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ZONE ACTIVITY REPORT (July-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	149	463	26	1,336	88	124	52	1,072	997,381	727,000	4.6	232	622,301	555,000	243	657,303	540,000	62%	76%	78%	4.5	2.9	3,165	1,586	1,253	795,499,984
21	164	656	26	1,870	123	211	57	1,479	415,659	349,900	3.9	374	344,325	335,000	347	340,993	325,000	83%	96%	77%	2.2	0.7	4,579	2,592	2,121	686,596,642
24	79	325	2	928	53	89	28	758	651,546	502,498	4.6	161	447,044	430,000	155	461,430	450,000	69%	86%	79%	3.3	1.8	2,207	1,159	905	396,256,747
25	96	463	12	1,722	47	150	194	1,331	428,187	329,990	5.7	235	298,862	283,501	240	311,384	282,500	70%	86%	75%	3.9	2.2	3,269	1,713	1,429	425,591,973
28	118	643	7	1,969	128	116	104	1,621	442,247	359,850	4.3	377	331,610	313,800	345	349,921	330,000	75%	87%	79%	3.7	2.1	4,464	2,507	1,991	629,036,291
30	55	166	1	1,031	268	77	161	525	899,192	625,000	6.9	74	540,410	439,000	81	488,835	400,000	60%	70%	64%	4.3	2.9	1,339	489	459	241,933,393
31	60	136	0	1,169	171	49	117	832	1,941,768	1,199,000	10.8	77	926,154	595,000	63	959,894	650,000	48%	50%	63%	9.1	4.0	1,491	447	421	414,466,955
S	721	2,852	74	10,025	878	816	713	7,618	728,833	449,000	5.0	1,530	425,934	365,000	1,474	437,649	365,000	58%	81%	76%	3.8	2.0	20,514	10,493	8,579	3,589,381,985
3	279	800	13	2,747	370	267	102	2,008	1,805,314	1,199,000	6.0	339	944,248	699,000	388	962,348	720,000	52%	58%	61%	4.9	3.3	5,816	2,444	2,074	1,869,118,392
4	45	212	5	456	23	56	6	371	520,729	469,990	2.6	140	449,223	442,000	125	456,992	440,000	86%	94%	67%	1.4	0.8	1,547	922	733	316,483,436
5	80	303	25	729	25	65	12	627	616,462	549,000	3.4	180	527,170	480,000	180	534,954	508,500	86%	87%	74%	2.6	1.8	2,000	1,120	970	495,286,942
6	204	734	21	2,115	332	258	34	1,491	654,335	518,000	4.1	362	473,246	430,000	330	501,082	450,000	72%	83%	67%	3.9	2.7	4,988	2,288	1,953	907,053,009
8	208	367	18	973	106	146	4	717	629,698	525,000	3.7	196	578,655	505,000	180	608,633	555,000	92%	96%	66%	3.3	2.2	2,566	1,327	1,091	588,696,831
N	816	2,416	82	7,020	856	792	158	5,214	1,080,148	645,000	4.3	1,217	626,634	495,000	1,203	666,432	525,000	58%	77%	66%	3.7	2.5	16,917	8,101	6,821	4,176,638,610
10	264	541	8	1,075	282	129	13	651	762,703	655,888	5.3	122	530,815	530,000	123	545,103	517,500	70%	81%	40%	2.8	2.8	3,417	922	840	436,599,408
11	150	391	4	1,171	239	287	17	628	875,822	829,000	6.0	104	691,414	614,500	93	671,983	700,000	79%	74%	40%	6.8	5.1	2,683	686	651	436,751,727
12	269	970	20	2,351	623	351	23	1,354	933,838	843,995	4.6	293	659,701	673,000	253	629,562	605,000	71%	80%	47%	4.2	3.5	6,278	1,824	1,698	1,021,041,524
13	165	439	4	1,404	191	211	51	951	870,029	675,000	7.6	125	590,777	520,000	109	577,882	525,000	68%	77%	46%	4.1	2.4	2,739	836	642	373,393,819
14	74	211	3	573	57	86	12	418	613,875	525,000	6.7	63	450,470	425,000	52	531,971	470,000	73%	81%	46%	5.5	4.4	1,220	398	320	147,395,971
15	112	200	2	536	60	50	8	418	560,729	518,944	4.5	95	440,532	470,000	77	483,808	468,000	79%	91%	64%	2.6	2.4	1,338	593	481	219,430,864
Q	1,034	2,752	41	7,110	1,452	1,114	124	4,420	821,116	680,000	5.5	802	591,068	525,000	707	589,429	530,000	72%	77%	46%	4.2	3.4	17,675	5,259	4,632	2,634,613,313
A	2,571	8,020	197	24,155	3,186	2,722	995	17,252	858,653	550,000	4.8	3,549	532,074	435,000	3,384	550,691	450,000	62%	79%	66%	3.8	2.5	55,106	23,853	20,032	10,400,633,908

LAST MONTHS ACTIVITY REPORT (June-2017)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	697	2,887	79	11,685	906	868	835	9,076	668,030	410,000	6.6	1,381	394,443	345,000	1,479	401,870	345,000	59%	84%	75%	5.1	2.9	20,671	9,945	7,845	3,126,370,900
N	787	2,319	69	7,833	812	796	205	6,020	1,004,615	587,500	5.0	1,195	574,472	450,000	1,208	617,794	480,000	57%	77%	66%	4.9	3.1	17,535	8,178	6,700	3,945,550,723
Q	1,000	2,150	31	6,258	957	1,103	119	4,079	735,214	575,000	5.3	775	550,035	490,000	625	538,604	480,000	75%	85%	45%	4.2	3.1	15,754	5,444	4,500	2,303,581,673
A	2,484	7,356	179	25,776	2,675	2,767	1,159	19,175	787,993	499,000	5.7	3,351	494,628	412,000	3,312	506,427	415,000	63%	83%	66%	4.9	3.0	53,960	23,567	19,045	9,375,503,296

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