

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 (April-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	156	546	41	1,244	84	144	49	967	1,020,984	749,000	4.4	231	663,498	579,000	141	624,147	562,000	65%	77%	73%	4.7	2.3	1,679	734	589	350,456,345
21	160	693	37	1,524	100	178	50	1,196	440,587	379,000	2.9	416	356,478	345,000	228	355,541	345,000	81%	91%	72%	1.8	1.1	2,442	1,289	1,007	345,175,864
24	88	370	9	774	54	80	28	612	659,905	539,450	3.1	205	463,454	455,000	121	424,905	407,985	70%	84%	85%	3.7	2.0	1,190	651	483	215,112,191
25	96	484	17	1,445	51	150	159	1,085	459,495	369,000	4.2	262	301,664	289,150	208	302,840	285,500	60%	78%	79%	4.8	2.8	1,786	967	790	245,467,438
28	117	639	7	1,588	164	122	103	1,199	460,907	379,900	3.1	401	342,566	327,500	248	338,151	325,000	74%	86%	78%	4.8	2.7	2,382	1,301	986	327,620,354
30	54	219	4	923	271	69	141	442	931,902	659,500	6.3	73	584,432	455,000	49	926,546	480,000	63%	69%	61%	9.4	6.6	711	236	213	139,256,980
31	61	257	0	1,171	227	48	104	792	1,980,130	1,222,000	13.2	61	820,539	581,250	44	1,132,091	750,000	41%	48%	68%	8.8	5.6	868	235	200	224,608,038
S	732	3,208	115	8,669	951	791	634	6,293	786,499	499,000	3.9	1,649	427,952	370,000	1,039	445,184	363,500	54%	74%	76%	4.4	2.5	11,058	5,413	4,268	1,847,697,210
3	279	1,005	18	2,589	360	251	93	1,885	1,755,978	1,200,000	5.5	363	905,146	725,000	235	875,532	670,000	52%	60%	63%	6.3	4.1	3,183	1,178	932	855,139,862
4	44	240	9	416	18	68	2	328	532,894	489,995	2.1	164	474,140	467,495	94	468,059	445,000	89%	95%	68%	2.8	1.6	871	520	389	184,142,970
5	82	301	42	667	22	80	17	548	661,205	579,999	3.6	162	532,060	505,500	104	497,031	481,250	80%	87%	68%	2.9	1.2	1,079	565	454	241,057,630
6	206	792	36	2,029	356	276	28	1,369	696,113	549,000	4.0	349	466,234	450,000	244	481,444	440,000	67%	82%	68%	3.2	1.9	2,932	1,186	990	470,263,284
8	204	408	29	898	73	170	9	646	665,844	559,000	3.2	211	553,936	515,000	133	547,307	497,500	83%	92%	58%	3.3	2.3	1,439	706	586	313,457,276
N	815	2,746	134	6,599	829	845	149	4,776	1,095,114	675,000	4.0	1,249	618,188	515,000	810	607,041	495,000	56%	76%	65%	4.0	2.5	9,504	4,155	3,351	2,064,061,022
10	269	608	8	1,109	298	134	8	669	766,021	639,000	4.6	153	581,641	536,000	103	610,818	585,000	76%	84%	57%	4.7	3.2	2,254	528	442	254,987,066
11	151	515	13	1,273	267	296	17	693	935,164	849,000	6.7	108	734,647	710,000	77	732,914	625,000	79%	84%	40%	5.5	4.0	1,800	366	337	237,122,870
12	265	1,026	17	2,427	672	419	15	1,321	952,990	868,000	4.6	297	666,337	665,000	218	625,729	596,000	70%	77%	51%	4.9	3.2	3,766	1,028	866	559,811,279
13	169	459	12	1,328	229	226	27	846	835,146	699,000	6.2	136	621,504	587,500	96	637,203	544,000	74%	84%	59%	3.7	2.4	1,676	449	397	241,916,179
14	72	186	3	506	76	86	22	322	641,537	582,000	3.6	93	554,981	525,000	71	570,492	510,000	87%	90%	58%	2.4	0.5	784	337	235	127,431,422
15	111	187	5	452	44	67	8	333	610,240	575,000	3.8	87	531,990	510,000	60	516,675	496,000	87%	89%	55%	3.0	2.4	716	281	245	122,653,699
Q	1,037	2,981	58	7,095	1,586	1,228	97	4,184	845,066	715,250	4.9	874	627,753	580,000	625	621,495	560,000	74%	81%	53%	4.3	2.8	10,996	2,989	2,522	1,543,922,515
A	2,584	8,935	307	22,363	3,366	2,864	880	15,253	899,197	599,900	4.2	3,772	537,239	456,000	2,474	542,718	441,500	60%	76%	67%	4.2	2.6	31,558	12,557	10,141	5,455,680,747

LAST MONTHS ACTIVITY REPORT (March-2018)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	714	2,995	64	9,566	834	788	627	7,317	710,617	439,000	4.7	1,598	418,773	350,000	1,045	422,066	340,000	59%	80%	73%	5.4	3.0	11,135	5,361	4,228	1,697,798,903
N	804	2,502	50	6,755	816	785	166	4,988	1,049,837	625,000	4.4	1,156	613,913	499,000	753	582,274	475,000	58%	80%	65%	4.8	3.0	9,037	4,023	3,415	1,984,342,275
Q	1,006	2,403	25	6,343	1,282	1,078	119	3,864	830,643	658,000	5.4	738	560,155	495,000	587	538,112	478,000	67%	75%	49%	4.3	3.5	9,444	2,778	2,520	1,402,945,498
A	2,524	7,900	139	22,664	2,932	2,651	912	16,169	843,947	539,000	4.7	3,492	513,252	423,750	2,385	501,209	415,000	61%	79%	64%	4.9	3.1	29,616	12,162	10,163	5,085,086,676

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