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### ZONE ACTIVITY REPORT (November-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 | 151      | 292      | 28       | 1,072     | 67    | 116   | 49   | 840    | 1,041,896      | 725,000      | 4.0         | 206                 | 585,172   | 510,000      | 194      | 588,650   | 505,000      | 56%               | 70%               | 74%      | 4.6              | 2.6            | 4,621                | 2,427          | 2,207  | 1,384,975,862        |
| 21 | 161      | 522      | 19       | 1,686     | 156   | 220   | 52   | 1,258  | 422,377        | 358,500      | 4.0         | 315                 | 339,391   | 340,000      | 350      | 348,769   | 328,750      | 80%               | 95%               | 76%      | 3.0              | 1.1            | 6,920                | 4,028          | 3,620  | 1,208,751,661        |
| 24 | 81       | 220      | 6        | 751       | 64    | 82    | 28   | 577    | 633,046        | 499,000      | 4.5         | 131                 | 463,645   | 445,000      | 164      | 469,323   | 437,000      | 73%               | 89%               | 79%      | 3.2              | 1.7            | 3,236                | 1,818          | 1,660  | 743,743,833          |
| 25 | 97       | 368      | 18       | 1,535     | 68    | 144   | 173  | 1,150  | 430,749        | 341,500      | 5.2         | 220                 | 313,045   | 282,500      | 252      | 316,949   | 288,750      | 73%               | 83%               | 75%      | 4.6              | 2.2            | 4,935                | 2,748          | 2,398  | 729,747,575          |
| 28 | 117      | 424      | 5        | 1,608     | 149   | 122   | 109  | 1,228  | 454,875        | 359,990      | 3.7         | 327                 | 310,905   | 300,000      | 331      | 323,422   | 310,000      | 68%               | 83%               | 74%      | 5.4              | 2.5            | 6,576                | 3,916          | 3,450  | 1,110,691,479        |
| 30 | 53       | 133      | 0        | 861       | 192   | 86    | 147  | 436    | 937,163        | 629,000      | 7.2         | 61                  | 533,320   | 450,000      | 71       | 595,879   | 495,000      | 57%               | 72%               | 52%      | 8.6              | 4.8            | 1,981                | 798            | 749    | 408,673,797          |
| 31 | 58       | 160      | 1        | 1,088     | 128   | 45    | 108  | 807    | 1,957,173      | 1,199,000    | 12.5        | 65                  | 987,927   | 594,000      | 49       | 1,009,746 | 749,000      | 50%               | 50%               | 43%      | 8.2              | 4.4            | 2,266                | 695            | 647    | 635,363,567          |
| S  | 718      | 2,119    | 77       | 8,601     | 824   | 815   | 666  | 6,296  | 764,581        | 449,000      | 4.7         | 1,325               | 419,226   | 359,900      | 1,411    | 419,522   | 355,000      | 55%               | 80%               | 73%      | 4.5              | 2.2            | 30,535               | 16,430         | 14,731 | 6,221,947,774        |
| 3  | 274      | 587      | 4        | 2,455     | 417   | 273   | 95   | 1,670  | 1,810,875      | 1,230,497    | 5.7         | 284                 | 937,941   | 725,500      | 293      | 817,129   | 665,000      | 52%               | 59%               | 66%      | 5.6              | 3.4            | 8,531                | 3,680          | 3,570  | 3,211,038,247        |
| 4  | 44       | 183      | 3        | 429       | 35    | 59    | 4    | 331    | 518,217        | 479,000      | 3.1         | 101                 | 467,027   | 443,000      | 107      | 438,232   | 432,000      | 90%               | 92%               | 73%      | 3.3              | 1.3            | 2,316                | 1,390          | 1,257  | 550,156,735          |
| 5  | 79       | 185      | 14       | 581       | 20    | 61    | 10   | 490    | 633,128        | 549,000      | 3.6         | 136                 | 535,091   | 499,250      | 162      | 523,243   | 490,000      | 85%               | 91%               | 75%      | 4.8              | 2.5            | 2,918                | 1,736          | 1,660  | 853,749,268          |
| 6  | 206      | 592      | 15       | 1,903     | 304   | 235   | 42   | 1,322  | 636,700        | 502,500      | 4.3         | 293                 | 497,319   | 450,000      | 280      | 472,597   | 440,000      | 78%               | 90%               | 70%      | 3.5              | 2.5            | 7,618                | 3,576          | 3,180  | 1,496,918,618        |
| 8  | 201      | 305      | 15       | 898       | 95    | 148   | 5    | 650    | 589,738        | 519,000      | 3.5         | 180                 | 551,729   | 502,000      | 154      | 558,566   | 487,500      | 94%               | 97%               | 58%      | 4.0              | 2.6            | 3,926                | 2,107          | 1,907  | 1,046,650,218        |
| N  | 804      | 1,852    | 51       | 6,266     | 871   | 776   | 156  | 4,463  | 1,060,043      | 629,000      | 4.4         | 994                 | 635,154   | 509,500      | 996      | 591,788   | 489,800      | 60%               | 81%               | 68%      | 4.4              | 2.6            | 25,309               | 12,489         | 11,574 | 7,158,513,086        |
| 10 | 265      | 486      | 7        | 1,086     | 324   | 118   | 16   | 628    | 749,811        | 639,000      | 4.6         | 136                 | 557,771   | 457,444      | 121      | 582,195   | 549,000      | 74%               | 72%               | 50%      | 2.2              | 1.6            | 5,511                | 1,466          | 1,358  | 721,960,121          |
| 11 | 145      | 333      | 8        | 1,120     | 240   | 275   | 25   | 580    | 892,881        | 849,000      | 5.4         | 109                 | 707,445   | 670,000      | 100      | 695,830   | 654,500      | 79%               | 79%               | 46%      | 4.9              | 3.0            | 4,167                | 1,127          | 1,061  | 714,070,797          |
| 12 | 264      | 791      | 10       | 2,267     | 719   | 376   | 17   | 1,155  | 957,170        | 869,000      | 4.7         | 245                 | 678,887   | 625,000      | 271      | 688,468   | 710,000      | 71%               | 72%               | 47%      | 4.9              | 3.3            | 9,764                | 2,944          | 2,847  | 1,795,607,370        |
| 13 | 164      | 350      | 3        | 1,407     | 244   | 209   | 44   | 910    | 896,389        | 689,000      | 6.8         | 129                 | 587,501   | 555,000      | 115      | 603,922   | 550,000      | 66%               | 81%               | 38%      | 4.9              | 3.9            | 4,376                | 1,396          | 1,085  | 640,974,842          |
| 14 | 71       | 184      | 3        | 598       | 76    | 101   | 13   | 408    | 628,155        | 542,500      | 6.7         | 60                  | 497,925   | 482,250      | 53       | 522,174   | 450,000      | 80%               | 89%               | 42%      | 3.6              | 3.5            | 2,018                | 694            | 532    | 258,245,347          |
| 15 | 106      | 171      | 3        | 511       | 71    | 47    | 6    | 387    | 569,502        | 549,000      | 4.5         | 82                  | 513,610   | 494,000      | 68       | 479,331   | 490,250      | 90%               | 90%               | 54%      | 2.8              | 2.2            | 2,093                | 946            | 797    | 370,777,072          |
| Q  | 1,015    | 2,315    | 34       | 6,989     | 1,674 | 1,126 | 121  | 4,068  | 832,317        | 688,444      | 5.3         | 761                 | 613,764   | 555,000      | 728      | 626,819   | 572,250      | 74%               | 81%               | 46%      | 4.1              | 3.0            | 27,929               | 8,573          | 7,680  | 4,501,635,549        |
| A  | 2,537    | 6,286    | 162      | 21,856    | 3,369 | 2,717 | 943  | 14,827 | 872,101        | 559,000      | 4.7         | 3,080               | 536,978   | 440,000      | 3,135    | 522,389   | 435,000      | 62%               | 79%               | 65%      | 4.4              | 2.5            | 83,773               | 37,492         | 33,985 | 17,882,096,409       |

### LAST MONTHS ACTIVITY REPORT (October-2017)

|   |       |       |     |        |       |       |     |        |           |         |     |       |         |         |       |         |         |     |     |     |     |     |        |        |        |                |
|---|-------|-------|-----|--------|-------|-------|-----|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|-----|-----|--------|--------|--------|----------------|
| S | 725   | 2,462 | 62  | 9,107  | 827   | 802   | 688 | 6,790  | 754,652   | 450,000 | 4.4 | 1,515 | 422,268 | 357,000 | 1,424 | 427,615 | 360,000 | 56% | 79% | 73% | 4.1 | 2.4 | 28,416 | 15,105 | 13,320 | 5,630,002,759  |
| N | 818   | 2,087 | 48  | 6,466  | 897   | 767   | 144 | 4,658  | 1,082,181 | 649,000 | 4.1 | 1,136 | 584,217 | 488,500 | 1,138 | 613,974 | 500,000 | 54% | 75% | 67% | 4.2 | 2.6 | 23,457 | 11,495 | 10,578 | 6,569,091,775  |
| Q | 1,039 | 2,624 | 33  | 6,997  | 1,587 | 1,091 | 113 | 4,206  | 832,927   | 690,000 | 5.1 | 828   | 602,748 | 529,000 | 807   | 603,801 | 560,000 | 72% | 77% | 45% | 4.0 | 3.1 | 25,614 | 7,812  | 6,952  | 4,045,311,366  |
| A | 2,582 | 7,173 | 143 | 22,570 | 3,311 | 2,660 | 945 | 15,654 | 873,143   | 569,000 | 4.5 | 3,479 | 518,103 | 430,000 | 3,369 | 532,768 | 440,000 | 59% | 76% | 64% | 4.1 | 2.6 | 77,487 | 34,412 | 30,850 | 16,244,405,900 |

### LAST YEARS ACTIVITY REPORT AT THIS TIME

|   |       |       |    |        |       |       |       |        |           |         |     |       |         |         |       |         |         |     |     |     |     |     |        |        |        |                |
|---|-------|-------|----|--------|-------|-------|-------|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|-----|-----|--------|--------|--------|----------------|
| S | 696   | 1,969 | 34 | 9,747  | 774   | 805   | 711   | 7,457  | 683,556   | 400,000 | 6.0 | 1,223 | 403,573 | 339,990 | 1,345 | 387,556 | 335,000 | 59% | 85% | 70% | 5.6 | 3.0 | 30,124 | 15,464 | 13,586 | 5,419,492,065  |
| N | 738   | 1,549 | 34 | 6,215  | 812   | 774   | 185   | 4,444  | 1,043,673 | 599,000 | 4.7 | 983   | 582,525 | 460,000 | 1,013 | 567,912 | 460,000 | 56% | 77% | 66% | 6.1 | 3.8 | 25,325 | 12,546 | 11,483 | 6,324,084,232  |
| Q | 988   | 2,011 | 25 | 6,106  | 1,018 | 1,061 | 109   | 3,918  | 762,789   | 589,000 | 5.3 | 742   | 561,621 | 491,000 | 709   | 555,104 | 485,000 | 74% | 83% | 50% | 4.1 | 3.5 | 24,532 | 8,511  | 7,559  | 3,971,038,988  |
| A | 2,467 | 5,639 | 93 | 22,431 | 2,624 | 2,687 | 1,005 | 16,115 | 808,743   | 499,000 | 5.3 | 2,948 | 503,024 | 410,000 | 3,067 | 485,858 | 402,250 | 62% | 82% | 64% | 5.4 | 3.4 | 80,091 | 36,521 | 32,628 | 15,714,615,285 |

**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