

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 (March-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	155	411	43	1,083	53	135	47	848	1,056,071	749,000	4.2	204	646,415	560,000	137	586,066	490,000	61%	75%	74%	3.9	2.0	1,133	503	448	262,451,618
21	159	609	16	1,507	95	186	41	1,185	436,369	369,000	3.2	365	353,676	350,000	258	349,801	336,500	81%	95%	75%	3.5	2.5	1,749	873	779	264,112,516
24	88	277	8	708	49	78	28	553	644,388	529,999	3.1	188	459,055	429,450	122	458,206	432,250	71%	81%	82%	3.6	1.9	820	446	362	163,698,686
25	96	496	22	1,422	60	148	165	1,049	430,932	349,900	3.9	269	312,606	294,000	191	302,501	280,000	73%	84%	71%	4.5	2.2	1,302	705	582	182,476,718
28	118	624	4	1,587	161	129	108	1,189	451,419	369,990	3.2	370	335,713	323,250	271	321,776	301,000	74%	87%	82%	3.8	2.1	1,743	900	738	243,758,906
30	52	197	1	872	247	72	135	418	918,394	649,495	8.2	50	548,897	439,500	64	533,449	457,500	60%	68%	64%	6.1	4.5	492	163	164	93,856,226
31	61	229	0	1,109	199	46	108	756	1,939,879	1,212,500	10.6	73	937,231	755,000	62	1,109,262	755,000	48%	62%	73%	9.6	4.8	611	174	156	174,796,034
S	729	2,843	94	8,288	864	794	632	5,998	768,292	475,000	4.0	1,519	428,855	365,500	1,105	429,262	352,000	56%	77%	76%	4.3	2.5	7,850	3,764	3,229	1,385,150,704
3	277	789	13	2,372	380	261	92	1,639	1,728,629	1,199,000	4.8	348	1,005,439	751,500	255	989,462	700,000	58%	63%	59%	8.4	5.0	2,178	815	697	649,389,842
4	45	204	8	424	28	62	3	331	523,781	489,990	2.7	126	462,656	455,000	112	461,161	457,500	88%	93%	75%	3.3	2.0	631	356	295	140,145,424
5	82	297	36	639	30	73	16	520	656,169	579,000	3.2	164	546,335	510,000	131	538,646	499,000	83%	88%	73%	3.7	1.8	778	403	350	189,366,406
6	204	759	36	1,969	363	270	31	1,305	658,681	525,000	3.7	345	475,468	430,000	244	482,374	455,000	72%	82%	73%	4.2	2.3	2,140	837	746	352,790,948
8	204	371	15	878	84	155	12	627	626,224	539,000	3.2	190	556,433	489,000	152	510,098	480,000	89%	91%	57%	5.0	3.0	1,031	495	453	240,665,445
N	812	2,420	108	6,282	885	821	154	4,422	1,040,258	649,000	3.8	1,173	654,344	510,000	894	637,315	506,250	63%	79%	66%	5.3	3.1	6,758	2,906	2,541	1,572,358,065
10	266	593	13	1,093	323	122	6	642	746,755	629,000	4.4	145	555,845	550,000	121	569,358	438,000	74%	87%	45%	4.4	2.8	1,646	375	339	192,072,812
11	148	478	11	1,191	284	281	16	610	904,572	822,000	6.0	104	671,553	665,600	100	663,322	593,063	74%	81%	48%	5.1	3.8	1,285	258	260	180,688,492
12	263	1,003	26	2,322	701	373	16	1,232	951,542	849,000	4.5	279	612,334	575,000	207	667,949	610,000	64%	68%	47%	5.4	3.8	2,740	731	648	423,402,357
13	171	441	6	1,295	228	213	23	831	828,197	699,000	7.1	118	736,856	610,000	100	614,689	590,000	89%	87%	42%	5.0	4.0	1,217	313	301	180,744,691
14	72	214	4	546	73	89	18	366	636,422	562,500	3.2	107	544,519	520,000	66	548,359	502,500	86%	92%	58%	2.9	1.7	598	244	164	86,926,490
15	111	182	6	452	56	60	5	331	593,872	567,000	4.6	70	454,099	465,500	67	526,836	510,000	76%	82%	63%	3.1	2.1	529	194	185	91,653,199
Q	1,031	2,911	66	6,899	1,665	1,138	84	4,012	827,826	699,000	4.9	823	605,443	535,000	661	614,900	548,000	73%	77%	49%	4.6	3.3	8,015	2,115	1,897	1,155,488,041
A	2,572	8,174	268	21,469	3,414	2,753	870	14,432	868,173	584,990	4.1	3,515	545,450	445,000	2,660	545,317	440,000	63%	76%	66%	4.7	2.9	22,623	8,785	7,667	4,112,996,810

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	713	3,155	46	9,376	836	792	632	7,116	714,443	429,000	4.5	1,585	420,237	345,000	1,144	376,993	329,700	59%	80%	74%	6.1	3.3	8,140	3,763	3,183	1,256,739,567
N	803	2,617	54	6,405	815	790	159	4,641	1,054,497	619,000	3.9	1,211	604,115	485,000	950	575,354	470,000	57%	78%	66%	4.9	3.3	6,535	2,867	2,662	1,545,890,239
Q	999	2,635	26	6,206	1,237	1,030	126	3,813	814,554	638,000	4.6	840	534,935	476,500	675	564,081	495,000	66%	75%	49%	3.6	3.1	7,041	2,040	1,933	1,087,074,138
A	2,515	8,407	126	21,987	2,888	2,612	917	15,570	840,321	525,000	4.3	3,636	507,977	420,000	2,769	490,654	403,994	60%	80%	65%	5.1	3.3	21,716	8,670	7,778	3,889,703,944

**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