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December 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	136	234	20	1,321	107	121	70	1,023	900,633	599,000	6.3	164	698,563	495,000	176	561,126	497,500	78 %	83 %	75 %	7.1	3.9	5,041	2,180	2,045	1,209,470,758
21	144	432	12	2,241	172	234	72	1,763	362,076	305,000	6.6	269	291,306	284,500	285	299,432	280,000	80 %	93 %	72 %	6.8	3.2	7,776	3,514	3,009	928,415,021
24	78	191	6	1,062	92	100	43	827	579,693	445,000	6.2	135	386,991	380,000	162	392,795	381,500	67 %	85 %	70 %	7.6	3.8	3,916	1,744	1,526	641,935,203
25	82	293	12	1,962	97	145	207	1,513	347,544	289,000	8.4	183	288,388	250,000	240	289,182	265,000	83 %	87 %	72 %	7.7	4.1	5,405	2,343	2,022	579,799,478
28	105	368	4	2,270	208	128	121	1,813	383,814	319,990	7.6	239	288,835	275,000	288	306,480	293,500	75 %	86 %	75 %	8.0	3.9	7,332	3,220	2,843	877,568,753
30	51	109	0	999	162	82	158	597	805,355	529,000	10.9	55	566,616	409,000	76	541,420	420,000	70 %	77 %	66 %	9.2	6.3	2,245	822	765	396,968,009
31	62	262	0	1,144	81	41	146	876	2,093,717	992,500	14.9	60	974,521	617,750	57	706,087	540,000	47 %	62 %	58 %	10.3	6.1	2,349	646	617	544,961,873
S	658	1,889	54	10,999	919	851	817	8,412	662,824	379,900	7.7	1,105	413,223	320,000	1,284	379,123	326,000	62 %	84 %	72 %	7.7	4.0	34,064	14,469	12,827	5,179,119,095
3	265	455	8	2,391	314	237	100	1,740	1,695,480	886,500	6.5	273	909,292	587,000	307	842,928	616,888	54 %	66 %	66 %	7.9	4.9	9,271	3,888	3,527	3,055,379,948
4	44	130	4	480	42	57	2	379	427,947	405,000	3.6	109	410,885	399,000	129	396,848	386,000	96 %	99 %	72 %	5.4	3.1	2,552	1,473	1,328	520,086,104
5	77	138	13	732	35	61	13	623	572,660	499,990	4.9	131	489,236	448,500	148	471,292	428,000	85 %	90 %	70 %	6.0	3.9	3,355	1,757	1,590	728,749,837
6	184	393	24	2,066	284	217	47	1,518	553,716	429,000	5.4	282	412,388	372,000	290	415,277	375,000	74 %	87 %	71 %	7.6	4.4	8,475	3,632	3,134	1,319,611,327
8	188	248	9	1,141	118	217	6	800	527,718	427,001	5.2	152	457,125	431,500	170	532,248	472,250	87 %	101 %	58 %	5.9	3.3	4,431	2,073	1,842	918,369,256
N	758	1,364	58	6,810	793	789	168	5,060	935,140	519,450	5.4	947	573,273	440,000	1,044	565,743	436,000	61 %	85 %	67 %	6.9	4.1	28,084	12,823	11,421	6,542,196,472
10	243	354	11	946	165	138	11	632	599,320	489,000	5.1	122	468,961	427,500	152	466,264	402,500	78 %	87 %	43 %	3.2	3.1	5,409	1,688	1,567	695,970,562
11	135	220	9	923	144	265	18	496	740,059	644,000	5.4	93	556,361	475,000	116	533,988	487,500	75 %	74 %	34 %	5.5	4.4	3,603	1,246	1,171	606,819,606
12	267	588	10	1,811	352	237	15	1,207	766,838	665,000	4.9	251	515,598	405,000	277	542,049	520,000	67 %	61 %	52 %	5.9	4.2	8,920	3,305	3,039	1,595,565,630
13	155	259	10	1,135	110	159	46	820	688,443	549,000	7.0	116	464,200	428,500	102	553,411	477,500	67 %	78 %	44 %	4.7	4.9	4,002	1,389	1,101	528,678,482
14	61	116	2	527	53	84	9	381	502,264	419,000	6.1	63	403,560	380,000	51	422,693	420,000	80 %	91 %	57 %	2.4	0.4	1,928	683	517	203,771,508
15	108	125	4	549	40	69	14	426	485,929	445,000	4.5	94	467,602	451,200	84	401,368	415,000	96 %	101 %	74 %	4.2	3.2	2,267	1,035	800	315,227,137
Q	969	1,662	46	5,891	864	952	113	3,962	664,893	516,500	5.4	739	489,304	435,000	782	504,709	450,000	74 %	84 %	49 %	4.7	3.7	26,129	9,346	8,195	3,946,032,925
A	2,385	4,915	158	23,700	2,576	2,592	1,098	17,434	742,330	449,000	6.3	2,791	487,673	386,000	3,110	473,348	385,000	66 %	86 %	65 %	6.7	4.0	88,277	36,638	32,443	15,667,348,492

LAST MONTHS ACTIVITY REPORT (November-2015)

S	655	2,172	9	12,229	947	894	828	9,560	607,377	380,000	9.0	1,070	371,542	324,500	1,117	414,115	331,000	61%	85%	69%	7.8	4.3	32,175	13,364	11,543	4,692,325,210
N	755	1,802	10	7,914	856	872	196	5,990	922,721	525,000	6.2	950	558,716	429,250	874	555,475	430,000	61%	82%	68%	6.7	4.2	26,720	11,876	10,377	5,951,560,478
Q	962	1,943	5	6,698	908	1,080	135	4,575	659,902	499,000	6.0	747	499,382	430,000	667	503,736	439,000	76%	86%	46%	5.1	4.0	24,467	8,607	7,413	3,551,350,439
A	2,372	5,917	24	26,841	2,711	2,846	1,159	20,125	713,177	449,000	7.2	2,767	470,317	380,000	2,658	483,086	390,000	66%	85%	63%	6.8	4.2	83,362	33,847	29,333	14,195,236,127

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	658	1,789	40	11,460	1,008	886	775	8,791	571,000	375,000	10.0	882	411,200	319,000	1,018	382,700	312,600	72%	85%	69%	8.2	4.5	33,897	12,925	11,694	4,643,297,460
N	730	1,297	38	7,408	949	822	182	5,455	817,600	489,000	6.7	812	514,600	409,500	930	590,200	431,300	63%	84%	64%	7.6	4.7	28,200	11,317	10,361	5,857,123,236
Q	924	1,648	22	6,454	885	1,040	99	4,430	535,500	427,000	6.8	653	458,600	405,000	770	466,700	410,000	86%	95%	49%	5.3	3.7	27,219	9,083	8,105	3,606,685,200
A	2,312	4,734	100	25,322	2,842	2,748	1,056	18,676	634,600	419,000	8.0	2,347	460,200	370,000	2,718	477,500	380,000	73%	88%	62%	7.2	4.3	89,316	33,325	30,160	14,107,105,896

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