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**ZONE ACTIVITY REPORT Aug-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	LPS\$ SP\$ %DIF	LISTINGS	UNDER CONTRACT	CLOSED	CLOSING GROSS VOLUME
20	137	357	16	1,718	79	132	62	1,445	872,216	630,000	7.5	193	617,082	496,500	229	582,634	475,000	71%	79%	72%	5.6	3.2	3,653	1,506	1,307	777,999,556
21	143	709	24	2,737	164	262	77	2,234	369,372	319,990	6.7	333	301,417	286,200	324	337,039	320,000	82%	89%	71%	5.9	3.4	5,571	2,368	1,869	568,110,896
24	78	325	4	1,428	97	105	37	1,189	550,521	449,900	8.4	142	407,902	385,000	198	428,692	395,000	74%	86%	78%	5.7	3.6	2,873	1,148	952	407,931,894
25	82	467	11	2,366	96	155	192	1,923	374,213	299,000	9.4	205	277,149	264,000	212	327,480	280,520	74%	88%	75%	6.6	3.7	3,803	1,536	1,249	359,822,800
28	106	651	4	2,862	198	141	125	2,398	389,179	329,000	8.3	289	291,362	275,000	317	339,404	295,000	75%	84%	74%	5.6	3.1	5,286	2,165	1,727	548,107,384
30	51	185	0	1,279	217	86	189	787	821,684	539,000	9.7	81	488,355	380,000	70	469,618	399,000	59%	71%	51%	9.6	6.2	1,645	528	467	231,404,092
31	64	175	0	1,290	114	47	163	966	1,542,473	879,000	15.6	62	903,352	595,000	42	638,214	500,000	59%	68%	52%	8.8	5.9	1,560	415	370	318,187,565
SUF	661	2,869	59	13,680	965	928	845	10,942	596,751	395,000	8.4	1,305	393,850	325,000	1,392	405,316	347,250	66%	82%	72%	6.2	3.6	24,391	9,666	7,941	3,211,564,187
3	266	757	12	3,161	340	281	118	2,422	1,571,983	879,495	6.8	356	913,162	645,000	423	885,046	680,000	58%	73%	65%	6.3	4.1	6,858	2,737	2,279	2,009,777,882
4	43	220	6	640	35	59	3	543	447,542	429,000	3.7	148	394,536	384,999	162	416,264	398,500	88%	90%	73%	4.2	3.0	1,845	997	843	328,906,780
5	77	258	9	1,012	23	75	11	903	577,116	499,900	5.3	171	458,475	429,000	230	461,043	440,000	79%	86%	73%	4.7	3.2	2,506	1,188	1,006	461,328,086
6	187	699	19	2,897	387	278	57	2,175	575,402	439,900	6.1	359	394,277	375,000	312	458,109	421,850	69%	85%	68%	6.2	4.2	6,199	2,461	1,936	826,454,108
8	195	359	14	1,360	98	187	11	1,064	531,207	439,000	5.9	181	521,242	479,000	225	507,589	465,000	98%	109%	62%	5.4	3.1	3,132	1,384	1,144	563,252,041
NAS	768	2,293	60	9,070	883	880	200	7,107	898,860	529,000	5.8	1,215	574,293	430,000	1,352	586,018	470,000	64%	81%	67%	5.6	3.7	20,540	8,767	7,208	4,189,718,897
10	254	497	7	1,040	168	146	13	713	561,981	469,990	4.8	149	443,511	395,000	127	442,263	377,000	79%	84%	43%	3.5	2.1	3,612	1,135	1,007	435,335,156
11	139	319	9	956	79	287	17	573	695,711	599,000	5.1	112	543,531	537,000	121	533,121	485,000	78%	90%	46%	4.6	3.6	2,487	849	760	383,152,161
12	265	804	4	2,170	281	307	17	1,565	707,860	589,000	5.2	300	540,836	522,500	270	557,734	551,000	76%	89%	48%	4.5	3.5	6,189	2,224	1,881	980,515,804
13*	154	317	3	1,339	108	178	54	999	675,319	499,000	10.4	96	536,098	457,500	106	465,247	422,000	79%	92%	44%	2.9	2.8	2,770	952	735	331,731,546
14	64	196	3	663	42	103	12	506	442,575	399,000	9.2	55	387,114	390,000	43	428,239	370,000	87%	98%	47%	7.7	5.8	1,320	447	318	125,069,096
15	113	231	9	698	38	76	8	576	459,762	439,000	5.9	97	387,382	400,000	77	417,907	415,000	84%	91%	66%	4.7	1.8	1,580	682	505	192,572,459
QNS	989	2,364	35	6,866	716	1,097	121	4,932	622,576	480,000	6.1	809	493,871	424,000	744	498,888	429,500	79%	88%	48%	4.3	3.1	17,958	6,289	5,206	2,448,376,222
ALL	2,418	7,526	154	29,616	2,564	2,905	1,166	22,981	695,722	449,900	6.9	3,329	484,014	387,000	3,488	495,318	410,000	70%	86%	65%	5.6	3.5	62,889	24,722	20,355	9,849,659,306

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

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
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
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 YEAR'S ACTIVITY REPORT AT THIS TIME**

SUF	669	2,937	51	13,825	1,145	928	856	10,896	576,300	389,000	9.3	1,174	399,300	325,000	1,214	395,900	333,800	69%	84%	70%	6.7	3.9	24,566	8,776	7,314	2,901,828,900
NAS	757	2,339	42	9,338	900	935	203	7,300	804,600	489,000	7.0	1,037	566,000	420,000	1,144	596,500	470,000	70%	86%	67%	6.0	4.1	20,471	7,713	6,550	3,669,775,636
QNS	931	2,199	31	7,484	717	1,144	122	5,501	518,800	419,000	7.2	769	424,100	385,000	771	462,600	400,000	82%	92%	49%	5.4	4.3	18,992	6,100	5,162	2,247,829,200
ALL	2,357	7,475	124	30,647	2,762	3,007	1,181	23,697	633,300	425,000	8.0	2,980	463,700	372,000	3,129	485,600	398,500	73%	88%	64%	6.1	4.1	64,029	22,589	19,026	8,819,433,736

**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.