

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 (February-2019)

Zn	# Ofcs	LISTINGS		INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
		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	333	21	1,112	70	115	64	863	1,039,082	779,000	5.8	150	649,766	571,500	132	653,073	560,000	63%	73%	73%	6.3	2.9	726	288	309	198,853,038
21	153	561	35	1,480	119	187	44	1,130	467,149	390,000	3.5	322	368,930	359,500	252	377,103	370,400	79%	92%	77%	3.5	1.5	1,161	621	522	191,140,776
24	85	266	11	757	58	103	38	558	686,502	549,000	3.8	155	447,533	438,000	106	462,882	425,000	65%	80%	78%	4.7	2.3	564	292	242	111,849,348
25	97	423	16	1,383	76	135	142	1,030	448,296	379,000	4.0	260	315,807	300,000	175	335,159	318,000	70%	79%	83%	3.4	1.7	890	484	365	118,582,625
28	113	474	3	1,493	110	140	101	1,142	486,700	399,000	3.7	314	350,427	340,000	232	341,166	330,000	72%	85%	84%	5.6	2.3	1,075	571	500	169,102,836
30	54	178	0	836	234	57	118	427	918,689	644,900	7.9	54	521,279	436,680	45	569,922	470,000	57%	68%	69%	9.1	5.6	387	104	105	63,848,850
31	67	200	2	1,119	170	48	112	789	1,958,038	1,299,999	12.7	64	733,257	594,500	32	862,644	727,500	37%	46%	50%	6.9	1.9	445	106	81	86,447,826
S	728	2,435	88	8,180	837	785	619	5,939	801,886	499,000	4.6	1,319	419,143	375,000	974	432,603	380,000	52%	75%	78%	4.9	2.2	5,248	2,466	2,124	939,825,299
3	274	654	18	2,464	333	248	87	1,796	1,701,635	1,146,351	6.8	272	883,859	682,500	213	884,819	700,000	52%	60%	67%	7.9	4.5	1,448	518	463	427,623,197
4	46	182	7	462	45	62	4	351	543,027	519,000	3.6	100	466,127	450,000	89	489,900	467,500	86%	87%	72%	3.1	1.9	423	201	187	90,431,086
5	79	246	24	705	22	87	12	584	665,709	599,000	4.0	148	532,827	500,000	109	537,224	511,115	80%	83%	72%	4.5	2.4	528	270	241	131,193,980
6	220	645	22	1,974	340	249	30	1,355	670,614	549,000	5.5	250	472,499	455,000	209	473,216	453,000	70%	83%	68%	6.3	3.2	1,341	511	466	226,670,465
8	198	338	14	957	113	186	2	656	664,187	569,495	3.8	182	531,861	482,500	142	558,175	525,000	80%	85%	66%	6.3	3.7	722	309	321	177,605,419
N	817	2,065	85	6,562	853	832	135	4,742	1,050,169	659,000	5.1	952	610,089	500,000	762	615,207	505,000	58%	76%	69%	6.1	3.4	4,462	1,809	1,678	1,053,524,147
10	278	562	8	1,279	350	173	5	751	737,271	679,000	5.7	134	579,284	530,125	105	630,611	580,000	79%	78%	47%	5.9	4.0	1,201	269	222	131,684,079
11	152	406	9	1,232	256	293	21	662	906,772	842,450	7.5	91	682,512	620,000	94	700,898	722,000	75%	74%	49%	6.4	4.6	793	186	194	137,132,912
12	255	824	21	2,629	663	354	23	1,589	905,451	799,000	7.8	207	603,585	495,000	170	620,339	545,000	67%	62%	54%	6.3	3.9	1,816	405	397	248,451,740
13	167	425	9	1,533	249	215	43	1,026	865,486	729,450	8.9	115	635,878	605,000	89	650,206	577,000	73%	83%	42%	6.2	4.6	960	208	182	112,581,536
14	63	215	1	664	126	79	19	440	655,110	599,000	5.4	79	504,991	499,000	51	555,178	510,000	77%	83%	53%	1.5	1.0	505	129	103	57,354,362
15	114	205	4	615	94	64	18	439	629,935	599,000	7.1	62	543,398	550,000	57	556,658	547,500	86%	92%	65%	3.4	2.9	421	135	129	71,394,306
Q	1,029	2,637	52	7,952	1,738	1,178	129	4,907	824,437	710,000	7.2	688	597,944	550,000	566	628,036	575,000	73%	77%	51%	5.5	3.8	5,696	1,332	1,227	758,598,935
A	2,574	7,137	225	22,694	3,428	2,795	883	15,588	884,515	620,000	5.3	2,959	522,149	445,000	2,302	541,100	455,000	59%	72%	68%	5.4	3.0	15,406	5,607	5,029	2,751,948,381

### LAST MONTHS ACTIVITY REPORT (January-2019)

S	727	2,813	41	8,005	818	744	624	5,819	794,192	489,000	5.1	1,147	425,992	370,000	1,150	450,843	380,000	54%	76%	75%	4.8	2.5	2,813	1,147	1,150	518,469,780
N	816	2,397	31	6,430	859	848	132	4,591	1,052,492	649,000	5.4	857	595,300	500,000	916	638,358	525,000	57%	77%	68%	5.3	3.2	2,397	857	916	584,736,190
Q	1,031	3,059	19	7,884	1,726	1,169	129	4,860	823,397	700,000	7.6	644	599,536	538,750	661	609,880	550,000	73%	77%	50%	5.1	3.2	3,059	644	661	403,130,820
A	2,574	8,269	91	22,319	3,403	2,761	885	15,270	881,146	599,000	5.8	2,648	522,993	437,500	2,727	552,379	450,000	59%	73%	67%	5.0	2.9	8,269	2,648	2,727	1,506,336,790

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	729	2,466	59	8,184	938	802	620	5,824	769,602	469,000	4.9	1,202	429,743	360,000	941	424,929	360,000	56%	77%	73%	5.0	2.8	5,007	2,245	2,124	910,815,905
N	809	2,217	56	6,078	898	805	143	4,232	1,048,310	639,000	4.6	950	601,735	492,750	741	602,508	505,000	57%	77%	66%	4.7	2.8	4,338	1,733	1,647	1,002,598,445
Q	1,025	2,437	28	6,804	1,718	1,092	90	3,904	823,205	689,000	5.8	678	587,726	520,000	548	596,336	560,000	71%	75%	45%	4.3	3.5	5,104	1,292	1,236	749,039,474
A	2,563	7,120	143	21,066	3,554	2,699	853	13,960	869,083	579,000	5.0	2,830	525,328	430,000	2,230	526,057	430,000	60%	74%	64%	4.7	3.0	14,449	5,270	5,007	2,662,453,824

**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