

This report is for INTERNAL use only. The figures represent preliminary and unofficial housing data for Long Island. The Multiple Listing Service Of Long Island, Inc. publishes monthly MARKET UPDATE Reports for Nassau, Suffolk, and Queens that are the most up to date, accurate figures and for that reason serve as the official source for monthly housing data.

ZONE ACTIVITY REPORT (March-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	141	549	31	1,415	92	124	60	1,139	867,336	639,000	5.2	224	629,913	518,500	137	562,727	470,000	73%	81%	73%	7.1	4.6	1,246	492	385	226,349,455
21	150	701	24	2,308	127	244	77	1,860	368,167	320,000	5.0	375	321,073	305,000	227	287,375	270,000	87%	95%	64%	6.8	3.9	1,889	879	706	198,447,129
24	84	357	12	1,081	65	110	35	871	598,577	469,000	4.4	202	414,066	395,000	94	400,230	369,500	69%	84%	82%	8.1	3.8	863	427	326	127,795,596
25	83	474	18	2,035	104	147	223	1,561	366,142	299,900	7.3	215	268,722	246,000	171	263,324	237,500	73%	82%	67%	7.2	4.0	1,366	562	481	132,385,179
28	107	675	3	2,341	164	141	134	1,902	390,136	324,944	5.7	339	296,040	287,500	203	280,077	270,000	76%	88%	79%	8.2	3.4	1,749	771	592	171,826,939
30	53	264	2	1,142	233	83	179	647	814,304	549,000	10.1	64	438,966	401,950	42	522,624	412,500	54%	73%	76%	10.4	5.3	594	149	152	80,663,296
31	59	240	0	1,302	151	39	149	963	2,117,040	1,199,000	11.8	81	917,504	595,000	49	677,022	425,000	43%	50%	67%	11.1	6.6	663	160	135	132,592,606
S	677	3,260	90	11,624	936	888	857	8,943	679,101	399,000	6.0	1,500	403,792	335,000	923	365,068	309,990	59%	84%	72%	7.7	4.1	8,370	3,440	2,777	1,070,060,200
3	267	980	35	2,698	324	223	102	2,049	1,653,789	929,000	5.7	366	911,411	647,500	267	962,110	635,000	55%	70%	63%	8.1	5.2	2,322	849	742	665,349,435
4	44	256	16	507	44	43	5	415	454,164	429,990	3.0	138	412,345	414,900	106	365,313	370,000	91%	96%	65%	7.3	4.4	607	346	309	121,828,337
5	78	325	26	834	26	67	13	728	575,270	525,000	4.4	166	474,975	455,000	143	472,454	446,500	83%	87%	69%	6.2	3.4	799	411	372	175,170,468
6	191	792	30	2,298	323	258	56	1,661	580,088	449,000	5.1	338	410,071	380,000	270	413,602	372,000	71%	85%	60%	5.4	3.4	2,102	829	741	306,888,191
8	193	430	17	1,159	125	225	6	803	576,818	469,000	3.9	211	487,045	445,000	148	434,668	412,000	84%	95%	68%	7.5	4.1	1,074	495	436	207,014,680
N	773	2,783	124	7,496	842	816	182	5,656	958,734	549,900	4.7	1,219	583,016	455,000	934	577,271	430,000	61%	83%	64%	6.8	4.1	6,904	2,930	2,600	1,476,251,111
10	249	510	7	958	194	149	15	600	630,437	492,500	4.4	139	446,329	429,000	109	441,282	390,000	71%	87%	45%	3.4	2.6	1,331	367	382	179,461,764
11	134	382	16	931	162	262	15	492	771,020	656,000	4.3	115	470,494	365,000	102	614,337	618,000	61%	56%	38%	4.8	3.9	927	290	272	162,014,672
12	266	787	16	1,913	392	279	15	1,227	788,981	678,000	4.3	292	538,022	491,250	261	495,025	427,000	68%	72%	51%	4.8	3.9	2,134	718	720	377,601,777
13	157	383	5	1,181	139	193	35	814	713,883	549,000	6.3	130	464,979	428,000	95	525,181	470,000	65%	78%	45%	8.3	5.5	1,018	293	279	137,351,187
14	62	162	4	522	29	87	8	398	488,136	415,000	6.8	60	402,055	401,000	40	423,596	353,000	82%	97%	50%	9.8	8.4	461	148	125	49,314,550
15	111	216	2	565	36	66	17	446	494,946	459,000	4.7	94	432,313	450,000	70	384,193	396,250	87%	98%	51%	7.3	4.9	561	222	218	88,975,218
Q	979	2,440	50	6,070	952	1,036	105	3,977	684,387	529,000	4.8	830	480,069	430,000	677	492,900	433,000	70%	81%	47%	5.6	4.3	6,432	2,038	1,996	994,719,168
A	2,429	8,483	264	25,190	2,730	2,740	1,144	18,576	765,375	469,000	5.3	3,549	483,190	392,500	2,534	477,436	379,000	63%	84%	62%	6.9	4.2	21,706	8,408	7,373	3,541,030,479

LAST MONTHS ACTIVITY REPORT (February-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	650	3,120	99	11,891	877	866	785	9,363	567,200	380,000	8.3	1,128	387,600	323,200	804	385,800	307,000	68%	85%	71%	8.5	4.7	7,547	2,748	2,242	882,764,400
N	744	2,622	91	8,095	914	884	197	6,100	817,000	499,000	6.4	957	553,800	429,000	706	554,600	418,500	68%	86%	64%	7.8	5.1	6,545	2,424	2,125	1,193,479,100
Q	947	2,409	53	6,576	881	1,130	103	4,462	553,700	439,000	5.8	773	417,900	350,000	669	452,000	415,000	75%	80%	49%	5.9	4.5	6,398	2,008	1,855	854,643,500
A	2,341	8,151	243	26,562	2,672	2,880	1,085	19,925	640,600	429,000	7.0	2,858	451,500	366,500	2,179	460,800	375,000	70%	85%	62%	7.5	4.8	20,490	7,180	6,222	2,930,887,000

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