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ZONE ACTIVITY REPORT (June-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	542	44	1,545	65	134	62	1,284	903,115	649,000	4.3	302	583,540	480,000	247	611,005	495,000	65%	74%	70%	6.0	3.5	2,810	1,304	912	538,909,842
21	150	663	32	2,172	70	210	74	1,818	383,709	329,000	4.6	394	322,392	315,000	362	325,058	309,950	84%	96%	66%	5.7	2.9	3,907	2,123	1,564	472,798,989
24	86	370	5	1,102	77	106	36	883	600,368	472,500	4.3	202	451,493	424,500	205	411,488	392,500	75%	90%	80%	5.3	3.1	1,948	1,050	799	326,420,769
25	85	487	20	1,968	68	142	221	1,537	374,406	299,900	5.9	265	289,839	278,000	210	292,373	276,250	77%	93%	67%	7.4	4.4	2,789	1,369	1,006	282,805,594
28	113	682	10	2,300	99	128	125	1,948	411,399	339,000	4.8	408	303,029	295,000	313	310,456	302,500	74%	87%	80%	5.7	2.9	3,865	1,921	1,379	402,348,125
30	56	176	2	1,135	246	87	184	618	900,652	592,500	6.8	93	494,810	415,000	88	504,933	412,500	55%	70%	60%	8.0	4.2	1,196	434	380	188,204,440
31	59	175	0	1,248	180	44	130	894	1,896,730	1,177,000	15.0	60	948,061	587,250	74	1,051,150	604,250	50%	50%	68%	8.7	4.7	1,269	363	326	320,517,348
S	694	3,095	113	11,470	805	851	832	8,982	669,835	415,000	5.2	1,724	404,755	347,000	1,499	422,771	343,000	60%	84%	71%	6.2	3.4	17,784	8,564	6,366	2,532,005,107
3	274	951	27	3,009	330	233	105	2,341	1,639,760	989,000	5.4	434	875,249	680,000	397	939,881	680,000	53%	69%	67%	6.0	4.1	5,164	2,066	1,632	1,459,729,708
4	46	223	4	523	32	52	6	433	460,499	440,000	2.8	157	426,431	409,000	145	428,838	400,000	93%	93%	72%	3.6	2.7	1,300	803	635	257,172,542
5	80	321	26	826	19	73	12	722	600,755	535,000	3.4	215	505,630	475,000	178	497,662	467,000	84%	89%	78%	3.4	2.3	1,817	1,043	770	367,959,100
6	191	837	22	2,465	355	236	64	1,810	611,470	469,000	4.9	371	433,171	415,000	310	446,727	406,000	71%	88%	70%	5.7	3.9	4,553	1,899	1,539	656,273,999
8	190	464	12	1,203	140	192	5	866	583,259	479,000	3.9	230	564,568	527,750	202	563,179	522,500	97%	110%	63%	4.9	3.3	2,382	1,172	916	458,120,794
N	781	2,796	91	8,026	876	786	192	6,172	985,691	579,000	4.4	1,407	601,333	485,000	1,232	629,988	480,000	61%	84%	69%	5.1	3.5	15,216	6,983	5,492	3,199,256,143
10	257	521	2	1,030	185	148	11	686	650,263	550,000	4.7	144	504,742	417,500	134	490,514	472,250	78%	76%	47%	4.1	3.4	2,838	811	740	347,263,710
11	138	335	17	948	130	272	22	524	815,153	699,000	4.4	117	592,105	578,000	93	556,151	520,000	73%	83%	41%	4.3	4.5	1,927	616	520	298,408,322
12	273	852	11	2,009	379	309	16	1,305	865,070	759,000	4.0	331	580,823	563,000	254	574,658	578,500	67%	74%	53%	4.9	3.8	4,645	1,664	1,427	786,341,445
13	157	384	9	1,160	137	200	43	780	745,112	575,000	6.3	124	492,263	449,500	77	521,268	485,000	66%	78%	64%	6.1	4.9	2,047	696	504	249,912,722
14	69	183	1	531	45	92	11	383	491,370	439,000	6.1	63	402,135	412,000	53	471,070	410,000	82%	94%	47%	4.4	3.5	979	370	266	111,578,216
15	113	214	2	589	53	64	20	452	508,977	479,450	4.5	101	410,419	435,000	79	440,664	445,000	81%	91%	62%	3.6	2.6	1,168	512	418	173,450,106
Q	1,007	2,489	42	6,267	929	1,085	123	4,130	726,774	575,000	4.7	880	525,044	452,500	690	526,567	478,250	72%	79%	52%	4.6	3.8	13,604	4,669	3,875	1,966,954,521
A	2,482	8,380	246	25,763	2,610	2,722	1,147	19,284	783,121	499,000	4.8	4,011	500,103	415,000	3,421	518,331	415,000	64%	83%	67%	5.5	3.5	46,604	20,216	15,733	7,698,215,771

LAST MONTHS ACTIVITY REPORT (May-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	657	3,465	74	13,701	934	952	823	10,992	590,700	398,500	7.2	1,531	406,800	340,000	1,154	412,400	342,500	69%	85%	71%	6.7	4.1	18,363	6,956	5,173	2,076,458,000
N	761	3,004	106	9,359	858	868	186	7,447	882,000	529,000	5.2	1,445	665,300	459,000	991	604,200	445,000	75%	87%	66%	5.7	3.9	15,594	6,261	4,620	2,659,201,000
Q	980	2,051	50	6,743	730	1,089	119	4,805	602,000	469,000	5.4	897	485,800	415,000	692	451,800	395,000	81%	88%	48%	4.4	3.6	13,200	4,633	3,755	1,728,349,200
A	2,398	8,520	230	29,803	2,522	2,909	1,128	23,244	686,300	449,900	6.0	3,873	521,500	400,000	2,837	489,000	390,000	76%	89%	64%	5.8	3.9	47,157	17,850	13,548	6,464,008,200

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