

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 (May-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	163	557	16	1,308	71	101	63	1,073	1,022,942	769,000	4.2	259	691,321	600,000	172	646,799	594,500	68%	78%	77%	3.5	1.6	2,290	1,036	773	499,655,948	
21	163	717	24	1,531	89	186	51	1,205	490,924	412,000	3.0	402	391,962	380,000	366	395,383	378,750	80%	92%	75%	2.7	1.2	3,198	1,892	1,435	543,045,418	
24	83	388	3	874	57	83	36	698	644,512	538,500	3.2	222	481,201	473,500	132	471,698	449,000	75%	88%	84%	2.4	0.6	1,672	874	650	297,628,710	
25	101	497	11	1,477	78	145	174	1,080	483,914	399,900	3.8	285	351,978	345,000	243	319,920	312,000	73%	86%	78%	4.0	1.8	2,425	1,394	1,028	327,922,379	
28	120	741	3	1,703	106	142	97	1,358	493,342	409,900	3.0	453	364,603	350,000	304	352,669	350,000	74%	85%	79%	2.5	1.7	3,185	1,844	1,317	456,593,650	
30	53	204	1	956	259	62	121	514	888,672	639,000	7.0	74	603,125	462,500	70	685,717	627,500	68%	72%	59%	6.0	4.2	983	327	294	177,256,283	
31	69	274	2	1,466	279	51	130	1,006	2,129,920	1,347,000	14.0	73	1,013,529	849,000	72	1,257,900	744,000	48%	63%	69%	8.1	5.6	1,423	315	258	259,451,958	
S	752	3,378	60	9,315	939	770	672	6,934	855,367	529,000	4.0	1,768	468,069	405,000	1,359	472,218	390,000	55%	77%	77%	3.4	1.8	15,176	7,682	5,755	2,561,554,346	
3	288	1,204	10	3,242	390	261	89	2,502	1,624,582	1,100,000	6.4	386	872,920	680,000	294	935,699	707,500	54%	62%	59%	6.9	4.4	4,658	1,645	1,268	1,177,559,093	
4	44	292	4	578	36	61	5	476	551,939	529,000	3.3	150	494,049	474,500	121	487,157	485,000	90%	90%	69%	2.2	1.1	1,282	670	518	249,154,893	
5	79	380	22	902	30	81	15	776	661,703	592,500	3.9	197	566,929	535,000	141	569,893	530,000	86%	90%	74%	3.6	1.8	1,608	816	640	349,065,767	
6	220	933	16	2,275	381	266	37	1,591	699,602	579,999	4.3	378	504,649	470,000	283	478,701	465,000	72%	81%	67%	5.1	3.5	3,918	1,578	1,224	598,997,471	
8	208	495	10	1,151	101	178	4	868	698,888	599,000	3.5	254	613,479	550,000	146	587,084	550,000	88%	92%	58%	4.5	2.8	2,128	966	766	421,504,619	
N	839	3,304	62	8,148	938	847	150	6,213	1,055,949	699,000	4.6	1,365	636,865	530,000	985	645,262	530,000	60%	76%	65%	5.0	3.1	13,594	5,675	4,416	2,796,281,843	
10	297	642	6	1,307	297	177	7	826	753,085	679,000	5.3	158	626,170	582,500	138	571,959	537,450	83%	86%	52%	5.4	3.1	3,030	719	570	344,413,454	
11	155	463	5	1,384	224	312	25	823	919,606	839,000	6.6	128	714,311	664,000	82	732,527	717,500	78%	79%	55%	7.6	4.3	2,267	492	460	330,796,442	
12	263	1,179	11	3,095	633	431	34	1,997	936,427	848,000	6.8	296	669,981	630,000	231	637,054	575,000	72%	74%	47%	6.8	4.5	5,334	1,288	1,049	654,314,231	
13	178	482	1	1,556	241	237	44	1,034	891,549	750,000	8.0	127	709,841	680,000	114	616,038	582,500	80%	91%	46%	4.8	2.8	2,449	635	520	323,328,314	
14	62	201	2	624	104	84	14	422	685,521	619,000	6.3	67	553,434	540,000	61	535,302	532,000	81%	87%	62%	4.4	3.5	1,165	373	281	156,166,708	
15	114	231	2	623	78	64	14	467	855,044	599,999	4.1	115	577,392	575,000	70	571,090	570,000	68%	96%	56%	4.6	3.0	1,088	418	325	181,199,225	
Q	1,069	3,198	27	8,589	1,577	1,305	138	5,569	872,578	749,000	6.3	891	653,548	610,000	696	616,401	570,250	75%	81%	51%	5.8	3.7	15,333	3,925	3,205	1,990,218,374	
A	2,660	9,880	149	26,052	3,454	2,922	960	18,716	927,074	649,000	4.7	4,024	566,396	480,000	3,040	561,297	465,000	61%	74%	67%	4.5	2.7	44,103	17,282	13,376	7,348,054,563	

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	734	3,539	100	9,187	944	836	665	6,742	787,798	499,000	3.7	1,850	445,716	390,000	1,344	434,192	370,000	57%	78%	75%	3.2	2.0	14,597	7,263	5,612	2,431,251,266
N	817	3,135	97	7,185	848	833	153	5,351	1,103,758	689,900	4.0	1,372	664,906	535,000	959	650,472	517,000	60%	78%	66%	4.3	2.7	12,639	5,527	4,310	2,687,863,928
Q	1,049	2,977	60	7,255	1,531	1,210	91	4,423	857,044	728,800	4.8	932	629,656	575,000	688	645,767	582,500	73%	79%	47%	5.0	3.7	13,973	3,921	3,210	1,988,210,058
A	2,600	9,651	257	23,627	3,323	2,879	909	16,516	908,710	615,000	4.0	4,154	559,380	470,000	2,991	552,205	450,000	62%	76%	66%	3.9	2.6	41,209	16,711	13,132	7,107,325,252

**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