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**ZONE ACTIVITY REPORT Sep-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	418	13	1,692	92	129	65	1,406	877,861	619,000	7.4	189	566,077	489,000	194	588,670	500,000	64%	79%	72%	6.5	3.6	4,071	1,695	1,501	892,201,536
21	145	640	30	2,695	173	256	71	2,195	365,309	319,000	7.5	292	315,676	287,300	297	313,833	295,000	86%	90%	65%	6.0	3.4	6,211	2,660	2,166	661,319,297
24	78	337	4	1,450	120	113	38	1,179	560,440	449,000	7.2	163	412,363	390,000	133	417,892	392,000	74%	87%	75%	6.0	3.6	3,210	1,311	1,085	463,511,530
25	82	520	5	2,335	94	152	173	1,916	374,076	299,000	8.5	226	278,610	250,000	174	297,204	284,000	74%	84%	74%	7.0	4.1	4,323	1,762	1,423	411,536,296
28	106	616	3	2,752	199	132	132	2,289	394,651	329,000	7.3	315	288,716	285,000	298	296,793	285,000	73%	87%	77%	6.6	3.9	5,902	2,480	2,025	636,551,698
30	51	186	2	1,242	197	91	176	778	808,225	549,000	9.5	82	504,469	387,450	71	619,560	375,000	62%	71%	58%	9.1	5.4	1,831	610	538	275,392,852
31	64	187	0	1,216	68	46	149	953	1,607,817	892,000	16.2	59	790,899	515,000	68	890,159	575,000	49%	58%	69%	10.8	7.1	1,747	474	438	378,718,377
SUF	662	2,904	57	13,382	943	919	804	10,716	604,518	390,450	8.1	1,326	383,350	323,500	1,235	411,067	335,000	63%	83%	71%	6.8	4.0	27,295	10,992	9,176	3,719,231,586
3	264	678	15	3,066	344	266	113	2,343	1,570,810	875,000	8.3	282	857,281	641,000	365	860,778	665,000	55%	73%	62%	6.5	4.4	7,536	3,019	2,644	2,311,271,852
4	43	226	5	635	37	61	5	532	438,662	424,995	3.9	138	400,759	391,000	128	384,398	380,000	91%	92%	75%	4.7	3.3	2,071	1,135	971	378,109,724
5	77	227	14	964	26	69	11	858	578,698	510,000	6.0	144	468,644	422,500	162	458,109	428,500	81%	83%	77%	5.4	3.3	2,733	1,332	1,168	535,541,744
6	188	725	9	2,769	366	266	61	2,076	570,090	440,000	6.8	306	419,558	380,000	339	423,392	385,000	74%	86%	71%	7.3	4.5	6,924	2,767	2,275	969,983,996
8	194	361	15	1,343	114	184	10	1,035	543,045	448,000	5.9	175	481,387	450,000	183	503,595	450,000	89%	100%	60%	6.1	3.9	3,493	1,559	1,327	655,409,926
NAS	766	2,217	58	8,777	887	846	200	6,844	899,453	529,000	6.5	1,045	552,316	430,000	1,177	572,038	440,000	61%	81%	67%	6.3	4.1	22,757	9,812	8,385	4,850,317,242
10	255	516	5	1,071	155	156	13	747	570,367	495,000	5.8	129	453,376	375,000	144	439,957	395,000	79%	76%	38%	3.7	3.2	4,128	1,264	1,151	498,688,964
11	137	300	20	988	81	282	20	605	713,989	629,000	6.6	91	512,852	449,000	111	582,492	525,000	72%	71%	39%	3.5	3.2	2,787	940	871	447,808,773
12	264	788	7	2,202	304	308	19	1,571	727,649	600,000	5.7	274	507,382	445,000	319	538,625	505,000	70%	74%	48%	4.7	3.7	6,977	2,498	2,200	1,152,337,179
13*	157	337	7	1,318	106	178	45	989	674,259	499,000	9.5	104	423,227	420,000	95	543,652	460,000	63%	84%	44%	5.3	3.7	3,107	1,056	830	383,378,486
14	62	151	3	635	43	108	9	475	467,279	399,000	7.7	62	402,739	362,500	51	365,617	355,000	86%	91%	57%	5.8	5.0	1,471	509	369	143,715,563
15	113	180	1	702	43	80	9	570	456,243	435,000	7.4	77	396,610	420,000	73	403,912	405,000	87%	97%	71%	4.6	4.1	1,760	759	578	222,058,035
QNS	988	2,272	43	6,916	732	1,112	115	4,957	635,469	490,000	6.7	737	466,353	400,000	793	503,923	435,000	73%	82%	47%	4.5	3.7	20,230	7,026	5,999	2,847,987,000
ALL	2,416	7,393	158	29,075	2,562	2,877	1,119	22,517	700,977	449,900	7.2	3,108	459,844	380,000	3,205	493,156	392,750	66%	84%	64%	6.1	3.9	70,282	27,830	23,560	11,417,535,828

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

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
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	4,177,028,897
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	9,836,969,306

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

SUF	668	2,981	99	13,526	1,065	922	855	10,684	577,500	389,000	8.8	1,208	384,800	315,000	1,154	416,900	335,000	67%	81%	70%	7.3	4.2	27,547	9,984	8,468	3,382,936,100
NAS	753	2,377	53	9,274	916	915	204	7,239	817,900	490,000	7.9	917	547,600	420,000	1,069	572,000	430,000	67%	86%	65%	7.0	4.5	22,848	8,630	7,619	4,281,239,736
QNS	932	2,325	75	7,471	754	1,159	125	5,433	529,100	425,000	6.8	803	452,100	395,000	752	452,500	400,000	85%	93%	45%	5.1	3.0	21,317	6,903	5,914	2,588,101,300
ALL	2,353	7,683	227	30,271	2,735	2,996	1,184	23,356	640,700	429,000	8.0	2,928	454,200	365,000	2,975	481,600	387,000	71%	85%	62%	6.6	4.2	71,712	25,517	22,001	10,252,277,136

**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.