

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 (May-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	589	39	1,360	73	160	60	1,067	1,026,151	759,000	3.6	297	652,778	564,000	176	631,239	534,250	64%	74%	74%	2.6	1.4	2,268	1,031	765	461,554,409
21	161	720	25	1,561	97	186	48	1,230	450,968	389,000	2.8	445	372,099	365,000	340	362,657	355,000	83%	94%	73%	2.3	1.4	3,162	1,734	1,347	468,479,244
24	88	399	9	847	52	93	34	668	654,324	539,900	3.4	202	481,545	456,000	137	451,405	429,000	74%	84%	79%	3.6	2.3	1,589	853	620	276,954,676
25	97	590	15	1,549	54	145	157	1,193	464,779	375,000	3.8	312	324,198	301,450	234	310,163	292,500	70%	80%	80%	3.2	1.7	2,376	1,279	1,024	318,045,580
28	116	779	9	1,698	144	127	106	1,321	469,541	389,999	3.3	413	350,446	330,720	304	333,534	320,000	75%	85%	81%	2.9	1.9	3,161	1,714	1,290	429,014,690
30	56	217	3	963	266	71	149	477	935,768	669,000	5.6	85	509,778	450,000	67	517,097	405,000	54%	67%	51%	4.8	4.1	928	321	280	173,902,479
31	62	245	0	1,209	258	54	111	786	2,040,134	1,272,000	8.4	96	819,033	640,750	86	915,025	660,000	40%	50%	63%	6.4	3.8	1,113	331	286	303,300,188
S	734	3,539	100	9,187	944	836	665	6,742	787,798	499,000	3.7	1,850	445,716	390,000	1,344	434,192	370,000	57%	78%	75%	3.2	2.0	14,597	7,263	5,612	2,431,251,266
3	276	1,156	20	2,867	348	251	96	2,172	1,735,655	1,199,000	5.1	436	968,599	774,944	269	979,468	755,000	56%	65%	58%	6.5	4.0	4,339	1,614	1,201	1,118,616,754
4	44	246	9	468	25	64	0	379	538,457	499,000	2.7	139	474,171	458,000	132	469,014	451,000	88%	92%	73%	2.2	1.3	1,117	659	521	246,052,818
5	82	382	28	755	34	84	21	616	666,896	599,000	3.3	192	552,700	536,875	129	524,913	496,000	83%	90%	77%	1.7	1.0	1,461	757	583	308,771,407
6	210	874	26	2,129	361	262	27	1,479	694,120	549,999	4.0	371	482,962	465,500	274	518,856	470,500	70%	85%	69%	4.0	2.5	3,806	1,557	1,264	612,429,828
8	205	477	14	966	80	172	9	705	701,956	579,000	3.1	234	592,887	550,000	155	571,199	507,000	84%	95%	62%	5.0	3.5	1,916	940	741	401,993,121
N	817	3,135	97	7,185	848	833	153	5,351	1,103,758	689,900	4.0	1,372	664,906	535,000	959	650,472	517,000	60%	78%	66%	4.3	2.7	12,639	5,527	4,310	2,687,863,928
10	276	590	10	1,140	298	131	6	705	744,083	624,000	4.2	170	628,320	595,500	125	636,416	578,000	84%	95%	49%	4.7	3.3	2,844	698	567	334,539,066
11	151	475	6	1,301	282	301	17	701	958,816	869,990	5.6	129	626,870	510,000	94	709,005	690,000	65%	59%	40%	5.5	4.2	2,275	495	431	303,769,340
12	267	1,057	17	2,516	615	404	18	1,479	951,452	849,001	4.9	305	684,136	700,000	229	646,191	638,000	72%	82%	48%	5.4	4.0	4,823	1,333	1,095	707,789,018
13	172	463	12	1,347	227	223	25	872	875,475	712,000	5.8	151	624,501	599,000	98	729,826	615,000	71%	84%	41%	5.5	4.1	2,139	600	495	313,439,127
14	69	202	3	491	65	81	17	328	657,798	589,000	4.1	82	538,799	535,000	69	587,737	511,000	82%	91%	46%	4.1	2.9	986	419	304	167,985,275
15	114	190	12	460	44	70	8	338	614,275	579,450	3.6	95	547,536	539,000	73	521,021	500,000	89%	93%	63%	3.4	2.8	906	376	318	160,688,232
Q	1,049	2,977	60	7,255	1,531	1,210	91	4,423	857,044	728,800	4.8	932	629,656	575,000	688	645,767	582,500	73%	79%	47%	5.0	3.7	13,973	3,921	3,210	1,988,210,058
A	2,600	9,651	257	23,627	3,323	2,879	909	16,516	908,710	615,000	4.0	4,154	559,380	470,000	2,991	552,205	450,000	62%	76%	66%	3.9	2.6	41,209	16,711	13,132	7,107,325,252

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	719	3,454	207	9,950	931	792	670	7,557	715,929	449,000	4.2	1,823	419,487	356,000	1,344	420,487	335,000	59%	79%	72%	4.6	2.6	14,589	7,184	5,572	2,262,933,139
N	807	2,829	178	6,963	855	797	165	5,146	1,075,323	644,245	3.5	1,476	638,259	505,000	960	618,002	480,000	59%	78%	67%	4.1	2.8	11,866	5,499	4,375	2,577,624,114
Q	1,018	2,657	94	6,546	1,274	1,115	119	4,038	829,045	675,000	5.0	834	601,194	525,000	669	571,582	499,000	73%	78%	51%	4.0	3.1	12,101	3,612	3,189	1,785,334,161
A	2,544	8,940	479	23,459	3,060	2,704	954	16,741	853,687	549,000	4.1	4,133	534,283	437,000	2,973	518,266	415,000	63%	80%	66%	4.3	2.8	38,556	16,295	13,136	6,625,891,414

**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