

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 (February-2018)

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	370	21	1,026	60	142	48	776	1,084,034	739,450	5.6	143	645,763	545,000	131	568,296	525,000	60%	74%	79%	5.0	2.2	722	299	311	182,160,576
21	162	571	19	1,557	119	194	39	1,205	432,486	359,990	4.4	275	341,897	340,000	226	325,898	324,150	79%	94%	74%	4.6	2.8	1,140	508	521	173,863,858
24	87	253	5	730	67	77	29	557	640,458	525,000	4.1	139	451,631	430,000	99	421,148	410,000	71%	82%	83%	5.3	2.6	543	258	240	107,797,554
25	96	414	6	1,412	72	150	165	1,025	425,603	345,000	4.1	248	321,152	289,500	177	332,251	300,000	75%	84%	67%	4.4	2.7	806	436	391	124,699,027
28	117	532	6	1,568	210	124	105	1,129	455,933	374,990	4.1	286	328,284	317,250	215	352,314	315,000	72%	85%	77%	4.5	2.5	1,119	530	467	156,557,610
30	52	144	2	821	229	69	131	392	953,348	669,000	7.2	58	546,147	452,500	45	534,060	437,000	57%	68%	51%	8.2	4.9	295	113	100	59,715,490
31	61	182	0	1,070	181	46	103	740	1,943,743	1,199,000	14.0	53	1,173,520	675,000	48	1,072,410	627,500	60%	56%	67%	7.8	4.7	382	101	94	106,021,790
S	729	2,466	59	8,184	938	802	620	5,824	769,602	469,000	4.9	1,202	429,743	360,000	941	424,929	360,000	56%	77%	73%	5.0	2.8	5,007	2,245	2,124	910,815,905
3	275	704	6	2,303	395	253	88	1,567	1,771,104	1,199,000	6.5	247	911,313	684,000	206	919,198	678,500	51%	57%	53%	6.1	3.8	1,389	467	442	397,077,032
4	44	199	4	441	47	69	1	324	517,378	489,945	2.4	139	470,954	458,000	85	487,458	465,000	91%	93%	68%	3.5	1.8	427	230	183	88,495,392
5	83	259	18	589	30	72	12	475	651,993	579,000	3.7	135	533,088	506,000	104	511,600	491,000	82%	87%	77%	4.0	1.8	481	239	219	118,803,780
6	203	714	18	1,882	344	258	35	1,245	653,852	519,000	4.9	262	466,305	432,500	229	456,073	445,000	71%	83%	75%	4.4	2.8	1,381	492	502	235,091,692
8	204	341	10	863	82	153	7	621	595,419	515,000	3.8	167	520,674	463,500	117	495,921	499,500	87%	90%	60%	4.1	3.0	660	305	301	163,130,549
N	809	2,217	56	6,078	898	805	143	4,232	1,048,310	639,000	4.6	950	601,735	492,750	741	602,508	505,000	57%	77%	66%	4.7	2.8	4,338	1,733	1,647	1,002,598,445
10	265	486	6	1,126	331	118	9	668	755,760	649,450	5.4	121	592,514	585,000	92	564,091	458,000	78%	90%	47%	4.4	3.1	1,053	230	218	123,180,494
11	146	404	5	1,147	291	258	19	579	903,210	829,000	6.5	90	622,577	462,500	74	692,312	709,500	69%	56%	35%	5.9	4.5	807	154	160	114,356,292
12	264	807	10	2,229	692	367	15	1,155	949,426	848,888	5.4	220	599,630	489,500	201	620,594	630,000	63%	58%	46%	4.7	3.5	1,737	452	441	285,136,914
13	166	369	3	1,275	239	211	26	799	837,536	699,000	8.4	97	618,770	555,000	87	586,881	531,650	74%	79%	46%	4.6	4.6	776	195	201	119,275,791
14	73	194	2	564	87	87	16	374	616,578	549,000	5.2	73	539,797	495,000	49	523,926	535,000	88%	90%	47%	1.8	2.4	384	137	98	50,734,796
15	111	177	2	463	78	51	5	329	576,312	549,900	4.4	77	511,788	505,000	45	493,204	490,000	89%	92%	56%	2.2	1.8	347	124	118	56,355,187
Q	1,025	2,437	28	6,804	1,718	1,092	90	3,904	823,205	689,000	5.8	678	587,726	520,000	548	596,336	560,000	71%	75%	45%	4.3	3.5	5,104	1,292	1,236	749,039,474
A	2,563	7,120	143	21,066	3,554	2,699	853	13,960	869,083	579,000	5.0	2,830	525,328	430,000	2,230	526,057	430,000	60%	74%	64%	4.7	3.0	14,449	5,270	5,007	2,662,453,824

### LAST MONTHS ACTIVITY REPORT (January-2018)

S	722	2,541	42	7,941	955	780	599	5,607	764,823	459,000	5.5	1,043	404,758	349,000	1,183	431,917	359,000	53%	76%	75%	4.6	2.3	2,541	1,043	1,183	510,958,212
N	798	2,121	69	5,738	903	733	132	3,970	1,042,474	625,000	5.2	783	617,482	489,000	906	613,841	503,500	59%	78%	65%	4.8	2.9	2,121	783	906	556,139,853
Q	1,012	2,667	44	6,635	1,698	1,066	98	3,773	822,685	685,000	6.3	614	606,122	531,550	688	613,732	549,500	74%	78%	45%	4.5	3.3	2,667	614	688	422,247,419
A	2,532	7,329	155	20,314	3,556	2,579	829	13,350	863,744	565,000	5.5	2,440	523,693	424,950	2,777	536,315	440,000	61%	75%	64%	4.6	2.7	7,329	2,440	2,777	1,489,345,484

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	706	2,493	16	9,072	898	794	639	6,741	698,548	416,000	5.8	1,197	407,672	330,000	972	408,381	330,000	58%	79%	71%	6.3	3.3	4,985	2,178	2,039	825,460,044
N	802	2,000	18	6,059	867	759	162	4,271	1,041,711	599,000	4.8	911	567,521	465,000	788	572,331	450,000	54%	78%	70%	5.0	3.1	3,918	1,656	1,712	999,304,415
Q	1,005	2,189	14	6,028	1,230	1,025	114	3,659	789,283	599,000	5.9	632	532,033	460,300	582	556,890	490,000	67%	77%	51%	4.4	3.2	4,406	1,200	1,258	706,319,523
A	2,513	6,682	48	21,159	2,995	2,578	915	14,671	821,079	499,900	5.5	2,740	489,503	408,500	2,342	500,450	400,000	60%	82%	66%	5.4	3.2	13,309	5,034	5,009	2,531,083,982

**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