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ZONE ACTIVITY REPORT (August-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	152	390	21	1,254	79	122	57	996	1,004,198	729,000	4.1	247	642,047	518,000	312	645,536	550,000	64%	71%	71%	3.6	2.0	3,555	1,833	1,565	996,907,216
21	166	608	10	1,790	86	212	57	1,435	424,570	358,000	3.6	397	339,440	335,000	430	362,401	340,000	80%	94%	72%	3.2	1.6	5,187	2,989	2,551	842,429,072
24	79	256	5	855	53	83	27	692	644,182	516,000	3.5	195	441,158	420,000	240	454,269	442,250	68%	81%	79%	3.0	1.8	2,463	1,354	1,145	505,281,307
25	95	434	10	1,652	32	147	198	1,275	433,171	339,000	4.7	271	316,884	286,000	269	313,141	270,000	73%	84%	77%	4.1	2.5	3,703	1,984	1,698	509,826,902
28	119	603	4	1,896	93	125	110	1,568	450,172	360,000	4.0	386	314,051	297,750	427	330,803	310,000	70%	83%	82%	4.5	2.4	5,067	2,893	2,418	770,289,172
30	55	173	0	1,017	258	76	158	525	927,227	629,000	6.2	84	713,995	485,000	69	661,997	450,000	77%	77%	62%	7.2	4.0	1,512	573	528	287,611,186
31	60	196	1	1,168	154	48	103	863	1,888,157	1,199,000	11.8	73	1,272,722	749,000	54	846,314	672,500	67%	62%	70%	7.1	4.3	1,687	520	475	460,167,911
S	726	2,660	51	9,632	755	813	710	7,354	738,326	449,000	4.4	1,653	447,279	355,000	1,801	434,831	375,000	61%	79%	76%	4.0	2.2	23,174	12,146	10,380	4,372,512,766
3	279	741	11	2,659	397	275	105	1,882	1,841,262	1,198,444	5.0	374	863,807	665,000	524	937,134	748,500	47%	55%	61%	4.9	3.3	6,557	2,818	2,598	2,360,176,608
4	45	190	5	441	28	50	5	358	533,666	469,995	3.0	121	442,573	440,000	171	442,685	435,000	83%	94%	74%	1.5	1.1	1,737	1,043	904	392,182,571
5	80	255	8	697	27	65	14	591	627,038	549,990	3.4	177	515,314	460,000	192	520,551	500,000	82%	84%	80%	2.8	1.5	2,255	1,297	1,162	595,232,734
6	205	739	28	2,112	318	259	34	1,501	646,051	509,000	4.4	341	469,962	444,000	367	482,702	449,000	73%	87%	66%	4.0	2.5	5,727	2,629	2,320	1,084,204,643
8	205	344	18	905	80	151	3	671	619,724	519,000	2.9	232	521,445	475,750	252	561,889	515,000	84%	92%	60%	3.6	2.2	2,910	1,559	1,343	730,292,859
N	814	2,269	70	6,814	850	800	161	5,003	1,081,840	639,000	4.0	1,245	601,653	485,000	1,506	654,350	515,000	56%	76%	66%	3.8	2.4	19,186	9,346	8,327	5,162,089,415
10	272	570	8	1,075	305	126	15	629	744,445	629,000	4.3	148	602,311	555,000	165	573,640	540,000	81%	88%	45%	3.6	2.8	3,987	1,070	1,005	531,250,008
11	148	378	6	1,152	228	294	18	612	886,394	834,444	4.9	125	653,811	563,888	113	663,857	591,000	74%	68%	51%	4.1	3.4	3,061	811	764	511,767,568
12	271	930	15	2,244	608	346	20	1,270	944,364	848,888	3.7	344	683,052	680,000	310	676,783	661,500	72%	80%	44%	5.0	3.9	7,208	2,168	2,008	1,230,844,254
13	168	421	5	1,397	182	215	50	950	879,820	665,194	6.1	156	580,266	575,825	119	577,961	570,000	66%	87%	47%	4.4	3.3	3,160	992	761	442,171,178
14	71	204	3	569	66	84	12	407	630,451	549,888	5.1	81	494,852	475,000	52	598,211	500,000	78%	86%	40%	4.8	3.1	1,424	479	372	178,502,943
15	116	217	5	545	59	56	9	421	563,300	520,000	4.4	96	481,934	476,500	84	460,847	460,000	86%	92%	55%	3.8	3.2	1,555	689	565	258,142,012
Q	1,046	2,720	42	6,982	1,448	1,121	124	4,289	825,284	679,000	4.5	950	613,377	555,000	843	614,549	550,000	74%	82%	46%	4.4	3.4	20,395	6,209	5,475	3,152,677,963
A	2,586	7,649	163	23,428	3,053	2,734	995	16,646	863,976	550,000	4.3	3,848	538,233	435,000	4,150	550,999	448,995	62%	79%	66%	4.0	2.5	62,755	27,701	24,182	12,687,280,144

LAST MONTHS ACTIVITY REPORT (July-2017)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	700	2,560	49	11,136	828	857	765	8,686	678,768	409,000	5.4	1,592	396,564	340,000	1,735	404,393	355,000	58%	83%	74%	5.2	2.8	23,231	11,537	9,580	3,827,992,966
N	785	2,209	54	7,511	802	820	210	5,679	1,014,168	588,999	4.7	1,215	567,296	450,000	1,465	626,734	489,000	56%	76%	70%	4.7	3.2	19,744	9,393	8,165	4,863,716,746
Q	1,005	2,358	29	6,255	909	1,128	116	4,102	736,161	575,000	4.9	851	554,479	485,000	826	533,072	470,000	75%	84%	48%	4.8	3.8	18,112	6,295	5,326	2,743,899,608
A	2,490	7,127	132	24,902	2,539	2,805	1,091	18,467	794,659	499,000	5.0	3,658	490,010	400,000	4,026	511,700	420,000	62%	80%	68%	4.9	3.1	61,087	27,225	23,071	11,435,609,320

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