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ZONE ACTIVITY REPORT (January-2019)

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	159	393	11	1,050	76	104	74	796	1,078,957	762,450	5.8	138	624,214	547,500	177	636,426	547,800	58%	72%	72%	6.1	3.0	393	138	177	112,647,402
21	157	600	16	1,449	114	189	43	1,103	461,945	388,000	3.7	299	371,550	370,000	270	355,966	350,000	80%	95%	74%	3.8	2.5	600	299	270	96,110,820
24	86	298	3	742	54	89	37	562	665,131	535,000	4.3	137	452,982	430,000	136	461,646	426,125	68%	80%	81%	4.8	2.4	298	137	136	62,783,856
25	95	467	6	1,383	80	135	153	1,015	440,248	369,000	4.6	224	307,006	300,000	190	315,420	301,000	70%	81%	77%	4.1	1.9	467	224	190	59,929,800
28	112	601	5	1,517	128	125	93	1,171	479,889	389,000	4.5	257	346,820	325,000	268	335,643	335,000	72%	84%	78%	3.9	1.8	601	257	268	89,952,324
30	51	209	0	797	220	58	121	398	916,077	627,000	8.2	50	550,347	359,500	60	636,706	520,000	60%	57%	60%	5.8	2.3	209	50	60	38,202,360
31	67	245	0	1,067	146	44	103	774	1,945,510	1,265,000	18.5	42	1,045,237	750,000	49	1,200,882	800,000	54%	59%	67%	10.8	6.9	245	42	49	58,843,218
S	727	2,813	41	8,005	818	744	624	5,819	794,192	489,000	5.1	1,147	425,992	370,000	1,150	450,843	380,000	54%	76%	75%	4.8	2.5	2,813	1,147	1,150	518,469,780
3	274	794	11	2,421	351	263	85	1,722	1,754,289	1,158,944	7.1	246	859,125	672,500	250	956,627	700,000	49%	58%	60%	7.5	4.9	794	246	250	239,156,750
4	46	241	2	451	43	55	5	348	530,308	499,000	3.5	101	462,509	449,000	98	477,857	455,000	87%	90%	82%	3.8	2.2	241	101	98	46,829,986
5	77	282	4	695	30	89	11	565	645,228	578,888	4.6	122	516,429	503,850	132	550,277	510,000	80%	87%	71%	3.8	2.3	282	122	132	72,636,564
6	220	696	9	1,895	325	250	28	1,292	652,541	537,000	5.1	261	471,791	455,000	257	497,153	461,000	72%	85%	74%	4.7	2.4	696	261	257	127,768,321
8	199	384	5	968	110	191	3	664	630,905	549,000	5.2	127	519,469	510,000	179	549,411	527,000	82%	93%	61%	5.1	3.0	384	127	179	98,344,569
N	816	2,397	31	6,430	859	848	132	4,591	1,052,492	649,000	5.4	857	595,300	500,000	916	638,358	525,000	57%	77%	68%	5.3	3.2	2,397	857	916	584,736,190
10	280	639	5	1,275	338	163	6	768	730,701	669,000	5.8	135	619,219	573,000	117	559,572	499,000	85%	86%	48%	4.8	3.1	639	135	117	65,469,924
11	151	387	6	1,231	281	293	23	634	903,911	849,000	6.8	95	731,318	710,000	100	712,485	700,000	81%	84%	52%	5.8	2.8	387	95	100	71,248,500
12	257	992	3	2,612	645	363	23	1,581	905,015	799,000	8.1	198	591,052	504,000	227	629,930	610,000	65%	63%	48%	5.9	3.8	992	198	227	142,994,110
13	167	535	3	1,525	266	210	44	1,005	875,473	730,000	11.0	93	575,798	560,000	93	588,314	529,000	66%	77%	48%	6.5	4.0	535	93	93	54,713,202
14	63	290	0	669	128	79	17	445	637,228	595,000	8.8	50	497,084	507,500	52	558,467	537,500	78%	85%	46%	3.7	2.1	290	50	52	29,040,284
15	113	216	2	572	68	61	16	427	639,827	599,000	5.8	73	515,068	520,000	72	550,900	538,000	81%	87%	58%	1.8	1.3	216	73	72	39,664,800
Q	1,031	3,059	19	7,884	1,726	1,169	129	4,860	823,397	700,000	7.6	644	599,536	538,750	661	609,880	550,000	73%	77%	50%	5.1	3.2	3,059	644	661	403,130,820
A	2,574	8,269	91	22,319	3,403	2,761	885	15,270	881,146	599,000	5.8	2,648	522,993	437,500	2,727	552,379	450,000	59%	73%	67%	5.0	2.9	8,269	2,648	2,727	1,506,336,790

LAST MONTHS ACTIVITY REPORT (December-2018)

S	726	1,466	41	7,476	664	691	608	5,513	791,662	485,000	5.5	1,012	428,591	370,000	1,400	462,266	380,000	54%	76%	75%	3.8	2.2	32,822	17,599	16,277	7,264,071,258
N	805	1,284	53	5,976	785	801	136	4,254	1,069,943	649,000	5.2	837	601,993	515,000	996	626,715	515,500	56%	79%	69%	-97.3	3.0	28,302	13,309	12,499	7,981,860,104
Q	1,036	2,144	24	7,390	1,574	1,113	128	4,575	831,576	719,000	7.3	639	618,978	555,000	605	681,573	620,000	74%	77%	48%	5.8	4.0	33,393	9,189	8,225	5,240,692,197
A	2,567	4,894	118	20,842	3,023	2,605	872	14,342	886,935	599,800	5.9	2,488	535,824	450,000	3,001	561,057	460,000	60%	75%	68%	-29.4	2.8	94,517	40,097	37,001	20,486,623,559

LAST YEARS ACTIVITY REPORT AT THIS TIME

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
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
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

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