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ZONE ACTIVITY REPORT Jul-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	LPS\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME
20	133	442	24	1,743	132	111	65	1,435	834,400	629,000	8.2	176	703,400	545,000	183	618,400	500,500	84%	87%	77%	5.2	3.1	3,152	1,140	948	551,559,600
21	151	721	14	2,875	219	224	75	2,357	375,600	312,000	8.4	282	291,100	290,000	281	306,800	290,000	78%	93%	69%	6.4	4.1	4,936	1,903	1,457	420,912,200
24	82	343	5	1,367	88	118	44	1,117	557,400	439,000	7.9	142	383,600	364,000	156	415,600	406,300	69%	83%	78%	6.2	3.7	2,383	841	678	270,324,200
25	85	550	6	2,438	124	149	189	1,976	352,100	299,000	9.9	199	265,900	250,000	179	271,100	255,100	76%	84%	67%	7.9	4.7	3,467	1,230	971	264,389,800
28	104	692	2	2,798	200	153	126	2,319	407,700	334,900	8.4	276	293,700	270,000	281	309,900	285,000	72%	81%	74%	5.4	3.9	4,660	1,702	1,348	435,557,300
30	51	193	0	1,377	237	109	213	819	726,500	499,500	12.6	65	472,900	445,000	61	465,000	380,000	65%	89%	56%	10.9	7.7	1,549	398	337	175,831,100
31	60	211	0	1,261	116	49	144	952	1,380,200	849,000	15.9	60	725,700	475,500	62	868,300	581,500	53%	56%	68%	10.0	6.4	1,482	388	361	302,674,500
SUF	666	3,152	51	13,859	1,116	913	856	10,975	570,000	389,000	9.1	1,200	390,500	320,000	1,203	400,700	335,000	69%	82%	71%	6.6	4.2	21,629	7,602	6,100	2,421,248,700
3	265	877	15	3,228	379	298	110	2,441	1,425,700	829,000	7.0	350	870,200	627,000	394	790,000	616,300	61%	76%	72%	6.2	4.2	5,904	2,110	1,724	1,440,143,000
4	48	225	1	677	47	79	4	547	426,800	399,900	4.5	122	384,800	377,500	123	375,400	365,000	90%	94%	81%	5.1	3.6	1,548	735	573	209,472,200
5	79	293	7	998	25	69	12	892	552,500	499,000	5.1	176	454,600	430,000	137	464,100	415,000	82%	86%	78%	5.1	3.4	2,063	904	723	317,265,000
6	190	831	11	3,332	395	275	58	2,604	533,800	410,000	8.7	301	395,600	360,000	271	394,100	355,000	74%	88%	68%	8.4	5.9	5,870	1,828	1,449	565,701,700
8	174	393	4	1,424	119	218	14	1,073	501,400	399,000	6.3	171	448,000	403,000	174	554,200	499,500	89%	101%	62%	4.5	3.4	2,747	1,099	937	454,806,200
NAS	756	2,619	38	9,659	965	939	198	7,557	811,800	499,000	6.7	1,120	560,000	430,000	1,099	568,000	439,000	69%	86%	71%	6.2	4.3	18,132	6,676	5,406	2,987,388,100
10	240	508	1	1,208	133	150	5	920	450,900	389,000	6.2	149	444,600	400,000	118	405,100	366,500	99%	103%	46%	5.5	3.5	3,409	942	838	321,259,600
11	133	339	7	1,035	87	271	17	660	593,000	476,700	5.3	124	434,700	360,000	114	506,800	475,000	73%	76%	44%	4.8	3.0	2,361	848	716	327,312,800
12	236	750	9	2,377	282	353	21	1,721	584,400	425,000	5.2	328	497,700	463,000	287	502,200	480,000	85%	109%	54%	4.7	3.9	5,497	1,888	1,620	763,922,900
13	151	405	6	1,531	157	186	57	1,131	519,500	449,000	9.0	126	417,100	362,500	73	396,500	375,000	80%	81%	45%	9.1	7.4	2,785	780	566	243,468,200
14	65	186	0	648	51	99	13	485	395,300	360,000	9.7	50	380,800	352,500	47	426,200	345,000	96%	98%	47%	4.1	2.2	1,206	353	254	89,635,100
15	109	206	0	783	52	89	7	635	417,700	415,000	8.7	73	397,100	395,000	65	374,200	380,000	95%	95%	58%	6.0	4.0	1,535	520	397	145,619,600
QNS	934	2,394	23	7,582	762	1,148	120	5,552	514,500	419,000	6.5	850	451,700	390,000	704	458,800	386,300	88%	93%	50%	5.4	3.9	16,793	5,331	4,391	1,891,218,200
ALL	2,356	8,165	112	31,100	2,843	3,000	1,174	24,084	633,000	429,000	7.6	3,170	466,800	375,000	3,006	475,500	384,200	74%	87%	66%	6.2	3.5	56,554	19,609	15,897	7,299,855,000

LAST MONTH'S ACTIVITY REPORT- June 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	676	3,104	46	13,293	1,262	908	833	10,290	536,500	369,000	8.9	1,162	406,400	330,000	1,221	405,100	335,000	76%	89%	71%	7.0	4.4	21,353	7,689	6,142	2,325,814,700
NAS	723	2,591	58	9,502	1,078	934	203	7,287	782,200	469,000	6.5	1,126	529,900	420,800	1,177	551,400	435,000	68%	90%	69%	6.6	4.4	18,555	7,232	5,640	2,945,980,200
QNS	933	2,456	36	8,114	778	1,192	119	6,025	437,000	350,000	6.9	869	395,400	335,000	792	419,200	365,000	90%	96%	46%	5.1	5.3	16,809	5,816	4,500	1,829,763,600
ALL	2,332	8,151	140	30,909	3,118	3,034	1,155	23,602	587,000	399,000	7.5	3,157	447,400	362,000	3,190	462,600	382,500	76%	91%	64%	6.8	4.6	56,717	20,737	16,282	7,101,558,500

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.