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### October-2023

| 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 | 147      | 291      | 19       | 476       | 61    | 58    | 11    | 346    | 1,350,879      | 949,450      | 1.5         | 170                 | 918,840   | 800,000      | 169      | 887,708   | 750,000      | 68%               | 84%               | 79%      | -1.4             | -2.4           | 2,825                | 1,688          | 1,577  | 1,371,421,973        |
| 21 | 160      | 472      | 31       | 1,028     | 372   | 131   | 23    | 502    | 711,141        | 599,000      | 1.5         | 245                 | 599,360   | 565,000      | 280      | 597,253   | 560,000      | 84%               | 94%               | 84%      | -1.9             | -2.5           | 4,527                | 2,672          | 2,533  | 1,414,687,873        |
| 24 | 94       | 198      | 15       | 388       | 71    | 50    | 17    | 250    | 933,404        | 749,000      | 1.5         | 133                 | 672,884   | 640,000      | 143      | 683,732   | 650,000      | 72%               | 85%               | 79%      | -1.3             | -2.7           | 2,097                | 1,389          | 1,318  | 869,159,386          |
| 25 | 97       | 314      | 10       | 771       | 137   | 97    | 101   | 436    | 741,912        | 575,000      | 2.3         | 171                 | 568,912   | 530,000      | 183      | 542,349   | 525,000      | 77%               | 92%               | 84%      | -2.2             | -2.8           | 3,109                | 1,858          | 1,762  | 885,997,179          |
| 28 | 104      | 394      | 4        | 816       | 190   | 96    | 49    | 481    | 747,722        | 574,800      | 1.5         | 280                 | 518,809   | 510,000      | 238      | 534,524   | 531,250      | 69%               | 89%               | 86%      | -1.6             | -2.5           | 4,112                | 2,624          | 2,429  | 1,245,667,877        |
| 30 | 58       | 135      | 13       | 515       | 181   | 39    | 54    | 241    | 1,552,882      | 1,100,000    | 3.2         | 63                  | 851,540   | 765,500      | 59       | 908,455   | 814,125      | 55%               | 70%               | 61%      | 3.8              | 2.3            | 1,317                | 582            | 525    | 480,736,360          |
| 31 | 69       | 234      | 0        | 1,176     | 496   | 50    | 65    | 565    | 3,287,670      | 2,395,000    | 8.8         | 55                  | 1,507,739 | 1,355,000    | 62       | 2,388,597 | 1,675,000    | 46%               | 57%               | 71%      | 5.9              | 3.5            | 2,221                | 614            | 569    | 1,051,174,835        |
| S  | 729      | 2,038    | 92       | 5,170     | 1,508 | 521   | 320   | 2,821  | 1,408,243      | 749,000      | 2.1         | 1,117               | 690,835   | 589,000      | 1,134    | 743,550   | 600,000      | 49%               | 79%               | 81%      | -1.0             | -2.0           | 20,208               | 11,427         | 10,713 | 7,318,845,483        |
| 3  | 273      | 522      | 16       | 1,319     | 258   | 185   | 59    | 817    | 2,253,209      | 1,395,000    | 2.4         | 278                 | 1,308,404 | 935,500      | 299      | 1,162,333 | 899,000      | 58%               | 67%               | 69%      | 2.2              | 1.0            | 5,914                | 2,925          | 2,705  | 3,152,976,319        |
| 4  | 50       | 135      | 6        | 239       | 47    | 38    | 0     | 154    | 748,869        | 675,000      | 1.1         | 103                 | 620,408   | 620,000      | 111      | 686,346   | 650,000      | 83%               | 92%               | 75%      | -1.1             | -1.9           | 1,654                | 1,093          | 1,049  | 679,717,918          |
| 5  | 79       | 186      | 19       | 270       | 27    | 38    | 4     | 201    | 873,414        | 749,990      | 1.3         | 116                 | 763,045   | 686,000      | 140      | 746,275   | 700,000      | 87%               | 91%               | 73%      | -0.3             | -0.8           | 1,834                | 1,252          | 1,180  | 860,369,688          |
| 6  | 225      | 454      | 18       | 1,202     | 293   | 165   | 11    | 733    | 997,981        | 729,000      | 2.5         | 254                 | 694,655   | 632,500      | 233      | 713,442   | 650,000      | 70%               | 87%               | 78%      | 2.7              | 1.2            | 5,465                | 2,450          | 2,244  | 1,529,667,844        |
| 8  | 195      | 264      | 15       | 554       | 79    | 109   | 8     | 358    | 810,822        | 699,000      | 1.5         | 171                 | 775,977   | 700,000      | 174      | 778,427   | 703,000      | 96%               | 100%              | 71%      | 0.9              | -0.7           | 3,018                | 1,689          | 1,532  | 1,147,074,290        |
| N  | 822      | 1,561    | 74       | 3,584     | 704   | 535   | 82    | 2,263  | 1,393,526      | 819,900      | 2.0         | 922                 | 895,104   | 706,500      | 957      | 867,328   | 721,000      | 64%               | 86%               | 73%      | 1.3              | 0.1            | 17,885               | 9,409          | 8,710  | 7,369,806,059        |
| 10 | 140      | 347      | 5        | 1,121     | 153   | 117   | 11    | 840    | 697,954        | 525,000      | 5.2         | 145                 | 621,916   | 490,000      | 149      | 629,487   | 560,000      | 89%               | 93%               | 62%      | 4.6              | 3.1            | 3,592                | 1,368          | 1,184  | 763,055,751          |
| 11 | 146      | 386      | 2        | 1,372     | 98    | 299   | 25    | 950    | 830,792        | 599,000      | 5.9         | 151                 | 669,988   | 535,000      | 130      | 702,185   | 622,000      | 81%               | 89%               | 50%      | 5.4              | 3.2            | 3,990                | 1,281          | 1,111  | 800,724,611          |
| 12 | 248      | 791      | 13       | 2,529     | 249   | 438   | 18    | 1,824  | 862,140        | 720,900      | 5.1         | 301                 | 754,348   | 644,544      | 327      | 730,993   | 695,000      | 87%               | 89%               | 54%      | 5.1              | 3.5            | 8,106                | 3,022          | 2,672  | 1,942,385,339        |
| 13 | 97       | 214      | 3        | 586       | 85    | 48    | 26    | 427    | 1,199,452      | 799,500      | 6.3         | 54                  | 745,333   | 702,500      | 58       | 624,966   | 634,000      | 62%               | 88%               | 76%      | 5.4              | 2.7            | 1,851                | 681            | 594    | 400,352,563          |
| 14 | 56       | 276      | 2        | 746       | 131   | 91    | 19    | 505    | 886,781        | 729,000      | 6.2         | 79                  | 782,483   | 729,000      | 61       | 707,097   | 680,000      | 88%               | 100%              | 57%      | 3.7              | 2.8            | 2,669                | 1,014          | 764    | 526,508,312          |
| 15 | 101      | 138      | 0        | 392       | 65    | 34    | 9     | 284    | 793,919        | 739,000      | 4.5         | 56                  | 649,796   | 667,500      | 53       | 702,363   | 705,000      | 82%               | 90%               | 74%      | 3.4              | 1.5            | 1,396                | 667            | 582    | 389,901,784          |
| Q  | 788      | 2,152    | 25       | 6,746     | 781   | 1,027 | 108   | 4,830  | 855,806        | 699,000      | 5.6         | 786                 | 708,412   | 649,000      | 778      | 695,011   | 650,000      | 83%               | 93%               | 58%      | 4.9              | 3.1            | 21,604               | 8,033          | 6,907  | 4,822,928,360        |
| A  | 2,339    | 5,751    | 191      | 15,500    | 2,993 | 2,083 | 510   | 9,914  | 1,135,742      | 749,000      | 3.0         | 2,825               | 762,412   | 648,444      | 2,869    | 771,642   | 646,900      | 67%               | 87%               | 72%      | 1.4              | 0.1            | 59,697               | 28,869         | 26,330 | 19,511,579,902       |
| O  | 2,144    | 4,725    | 2        | 13,199    | 1,700 | 1,654 | 1,325 | 8,520  | 1,265,849      | 700,000      | 3.1         | 2,015               | N/A       | N/A          | 1,903    | 665,898   | 520,000      | N/A               | N/A               | 80%      | 1.5              | -0.3           | 50,069               | 21,644         | 19,152 | 1,267,203,894        |
| T  | 4,483    | 10,476   | 193      | 28,699    | 4,693 | 3,737 | 1,835 | 18,434 | 1,195,880      | 729,996      | 3.1         | 4,840               | N/A       | N/A          | 4,772    | 729,464   | 610,000      | N/A               | N/A               | 75%      | 1.4              | -0.1           | 109,766              | 50,513         | 45,482 | 20,778,783,796       |

S=Suffolk N= Nassau Q= Queens A= All O= Out of Area including Brooklyn, Manhattan & Hudson Valley Sales T= Total of ALL sales for OneKey MLS

### LAST MONTHS ACTIVITY REPORT (September-2023)

|   |       |        |     |        |       |       |       |        |           |         |     |       |         |         |       |         |         |     |     |     |      |      |        |        |        |                |
|---|-------|--------|-----|--------|-------|-------|-------|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|------|------|--------|--------|--------|----------------|
| S | 732   | 2,146  | 113 | 5,101  | 1,525 | 524   | 327   | 2,725  | 1,418,671 | 749,999 | 2.2 | 1,050 | 750,923 | 600,000 | 1,163 | 704,210 | 590,900 | 53% | 80% | 80% | -1.7 | -2.5 | 18,170 | 10,310 | 9,579  | 6,475,659,877  |
| N | 831   | 1,672  | 48  | 3,713  | 727   | 557   | 92    | 2,337  | 1,421,319 | 825,000 | 2.3 | 804   | 889,492 | 710,000 | 937   | 926,441 | 735,000 | 63% | 86% | 72% | 0.8  | -0.2 | 16,324 | 8,487  | 7,753  | 6,539,927,302  |
| Q | 785   | 1,979  | 17  | 6,624  | 736   | 995   | 99    | 4,794  | 832,061   | 699,000 | 6.2 | 748   | 699,887 | 650,000 | 727   | 728,079 | 690,000 | 84% | 93% | 60% | 5.1  | 3.4  | 19,452 | 7,247  | 6,129  | 4,282,209,852  |
| A | 2,348 | 5,797  | 178 | 15,438 | 2,988 | 2,076 | 518   | 9,856  | 1,133,969 | 749,000 | 3.2 | 2,602 | 779,068 | 650,000 | 2,827 | 784,006 | 659,000 | 69% | 87% | 73% | 0.9  | -0.2 | 53,946 | 26,044 | 23,461 | 17,297,797,031 |
| O | 2,111 | 4,650  | 3   | 12,603 | 1,731 | 1,606 | 1,348 | 7,918  | 1,171,324 | 699,000 | 3.4 | 1,791 | N/A     | N/A     | 1,884 | 677,890 | 550,000 | N/A | N/A | 79% | 0.5  | -0.8 | 45,344 | 19,629 | 17,249 | 1,277,144,760  |
| T | 4,459 | 10,447 | 181 | 28,041 | 4,719 | 3,682 | 1,866 | 17,774 | 1,150,610 | 729,000 | 3.5 | 4,393 | N/A     | N/A     | 4,711 | 741,569 | 625,000 | N/A | N/A | 75% | 0.7  | -0.5 | 99,290 | 45,673 | 40,710 | 18,574,941,791 |

### LAST YEARS ACTIVITY REPORT AT THIS TIME

|   |       |        |     |        |       |       |       |        |           |         |     |       |         |         |       |         |         |     |     |     |     |      |         |        |        |                |
|---|-------|--------|-----|--------|-------|-------|-------|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|-----|------|---------|--------|--------|----------------|
| S | 754   | 2,060  | 118 | 5,549  | 1,086 | 503   | 372   | 3,588  | 1,157,609 | 630,000 | 2.4 | 1,134 | 667,044 | 532,750 | 1,250 | 664,081 | 550,000 | 58% | 85% | 80% | 0.2 | -1.1 | 23,444  | 13,664 | 13,775 | 9,215,973,773  |
| N | 846   | 1,734  | 75  | 4,439  | 750   | 522   | 114   | 3,053  | 1,253,726 | 745,000 | 2.6 | 908   | 802,623 | 650,000 | 1,059 | 807,206 | 675,000 | 64% | 87% | 70% | 2.0 | 0.4  | 20,430  | 10,975 | 11,406 | 9,374,275,394  |
| Q | 816   | 2,318  | 29  | 7,617  | 989   | 1,022 | 83    | 5,523  | 793,668   | 680,000 | 6.4 | 712   | 735,234 | 669,500 | 777   | 737,076 | 690,000 | 93% | 98% | 59% | 5.4 | 3.3  | 25,485  | 9,230  | 9,297  | 6,782,904,992  |
| A | 2,416 | 6,112  | 222 | 17,605 | 2,825 | 2,047 | 569   | 12,164 | 1,016,486 | 688,000 | 3.6 | 2,754 | 729,374 | 600,000 | 3,086 | 731,575 | 616,000 | 72% | 87% | 71% | 2.2 | 0.5  | 69,359  | 33,869 | 34,478 | 25,373,154,159 |
| O | 2,179 | 4,939  | 5   | 15,468 | 2,142 | 1,506 | 1,416 | 10,404 | 1,219,880 | 659,000 | 3.4 | 2,149 | N/A     | N/A     | 2,302 | 646,531 | 505,000 | N/A | N/A | 82% | 2.5 | 0.6  | 57,178  | 27,129 | 25,937 | 16,769,074,547 |
| T | 4,595 | 11,051 | 227 | 33,073 | 4,967 | 3,553 | 1,985 | 22,568 | 1,110,252 | 675,000 | 3.6 | 4,903 | N/A     | N/A     | 5,388 | 695,240 | 582,000 | N/A | N/A | 76% | 2.3 | 0.6  | 126,537 | 60,998 | 60,415 | 42,142,228,706 |

NOTE: Beginning with the January 2021 report, all Brooklyn and out of area listing and sales activity will be collectively reported in the new O field. This change may inadvertently affect some numbers previously reported.