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ZONE ACTIVITY REPORT Nov-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	129	297	22	1,584	169	129	70	1,216	825,000	599,900	8.9	137	560,100	475,000	135	573,900	490,000	68%	79%	78%	6.9	3.8	4,746	1,774	1,669	1,004,807,700
21	143	484	21	2,726	196	228	78	2,224	368,100	314,000	9.5	235	314,200	285,000	232	298,700	280,000	85%	91%	64%	8.9	4.7	7,456	2,967	2,520	739,171,000
24	79	202	3	1,165	98	110	36	921	561,500	439,000	9.2	100	395,500	387,500	132	397,900	380,000	70%	88%	75%	7.8	4.5	3,486	1,376	1,248	502,667,000
25	83	314	13	2,277	132	171	201	1,773	358,500	299,000	11.9	149	267,500	245,000	149	309,300	254,000	75%	82%	62%	8.9	4.6	5,174	1,935	1,672	463,636,500
28	105	429	2	2,593	195	148	107	2,143	393,600	330,000	10.8	198	298,800	269,500	199	310,400	272,000	76%	82%	72%	7.3	3.7	6,859	2,648	2,363	748,180,500
30	50	146	1	1,134	172	94	192	676	700,600	500,000	11.7	58	505,500	433,500	62	537,700	397,000	72%	87%	53%	10.7	6.4	2,206	689	618	322,558,600
31	61	148	0	1,132	64	51	156	861	1,525,800	895,000	16.6	52	786,200	567,500	53	794,800	505,000	52%	63%	64%	11.0	6.7	2,181	654	586	472,708,160
SUF	650	2,020	62	12,611	1,026	931	840	9,814	571,200	379,000	10.6	929	386,800	316,500	962	397,700	325,000	68%	84%	68%	8.4	4.5	32,108	12,043	10,676	4,253,729,460
3	257	520	10	2,860	374	290	118	2,078	1,443,600	799,000	8.5	245	891,800	600,000	267	958,600	666,000	62%	75%	61%	8.2	5.8	8,636	3,256	3,020	2,552,812,036
4	44	141	4	623	48	73	3	499	427,500	400,000	4.8	104	361,500	350,000	84	368,800	345,000	85%	88%	82%	6.4	4.0	2,357	1,185	1,004	374,364,600
5	76	181	8	880	36	65	9	770	572,600	499,900	7.1	109	460,500	422,500	107	442,400	425,000	80%	85%	74%	7.2	4.2	2,999	1,391	1,320	588,624,300
6	188	567	7	2,950	383	287	60	2,220	535,000	416,000	9.2	242	380,200	355,500	221	447,600	365,000	71%	85%	67%	9.0	5.9	8,706	2,911	2,506	1,014,667,200
8	167	286	7	1,298	151	206	12	929	491,800	390,000	6.7	138	486,100	390,000	133	464,600	415,000	99%	100%	55%	6.2	4.7	4,205	1,762	1,581	777,728,900
NAS	732	1,695	36	8,611	992	921	202	6,496	815,700	490,000	7.8	838	555,300	410,000	812	609,600	428,500	68%	84%	66%	7.8	5.2	26,903	10,505	9,431	5,308,197,036
10	231	417	3	1,160	165	158	2	835	503,400	400,000	7.0	119	406,100	325,000	133	414,500	385,000	81%	81%	53%	4.1	3.6	5,257	1,509	1,394	553,270,000
11	123	256	6	981	126	263	16	576	608,100	477,000	5.8	99	454,200	345,000	96	479,300	480,000	75%	72%	40%	5.3	3.9	3,546	1,274	1,177	555,619,400
12	242	576	6	2,143	320	348	19	1,456	603,900	449,000	5.7	256	489,000	431,300	240	503,100	474,000	81%	96%	47%	5.6	4.3	8,343	3,057	2,763	1,347,378,000
13*	144	291	1	1,539	164	202	50	1,123	545,100	455,000	10.6	106	411,400	387,500	73	432,300	400,000	75%	85%	56%	7.1	3.5	4,225	1,210	937	398,215,500
14	60	153	0	673	56	95	21	501	408,000	379,000	12.8	39	393,200	370,800	27	385,900	335,000	96%	98%	41%	9.0	7.4	1,820	523	398	144,993,000
15	106	185	3	757	59	85	11	602	413,000	417,000	7.6	79	412,900	390,000	75	399,600	395,000	100%	94%	60%	7.4	4.0	2,380	857	666	247,856,000
QNS	906	1,878	19	7,253	890	1,151	119	5,093	533,100	425,000	7.3	698	444,200	380,000	644	456,300	413,500	83%	89%	49%	5.8	4.1	25,571	8,430	7,335	3,247,331,900
ALL	2,288	5,593	117	28,475	2,908	3,003	1,161	21,403	636,300	425,000	8.7	2,465	460,300	370,000	2,418	484,500	380,000	72%	87%	62%	7.5	4.7	84,582	30,978	27,442	12,809,258,396

LAST MONTH'S ACTIVITY REPORT- October 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	646	1,991	24	12,278	1,164	893	811	9,410	530,500	369,000	10.3	912	368,400	313,600	939	413,700	318,500	69%	85%	67%	8.2	4.6	31,556	11,954	10,647	4,125,076,000
NAS	731	1,848	24	8,443	1,159	888	193	6,203	791,000	450,000	7.1	877	550,400	405,000	915	544,400	418,000	70%	90%	68%	7.6	4.9	27,216	11,132	9,950	5,366,304,100
QNS	915	1,971	34	8,095	1,000	1,182	129	5,784	453,100	369,000	8.2	706	413,800	355,000	702	433,900	382,500	91%	96%	46%	5.7	4.4	26,061	9,013	7,654	3,177,352,100
ALL	2,292	5,810	82	28,816	3,323	2,963	1,133	21,397	585,100	390,000	8.6	2,495	445,200	355,000	2,556	466,000	370,500	76%	91%	62%	7.3	4.7	84,833	32,099	28,251	12,668,732,200

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.

*Includes Brooklyn listings