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**ZONE ACTIVITY REPORT Mar-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	131	456	33	1,331	113	112	70	1,036	860,100	634,500	6.3	165	620,200	475,000	118	531,700	440,800	72%	75%	74%	7.4	3.9	1,091	375	358	194,322,000	
21	150	746	22	2,628	192	202	66	2,168	360,300	300,000	7.7	282	274,500	270,500	164	275,000	270,000	76%	90%	70%	7.7	5.4	1,913	661	505	139,205,000	
24	80	402	6	1,139	92	103	44	900	568,900	449,000	8.7	104	413,000	391,400	78	383,700	351,000	73%	87%	76%	6.8	3.9	899	257	249	94,191,900	
25	86	494	5	2,130	126	156	163	1,685	338,200	287,500	9.2	183	287,100	265,000	116	259,900	242,500	85%	92%	72%	9.9	5.6	1,280	422	322	83,965,900	
28	102	685	6	2,465	256	160	104	1,945	383,200	320,300	8.8	222	284,900	257,500	153	259,500	242,500	74%	80%	72%	7.4	4.5	1,722	560	478	123,564,500	
30	51	245	3	1,148	202	84	204	658	698,200	499,000	10.3	64	503,500	362,000	38	524,000	370,800	72%	73%	45%	10.4	7.1	571	138	125	67,618,300	
31	57	247	0	1,161	104	31	114	912	1,274,500	749,000	17.5	52	666,300	445,000	41	852,500	675,000	52%	59%	56%	11.6	7.3	630	133	127	117,405,700	
SUF	657	3,275	75	12,002	1,085	848	765	9,304	550,500	370,000	8.7	1,072	378,100	305,000	708	370,700	304,500	69%	82%	70%	8.2	5.0	8,106	2,546	2,164	820,273,300	
3	259	837	9	2,583	344	276	90	1,873	1,443,700	799,000	6.6	284	857,300	643,000	192	807,000	555,000	59%	80%	75%	7.4	4.8	2,043	689	607	524,645,500	
4	51	240	5	550	40	66	1	443	430,100	400,000	3.7	120	373,300	359,400	64	334,100	335,500	87%	90%	67%	6.4	4.6	563	258	203	73,421,200	
5	72	326	20	869	39	86	16	728	553,000	482,500	6.0	121	444,200	415,000	69	411,000	410,000	80%	86%	77%	6.4	4.2	770	282	261	110,490,000	
6	184	916	18	3,072	450	256	54	2,312	504,200	399,000	9.2	251	387,300	355,100	152	342,700	326,500	77%	89%	65%	9.5	5.6	2,292	597	510	193,364,600	
8	174	440	17	1,255	134	174	9	938	480,100	389,000	6.4	147	510,000	399,000	111	419,100	380,000	106%	103%	59%	7.0	4.5	1,024	351	357	165,710,100	
NAS	740	2,759	69	8,329	1,007	858	170	6,294	780,600	468,500	6.8	923	555,700	411,000	588	515,800	386,000	71%	88%	69%	7.7	4.9	6,692	2,177	1,938	1,067,631,400	
10	231	521	5	1,153	169	146	6	832	423,000	325,000	5.9	141	330,900	270,000	125	343,600	275,000	78%	83%	48%	5.4	3.6	1,425	373	357	136,509,200	
11	132	371	15	1,137	135	278	13	711	489,400	359,000	6.1	116	446,500	402,500	115	454,200	390,000	91%	112%	37%	5.0	4.3	994	301	303	134,143,000	
12	240	836	7	2,263	363	344	26	1,530	543,900	310,000	6.0	253	423,100	340,000	217	463,400	398,000	78%	110%	52%	5.5	4.4	2,112	617	693	322,538,100	
13	148	401	5	1,535	177	177	47	1,134	447,100	425,000	10.1	112	361,500	337,500	91	427,300	400,000	81%	79%	42%	7.5	6.5	1,104	308	221	96,008,300	
14	66	231	1	705	74	108	15	508	380,400	350,000	10.8	47	336,400	305,000	30	335,200	349,000	88%	87%	37%	3.9	4.5	529	118	100	35,324,800	
15	106	229	6	841	77	82	12	670	396,200	399,000	8.6	78	384,800	368,500	67	374,000	375,000	97%	92%	63%	6.1	4.8	653	187	161	59,554,200	
QNS	923	2,589	39	7,634	995	1,135	119	5,385	470,100	379,000	7.2	747	390,700	332,500	645	418,200	370,000	83%	88%	47%	5.7	4.6	6,817	1,904	1,835	784,077,600	
ALL	2,320	8,623	183	27,965	3,087	2,841	1,054	20,983	598,900	399,000	7.7	2,742	441,800	350,000	1,941	430,500	345,000	74%	88%	62%	7.2	4.8	21,615	6,627	5,937	2,671,982,300	

**LAST MONTH'S ACTIVITY REPORT- February 2014**

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	673	3,019	28	12,046	1,066	941	787	9,252	511,500	350,000	8.5	1,087	396,300	318,000	697	359,900	305,000	77%	91%	73%	9.9	5.7	8,399	2,717	2,098	750,078,100
NAS	715	2,466	34	8,585	969	894	201	6,521	748,900	449,000	6.4	1,021	526,200	399,000	639	495,000	379,000	70%	89%	65%	9.9	6.3	7,092	2,568	1,866	929,676,100
QNS	905	2,371	21	8,246	756	1,172	111	6,207	421,100	349,000	7.7	806	402,700	375,000	574	402,600	356,100	96%	107%	45%	8.2	5.9	6,985	2,243	1,728	674,327,300
ALL	2,293	7,856	83	28,877	2,791	3,007	1,099	21,980	556,400	379,000	7.5	2,914	443,600	360,000	1,910	417,900	345,000	80%	95%	62%	9.4	6.0	22,476	7,528	5,692	2,354,081,500

**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.