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**ZONE ACTIVITY REPORT Oct-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	134	378	36	1,691	186	117	70	1,318	834,400	629,000	7.8	168	566,600	450,000	180	593,700	506,500	68%	72%	74%	6.6	3.6	4,449	1,637	1,534	927,331,200
21	148	641	22	2,847	208	227	76	2,336	368,400	314,000	8.5	274	295,100	266,000	289	291,400	270,000	80%	85%	65%	7.2	4.2	6,972	2,732	2,288	669,872,600
24	82	255	7	1,234	102	104	34	994	551,600	439,900	7.8	128	382,500	365,500	155	395,300	375,000	69%	83%	74%	7.4	4.4	3,284	1,276	1,116	450,144,200
25	83	407	11	2,337	124	163	202	1,848	364,700	299,900	10.7	172	284,100	269,500	193	265,800	245,000	78%	90%	64%	9.2	4.5	4,860	1,786	1,523	417,550,800
28	105	527	5	2,698	204	147	106	2,241	396,200	330,000	9.5	236	299,700	275,000	278	301,300	276,000	76%	83%	73%	6.7	3.9	6,430	2,450	2,164	686,410,900
30	50	169	3	1,175	160	97	201	717	723,600	520,000	9.8	73	510,500	388,000	79	519,100	417,000	71%	75%	52%	10.5	5.8	2,060	631	556	289,221,200
31	63	164	0	1,170	57	55	150	908	1,495,200	875,000	11.5	79	856,600	505,000	72	829,955	507,500	57%	58%	68%	9.3	5.1	2,033	602	533	430,583,760
SUF	665	2,541	84	13,152	1,041	910	839	10,362	573,900	380,000	9.2	1,130	397,800	320,000	1,246	391,800	315,000	69%	84%	69%	7.7	4.3	30,088	11,114	9,714	3,871,114,660
3	261	752	20	3,056	404	284	114	2,254	1,453,400	799,500	6.9	329	836,000	625,000	308	758,300	600,000	58%	78%	68%	7.9	5.4	8,116	3,011	2,753	2,296,865,836
4	47	234	6	687	59	75	3	550	426,500	400,000	4.6	119	370,400	364,000	124	391,800	375,500	87%	91%	73%	4.9	3.1	2,216	1,081	920	343,385,400
5	77	227	19	926	36	65	8	817	563,700	499,000	7.2	113	443,900	415,000	149	459,400	425,000	79%	83%	75%	5.6	3.2	2,818	1,282	1,213	541,287,500
6	191	760	16	3,075	379	287	61	2,348	529,300	417,500	7.9	297	397,400	355,000	267	410,900	355,000	75%	85%	66%	8.5	5.7	8,139	2,669	2,285	915,747,600
8	174	387	6	1,376	144	206	11	1,015	497,700	399,000	5.7	179	461,200	420,000	152	471,600	408,800	93%	105%	61%	6.3	4.4	3,919	1,624	1,448	715,937,100
NAS	750	2,360	67	9,120	1,022	917	197	6,984	818,900	489,000	6.7	1,037	549,500	410,000	1,000	532,000	420,000	67%	84%	68%	7.1	4.7	25,208	9,667	8,619	4,813,223,436
10	238	510	5	1,165	151	154	5	855	498,300	399,000	5.6	153	413,100	360,000	151	445,100	388,000	83%	90%	43%	4.3	3.2	4,840	1,390	1,261	498,141,500
11	125	326	14	1,033	116	265	13	639	629,700	525,000	6.3	101	444,400	355,000	126	519,700	472,500	71%	68%	37%	5.4	4.1	3,290	1,175	1,081	509,606,600
12	242	786	13	2,245	322	348	17	1,558	609,300	458,800	4.8	322	486,000	475,500	290	523,900	517,500	80%	104%	52%	5.4	3.9	7,767	2,801	2,523	1,226,634,000
13*	152	393	4	1,591	171	202	48	1,170	558,000	459,000	10.1	116	422,400	392,600	107	393,000	365,000	76%	86%	44%	6.9	6.9	3,934	1,104	864	366,657,600
14	65	143	3	653	49	96	19	489	407,800	379,000	10.2	48	348,200	370,000	35	385,400	335,000	85%	98%	51%	9.6	3.8	1,667	484	371	134,573,700
15	111	218	4	783	58	85	13	627	416,500	415,000	7.0	89	365,500	385,000	68	371,100	395,000	88%	93%	66%	6.0	4.3	2,195	778	591	217,886,000
QNS	933	2,376	43	7,470	867	1,150	115	5,338	541,600	429,000	6.4	829	437,700	390,000	777	470,300	410,000	81%	91%	48%	5.6	4.2	23,693	7,732	6,691	2,953,499,400
ALL	2,348	7,277	194	29,742	2,930	2,977	1,151	22,684	641,700	428,300	7.6	2,996	461,400	366,300	3,023	458,300	375,000	72%	86%	63%	7.0	4.4	78,989	28,513	25,024	11,637,837,496

**LAST MONTH'S ACTIVITY REPORT- September 2014**

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	654	2,568	41	12,855	1,170	902	840	9,943	536,200	369,000	9.0	1,109	392,600	315,000	1,188	385,500	331,800	73%	85%	68%	7.5	4.4	29,565	11,042	9,708	3,736,652,600
NAS	726	2,293	24	8,782	1,061	882	197	6,642	783,000	459,000	6.6	1,007	528,300	400,000	1,107	542,300	420,000	67%	87%	66%	7.3	4.8	25,368	10,255	9,035	4,868,163,400
QNS	923	2,512	42	8,192	1,003	1,161	129	5,899	454,900	369,000	7.1	829	410,100	350,000	856	418,400	366,300	90%	95%	44%	6.2	5.0	24,090	8,307	6,952	2,872,709,100
ALL	2,303	7,373	107	29,829	3,234	2,945	1,166	22,484	588,000	398,000	7.6	2,945	443,900	355,000	3,151	449,500	370,000	75%	89%	61%	7.1	4.7	79,023	29,604	25,695	11,477,525,100

**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.

\*Includes Brooklyn listings