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ZONE ACTIVITY REPORT May-14

ZN	LISTINGS				INVENTORY					INV VALUE (IV)		SUPPLY	CONTRACT VALUE (CV)		CLOSINGS				MARKET FACTS				GENERAL SUMMARY-CALENDAR YEAR TO DATE				
	# 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	% CO BRK	ORIG\$ SP\$ %DIF	LP\$/SP\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME
20	138	606	50	1,678	120	125	68	1,365	849,000	639,000	7.4	185	564,400	495,000	125	597,600	480,000	66%	77%	88	70%	6.6	3.0	2,186	758	589	336,734,800
21	150	812	28	2,879	181	230	78	2,390	368,600	309,000	7.4	325	302,700	290,000	231	283,600	272,000	82%	94%	161	70%	7.4	3.9	3,469	1,290	912	252,571,000
24	83	411	5	1,344	103	116	47	1,078	561,400	446,300	7.2	150	421,800	405,000	92	379,900	357,500	75%	91%	68	74%	7.0	4.1	1,651	539	410	157,039,400
25	86	576	14	2,310	140	159	183	1,828	348,000	294,800	9.7	189	298,900	270,000	161	273,900	246,000	86%	92%	110	68%	9.3	4.8	2,351	811	608	161,601,300
28	104	785	2	2,826	224	169	113	2,320	399,200	330,000	8.3	278	293,900	268,300	197	574,500	256,300	74%	81%	152	77%	7.0	4.7	3,235	1,094	851	284,841,800
30	51	281	2	1,291	228	97	205	761	753,400	525,000	9.2	83	526,600	390,000	47	493,400	355,000	70%	74%	25	53%	9.7	5.5	1,103	266	214	112,832,900
31	58	208	0	1,226	122	48	118	938	1,326,100	784,000	16.2	58	848,700	622,000	66	759,200	481,000	64%	79%	37	56%	10.3	7.0	1,057	273	238	196,776,400
SUF	670	3,679	101	13,554	1,118	944	812	10,680	563,700	385,300	8.4	1,268	392,100	332,800	919	377,200	304,000	70%	86%	641	70%	7.8	4.4	15,052	5,031	3,822	1,502,397,600
3	260	993	33	3,073	355	280	93	2,345	1,447,700	845,000	6.5	363	817,800	630,000	234	842,400	675,000	56%	75%	160	68%	7.0	5.1	4,066	1,383	1,036	896,740,600
4	50	255	7	644	35	65	5	539	427,400	399,800	4.0	134	373,100	370,000	86	363,200	353,800	87%	93%	64	74%	4.6	3.5	1,088	503	356	127,155,000
5	75	344	16	997	31	86	13	867	560,400	499,000	5.8	150	454,800	423,500	103	436,700	405,000	81%	85%	69	67%	5.7	4.2	1,436	567	449	192,088,100
6	185	924	17	3,294	378	256	55	2,605	535,200	418,000	8.3	314	379,000	345,000	214	391,500	361,500	71%	83%	146	68%	8.8	5.4	4,167	1,207	898	347,180,600
8	172	458	19	1,364	124	205	15	1,020	510,100	399,000	5.0	202	466,900	424,500	131	476,600	410,000	92%	106%	85	65%	6.2	4.2	1,918	739	600	279,597,500
NAS	742	2,974	92	9,372	923	892	181	7,376	816,900	499,000	6.3	1,163	540,300	423,000	768	546,300	410,000	66%	85%	524	68%	6.9	4.7	12,675	4,399	3,339	1,842,761,800
10	239	500	7	1,213	135	164	5	909	435,200	350,000	6.0	151	372,600	305,000	131	373,000	285,000	86%	87%	66	50%	4.4	3.3	2,411	655	600	228,133,800
11	135	351	23	1,069	100	287	18	664	513,500	399,000	4.4	152	433,500	350,000	103	475,400	437,500	84%	88%	41	40%	4.1	2.8	1,695	605	486	218,277,200
12	238	905	19	2,423	294	355	21	1,753	559,100	399,000	5.4	326	473,200	421,900	220	469,100	416,300	85%	106%	106	48%	6.1	4.6	3,907	1,226	1,087	505,327,700
13	148	420	8	1,547	156	190	53	1,148	492,900	429,000	8.6	133	399,900	365,000	76	428,100	411,500	81%	85%	38	50%	3.8	3.2	1,956	553	390	169,584,800
14	69	162	5	662	55	103	16	488	388,000	359,000	7.7	63	364,200	339,200	35	353,300	319,000	94%	94%	16	46%	8.2	6.5	851	248	170	58,015,300
15	109	236	6	830	51	89	10	680	417,900	405,000	8.7	78	353,400	375,000	58	351,000	360,000	85%	93%	28	48%	6.2	5.0	1,099	362	267	97,350,600
QNS	938	2,574	68	7,744	791	1,188	123	5,642	488,500	399,000	6.2	903	421,000	355,000	623	427,400	370,000	86%	89%	295	47%	5.2	4.0	11,919	3,649	3,000	1,276,689,400
ALL	2,350	9,227	261	30,670	2,832	3,024	1,116	23,698	624,600	420,000	7.1	3,334	451,600	375,000	2,310	447,000	360,000	72%	89%	1,460	63%	6.8	4.4	39,646	13,079	10,161	4,621,848,800

LAST MONTH'S ACTIVITY REPORT- April 2014

SUF	661	3,267	96	12,786	1,094	912	799	9,981	558,600	379,000	8.2	1,217	399,500	320,000	739	374,000	301,000	72%	84%	516	70%	8.6	4.6	11,373	3,763	2,903	1,096,663,800
NAS	742	3,009	82	8,915	959	870	181	6,905	794,800	479,000	6.5	1,059	538,000	422,000	633	561,800	410,000	68%	88%	409	65%	8.1	5.0	9,701	3,236	2,571	1,423,209,300
QNS	938	2,528	43	7,763	955	1,169	120	5,519	483,900	389,000	6.6	842	425,900	370,000	542	417,600	370,400	88%	95%	265	49%	5.9	4.7	9,345	2,746	2,377	1,010,399,100
ALL	2,341	8,804	221	29,464	3,008	2,951	1,100	22,405	613,000	410,000	7.2	3,118	453,700	369,500	1,914	448,400	359,000	74%	90%	1,190	62%	7.7	4.7	30,419	9,745	7,851	3,530,272,200

LAST YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	675	3,320	89	12,983	1,189	950	838	10,006	525,100	365,300	7.4	1,351	394,700	330,000	980	368,300	315,000	75%	90%	698	71%	8.3	4.8	15,247	5,356	3,859	1,389,521,100
NAS	724	2,958	81	9,570	1,114	963	217	7,276	775,500	469,000	5.6	1,296	541,600	423,000	848	513,900	390,000	70%	90%	546	64%	8.1	5.4	13,184	4,971	3,479	1,761,234,600
QNS	923	2,491	48	8,212	774	1,196	115	6,127	431,400	349,000	6.4	961	403,100	350,000	694	409,900	362,300	93%	100%	350	50%	6.6	5.2	11,949	4,122	3,024	1,213,169,800
ALL	2,322	8,769	218	30,765	3,077	3,109	1,170	23,409	578,400	390,000	6.5	3,608	449,700	372,500	2,522	428,700	350,000	78%	96%	1,594	63%	7.8	5.1	40,380	14,449	10,362	4,363,925,500

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.