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ZONE ACTIVITY REPORT (February-2016)

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	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	139	301	16	1,328	92	131	63	1,042	902,916	639,000	7.2	148	554,690	449,500	118	585,867	460,000	61%	70%	79%	7.4	3.7	697	268	248	149,255,856
21	149	595	26	2,297	150	232	83	1,832	364,641	315,000	6.8	275	293,581	280,000	230	272,878	265,000	81%	89%	71%	6.5	3.8	1,188	504	479	133,213,004
24	81	255	8	1,069	72	110	36	851	583,579	455,757	6.9	126	395,639	373,000	125	386,659	384,000	68%	82%	70%	7.3	3.5	506	225	232	90,173,976
25	85	405	16	2,049	111	148	228	1,562	354,965	290,000	7.1	220	289,310	275,250	163	276,900	245,000	82%	95%	68%	8.0	3.7	892	347	310	87,356,775
28	105	544	1	2,307	186	132	136	1,853	382,676	319,990	8.5	219	283,718	277,500	209	296,252	279,000	74%	87%	82%	8.0	3.8	1,074	432	389	114,971,308
30	52	161	2	1,047	203	83	157	604	821,306	549,000	14.3	43	390,966	379,996	39	493,164	475,000	48%	69%	56%	9.7	7.4	330	85	110	58,713,088
31	60	180	0	1,290	121	40	157	972	2,075,166	1,099,000	23.7	41	1,070,723	410,000	45	1,233,220	560,000	52%	37%	62%	11.8	6.7	423	79	86	99,418,528
S	671	2,441	69	11,387	935	876	860	8,716	674,870	389,000	8.2	1,072	372,363	316,500	929	389,673	315,000	55%	81%	73%	7.7	4.0	5,110	1,940	1,854	733,102,535
3	269	681	22	2,471	327	221	93	1,830	1,698,497	903,500	7.0	271	859,331	665,000	230	901,348	627,000	51%	74%	57%	8.3	5.1	1,342	483	475	408,466,065
4	44	178	11	460	39	50	5	366	446,920	429,000	3.4	113	379,132	375,000	97	405,333	390,000	85%	87%	72%	4.8	2.9	351	208	203	83,105,159
5	78	223	28	768	24	66	12	666	575,903	524,995	5.0	136	484,465	450,000	115	468,584	440,000	84%	86%	70%	6.4	3.7	474	245	229	107,609,546
6	187	668	17	2,233	326	255	52	1,600	557,597	437,500	6.1	267	403,832	375,000	247	410,197	365,000	72%	86%	62%	8.2	5.0	1,310	491	471	195,215,651
8	189	328	12	1,152	126	244	5	777	559,019	439,000	6.1	131	489,087	448,000	136	520,236	481,000	87%	102%	53%	6.8	4.4	644	284	288	142,683,816
N	767	2,078	90	7,084	842	836	167	5,239	950,923	539,000	5.9	918	559,370	429,995	825	572,831	440,000	59%	80%	61%	7.3	4.5	4,121	1,711	1,666	937,080,237
10	244	410	8	946	199	139	12	596	605,033	480,000	5.7	107	439,810	420,000	146	493,747	417,500	73%	88%	51%	4.0	2.9	821	228	273	131,362,026
11	135	269	11	919	153	262	14	490	741,691	642,500	5.6	89	528,353	430,000	79	638,111	643,999	71%	67%	38%	4.9	3.6	545	175	170	99,352,298
12	267	667	9	1,894	413	278	14	1,189	775,546	665,000	5.0	236	544,226	507,500	226	509,521	390,000	70%	76%	48%	5.8	4.5	1,347	426	459	248,400,252
13	156	326	11	1,173	135	187	41	810	695,199	549,000	8.4	96	481,619	467,000	88	481,438	440,000	69%	85%	43%	7.0	6.0	635	163	184	87,458,992
14	61	141	1	540	38	89	9	404	508,225	425,000	8.3	51	435,379	380,000	47	359,002	360,000	86%	89%	55%	6.9	5.3	299	88	85	32,370,710
15	110	176	4	564	36	74	14	440	477,489	459,000	6.6	68	386,321	415,000	79	425,819	425,000	81%	90%	65%	6.0	4.6	345	128	148	62,081,708
Q	973	1,989	44	6,036	974	1,029	104	3,929	668,028	520,000	6.1	647	490,309	442,500	665	497,036	425,000	73%	85%	49%	5.6	4.3	3,992	1,208	1,319	661,025,986
A	2,411	6,508	203	24,508	2,751	2,741	1,131	17,885	754,235	454,800	6.9	2,637	466,403	375,000	2,419	481,654	385,000	62%	82%	62%	7.0	4.3	13,223	4,859	4,839	2,331,208,758

LAST MONTHS ACTIVITY REPORT (January-2016)

S	669	2,669	99	11,335	976	868	826	8,665	670,074	384,999	10.0	868	361,609	310,000	925	401,185	317,000	54%	81%	68%	8.0	4.3	2,669	868	925	371,096,250
N	762	2,043	91	6,960	858	809	165	5,128	949,313	525,000	6.5	793	546,417	425,000	841	552,313	440,000	58%	81%	68%	6.9	4.5	2,043	793	841	464,494,981
Q	973	2,003	46	6,055	1,006	1,006	104	3,939	671,104	525,000	7.1	561	478,686	400,000	654	505,347	443,525	71%	76%	46%	4.8	3.7	2,003	561	654	330,497,070
A	2,404	6,715	236	24,350	2,840	2,683	1,095	17,732	751,057	449,900	8.0	2,222	457,124	370,000	2,420	481,855	387,000	61%	82%	62%	6.7	4.2	6,715	2,222	2,420	1,166,088,301

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	650	2,108	47	11,625	946	864	773	9,042	572,900	379,000	10.5	859	394,500	320,000	705	378,000	320,000	69%	84%	69%	8.8	4.7	4,427	1,620	1,438	572,556,600
N	744	1,812	39	7,700	913	849	196	5,742	826,100	495,000	7.0	818	555,400	422,300	662	529,500	409,000	67%	85%	70%	7.7	4.3	3,923	1,467	1,419	801,932,500
Q	940	1,841	31	6,537	927	1,128	94	4,388	535,900	425,000	6.5	670	416,800	367,500	597	456,700	405,000	78%	86%	44%	5.6	4.2	3,989	1,235	1,186	552,214,400
A	2,334	5,761	117	25,862	2,786	2,841	1,063	19,172	640,300	420,000	8.2	2,347	456,900	370,000	1,964	453,000	372,500	71%	88%	62%	7.4	4.4	12,339	4,322	4,043	1,926,703,500

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