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ZONE ACTIVITY REPORT Jan-14

LISTINGS				INVENTORY					INV VALUE (IV)		SUPPLY	CONTRACT VALUE (CV)			CLOSINGS			MARKET FACTS					GENERAL SUMMARY-CALENDAR YEAR TO DATE			
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	128	341	19	1,180	120	109	53	898	860,300	599,500	7.9	114	574,300	436,000	134	564,200	474,000	67%	73%	71%	7.9	4.4	341	114	134	75,602,800
21	148	599	17	2,536	210	201	62	2,063	347,800	299,000	11.7	177	277,700	265,000	188	273,500	277,300	80%	89%	61%	7.1	3.8	599	177	188	51,418,000
24	78	253	0	986	95	89	47	755	531,900	435,000	9.3	81	382,300	350,000	84	375,300	342,500	72%	80%	71%	7.3	3.8	253	81	84	31,525,200
25	83	426	6	2,087	166	155	156	1,610	335,200	284,000	13.2	122	230,400	205,500	103	263,100	245,000	69%	72%	70%	11.0	5.2	426	122	103	27,099,300
28	102	555	2	2,248	264	137	104	1,743	377,000	310,000	9.8	178	275,200	253,500	159	258,800	250,000	73%	82%	73%	8.6	4.9	555	178	159	41,149,200
30	52	184	1	1,066	188	97	190	591	695,900	499,000	16.0	37	893,000	425,000	42	639,900	382,500	128%	85%	62%	11.1	7.3	184	37	42	26,875,800
31	56	212	0	1,065	87	43	117	818	1,284,700	795,000	20.5	40	727,600	542,000	48	907,900	520,000	57%	68%	44%	11.5	6.0	212	40	48	43,579,200
SUF	647	2,570	45	11,168	1,130	831	729	8,478	536,700	359,000	11.3	749	380,300	298,000	758	395,600	313,000	71%	83%	67%	8.6	4.7	2,570	749	758	297,249,500
3	257	666	4	2,385	382	249	84	1,670	799,000	1,439,300	8.4	198	868,500	622,000	232	970,000	663,300	109%	43%	61%	8.3	5.1	666	198	232	225,040,000
4	48	175	4	486	32	54	1	399	409,500	385,000	5.5	72	339,500	330,000	73	380,600	355,000	83%	86%	78%	6.0	3.9	175	72	73	27,783,800
5	72	232	13	754	55	79	19	601	550,400	479,000	7.9	76	433,000	397,500	99	420,500	405,000	79%	83%	75%	7.0	4.4	232	76	99	41,629,500
6	183	728	17	2,841	489	267	56	2,029	504,000	390,000	12.6	161	363,800	325,000	207	388,800	345,000	72%	83%	58%	10.5	6.4	728	161	207	80,481,600
8	171	319	3	1,154	129	171	15	839	457,000	369,000	7.8	108	426,900	365,000	138	518,800	463,900	93%	99%	61%	6.2	4.2	319	108	138	71,594,400
NAS	731	2,120	41	7,620	1,087	820	175	5,538	777,200	449,000	9.0	615	543,100	397,000	749	596,200	430,000	70%	88%	64%	8.1	6.1	2,120	615	749	446,529,300
10	231	416	8	1,114	160	137	6	811	413,600	319,000	8.3	98	335,200	279,500	128	388,300	322,500	81%	88%	47%	6.2	4.6	416	98	128	49,702,400
11	133	318	10	1,059	125	259	11	664	470,300	342,000	6.6	101	409,000	345,000	104	420,500	326,300	87%	101%	35%	6.7	4.9	318	101	104	43,732,000
12	239	715	8	2,206	363	341	20	1,482	530,900	285,000	8.2	180	424,500	317,500	251	485,300	467,000	80%	111%	45%	5.4	4.4	715	180	251	121,810,300
13	143	379	3	1,588	201	168	57	1,162	455,000	425,000	14.2	82	388,700	390,000	70	461,800	409,500	85%	92%	44%	9.2	6.3	379	82	70	32,326,000
14	64	173	0	641	64	89	12	476	369,200	349,000	13.6	35	297,300	300,000	41	360,900	318,000	81%	86%	51%	9.0	7.0	173	35	41	14,796,900
15	101	216	4	812	91	74	9	638	395,000	398,000	12.0	53	378,300	357,200	58	339,100	372,500	96%	90%	59%	7.4	6.1	216	53	58	19,667,800
QNS	911	2,217	33	7,420	1,004	1,068	115	5,233	456,900	369,000	9.5	549	387,800	332,000	652	432,600	375,000	85%	90%	45%	6.6	5.0	2,217	549	652	282,035,400
ALL	2,289	6,907	119	26,208	3,221	2,719	1,019	19,249	584,200	389,500	10.1	1,913	434,800	337,500	2,159	475,300	365,000	74%	87%	59%	7.8	4.9	6,907	1,913	2,159	1,025,814,200

LAST MONTH'S ACTIVITY REPORT- December 2013

SUF	646	1,500	30	10,894	1,119	826	721	8,228	527,300	359,900	10.1	811	355,700	299,000	1,067	371,100	307,000	67%	83%	70%	8.4	4.6	33,056	12,765	11,714	4,521,082,100
NAS	726	1,292	18	7,355	1,043	789	179	5,344	778,500	449,000	7.5	713	548,800	408,900	958	529,900	406,000	70%	91%	66%	7.7	5.0	28,508	11,845	10,908	5,873,994,100
QNS	902	1,651	18	7,100	884	1,001	109	5,106	460,100	375,500	7.5	683	413,500	359,000	749	440,000	380,000	90%	96%	44%	6.3	4.8	27,712	9,696	8,403	3,506,936,400
ALL	2,274	4,443	66	25,349	3,046	2,616	1,009	18,678	580,800	389,000	8.5	2,207	440,000	350,000	2,774	445,600	360,000	76%	90%	62%	7.5	4.8	89,276	34,306	31,025	13,902,012,600

LAST YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	666	2,996	25	12,174	1,079	926	755	9,414	486,400	339,000	12.4	757	352,800	294,000	785	366,400	310,000	73%	87%	67%	11.8	5.7	2,996	757	785	287,663,600
NAS	710	2,551	25	8,530	902	910	199	6,519	712,100	420,000	9.1	720	519,700	380,000	636	512,900	400,000	73%	90%	64%	9.9	6.2	2,551	720	636	326,188,300
QNS	878	2,511	22	8,825	972	1,137	108	6,608	415,500	345,000	9.3	709	371,200	325,000	622	394,000	355,600	89%	94%	41%	7.8	5.5	2,511	709	622	245,095,600
ALL	2,254	8,058	72	29,529	2,953	2,973	1,062	22,541	530,900	360,000	10.3	2,186	413,700	335,000	2,043	420,400	350,000	78%	93%	58%	9.3	5.8	8,058	2,186	2,043	858,947,500

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 that 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.