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ZONE ACTIVITY REPORT (April-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	145	497	27	1,466	77	129	61	1,199	905,219	659,000	4.8	249	549,606	460,000	136	541,189	474,000	61%	70%	72%	6.7	3.4	1,743	741	521	299,951,159
21	151	687	28	2,245	98	236	76	1,835	373,237	329,000	4.4	415	313,792	305,000	236	294,789	286,700	84%	93%	71%	7.2	3.7	2,576	1,294	942	268,017,333
24	84	387	1	1,129	69	117	38	905	597,782	469,900	4.3	209	458,349	400,000	127	367,129	362,000	77%	85%	76%	6.7	3.5	1,250	636	453	174,420,979
25	84	471	18	1,979	77	141	221	1,540	364,861	299,000	5.6	277	291,304	280,000	155	285,183	260,000	80%	94%	71%	8.4	5.0	1,837	839	636	176,588,544
28	110	717	4	2,348	149	138	133	1,928	401,462	329,900	5.3	371	300,892	291,000	221	277,201	270,000	75%	88%	74%	7.7	4.2	2,466	1,142	813	233,088,360
30	55	212	3	1,168	251	88	183	646	833,841	552,000	7.0	91	511,517	345,000	60	379,680	330,000	61%	63%	48%	10.0	6.2	806	240	212	103,444,096
31	60	211	0	1,276	179	41	136	920	2,070,544	1,199,000	10.2	91	843,266	561,000	45	835,570	625,000	41%	47%	71%	8.1	5.7	874	251	180	170,193,256
S	689	3,182	81	11,611	900	890	848	8,973	678,782	399,999	5.3	1,703	398,401	335,000	980	362,901	311,000	59%	84%	71%	7.6	4.2	11,552	5,143	3,757	1,425,703,727
3	273	907	30	2,844	300	224	108	2,212	1,620,115	939,000	6.0	377	873,813	670,000	241	818,516	618,000	54%	71%	63%	6.5	4.5	3,229	1,226	983	862,611,791
4	45	235	12	517	34	45	5	433	457,631	439,000	3.0	146	418,395	409,000	80	395,905	385,000	91%	93%	78%	4.9	2.9	842	492	389	153,500,737
5	79	355	37	893	24	70	12	787	575,174	519,000	4.1	188	487,954	457,000	108	474,573	439,000	85%	88%	69%	6.1	3.9	1,154	599	480	226,424,352
6	190	830	27	2,404	333	239	58	1,774	587,638	449,000	5.1	347	444,694	407,500	221	447,798	395,000	76%	91%	62%	7.7	5.0	2,932	1,176	962	405,851,549
8	191	430	27	1,197	106	225	5	861	590,430	479,000	3.7	231	518,982	464,000	146	497,890	441,500	88%	97%	66%	5.5	3.3	1,504	726	582	279,706,620
N	778	2,757	133	7,855	797	803	188	6,067	953,575	559,000	4.7	1,289	586,844	460,000	796	567,643	445,625	62%	82%	66%	6.4	4.2	9,661	4,219	3,396	1,928,095,049
10	249	510	3	993	205	145	16	627	613,224	489,000	3.9	155	446,994	355,000	111	427,733	385,000	73%	73%	44%	2.6	2.5	1,841	522	493	226,940,127
11	138	353	22	927	132	273	20	502	773,733	686,500	5.1	100	563,042	559,000	68	574,338	532,500	73%	81%	37%	5.7	4.9	1,280	390	340	201,069,656
12	267	838	8	1,972	361	293	18	1,300	809,503	719,000	4.6	288	542,691	470,500	203	580,212	580,000	67%	65%	49%	5.5	3.6	2,972	1,006	923	495,384,813
13	157	332	3	1,150	132	201	35	782	731,451	560,000	5.6	140	476,321	470,000	67	470,603	445,000	65%	84%	39%	6.0	2.9	1,350	433	346	168,881,588
14	65	165	4	518	41	87	6	384	471,157	427,000	5.3	72	432,217	385,000	36	394,621	377,500	92%	90%	42%	5.8	4.8	626	220	161	63,520,906
15	112	208	5	554	39	64	11	440	482,769	459,000	4.4	100	464,144	450,000	60	403,013	433,500	96%	98%	55%	5.2	3.7	769	322	278	113,155,998
Q	988	2,406	45	6,114	910	1,063	106	4,035	691,598	545,000	4.7	855	498,365	449,000	545	503,182	455,000	72%	82%	45%	5.0	3.5	8,838	2,893	2,541	1,268,953,088
A	2,455	8,345	259	25,580	2,607	2,756	1,142	19,075	768,894	479,990	5.0	3,847	483,759	395,000	2,321	466,058	385,000	63%	82%	63%	6.6	4.0	30,051	12,255	9,694	4,622,751,864

LAST MONTHS ACTIVITY REPORT (March-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	654	3,646	105	12,692	872	897	807	10,116	570,400	389,000	7.8	1,301	397,700	325,000	854	393,200	315,000	70%	84%	69%	7.6	4.1	11,193	4,049	3,096	1,218,562,300
N	756	3,064	111	8,832	890	899	185	6,858	834,900	509,900	6.2	1,107	533,900	430,000	686	600,500	441,000	64%	84%	66%	7.0	4.7	9,609	3,531	2,811	1,605,416,800
Q	966	2,387	62	6,715	792	1,136	101	4,686	578,500	459,000	5.4	862	462,500	396,000	572	465,200	413,000	80%	86%	50%	5.5	4.1	8,785	2,870	2,427	1,120,728,100
A	2,376	9,097	278	28,239	2,554	2,932	1,093	21,660	655,900	440,000	6.6	3,270	460,900	385,000	2,112	480,000	375,000	70%	88%	63%	6.8	4.3	29,587	10,450	8,334	3,944,707,200

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