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ZONE ACTIVITY REPORT (July-2016)

Zn	# Ofcs	LISTINGS		INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
		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	424	25	1,574	86	142	57	1,289	907,602	659,000	6.6	196	569,553	475,000	233	603,564	529,000	63%	72%	77%	5.8	3.3	3,234	1,500	1,145	679,540,254
21	154	673	27	2,233	123	212	77	1,821	386,392	329,000	5.1	361	316,900	317,000	352	316,871	300,000	82%	96%	69%	3.8	1.9	4,580	2,484	1,916	584,337,581
24	86	327	9	1,090	81	106	39	864	594,638	469,450	4.6	186	422,642	409,500	198	425,083	420,000	71%	87%	79%	4.5	2.7	2,275	1,236	997	410,587,203
25	84	467	11	2,034	97	154	226	1,557	379,154	299,990	7.6	205	305,677	280,000	235	293,161	275,000	81%	93%	74%	6.0	3.1	3,256	1,574	1,241	351,698,429
28	113	622	6	2,351	113	123	121	1,994	403,736	329,850	6.4	312	312,631	292,000	338	325,733	310,000	77%	89%	81%	5.0	2.7	4,487	2,233	1,717	512,445,879
30	56	174	1	1,150	246	87	180	637	873,120	569,000	9.6	66	544,013	444,500	61	489,680	390,000	62%	78%	66%	8.3	5.5	1,370	500	441	218,074,920
31	59	200	0	1,253	160	44	135	914	1,886,413	1,149,000	16.4	55	799,491	570,000	62	793,053	515,750	42%	50%	71%	7.0	5.3	1,469	418	388	369,686,634
S	697	2,887	79	11,685	906	868	835	9,076	668,030	410,000	6.6	1,381	394,443	345,000	1,479	401,870	345,000	59%	84%	75%	5.1	2.9	20,671	9,945	7,845	3,126,370,900
3	275	802	13	2,983	329	241	121	2,292	1,676,331	998,000	6.3	364	843,841	639,500	386	904,789	705,000	50%	64%	64%	5.4	3.6	5,966	2,430	2,018	1,808,978,262
4	46	213	7	505	33	49	4	419	470,194	439,999	3.2	130	405,946	409,950	125	405,762	405,000	86%	93%	81%	2.3	1.3	1,513	933	760	307,892,792
5	80	293	15	842	28	70	15	729	608,761	530,000	4.5	162	486,725	465,000	195	495,508	462,500	80%	88%	75%	4.2	2.5	2,110	1,205	965	464,583,160
6	193	655	18	2,358	310	236	60	1,752	625,243	479,000	5.2	338	409,648	378,500	306	447,294	408,500	66%	79%	62%	5.9	3.9	5,208	2,237	1,845	793,145,963
8	193	356	16	1,145	112	200	5	828	566,916	475,000	4.2	201	543,545	472,000	196	575,662	499,500	96%	99%	58%	4.6	2.6	2,738	1,373	1,112	570,950,546
N	787	2,319	69	7,833	812	796	205	6,020	1,004,615	587,500	5.0	1,195	574,472	450,000	1,208	617,794	480,000	57%	77%	66%	4.9	3.1	17,535	8,178	6,700	3,945,550,723
10	253	410	5	1,011	189	156	12	654	643,628	525,000	4.5	142	539,835	486,250	111	478,298	434,000	84%	93%	43%	3.0	2.1	3,248	953	851	400,354,788
11	137	275	10	927	136	257	21	513	854,352	749,000	5.4	96	616,497	582,500	100	581,604	575,000	72%	78%	42%	4.9	4.0	2,202	712	620	356,568,722
12	271	837	6	2,065	402	321	16	1,326	853,841	758,500	4.7	284	593,548	566,500	232	600,692	599,000	70%	75%	44%	4.4	3.5	5,482	1,948	1,659	925,701,989
13	158	319	7	1,189	145	205	42	797	770,732	579,000	7.5	107	513,283	470,000	82	505,586	457,500	67%	81%	41%	3.5	2.9	2,366	803	586	291,370,774
14	67	151	1	526	44	100	11	371	495,430	449,000	7.1	53	425,096	380,000	33	448,697	400,000	86%	85%	48%	7.0	4.1	1,130	423	299	126,385,217
15	114	158	2	540	41	64	17	418	501,075	479,000	4.6	93	477,609	463,500	67	444,031	465,000	95%	97%	63%	3.8	1.9	1,326	605	485	203,200,183
Q	1,000	2,150	31	6,258	957	1,103	119	4,079	735,214	575,000	5.3	775	550,035	490,000	625	538,604	480,000	75%	85%	45%	4.2	3.1	15,754	5,444	4,500	2,303,581,673
A	2,484	7,356	179	25,776	2,675	2,767	1,159	19,175	787,993	499,000	5.7	3,351	494,628	412,000	3,312	506,427	415,000	63%	83%	66%	4.9	3.0	53,960	23,567	19,045	9,375,503,296

LAST MONTHS ACTIVITY REPORT (June-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	659	3,159	77	13,550	909	933	677	11,031	597,887	399,000	7.9	1,405	391,936	332,000	1,376	412,679	339,950	66%	83%	73%	6.6	4.0	21,522	8,361	6,549	2,647,364,273
N	766	2,653	72	9,300	862	883	199	7,356	894,027	529,000	5.7	1,291	552,358	445,000	1,236	587,000	456,500	62%	84%	67%	5.5	3.5	18,247	7,552	5,856	3,384,732,248
Q	985	2,394	45	6,664	700	971	118	4,875	610,782	478,000	5.8	847	482,852	425,000	707	493,429	422,000	79%	89%	44%	5.0	4.3	15,594	5,480	4,462	2,077,203,702
A	2,410	8,206	194	29,514	2,471	2,787	994	23,262	694,236	449,945	6.6	3,543	472,125	390,000	3,319	494,797	400,000	68%	87%	65%	5.8	3.8	55,363	21,393	16,867	8,109,300,223

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