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ZONE ACTIVITY REPORT (September-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	154	437	19	1,305	91	120	54	1,040	988,690	699,999	6.1	170	599,417	522,500	218	620,147	549,500	61%	75%	77%	4.7	2.6	3,992	2,003	1,783	1,132,099,262
21	164	643	10	1,803	142	232	57	1,372	420,768	355,000	3.8	369	349,915	335,052	395	353,277	340,000	83%	94%	74%	2.9	1.6	5,830	3,358	2,946	981,973,487
24	79	302	2	848	67	83	32	666	626,583	509,000	3.9	171	471,103	427,000	167	475,582	440,000	75%	84%	82%	3.3	2.0	2,765	1,525	1,312	584,703,501
25	97	451	15	1,668	68	146	195	1,259	436,525	344,900	5.0	253	299,025	267,000	245	312,089	290,800	69%	77%	79%	4.3	2.1	4,154	2,237	1,943	586,288,707
28	119	589	6	1,877	159	116	112	1,490	443,110	349,990	4.2	345	331,154	313,800	348	335,202	310,000	75%	90%	78%	3.6	1.8	5,656	3,238	2,766	886,939,468
30	55	160	0	933	209	77	155	492	940,188	639,000	5.9	84	559,140	497,500	81	481,009	395,000	59%	78%	64%	5.8	3.5	1,672	657	609	326,572,915
31	59	198	0	1,105	109	46	94	856	1,811,373	1,177,000	16.8	52	1,174,654	722,500	62	1,005,371	713,500	65%	61%	65%	8.5	5.6	1,885	572	537	522,500,913
S	727	2,780	52	9,539	845	820	699	7,175	731,117	449,000	5.0	1,444	422,112	350,000	1,516	427,814	360,000	58%	78%	76%	4.0	2.2	25,954	13,590	11,896	5,021,078,253
3	276	692	10	2,609	405	280	99	1,825	1,786,414	1,198,888	6.6	281	881,326	675,000	341	908,036	685,000	49%	56%	62%	5.1	3.5	7,249	3,099	2,939	2,669,816,884
4	45	206	4	458	37	58	5	358	530,938	479,000	3.1	115	444,167	430,000	120	444,532	435,000	84%	90%	83%	2.1	1.3	1,943	1,158	1,024	445,526,411
5	80	245	5	663	28	65	9	561	619,353	549,000	3.8	147	545,321	495,000	156	528,298	497,000	88%	90%	69%	3.1	1.6	2,500	1,444	1,318	677,647,222
6	206	687	16	2,096	312	254	36	1,494	638,713	499,000	5.3	281	459,453	430,000	287	499,341	440,000	72%	86%	69%	4.0	2.3	6,414	2,910	2,607	1,227,515,510
8	207	354	11	935	105	151	3	676	626,040	527,000	3.6	189	499,945	445,250	209	572,201	540,000	80%	84%	54%	3.2	2.1	3,264	1,748	1,552	849,882,868
N	814	2,184	46	6,761	887	808	152	4,914	1,053,150	629,950	4.9	1,013	594,758	489,000	1,113	636,388	511,000	56%	78%	66%	3.9	2.4	21,370	10,359	9,440	5,870,388,895
10	272	528	5	1,091	301	112	12	666	725,935	618,500	6.0	112	517,215	507,000	101	519,320	431,000	71%	82%	55%	3.1	2.2	4,515	1,182	1,106	583,701,328
11	147	391	12	1,103	217	285	17	584	922,043	875,000	5.4	109	650,777	630,000	94	682,582	649,750	71%	72%	38%	5.2	3.9	3,452	920	858	575,930,276
12	272	862	11	2,238	619	349	15	1,255	943,034	849,000	4.7	266	642,597	605,000	248	664,056	668,500	68%	71%	44%	4.2	2.9	8,070	2,434	2,256	1,395,530,142
13	170	431	1	1,426	231	202	49	944	891,288	688,944	7.3	131	601,893	559,000	87	653,378	610,000	68%	81%	59%	4.1	3.7	3,591	1,123	848	499,015,064
14	71	206	1	596	79	90	11	416	629,853	549,000	6.5	63	482,167	453,000	63	463,158	438,999	77%	83%	35%	3.2	2.1	1,630	542	435	207,681,897
15	115	177	6	514	63	58	6	387	576,257	540,000	4.2	94	480,873	471,000	77	494,070	485,000	83%	87%	52%	1.9	2.1	1,732	783	642	296,185,402
Q	1,047	2,595	36	6,968	1,510	1,096	110	4,252	830,635	689,000	5.5	775	586,090	540,000	670	605,024	550,000	71%	78%	47%	3.8	2.9	22,990	6,984	6,145	3,558,044,109
A	2,588	7,559	134	23,268	3,242	2,724	961	16,341	853,852	550,000	5.1	3,232	515,544	425,000	3,299	534,171	435,000	60%	77%	67%	3.9	2.4	70,314	30,933	27,481	14,449,511,257

LAST MONTHS ACTIVITY REPORT (August-2017)

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
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	654,530	515,000	56%	76%	66%	3.8	2.4	19,186	9,346	8,327	5,162,089,415
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 YEARS ACTIVITY REPORT AT THIS TIME

S	696	2,643	55	10,744	827	860	745	8,312	676,421	409,000	6.1	1,363	410,590	335,000	1,379	401,225	350,000	61%	82%	74%	5.8	3.3	25,874	12,900	10,959	4,381,282,292
N	780	2,164	64	7,314	817	812	197	5,488	1,019,946	589,000	4.9	1,111	595,919	466,000	1,215	592,006	465,000	58%	79%	68%	4.9	3.0	21,908	10,504	9,380	5,583,003,930
Q	1,006	2,346	32	6,361	959	1,141	123	4,138	735,068	575,000	5.6	739	548,946	465,000	809	539,359	480,000	75%	81%	48%	4.0	3.1	20,458	7,034	6,135	3,180,240,910
A	2,482	7,153	151	24,419	2,603	2,813	1,065	17,938	795,049	499,000	5.6	3,213	506,496	409,500	3,403	502,180	415,250	64%	82%	65%	5.0	3.1	68,240	30,438	26,474	13,144,527,132

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