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ZONE ACTIVITY REPORT Sep-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	497	39	1,767	183	119	69	1,396	815,800	612,500	8.8	159	551,500	464,000	194	695,800	550,300	68%	76%	69%	6.3	3.3	4,071	1,469	1,354	820,465,200
21	148	711	29	2,876	201	229	78	2,368	371,800	314,000	8.4	281	283,600	273,000	251	303,100	295,000	76%	87%	67%	6.6	3.8	6,331	2,458	1,999	585,658,000
24	82	309	6	1,288	104	115	39	1,030	556,900	439,000	6.2	167	404,200	375,000	131	409,500	381,000	73%	85%	74%	6.0	3.6	3,029	1,148	961	388,872,700
25	83	506	14	2,407	145	163	206	1,893	355,400	300,000	9.7	195	289,300	248,500	191	270,400	240,000	81%	83%	74%	8.3	4.5	4,453	1,614	1,330	366,251,400
28	105	602	6	2,722	183	153	113	2,273	409,100	339,000	8.8	257	303,900	272,000	250	303,300	278,500	74%	80%	75%	7.2	4.1	5,903	2,214	1,886	602,649,500
30	51	164	5	1,256	193	96	204	763	726,400	500,000	9.3	82	569,300	412,500	74	578,200	421,300	78%	83%	53%	9.6	6.1	1,891	558	477	248,212,300
31	63	192	0	1,210	56	47	146	961	1,477,400	879,000	14.3	67	727,900	485,000	63	732,400	440,000	49%	55%	63%	10.5	7.7	1,869	523	461	370,827,000
SUF	668	2,981	99	13,526	1,065	922	855	10,684	577,500	389,000	8.8	1,208	384,800	315,000	1,154	416,900	335,000	67%	81%	70%	7.3	4.2	27,547	9,984	8,468	3,382,936,100
3	261	761	17	3,109	365	283	113	2,348	1,455,600	829,000	8.8	266	865,100	630,000	325	874,900	645,000	59%	76%	64%	7.2	4.4	7,364	2,682	2,445	2,063,309,436
4	47	200	6	663	31	72	3	557	419,800	399,900	5.0	111	378,600	368,500	102	370,600	363,500	90%	92%	72%	5.4	3.4	1,982	962	796	294,802,200
5	78	259	10	959	31	66	10	852	554,000	499,000	6.6	130	454,000	425,000	169	447,900	415,000	82%	85%	70%	5.3	3.4	2,591	1,169	1,064	472,836,900
6	191	753	12	3,156	345	289	63	2,459	523,600	409,000	10.0	247	409,600	349,000	294	407,400	359,500	78%	85%	64%	8.3	5.5	7,379	2,372	2,018	806,037,300
8	176	404	8	1,387	144	205	15	1,023	498,300	399,000	6.3	163	426,700	398,000	179	524,300	430,000	86%	100%	61%	6.9	4.7	3,532	1,445	1,296	644,253,900
NAS	753	2,377	53	9,274	916	915	204	7,239	817,900	490,000	7.9	917	547,600	420,000	1,069	572,000	430,000	67%	86%	65%	7.0	4.5	22,848	8,630	7,619	4,281,239,736
10	239	484	14	1,147	128	161	4	854	472,300	384,000	5.5	156	378,400	303,000	145	406,100	335,000	80%	79%	46%	5.6	4.1	4,330	1,237	1,110	430,931,400
11	129	307	23	1,000	86	274	17	623	599,200	489,000	5.0	125	474,200	379,000	111	494,000	432,000	79%	78%	32%	4.1	3.4	2,964	1,074	955	444,124,400
12	240	760	18	2,298	276	346	19	1,657	603,900	479,000	5.5	300	512,800	452,500	305	490,100	485,000	85%	94%	47%	5.0	4.0	6,981	2,479	2,233	1,074,703,000
13	149	395	13	1,580	165	199	53	1,163	540,100	455,000	11.6	100	447,500	427,500	90	421,900	390,000	83%	94%	37%	6.2	4.0	3,541	988	757	324,606,600
14	64	166	5	664	41	96	21	506	410,600	379,000	10.8	47	364,400	335,000	35	373,100	333,000	89%	88%	60%	5.9	3.5	1,524	436	336	121,084,700
15	111	213	2	782	58	83	11	630	414,800	415,000	8.4	75	387,000	395,000	66	394,600	382,500	93%	95%	56%	4.5	3.0	1,977	689	523	192,651,200
QNS*	932	2,325	75	7,471	754	1,159	125	5,433	529,100	425,000	6.8	803	452,100	395,000	752	452,500	400,000	85%	93%	45%	5.1	3.0	21,317	6,903	5,914	2,588,101,300
ALL	2,353	7,683	227	30,271	2,735	2,996	1,184	23,356	640,700	429,000	8.0	2,928	454,200	365,000	2,975	481,600	387,000	71%	85%	62%	6.6	4.2	71,712	25,517	22,001	10,252,277,136

LAST MONTH'S ACTIVITY REPORT- August 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	660	2,770	40	13,062	1,139	913	848	10,162	542,600	369,000	9.6	1,064	398,000	319,800	1,069	389,600	320,000	73%	87%	70%	7.7	4.6	26,997	9,933	8,520	3,278,714,400
NAS	728	2,225	23	8,987	1,021	900	198	6,868	788,000	460,000	7.9	874	524,500	410,000	995	567,200	430,000	67%	89%	67%	6.9	4.7	23,075	9,248	7,928	4,267,869,600
QNS	925	2,323	32	8,097	907	1,126	130	5,934	448,300	365,900	7.6	778	393,600	315,000	788	428,800	371,500	88%	86%	49%	6.2	5.0	21,578	7,478	6,096	2,514,546,200
ALL	2,313	7,318	95	30,146	3,067	2,939	1,176	22,964	591,600	399,000	8.5	2,716	437,400	350,000	2,852	462,400	370,000	74%	88%	63%	7.0	4.8	71,650	26,659	22,544	10,061,130,200

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.

* Queens and Brooklyn (Zone 13 Includes Brooklyn listings)