

## 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 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	7	+28.6%	113	133	-15%
New Listing Volume	\$3,611,000	\$3,196,000	+13%	\$38,749,333	\$45,532,499	-14.9%
Active Listing Count	25	29	-13.8%	N/A	N/A	
Active Listing Volume	\$9,587,500	\$11,126,900	-13.8%	N/A	N/A	
Average Listing Price	\$383,500	\$383,686	0%	\$485,283	\$386,499	+25.6%
Median Listing Price	\$299,000	\$242,500	+23.3%	\$288,686	\$298,108	-3.2%
Median Days in RPR	62	91	-31.9%	86.32	74.21	+16.3%
Months of Inventory	6.3	2.6	+137.1%	2	4.2	-53.2%
Absorption Rate	16%	37.93%	-21.9%	51.04%	23.89%	+27.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	6	-83.3%	100	138	-27.5%
New Pending Sales Volume	\$355,000	\$1,846,800	-80.8%	\$31,650,633	\$44,625,300	-29.1%
Pending Sales Count	-	20	-	N/A	N/A	
Pending Sales Volume	-	\$5,293,600	-	N/A	N/A	
Closed Sales Count	10	13	-23.1%	105	98	+7.1%
Closed Sales Volume	\$3,173,000	\$4,507,400	-29.6%	\$33,787,111	\$31,763,508	+6.4%
Average Sales Price	\$317,300	\$346,723	-8.5%	\$321,782	\$324,117	-0.7%
Median Sales Price	\$327,000	\$352,000	-7.1%	\$307,407	\$309,133	-0.6%

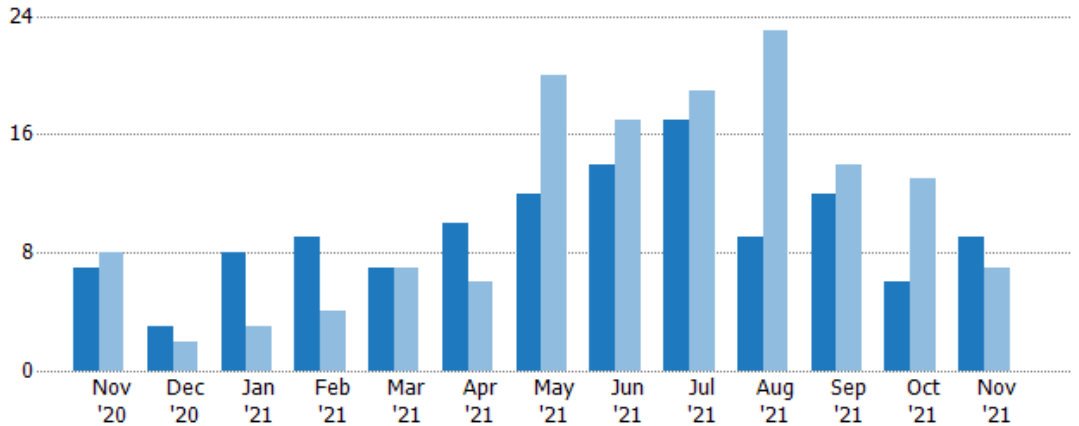
## New Listings

The number of new residential listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Nov '21	9	28.6%
Nov '20	7	-12.5%
Nov '19	8	-75%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	7	3	8	9	7	10	12	14	17	9	12	6	9
Prior Year	8	2	3	4	7	6	20	17	19	23	14	13	7
Percent Change from Prior Year	-13%	50%	167%	125%	0%	67%	-40%	-18%	-11%	-61%	-14%	-54%	29%

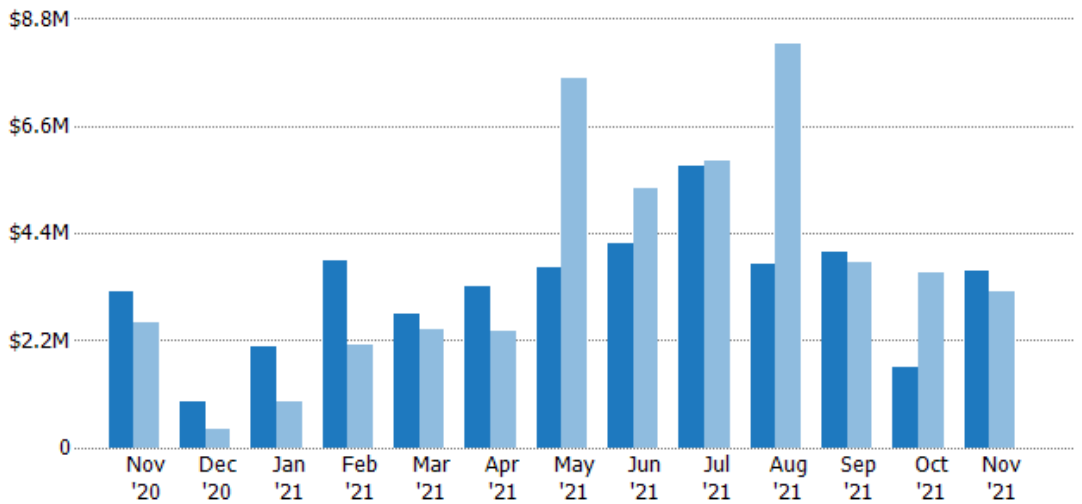
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '21	\$3.61M	13%
Nov '20	\$3.2M	25%
Nov '19	\$2.56M	-87.3%



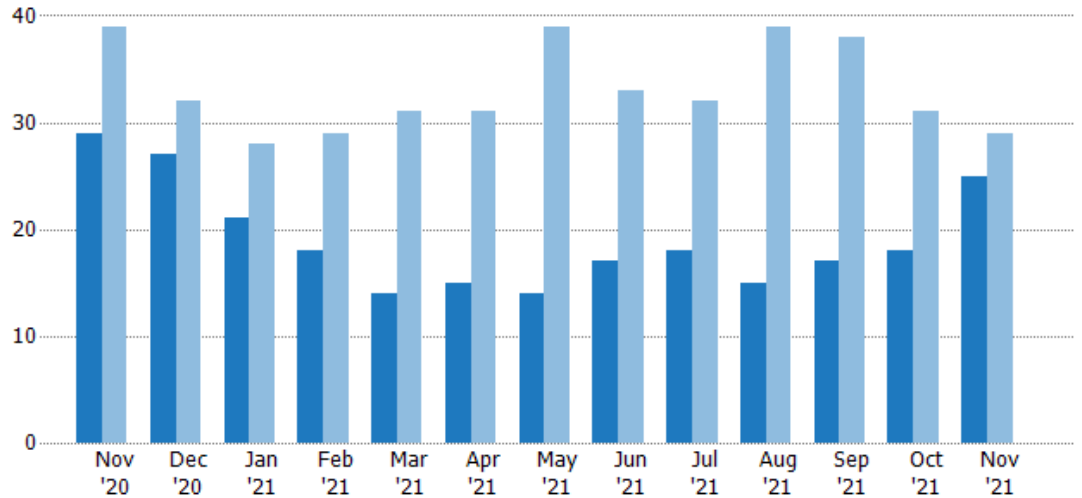
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$3.2M	\$935K	\$2.09M	\$3.84M	\$2.76M	\$3.3M	\$3.71M	\$4.21M	\$5.79M	\$3.78M	\$4.02M	\$1.64M	\$3.61M
Prior Year	\$2.56M	\$369K	\$934K	\$2.1M	\$2.44M	\$2.39M	\$7.57M	\$5.32M	\$5.87M	\$8.29M	\$3.81M	\$3.6M	\$3.2M
Percent Change from Prior Year	25%	153%	124%	83%	13%	38%	-51%	-21%	-1%	-54%	6%	-55%	13%

## 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



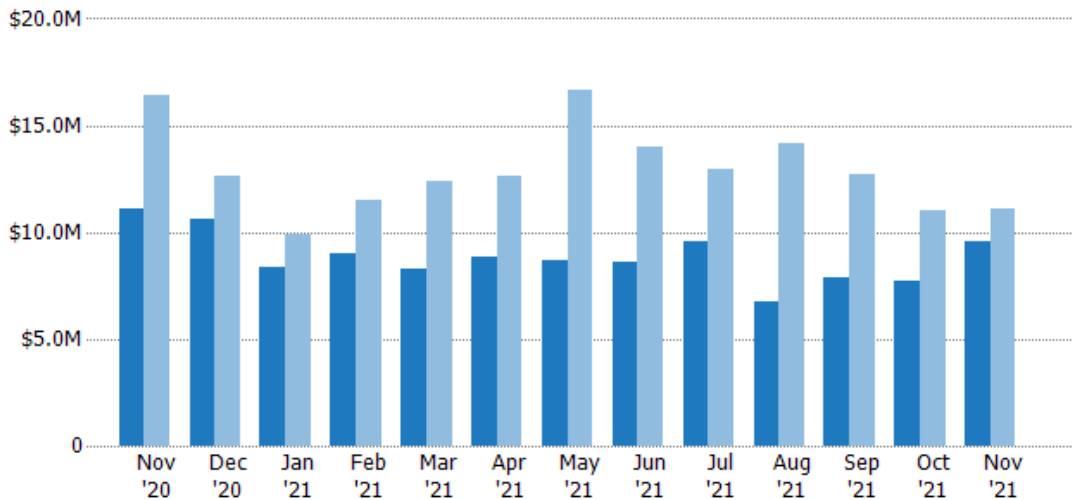
Month/Year	Count	% Chg.
Nov '21	25	-13.8%
Nov '20	29	-25.6%
Nov '19	39	-33.3%

## 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



Month/Year	Volume	% Chg.
Nov '21	\$9.59M	-13.8%
Nov '20	\$11.1M	-32.3%
Nov '19	\$16.4M	-36.8%

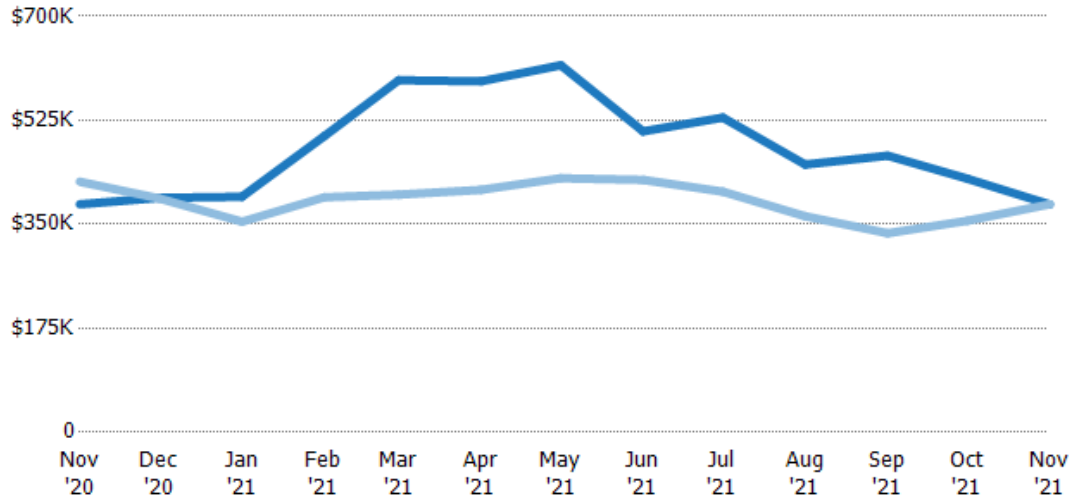
## Average Listing Price

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

Month/ Year	Price	% Chg.
Nov '21	\$384K	0%
Nov '20	\$384K	-9%
Nov '19	\$422K	-5.2%



Current Year	\$384K	\$395K	\$396K	\$498K	\$592K	\$591K	\$618K	\$506K	\$530K	\$451K	\$465K	\$427K	\$384K
Prior Year	\$422K	\$393K	\$354K	\$395K	\$400K	\$408K	\$427K	\$425K	\$405K	\$364K	\$335K	\$356K	\$384K
Percent Change from Prior Year	-9%	0%	12%	26%	48%	45%	44%	19%	31%	24%	39%	20%	0%

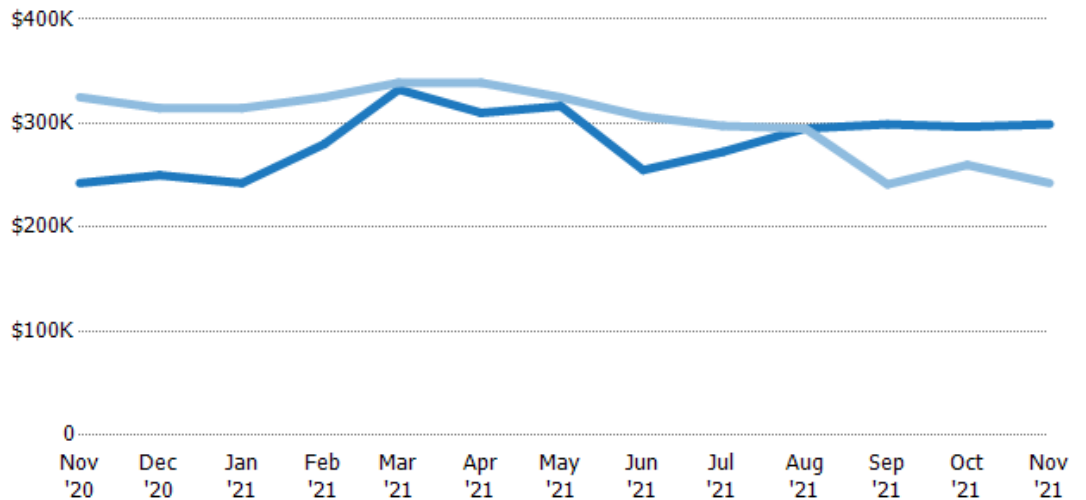
## Median Listing Price

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

Month/ Year	Price	% Chg.
Nov '21	\$299K	23.3%
Nov '20	\$243K	-25.4%
Nov '19	\$325K	-0.9%



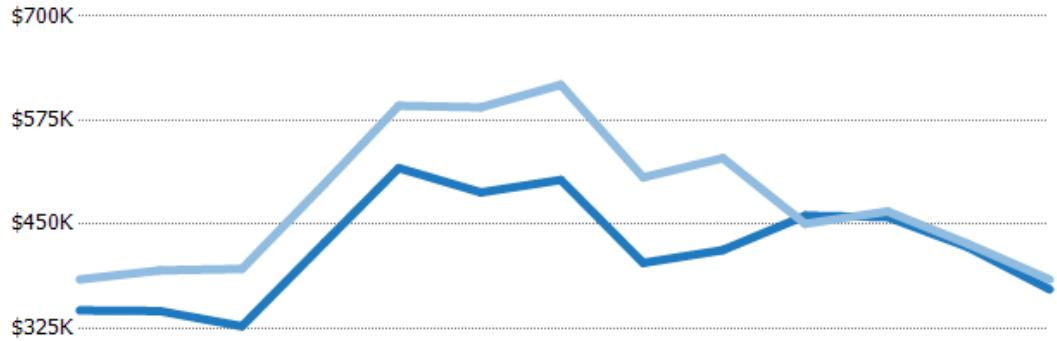
Current Year	\$243K	\$250K	\$243K	\$280K	\$332K	\$310K	\$317K	\$255K	\$273K	\$295K	\$299K	\$297K	\$299K
Prior Year	\$325K	\$315K	\$315K	\$325K	\$339K	\$339K	\$325K	\$307K	\$297K	\$295K	\$241K	\$260K	\$243K
Percent Change from Prior Year	-25%	-21%	-23%	-14%	-2%	-9%	-3%	-17%	-8%	0%	24%	14%	23%

## 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



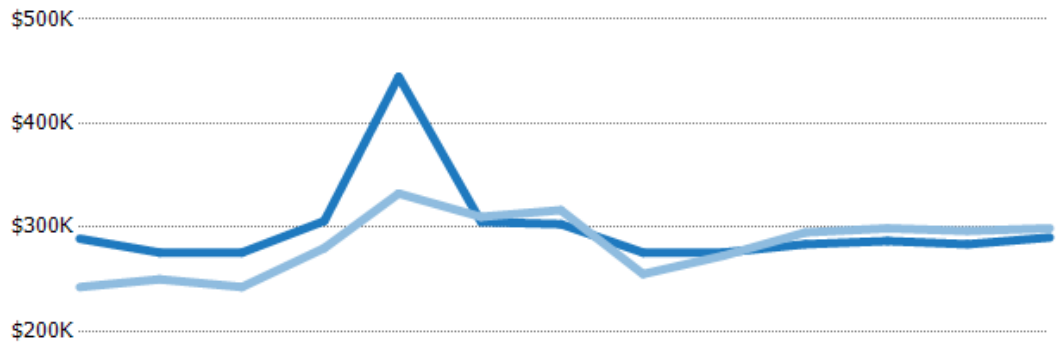
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$346K	\$346K	\$327K	\$428K	\$518K	\$488K	\$503K	\$404K	\$419K	\$460K	\$459K	\$423K	\$372K
Avg Listing Price	\$384K	\$395K	\$396K	\$498K	\$592K	\$591K	\$618K	\$506K	\$530K	\$451K	\$465K	\$427K	\$384K
Avg Listing Price as a % of Avg Est Value	111%	114%	121%	117%	114%	121%	123%	125%	126%	98%	101%	101%	103%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$289K	\$276K	\$276K	\$306K	\$445K	\$305K	\$303K	\$276K	\$276K	\$284K	\$287K	\$284K	\$290K
Median Listing Price	\$243K	\$250K	\$243K	\$280K	\$332K	\$310K	\$317K	\$255K	\$273K	\$295K	\$299K	\$297K	\$299K
Med Listing Price as a % of Med Est Value	84%	91%	88%	92%	75%	102%	104%	93%	99%	104%	104%	105%	103%

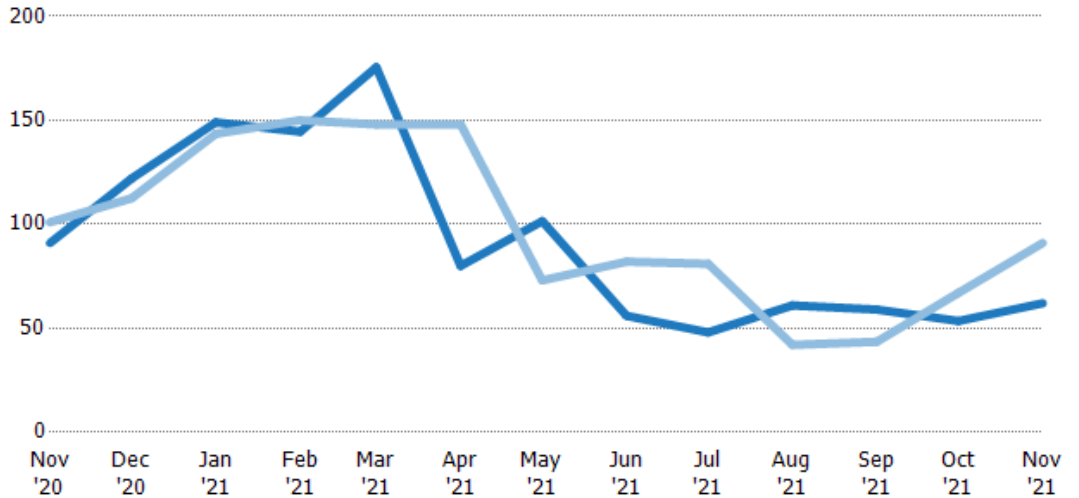
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Nov '21	62	-31.9%
Nov '20	91	-9.9%
Nov '19	101	4.5%



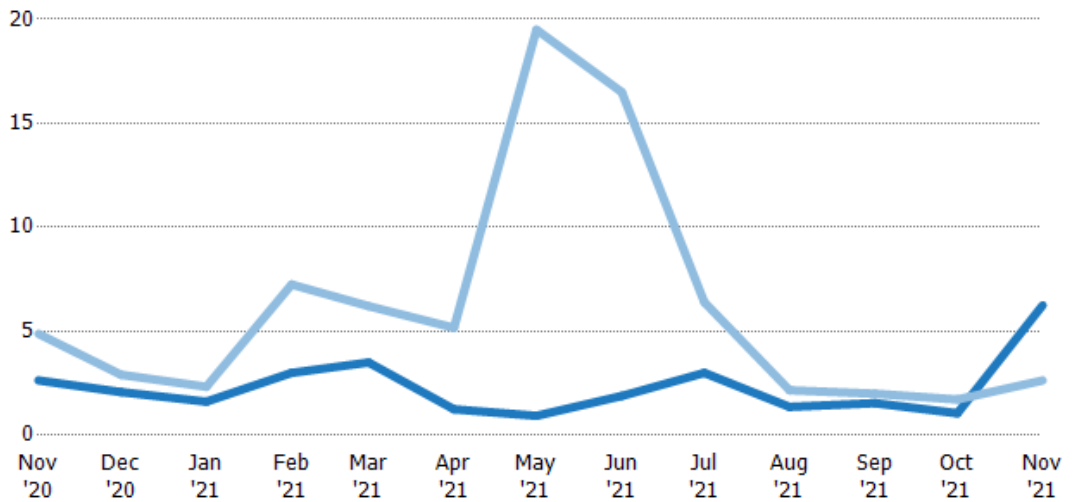
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	91	122	149	145	176	80	102	56	48	61	59	53.5	62
Prior Year	101	113	144	150	148	148	73	82	81	42	43.5	67	91
Percent Change from Prior Year	-10%	8%	4%	-4%	19%	-46%	39%	-32%	-41%	45%	36%	-20%	-32%

## 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



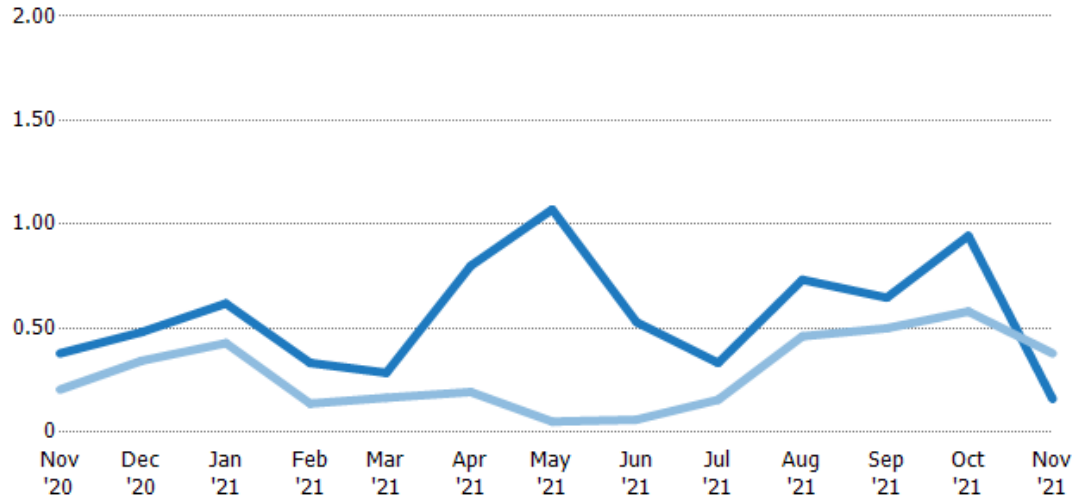
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.64	2.08	1.62	3	3.5	1.25	0	1.89	3	1.36	1.55	1.06	6.25
Prior Year	4.88	2.91	2.33	7.25	6.21	5.17	19.5	16.5	6.4	2.17	2	1.72	2.64
Percent Change from Prior Year	-46%	-29%	-31%	-59%	100%	-76%	-95%	-89%	-53%	-37%	-23%	-39%	137%

## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



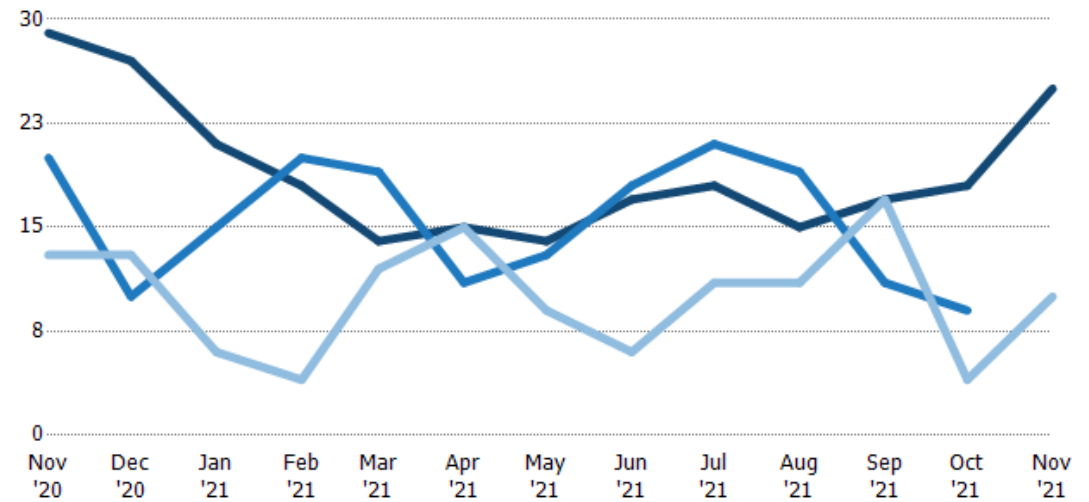
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	38%	48%	62%	33%	29%	80%	107%	53%	33%	73%	65%	94%	16%
Prior Year	21%	34%	43%	14%	17%	19%	5%	6%	16%	46%	50%	58%	38%
Change from Prior Year	-17%	-14%	-19%	-20%	-29%	-61%	-102%	-47%	-18%	-27%	-15%	-36%	22%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	29	27	21	18	14	15	14	17	18	15	17	18	25
Pending	20	10	15	20	19	11	13	18	21	19	11	9	-
Sold	13	13	6	4	12	15	9	6	11	11	17	4	10

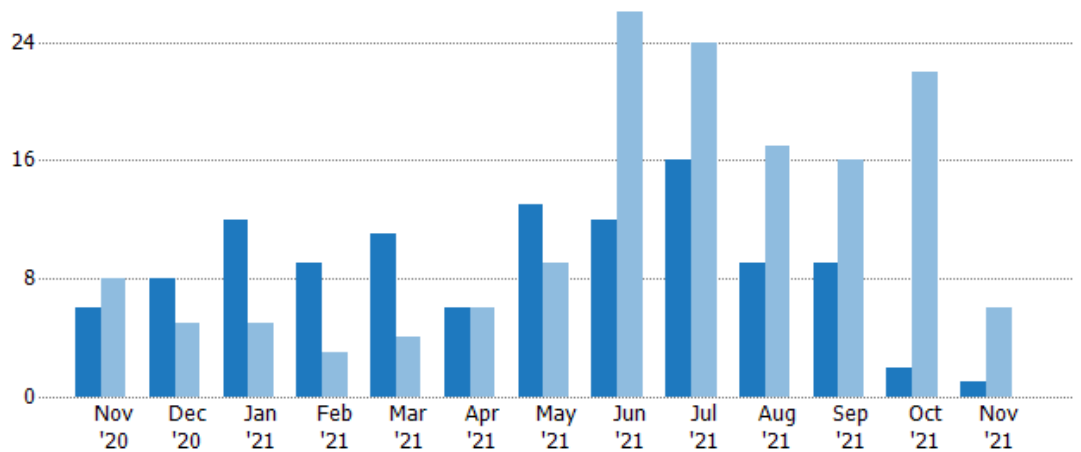
## New Pending Sales

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

Month/ Year	Count	% Chg.
Nov '21	1	-83.3%
Nov '20	6	-25%
Nov '19	8	-62.5%



Current Year	6	8	12	9	11	6	13	12	16	9	9	2	1
Prior Year	8	5	5	3	4	6	9	26	24	17	16	22	6
Percent Change from Prior Year	-25%	60%	140%	200%	175%	0%	44%	-54%	-33%	-47%	-44%	-91%	-83%

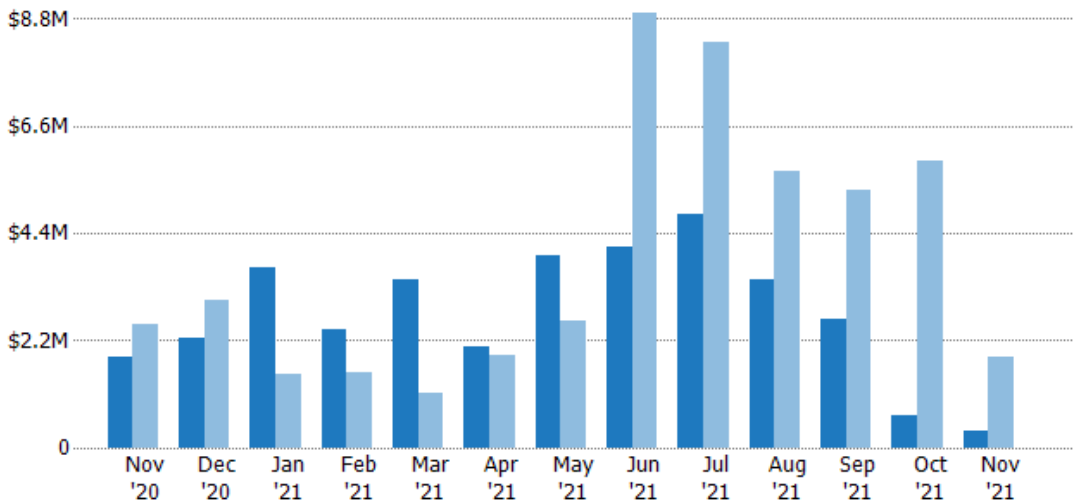
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Nov '21	\$355K	-80.8%
Nov '20	\$1.85M	-26.8%
Nov '19	\$2.52M	-56.3%



Current Year	\$1.85M	\$2.26M	\$3.69M	\$2.44M	\$3.44M	\$2.07M	\$3.94M	\$4.14M	\$4.8M	\$3.47M	\$2.63M	\$679K	\$355K
Prior Year	\$2.52M	\$3.02M	\$1.51M	\$1.55M	\$1.11M	\$1.9M	\$2.62M	\$8.93M	\$8.31M	\$5.68M	\$5.28M	\$5.88M	\$1.85M
Percent Change from Prior Year	-27%	-25%	144%	58%	209%	9%	51%	-54%	-42%	-39%	-50%	-88%	-81%

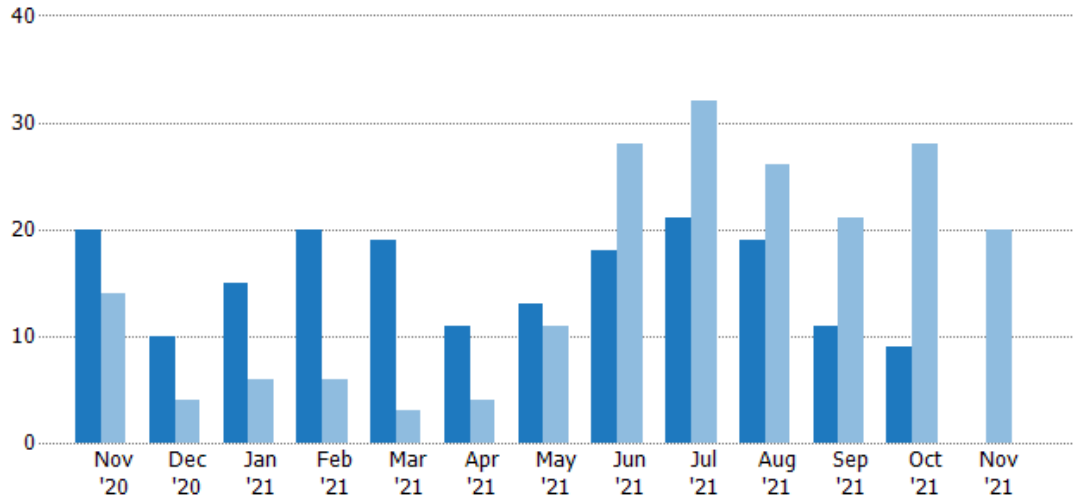


## Pending Sales

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



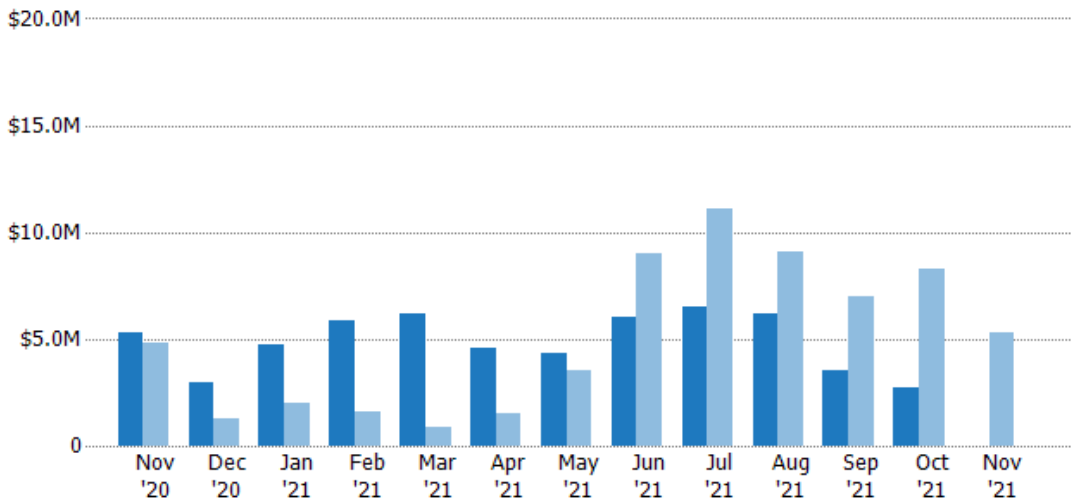
Current Year	20	10	15	20	19	11	13	18	21	19	11	9	-
Prior Year	14	4	6	6	3	4	11	28	32	26	21	28	20
Percent Change from Prior Year	43%	150%	150%	233%	533%	175%	18%	-36%	-34%	-27%	-48%	-68%	-100%

## 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



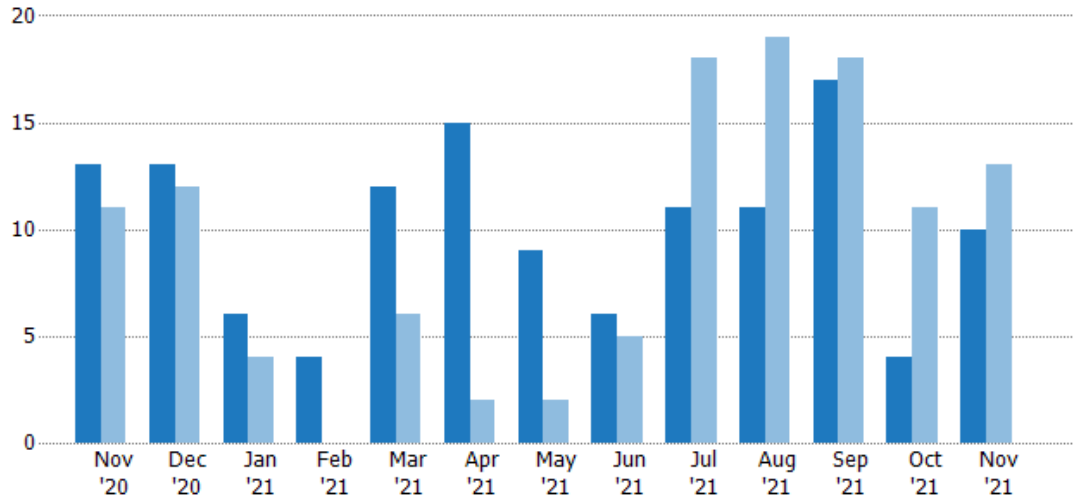
Current Year	\$5.29M	\$2.94M	\$4.77M	\$5.83M	\$6.18M	\$4.54M	\$4.35M	\$6.06M	\$6.49M	\$6.22M	\$3.49M	\$2.69M	-
Prior Year	\$4.79M	\$1.31M	\$2.01M	\$1.56M	\$859K	\$1.5M	\$3.5M	\$8.98M	\$11.1M	\$9.11M	\$7M	\$8.31M	\$5.29M
Percent Change from Prior Year	10%	124%	138%	273%	620%	204%	24%	-33%	-41%	-32%	-50%	-68%	-100%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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



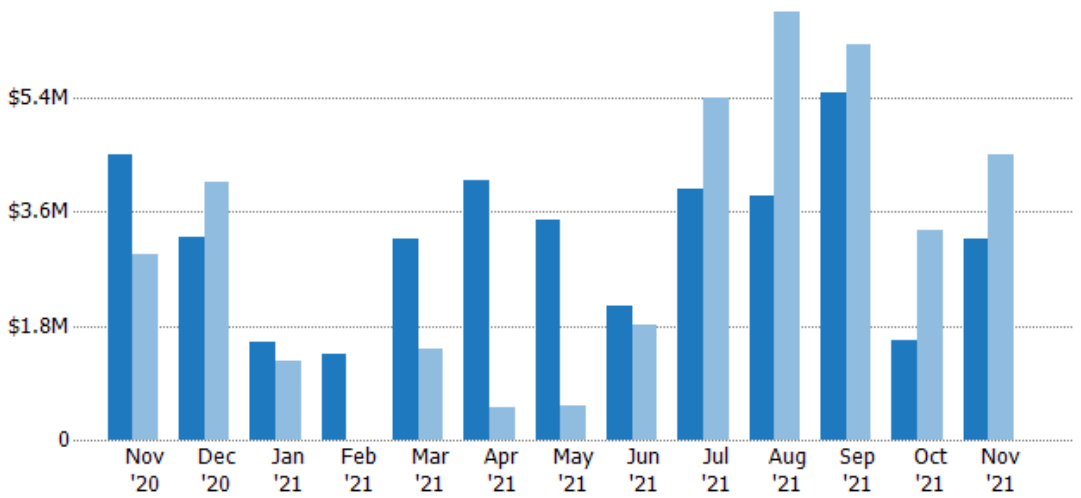
Current Year	13	13	6	4	12	15	9	6	11	11	17	4	10
Prior Year	11	12	4	-	6	2	2	5	18	19	18	11	13
Percent Change from Prior Year	18%	8%	50%	100%	100%	650%	350%	20%	-39%	-42%	-6%	-64%	-23%

## 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



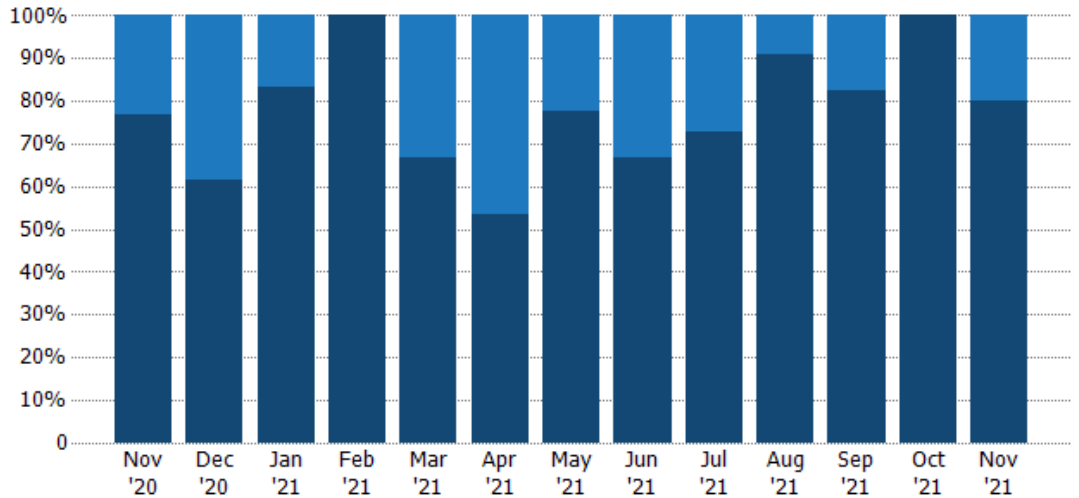
Current Year	\$4.51M	\$3.19M	\$1.55M	\$1.35M	\$3.16M	\$4.11M	\$3.48M	\$2.12M	\$3.95M	\$3.85M	\$5.47M	\$1.57M	\$3.17M
Prior Year	\$2.94M	\$4.08M	\$1.26M	-	\$1.43M	\$520K	\$535K	\$1.82M	\$5.4M	\$6.75M	\$6.24M	\$3.3M	\$4.51M
Percent Change from Prior Year	53%	-22%	24%	100%	120%	689%	551%	17%	-27%	-43%	-12%	-52%	-30%

## 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



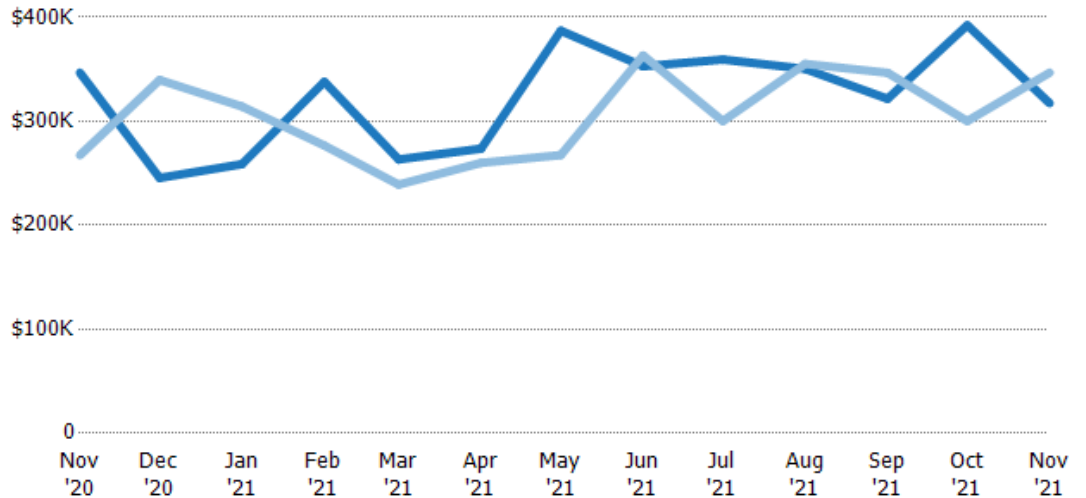
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	23%	38%	17%	-	33%	47%	22%	33%	27%	9%	18%	-	20%
Single Family Residence	77%	62%	83%	100%	67%	53%	78%	67%	73%	91%	82%	100%	80%

## 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



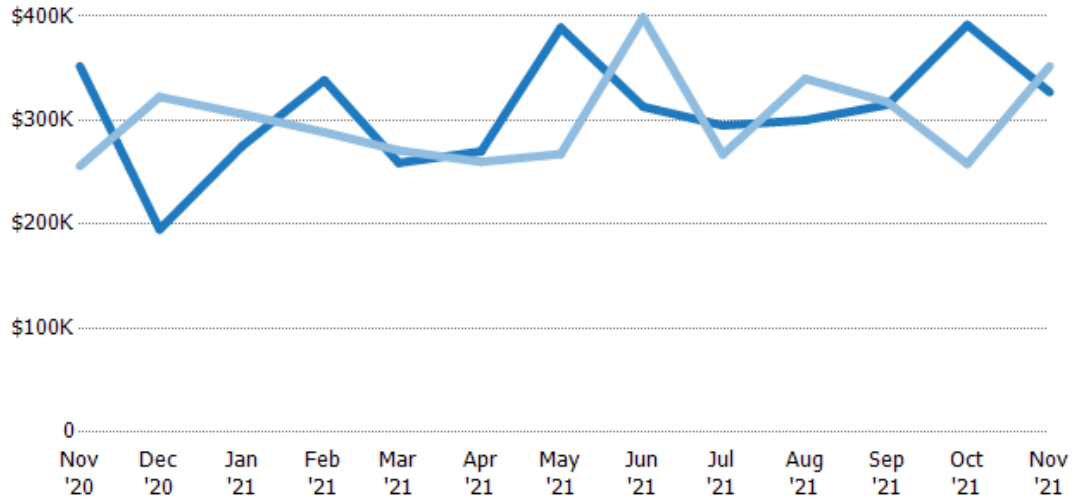
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$347K	\$246K	\$259K	\$338K	\$263K	\$274K	\$387K	\$353K	\$359K	\$350K	\$322K	\$392K	\$317K
Prior Year	\$267K	\$340K	\$314K	\$277K	\$239K	\$260K	\$268K	\$363K	\$300K	\$355K	\$347K	\$300K	\$347K
Percent Change from Prior Year	30%	-28%	-18%	100%	10%	5%	45%	-3%	20%	-1%	-7%	31%	-8%

## 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



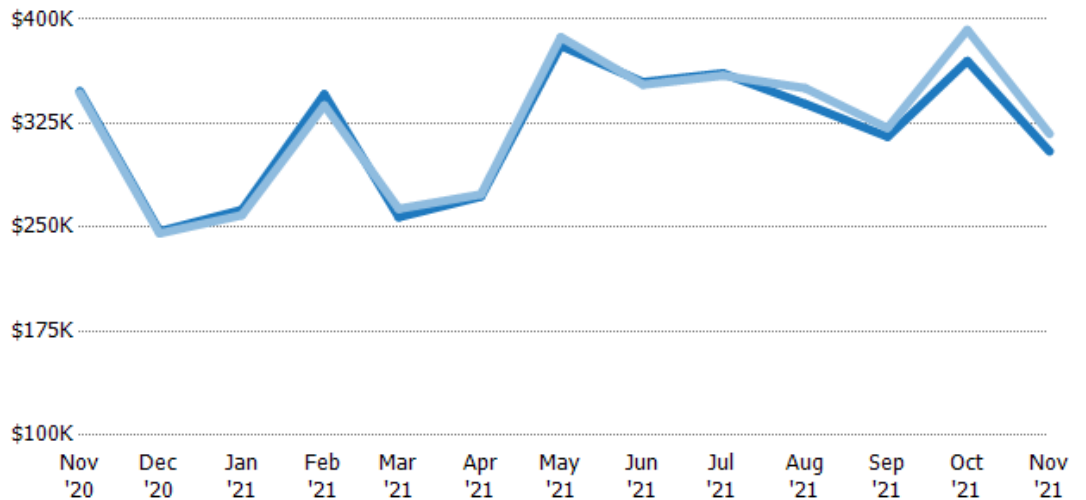
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$352K	\$195K	\$275K	\$339K	\$259K	\$270K	\$389K	\$313K	\$295K	\$300K	\$315K	\$392K	\$327K
Prior Year	\$256K	\$323K	\$306K	\$289K	\$271K	\$260K	\$268K	\$399K	\$267K	\$340K	\$318K	\$258K	\$352K
Percent Change from Prior Year	38%	-40%	-10%	100%	-4%	4%	45%	-22%	10%	-12%	-1%	52%	-7%

## 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



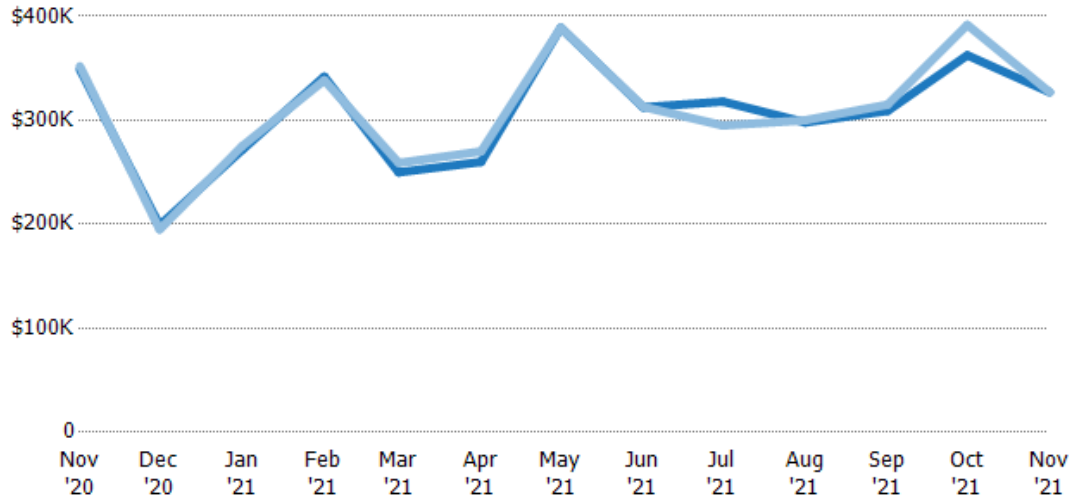
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$348K	\$247K	\$263K	\$346K	\$257K	\$272K	\$381K	\$355K	\$361K	\$339K	\$315K	\$370K	\$305K
Avg Sales Price	\$347K	\$246K	\$259K	\$338K	\$263K	\$274K	\$387K	\$353K	\$359K	\$350K	\$322K	\$392K	\$317K
Avg Sales Price as a % of Avg List Price	100%	99%	99%	98%	102%	101%	102%	99%	100%	103%	102%	106%	104%

## 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



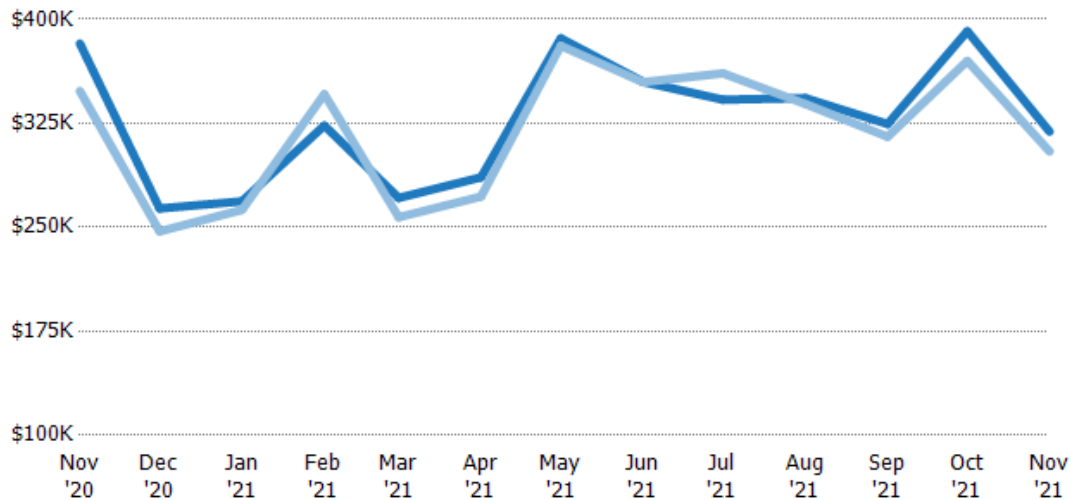
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$349K	\$199K	\$271K	\$342K	\$250K	\$260K	\$389K	\$312K	\$318K	\$298K	\$309K	\$363K	\$327K
Median Sales Price	\$352K	\$195K	\$275K	\$339K	\$259K	\$270K	\$389K	\$313K	\$295K	\$300K	\$315K	\$392K	\$327K
Med Sales Price as a % of Med List Price	101%	98%	101%	99%	104%	104%	100%	100%	93%	101%	102%	108%	100%

## 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



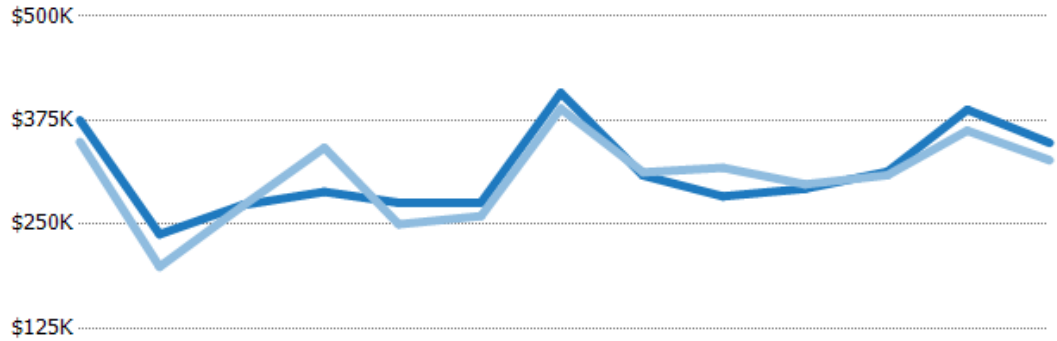
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$382K	\$264K	\$269K	\$323K	\$271K	\$286K	\$386K	\$355K	\$342K	\$343K	\$325K	\$391K	\$319K
Avg Sales Price	\$348K	\$247K	\$263K	\$346K	\$257K	\$272K	\$381K	\$355K	\$361K	\$339K	\$315K	\$370K	\$305K
Avg Sales Price as a % of Avg Est Value	91%	94%	98%	107%	95%	95%	99%	100%	106%	99%	97%	95%	96%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$375K	\$238K	\$273K	\$289K	\$276K	\$276K	\$408K	\$309K	\$284K	\$293K	\$313K	\$388K	\$348K
Median Sales Price	\$349K	\$199K	\$271K	\$342K	\$250K	\$260K	\$389K	\$312K	\$318K	\$298K	\$309K	\$363K	\$327K
Med Sales Price as a % of Med Est Value	93%	84%	99%	118%	91%	94%	95%	101%	112%	102%	99%	94%	94%