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ZONE ACTIVITY REPORT (December-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	208	17	920	81	100	42	697	1,052,088	709,999	4.7	154	606,583	509,500	232	585,449	517,500	58%	72%	78%	4.3	2.2	4,829	2,581	2,439	1,520,800,030
21	164	384	13	1,461	137	184	47	1,093	433,604	359,000	3.7	298	334,916	335,000	366	361,160	342,500	77%	93%	74%	3.7	1.9	7,304	4,326	3,986	1,340,936,221
24	82	154	6	651	54	83	28	486	621,646	499,000	4.2	118	481,232	427,500	159	462,946	422,000	77%	86%	75%	3.2	1.5	3,390	1,936	1,820	817,829,820
25	96	316	8	1,413	108	134	156	1,015	418,086	339,000	4.9	209	301,468	280,000	228	309,500	276,850	72%	83%	73%	4.9	2.6	5,251	2,957	2,626	800,313,575
28	118	370	3	1,461	186	110	105	1,060	444,890	359,900	4.4	247	350,582	309,500	323	309,376	300,000	79%	86%	80%	4.5	2.5	6,946	4,163	3,773	1,210,619,927
30	53	114	0	792	183	81	135	393	945,892	639,000	9.8	40	479,063	458,000	70	592,380	478,750	51%	72%	54%	7.7	4.8	2,095	838	819	450,140,397
31	58	110	0	985	126	43	102	714	1,956,156	1,197,000	16.4	44	910,495	624,500	56	1,088,796	669,500	47%	52%	70%	10.3	6.2	2,376	739	703	696,336,143
S	723	1,656	47	7,683	875	735	615	5,458	764,699	449,000	5.0	1,110	413,360	356,500	1,434	428,557	365,000	54%	79%	75%	4.6	2.5	32,191	17,540	16,166	6,836,976,113
3	275	388	5	2,051	377	214	84	1,376	1,819,687	1,210,000	6.2	228	893,100	652,500	292	919,831	675,000	49%	54%	63%	6.5	3.9	8,919	3,908	3,862	3,479,628,899
4	45	123	11	358	45	57	2	254	516,065	489,495	2.8	99	463,792	445,000	112	422,871	425,250	90%	91%	74%	2.5	1.3	2,439	1,489	1,369	597,518,287
5	79	132	8	513	28	54	11	420	643,382	569,000	4.1	106	526,340	479,500	148	557,965	499,000	82%	84%	76%	3.8	2.1	3,050	1,842	1,809	936,847,093
6	206	402	8	1,629	290	218	35	1,086	635,562	499,000	4.1	269	454,001	431,000	324	500,239	456,500	71%	86%	67%	5.4	3.3	8,020	3,845	3,504	1,658,996,054
8	202	222	5	793	91	149	4	549	556,814	489,000	3.8	146	527,418	500,000	151	568,090	515,000	95%	102%	60%	4.3	2.8	4,148	2,253	2,058	1,132,431,808
N	807	1,267	37	5,344	831	692	136	3,685	1,058,644	619,999	4.5	848	594,886	490,000	1,027	629,396	499,000	56%	79%	67%	5.0	3.0	26,576	13,337	12,602	7,805,422,141
10	264	343	7	976	281	114	13	568	752,358	636,000	6.6	90	582,461	449,500	123	599,809	528,000	77%	71%	46%	4.1	3.0	5,854	1,556	1,482	796,266,607
11	149	327	9	1,040	253	237	19	531	912,320	849,000	6.5	82	675,380	616,500	107	661,480	630,000	74%	73%	46%	4.1	3.7	4,494	1,209	1,168	784,849,157
12	265	629	11	2,008	630	325	14	1,039	957,104	874,999	5.4	194	588,630	552,500	256	674,275	640,000	62%	63%	45%	4.9	3.4	10,393	3,138	3,103	1,968,221,770
13	162	296	2	1,238	225	193	33	787	822,488	669,000	7.7	104	656,534	532,450	106	626,557	587,500	80%	80%	55%	4.5	4.6	4,672	1,500	1,191	707,389,884
14	73	137	3	553	66	97	13	377	592,295	525,000	7.0	54	505,703	475,000	51	541,267	500,000	85%	90%	59%	5.8	4.4	2,155	748	583	285,849,964
15	107	117	1	444	68	46	5	325	586,195	549,900	4.2	79	485,154	485,000	64	461,619	467,500	83%	88%	44%	3.8	3.6	2,210	1,025	861	400,320,688
Q	1,020	1,849	33	6,259	1,523	1,012	97	3,627	818,119	679,000	6.1	603	590,235	500,000	707	623,384	550,000	72%	74%	48%	4.5	3.7	29,778	9,176	8,388	4,942,898,070
A	2,550	4,772	117	19,286	3,229	2,439	848	12,770	864,694	559,000	5.1	2,561	515,113	425,000	3,168	537,144	440,000	60%	76%	66%	4.7	2.9	88,545	40,053	37,156	19,585,296,324

LAST MONTHS ACTIVITY REPORT (November-2017)

S	718	2,119	77	8,601	824	815	666	6,296	764,581	449,000	4.7	1,325	419,226	359,900	1,412	419,563	355,000	55%	80%	73%	4.5	2.2	30,535	16,430	14,732	6,222,425,347
N	804	1,852	51	6,266	871	776	156	4,463	1,060,043	629,000	4.4	994	635,154	509,500	997	591,715	489,999	60%	81%	68%	4.4	2.6	25,309	12,489	11,575	7,159,032,091
Q	1,015	2,315	34	6,989	1,674	1,126	121	4,068	832,317	688,444	5.3	761	613,764	555,000	729	626,686	572,000	74%	81%	47%	4.1	3.0	27,929	8,573	7,681	4,502,165,528
A	2,537	6,286	162	21,856	3,369	2,717	943	14,827	872,101	559,000	4.7	3,080	536,978	440,000	3,138	522,376	435,000	62%	79%	65%	4.4	2.5	83,773	37,492	33,988	17,883,622,966

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	699	1,578	33	8,445	800	727	583	6,335	677,146	399,000	5.7	1,116	391,818	330,000	1,394	392,874	336,500	58%	83%	71%	6.1	3.5	31,702	16,580	14,980	5,967,158,895
N	745	1,124	43	5,300	767	682	165	3,686	1,069,250	598,000	4.5	896	608,745	479,000	1,071	607,482	470,000	57%	80%	68%	5.5	3.5	26,449	13,442	12,554	6,925,344,862
Q	997	1,693	23	5,489	984	948	103	3,454	784,906	592,500	5.4	650	533,502	474,900	750	546,884	474,250	68%	80%	50%	4.5	3.4	26,225	9,161	8,309	4,381,201,980
A	2,487	4,505	99	19,563	2,574	2,397	851	13,741	817,005	499,000	5.2	2,662	499,429	410,000	3,215	500,293	410,000	61%	82%	65%	5.5	3.4	84,596	39,183	35,843	17,273,705,737

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