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ZONE ACTIVITY REPORT (September-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	143	380	17	1,452	98	140	54	1,160	911,710	649,000	6.6	176	573,529	525,750	217	575,401	480,000	63%	81%	73%	5.8	2.9	3,979	1,883	1,647	975,538,216
21	153	637	22	2,137	157	226	65	1,689	394,499	329,000	5.2	323	306,454	300,000	337	332,981	325,000	78%	91%	72%	5.1	2.8	5,821	3,204	2,652	830,522,812
24	82	287	4	983	72	107	31	773	612,201	479,000	5.0	154	449,890	425,000	176	453,385	425,000	73%	89%	81%	5.6	3.2	2,852	1,593	1,415	594,053,827
25	86	422	7	1,852	79	141	185	1,447	376,403	299,999	6.1	238	306,771	277,495	219	300,856	285,000	82%	92%	68%	6.2	4.2	4,084	2,048	1,731	496,987,267
28	115	547	3	2,154	132	115	98	1,809	405,276	339,000	5.4	337	309,428	300,000	297	322,259	304,000	76%	88%	79%	5.4	2.7	5,625	2,945	2,415	738,230,375
30	56	169	2	1,011	208	85	170	548	812,182	561,000	8.4	64	761,101	499,500	90	553,922	449,000	94%	89%	67%	8.1	4.4	1,686	675	621	314,222,190
31	61	201	0	1,155	81	46	142	886	1,921,462	1,175,000	12.5	71	907,410	725,000	43	580,595	404,500	47%	62%	65%	8.1	6.4	1,827	552	478	431,727,605
S	696	2,643	55	10,744	827	860	745	8,312	676,421	409,000	6.1	1,363	410,590	335,000	1,379	401,225	350,000	61%	82%	74%	5.8	3.3	25,874	12,900	10,959	4,381,282,292
3	268	729	7	2,827	363	242	120	2,102	1,708,183	1,025,000	6.5	320	924,857	649,500	358	889,482	665,000	54%	63%	68%	5.7	3.4	7,435	3,079	2,863	2,569,104,773
4	46	187	5	463	32	57	2	372	483,093	439,950	3.1	117	445,179	424,500	143	416,774	402,500	92%	96%	66%	3.1	1.8	1,886	1,204	1,065	432,679,140
5	79	236	19	744	33	77	12	622	602,013	529,000	3.8	164	510,021	480,000	212	500,164	470,500	85%	91%	79%	4.4	2.4	2,600	1,550	1,412	688,228,143
6	191	676	21	2,217	277	244	57	1,639	619,284	470,000	4.9	332	427,055	406,000	315	420,894	385,000	69%	86%	65%	5.3	3.6	6,556	2,910	2,524	1,092,228,089
8	196	336	12	1,063	112	192	6	753	581,264	479,900	4.3	178	497,755	438,975	187	548,864	497,000	86%	91%	60%	4.3	2.6	3,431	1,761	1,516	800,763,785
N	780	2,164	64	7,314	817	812	197	5,488	1,019,946	589,000	4.9	1,111	595,919	466,000	1,215	592,006	465,000	58%	79%	68%	4.9	3.0	21,908	10,504	9,380	5,583,003,930
10	248	490	2	980	191	148	11	630	630,371	527,000	4.4	144	490,574	435,000	151	512,382	470,000	78%	83%	45%	2.4	1.9	4,179	1,251	1,143	548,501,112
11	141	350	7	986	135	279	24	548	818,784	749,000	5.9	92	658,212	662,500	99	595,668	555,000	80%	88%	42%	3.7	2.6	2,857	894	807	473,823,838
12	271	767	13	1,990	379	325	19	1,267	875,177	769,000	4.7	272	602,010	552,500	311	576,412	550,000	69%	72%	52%	4.8	3.8	7,122	2,560	2,303	1,292,585,314
13	163	370	7	1,261	144	218	45	854	772,186	582,500	7.6	112	555,664	485,000	115	521,750	520,000	72%	83%	36%	4.2	3.0	3,080	1,044	823	413,038,022
14	68	169	0	539	46	100	11	382	505,912	449,900	7.5	50	394,490	382,000	48	477,602	407,500	78%	85%	46%	5.0	3.5	1,473	536	410	176,041,832
15	115	200	3	605	64	71	13	457	512,755	480,000	6.7	69	416,916	442,000	85	444,826	443,000	81%	92%	64%	3.8	3.0	1,747	749	649	276,250,792
Q	1,006	2,346	32	6,361	959	1,141	123	4,138	735,068	575,000	5.6	739	548,946	465,000	809	539,359	480,000	75%	81%	48%	4.0	3.1	20,458	7,034	6,135	3,180,240,910
A	2,482	7,153	151	24,419	2,603	2,813	1,065	17,938	795,049	499,000	5.6	3,213	506,496	409,500	3,403	502,180	415,250	64%	82%	65%	5.0	3.1	68,240	30,438	26,474	13,144,527,132

LAST MONTHS ACTIVITY REPORT (August-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	662	2,904	57	13,382	943	919	804	10,716	604,518	390,450	8.1	1,326	383,350	323,500	1,235	411,067	335,000	63%	83%	71%	6.8	4.0	27,295	10,992	9,176	3,719,231,586
N	766	2,217	58	8,777	887	846	200	6,844	899,453	529,000	6.5	1,045	552,316	430,000	1,177	572,038	440,000	61%	81%	67%	6.3	4.1	22,757	9,812	8,385	4,850,317,242
Q	988	2,272	43	6,916	732	1,112	115	4,957	635,469	490,000	6.7	737	466,353	400,000	793	503,923	435,000	73%	82%	47%	4.5	3.7	20,230	7,026	5,999	2,847,987,000
A	2,416	7,393	158	29,075	2,562	2,877	1,119	22,517	700,977	449,900	7.2	3,108	459,844	380,000	3,205	493,156	392,750	66%	84%	64%	6.1	3.9	70,282	27,830	23,560	11,417,535,828

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