

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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	11	-27.3%	8	11	-27.3%
New Listing Volume	\$2,537,900	\$2,568,300	-1.2%	\$2,537,900	\$2,568,300	-1.2%
Active Listing Count	47	_	-	47	_	_
Active Listing Volume	\$12,936,300	_	-	\$12,936,300	_	_
Average Listing Price	\$275,240	_	-	\$275,240	_	_
Median Listing Price	\$265,000	_	-	\$265,000	_	_
Median Daysin RPR	71	_	-	71	_	_
Months of Inventory	_	_	-	_	5.2	_
Absorption Rate	_	_	-	_	19.15%	_
Sales Activity Charts Metrics						
New Pending Sales Count	9	7	+28.6%	9	7	+28.6%
New Pending Sales Volume	\$2,002,300	\$1,738,800	+15.2%	\$2,002,300	\$1,738,800	+15.2%
Pending Sales Count	16	_	-	16	_	_
Pending Sales Volume	\$4,494,200	_	-	\$4,494,200	_	_
Closed Sales Count	6	10	-40%	6	10	-40%
Closed Sales Volume	\$1,253,400	\$2,430,000	-48.4%	\$1,253,400	\$2,430,000	-48.4%
Average Sales Price	\$208,900	\$243,000	-14%	\$208,900	\$243,000	-14%
Median Sales Price	\$249,950	\$243,000	+2.9%	\$249,950	\$243,000	+2.9%

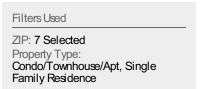


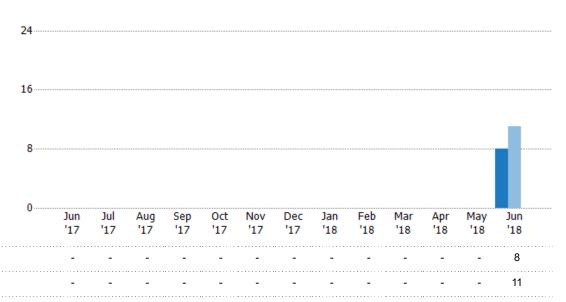




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





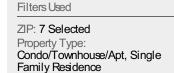
New Listing Volume

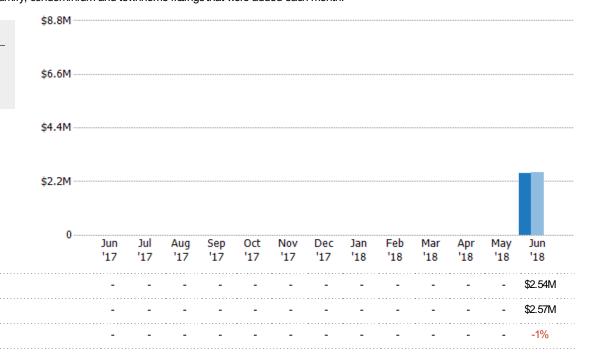
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





Current Year

Percent Change from Prior Year

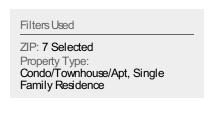
Prior Year

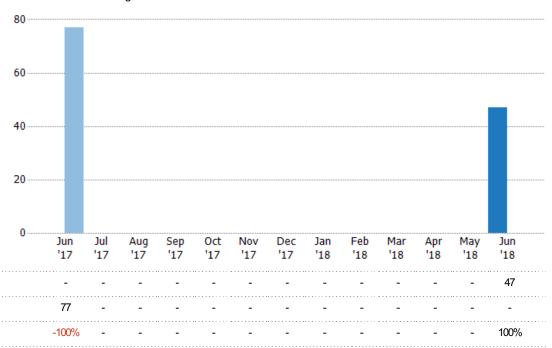




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.









Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$300K												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Prior Year	\$291K	-	-	-	-	-	-	-	-	-	-	-	-

-100% -83% -67% -50% -33% -17%

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

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

\$300K \$225K \$150K \$75K Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '18 '18 \$265K \$250K -67% -50% -33% 100% -100% -83% -17% 0 33% 67%



Current Year

Prior Year

Percent Change from Prior Year





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	80												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	40												**********
	20												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	71
Prior Year	69	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	7.00												
ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	5.25												
	3.50												
	1.75												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.71
Prior Year	6.42	-	-	-	-	-	-	-	_	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%







Current Year
Prior Year

Change from Prior Year

Market Data Report

Absorption Rate

The percentage of inventory sold per month.

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

70			 	 	 		
%	 	 	 	 	 		
%	 	 	 	 	 		•••••
%	 	 	 		 		
0		 	 	 	 		
•			Dec '17		Apr '18	May	
•					Apr	May	Ju '1
•					Apr	May	Ju

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

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

7.00 5.25 3.50 1.75 0 Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '18 '18 '18 6



Sold





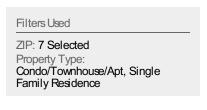
Current Year

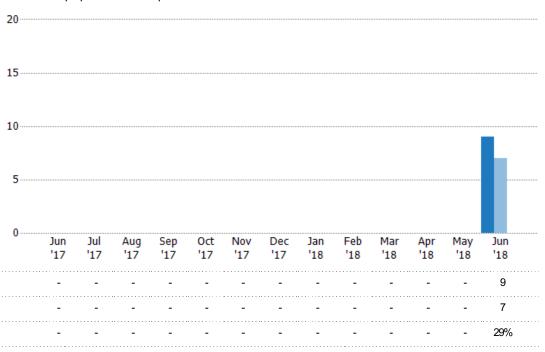
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



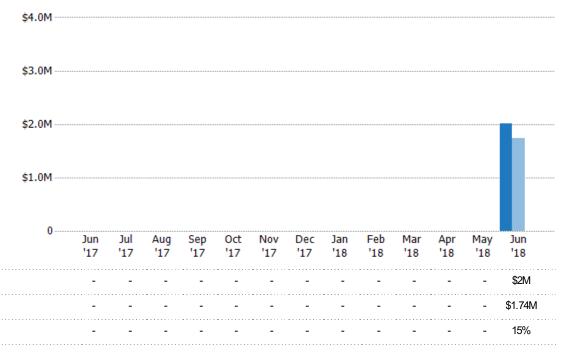


New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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

Percent Change from Prior Year





Current Year

Percent Change from Prior Year

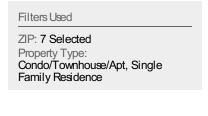
Prior Year

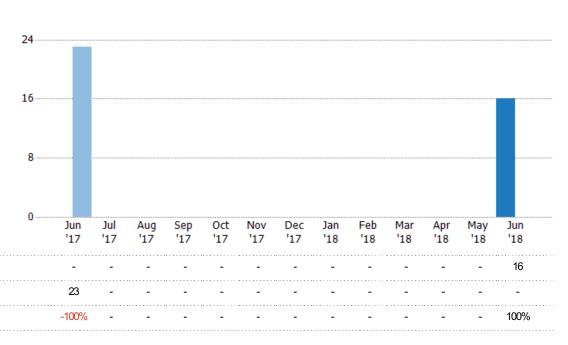




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

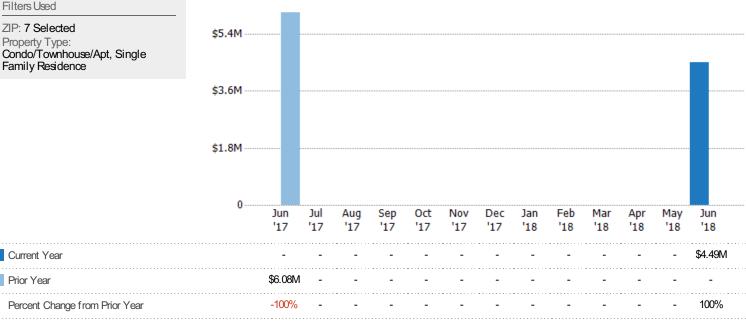
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.



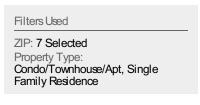


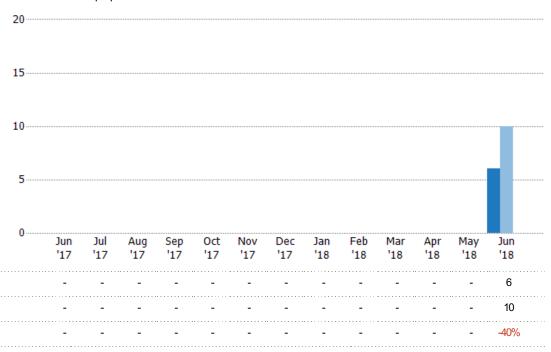




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

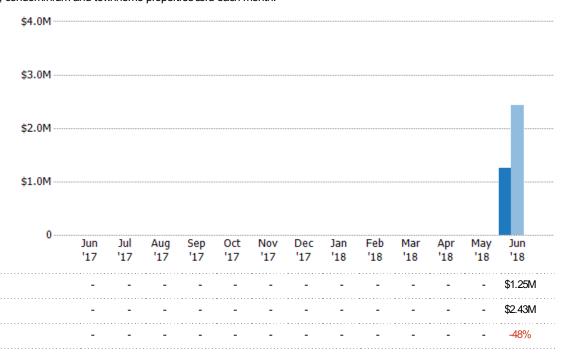
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year

Prior Year



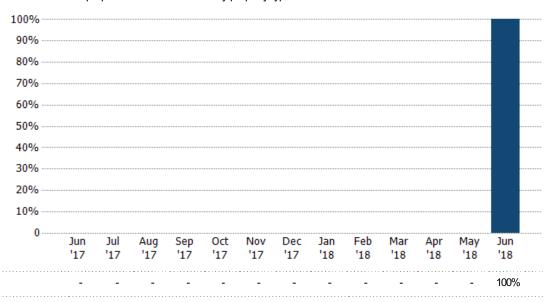


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



Average Sales Price

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Jul Aug Sep 0ct Nov Dec Jan Feb Apr May Jun '17 '17 '17 '17 '17 '17 '18 '18 '18 \$209K \$243K -14%



Current Year
Prior Year

Percent Change from Prior Year



\$243K

3%



Current Year
Prior Year

Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

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

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

Percent Change from Prior Year

\$300K												
\$225K												
\$150K												
\$75K												
0 Jun '17		Aug '17										
_	-	-	-	-	- -	-	-	-	-	-	-	\$220K
-				-			- -				_	
												\$209K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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

\$300K												
\$225K												
\$150K												
\$75K												
0 Jun		Aug										 Jun
'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	Apr '18	May '18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$253K
-	-	-	-	-	-	-	-	-	-	-	-	\$250K
_	-	-	-	-	-	-	-	-	-		-	99%

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

Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

'17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '1												
0	0K											
Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Ju '17 '17 '17 '17 '18	5K	 										
\$12	0											
	Jun		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jur '18
	Jun		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jui '18







Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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	

\$225K												
\$150K												
\$75K												
_												
Jun '17	Jul '17	Aug '17	'17					'18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	- -	-	-	-	-	-	\$127K
-	-	-	-	-	-	-	-	-	-	-	-	\$253K
				-	_		- · · · · · · · · · · · · · · · · · · ·	-			-	199%



