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ZONE ACTIVITY REPORT (December-2018)

		LISTINGS		INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
Zn	# 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	158	17	982	70	88	70	754	1,087,419	757,000	5.7	134	658,973	548,000	201	649,207	545,000	61%	72%	72%	1.5	3.0	4,971	2,508	2,396	1,529,370,870
21	157	360	18	1,423	112	181	44	1,086	460,548	379,900	4.4	248	368,314	359,500	340	374,317	365,000	80%	95%	78%	2.9	1.5	7,261	4,176	3,846	1,394,397,220
24	86	135	2	694	49	80	31	534	677,880	539,000	5.5	99	468,116	427,500	148	491,105	452,500	69%	79%	82%	3.3	1.4	3,553	2,022	1,882	868,925,460
25	95	294	3	1,311	60	127	155	969	447,512	365,000	5.2	187	312,335	290,000	261	346,349	325,000	70%	79%	75%	3.9	2.0	5,522	3,125	2,832	919,607,730
28	110	320	1	1,379	86	114	93	1,086	480,847	389,000	4.3	256	346,080	331,000	325	330,979	317,000	72%	85%	77%	4.9	2.4	7,112	4,164	3,775	1,291,926,948
30	52	88	0	733	173	62	123	375	944,156	649,990	7.2	53	514,709	460,000	62	853,123	488,500	55%	71%	60%	7.0	3.6	1,990	815	787	492,303,649
31	67	111	0	954	114	39	92	709	1,935,793	1,250,000	20.7	35	956,096	699,000	63	1,045,574	651,009	49%	56%	62%	7.0	3.8	2,413	789	759	767,539,381
S	726	1,466	41	7,476	664	691	608	5,513	791,662	485,000	5.5	1,012	428,591	370,000	1,400	462,266	380,000	54%	76%	75%	3.8	2.2	32,822	17,599	16,277	7,264,071,258
3	272	377	4	2,284	320	270	86	1,608	1,785,678	1,150,000	7.7	216	864,487	659,500	266	914,609	691,000	48%	57%	59%	6.6	4.0	9,458	3,799	3,606	3,357,147,894
4	45	118	7	404	44	58	2	300	523,146	499,000	3.1	99	476,074	465,000	115	463,322	450,000	91%	93%	77%	3.7	1.9	2,569	1,569	1,451	684,440,416
5	77	157	18	645	27	78	16	524	652,806	579,000	4.4	121	529,214	502,000	131	536,967	505,000	81%	87%	79%	5.3	2.6	3,320	1,860	1,793	978,375,487
6	215	440	15	1,787	293	235	28	1,231	653,668	535,000	5.1	242	498,364	466,250	310	519,797	472,500	76%	87%	75%	5.2	3.1	8,548	3,784	3,526	1,752,041,866
8	196	192	9	856	101	160	4	591	637,034	549,000	3.8	159	536,911	515,000	174	552,644	516,000	84%	94%	59%	-582.9	2.5	4,407	2,297	2,123	1,209,854,441
N	805	1,284	53	5,976	785	801	136	4,254	1,069,943	649,000	5.2	837	601,993	515,000	996	626,715	515,500	56%	79%	69%	-97.3	3.0	28,302	13,309	12,499	7,981,860,104
10	276	420	6	1,180	292	151	4	733	736,746	679,000	6.7	111	567,357	478,000	104	635,412	580,000	77%	70%	52%	4.6	3.9	6,726	1,582	1,435	852,625,589
11	152	320	4	1,265	288	277	23	677	872,709	825,000	5.6	116	703,103	637,500	80	785,206	762,500	81%	77%	51%	6.8	4.5	5,232	1,231	1,108	802,935,354
12	259	722	7	2,441	580	347	21	1,493	921,418	819,000	8.3	186	637,518	597,500	228	759,951	759,000	69%	73%	39%	7.3	4.7	11,474	3,153	2,986	2,007,360,225
13	170	348	4	1,408	240	210	46	912	883,522	749,000	8.8	106	623,467	630,000	82	612,085	572,500	71%	84%	55%	4.7	3.4	5,276	1,441	1,186	766,808,061
14	64	170	1	557	100	70	18	369	655,194	598,999	6.9	55	558,075	550,000	53	570,945	539,999	85%	92%	55%	4.9	3.3	2,423	860	711	395,173,471
15	115	164	2	539	74	58	16	391	640,371	595,000	6.1	65	548,164	525,000	58	512,627	510,000	86%	88%	50%	2.7	2.2	2,262	922	799	415,789,497
Q	1,036	2,144	24	7,390	1,574	1,113	128	4,575	831,576	719,000	7.3	639	618,978	555,000	605	681,573	620,000	74%	77%	48%	5.8	4.0	33,393	9,189	8,225	5,240,692,197
A	2,567	4,894	118	20,842	3,023	2,605	872	14,342	886,935	599,800	5.9	2,488	535,824	450,000	3,001	561,057	460,000	60%	75%	68%	-29.4	2.8	94,517	40,097	37,001	20,486,623,559

LAST MONTHS ACTIVITY REPORT (November-2018)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	723	1,656	47	7,683	875	735	615	5,458	764,699	449,000	5.0	1,110	413,360	356,500	1,434	428,557	365,000	54%	79%	75%	4.6	2.5	32,191	17,540	16,166	6,836,976,113
N	807	1,267	37	5,344	831	692	136	3,685	1,058,644	619,999	4.5	848	594,886	490,000	1,027	629,396	499,000	56%	79%	67%	5.0	3.0	26,576	13,337	12,602	7,805,422,141
Q	1,020	1,849	33	6,259	1,523	1,012	97	3,627	818,119	679,000	6.1	603	590,235	500,000	707	623,384	550,000	72%	74%	48%	4.5	3.7	29,778	9,176	8,388	4,942,898,070
A	2,550	4,772	117	19,286	3,229	2,439	848	12,770	864,694	559,000	5.1	2,561	515,113	425,000	3,168	537,144	440,000	60%	76%	66%	4.7	2.9	88,545	40,053	37,156	19,585,296,324

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