

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 (November-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	291	20	1,200	84	112	70	934	1,048,703	752,500	4.4	208	660,748	556,000	179	611,340	540,000	63%	74%	68%	4.7	2.4	4,813	2,374	2,195	1,398,880,263
21	156	497	23	1,581	129	182	54	1,216	466,769	379,999	4.4	276	362,295	357,500	339	360,230	355,000	78%	94%	76%	2.7	1.4	6,901	3,928	3,506	1,267,129,440
24	85	201	2	803	63	92	37	611	666,363	539,898	3.5	174	444,821	421,250	158	444,376	441,000	67%	78%	80%	4.7	2.3	3,418	1,923	1,734	796,241,920
25	96	385	10	1,460	78	137	162	1,083	448,046	369,000	4.3	250	308,072	298,495	219	323,505	310,000	69%	81%	75%	4.2	1.9	5,228	2,938	2,571	829,210,641
28	110	449	3	1,564	97	120	98	1,249	482,957	389,900	3.9	316	331,450	320,000	320	338,937	332,500	69%	82%	81%	3.5	1.3	6,792	3,908	3,450	1,184,358,773
30	52	135	0	826	199	69	125	433	902,586	649,000	7.1	61	617,891	499,000	87	537,734	449,000	68%	77%	55%	5.8	3.7	1,902	762	725	439,410,023
31	66	132	1	1,064	118	43	106	797	1,954,789	1,295,000	12.1	66	1,050,100	699,500	70	852,723	674,500	54%	54%	50%	7.8	4.1	2,302	754	696	701,668,219
S	724	2,090	59	8,498	768	755	652	6,323	789,413	495,000	4.6	1,351	446,767	375,000	1,372	428,236	380,000	57%	76%	74%	4.1	2.0	31,356	16,587	14,877	6,616,899,279
3	271	628	15	2,717	353	298	101	1,965	1,742,838	1,175,000	7.2	271	932,081	700,000	316	923,944	715,000	53%	60%	66%	6.1	3.6	9,081	3,583	3,340	3,113,861,900
4	45	188	5	480	58	61	1	360	528,090	499,000	3.2	110	511,784	478,000	128	481,932	475,000	97%	96%	82%	2.8	1.7	2,451	1,470	1,336	631,158,386
5	76	211	10	715	26	90	16	583	666,575	579,999	4.4	134	552,323	512,500	157	552,000	529,000	83%	88%	71%	3.7	1.9	3,163	1,739	1,662	908,032,810
6	213	579	15	2,002	316	241	31	1,414	662,924	545,000	5.8	239	474,681	465,000	310	481,728	457,000	72%	85%	73%	4.2	2.2	8,108	3,542	3,216	1,590,904,796
8	197	340	11	1,014	108	182	5	719	628,269	549,000	3.8	184	537,349	510,000	181	571,211	535,000	86%	93%	67%	4.5	2.4	4,215	2,138	1,949	1,113,694,385
N	802	1,946	56	6,928	861	872	154	5,041	1,069,729	650,000	5.3	938	634,566	520,000	1,092	634,654	525,000	59%	80%	71%	4.6	2.5	27,018	12,472	11,503	7,357,652,277
10	274	491	2	1,279	312	156	5	806	763,826	681,500	7.6	105	589,940	530,000	101	559,436	535,000	77%	78%	36%	4.8	3.4	6,306	1,471	1,331	786,542,741
11	149	401	8	1,414	299	300	26	789	891,019	825,000	7.7	102	695,799	706,500	94	794,414	754,000	78%	86%	41%	6.7	4.5	4,912	1,115	1,028	740,118,874
12	261	860	16	2,756	661	403	23	1,669	923,967	799,000	8.5	199	634,972	618,000	247	695,126	670,000	69%	77%	49%	6.4	4.4	10,752	2,967	2,758	1,834,091,397
13	170	400	6	1,561	244	240	53	1,024	883,443	749,000	7.6	135	566,573	550,000	98	615,930	572,500	64%	73%	49%	5.9	3.5	4,928	1,335	1,104	716,617,091
14	63	202	1	612	95	86	19	412	656,997	599,000	6.3	65	507,762	475,000	65	539,438	535,000	77%	79%	57%	3.4	2.3	2,253	805	658	364,913,386
15	114	186	5	567	66	69	13	419	646,600	599,000	5.6	74	502,318	515,000	52	525,756	496,600	78%	86%	62%	3.3	0.7	2,098	857	741	386,057,131
Q	1,031	2,540	38	8,189	1,677	1,254	139	5,119	841,378	725,000	7.5	680	596,967	547,000	657	647,851	590,000	71%	75%	48%	5.5	3.6	31,249	8,550	7,620	4,828,340,620
A	2,557	6,576	153	23,615	3,306	2,881	945	16,483	891,280	610,000	5.5	2,969	540,499	450,000	3,121	546,690	457,000	61%	74%	67%	4.6	2.5	89,623	37,609	34,000	18,802,892,176

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	718	2,119	77	8,601	824	815	666	6,296	764,581	449,000	4.7	1,325	419,226	359,900	1,412	419,563	355,000	55%	80%	73%	4.5	2.2	30,535	16,430	14,732	6,222,425,347
N	804	1,852	51	6,266	871	776	156	4,463	1,060,043	629,000	4.4	994	635,154	509,500	997	591,715	489,999	60%	81%	68%	4.4	2.6	25,309	12,489	11,575	7,159,032,091
Q	1,015	2,315	34	6,989	1,674	1,126	121	4,068	832,317	688,444	5.3	761	613,764	555,000	729	626,686	572,000	74%	81%	47%	4.1	3.0	27,929	8,573	7,681	4,502,165,528
A	2,537	6,286	162	21,856	3,369	2,717	943	14,827	872,101	559,000	4.7	3,080	536,978	440,000	3,138	522,376	435,000	62%	79%	65%	4.4	2.5	83,773	37,492	33,988	17,883,622,966

**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