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ZONE ACTIVITY REPORT Jun-14

ZN	# OFCS	LISTINGS		INVENTORY					INV VALUE (IV)		SUPPLY	CONTRACT VALUE (CV)		CLOSINGS			MARKET FACTS					GENERAL SUMMARY-CALENDAR YEAR TO DATE				
		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	LPS\$ SP\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME
20	134	524	25	1,729	130	119	64	1,416	845,900	649,000	6.9	206	597,000	492,800	176	577,600	477,000	71%	76%	70%	5.7	3.4	2,710	964	765	438,392,400
21	152	746	30	2,843	168	224	77	2,374	371,500	314,900	7.2	331	295,300	279,000	264	311,100	286,000	79%	89%	69%	6.8	4.0	4,215	1,621	1,176	334,701,400
24	83	389	4	1,366	109	117	41	1,099	555,500	439,900	6.9	160	433,700	415,000	112	432,600	401,500	78%	94%	87%	5.2	3.1	2,040	699	522	205,490,600
25	84	566	15	2,383	122	151	180	1,930	348,500	298,900	8.8	220	285,600	258,500	184	294,900	273,500	82%	86%	65%	7.8	5.4	2,917	1,031	792	215,862,900
28	104	733	2	2,817	221	155	121	2,320	403,600	329,900	7.0	332	308,600	295,000	216	294,600	273,500	76%	89%	81%	5.6	3.1	3,968	1,426	1,067	348,475,400
30	50	253	3	1,357	237	103	207	810	753,700	519,000	12.1	67	626,900	465,000	62	558,600	377,500	83%	90%	48%	7.7	5.3	1,356	333	276	147,466,100
31	59	214	0	1,241	119	45	152	925	1,326,200	799,000	16.8	55	755,100	598,000	61	853,500	608,000	57%	75%	74%	8.9	7.2	1,271	328	299	248,839,900
SUF	666	3,425	79	13,736	1,106	914	842	10,874	564,300	389,000	7.9	1,371	393,100	329,900	1,075	406,300	330,000	70%	85%	72%	6.6	4.1	18,477	6,402	4,897	1,939,228,700
3	263	961	17	3,162	353	280	107	2,422	1,440,900	829,000	6.4	377	849,100	675,000	294	789,600	667,800	59%	81%	64%	6.2	4.5	5,027	1,760	1,330	1,128,883,000
4	48	235	4	656	37	69	6	544	427,500	400,000	4.9	110	383,200	366,500	94	384,500	373,000	90%	92%	73%	4.7	3.4	1,323	613	450	163,298,000
5	78	334	16	1,034	23	82	13	916	553,100	499,000	5.7	161	456,000	426,000	137	449,600	420,000	82%	85%	72%	5.7	3.7	1,770	728	586	253,683,300
6	187	872	20	3,352	403	258	55	2,636	535,500	415,000	8.2	320	420,400	365,000	280	399,000	355,000	79%	88%	69%	8.3	6.0	5,039	1,527	1,178	458,900,600
8	175	436	17	1,417	135	220	14	1,048	502,600	400,000	5.5	189	550,400	463,000	163	483,300	419,000	110%	116%	56%	5.8	4.1	2,354	928	763	358,375,400
NAS	751	2,838	74	9,621	951	909	195	7,566	815,200	499,000	6.5	1,157	582,700	440,000	968	537,600	430,000	71%	88%	66%	6.5	4.7	15,513	5,556	4,307	2,363,140,300
10	241	490	6	1,229	134	154	5	936	448,900	382,500	6.8	138	369,500	290,000	120	377,700	337,500	82%	76%	53%	5.3	4.2	2,901	793	720	273,457,800
11	135	327	14	1,070	106	271	21	672	551,900	407,500	5.6	119	455,500	375,000	116	441,900	359,000	83%	92%	44%	5.7	5.0	2,022	724	602	269,537,600
12	237	840	7	2,455	334	351	19	1,751	570,600	399,000	5.2	334	492,700	464,000	246	465,300	442,500	86%	116%	54%	5.1	4.1	4,747	1,560	1,333	619,791,500
13	148	424	3	1,608	143	190	56	1,219	498,700	429,000	12.1	101	351,800	385,000	103	436,300	395,000	71%	90%	42%	3.9	6.0	2,380	654	493	214,523,700
14	67	169	3	621	45	96	12	468	397,100	360,000	8.5	55	350,800	325,000	37	313,200	287,000	88%	90%	46%	9.9	7.4	1,020	303	207	69,603,700
15	109	230	4	812	57	80	9	666	417,400	411,000	7.8	85	364,900	380,000	65	368,400	360,000	87%	92%	58%	6.4	4.7	1,329	447	332	121,296,600
QNS	937	2,480	37	7,795	819	1,142	122	5,712	501,000	400,000	6.9	832	427,400	365,000	687	424,300	378,000	85%	91%	51%	5.4	4.8	14,399	4,481	3,687	1,568,210,900
ALL	2,354	8,743	190	31,152	2,876	2,965	1,159	24,152	627,900	425,000	7.2	3,360	466,900	378,000	2,730	457,400	379,000	74%	89%	64%	6.3	4.5	48,389	16,439	12,891	5,870,579,900

LAST MONTH'S ACTIVITY REPORT- May 2014

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%	70%	7.8	4.4	15,052	5,031	3,822	1,502,397,600
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%	68%	6.9	4.7	12,675	4,399	3,339	1,842,761,800
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%	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%	63%	6.8	4.4	39,646	13,079	10,161	4,621,848,800

LAST YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	680	3,002	32	13,061	1,187	897	833	10,144	538,200	369,000	8.7	1,171	384,600	320,300	1,062	415,900	340,000	71%	87%	68%	8.4	5.0	18,249	6,527	4,921	1,831,196,500
NAS	728	2,780	67	9,597	1,098	963	212	7,324	781,000	469,000	6.5	1,135	570,900	430,000	984	544,300	425,000	73%	92%	68%	7.3	5.2	15,964	6,106	4,463	2,296,897,600
QNS	932	2,404	35	8,121	817	1,183	122	5,999	433,900	349,000	7.3	825	404,100	343,000	684	416,100	380,000	93%	98%	46%	6.9	5.1	14,353	4,947	3,708	1,497,763,100
ALL	2,340	8,186	134	30,779	3,102	3,043	1,167	23,467	587,300	395,000	7.5	3,131	457,300	369,900	2,730	462,200	380,000	78%	94%	63%	7.6	5.1	48,566	17,580	13,092	5,625,857,200

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.