

This report is for INTERNAL use only. The figures represent preliminary and unofficial housing data for Long Island. The Multiple Listing Service Of Long Island, Inc. publishes monthly MARKET UPDATE Reports for Nassau, Suffolk, and Queens that are the most up to date, accurate figures and for that reason serve as the official source for monthly housing data.

### ZONE ACTIVITY REPORT (February-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	353	6	1,116	81	130	46	859	954,910	679,000	5.5	163	654,780	530,000	121	560,999	465,000	69%	78%	74%	5.4	2.7	709	307	272	157,689,186
21	156	578	9	1,845	152	199	56	1,438	393,830	339,000	4.9	301	317,965	305,000	259	320,978	318,000	81%	90%	68%	5.6	3.3	1,163	583	498	158,436,705
24	81	254	0	829	74	97	34	624	618,781	489,000	5.6	118	419,595	392,500	113	403,722	389,000	68%	80%	74%	5.7	2.7	472	200	237	97,652,970
25	92	405	0	1,524	78	144	142	1,160	382,006	299,000	6.0	198	300,142	271,250	182	319,641	291,775	79%	91%	69%	6.1	2.9	803	364	379	114,326,754
28	117	548	1	1,811	146	112	92	1,461	410,661	339,000	4.9	300	301,934	286,500	211	318,622	299,995	74%	85%	77%	6.4	3.1	1,091	548	467	146,270,010
30	55	160	0	877	227	71	150	429	807,799	549,000	8.3	54	594,894	417,500	48	702,627	376,000	74%	76%	69%	10.5	5.8	319	89	99	61,130,334
31	63	195	0	1,070	140	41	119	770	2,008,502	1,137,000	12.3	63	855,582	660,000	38	1,083,739	689,000	43%	58%	58%	11.7	5.9	428	87	87	89,954,085
S	706	2,493	16	9,072	898	794	639	6,741	698,548	416,000	5.8	1,197	407,672	330,000	972	408,381	330,000	58%	79%	71%	6.3	3.3	4,985	2,178	2,039	825,460,044
3	268	685	1	2,279	364	238	108	1,569	1,820,819	1,148,000	6.1	273	817,434	645,000	226	864,008	657,500	45%	56%	65%	6.9	3.9	1,302	478	510	442,398,916
4	44	203	0	378	27	51	0	300	508,531	469,495	2.7	114	432,011	435,000	93	415,066	410,000	85%	93%	73%	3.0	1.9	364	205	196	81,830,650
5	83	205	9	570	24	66	11	469	606,535	529,000	4.0	117	486,831	465,000	106	477,590	459,500	80%	88%	75%	4.4	2.6	410	214	230	110,889,532
6	195	613	3	1,990	346	250	37	1,357	613,114	470,300	5.0	273	451,305	415,000	234	445,282	385,000	74%	88%	75%	5.2	3.6	1,268	500	487	219,029,146
8	212	294	5	842	106	154	6	576	561,222	450,000	4.5	134	480,872	447,000	129	483,019	475,000	86%	99%	62%	3.4	2.3	574	259	289	145,156,171
N	802	2,000	18	6,059	867	759	162	4,271	1,041,711	599,000	4.8	911	567,521	465,000	788	572,331	450,000	54%	78%	70%	5.0	3.1	3,918	1,656	1,712	999,304,415
10	253	422	0	924	240	131	9	544	681,793	549,000	4.8	120	522,391	437,500	116	489,340	432,500	77%	80%	47%	2.8	1.9	847	224	247	123,416,502
11	140	356	5	1,014	196	272	22	524	966,107	799,944	5.5	98	642,170	611,000	83	682,010	700,000	66%	76%	43%	3.9	3.2	681	159	182	128,018,302
12	267	766	6	1,868	516	287	19	1,046	909,133	804,500	5.3	201	518,801	363,000	208	598,448	558,500	57%	45%	54%	4.2	3.3	1,532	401	468	272,297,064
13	161	340	1	1,214	151	190	47	826	826,760	599,000	8.6	96	578,408	545,000	78	569,429	520,000	70%	91%	40%	7.3	5.8	698	191	151	90,968,876
14	71	137	1	483	49	85	7	342	534,131	469,000	6.8	52	420,735	432,000	38	415,114	405,000	79%	92%	61%	3.4	0.9	292	88	83	34,056,032
15	113	168	1	525	78	60	10	377	515,447	499,000	5.8	65	445,243	442,000	59	441,917	445,000	86%	89%	63%	5.6	3.5	356	137	127	57,562,747
Q	1,005	2,189	14	6,028	1,230	1,025	114	3,659	789,283	599,000	5.9	632	532,033	460,300	582	556,890	490,000	67%	77%	51%	4.4	3.2	4,406	1,200	1,258	706,319,523
A	2,513	6,682	48	21,159	2,995	2,578	915	14,671	821,079	499,900	5.5	2,740	489,503	408,500	2,342	500,450	400,000	60%	82%	66%	5.4	3.2	13,309	5,034	5,009	2,531,083,982

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

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

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	671	2,441	69	11,387	935	876	860	8,716	674,870	389,000	8.2	1,072	372,363	316,500	929	389,673	315,000	55%	81%	73%	7.7	4.0	5,110	1,940	1,854	733,102,535
N	767	2,078	90	7,084	842	836	167	5,239	950,923	539,000	5.9	918	559,370	429,995	825	572,831	440,000	59%	80%	61%	7.3	4.5	4,121	1,711	1,666	937,080,237
Q	973	1,989	44	6,036	974	1,029	104	3,929	668,028	520,000	6.1	647	490,309	442,500	665	497,036	425,000	73%	85%	49%	5.6	4.3	3,992	1,208	1,319	661,025,986
A	2,411	6,508	203	24,508	2,751	2,741	1,131	17,885	754,235	454,800	6.9	2,637	466,403	375,000	2,419	481,654	385,000	62%	82%	62%	7.0	4.3	13,223	4,859	4,839	2,331,208,758

**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