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ZONE ACTIVITY REPORT Mar-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	131	456	25	1,442	111	119	52	1,160	828,300	619,000	7.6	152	592,100	520,000	135	602,600	485,000	71%	84%	73%	8.2	4.8	1,091	400	348	202,248,600
21	139	717	47	2,551	144	229	76	2,102	355,900	310,000	7.2	292	285,200	292,300	204	292,500	270,000	80%	94%	69%	8.6	4.8	1,818	678	558	165,094,200
24	77	344	5	1,102	74	106	34	888	557,500	449,000	5.9	150	415,700	380,000	93	415,100	375,000	75%	85%	69%	7.2	4.0	826	342	258	106,130,600
25	83	497	16	2,102	82	154	183	1,683	355,700	299,000	9.2	183	270,700	237,500	131	265,000	235,000	76%	79%	70%	6.5	2.7	1,218	445	366	103,729,900
28	104	686	4	2,442	158	137	104	2,043	387,800	330,000	8.4	244	286,000	271,800	164	270,900	234,200	74%	82%	75%	9.4	5.2	1,598	609	463	137,559,200
30	52	221	2	1,130	212	84	181	653	731,000	499,000	12.3	53	491,800	395,000	48	505,500	349,000	67%	79%	63%	11.1	7.8	502	140	136	67,401,200
31	64	199	0	1,122	96	37	155	834	1,484,600	865,000	15.4	54	1,041,200	554,500	29	937,100	445,000	70%	64%	66%	12.3	7.5	494	134	113	100,600,700
SUF	650	3,120	99	11,891	877	866	785	9,363	567,200	380,000	8.3	1,128	387,600	323,200	804	385,800	307,000	68%	85%	71%	8.5	4.7	7,547	2,748	2,242	882,764,400
3	263	869	12	2,615	333	282	106	1,894	1,458,000	799,000	6.1	309	824,900	640,000	220	846,600	620,000	57%	80%	61%	8.1	5.6	2,057	763	645	569,388,400
4	43	241	5	583	39	58	5	481	427,900	400,000	4.8	101	386,000	378,000	65	372,000	360,000	90%	95%	74%	5.1	3.6	599	266	242	89,936,100
5	77	326	23	869	26	61	11	771	579,300	510,000	6.7	115	459,600	430,000	92	431,700	402,500	79%	84%	72%	8.1	4.7	812	305	275	122,145,000
6	182	793	21	2,819	384	291	63	2,081	539,700	429,000	7.4	283	398,900	365,000	213	423,400	368,000	74%	85%	62%	8.0	5.0	2,095	705	615	250,218,900
8	179	393	30	1,209	132	192	12	873	511,700	399,000	5.9	149	472,300	410,000	116	441,500	405,000	92%	103%	61%	8.4	5.2	982	385	348	161,790,700
NAS	744	2,622	91	8,095	914	884	197	6,100	817,000	499,000	6.4	957	553,800	429,000	706	554,600	418,500	68%	86%	64%	7.8	5.1	6,545	2,424	2,125	1,193,479,100
10	234	454	6	986	162	145	8	671	512,100	440,000	4.6	145	372,700	318,000	149	390,800	335,000	73%	72%	50%	4.6	3.3	1,241	399	368	156,987,800
11	131	350	21	988	129	295	10	554	624,400	532,000	5.9	94	472,200	346,500	106	491,600	464,000	76%	65%	44%	4.7	3.9	929	258	295	143,528,700
12	252	792	13	1,933	340	310	17	1,266	609,000	399,000	4.8	262	464,500	325,000	216	505,400	470,000	76%	81%	51%	5.9	4.6	2,137	658	670	333,745,900
13*	155	397	5	1,365	153	183	44	985	599,000	485,000	7.3	135	401,500	390,000	105	457,800	430,000	67%	80%	45%	8.6	5.9	1,071	338	258	121,023,600
14	64	192	3	618	46	109	12	451	415,700	375,000	7.4	61	363,500	360,000	36	386,000	395,000	87%	96%	50%	5.5	6.4	465	147	97	37,623,600
15	111	224	5	686	51	88	12	535	434,900	419,000	7.0	76	348,800	351,500	57	367,700	388,000	80%	84%	53%	7.3	5.2	555	208	167	61,733,900
QNS	947	2,409	53	6,576	881	1,130	103	4,462	553,700	439,000	5.8	773	417,900	350,000	669	452,000	415,000	75%	80%	49%	5.9	4.5	6,398	2,008	1,855	854,643,500
ALL	2,341	8,151	243	26,562	2,672	2,880	1,085	19,925	640,600	429,000	7.0	2,858	451,500	366,500	2,179	460,800	375,000	70%	85%	62%	7.5	4.8	20,490	7,180	6,222	2,930,887,000

LAST MONTH'S ACTIVITY REPORT- February 2015

SUF	650	2,108	47	11,625	946	864	773	9,042	572,900	379,000	10.5	859	394,500	320,000	705	378,000	320,000	69%	84%	69%	8.8	4.7	4,427	1,620	1,438	572,556,600
NAS	744	1,812	39	7,700	913	849	196	5,742	826,100	495,000	7.0	818	555,400	422,300	662	529,500	409,000	67%	85%	70%	7.4	4.3	3,923	1,467	1,419	801,932,500
QNS	940	1,841	31	6,537	927	1,128	94	4,388	535,900	425,000	6.5	670	416,800	367,500	597	456,700	405,000	78%	86%	44%	5.6	4.2	3,989	1,235	1,186	552,214,400
ALL	2,334	5,761	117	25,862	2,786	2,841	1,063	19,172	640,300	420,000	8.2	2,347	456,900	370,000	1,964	453,000	372,500	71%	88%	62%	7.4	4.4	12,339	4,322	4,043	1,926,703,500

LAST YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	657	3,275	75	12,002	1,085	848	765	9,304	550,500	370,000	8.7	1,072	378,100	305,000	708	370,700	304,500	69%	82%	70%	8.2	5.0	8,106	2,546	2,164	820,273,300
NAS	740	2,759	69	8,329	1,007	858	170	6,294	780,600	468,500	6.8	923	555,700	411,000	588	515,800	386,000	71%	88%	69%	7.7	4.9	6,692	2,177	1,938	1,067,631,400
QNS	923	2,589	39	7,634	995	1,135	119	5,385	470,100	379,000	7.2	747	390,700	332,500	645	418,200	370,000	83%	88%	47%	5.7	4.6	6,817	1,904	1,835	784,077,600
ALL	2,320	8,623	183	27,965	3,087	2,841	1,054	20,983	598,900	399,000	7.7	2,742	441,800	350,000	1,941	430,500	345,000	74%	88%	62%	7.2	4.8	21,615	6,627	5,937	2,671,982,300

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.