

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 (June-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	148	483	45	1,288	70	119	47	1,052	984,410	699,999	3.9	276	652,927	557,778	265	657,466	550,000	66%	80%	77%	3.9	2.5	2,702	1,354	1,010	635,775,355
21	163	685	28	1,809	107	209	61	1,432	416,730	350,000	3.3	433	348,285	335,000	316	337,334	329,000	84%	96%	72%	3.8	2.1	3,923	2,218	1,774	568,272,071
24	79	354	6	909	52	98	29	730	654,863	520,000	3.1	240	465,352	439,000	173	455,921	430,000	71%	84%	75%	3.6	2.1	1,882	998	750	324,735,097
25	96	502	21	1,689	40	139	178	1,332	421,188	325,000	4.8	274	311,838	280,000	258	328,585	285,500	74%	86%	74%	4.7	2.7	2,806	1,478	1,189	350,859,813
28	114	661	4	1,975	126	113	96	1,640	435,099	359,900	4.0	406	335,413	319,500	366	322,762	309,495	77%	89%	77%	4.2	2.4	3,821	2,130	1,646	508,313,546
30	56	186	2	1,016	263	73	164	516	904,639	624,995	5.9	87	487,870	399,000	78	573,581	414,500	54%	64%	55%	7.2	5.1	1,173	415	378	202,337,758
31	61	202	0	1,209	183	44	120	862	1,920,068	1,195,000	13.7	63	903,673	660,000	77	961,151	630,200	47%	55%	69%	8.7	5.2	1,355	370	358	353,993,633
S	717	3,073	106	9,895	841	795	695	7,564	728,039	449,000	4.3	1,779	429,284	365,000	1,533	444,458	365,000	59%	81%	74%	4.5	2.6	17,662	8,963	7,105	2,944,287,273
3	277	909	17	2,743	374	256	101	2,012	1,796,761	1,195,000	4.2	483	867,760	685,000	390	914,220	680,000	48%	57%	62%	4.9	3.4	5,016	2,105	1,686	1,495,727,368
4	47	241	17	468	21	54	7	386	516,677	469,995	2.4	162	454,911	430,995	135	448,127	432,500	88%	92%	71%	1.5	0.3	1,335	782	608	259,359,436
5	82	322	33	733	27	68	15	623	613,342	540,000	3.5	180	511,749	499,500	180	525,778	494,500	83%	93%	81%	2.3	1.3	1,697	940	790	398,995,222
6	200	745	33	2,136	330	253	37	1,516	656,062	520,000	4.6	328	483,508	442,000	349	495,819	449,999	74%	85%	66%	4.7	3.2	4,254	1,926	1,623	741,695,949
8	207	418	22	975	92	155	6	722	647,262	539,000	3.1	232	534,471	466,500	189	595,624	515,000	83%	87%	54%	2.6	1.8	2,199	1,131	911	479,142,891
N	813	2,635	122	7,055	844	786	166	5,259	1,075,974	649,000	3.8	1,385	626,373	499,999	1,243	641,429	505,000	58%	77%	66%	3.7	2.4	14,501	6,884	5,618	3,374,920,866
10	263	508	13	1,011	257	135	13	606	755,784	649,000	4.4	140	508,747	457,500	134	549,981	510,000	67%	70%	48%	4.0	2.9	2,876	800	717	369,551,739
11	149	430	5	1,139	216	288	17	618	906,795	849,000	5.7	108	643,292	607,500	99	661,816	618,750	71%	72%	42%	5.5	4.4	2,292	582	558	374,257,308
12	266	1,032	29	2,313	588	360	22	1,343	944,707	850,000	4.4	308	650,650	649,500	271	634,351	628,000	69%	76%	49%	3.8	3.0	5,308	1,531	1,445	861,762,338
13	163	448	8	1,326	181	194	46	905	862,492	659,000	6.7	138	624,447	580,475	107	572,700	500,000	72%	88%	50%	4.3	2.8	2,300	711	533	310,404,681
14	74	203	7	542	51	88	11	392	600,014	509,000	6.2	63	561,985	480,000	51	480,145	470,000	94%	94%	55%	4.3	3.2	1,009	335	268	119,733,479
15	114	201	8	523	52	52	7	412	541,422	499,900	4.7	88	469,267	489,995	74	481,897	477,500	87%	98%	74%	3.2	2.9	1,138	498	404	182,177,648
Q	1,029	2,822	70	6,854	1,345	1,117	116	4,276	824,596	675,000	5.1	845	596,420	550,000	736	587,708	525,000	72%	81%	51%	4.1	3.1	14,923	4,457	3,925	2,217,887,193
A	2,559	8,530	298	23,804	3,030	2,698	977	17,099	859,197	550,000	4.3	4,009	532,601	440,000	3,512	544,192	442,000	62%	80%	66%	4.1	2.7	47,086	20,304	16,648	8,537,095,332

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

S	719	3,454	207	9,950	931	792	670	7,557	715,929	449,000	4.2	1,823	419,487	356,000	1,344	420,487	335,000	59%	79%	72%	4.6	2.6	14,589	7,184	5,572	2,262,933,139
N	807	2,829	178	6,963	855	797	165	5,146	1,075,323	644,245	3.5	1,476	638,259	505,000	960	618,002	480,000	59%	78%	67%	4.1	2.8	11,866	5,499	4,375	2,577,624,114
Q	1,018	2,657	94	6,546	1,274	1,115	119	4,038	829,045	675,000	5.0	834	601,194	525,000	669	571,582	499,000	73%	78%	51%	4.0	3.1	12,101	3,612	3,189	1,785,334,161
A	2,544	8,940	479	23,459	3,060	2,704	954	16,741	853,687	549,000	4.1	4,133	534,283	437,000	2,973	518,266	415,000	63%	80%	66%	4.3	2.8	38,556	16,295	13,136	6,625,891,414

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	694	3,095	113	11,470	805	851	832	8,982	669,835	415,000	5.2	1,724	404,755	347,000	1,499	422,771	343,000	60%	84%	71%	6.2	3.4	17,784	8,564	6,366	2,532,005,107
N	781	2,796	91	8,026	876	786	192	6,172	985,691	579,000	4.4	1,407	601,333	485,000	1,232	629,988	480,000	61%	84%	69%	5.1	3.5	15,216	6,983	5,492	3,199,256,143
Q	1,007	2,489	42	6,267	929	1,085	123	4,130	726,774	575,000	4.7	880	525,044	452,500	690	526,567	478,250	72%	79%	52%	4.6	3.8	13,604	4,669	3,875	1,966,954,521
A	2,482	8,380	246	25,763	2,610	2,722	1,147	19,284	783,121	499,000	4.8	4,011	500,103	415,000	3,421	518,331	415,000	64%	83%	67%	5.5	3.5	46,604	20,216	15,733	7,698,215,771

**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