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### ZONE ACTIVITY REPORT (April-2019)

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	162	480	24	1,232	72	104	63	993	1,030,510	779,000	3.9	265	680,060	598,888	154	618,093	528,250	66%	77%	74%	5.1	2.5	1,733	777	601	388,406,520
21	160	655	34	1,477	119	184	46	1,128	491,824	399,990	2.7	422	387,912	375,000	287	380,532	370,000	79%	94%	74%	3.3	1.9	2,481	1,490	1,069	398,335,240
24	83	397	13	862	63	101	43	655	649,183	539,990	3.0	224	489,509	458,750	146	446,031	433,575	75%	85%	71%	4.0	2.1	1,284	652	518	235,364,574
25	100	540	14	1,434	71	141	157	1,065	475,035	399,000	3.1	340	337,144	318,000	222	321,316	308,075	71%	80%	77%	2.7	1.3	1,928	1,109	785	250,181,819
28	116	720	13	1,634	113	149	100	1,272	487,190	399,990	3.0	443	362,186	340,000	264	351,286	330,000	74%	85%	83%	3.4	1.7	2,444	1,391	1,013	349,382,274
30	53	206	4	920	262	62	121	475	913,652	645,000	5.8	82	563,242	504,500	67	587,557	515,000	62%	78%	69%	5.6	3.5	779	253	224	129,256,093
31	69	400	0	1,414	265	50	128	971	2,179,830	1,395,000	13.1	76	1,003,939	621,500	52	732,480	687,500	46%	45%	67%	9.5	5.4	1,149	242	186	168,883,158
S	743	3,398	102	8,973	965	791	658	6,559	865,910	529,000	3.6	1,852	459,572	395,000	1,192	428,730	380,000	53%	75%	76%	3.9	2.1	11,798	5,914	4,396	1,919,809,678
3	286	1,037	15	2,973	369	271	95	2,238	1,632,097	1,125,000	5.6	408	904,254	721,000	262	898,038	714,750	55%	64%	66%	6.8	4.2	3,454	1,259	974	902,463,587
4	45	287	19	525	33	60	7	425	549,710	519,990	2.8	162	489,073	480,000	120	478,732	462,500	89%	92%	78%	3.6	2.3	990	520	397	190,208,896
5	76	374	35	820	28	86	16	690	670,719	599,000	3.9	180	569,816	527,500	126	543,169	515,000	85%	88%	75%	5.3	3.0	1,228	619	499	268,710,854
6	220	866	25	2,139	378	264	34	1,463	688,048	575,000	4.2	353	510,283	479,000	232	481,728	459,500	74%	83%	67%	4.5	2.9	2,985	1,200	941	463,525,088
8	205	460	19	1,107	111	176	3	817	692,696	600,000	3.6	229	574,102	530,000	156	517,367	475,000	83%	88%	62%	2.9	0.8	1,633	712	620	335,790,355
N	832	3,024	113	7,564	919	857	155	5,633	1,051,234	689,999	4.3	1,332	647,396	539,000	896	617,905	505,000	62%	78%	68%	4.9	2.8	10,290	4,310	3,431	2,160,698,780
10	291	598	16	1,264	288	171	4	801	749,859	689,000	5.5	145	577,965	580,000	103	674,441	599,000	77%	84%	47%	6.4	3.6	2,388	561	432	265,483,112
11	154	481	10	1,365	255	301	26	783	908,970	835,000	8.7	92	678,803	535,000	78	706,200	700,000	75%	64%	41%	6.4	4.7	1,804	364	378	270,729,228
12	261	1,174	21	2,946	647	420	27	1,852	943,693	839,000	6.7	277	641,358	595,000	224	587,799	525,000	68%	71%	48%	6.2	4.4	4,155	992	818	507,154,757
13	174	493	6	1,523	228	232	46	1,017	897,403	759,000	7.5	136	644,512	622,500	117	612,452	617,000	72%	82%	49%	6.5	5.0	1,967	508	406	253,099,982
14	63	229	5	640	117	81	14	428	685,936	625,000	4.5	96	539,173	509,625	61	539,732	540,000	79%	82%	52%	3.4	1.7	964	306	220	123,513,286
15	113	219	8	616	69	58	16	473	636,724	619,000	5.2	89	515,575	535,000	67	562,557	540,000	81%	86%	49%	4.6	3.0	857	303	255	141,222,925
Q	1,056	3,194	66	8,354	1,604	1,263	133	5,354	853,099	748,944	6.5	835	609,834	565,000	650	613,061	575,000	71%	75%	48%	5.9	4.0	12,135	3,034	2,509	1,561,203,290
A	2,631	9,616	281	24,891	3,488	2,911	946	17,546	921,498	649,000	4.4	4,019	553,041	469,000	2,738	534,397	455,000	60%	72%	67%	4.7	2.8	34,223	13,258	10,336	5,641,711,748

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

S	738	3,152	121	8,624	925	773	644	6,282	813,731	509,997	4.1	1,596	451,125	390,000	1,080	434,202	372,688	55%	76%	74%	4.9	2.5	8,400	4,062	3,204	1,408,763,211
N	826	2,804	120	7,091	912	850	139	5,190	1,050,084	679,000	4.6	1,169	635,837	525,000	857	645,894	515,000	61%	77%	65%	6.1	3.6	7,266	2,978	2,535	1,607,055,542
Q	1,039	3,245	67	8,086	1,678	1,214	131	5,063	846,009	745,000	6.0	867	593,057	540,000	632	639,422	575,000	70%	72%	50%	6.0	4.0	8,941	2,199	1,859	1,162,713,436
A	2,603	9,201	308	23,801	3,515	2,837	914	16,535	897,801	630,000	4.7	3,632	544,457	460,000	2,569	555,307	460,000	61%	73%	65%	5.6	3.2	24,607	9,239	7,598	4,178,532,189

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	732	3,208	115	8,669	951	791	634	6,293	786,499	499,000	3.9	1,649	427,952	370,000	1,039	445,184	363,500	54%	74%	76%	4.4	2.5	11,058	5,413	4,268	1,847,697,210
N	815	2,746	134	6,599	829	845	149	4,776	1,095,114	675,000	4.0	1,249	618,188	515,000	810	607,041	495,000	56%	76%	65%	4.0	2.5	9,504	4,155	3,351	2,064,061,022
Q	1,037	2,981	58	7,095	1,586	1,228	97	4,184	845,066	715,250	4.9	874	627,753	580,000	625	621,495	560,000	74%	81%	53%	4.3	2.8	10,996	2,989	2,522	1,543,922,515
A	2,584	8,935	307	22,363	3,366	2,864	880	15,253	899,197	599,900	4.2	3,772	537,239	456,000	2,474	542,718	441,500	60%	76%	67%	4.2	2.6	31,558	12,557	10,141	5,455,680,747

**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