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ZONE ACTIVITY REPORT (July-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	159	464	1	1,454	71	147	68	1,168	1,044,362	762,499	5.1	230	687,738	585,500	251	670,445	568,000	66%	77%	76%	3.2	1.2	3,278	1,521	1,230	764,650,112
21	161	661	4	1,622	96	187	44	1,295	463,038	395,000	3.4	379	375,068	370,000	338	365,941	350,000	81%	94%	75%	1.8	1.0	4,476	2,494	2,080	733,715,552
24	88	340	0	938	67	94	32	745	648,125	535,000	4.2	180	478,139	446,500	199	485,538	467,000	74%	83%	75%	1.2	0.4	2,326	1,229	1,016	463,346,880
25	97	493	1	1,589	66	140	154	1,229	472,667	375,000	4.4	283	327,648	299,000	260	321,850	300,000	69%	80%	76%	1.8	1.0	3,418	1,856	1,536	482,611,776
28	112	697	0	1,844	151	134	108	1,451	468,053	389,000	3.8	390	358,860	345,000	374	358,713	340,000	77%	89%	80%	2.5	1.5	4,635	2,506	2,031	688,338,335
30	55	128	1	983	271	67	136	509	901,616	649,000	8.2	62	732,785	587,500	71	600,930	460,000	81%	91%	68%	6.4	4.2	1,250	449	426	260,534,634
31	66	205	0	1,245	214	42	118	871	1,995,148	1,200,000	13.4	66	1,022,027	785,500	56	910,928	650,000	51%	65%	73%	7.9	4.8	1,545	457	426	427,173,420
S	738	2,988	7	9,675	936	811	660	7,268	792,384	499,000	4.6	1,590	460,353	390,000	1,549	451,975	390,000	58%	78%	76%	2.6	1.4	20,928	10,512	8,745	3,820,370,709
3	272	900	1	3,034	404	266	100	2,264	1,690,642	1,150,000	6.6	343	928,010	760,000	371	929,784	705,000	55%	66%	65%	4.2	2.9	6,236	2,371	1,916	1,790,500,434
4	45	252	0	502	32	62	1	407	540,577	499,900	3.1	134	478,719	467,500	148	493,554	475,000	89%	94%	80%	2.0	0.6	1,601	951	815	385,393,614
5	82	332	1	863	31	97	24	711	660,336	599,000	4.4	160	554,801	525,000	174	550,736	529,000	84%	88%	64%	2.0	0.7	2,147	1,100	956	518,134,543
6	211	779	1	2,182	382	243	28	1,529	702,875	549,999	4.2	363	503,509	460,000	325	517,300	484,000	72%	84%	67%	2.7	1.8	5,345	2,279	1,942	949,169,838
8	201	419	0	1,022	86	179	8	749	689,647	585,000	3.7	204	566,820	525,000	227	595,943	555,000	82%	90%	60%	2.3	2.3	2,730	1,365	1,188	664,233,962
N	811	2,682	3	7,603	935	847	161	5,660	1,079,217	685,000	4.7	1,204	639,227	530,000	1,245	656,406	540,000	59%	77%	66%	2.9	1.9	18,059	8,066	6,817	4,307,432,391
10	278	583	1	1,210	283	142	5	780	755,603	649,000	6.2	126	624,574	593,500	121	634,173	610,000	83%	91%	45%	4.7	3.8	4,051	980	820	494,583,159
11	150	419	3	1,310	237	295	14	764	918,280	849,000	7.2	106	750,697	692,500	105	688,654	599,000	82%	82%	48%	4.3	2.6	3,154	720	637	447,294,524
12	266	1,064	1	2,579	573	399	15	1,592	955,818	849,000	5.7	285	662,712	655,000	304	709,295	700,000	69%	77%	44%	5.4	4.3	6,961	1,956	1,674	1,105,926,148
13	173	461	1	1,394	237	220	35	902	899,595	749,000	8.0	114	648,578	594,500	110	660,588	592,500	72%	79%	53%	6.4	4.8	3,051	848	719	458,181,561
14	69	219	1	543	76	83	15	369	668,805	585,000	6.4	59	569,010	495,000	60	573,842	537,500	85%	85%	60%	3.1	3.4	1,398	540	432	237,078,183
15	114	211	0	513	60	69	8	376	620,485	592,500	4.5	85	530,571	530,000	82	506,275	520,000	86%	89%	61%	3.2	2.3	1,313	545	461	233,918,085
Q	1,050	2,957	7	7,549	1,466	1,208	92	4,783	858,065	735,000	6.2	775	644,840	595,000	782	656,367	590,000	75%	81%	49%	4.9	3.8	19,928	5,589	4,743	2,976,981,660
A	2,599	8,627	17	24,827	3,337	2,866	913	17,711	901,787	615,000	5.0	3,569	560,757	465,000	3,576	567,845	477,500	62%	76%	67%	3.2	2.1	58,915	24,167	20,305	11,104,784,760

LAST MONTHS ACTIVITY REPORT (June-2018)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	721	2,852	74	10,025	878	816	713	7,618	728,833	449,000	5.0	1,530	425,934	365,000	1,474	437,649	365,000	58%	81%	76%	3.8	2.0	20,514	10,493	8,579	3,589,381,985
N	816	2,416	82	7,020	856	792	158	5,214	1,080,148	645,000	4.3	1,217	626,634	495,000	1,203	666,432	525,000	58%	77%	66%	3.7	2.5	16,917	8,101	6,821	4,176,638,610
Q	1,034	2,752	41	7,110	1,452	1,114	124	4,420	821,116	680,000	5.5	802	591,068	525,000	707	589,429	530,000	72%	77%	46%	4.2	3.4	17,675	5,259	4,632	2,634,613,313
A	2,571	8,020	197	24,155	3,186	2,722	995	17,252	858,653	550,000	4.8	3,549	532,074	435,000	3,384	550,691	450,000	62%	79%	66%	3.8	2.5	55,106	23,853	20,032	10,400,633,908

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