

## 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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	25	-60%	10	25	-60%
New Listing Volume	\$3,763,000	\$6,362,550	-40.9%	\$3,763,000	\$6,362,550	-40.9%
Active Listing Count	32	46	-30.4%	32	46	-30.4%
Active Listing Volume	\$12,615,400	\$12,940,300	-2.5%	\$12,615,400	\$12,940,300	-2.5%
Average Listing Price	\$394,231	\$281,311	+40.1%	\$394,231	\$281,311	+40.1%
Median Listing Price	\$372,450	\$277,500	+34.2%	\$372,450	\$277,500	+34.2%
Median Days in RPR	85	54	+57.4%	85	54	+57.4%
Months of Inventory	_	_	-	4.6	3.5	+29.2%
Absorption Rate	_	_	+-	21.88%	28.26%	-6.4%
Sales Activity Charts Metrics						
New Pending Sales Count	7	12	-41.7%	7	12	-41.7%
New Pending Sales Volume	\$1,714,000	\$3,358,850	-49%	\$1,714,000	\$3,358,850	-49%
Pending Sales Count	14	19	-26.3%	14	19	-26.3%
Pending Sales Volume	\$3,641,900	\$5,278,300	-31%	\$3,641,900	\$5,278,300	-31%
Closed Sales Count	7	7	+-	7	7	+_
Closed Sales Volume	\$1,587,000	\$1,860,900	-14.7%	\$1,587,000	\$1,860,900	-14.7%
Average Sales Price	\$226,714	\$265,843	-14.7%	\$226,714	\$265,843	-14.7%
Median Sales Price	\$265,000	\$270,000	-1.9%	\$265,000	\$270,000	-1.9%



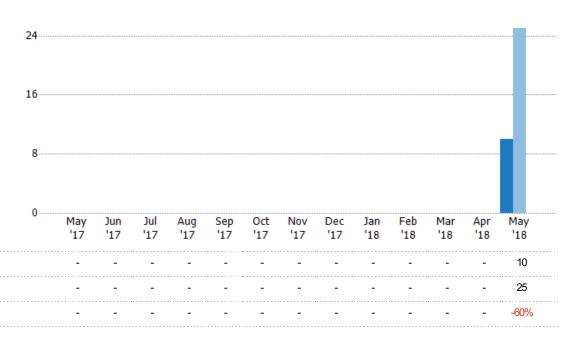




#### **New Listings**

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





### New Listing Volume

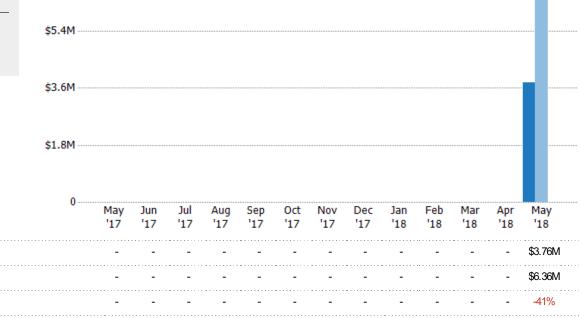
Percent Change from Prior Year

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

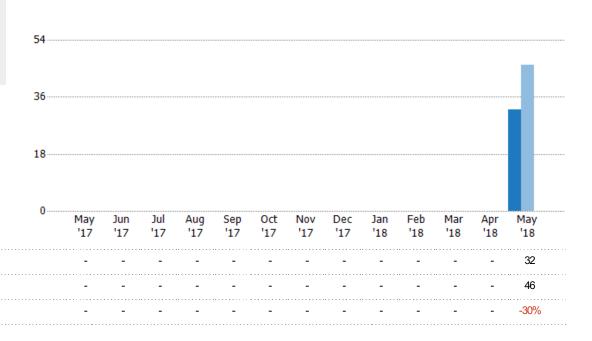




#### **Active Listings**

The number 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



### **Active Listing Volume**

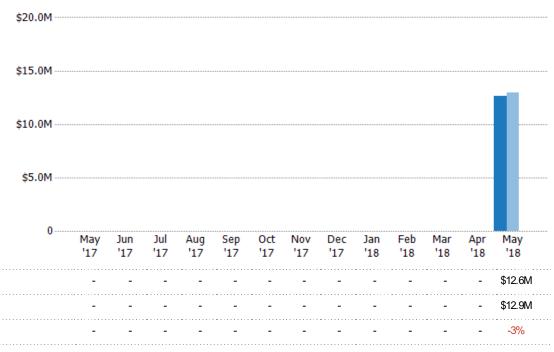
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





### **Average Listing Price**

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

\$100K

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

\$400K	
\$300K	
\$200K	

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$394K
 -	-	-	-	-	-	-	-	-	-	-	-	\$281K
 -	-	-	-	-	-	-	-	-	-	-	-	40%

### **Median Listing Price**

Percent Change from Prior Year

Current Year
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

May '17	'17	'17	Aug '17	'17	'17	17	'17	'18	'18	'18	Apr '18	May '18
			Aug									
\$100K												
\$200K												
\$300K												
\$400K												



Current Year

Percent Change from Prior Year

Prior Year



\$278K

116%



## Market Data Report

#### 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.

\$400K Filters Used ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single \$300K Family Residence \$200K \$100K 0 May Aug Sep 0ct Nov Dec Feb Mar Apr May '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 Avg Est Value \$341K Avg Listing Price \$394K

### 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

Avg Listing Price as a % of Avg Est Value

\$400K												
\$300K												
\$200K												
\$100K												
0 May '17			Aug '17									 May '18
-	-	-	- -			-			-	-	-	\$326K
-	-	-	-	-	-	-	-	-	-	-	-	\$372K
-	-	-	-	-	-	-	-	-	-	-	-	114%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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.

ZIP: 7 Selected	60												
Property Type: Condo/Townhouse/Apt, Single Family Residence	08												
	45												***********
	23												
	0												
	23 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	0 May	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17						
Current Year Prior Year	0 May	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17 -	Nov '17 -						

### Months of Inventory

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

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

23

May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr May Jan '17 '17 '17 '18 8 23



Current Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used
ZIP: 7 Selected

Property Type: Condo/Townhouse/Apt, Single Family Residence

15%	 	 

10%

% .....

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-	-	-	-	-		13%
 -	-	-	-	-	-	-	-	-	-	-	-	4%
 -	-	-	-	-	- -	- -	-	_	_	- -	_	-8%

### Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: 7 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence 30-----

20 -----

10------

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	32
Pending	-	-	-	-	-	-	-	-	-	-	-	-	14
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7







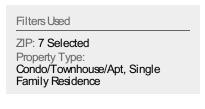
Current Year

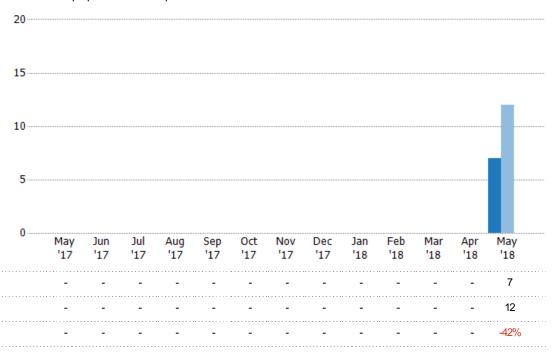
Prior Year

## Market Data Report

#### **New Pending Sales**

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

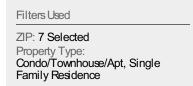


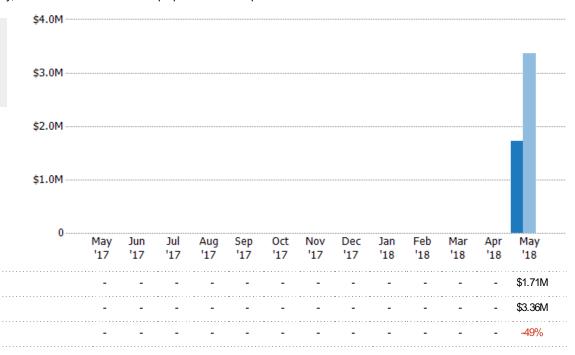


### New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

Percent Change from Prior Year

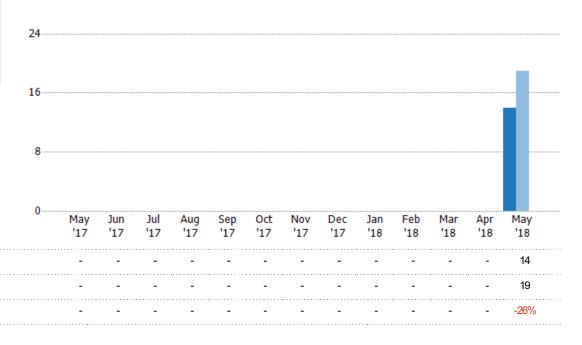




#### **Pending Sales**

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





### Pending Sales Volume

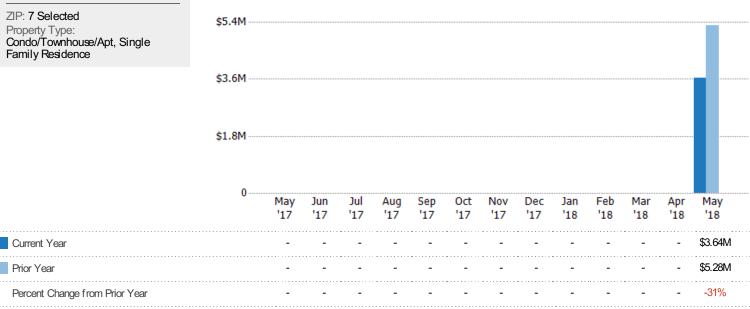
Percent Change from Prior Year

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.





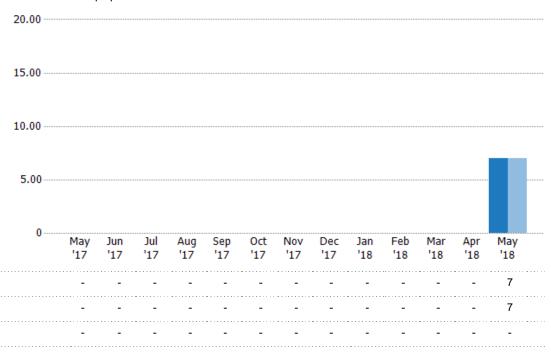




#### **Closed Sales**

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





#### **Closed Sales Volume**

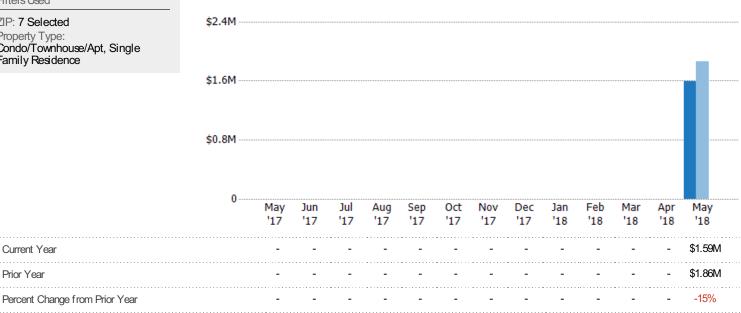
Current Year

PriorExtra Year

Prior Year

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





Current Year





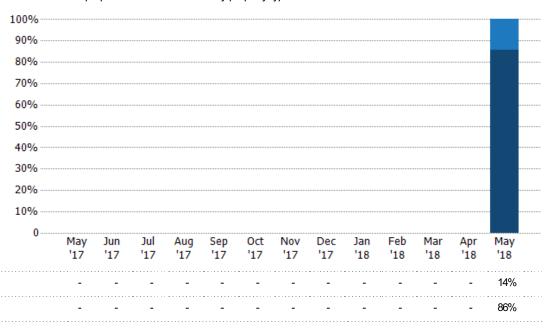
#### Closed Sales by Property Type

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

Condo/Townhouse

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

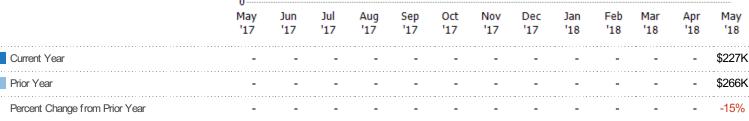
Filters Used

ZIP: 7 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$227K







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/Townhou Family Residence	

\$300K
\$225K
\$150K
\$75K

May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$265K
-	-	-	-	-	-	-	-	-	-	-	-	\$270K
_												-2%

### 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

\$225K												
\$150K												
\$75K												
0												
May '17	Jun '17	Jul '17	Aug '17								Apr '18	May '18
-	-	-	-	-	- -	-	-	-	-	-	-	\$231K
_	-	-	-	-	-	-	-	-	-	-	-	\$227K
												98%



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

25K	 	 		 					
.50K	 	 		 					
75K	 	 		 					
75K	 	 		 					
0	 	 		 					
0	 			 					Ma
0 May	 	 Sep '17	0ct '17	 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Ma '1

#### 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.

ZIP: **7 Selected**Property Type:

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

,												
EIZ												
οK												
0												
May	Jun	Jul	Aug	Sep	oct	NOV	Dec	Jan	reb	Mai	Apr	Ma
-	Jun '17	Jul '17	Aug '17	Sep '17	'17	17	'17	'18	'18	'18	'18	'1
May	Jun '17 -	Jul '17 -	Aug '17	Sep '17	'17 -	'17	'17	'18	'18	'18 -		'1
May	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	'17 -	'17 -	'17 -	'18	'18	'18	'18	



Avg Est Value

Avg Sales Price





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

\$300K												
\$225K												
\$150K												
\$75K												
0 May '17			Aug '17							Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$246K
-	-	-	-	-	-	-	-	-	-	-	-	\$275K
-	-	-	-	-	-	-	-	-	-	-	-	111%



