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ZONE ACTIVITY REPORT Aug-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	136	422	20	1,739	145	112	78	1,404	821,400	619,500	8.3	170	619,000	517,000	212	631,700	515,000	75%	83%	73%	6.0	3.2	3,574	1,310	1,160	685,480,000
21	150	684	14	2,903	214	234	82	2,373	373,200	314,000	8.7	274	299,100	280,000	291	304,700	295,000	80%	89%	70%	6.7	4.2	5,620	2,177	1,748	509,579,900
24	82	337	0	1,379	111	117	44	1,107	553,700	439,900	7.9	140	399,500	380,000	152	427,000	409,800	72%	86%	76%	5.5	3.1	2,720	981	830	335,228,200
25	84	480	10	2,424	148	160	190	1,926	350,900	299,000	10.2	189	272,400	248,000	168	298,900	265,000	78%	83%	69%	7.3	4.1	3,947	1,419	1,139	314,605,000
28	105	641	3	2,775	223	156	108	2,288	409,100	334,500	9.0	255	314,800	274,000	288	316,900	285,000	77%	82%	69%	6.5	3.8	5,301	1,957	1,636	526,824,500
30	50	178	4	1,349	222	104	212	811	741,900	520,000	10.4	78	449,500	377,300	66	448,400	430,000	61%	73%	50%	8.9	5.6	1,727	476	403	205,425,500
31	62	195	0	1,256	82	45	142	987	1,433,000	849,900	14.5	68	864,600	583,500	37	594,900	479,000	60%	69%	54%	11.8	6.8	1,677	456	398	324,685,800
SUF	669	2,937	51	13,825	1,145	928	856	10,896	576,300	389,000	9.3	1,174	399,300	325,000	1,214	395,900	333,800	69%	84%	70%	6.7	3.9	24,566	8,776	7,314	2,901,828,900
3	266	699	12	3,081	320	290	114	2,357	1,424,200	800,000	7.7	306	904,300	646,400	396	855,616	667,500	63%	81%	65%	5.7	4.0	6,603	2,416	2,120	1,778,966,936
4	47	234	2	674	40	74	4	556	427,200	399,800	4.8	116	369,600	351,500	121	392,800	373,000	87%	88%	72%	4.1	2.5	1,782	851	694	257,001,000
5	79	269	7	985	36	71	10	868	550,200	499,000	6.4	135	446,300	415,200	172	464,400	429,800	81%	83%	77%	5.3	3.7	2,332	1,039	895	397,141,800
6	189	756	10	3,206	365	283	59	2,499	524,300	415,000	8.4	297	404,400	360,000	275	438,400	398,000	77%	87%	67%	8.2	5.4	6,626	2,125	1,724	686,261,700
8	176	381	11	1,392	139	217	16	1,020	481,500	399,000	5.6	183	474,500	415,000	180	531,100	490,000	99%	104%	61%	5.4	3.5	3,128	1,282	1,117	550,404,200
NAS	757	2,339	42	9,338	900	935	203	7,300	804,600	489,000	7.0	1,037	566,000	420,000	1,144	596,500	470,000	70%	86%	67%	6.0	4.1	20,471	7,713	6,550	3,669,775,636
10	240	437	1	1,168	115	160	5	888	449,200	380,000	6.4	139	399,200	310,000	127	399,900	307,000	89%	82%	47%	4.2	3.4	3,846	1,081	965	372,046,900
11	132	296	21	1,018	82	273	16	647	592,800	480,000	6.4	101	449,900	385,000	128	484,200	472,500	76%	80%	40%	5.0	3.8	2,657	949	844	389,290,400
12	237	724	7	2,327	265	353	23	1,686	594,100	446,500	5.8	291	462,800	415,000	308	523,700	498,500	78%	93%	54%	4.7	3.8	6,221	2,179	1,928	925,222,500
13	149	361	0	1,518	152	185	54	1,127	525,300	449,000	10.4	108	385,000	389,000	101	427,400	385,000	73%	87%	44%	8.8	6.5	3,146	888	667	286,635,600
14	64	152	1	659	45	94	15	505	408,000	375,000	14.0	36	392,400	337,000	47	391,300	361,700	96%	90%	47%	8.5	5.5	1,358	389	301	108,026,200
15	109	229	1	794	58	79	9	648	419,200	415,000	6.9	94	370,500	387,500	60	349,800	365,000	88%	93%	58%	4.5	4.9	1,764	614	457	166,607,600
QNS	931	2,199	31	7,484	717	1,144	122	5,501	518,800	419,000	7.2	769	424,100	385,000	771	462,600	400,000	82%	92%	49%	5.4	4.3	18,992	6,100	5,162	2,247,829,200
ALL	2,357	7,475	124	30,647	2,762	3,007	1,181	23,697	633,300	425,000	8.0	2,980	463,700	372,000	3,129	485,600	398,500	73%	88%	64%	6.1	4.1	64,029	22,589	19,026	8,819,433,736

LAST MONTH'S ACTIVITY REPORT- July 2014

SUF	666	3,152	51	13,860	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
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
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	31,101	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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	674	2,874	47	13,075	1,149	914	855	10,157	541,500	369,000	8.6	1,180	386,400	328,000	1,309	409,400	348,000	71%	89%	70%	7.2	4.2	24,227	8,869	7,451	2,862,285,600
NAS	722	2,295	49	9,013	1,008	901	200	6,904	786,400	462,300	6.0	1,142	539,300	419,300	1,293	585,900	445,000	69%	91%	66%	6.5	4.7	20,850	8,374	6,933	3,703,538,600
QNS	931	2,446	44	8,035	815	1,119	116	5,985	440,700	350,000	6.8	884	390,200	330,000	808	429,300	387,500	89%	94%	45%	6.9	5.4	19,255	6,700	5,308	2,176,654,900
ALL	2,327	7,615	140	30,123	2,972	2,934	1,171	23,046	588,700	395,000	7.2	3,206	441,900	365,000	3,410	481,000	392,500	75%	92%	63%	6.9	4.7	64,332	23,943	19,692	8,742,479,100

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.