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### ZONE ACTIVITY REPORT (October-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	160	411	9	1,364	80	143	74	1,067	1,064,523	769,000	5.0	211	624,289	536,000	252	636,936	549,500	59%	70%	69%	3.8	1.5	4,522	2,166	2,016	1,289,450,403
21	161	609	13	1,586	120	177	54	1,235	474,711	389,000	3.3	383	346,817	350,000	349	365,507	360,000	73%	90%	78%	2.3	1.0	6,404	3,652	3,167	1,145,011,470
24	88	285	2	895	56	99	37	703	658,265	529,000	4.2	164	472,540	450,000	182	451,060	435,000	72%	85%	80%	4.2	1.7	3,217	1,749	1,576	726,030,512
25	97	475	10	1,532	81	133	161	1,157	447,891	364,990	3.9	295	353,867	300,000	279	352,621	322,000	79%	82%	80%	4.0	2.1	4,843	2,688	2,352	758,363,046
28	111	535	1	1,678	102	121	99	1,356	485,748	389,900	3.7	362	328,938	320,000	364	340,875	315,000	68%	82%	81%	4.3	2.0	6,343	3,592	3,130	1,075,898,933
30	53	164	0	854	190	71	125	468	887,591	649,000	5.6	83	652,584	470,000	83	626,594	555,000	74%	72%	59%	5.7	3.4	1,767	701	638	392,627,165
31	65	224	0	1,130	107	43	104	876	1,915,994	1,200,000	11.6	76	974,429	664,500	83	946,962	710,000	51%	55%	55%	7.6	5.5	2,170	688	626	641,977,609
S	735	2,703	35	9,039	736	787	654	6,862	795,040	499,000	4.3	1,574	440,750	375,000	1,592	454,289	390,000	55%	75%	76%	4.0	2.0	29,266	15,236	13,505	6,029,359,138
3	273	737	4	2,841	340	274	97	2,130	1,728,589	1,150,000	6.3	338	899,007	704,000	318	904,394	735,000	52%	61%	63%	7.2	4.6	8,453	3,312	3,024	2,821,895,596
4	45	233	2	472	53	60	1	358	540,642	506,950	2.4	154	464,516	460,500	133	470,484	460,000	86%	91%	73%	3.4	2.2	2,263	1,360	1,208	569,471,090
5	79	275	8	776	29	93	19	635	670,031	597,000	3.7	167	547,198	520,000	184	560,453	525,000	82%	87%	72%	3.9	1.9	2,952	1,605	1,505	821,368,810
6	211	728	18	2,034	340	235	31	1,428	676,850	549,000	4.0	359	479,714	455,000	323	503,121	465,000	71%	83%	70%	4.2	2.4	7,529	3,303	2,906	1,441,569,116
8	202	389	13	1,042	104	177	6	755	654,876	549,999	3.9	195	540,246	504,500	196	560,002	515,000	82%	92%	67%	4.3	3.0	3,875	1,954	1,768	1,010,305,194
N	810	2,362	45	7,165	866	839	154	5,306	1,085,919	675,000	4.4	1,213	613,641	519,000	1,154	628,738	525,000	57%	77%	68%	4.9	3.0	25,072	11,534	10,411	6,664,609,806
10	286	649	4	1,273	285	147	5	836	775,283	695,500	6.6	130	546,588	484,500	155	543,603	519,000	71%	70%	48%	3.7	2.4	5,815	1,366	1,230	730,039,705
11	147	488	6	1,405	285	292	25	803	898,307	848,888	7.9	103	747,069	720,000	110	734,080	692,500	83%	85%	54%	5.4	4.1	4,511	1,013	934	665,443,958
12	261	1,074	8	2,743	632	388	22	1,701	948,421	839,000	6.3	272	668,963	626,000	297	664,647	640,000	71%	75%	54%	4.9	3.4	9,892	2,768	2,511	1,662,395,275
13	174	503	6	1,547	252	226	55	1,014	888,067	748,500	7.6	136	639,140	590,500	90	690,710	625,000	72%	79%	50%	6.3	4.2	4,528	1,200	1,006	656,255,951
14	67	215	1	584	86	78	18	402	654,762	581,500	5.7	71	553,961	520,000	59	560,485	499,000	85%	89%	53%	3.2	2.5	2,051	740	593	329,849,916
15	115	198	2	557	64	65	12	416	632,506	589,000	5.3	79	539,167	532,000	80	573,440	525,000	85%	90%	51%	3.8	3.4	1,912	783	689	358,717,819
Q	1,050	3,127	27	8,109	1,604	1,196	137	5,172	852,587	729,000	6.6	791	630,608	560,000	791	636,555	580,500	74%	77%	52%	4.7	3.3	28,709	7,870	6,963	4,402,702,624
A	2,595	8,192	107	24,313	3,206	2,822	945	17,340	901,213	619,000	4.9	3,578	541,335	450,000	3,537	551,967	465,000	60%	73%	68%	4.4	2.6	83,047	34,640	30,879	17,096,671,568

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

S	740	2,665	43	9,287	700	775	640	7,172	794,761	499,000	5.1	1,405	452,462	385,000	1,414	463,662	382,000	57%	77%	78%	3.2	1.6	26,563	13,662	11,913	5,306,131,496
N	811	2,272	40	7,360	881	811	148	5,520	1,096,373	679,000	5.9	944	596,808	502,500	989	644,982	525,000	54%	74%	67%	3.8	2.4	22,710	10,321	9,257	5,939,046,315
Q	1,059	2,785	19	7,887	1,573	1,213	112	4,989	853,064	735,900	7.4	694	613,751	554,000	679	635,189	575,000	72%	75%	48%	4.3	3.0	25,582	7,079	6,172	3,899,187,485
A	2,610	7,722	102	24,534	3,154	2,799	900	17,681	905,375	619,000	5.8	3,043	534,025	440,000	3,082	559,636	460,000	59%	71%	68%	3.6	2.2	74,855	31,062	27,342	15,144,365,296

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	725	2,462	62	9,107	827	802	688	6,790	754,652	450,000	4.4	1,515	422,268	357,000	1,424	427,615	360,000	56%	79%	73%	4.1	2.4	28,416	15,105	13,320	5,630,002,759
N	818	2,087	48	6,466	897	767	144	4,658	1,082,181	649,000	4.1	1,136	584,217	488,500	1,138	613,974	500,000	54%	75%	67%	4.2	2.6	23,457	11,495	10,578	6,569,091,775
Q	1,039	2,624	33	6,997	1,587	1,091	113	4,206	832,927	690,000	5.1	828	602,748	529,000	807	603,801	560,000	72%	77%	45%	4.0	3.1	25,614	7,812	6,952	4,045,311,366
A	2,582	7,173	143	22,570	3,311	2,660	945	15,654	873,143	569,000	4.5	3,479	518,103	430,000	3,369	532,768	440,000	59%	76%	64%	4.1	2.6	77,487	34,412	30,850	16,244,405,900

**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