

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	25	55	-54.5%	25	55	-54.5%
New Listing Volume	\$9,471,800	\$21,540,395	-56%	\$9,471,800	\$21,540,395	-56%
Active Listing Count	242	337	-28.2%	242	337	-28.2%
Active Listing Volume	\$146,243,489	\$177,344,689	-17.5%	\$146,243,489	\$177,344,689	-17.5%
Average Listing Price	\$604,312	\$526,245	+14.8%	\$604,312	\$526,245	+14.8%
Median Listing Price	\$399,000	\$349,900	+14%	\$399,000	\$349,900	+14%
Median Days in RPR	250.5	231	+8.4%	250.5	231	+8.4%
Months of Inventory	_	_	-	18.6	17.7	+5%
Absorption Rate	_	_	+-	5.37%	5.64%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	28	20	+40%	28	20	+40%
New Pending Sales Volume	\$11,613,799	\$5,961,800	+94.8%	\$11,613,799	\$5,961,800	+94.8%
Pending Sales Count	42	28	+50%	42	28	+50%
Pending Sales Volume	\$15,173,699	\$10,236,200	+48.2%	\$15,173,699	\$10,236,200	+48.2%
Closed Sales Count	14	13	+7.7%	14	13	+7.7%
Closed Sales Volume	\$6,256,693	\$4,617,551	+35.5%	\$6,256,693	\$4,617,551	+35.5%
Average Sales Price	\$446,907	\$355,196	+25.8%	\$446,907	\$355,196	+25.8%
Median Sales Price	\$315,250	\$232,000	+35.9%	\$315,250	\$232,000	+35.9%

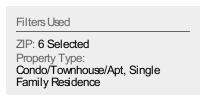


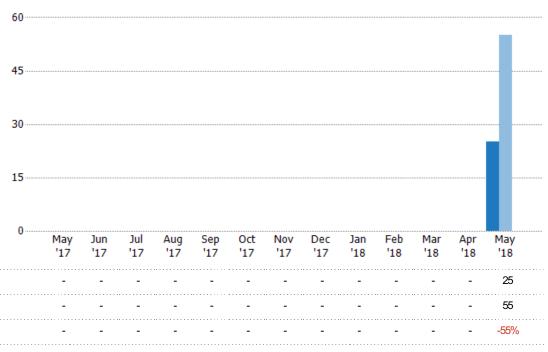




New Listings

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

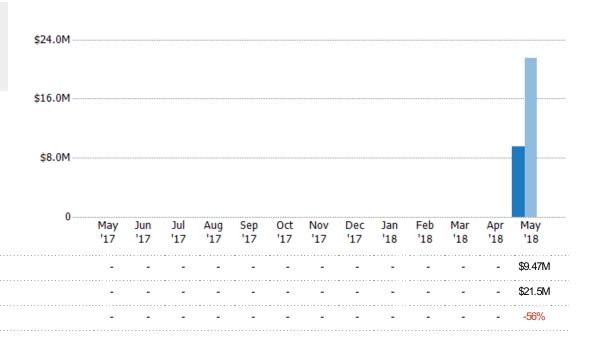
Prior Year

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

Filters Used

ZIP: 6 Selected

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



Current Year

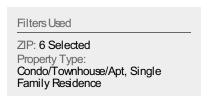
Percent Change from Prior Year

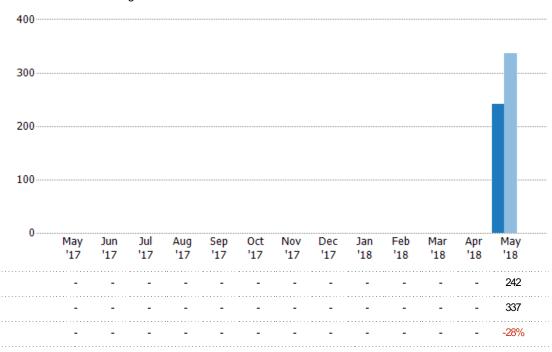




Active Listings

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





Active Listing Volume

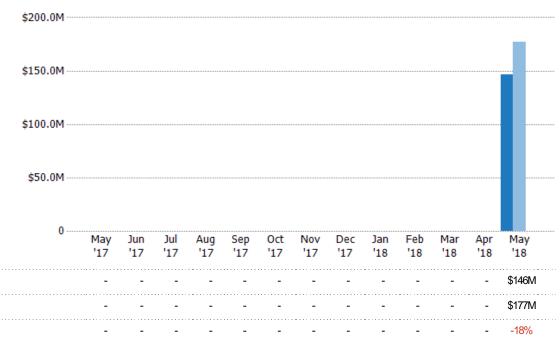
Percent Change from Prior Year

Current Year

Prior Year

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





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.

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

\$/00K	
\$525K	
\$JZJK	
\$350K	

\$175K -----

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
-	-	-	-	-		-		-		-	-	\$604K
-	-	-	-	-	-	-	-	-	-	-	-	\$526K
-	-	-	- -	-	-	-	- -	-	-	-	-	15%

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.

\$100K

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

\$400K
#300V
\$300K
\$200K

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '18 '18 \$399K \$350K



Current Year

Percent Change from Prior Year

Prior Year



14%



Avg Est Value

Avg Listing Price

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.

\$700k

Filters Used

ZIP: 6 Selected

Property Type:

Condo/Townhouse/Apt, Single

Family Residence

\$350k

	-			0ct '17	Nov '17	Dec '17			
0 May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr M '17 '17 '17 '17 '17 '18 '18 '18 '18 '1	-			0ct '17	Nov '17	Dec '17			
0	-								
0	-								
50K									
	75K	 	 				 	 	
25K	50K	 	 				 	 	
25K									
	.510						 	 	
00K	25K	 	 						

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.

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

Avg Listing Price as a % of Avg Est Value

\$400K \$300K \$200K \$100K May Jun Jul Aug Sep 0ct Νον Dec Feb Mar Apr May Jan '17 '17 '17 '18 '18 \$317K \$399K



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



126%



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	300
ZIP: 6 Selected Property Type: Condo/Townhouse/Apt, Single Family Residence	225
	150
	75

300												
225												
150												
75												
•												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
-	-	-	-	-	-	-	-	-	-	-	-	251
-	-	-	-	-	-	-	-	-	-	-	-	231
-	-	-	-	_	_	-	_	_	-	-	-	8%

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

ZIP: 6 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 18.6 21.1



Current Year

Percent Change from Prior Year

Prior Year



-12%



Absorption Rate

The percentage of inventory sold per month.

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

10%	

5%

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

Filters Used

ZIP: 6 Selected

Property Type:

Condo/Townhouse/Apt, Single
Family Residence

225 150

75 ------

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
 -	-	-	_	-	-	-	-	-	-	-	-	242
 -	-	-	-	-	-	-	-	-	-	-	-	42
 -	-	-	-	-	-	-	-	-	-	-	-	14



Active Pending

Sold





Current Year

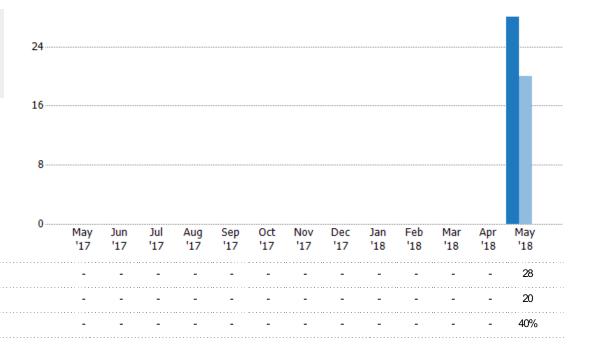
Prior Year

Market Data Report

New Pending Sales

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

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

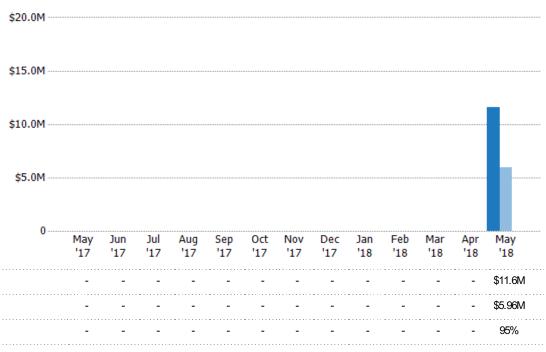


New Pending Sales Volume

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

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

Percent Change from Prior Year



Current Year

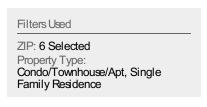
Percent Change from Prior Year

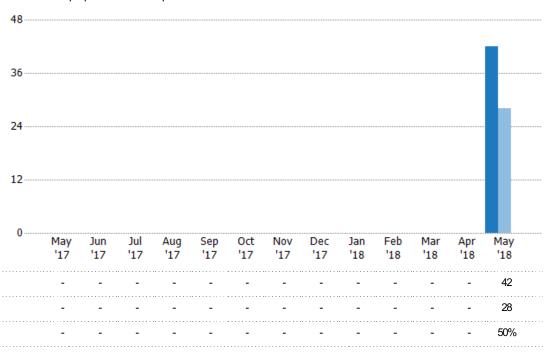




Pending Sales

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.



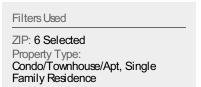


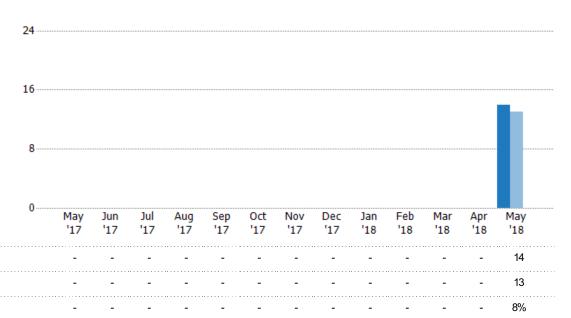




Closed Sales

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





Closed Sales Volume

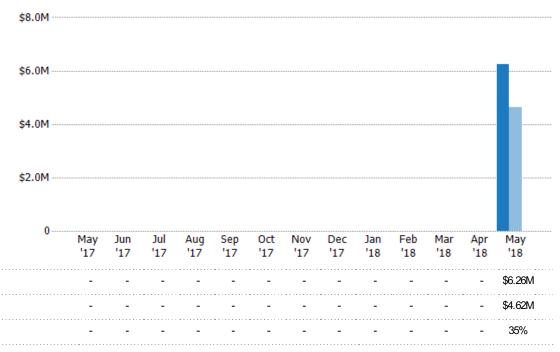
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



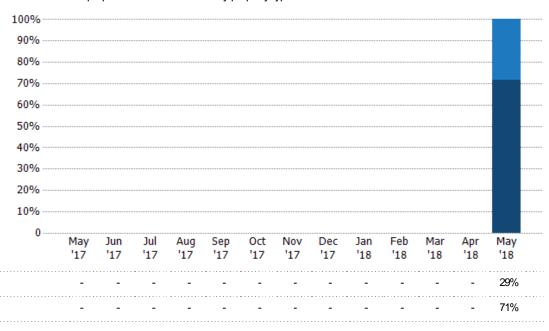


Closed Sales by Property Type

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

Filters Used

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

\$500K \$375K \$250K \$125K

	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	
Current Year	-	-	-	-	-	-	-	-	-		-	-	\$447K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$355K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%	







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.

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

\$400K
\$300K
\$200K
\$100K

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
-	-	-	-	-	-	-	-	-	-	-	-	\$315K
-	-	-	-	-	-	-	-	-	-	-	-	\$232K
-	-	-	-	-	-	-	-	-	-	-	-	36%

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

Percent Change from Prior Year

\$500K												
\$375K												
\$250K												
\$125K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$479K
-	-	-	-	-	-	-	- -	-	-	-	-	\$447K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



93%

96%



Market Data Report

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

\$300K				 	 	 		
\$200K	 			 	 	 		**********
3100K								
0								
0 May '17		Aug '17					Apr '18	May
May			Sep '17				Apr	May '18

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$479K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	183%





- - 128%



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: 6 Selected

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

00K			 	 	 		
0016							
JUK	 		 	 	 	 	
0014							
UUK	 		 			 	
0							
0 May '17		Aug '17				Apr	Ma



