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### ZONE ACTIVITY REPORT (May-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	144	525	36	1,544	70	134	60	1,280	905,631	649,999	5.1	261	621,442	535,000	144	611,392	507,500	69%	82%	79%	5.3	3.2	2,268	1,002	665	387,991,607
21	151	668	20	2,219	79	235	76	1,829	378,437	329,000	4.2	435	322,855	310,000	260	335,041	315,000	85%	94%	73%	5.9	3.5	3,244	1,729	1,202	355,127,993
24	86	328	6	1,089	62	106	36	885	598,919	475,000	4.2	212	417,503	390,000	141	479,570	395,000	70%	82%	80%	6.5	3.7	1,578	848	594	242,065,729
25	85	465	17	1,989	75	143	228	1,543	369,114	299,999	5.8	265	289,358	270,000	160	280,117	248,750	78%	90%	68%	8.3	4.2	2,302	1,104	796	221,407,264
28	112	717	5	2,404	140	135	141	1,988	407,009	332,950	5.4	371	329,308	309,990	253	284,929	265,000	81%	93%	78%	6.9	3.9	3,183	1,513	1,066	305,175,397
30	56	214	6	1,177	247	88	185	657	870,550	565,000	6.5	101	514,220	395,000	80	504,078	405,000	59%	70%	49%	8.6	4.8	1,020	341	292	143,770,336
31	59	220	0	1,290	186	40	138	926	1,975,720	1,187,000	17.7	52	1,045,787	586,500	72	1,007,486	654,500	53%	49%	56%	11.0	6.5	1,094	303	252	242,732,248
S	693	3,137	90	11,712	859	881	864	9,108	676,499	409,900	5.4	1,697	410,324	345,000	1,110	425,736	340,000	61%	84%	72%	7.0	4.0	14,689	6,840	4,867	1,898,270,574
3	275	984	19	3,016	305	228	110	2,373	1,630,123	969,900	5.9	406	859,226	650,000	252	888,830	680,000	53%	67%	63%	6.3	4.6	4,213	1,632	1,235	1,086,596,951
4	45	235	8	532	35	46	6	445	465,990	449,000	2.9	154	410,941	390,000	101	410,795	415,000	88%	87%	78%	3.7	2.5	1,077	646	490	194,991,032
5	80	342	29	877	18	71	14	774	588,060	529,000	3.4	229	492,325	460,000	112	472,776	442,500	84%	87%	74%	5.5	3.0	1,496	828	592	279,375,264
6	189	784	36	2,421	304	235	58	1,824	604,533	469,000	5.3	352	416,870	395,000	267	419,240	385,000	69%	84%	60%	5.2	3.5	3,716	1,528	1,229	517,788,629
8	189	414	21	1,182	107	191	5	879	585,682	485,000	4.0	216	558,206	510,000	132	489,788	465,000	95%	105%	55%	5.6	3.1	1,918	942	714	344,358,636
N	778	2,759	113	8,028	769	771	193	6,295	976,694	579,000	4.7	1,357	583,776	460,000	864	572,934	459,250	60%	79%	64%	5.5	3.6	12,420	5,576	4,260	2,423,110,512
10	257	476	4	1,002	182	152	17	651	651,888	528,888	4.5	145	478,914	445,000	113	483,139	432,000	73%	84%	46%	3.0	2.6	2,317	667	606	281,534,834
11	139	312	5	934	110	269	21	534	803,877	685,000	4.9	109	603,056	585,000	87	524,329	430,000	75%	85%	31%	5.3	4.0	1,592	499	427	246,686,279
12	273	821	10	2,017	379	310	14	1,314	831,349	739,000	4.1	327	538,597	482,000	250	579,974	550,000	65%	65%	51%	5.5	3.9	3,793	1,333	1,173	640,378,313
13	156	313	5	1,154	144	196	37	777	735,546	565,000	5.6	139	497,697	462,000	81	504,858	450,000	68%	82%	46%	5.5	3.2	1,663	572	427	209,775,086
14	68	170	0	507	42	91	9	365	492,607	439,000	4.2	87	409,480	370,000	52	444,050	439,500	83%	84%	44%	2.7	1.9	796	307	213	86,611,506
15	112	185	5	571	42	72	17	440	499,227	469,000	4.9	89	422,034	425,000	61	417,732	422,100	85%	91%	62%	6.1	4.2	954	411	339	138,637,650
Q	1,005	2,277	29	6,185	899	1,090	115	4,081	714,781	559,000	4.6	896	506,320	446,050	644	519,675	455,000	71%	80%	47%	4.9	3.5	11,115	3,789	3,185	1,603,623,668
A	2,476	8,173	232	25,925	2,527	2,742	1,172	19,484	781,506	495,000	4.9	3,950	491,688	405,000	2,618	497,423	396,000	63%	82%	64%	6.0	3.7	38,224	16,205	12,312	5,925,004,754

### LAST MONTHS ACTIVITY REPORT (April-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	655	3,705	83	13,468	919	918	825	10,806	585,800	399,000	7.9	1,376	414,600	345,000	923	413,800	330,000	71%	86%	68%	7.8	4.5	14,898	5,425	4,019	1,600,548,500
N	758	2,981	105	9,244	853	910	183	7,298	876,800	525,000	5.7	1,285	579,300	450,000	818	556,300	435,000	66%	86%	65%	6.2	4.2	12,590	4,816	3,629	2,060,448,200
Q	966	2,364	39	6,806	759	1,140	109	4,798	586,000	459,000	5.5	866	479,200	416,700	636	463,800	410,500	82%	91%	46%	5.9	4.4	11,149	3,736	3,063	1,415,724,300
A	2,379	9,050	227	29,518	2,531	2,968	1,117	22,902	678,600	449,000	6.5	3,527	490,500	400,000	2,377	476,200	382,500	72%	89%	61%	6.7	4.4	38,637	13,977	10,711	5,076,721,000

**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