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### ZONE ACTIVITY REPORT (April-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	146	446	20	1,188	65	120	41	962	958,974	699,000	3.9	258	639,682	529,500	146	653,899	535,000	67%	76%	76%	5.8	3.2	1,637	803	563	342,420,585
21	161	665	19	1,825	103	206	55	1,461	412,886	349,900	3.9	376	323,514	324,995	276	316,075	317,000	78%	93%	71%	3.3	1.7	2,525	1,386	1,127	358,837,792
24	81	342	8	927	55	94	35	743	629,954	518,000	4.4	171	426,814	426,000	91	450,064	400,000	68%	82%	77%	4.8	2.4	1,155	541	441	186,921,492
25	94	459	13	1,596	49	142	153	1,252	398,244	315,000	4.7	265	299,172	265,000	173	297,530	270,000	75%	84%	72%	5.6	3.3	1,763	892	727	212,388,819
28	115	645	3	1,887	125	109	88	1,565	421,342	349,900	4.1	396	321,008	310,000	236	300,694	290,000	76%	89%	78%	5.5	3.3	2,376	1,276	964	295,261,310
30	56	213	1	990	255	73	150	512	827,172	599,000	7.3	71	469,885	369,000	56	564,386	428,400	57%	62%	59%	8.3	4.8	772	233	204	115,206,664
31	61	225	0	1,153	182	44	105	822	1,975,980	1,197,000	13.5	61	1,143,819	629,999	67	945,604	730,000	58%	53%	58%	10.0	6.0	907	230	202	186,762,241
S	714	2,995	64	9,566	834	788	627	7,317	710,617	439,000	4.7	1,598	418,773	350,000	1,045	422,066	340,000	59%	80%	73%	5.4	3.0	11,135	5,361	4,228	1,697,798,903
3	272	831	9	2,635	355	242	105	1,933	1,755,418	1,149,000	5.9	338	903,355	720,000	219	860,975	650,000	51%	63%	64%	6.1	3.7	3,091	1,168	1,008	870,343,648
4	45	228	3	436	22	53	1	360	502,094	459,990	3.4	113	441,372	437,000	88	412,081	417,500	88%	95%	70%	4.5	2.5	831	460	375	156,979,443
5	83	339	16	690	23	80	13	574	611,580	539,000	3.4	176	549,845	510,000	109	509,489	475,000	90%	95%	63%	3.9	2.3	1,043	556	487	240,281,161
6	197	722	10	2,038	323	258	43	1,414	629,361	491,000	4.6	311	446,569	425,000	217	446,066	420,000	71%	87%	67%	4.3	3.0	2,695	1,178	974	430,447,218
8	207	382	12	956	93	152	4	707	596,388	489,000	3.2	218	545,039	507,500	120	510,873	468,750	91%	104%	60%	4.3	2.7	1,377	661	571	286,290,805
N	804	2,502	50	6,755	816	785	166	4,988	1,049,837	625,000	4.4	1,156	613,913	499,000	753	582,274	475,000	58%	80%	65%	4.8	3.0	9,037	4,023	3,415	1,984,342,275
10	250	466	7	977	267	137	11	562	709,563	589,000	4.2	136	536,695	492,000	85	530,301	465,000	76%	84%	49%	3.7	3.2	1,817	503	452	226,668,207
11	143	377	3	1,076	219	270	25	562	986,357	859,444	6.1	95	583,320	480,000	86	608,120	585,000	59%	56%	47%	4.5	4.0	1,481	371	363	240,237,492
12	266	893	8	2,079	543	337	21	1,178	952,899	878,944	5.1	239	623,068	625,000	233	553,474	482,000	65%	71%	46%	4.7	3.8	3,364	922	949	556,531,042
13	163	342	4	1,248	157	200	44	847	862,855	649,000	7.3	121	556,525	499,000	72	567,748	517,500	64%	77%	49%	4.2	3.3	1,443	449	316	184,498,031
14	70	154	1	478	45	75	9	349	590,221	499,000	5.7	61	462,984	442,000	44	451,848	449,500	78%	89%	64%	3.6	1.8	609	209	172	76,168,334
15	114	171	2	485	51	59	9	366	538,684	499,700	4.2	86	470,855	459,000	67	429,535	440,000	87%	92%	52%	3.6	3.3	730	324	268	118,842,392
Q	1,006	2,403	25	6,343	1,282	1,078	119	3,864	830,643	658,000	5.4	738	560,155	495,000	587	538,112	478,000	67%	75%	49%	4.3	3.5	9,444	2,778	2,520	1,402,945,498
A	2,524	7,900	139	22,664	2,932	2,651	912	16,169	843,947	539,000	4.7	3,492	513,252	423,750	2,385	501,209	415,000	61%	79%	64%	4.9	3.1	29,616	12,162	10,163	5,085,086,676

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	689	3,182	81	11,611	900	890	848	8,973	678,782	399,999	5.3	1,703	398,401	335,000	980	362,901	311,000	59%	84%	71%	7.6	4.2	11,552	5,143	3,757	1,425,703,727
N	778	2,757	133	7,855	797	803	188	6,067	953,575	559,000	4.7	1,289	586,844	460,000	796	567,643	445,625	62%	82%	66%	6.4	4.2	9,661	4,219	3,396	1,928,095,049
Q	988	2,406	45	6,114	910	1,063	106	4,035	691,598	545,000	4.7	855	498,365	449,000	545	503,182	455,000	72%	82%	45%	5.0	3.5	8,838	2,893	2,541	1,268,953,088
A	2,455	8,345	259	25,580	2,607	2,756	1,142	19,075	768,894	479,990	5.0	3,847	483,759	395,000	2,321	466,058	385,000	63%	82%	63%	6.6	4.0	30,051	12,255	9,694	4,622,751,864

**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