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ZONE ACTIVITY REPORT (June-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	546	26	1,429	61	163	63	1,142	1,036,751	769,000	4.4	260	653,386	568,000	214	629,972	562,000	63%	74%	76%	3.1	1.8	2,814	1,291	979	596,368,417
21	160	653	27	1,602	101	184	44	1,273	460,840	399,000	3.4	381	378,599	362,000	395	358,350	355,000	82%	91%	74%	2.0	1.2	3,815	2,115	1,742	610,027,494
24	90	397	5	924	65	91	32	736	639,485	534,894	3.8	196	476,435	444,250	197	455,686	445,000	75%	83%	82%	2.0	1.1	1,986	1,049	817	366,724,818
25	97	549	8	1,565	78	153	151	1,183	471,595	369,990	4.1	294	336,058	326,500	252	320,973	300,000	71%	88%	79%	2.2	0.8	2,925	1,573	1,276	398,930,776
28	115	777	4	1,807	178	125	108	1,396	476,752	399,000	3.5	402	352,813	344,125	367	341,049	330,000	74%	86%	82%	3.3	1.6	3,938	2,116	1,657	554,179,673
30	56	194	1	1,001	273	74	142	512	929,040	649,995	7.8	66	607,432	521,000	75	586,215	475,000	65%	80%	67%	5.3	4.0	1,122	387	355	217,868,604
31	65	227	1	1,220	222	44	118	836	2,040,547	1,225,000	14.3	60	1,034,448	655,000	84	867,396	642,000	51%	53%	62%	7.1	5.4	1,340	391	370	376,161,452
S	737	3,343	72	9,548	978	834	658	7,078	797,724	499,000	4.3	1,659	452,259	389,000	1,584	434,981	376,000	57%	78%	77%	2.9	1.7	17,940	8,922	7,196	3,120,261,234
3	275	997	24	2,989	381	264	101	2,243	1,721,737	1,198,000	5.4	414	983,354	747,000	344	950,389	768,500	57%	62%	62%	4.6	3.1	5,336	2,028	1,545	1,445,550,570
4	45	232	11	471	29	63	1	378	536,049	499,000	2.5	158	472,596	480,000	146	454,074	459,990	88%	96%	78%	2.1	1.5	1,349	817	667	312,347,622
5	82	354	30	798	26	93	21	658	668,356	589,944	3.6	183	551,372	520,000	199	570,528	525,000	82%	88%	77%	2.4	1.0	1,815	940	782	422,306,479
6	211	760	23	2,171	364	259	24	1,524	698,259	555,000	4.2	359	500,111	450,000	353	477,670	445,000	72%	81%	69%	2.7	1.5	4,566	1,916	1,617	781,047,338
8	203	395	17	978	78	180	6	714	697,182	599,000	3.3	221	580,662	519,000	220	577,099	552,500	83%	87%	58%	3.2	2.2	2,311	1,161	961	528,954,901
N	816	2,738	105	7,407	878	859	153	5,517	1,099,546	698,000	4.2	1,335	667,076	525,000	1,262	635,771	519,500	61%	75%	67%	3.2	2.0	15,377	6,862	5,572	3,490,206,910
10	282	624	9	1,148	276	139	2	731	770,042	649,000	4.9	156	596,847	552,000	132	631,130	595,444	78%	85%	48%	3.1	2.0	3,468	854	699	417,848,226
11	149	460	7	1,307	256	305	15	731	934,428	849,900	6.1	119	740,065	726,888	101	705,114	710,000	79%	86%	41%	5.6	4.2	2,735	614	532	374,985,854
12	269	1,074	18	2,527	558	418	14	1,537	942,743	828,888	4.6	338	632,955	550,000	275	663,678	630,000	67%	66%	47%	4.5	3.6	5,897	1,671	1,370	890,300,468
13	173	451	5	1,338	224	219	27	868	887,556	729,000	6.5	134	638,259	586,500	114	632,261	630,000	72%	80%	53%	5.5	3.5	2,590	734	609	385,516,881
14	70	193	4	521	80	90	13	338	676,902	592,500	5.4	62	515,957	517,500	68	509,741	487,000	76%	87%	49%	3.3	2.6	1,179	481	372	202,647,663
15	115	196	5	492	49	76	8	359	623,050	589,999	4.3	84	558,296	545,000	61	519,923	495,000	90%	92%	62%	3.7	3.1	1,102	460	379	192,403,535
Q	1,058	2,998	48	7,333	1,443	1,247	79	4,564	858,420	729,000	5.2	893	626,571	567,500	751	633,146	580,000	73%	78%	48%	4.4	3.3	16,971	4,814	3,961	2,463,702,627
A	2,611	9,079	225	24,288	3,299	2,940	890	17,159	910,911	619,000	4.4	3,887	566,085	465,000	3,597	546,802	455,000	62%	75%	68%	3.3	2.1	50,288	20,598	16,729	9,074,170,771

LAST MONTHS ACTIVITY REPORT (May-2018)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	717	3,073	106	9,895	841	795	695	7,564	728,039	449,000	4.3	1,779	429,284	365,000	1,533	444,458	365,000	59%	81%	74%	4.5	2.6	17,662	8,963	7,105	2,944,287,273
N	813	2,635	122	7,055	844	786	166	5,259	1,075,974	649,000	3.8	1,385	626,373	499,999	1,243	641,429	505,000	58%	77%	66%	3.7	2.4	14,501	6,884	5,618	3,374,920,866
Q	1,029	2,822	70	6,854	1,345	1,117	116	4,276	824,596	675,000	5.1	845	596,420	550,000	736	587,708	525,000	72%	81%	51%	4.1	3.1	14,923	4,457	3,925	2,217,887,193
A	2,559	8,530	298	23,804	3,030	2,698	977	17,099	859,197	550,000	4.3	4,009	532,601	440,000	3,512	544,192	442,000	62%	80%	66%	4.1	2.7	47,086	20,304	16,648	8,537,095,332

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