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ZONE ACTIVITY REPORT Dec-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	130	242	16	1,338	156	120	65	997	843,900	629,000	6.6	150	565,400	478,200	132	577,800	455,000	67%	76%	69%	8.4	4.5	4,988	1,924	1,801	1,081,077,300
21	145	436	18	2,512	219	216	65	2,012	358,200	309,000	9.3	216	302,500	280,000	256	292,600	270,000	84%	91%	71%	7.3	4.2	7,892	3,183	2,776	814,076,600
24	80	171	2	1,020	99	105	34	782	567,000	439,900	7.6	103	402,700	364,000	117	394,500	381,000	71%	83%	73%	6.7	2.8	3,657	1,479	1,365	548,823,500
25	83	285	3	2,077	115	158	183	1,621	359,100	299,900	11.1	146	271,100	255,000	161	286,100	260,000	75%	85%	65%	9.2	5.0	5,459	2,081	1,833	509,698,600
28	106	398	1	2,399	186	148	103	1,962	382,100	329,000	11.3	173	324,200	272,000	227	300,700	270,000	85%	83%	76%	7.8	4.3	7,257	2,821	2,590	816,439,400
30	51	113	0	1,039	156	90	182	611	726,300	495,000	14.2	43	411,900	330,000	68	490,900	425,000	57%	67%	54%	9.8	5.4	2,319	732	686	355,939,800
31	63	144	0	1,075	77	49	143	806	1,536,800	882,500	15.8	51	1,130,100	655,000	57	781,300	575,000	74%	74%	56%	11.9	6.7	2,325	705	643	517,242,260
SUF	658	1,789	40	11,460	1,008	886	775	8,791	571,000	375,000	10.0	882	411,200	319,000	1,018	382,700	312,600	72%	85%	69%	8.2	4.5	33,897	12,925	11,694	4,643,297,460
3	256	433	3	2,456	389	244	111	1,712	1,461,000	799,000	7.3	234	772,800	581,500	295	941,900	694,000	53%	73%	63%	8.5	5.8	9,069	3,490	3,315	2,830,672,536
4	43	116	5	519	41	64	3	411	420,400	399,000	4.1	101	389,600	370,000	121	383,000	371,500	93%	93%	75%	5.6	3.9	2,473	1,286	1,125	420,707,600
5	76	125	9	721	40	56	8	617	587,700	519,000	5.8	107	420,700	400,000	107	461,300	435,000	72%	77%	68%	7.2	4.0	3,124	1,498	1,427	637,983,400
6	184	442	10	2,585	352	260	52	1,921	543,600	418,500	7.9	243	403,600	351,000	254	392,600	369,000	74%	84%	59%	7.7	4.6	9,148	3,154	2,760	1,114,387,600
8	171	181	11	1,127	127	198	8	794	477,400	385,000	6.3	127	429,800	383,000	153	494,400	445,000	90%	99%	64%	7.2	4.1	4,386	1,889	1,734	853,372,100
NAS	730	1,297	38	7,408	949	822	182	5,455	817,600	489,000	6.7	812	514,600	409,500	930	590,200	431,300	63%	84%	64%	7.6	4.7	28,200	11,317	10,361	5,857,123,236
10	234	341	1	1,029	162	146	4	717	509,000	399,000	5.5	130	430,700	350,000	174	437,900	369,000	85%	88%	48%	5.1	4.0	5,598	1,639	1,568	629,464,600
11	128	265	10	934	145	255	9	525	625,500	538,000	6.3	84	444,000	360,000	97	485,200	415,000	71%	67%	45%	6.6	5.2	3,811	1,358	1,274	602,683,800
12	244	542	4	1,882	335	312	19	1,216	608,100	420,000	5.0	243	525,600	499,000	298	520,900	525,000	86%	119%	51%	5.6	3.8	8,885	3,300	3,061	1,502,606,200
13*	148	234	4	1,326	134	166	40	986	544,100	459,800	10.1	98	443,600	391,500	99	444,900	422,000	82%	85%	49%	5.2	2.2	4,459	1,308	1,036	442,260,600
14	62	137	0	628	56	89	16	467	409,900	379,000	11.4	41	315,700	320,000	43	355,900	330,000	77%	84%	37%	1.8	2.0	1,957	564	441	160,296,700
15	108	129	3	655	53	72	11	519	407,900	413,300	9.1	57	386,600	405,000	59	364,700	385,000	95%	98%	53%	4.4	3.0	2,509	914	725	269,373,300
QNS	924	1,648	22	6,454	885	1,040	99	4,430	535,500	427,000	6.8	653	458,600	405,000	770	466,700	410,000	86%	95%	49%	5.3	3.7	27,219	9,083	8,105	3,606,685,200
ALL	2,312	4,734	100	25,322	2,842	2,748	1,056	18,676	634,600	419,000	8.0	2,347	460,200	370,000	2,718	477,500	380,000	73%	88%	62%	7.2	4.3	89,316	33,325	30,160	14,107,105,896

LAST MONTH'S ACTIVITY REPORT- November 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	646	1,500	30	10,894	1,119	826	721	8,228	527,300	359,900	10.1	811	355,700	299,000	1,067	371,100	307,000	67%	83%	70%	8.4	4.6	33,056	12,765	11,714	4,521,082,100
NAS	726	1,292	18	7,355	1,043	789	179	5,344	778,500	449,000	7.5	713	548,800	408,900	958	529,900	406,000	70%	91%	66%	7.7	5.0	28,508	11,845	10,908	5,873,994,100
QNS	902	1,651	18	7,100	884	1,001	109	5,106	460,100	375,500	7.5	683	413,500	359,000	749	440,000	380,000	90%	96%	44%	6.3	4.8	27,712	9,696	8,403	3,506,936,400
ALL	2,274	4,443	66	25,349	3,046	2,616	1,009	18,678	580,800	389,000	8.5	2,207	440,000	350,000	2,774	445,600	360,000	76%	90%	62%	7.5	4.8	89,276	34,306	31,025	13,902,012,600

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