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**ZONE ACTIVITY REPORT Jul-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	136	438	17	1,781	79	143	59	1,500	868,814	637,000	7.0	213	571,050	475,000	270	624,621	488,035	66%	75%	78%	6.0	3.5	3,296	1,313	1,078	644,576,370
21	144	715	38	2,708	122	271	77	2,238	372,395	319,900	6.5	342	320,961	300,000	286	292,860	282,750	86%	94%	73%	6.2	4.1	4,862	2,035	1,545	458,910,260
24	77	413	4	1,459	100	111	32	1,216	553,118	452,000	7.6	159	399,572	375,000	153	442,426	410,000	72%	83%	79%	5.2	3.2	2,548	1,006	754	323,050,878
25	82	524	8	2,168	76	148	25	1,919	379,912	299,950	8.8	219	288,719	250,750	240	292,821	281,000	76%	84%	67%	6.9	4.2	3,336	1,331	1,037	290,397,040
28	106	675	8	2,861	175	136	126	2,424	389,337	329,875	7.2	337	308,791	293,500	306	342,486	309,950	79%	89%	75%	6.7	3.8	4,635	1,876	1,410	440,516,316
30	51	207	2	1,296	231	78	195	792	809,804	537,000	9.9	80	543,449	425,000	72	491,206	394,000	67%	79%	54%	8.8	4.3	1,460	447	397	198,530,832
31	63	187	0	1,277	126	46	163	942	1,562,519	879,000	17.1	55	817,604	530,000	49	823,773	575,000	52%	60%	59%	10.2	6.8	1,385	353	328	291,382,577
SUF	659	3,159	77	13,550	909	933	677	11,031	597,887	399,000	7.9	1,405	391,936	332,000	1,376	412,679	339,950	66%	83%	73%	6.6	4.0	21,522	8,361	6,549	2,647,364,273
3	265	848	10	3,266	356	307	113	2,490	1,557,395	888,000	6.5	383	796,302	625,000	428	874,383	686,750	51%	70%	64%	5.8	3.8	6,101	2,381	1,856	1,635,403,424
4	43	248	3	642	35	56	1	550	440,181	419,000	4.0	139	400,317	385,000	148	392,944	380,000	91%	92%	72%	3.8	2.6	1,625	849	681	261,472,012
5	77	316	24	1,060	25	70	15	950	581,608	499,999	5.6	170	478,074	445,000	168	458,947	429,500	82%	89%	71%	4.9	3.3	2,248	1,017	776	355,288,196
6	188	791	14	2,952	343	267	58	2,284	575,288	444,995	6.2	369	422,672	384,990	300	412,123	389,000	73%	87%	70%	6.3	4.1	5,500	2,102	1,624	683,524,100
8	193	450	21	1,380	103	183	12	1,082	545,255	449,000	4.7	230	501,437	472,000	192	481,248	440,000	92%	105%	60%	5.1	3.1	2,773	1,203	919	449,044,516
NAS	766	2,653	72	9,300	862	883	199	7,356	894,027	529,000	5.7	1,291	552,358	445,000	1,236	587,000	456,500	62%	84%	67%	5.5	3.5	18,247	7,552	5,856	3,384,732,248
10	247	502	3	1,037	164	145	13	715	561,078	470,000	5.5	129	447,911	382,500	145	447,479	380,000	80%	81%	43%	3.2	2.8	3,115	986	880	379,167,755
11	139	308	19	833	83	166	15	569	670,914	589,000	4.6	125	519,973	470,000	90	533,638	413,750	78%	80%	36%	5.4	4.4	2,168	737	639	318,644,520
12	270	887	12	2,148	274	301	17	1,556	688,245	568,500	5.2	298	523,045	474,500	249	576,476	565,000	76%	83%	41%	3.8	3.9	5,385	1,924	1,611	829,927,624
13*	153	328	2	1,328	110	180	54	984	671,825	499,000	7.1	139	490,954	448,000	108	428,683	406,000	73%	90%	53%	7.2	5.4	2,453	856	629	282,415,364
14	63	160	1	633	32	103	11	487	435,330	395,000	9.0	54	382,935	357,500	47	403,277	395,000	88%	91%	47%	9.5	7.4	1,124	392	275	106,654,819
15	113	209	8	685	37	76	8	564	444,420	439,000	5.5	102	405,976	405,000	68	399,240	410,000	91%	92%	56%	5.8	4.3	1,349	585	428	160,393,620
QNS	985	2,394	45	6,664	700	971	118	4,875	610,782	478,000	5.8	847	482,852	425,000	707	493,429	422,000	79%	89%	44%	5.0	4.3	15,594	5,480	4,462	2,077,203,702
ALL	2,410	8,206	194	29,514	2,471	2,787	994	23,262	694,236	449,945	6.6	3,543	472,125	390,000	3,319	494,797	400,000	68%	87%	65%	5.8	3.8	55,363	21,393	16,867	8,109,300,223

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

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
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
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%	46%	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%	63%	5.8	3.9	47,157	17,850	13,548	6,464,008,200

**LAST YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	666	3,152	51	13,860	1,116	913	856	10,975	570,000	389,000	9.1	1,200	390,500	320,000	1,203	400,700	335,000	69%	82%	71%	6.6	4.2	21,629	7,602	6,100	2,421,248,700
NAS	756	2,619	38	9,659	965	939	198	7,557	811,800	499,000	6.7	1,120	560,000	430,000	1,099	568,000	439,000	69%	86%	71%	6.2	4.3	18,132	6,676	5,406	2,987,388,100
QNS	934	2,394	23	7,582	762	1,148	120	5,552	514,500	419,000	6.5	850	451,700	390,000	704	458,800	386,300	88%	93%	50%	5.4	3.9	16,793	5,331	4,391	1,891,218,200
ALL	2,356	8,165	112	31,101	2,843	3,000	1,174	24,084	633,000	429,000	7.6	3,170	466,800	375,000	3,006	475,500	384,200	74%	87%	66%	6.2	3.5	56,554	19,609	15,897	7,299,855,000

**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