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ZONE ACTIVITY REPORT (January-2017)

Zn	LISTINGS			INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
	# Ofcs	New ML's	New OE's	Total	Rent	Comm	Land	Res	Avg Price	Median Price	Mths Supply	Units	Avg Price	Median Price	#	Avg Price	Median Price	% Of Avg Cv to IV	% Of Med Cv to IV	% CO Brk	Orig\$ Sp\$ %Dif	Lp\$ Sp\$ %Dif	Listings	Under Contract	Closed	Closing Gross Volume
20	142	356	26	1,064	82	120	43	819	963,128	669,000	5.8	144	610,402	528,250	151	594,757	470,000	63%	79%	79%	7.3	3.9	356	144	151	89,808,307
21	155	585	20	1,806	151	197	54	1,404	392,042	329,000	5.0	282	321,592	320,000	239	315,077	300,000	82%	97%	70%	4.3	2.6	585	282	239	75,303,403
24	80	218	3	772	69	98	33	572	625,228	479,500	7.3	82	414,616	417,000	124	419,616	417,000	66%	87%	79%	6.2	3.1	218	82	124	52,032,384
25	93	398	9	1,486	73	120	145	1,148	372,539	299,000	6.9	166	278,029	255,000	197	285,036	260,000	75%	85%	74%	5.5	2.9	398	166	197	56,152,092
28	118	543	3	1,787	152	106	92	1,437	399,525	330,000	5.9	248	293,561	275,000	256	308,753	290,000	73%	83%	76%	6.4	3.1	543	248	256	79,040,768
30	55	159	0	839	192	68	145	434	786,606	539,450	12.6	35	604,369	415,000	51	537,338	435,000	77%	77%	61%	8.0	4.3	159	35	51	27,404,238
31	62	233	0	1,025	115	42	117	751	1,929,592	1,075,000	31.7	24	995,125	617,000	49	995,347	780,000	52%	57%	55%	10.4	6.1	233	24	49	48,772,003
S	705	2,492	61	8,779	834	751	629	6,565	683,802	399,990	6.8	981	383,871	330,000	1,067	401,606	337,500	56%	83%	73%	6.1	3.3	2,492	981	1,067	428,513,195
3	269	617	14	2,196	359	212	112	1,513	1,809,335	1,082,000	7.6	205	853,115	720,000	284	870,187	630,000	47%	67%	60%	8.2	4.8	617	205	284	247,133,108
4	44	161	5	361	22	47	0	292	497,872	459,000	3.3	91	422,005	399,999	103	419,704	405,000	85%	87%	75%	2.7	1.3	161	91	103	43,229,512
5	82	205	19	530	41	53	8	428	606,476	525,000	4.5	97	511,081	468,000	124	486,008	479,000	84%	89%	73%	4.5	2.5	205	97	124	60,264,992
6	194	655	17	1,956	322	254	44	1,336	608,124	469,000	5.9	227	415,436	376,000	253	453,886	429,000	68%	80%	71%	5.3	3.5	655	227	253	114,833,158
8	209	280	4	783	96	138	7	542	566,605	449,000	4.4	125	477,790	477,500	160	517,792	453,500	84%	106%	63%	4.8	2.8	280	125	160	82,846,720
N	798	1,918	59	5,826	840	704	171	4,111	1,036,738	589,000	5.6	745	559,589	465,000	924	593,406	475,000	54%	79%	67%	5.7	3.4	1,918	745	924	548,307,490
10	253	425	4	894	220	127	7	540	674,276	549,000	5.2	104	541,201	472,500	131	508,802	479,000	80%	86%	47%	4.1	3.0	425	104	131	66,653,062
11	137	325	8	943	168	238	20	517	991,447	795,000	8.5	61	516,695	420,000	99	721,328	649,000	52%	53%	45%	5.6	3.9	325	61	99	71,411,472
12	266	766	16	1,770	470	276	18	1,006	873,364	775,000	5.1	200	598,701	474,000	260	568,538	509,500	69%	61%	50%	4.7	3.5	766	200	260	147,819,880
13	163	358	4	1,172	161	174	43	794	842,801	619,500	8.5	95	532,610	529,000	73	637,718	590,000	63%	85%	59%	5.4	3.7	358	95	73	46,553,414
14	71	155	1	478	49	90	7	332	523,597	450,000	9.4	36	448,208	437,000	45	406,260	400,000	86%	97%	56%	4.8	4.2	155	36	45	18,281,700
15	114	188	2	519	62	59	9	389	526,830	498,000	5.4	72	433,999	447,500	68	463,083	455,000	82%	90%	59%	3.8	3.4	188	72	68	31,489,644
Q	1,004	2,217	35	5,776	1,130	964	104	3,578	783,467	598,888	6.4	568	537,896	465,444	676	565,398	492,500	69%	78%	51%	4.7	3.5	2,217	568	676	382,209,172
A	2,507	6,627	155	20,381	2,804	2,419	904	14,254	810,610	499,000	6.3	2,294	479,074	395,000	2,667	509,573	420,000	59%	79%	65%	5.6	3.4	6,627	2,294	2,667	1,359,029,857

LAST MONTHS ACTIVITY REPORT (December-2016)

S	699	1,578	33	8,445	800	727	583	6,335	677,146	399,000	5.7	1,116	391,818	330,000	1,394	392,874	336,500	58%	83%	71%	6.1	3.5	31,702	16,580	14,980	5,967,158,895
N	745	1,124	43	5,300	767	682	165	3,686	1,069,250	598,000	4.5	896	608,745	479,000	1,071	607,482	470,000	57%	80%	68%	5.5	3.5	26,449	13,442	12,554	6,925,344,862
Q	997	1,693	23	5,489	984	948	103	3,454	784,906	592,500	5.4	650	533,502	474,900	750	546,884	474,250	68%	80%	50%	4.5	3.4	26,225	9,161	8,309	4,381,201,980
A	2,487	4,505	99	19,563	2,574	2,397	851	13,741	817,005	499,000	5.2	2,662	499,429	410,000	3,215	500,293	410,000	61%	82%	65%	5.5	3.4	84,596	39,183	35,843	17,273,705,737

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	669	2,669	99	11,335	976	868	826	8,665	670,074	384,999	10.0	868	361,609	310,000	925	401,185	317,000	54%	81%	68%	8.0	4.3	2,669	868	925	371,096,250
N	762	2,043	91	6,960	858	809	165	5,128	949,313	525,000	6.5	793	546,417	425,000	841	552,313	440,000	58%	81%	68%	6.9	4.5	2,043	793	841	464,494,981
Q	973	2,003	46	6,055	1,006	1,006	104	3,939	671,104	525,000	7.1	561	478,686	400,000	654	505,347	443,525	71%	76%	46%	4.8	3.7	2,003	561	654	330,497,070
A	2,404	6,715	236	24,350	2,840	2,683	1,095	17,732	751,057	449,900	8.0	2,222	457,124	370,000	2,420	481,855	387,000	61%	82%	62%	6.7	4.2	6,715	2,222	2,420	1,166,088,301

AVERAGE: The total of all the prices of all the units divided by the number of units.

MEDIAN: The point at which 50% of the units are above that price and 50% below the price. Sometimes called the Mid Point.

INVENTORY VALUE (IV): The value, both average and median, of what sellers want for their homes in each zone.

SUPPLY: The number of available homes each month in the Zone divided by the number of contracts that month.

CONTRACT VALUE (CV): The price buyers actually paid for homes in that Zone that month. (Interesting when compared to what (IV) is in that Zone).

% OF CV TO IV: IV is always higher (What the seller wants) compared to CV which is always lower (What the buyer is willing to pay). This shows how close

Buyers are actually paying compared to asking price as a percentage. Interesting when getting Seller to price properly for the current market.

*Includes Brooklyn listings