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**ZONE ACTIVITY REPORT Jun-15**

ZN	LISTINGS			INVENTORY					INV VALUE (IV)		SUPPLY	CONTRACT VALUE (CV)		CLOSINGS					MARKET FACTS					GENERAL SUMMARY-CALENDAR YEAR TO DATE			
	# 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	514	24	1,792	94	143	57	1,498	854,600	648,800	6.0	250	590,100	495,000	187	613,700	525,000	69%	76%	71%	5.3	3.2	2,858	1,100	808	475,928,700	
21	143	768	23	2,756	142	290	73	2,251	376,700	325,000	5.9	379	315,900	299,000	267	306,300	289,000	84%	92%	68%	6.9	3.6	4,147	1,693	1,259	375,152,300	
24	78	431	2	1,406	85	117	35	1,169	558,700	450,000	6.0	196	410,500	400,000	130	469,900	390,000	73%	89%	72%	6.8	4.4	2,135	847	601	255,359,700	
25	82	541	18	2,314	82	134	184	1,914	382,000	300,000	7.5	256	299,900	275,000	173	268,500	247,000	79%	92%	70%	8.6	5.5	2,812	1,112	797	220,120,000	
28	106	790	5	2,909	158	145	123	2,483	393,800	329,900	7.7	324	337,200	302,500	255	329,600	309,000	86%	92%	81%	5.8	3.7	3,960	1,539	1,104	335,715,600	
30	51	220	2	1,266	233	81	189	763	812,600	539,000	9.8	78	505,700	383,300	76	445,500	370,800	62%	71%	61%	6.8	4.4	1,253	367	325	163,164,000	
31	63	201	0	1,258	140	42	162	914	1,512,200	872,000	19.0	48	1,034,400	577,500	66	817,000	519,000	68%	66%	58%	8.3	5.7	1,198	298	279	251,017,700	
SUF	657	3,465	74	13,701	934	952	823	10,992	590,700	398,500	7.2	1,531	406,800	340,000	1,154	412,400	342,500	69%	85%	71%	6.7	4.1	18,363	6,956	5,173	2,076,458,000	
3	263	1,066	27	3,305	346	296	106	2,557	1,512,700	875,000	5.4	474	1,125,700	799,500	295	943,300	673,000	74%	91%	63%	5.6	4.2	5,253	1,998	1,428	1,261,167,500	
4	42	241	5	631	33	61	1	536	439,900	419,000	3.4	158	400,100	390,000	110	381,600	382,500	91%	93%	73%	5.0	3.6	1,377	710	533	203,316,300	
5	79	382	27	1,070	21	69	15	965	580,500	515,000	4.5	215	470,100	439,000	136	477,100	435,100	81%	85%	73%	4.5	3.0	1,932	847	608	278,185,100	
6	188	865	30	2,970	336	258	57	2,319	561,700	440,000	6.3	370	410,500	392,500	313	442,100	395,000	73%	89%	66%	6.8	4.5	4,709	1,733	1,324	559,887,200	
8	189	450	17	1,383	122	184	7	1,070	562,100	459,000	4.7	228	489,600	425,000	137	549,200	460,000	87%	93%	64%	5.3	3.5	2,323	973	727	356,644,900	
NAS	761	3,004	106	9,359	858	868	186	7,447	882,000	529,000	5.2	1,445	665,300	459,000	991	604,200	445,000	75%	87%	66%	5.7	3.9	15,594	6,261	4,620	2,659,201,000	
10	242	406	6	983	138	148	12	685	540,300	459,900	4.4	155	422,200	355,000	134	403,100	342,000	78%	77%	46%	3.2	2.5	2,613	857	735	314,283,300	
11	135	277	15	987	97	293	19	578	653,400	559,000	5.3	110	571,900	512,500	95	469,800	401,500	88%	92%	36%	6.3	5.6	1,860	612	549	270,617,100	
12	267	707	12	2,096	276	292	19	1,509	685,100	553,900	4.3	351	520,400	430,000	252	507,300	475,000	76%	78%	48%	4.4	3.4	4,498	1,626	1,362	686,385,100	
13*	156	346	7	1,366	139	179	48	1,000	652,600	499,000	8.3	120	494,900	440,000	81	431,900	425,000	76%	88%	51%	5.1	4.4	2,125	717	521	236,117,600	
14	66	137	5	636	42	105	12	477	434,500	389,000	6.6	72	414,000	380,000	54	420,100	392,500	95%	98%	50%	5.4	4.7	964	338	228	87,700,800	
15	114	178	5	675	38	72	9	556	451,600	439,500	6.2	89	398,900	410,000	76	374,600	375,000	88%	93%	49%	3.1	2.3	1,140	483	360	133,245,300	
QNS	980	2,051	50	6,743	730	1,089	119	4,805	602,000	469,000	5.4	897	485,800	415,000	692	451,800	395,000	81%	88%	48%	4.4	3.6	13,200	4,633	3,755	1,728,349,200	
ALL	2,398	8,520	230	29,803	2,522	2,909	1,128	23,244	686,300	449,900	6.0	3,873	521,500	400,000	2,837	489,000	390,000	76%	89%	64%	5.8	3.9	47,157	17,850	13,548	6,464,008,200	

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

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	666	3,425	79	13,736	1,106	914	842	10,874	564,300	389,000	7.9	1,371	393,100	329,900	1,075	406,300	330,000	70%	85%	72%	6.6	4.1	18,477	6,402	4,897	1,939,228,700
NAS	751	2,838	74	9,621	951	909	195	7,566	815,200	499,000	6.5	1,157	582,700	440,000	968	537,600	430,000	71%	88%	66%	6.5	4.7	15,513	5,556	4,307	2,363,140,300
QNS	937	2,480	37	7,795	819	1,142	122	5,712	501,000	400,000	6.9	832	427,400	365,000	687	424,300	378,000	85%	91%	51%	5.4	4.8	14,399	4,481	3,687	1,568,210,900
ALL	2,354	8,743	190	31,152	2,876	2,965	1,159	24,152	627,900	425,000	7.2	3,360	466,900	378,000	2,730	457,400	379,000	74%	89%	64%	6.3	4.5	48,389	16,439	12,891	5,870,579,900

**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