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ZONE ACTIVITY REPORT (January-2018)

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	352	19	935	72	123	49	691	1,071,052	729,000	4.6	156	591,954	536,000	180	598,410	502,500	55%	74%	74%	4.7	1.7	352	156	180	107,713,800
21	162	569	12	1,487	140	183	39	1,125	430,552	359,999	5.0	233	339,988	330,000	295	339,698	345,000	79%	92%	72%	3.7	1.7	569	233	295	100,210,910
24	86	290	3	710	58	85	29	538	635,082	519,000	4.6	119	411,638	380,000	141	468,822	427,000	65%	73%	82%	3.7	2.2	290	119	141	66,103,902
25	96	392	6	1,425	90	147	145	1,043	421,751	339,990	5.6	188	282,578	270,000	214	307,900	281,000	67%	79%	76%	5.1	2.8	392	188	214	65,890,600
28	115	587	1	1,560	242	127	98	1,093	445,707	369,000	4.5	244	323,253	305,000	252	320,675	312,000	73%	83%	78%	4.5	2.4	587	244	252	80,810,100
30	52	151	1	796	198	73	133	392	933,526	643,450	7.1	55	617,091	445,000	55	648,778	575,000	66%	69%	65%	7.2	3.5	151	55	55	35,682,790
31	60	200	0	1,028	155	42	106	725	1,971,356	1,200,000	15.1	48	743,274	627,000	46	1,185,785	632,500	38%	52%	70%	6.6	3.6	200	48	46	54,546,110
S	722	2,541	42	7,941	955	780	599	5,607	764,823	459,000	5.5	1,043	404,758	349,000	1,183	431,917	359,000	53%	76%	75%	4.6	2.3	2,541	1,043	1,183	510,958,212
3	269	685	13	2,181	407	229	86	1,459	1,791,088	1,198,000	6.9	220	980,093	699,000	236	880,179	665,000	55%	58%	60%	7.2	4.2	685	220	236	207,722,244
4	45	228	7	429	46	61	2	320	513,792	485,000	3.5	91	454,699	445,000	98	480,219	457,500	88%	92%	62%	2.6	1.1	228	91	98	47,061,462
5	81	222	20	552	33	62	9	448	640,250	569,495	4.3	104	522,436	497,000	115	570,412	525,000	82%	87%	78%	4.2	2.0	222	104	115	65,597,380
6	200	667	21	1,748	330	233	30	1,155	640,411	499,000	5.2	230	462,848	416,000	273	478,575	438,000	72%	83%	70%	4.0	2.7	667	230	273	130,650,975
8	203	319	8	828	87	148	5	588	568,887	499,000	4.3	138	476,102	442,500	184	571,238	500,000	84%	89%	55%	4.4	3.0	319	138	184	105,107,792
N	798	2,121	69	5,738	903	733	132	3,970	1,042,474	625,000	5.2	783	617,482	489,000	906	613,841	503,500	59%	78%	65%	4.8	2.9	2,121	783	906	556,139,853
10	264	567	6	1,089	360	113	11	605	767,746	649,900	5.8	109	559,042	499,800	126	565,747	502,000	73%	77%	49%	4.7	3.2	567	109	126	71,284,122
11	143	403	8	1,114	293	244	19	558	923,535	849,250	9.0	64	707,586	677,500	86	734,014	747,500	77%	80%	38%	5.8	4.4	403	64	86	63,125,204
12	264	930	12	2,143	670	351	15	1,107	937,667	848,000	4.8	232	654,443	601,500	240	668,323	665,000	70%	71%	42%	4.7	3.3	930	232	240	160,397,520
13	160	407	12	1,266	230	215	31	790	842,051	688,444	8.2	98	573,840	537,500	114	598,396	552,500	68%	78%	44%	4.7	3.7	407	98	114	68,217,144
14	72	190	3	564	72	96	16	380	595,888	544,998	6.2	64	526,526	505,000	49	511,478	460,000	88%	93%	53%	3.7	3.1	190	64	49	25,062,422
15	109	170	3	459	73	47	6	333	584,136	549,900	7.3	47	514,319	515,000	73	467,959	460,000	88%	94%	56%	2.4	1.7	170	47	73	34,161,007
Q	1,012	2,667	44	6,635	1,698	1,066	98	3,773	822,685	685,000	6.3	614	606,122	531,550	688	613,732	549,500	74%	78%	45%	4.5	3.3	2,667	614	688	422,247,419
A	2,532	7,329	155	20,314	3,556	2,579	829	13,350	863,744	565,000	5.5	2,440	523,693	424,950	2,777	536,315	440,000	61%	75%	64%	4.6	2.7	7,329	2,440	2,777	1,489,345,484

LAST MONTHS ACTIVITY REPORT (December-2017)

S	723	1,656	47	7,683	875	735	615	5,458	764,699	449,000	5.0	1,110	413,360	356,500	1,434	428,557	365,000	54%	79%	75%	4.6	2.5	32,191	17,540	16,166	6,836,976,113
N	807	1,267	37	5,344	831	692	136	3,685	1,058,644	619,999	4.5	848	594,886	490,000	1,027	629,396	499,000	56%	79%	67%	5.0	3.0	26,576	13,337	12,602	7,805,422,141
Q	1,020	1,849	33	6,259	1,523	1,012	97	3,627	818,119	679,000	6.1	603	590,235	500,000	707	623,384	550,000	72%	74%	48%	4.5	3.7	29,778	9,176	8,388	4,942,898,070
A	2,550	4,772	117	19,286	3,229	2,439	848	12,770	864,694	559,000	5.1	2,561	515,113	425,000	3,168	537,144	440,000	60%	76%	66%	4.7	2.9	88,545	40,053	37,156	19,585,296,324

LAST YEARS ACTIVITY REPORT AT THIS TIME

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
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
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

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