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ZONE ACTIVITY REPORT (August-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	365	17	1,490	94	141	55	1,200	919,358	662,500	5.8	207	602,174	510,000	285	600,477	500,000	65%	77%	78%	3.8	1.9	3,599	1,707	1,430	850,676,199
21	155	604	19	2,132	117	223	64	1,728	388,971	329,000	4.4	397	318,280	312,000	399	335,766	320,000	82%	95%	72%	4.4	2.4	5,184	2,881	2,315	718,308,215
24	85	290	3	1,016	63	107	35	811	603,099	479,990	4.0	203	433,755	399,999	242	428,392	413,500	72%	83%	76%	4.9	2.8	2,565	1,439	1,239	514,258,067
25	85	406	6	1,923	74	135	182	1,532	378,326	299,999	6.4	236	288,969	267,450	271	292,994	277,500	76%	89%	76%	6.5	3.2	3,662	1,810	1,512	431,099,803
28	114	591	1	2,263	106	117	108	1,932	402,071	330,000	5.1	375	300,641	290,000	401	324,373	308,000	75%	88%	78%	5.2	2.8	5,078	2,608	2,118	642,519,452
30	57	147	3	1,070	229	89	183	569	875,380	579,000	5.1	111	563,950	415,000	90	514,381	412,500	64%	72%	58%	8.0	5.2	1,517	611	531	264,369,210
31	60	157	0	1,242	145	45	138	914	1,943,993	1,150,000	14.3	63	773,579	500,000	47	788,838	550,000	40%	43%	68%	7.8	4.2	1,626	481	435	406,762,020
S	700	2,560	49	11,136	828	857	765	8,686	678,768	409,000	5.4	1,592	396,564	340,000	1,735	404,393	355,000	58%	83%	74%	5.2	2.8	23,231	11,537	9,580	3,827,992,966
3	272	740	10	2,877	346	244	124	2,163	1,706,713	999,999	6.6	329	882,240	649,000	487	906,965	720,000	52%	65%	66%	5.9	4.1	6,706	2,759	2,505	2,250,670,217
4	46	186	3	452	25	55	4	368	480,563	439,999	2.4	154	413,078	413,450	162	402,393	399,500	86%	94%	75%	3.2	1.9	1,699	1,087	922	373,080,458
5	80	254	12	796	32	78	15	671	604,025	529,000	3.6	181	501,639	464,000	235	500,469	465,000	83%	88%	80%	3.3	2.0	2,364	1,386	1,200	582,193,375
6	192	672	12	2,286	279	242	60	1,705	616,373	469,000	5.0	341	415,817	385,000	364	457,419	428,500	67%	82%	73%	5.2	3.6	5,880	2,578	2,209	959,646,479
8	195	357	17	1,100	120	201	7	772	563,178	474,500	3.7	210	489,540	441,000	217	586,063	500,000	87%	93%	61%	4.2	2.6	3,095	1,583	1,329	698,126,217
N	785	2,209	54	7,511	802	820	210	5,679	1,014,168	588,999	4.7	1,215	567,296	450,000	1,465	626,734	489,000	56%	76%	70%	4.7	3.2	19,744	9,393	8,165	4,863,716,746
10	249	441	4	977	178	157	12	630	631,234	519,000	4.1	154	527,550	417,500	141	501,962	470,000	84%	80%	47%	3.1	2.1	3,689	1,107	992	471,131,430
11	138	305	7	929	114	256	21	538	828,272	744,000	5.7	90	594,105	565,000	88	662,318	622,500	72%	76%	44%	4.9	4.2	2,507	802	708	414,852,706
12	273	873	3	2,060	408	331	18	1,303	874,230	765,000	3.9	340	599,835	579,750	333	563,421	570,000	69%	76%	54%	4.9	3.5	6,355	2,288	1,992	1,113,321,182
13	163	344	9	1,193	133	213	40	807	776,696	579,000	6.4	129	543,750	495,000	122	505,459	470,000	70%	85%	37%	6.3	5.4	2,710	932	708	353,036,772
14	67	174	4	529	47	104	12	366	491,748	449,000	6.0	63	441,279	440,000	63	424,313	390,000	90%	98%	48%	6.4	5.5	1,304	486	362	153,116,936
15	115	221	2	567	29	67	13	458	503,380	479,000	6.2	75	470,153	460,000	79	446,081	445,000	93%	96%	48%	4.1	4.1	1,547	680	564	238,440,582
Q	1,005	2,358	29	6,255	909	1,128	116	4,102	736,161	575,000	4.9	851	554,479	485,000	826	533,072	470,000	75%	84%	48%	4.8	3.8	18,112	6,295	5,326	2,743,899,608
A	2,490	7,127	132	24,902	2,539	2,805	1,091	18,467	794,659	499,000	5.0	3,658	490,010	400,000	4,026	511,700	420,000	62%	80%	68%	4.9	3.1	61,087	27,225	23,071	11,435,609,320

LAST MONTHS ACTIVITY REPORT (July-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	661	2,869	59	13,680	965	928	845	10,942	596,751	395,000	8.4	1,305	393,850	325,000	1,392	405,316	347,250	66%	82%	72%	6.2	3.6	24,391	9,666	7,941	3,211,564,187
N	768	2,293	60	9,070	883	880	200	7,107	898,860	529,000	5.8	1,215	574,293	430,000	1,352	586,018	470,000	64%	81%	67%	5.6	3.7	20,540	8,767	7,208	4,177,028,897
Q	989	2,364	35	6,866	716	1,097	121	4,932	622,576	480,000	6.1	809	493,871	424,000	744	498,888	429,500	79%	88%	48%	4.3	3.1	17,958	6,289	5,206	2,448,376,222
A	2,418	7,526	154	29,616	2,564	2,905	1,166	22,981	695,722	449,900	6.9	3,329	484,014	387,000	3,488	495,318	410,000	70%	86%	65%	5.6	3.5	62,889	24,722	20,355	9,836,969,306

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