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ZONE ACTIVITY REPORT Feb-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	294	19	1,248	108	111	62	967	851,600	599,000	10.1	96	575,700	507,500	106	528,100	445,000	68%	85%	68%	9.1	4.9	635	210	240	131,581,400
21	149	568	23	2,546	201	204	67	2,074	353,200	300,000	10.3	202	276,400	264,500	153	279,000	255,000	78%	88%	61%	8.0	5.4	1,167	379	341	94,105,000
24	79	244	2	1,000	82	95	44	779	550,200	442,500	10.8	72	408,100	380,000	87	376,300	362,000	74%	86%	77%	6.6	3.6	497	153	171	64,263,300
25	86	360	4	2,082	132	156	157	1,637	330,400	282,000	14.0	117	277,000	253,000	103	259,400	245,000	84%	90%	64%	7.6	4.1	786	239	206	53,817,500
28	101	482	3	2,316	278	143	101	1,794	378,300	315,000	11.2	160	295,900	254,800	166	257,300	249,500	78%	81%	74%	9.2	4.7	1,037	338	325	83,861,000
30	51	142	0	1,074	189	94	196	595	694,600	499,000	16.1	37	404,200	332,500	45	462,900	351,000	58%	67%	44%	10.5	6.5	326	74	87	47,706,300
31	56	171	0	1,104	94	47	121	842	1,285,800	790,000	20.5	41	1,124,900	640,000	38	1,023,000	472,500	87%	81%	63%	12.6	7.4	383	81	86	82,453,200
SUF	650	2,261	51	11,370	1,084	850	748	8,688	541,000	360,000	12.0	725	388,000	300,000	698	373,300	303,500	72%	83%	67%	8.6	4.9	4,831	1,474	1,456	557,787,700
3	258	540	7	2,430	377	259	88	1,706	1,438,400	789,000	8.2	207	775,500	620,000	183	790,500	552,000	54%	79%	68%	8.2	5.3	1,206	405	415	369,701,500
4	48	148	2	504	33	60	1	410	418,000	389,900	6.2	66	341,800	337,500	66	367,500	357,500	82%	87%	71%	6.5	4.1	323	138	139	52,038,800
5	71	212	16	764	45	78	15	626	553,900	479,000	7.4	85	429,300	400,000	93	435,500	415,000	78%	84%	77%	5.8	4.3	444	161	192	82,131,000
6	184	648	18	2,911	455	266	52	2,138	505,700	399,000	11.6	185	332,200	355,000	151	402,600	340,000	66%	89%	58%	10.4	7.0	1,376	346	358	141,274,200
8	172	265	13	1,150	130	162	15	843	469,700	379,900	8.8	96	392,200	380,000	108	440,700	371,500	84%	100%	59%	6.6	4.8	584	204	246	119,190,000
NAS	733	1,813	56	7,759	1,040	825	171	5,723	777,400	455,000	9.0	639	513,200	405,000	601	528,800	397,500	66%	89%	66%	7.9	5.2	3,933	1,254	1,350	764,335,500
10	228	488	3	1,126	183	137	7	799	414,600	315,000	6.0	134	354,800	273,000	104	421,700	342,500	86%	87%	38%	5.1	4.0	904	232	232	93,559,200
11	133	305	12	1,100	124	253	17	706	492,700	368,500	8.4	84	388,900	331,000	84	454,500	362,500	79%	90%	37%	4.6	3.5	623	185	188	81,910,000
12	238	561	8	2,201	366	336	22	1,477	503,500	297,000	8.0	184	426,900	281,500	225	445,200	369,000	85%	95%	48%	6.1	4.7	1,276	364	476	221,980,300
13	144	324	4	1,555	206	174	48	1,127	466,900	425,000	9.9	114	426,400	393,100	60	413,300	397,000	91%	92%	35%	6.9	4.8	703	196	130	57,124,000
14	65	125	1	614	53	91	14	456	377,100	349,000	12.7	36	320,700	307,000	29	361,100	360,000	85%	88%	52%	4.0	2.7	298	71	70	25,268,800
15	102	208	5	835	85	78	10	662	395,200	395,000	11.8	56	353,400	371,000	36	411,900	399,600	89%	94%	56%	7.6	4.6	424	109	94	34,496,200
QNS	910	2,011	33	7,431	1,017	1,069	118	5,227	455,800	379,000	8.6	608	392,600	334,300	538	431,800	373,800	86%	88%	44%	5.7	4.3	4,228	1,157	1,190	514,338,500
ALL	2,293	6,085	140	26,560	3,141	2,744	1,037	19,638	587,200	395,000	10.0	1,972	430,000	345,000	1,837	441,300	350,000	73%	87%	60%	7.5	4.8	12,992	3,885	3,996	1,836,461,700

LAST MONTH'S ACTIVITY REPORT- January 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	670	2,384	17	11,735	1,071	940	763	8,961	509,100	350,000	10.3	873	352,900	315,000	616	343,500	297,800	69%	90%	68%	10.5	6.1	5,380	1,630	1,401	499,241,100
NAS	712	2,075	7	8,398	944	905	191	6,358	739,000	439,000	7.7	827	489,400	387,500	591	485,900	383,200	66%	88%	68%	9.3	6.0	4,626	1,547	1,227	613,359,500
QNS	887	2,103	14	8,409	889	1,157	120	6,243	423,900	349,000	8.6	728	388,300	334,000	532	372,500	329,000	92%	96%	45%	8.3	5.6	4,614	1,437	1,154	443,245,200
ALL	2,269	6,562	38	28,542	2,904	3,002	1,074	21,562	552,200	375,000	8.9	2,428	410,000	347,000	1,739	400,700	340,000	74%	93%	61%	9.4	5.9	14,620	4,614	3,782	1,555,845,800

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.