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**ZONE ACTIVITY REPORT Apr-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	133	664	31	1,657	95	124	52	1,386	828,600	625,000	6.5	213	597,200	499,000	125	580,600	515,000	72%	80%	76%	6.7	3.6	1,755	613	473	274,823,600		
21	140	761	51	2,641	148	253	78	2,162	363,900	315,000	6.7	322	291,800	280,000	221	293,800	287,000	80%	89%	69%	7.8	4.2	2,579	1,000	779	230,024,000		
24	78	447	5	1,256	80	113	35	1,028	549,200	449,000	7.2	143	445,700	390,000	87	393,700	355,100	81%	87%	63%	6.4	3.9	1,273	485	345	140,382,500		
25	83	522	12	2,221	74	149	186	1,812	364,500	300,000	9.3	195	284,500	265,000	126	265,200	250,000	78%	88%	65%	8.1	4.1	1,740	640	492	137,145,100		
28	104	750	3	2,565	127	138	111	2,189	385,800	330,000	7.3	300	329,900	300,000	190	301,000	274,500	86%	91%	76%	7.4	3.6	2,348	909	653	194,749,200		
30	52	254	3	1,181	227	81	180	693	773,300	509,000	8.8	79	471,400	387,500	55	531,200	380,000	61%	76%	58%	8.3	5.0	756	219	191	96,617,200		
31	64	248	0	1,171	121	39	165	846	1,453,600	859,500	17.3	49	832,700	550,000	50	884,400	425,000	57%	64%	54%	10.7	6.7	742	183	163	144,820,700		
SUF	654	3,646	105	12,692	872	897	807	10,116	570,400	389,000	7.8	1,301	397,700	325,000	854	393,200	315,000	70%	84%	69%	7.6	4.1	11,193	4,049	3,096	1,218,562,300		
3	263	1,087	23	2,997	345	297	95	2,260	1,447,600	839,000	7.0	324	776,400	649,500	232	885,800	640,000	54%	77%	63%	8.2	5.1	3,144	1,087	877	774,894,000		
4	42	279	8	617	43	60	4	510	426,700	405,000	3.5	145	392,200	390,000	87	402,600	385,000	92%	96%	69%	3.3	3.6	878	411	329	124,962,300		
5	79	367	25	967	21	62	13	871	577,000	505,000	5.4	161	467,400	430,000	89	474,500	445,000	81%	85%	70%	5.5	3.4	1,179	466	364	164,375,500		
6	187	894	31	2,956	345	292	63	2,256	540,200	429,000	7.5	302	417,900	389,000	174	442,700	375,000	77%	91%	71%	8.0	5.5	2,989	1,007	789	327,248,700		
8	185	437	24	1,295	136	188	10	961	535,900	429,000	5.5	175	463,500	407,500	104	501,400	434,800	86%	95%	61%	6.8	4.2	1,419	560	452	213,936,300		
NAS	756	3,064	111	8,832	890	899	185	6,858	834,900	509,900	6.2	1,107	533,900	430,000	686	600,500	441,000	64%	84%	66%	7.0	4.7	9,609	3,531	2,811	1,605,416,800		
10	238	480	7	987	153	142	9	683	519,700	455,000	4.3	159	411,700	325,700	114	440,300	356,900	79%	72%	53%	4.9	2.7	1,721	558	482	207,182,000		
11	134	321	25	987	107	292	10	578	650,900	560,000	5.1	114	503,200	370,000	85	481,600	515,000	77%	66%	31%	5.5	4.6	1,250	372	380	184,464,700		
12	261	839	12	2,013	315	306	17	1,375	653,800	499,000	4.2	328	508,000	434,500	196	533,700	505,000	78%	87%	53%	6.0	4.1	2,976	986	866	438,351,100		
13*	154	371	7	1,398	135	190	43	1,030	622,300	489,000	9.0	115	460,600	440,000	81	418,800	400,000	74%	90%	49%	4.0	3.6	1,442	453	339	154,946,400		
14	65	172	3	635	40	119	12	464	422,100	385,000	7.3	64	363,300	367,500	40	394,900	382,500	86%	95%	43%	5.6	4.9	637	211	137	53,419,600		
15	114	204	8	695	42	87	10	556	438,400	429,000	6.8	82	402,600	407,000	56	368,400	363,000	92%	95%	68%	7.0	5.8	759	290	223	82,364,300		
QNS	966	2,387	62	6,715	792	1,136	101	4,686	578,500	459,000	5.4	862	462,500	396,000	572	465,200	413,000	80%	86%	50%	5.5	4.1	8,785	2,870	2,427	1,120,728,100		
ALL	2,376	9,097	278	28,239	2,554	2,932	1,093	21,660	655,900	440,000	6.6	3,270	460,900	385,000	2,112	480,000	375,000	70%	88%	63%	6.8	4.3	29,587	10,450	8,334	3,944,707,200		

**LAST MONTH'S ACTIVITY REPORT- March 2015**

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	661	3,267	96	12,786	1,094	912	799	9,981	558,600	379,000	8.2	1,217	399,500	320,000	739	374,000	301,000	72%	84%	70%	8.6	4.6	11,373	3,763	2,903	1,096,663,800
NAS	742	3,009	82	8,915	959	870	181	6,905	794,800	479,000	6.5	1,059	538,000	422,000	633	561,800	410,000	68%	88%	65%	8.1	5.0	9,701	3,236	2,571	1,423,209,300
QNS	938	2,528	43	7,763	955	1,169	120	5,519	483,900	389,000	6.6	842	425,900	370,000	542	417,600	370,400	88%	95%	49%	5.9	4.7	9,345	2,746	2,377	1,010,399,100
ALL	2,341	8,804	221	29,464	3,008	2,951	1,100	22,405	613,000	410,000	7.2	3,118	453,700	369,500	1,914	448,400	359,000	74%	90%	62%	7.7	4.7	30,419	9,745	7,851	3,530,272,200

**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.