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ZONE ACTIVITY REPORT Jan-15

		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	328	27	1,407	148	124	62	1,073	857,000	629,000	11.2	96	585,000	500,000	117	577,600	460,000	68%	79%	78%	8.7	4.9	328	96	117	67,579,200
21	142	562	21	2,592	218	215	69	2,090	355,200	305,000	12.3	170	298,200	282,300	172	288,400	260,000	84%	93%	59%	8.6	5.4	562	170	172	49,604,800
24	79	253	4	1,054	91	104	34	825	550,800	439,900	7.9	104	416,200	375,000	86	422,800	392,500	76%	85%	74%	7.2	4.3	253	104	86	36,360,800
25	83	405	10	2,124	135	159	185	1,645	349,800	295,000	11.4	144	287,200	269,400	116	287,300	270,500	82%	91%	67%	7.5	4.1	405	144	116	33,326,800
28	105	482	10	2,411	171	147	98	1,995	383,400	329,000	12.4	161	278,600	248,000	157	336,600	282,000	73%	75%	78%	7.8	4.4	482	161	157	52,846,200
30	51	150	1	1,048	177	93	179	599	729,200	499,000	12.7	47	506,100	455,000	45	593,200	468,000	69%	91%	44%	11.5	6.0	150	47	45	26,694,000
31	64	139	0	1,096	89	48	147	812	1,537,200	887,000	20.8	39	826,000	565,000	40	991,700	570,000	54%	64%	58%	7.7	5.6	139	39	40	39,668,000
SUF	653	2,319	73	11,732	1,029	890	774	9,039	568,800	375,000	11.9	761	384,200	315,000	733	417,600	319,000	68%	84%	68%	8.2	4.8	2,319	761	733	306,079,800
3	257	638	20	2,514	366	253	113	1,782	1,451,000	789,000	8.9	200	903,600	642,500	229	966,800	700,000	62%	81%	63%	9.5	6.1	638	200	229	221,397,200
4	44	196	3	563	51	68	5	439	428,400	400,000	6.2	71	374,300	359,000	102	371,800	360,000	87%	90%	74%	5.4	3.9	196	71	102	37,923,600
5	76	254	20	793	43	61	9	680	580,100	500,000	8.4	81	462,800	420,500	102	449,500	415,000	80%	84%	70%	7.1	3.9	254	81	102	45,849,000
6	183	695	18	2,728	380	274	58	2,016	535,600	410,000	10.8	186	403,500	352,800	197	411,100	360,000	75%	86%	68%	8.6	5.0	695	186	197	80,986,700
8	173	328	11	1,165	130	197	11	827	491,700	385,000	7.5	111	435,700	395,000	127	513,600	445,000	89%	103%	61%	6.5	4.6	328	111	127	65,227,200
NAS	733	2,111	72	7,763	970	853	196	5,744	810,300	489,000	8.9	649	567,300	420,000	757	596,300	430,000	70%	86%	66%	7.9	5.0	2,111	649	757	451,383,700
10	231	423	8	1,047	171	150	3	723	500,900	418,000	6.4	113	404,700	323,000	106	465,400	438,800	81%	77%	52%	4.6	3.5	423	113	106	49,332,400
11	127	291	11	934	141	263	8	522	621,100	538,500	6.1	85	463,100	435,000	103	501,900	449,000	75%	81%	31%	5.3	4.2	291	85	103	51,695,700
12	245	747	5	1,973	387	314	18	1,254	606,500	424,500	6.9	182	444,000	327,500	231	495,700	465,000	73%	77%	50%	5.1	3.8	747	182	231	114,506,700
13*	152	373	2	1,372	141	178	41	1,012	552,700	469,000	10.3	98	418,200	383,500	70	491,800	416,000	76%	82%	46%	6.5	4.7	373	98	70	34,426,000
14	62	137	1	627	56	101	16	454	418,400	379,800	12.3	37	383,700	363,500	29	378,800	325,000	92%	96%	48%	7.3	5.0	137	37	29	10,985,200
15	108	177	5	676	59	74	11	532	405,300	406,000	10.6	50	379,400	400,000	50	372,700	393,700	94%	99%	44%	9.7	7.1	177	50	50	18,635,000
QNS	925	2,148	32	6,629	955	1,080	97	4,497	536,300	429,000	8.0	565	424,900	360,000	589	474,700	425,000	79%	84%	46%	5.7	4.2	2,148	565	589	279,581,000
ALL	2,311	6,578	177	26,124	2,954	2,823	1,067	19,280	633,200	419,000	9.8	1,975	456,000	359,000	2,079	498,800	390,000	72%	86%	61%	7.4	4.7	6,578	1,975	2,079	1,037,044,500

LAST MONTH'S ACTIVITY REPORT- December 2014

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	647	2,570	45	11,168	1,130	831	729	8,478	536,700	359,000	11.3	749	380,300	298,000	758	395,600	313,000	71%	83%	67%	8.6	4.7	2,570	749	758	297,249,500
NAS	731	2,120	41	7,620	1,087	820	175	5,538	777,200	449,000	9.0	615	543,100	397,000	749	596,200	430,000	70%	88%	64%	8.1	6.1	2,120	615	749	446,529,300
QNS	911	2,217	33	7,420	1,004	1,068	115	5,233	456,900	369,000	9.5	549	387,800	332,000	652	432,600	375,000	85%	90%	45%	6.6	5.0	2,217	549	652	282,035,400
ALL	2,289	6,907	119	26,208	3,221	2,719	1,019	19,249	584,200	389,500	10.1	1,913	434,800	337,500	2,159	475,300	365,000	74%	87%	59%	7.8	4.9	6,907	1,913	2,159	1,025,814,200

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