

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 (October-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	153	337	15	1,188	85	115	49	939	984,638	729,000	4.3	218	588,840	515,000	230	602,950	509,500	60%	71%	70%	4.4	2.8	4,329	2,221	2,013	1,270,777,762
21	163	568	18	1,722	125	228	54	1,315	419,302	355,000	3.7	355	352,233	340,000	324	323,176	330,000	84%	96%	69%	2.7	1.6	6,398	3,713	3,270	1,086,682,511
24	81	251	5	805	70	79	31	625	645,637	510,000	3.9	162	459,996	433,500	184	446,040	422,500	71%	85%	81%	3.1	1.6	3,016	1,687	1,496	666,774,861
25	98	413	19	1,601	73	142	180	1,206	439,733	349,000	4.1	291	303,165	280,000	203	313,240	285,000	69%	80%	76%	3.8	1.6	4,567	2,528	2,146	649,876,427
28	117	496	4	1,771	161	117	114	1,379	450,459	359,900	3.8	351	311,722	300,000	353	330,593	305,000	69%	83%	78%	5.0	2.7	6,152	3,589	3,119	1,003,638,797
30	55	176	0	887	190	76	155	466	954,377	639,000	5.8	80	698,544	510,750	69	576,717	490,000	73%	80%	65%	6.3	4.5	1,848	737	678	366,366,388
31	58	221	1	1,133	123	45	105	860	1,916,704	1,195,000	14.5	58	1,004,947	644,500	61	1,039,100	625,000	52%	54%	51%	7.7	5.6	2,106	630	598	585,886,013
S	725	2,462	62	9,107	827	802	688	6,790	754,652	450,000	4.4	1,515	422,268	357,000	1,424	427,615	360,000	56%	79%	73%	4.1	2.4	28,416	15,105	13,320	5,630,002,759
3	281	695	4	2,556	433	274	89	1,760	1,831,224	1,249,000	6.1	297	849,596	650,000	338	892,907	699,500	46%	52%	62%	6.1	3.8	7,944	3,396	3,277	2,971,619,450
4	45	190	8	417	31	51	4	331	524,775	488,000	2.5	131	445,231	435,000	126	458,250	447,500	85%	89%	76%	1.5	1.0	2,133	1,289	1,150	503,265,911
5	80	233	15	630	30	65	7	528	636,733	565,500	3.3	156	528,905	499,000	180	507,426	475,000	83%	88%	73%	3.7	2.0	2,733	1,600	1,498	768,983,902
6	205	612	16	1,938	309	234	40	1,355	654,042	519,000	3.7	373	449,089	440,000	293	467,836	429,000	69%	85%	71%	4.1	2.4	7,026	3,283	2,900	1,364,591,458
8	207	357	5	925	94	143	4	684	616,555	527,000	3.8	179	575,396	500,000	201	550,986	511,000	93%	95%	61%	3.1	2.2	3,621	1,927	1,753	960,631,054
N	818	2,087	48	6,466	897	767	144	4,658	1,082,181	649,000	4.1	1,136	584,217	488,500	1,138	613,974	500,000	54%	75%	67%	4.2	2.6	23,457	11,495	10,578	6,569,091,775
10	270	510	3	1,079	302	110	16	651	736,955	649,000	4.5	148	579,074	533,375	131	517,658	525,000	79%	82%	43%	3.6	2.9	5,025	1,330	1,237	651,514,526
11	147	382	9	1,135	228	285	20	602	910,205	874,250	6.2	98	671,988	647,500	103	665,607	625,000	74%	74%	45%	4.1	3.2	3,834	1,018	961	644,487,797
12	269	903	10	2,261	678	339	15	1,229	945,638	850,000	4.6	265	645,595	550,000	320	667,195	665,000	68%	65%	40%	4.6	3.5	8,973	2,699	2,576	1,609,032,542
13	168	435	4	1,419	238	209	44	928	895,756	692,500	6.5	144	570,972	552,500	122	594,334	582,500	64%	80%	46%	2.5	2.1	4,026	1,267	970	571,523,812
14	72	204	1	585	74	96	11	404	633,848	549,000	4.5	92	555,822	478,750	44	520,187	487,500	88%	87%	55%	4.2	4.1	1,834	634	479	230,570,125
15	113	190	6	518	67	52	7	392	576,699	549,000	4.8	81	531,838	510,000	87	482,726	475,800	92%	93%	60%	4.0	3.2	1,922	864	729	338,182,564
Q	1,039	2,624	33	6,997	1,587	1,091	113	4,206	832,927	690,000	5.1	828	602,748	529,000	807	603,801	560,000	72%	77%	45%	4.0	3.1	25,614	7,812	6,952	4,045,311,366
A	2,582	7,173	143	22,570	3,311	2,660	945	15,654	873,143	569,000	4.5	3,479	518,103	430,000	3,369	532,768	440,000	59%	76%	64%	4.1	2.6	77,487	34,412	30,850	16,244,405,900

LAST MONTHS ACTIVITY REPORT (September-2017)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	695	2,281	72	10,318	761	835	719	8,003	682,136	409,358	5.9	1,341	397,601	330,000	1,282	403,234	339,830	58%	81%	71%	5.5	3.0	28,155	14,241	12,241	4,898,228,695
N	782	1,868	90	6,959	805	792	191	5,171	1,047,506	595,000	4.8	1,059	592,654	465,500	1,090	639,876	470,000	57%	78%	65%	5.5	3.3	23,776	11,563	10,470	6,280,468,639
Q	1,007	2,063	28	6,203	951	1,097	116	4,039	744,838	579,000	5.5	735	522,787	455,000	715	555,565	495,000	70%	79%	49%	4.3	3.2	22,521	7,769	6,850	3,577,469,867
A	2,484	6,212	190	23,480	2,517	2,724	1,026	17,213	806,611	499,000	5.4	3,135	492,839	405,000	3,087	522,073	415,000	61%	81%	64%	5.2	3.1	74,452	33,573	29,561	14,756,167,201

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