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ZONE ACTIVITY REPORT (October-2015)

Zn	LISTINGS			INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
	# Ofcs	New ML's	New OE's	Total	Rent	Com	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	137	404	10	1,606	98	125	64	1,319	894,300	615,000	7.6	172	568,007	470,000	198	602,687	492,500	64 %	76 %	77 %	6.8	4.0	4,475	1,867	1,699	1,011,533,562
21	142	644	13	2,647	165	259	73	2,150	366,223	318,250	7.3	293	300,445	285,000	309	324,340	295,000	82 %	90 %	72 %	6.2	4.1	6,855	2,953	2,475	761,540,357
24	78	289	1	1,338	118	107	42	1,071	558,795	445,000	6.2	172	393,512	385,000	139	393,697	379,000	70 %	87 %	81 %	6.4	3.7	3,499	1,483	1,224	518,235,413
25	82	419	3	2,226	92	156	172	1,806	366,946	294,945	7.9	227	302,910	270,400	187	273,234	255,000	83 %	92 %	68 %	7.6	3.7	4,742	1,989	1,610	462,631,054
28	105	580	3	2,653	215	136	141	2,161	390,910	324,999	7.7	281	305,486	283,000	285	298,249	285,000	78 %	87 %	72 %	8.0	4.2	6,482	2,761	2,310	721,552,663
30	51	172	0	1,150	162	83	170	735	820,942	549,000	7.8	93	535,190	419,000	71	537,267	440,000	65 %	76 %	51 %	10.1	5.2	2,003	703	609	313,538,809
31	62	200	0	1,177	76	39	152	910	1,623,746	879,500	14.0	64	1,003,573	565,000	61	1,016,525	680,000	62 %	64 %	51 %	8.3	5.5	1,947	538	499	440,726,402
S	657	2,708	30	12,797	926	905	814	10,152	606,175	389,000	7.7	1,302	400,933	329,950	1,250	408,421	333,750	66 %	85 %	71 %	7.3	4.1	30,003	12,294	10,426	4,229,758,260
3	264	713	12	2,936	337	265	113	2,221	1,631,104	888,000	6.9	320	846,728	625,000	318	842,503	649,500	52 %	70 %	62 %	6.9	4.3	8,249	3,339	2,962	2,579,187,806
4	44	198	11	621	39	61	4	517	434,714	419,000	4.1	124	416,573	399,500	126	397,321	380,000	96 %	95 %	71 %	5.1	3.1	2,269	1,259	1,097	428,172,170
5	78	250	16	907	26	69	10	802	572,096	517,000	5.5	149	469,147	427,500	155	460,906	439,000	82 %	83 %	72 %	7.0	4.1	2,983	1,481	1,323	606,982,174
6	185	631	19	2,619	331	255	59	1,974	563,466	439,000	6.2	317	405,318	365,000	329	402,209	375,000	72 %	83 %	63 %	6.1	3.7	7,555	3,084	2,604	1,102,310,757
8	194	369	9	1,296	124	211	11	950	539,853	438,500	4.6	204	497,174	457,500	190	494,804	435,000	92 %	104 %	61 %	6.3	4.2	3,862	1,763	1,517	749,422,686
N	765	2,161	67	8,379	857	861	197	6,464	917,604	529,000	5.8	1,114	558,725	440,000	1,118	550,768	434,000	61 %	83 %	65 %	6.4	4.0	24,918	10,926	9,503	5,466,075,593
10	254	526	4	1,101	200	156	13	732	573,957	492,500	4.6	156	455,928	425,000	135	449,444	395,000	79 %	86 %	44 %	4.0	3.1	4,654	1,420	1,286	559,363,904
11	135	327	13	1,035	123	295	20	597	742,002	650,000	5.6	106	501,792	462,500	111	517,556	460,500	68 %	71 %	38 %	4.6	4.4	3,114	1,046	982	505,257,489
12	266	719	11	2,078	306	299	18	1,455	749,647	633,888	4.8	300	539,098	437,000	290	521,095	477,500	72 %	69 %	49 %	5.1	4.0	7,696	2,798	2,490	1,303,454,729
13	158	345	1	1,311	107	175	54	975	677,322	499,000	8.6	114	493,845	449,000	95	534,656	450,000	73 %	90 %	48 %	4.3	3.9	3,452	1,170	925	434,170,806
14	61	176	1	622	43	97	12	470	472,533	399,000	8.0	59	371,532	360,000	48	373,441	368,500	79 %	90 %	58 %	7.1	5.5	1,647	568	417	161,640,731
15	111	201	6	682	36	81	13	552	469,315	439,450	5.7	99	408,479	425,000	68	432,545	422,000	87 %	97 %	60 %	4.9	3.7	1,961	858	646	251,471,095
Q	985	2,294	36	6,829	815	1,103	130	4,781	647,436	499,000	5.7	834	485,255	425,000	747	491,796	425,000	75 %	85 %	48 %	4.8	4.0	22,524	7,860	6,746	3,215,358,754
A	2,407	7,163	133	28,005	2,598	2,869	1,141	21,397	709,477	449,000	6.5	3,250	476,658	386,000	3,115	479,504	390,000	67 %	86 %	63 %	6.4	4.0	77,445	31,080	26,675	12,911,192,607

LAST MONTHS ACTIVITY REPORT (September-2015)

S	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
N	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
Q	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
A	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 YEARS ACTIVITY REPORT AT THIS TIME

S	665	2,541	84	13,152	1,041	910	839	10,362	573,900	380,000	9.2	1,130	397,800	320,000	1,246	391,800	315,000	69%	84%	69%	7.7	4.3	30,088	11,114	9,714	3,871,114,660
N	750	2,360	67	9,120	1,022	917	197	6,984	818,900	489,000	6.7	1,037	549,500	410,000	1,000	532,000	420,000	67%	84%	68%	7.1	4.7	25,208	9,667	8,619	4,813,223,436
Q	933	2,376	43	7,470	867	1,150	115	5,338	541,600	429,000	6.4	829	437,700	390,000	777	470,300	410,000	81%	91%	48%	5.6	4.2	23,693	7,732	6,691	2,953,499,400
A	2,348	7,277	194	29,742	2,930	2,977	1,151	22,684	641,700	428,300	7.6	2,996	461,400	366,300	3,023	458,300	375,000	72%	86%	63%	7.0	4.4	78,989	28,513	25,024	11,637,837,496

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 the 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

