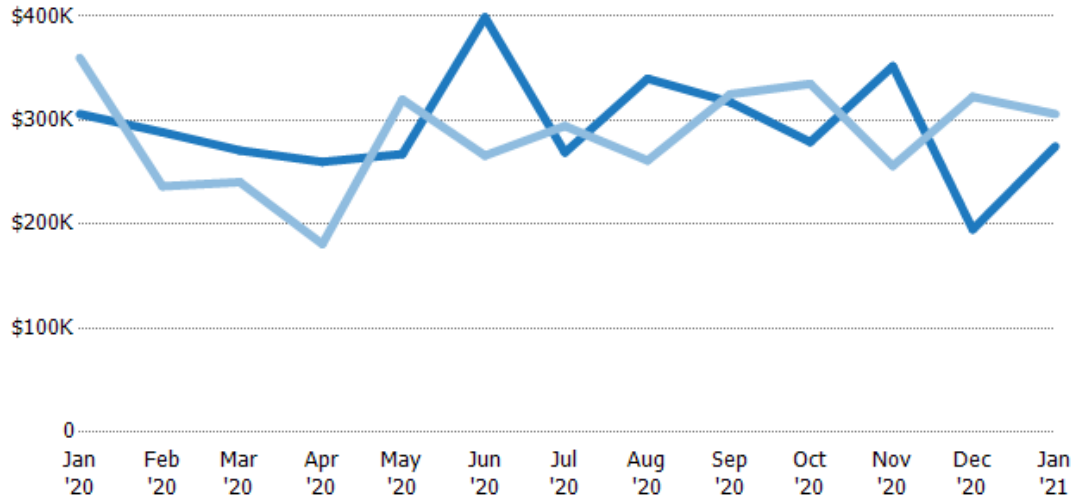
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K	\$246K	\$259K
Prior Year	\$351K	\$257K	\$252K	\$192K	\$320K	\$266K	\$259K	\$258K	\$307K	\$377K	\$267K	\$340K	\$314K
Percent Change from Prior Year	-11%	-100%	-5%	35%	-16%	37%	17%	37%	13%	-18%	30%	-28%	-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



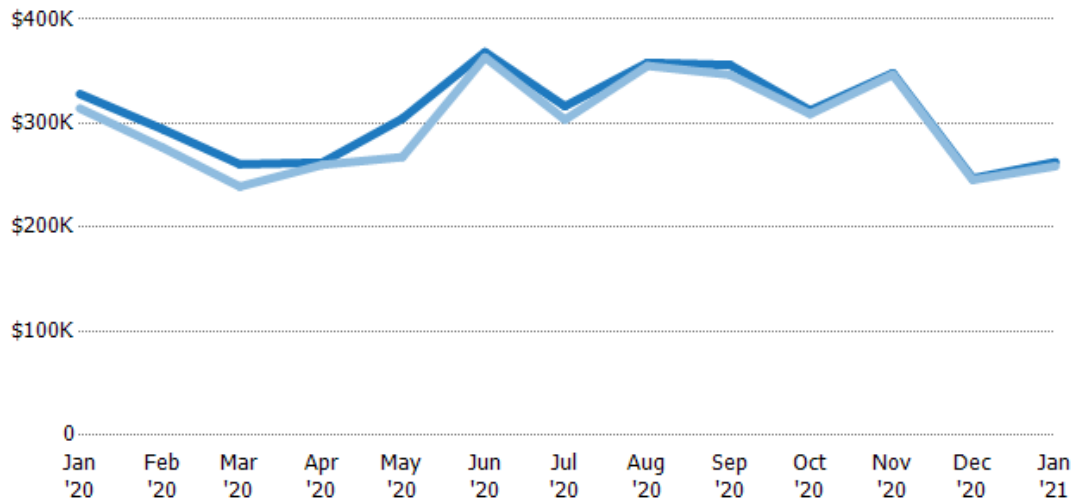
Current Year	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K	\$195K	\$275K
Prior Year	\$360K	\$237K	\$241K	\$181K	\$320K	\$266K	\$295K	\$261K	\$325K	\$335K	\$256K	\$323K	\$306K
Percent Change from Prior Year	-15%	-100%	13%	44%	-16%	50%	-9%	30%	-2%	-17%	38%	-40%	-10%

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



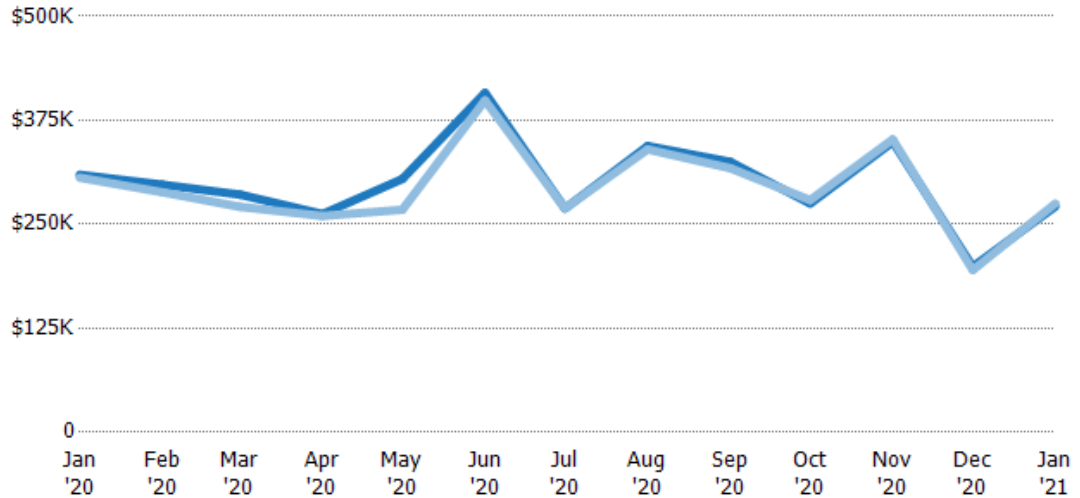
Avg List Price	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K	\$247K	\$263K
Avg Sales Price	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$303K	\$355K	\$347K	\$309K	\$347K	\$246K	\$259K
Avg Sales Price as a % of Avg List Price	96%	94%	92%	99%	88%	99%	96%	99%	97%	99%	100%	99%	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



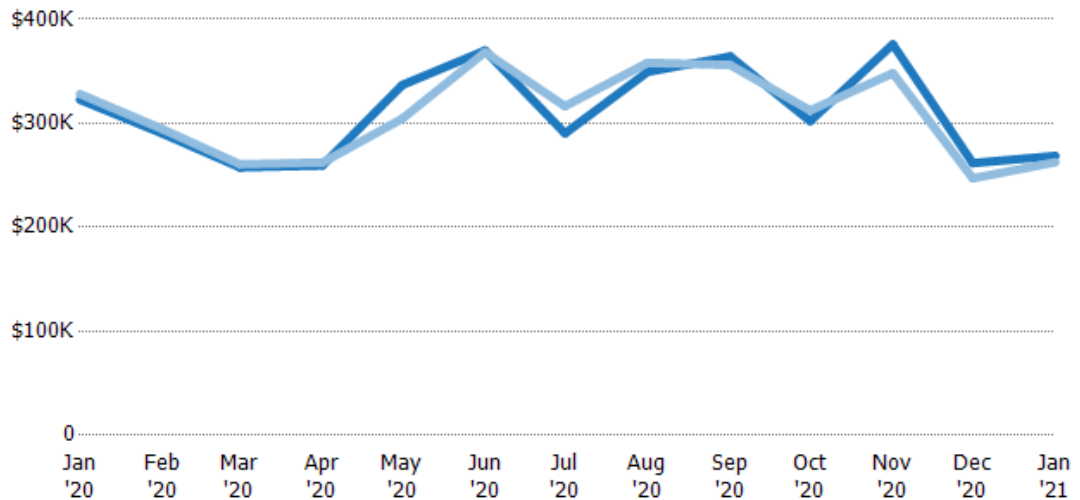
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K	\$199K	\$271K
Median Sales Price	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$269K	\$340K	\$318K	\$279K	\$352K	\$195K	\$275K
Med Sales Price as a % of Med List Price	99%	97%	95%	99%	88%	98%	100%	99%	98%	101%	101%	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



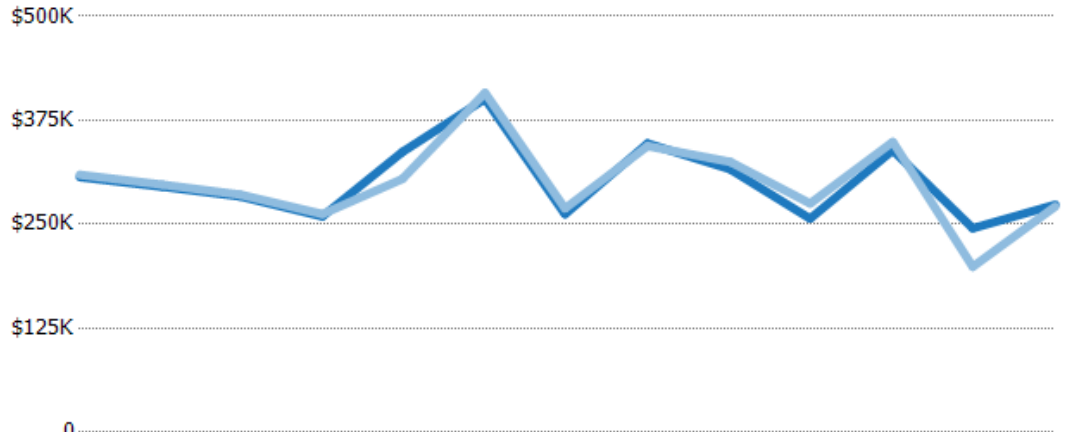
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$323K	\$290K	\$258K	\$259K	\$337K	\$370K	\$290K	\$349K	\$364K	\$302K	\$376K	\$262K	\$269K
Avg Sales Price	\$328K	\$294K	\$261K	\$262K	\$305K	\$368K	\$316K	\$358K	\$356K	\$312K	\$348K	\$247K	\$263K
Avg Sales Price as a % of Avg Est Value	102%	101%	101%	101%	90%	100%	109%	103%	98%	103%	93%	94%	98%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$307K	\$295K	\$284K	\$259K	\$337K	\$401K	\$262K	\$347K	\$316K	\$257K	\$339K	\$245K	\$274K
Median Sales Price	\$310K	\$298K	\$286K	\$262K	\$305K	\$408K	\$269K	\$344K	\$325K	\$275K	\$349K	\$199K	\$271K
Med Sales Price as a % of Med Est Value	101%	101%	101%	101%	90%	102%	103%	99%	103%	107%	103%	81%	99%