

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 (March-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	144	482	20	1,166	66	123	46	931	952,432	699,000	4.0	238	661,889	552,500	145	615,601	537,000	69%	79%	74%	5.8	2.6	1,191	545	417	246,951,331
21	160	697	10	1,813	116	206	53	1,438	407,115	349,000	3.4	427	318,597	318,000	353	320,579	312,500	78%	91%	76%	5.0	2.8	1,860	1,010	851	271,601,092
24	81	341	6	880	62	94	33	691	633,487	499,000	4.2	170	448,559	419,500	113	427,546	412,000	71%	84%	75%	6.4	3.1	813	370	350	145,965,668
25	93	501	6	1,585	67	141	150	1,227	384,821	299,900	4.7	263	279,806	269,000	175	266,225	250,000	73%	90%	68%	7.1	4.2	1,304	627	554	160,916,129
28	118	640	4	1,885	125	112	92	1,556	415,249	349,000	4.6	332	316,227	300,000	261	298,956	277,900	76%	86%	76%	6.8	3.3	1,731	880	728	224,297,526
30	55	240	0	939	247	71	144	477	825,146	579,000	6.8	73	477,736	390,000	49	458,586	398,000	58%	67%	65%	6.8	4.6	559	162	148	83,601,048
31	62	254	0	1,108	153	45	114	796	2,088,179	1,199,444	9.7	82	1,009,746	622,600	48	696,931	646,250	48%	52%	65%	7.7	4.9	682	169	135	123,406,773
S	713	3,155	46	9,376	836	792	632	7,116	714,443	429,000	4.5	1,585	420,237	345,000	1,144	376,993	329,700	59%	80%	74%	6.1	3.3	8,140	3,763	3,183	1,256,739,567
3	269	958	10	2,478	355	244	105	1,774	1,799,245	1,152,500	5.2	352	859,101	684,000	279	858,033	660,000	48%	59%	66%	6.0	3.8	2,260	830	789	681,790,123
4	45	239	4	389	17	53	3	316	495,378	459,000	2.3	142	452,187	440,000	91	427,315	410,000	91%	96%	79%	4.5	2.9	603	347	287	120,716,315
5	83	294	11	625	19	78	10	518	610,623	537,000	3.1	166	533,861	490,000	148	499,036	467,500	87%	91%	67%	6.4	3.9	704	380	378	184,746,860
6	195	705	19	1,972	316	259	36	1,361	615,310	479,000	3.7	367	465,409	429,000	270	424,525	396,000	76%	90%	67%	4.4	3.3	1,973	867	757	333,650,896
8	211	421	10	941	108	156	5	672	583,008	469,500	3.6	184	573,602	509,750	162	492,777	466,000	98%	109%	54%	2.7	2.2	995	443	451	224,986,045
N	803	2,617	54	6,405	815	790	159	4,641	1,054,497	619,000	3.9	1,211	604,115	485,000	950	575,354	470,000	57%	78%	66%	4.9	3.3	6,535	2,867	2,662	1,545,890,239
10	252	504	3	965	238	140	10	577	680,624	569,000	4.0	143	460,449	390,000	120	484,801	412,500	68%	69%	38%	3.7	2.6	1,351	367	367	181,592,622
11	140	423	6	1,050	225	256	28	541	1,003,464	849,000	4.6	117	621,623	580,000	95	630,746	580,000	62%	68%	44%	3.7	3.3	1,104	276	277	187,939,172
12	261	939	9	1,987	513	315	19	1,140	934,825	858,500	4.1	282	570,114	504,444	248	626,107	585,000	61%	59%	52%	5.2	4.6	2,471	683	716	427,571,600
13	162	403	2	1,244	161	191	49	843	839,884	599,000	6.1	137	556,864	510,000	93	566,143	505,000	66%	85%	47%	2.0	1.7	1,101	328	244	143,620,175
14	71	163	1	477	40	78	11	348	581,828	479,000	5.8	60	426,562	421,900	45	494,022	432,000	73%	88%	58%	-0.5	1.6	455	148	128	56,287,022
15	113	203	5	483	60	50	9	364	533,244	499,000	3.6	101	476,382	465,000	74	439,200	445,000	89%	93%	57%	2.0	1.7	559	238	201	90,063,547
Q	999	2,635	26	6,206	1,237	1,030	126	3,813	814,554	638,000	4.6	840	534,935	476,500	675	564,081	495,000	66%	75%	49%	3.6	3.1	7,041	2,040	1,933	1,087,074,138
A	2,515	8,407	126	21,987	2,888	2,612	917	15,570	840,321	525,000	4.3	3,636	507,977	420,000	2,769	490,654	403,994	60%	80%	65%	5.1	3.3	21,716	8,670	7,778	3,889,703,944

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	677	3,260	90	11,624	936	888	857	8,943	679,101	399,000	6.0	1,500	403,792	335,000	923	365,068	309,990	59%	84%	72%	7.7	4.1	8,370	3,440	2,777	1,070,060,200
N	773	2,783	124	7,496	842	816	182	5,656	958,734	549,900	4.7	1,219	583,016	455,000	934	577,271	430,000	61%	83%	64%	6.8	4.1	6,904	2,930	2,600	1,476,251,111
Q	979	2,440	50	6,070	952	1,036	105	3,977	684,387	529,000	4.8	830	480,069	430,000	677	492,900	433,000	70%	81%	47%	5.6	4.3	6,432	2,038	1,996	994,719,168
A	2,429	8,483	264	25,190	2,730	2,740	1,144	18,576	765,375	469,000	5.3	3,549	483,190	392,500	2,534	477,436	379,000	63%	84%	62%	6.9	4.2	21,706	8,408	7,373	3,541,030,479

**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