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ZONE ACTIVITY REPORT May-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	134	589	22	1,777	93	138	55	1,491	846,600	649,000	6.3	237	627,100	517,500	148	583,400	506,400	74%	80%	70%	6.8	4.1	2,344	850	621	361,166,800
21	139	800	29	2,763	156	278	79	2,250	371,900	322,500	7.2	314	315,700	295,000	213	297,400	297,500	85%	91%	69%	7.7	4.1	3,379	1,314	992	293,370,200
24	79	431	2	1,368	81	109	35	1,143	547,500	449,900	6.9	166	445,100	389,000	126	427,700	389,000	81%	86%	64%	6.7	4.4	1,704	651	471	194,272,700
25	83	531	22	2,278	77	135	186	1,880	376,100	303,900	8.7	216	272,000	260,000	132	276,700	247,300	72%	86%	64%	9.4	4.8	2,271	856	624	173,669,500
28	105	822	7	2,779	129	134	123	2,393	398,600	330,000	7.8	306	326,100	303,000	196	290,400	281,000	82%	92%	73%	7.3	4.2	3,170	1,215	849	251,667,600
30	52	277	1	1,256	233	81	184	758	806,500	539,000	10.8	70	450,400	368,300	58	563,600	397,500	56%	68%	57%	10.2	6.1	1,033	289	249	129,306,000
31	63	255	0	1,247	150	43	163	891	1,496,700	875,000	13.3	67	877,400	561,000	50	1,045,500	645,000	59%	64%	68%	10.0	6.2	997	250	213	197,095,700
SUF	655	3,705	83	13,468	919	918	825	10,806	585,800	399,000	7.9	1,376	414,600	345,000	923	413,800	330,000	71%	86%	68%	7.8	4.5	14,898	5,425	4,019	1,600,548,500
3	263	1,043	22	3,176	325	305	98	2,448	1,536,200	879,000	5.6	437	846,100	679,000	256	812,500	640,000	55%	77%	66%	6.8	4.6	4,187	1,524	1,133	982,894,000
4	42	258	8	636	37	66	4	529	431,200	405,000	3.8	141	394,600	380,000	94	387,000	371,300	92%	94%	71%	4.8	3.5	1,136	552	423	161,340,300
5	80	371	24	1,050	22	65	13	950	577,300	509,000	5.7	166	454,100	432,400	108	453,000	436,300	79%	85%	78%	5.2	3.2	1,550	632	472	213,299,500
6	187	855	25	3,009	350	282	59	2,318	552,900	439,000	6.5	356	421,200	389,000	222	424,600	370,000	76%	89%	62%	6.6	4.4	3,844	1,363	1,011	421,509,900
8	186	454	26	1,373	119	192	9	1,053	551,000	440,000	5.7	185	560,000	445,000	138	488,900	412,500	102%	101%	57%	6.0	4.5	1,873	745	590	281,404,500
NAS	758	2,981	105	9,244	853	910	183	7,298	876,800	525,000	5.7	1,285	579,300	450,000	818	556,300	435,000	66%	86%	65%	6.2	4.2	12,590	4,816	3,629	2,060,448,200
10	232	486	2	1,001	145	150	11	695	524,800	449,000	4.8	144	448,000	417,000	119	446,100	385,000	85%	93%	43%	5.5	3.6	2,207	702	601	260,267,900
11	136	333	13	985	105	297	15	568	665,300	569,000	4.4	130	498,900	437,500	74	561,100	576,000	75%	77%	41%	5.1	5.4	1,583	502	454	225,986,100
12	265	815	10	2,105	286	309	14	1,496	658,900	525,000	5.2	289	549,100	522,000	244	492,600	465,000	83%	99%	44%	5.9	4.3	3,791	1,275	1,110	558,545,500
13*	153	337	4	1,372	136	187	49	1,000	631,000	489,000	6.9	144	431,400	396,400	101	457,300	436,000	68%	81%	45%	5.6	4.1	1,779	597	440	201,133,700
14	65	190	1	661	49	113	11	488	427,000	385,000	8.9	55	407,300	375,000	37	313,400	330,000	95%	97%	51%	11.9	7.9	827	266	174	65,015,400
15	115	203	9	682	38	84	9	551	442,600	429,000	5.3	104	407,800	415,000	61	367,400	395,000	92%	97%	62%	4.8	3.1	962	394	284	104,775,700
QNS	966	2,364	39	6,806	759	1,140	109	4,798	586,000	459,000	5.5	866	479,200	416,700	636	463,800	410,500	82%	91%	46%	5.9	4.4	11,149	3,736	3,063	1,415,724,300
ALL	2,379	9,050	227	29,518	2,531	2,968	1,117	22,902	678,600	449,000	6.5	3,527	490,500	400,000	2,377	476,200	382,500	72%	89%	61%	6.7	4.4	38,637	13,977	10,711	5,076,721,000

LAST MONTH'S ACTIVITY REPORT- April 2015

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME

SUF	670	3,679	101	13,554	1,118	944	812	10,680	563,700	385,300	8.4	1,268	392,100	332,800	919	377,200	304,000	70%	86%	70%	7.8	4.4	15,052	5,031	3,822	1,502,397,600
NAS	742	2,974	92	9,372	923	892	181	7,376	816,900	499,000	6.3	1,163	540,300	423,000	768	546,300	410,000	66%	85%	68%	6.9	4.7	12,675	4,399	3,339	1,842,761,800
QNS	938	2,574	68	7,744	791	1,188	123	5,642	488,500	399,000	6.2	903	421,000	355,000	623	427,400	370,000	86%	89%	47%	5.2	4.0	11,919	3,649	3,000	1,276,689,400
ALL	2,350	9,227	261	30,670	2,832	3,024	1,116	23,698	624,600	420,000	7.1	3,334	451,600	375,000	2,310	447,000	360,000	72%	89%	63%	6.8	4.4	39,646	13,079	10,161	4,621,848,800

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