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ZONE ACTIVITY REPORT (October-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	141	332	32	1,396	91	143	53	1,109	923,665	668,888	6.0	180	627,590	508,251	186	569,226	492,000	68%	76%	73%	6.4	3.1	4,311	2,063	1,833	1,081,414,252
21	155	566	21	2,063	138	212	59	1,654	393,704	329,999	5.1	326	304,448	295,000	314	311,955	305,000	77%	89%	72%	4.1	2.4	6,387	3,530	2,966	928,476,682
24	80	247	6	927	75	102	30	720	611,806	477,500	4.5	157	402,472	394,500	159	410,104	385,000	66%	83%	73%	4.3	2.4	3,099	1,750	1,574	659,260,363
25	86	332	10	1,757	61	136	173	1,387	381,531	300,000	6.4	213	294,253	265,000	202	304,568	270,000	77%	88%	70%	6.0	3.6	4,416	2,261	1,933	558,510,003
28	116	494	1	2,066	124	110	100	1,732	404,593	329,945	5.1	327	316,749	298,000	298	313,031	289,950	78%	90%	73%	5.9	3.1	6,119	3,272	2,713	831,513,613
30	56	139	2	961	183	79	166	533	788,690	550,000	6.9	77	604,475	425,000	65	652,203	445,000	77%	77%	63%	5.1	3.4	1,825	752	686	356,615,385
31	61	171	0	1,148	89	53	138	868	1,950,223	1,149,500	14.3	61	737,396	630,000	58	874,324	535,000	38%	55%	57%	9.6	4.5	1,998	613	536	482,438,397
S	695	2,281	72	10,318	761	835	719	8,003	682,136	409,358	5.9	1,341	397,601	330,000	1,282	403,234	339,830	58%	81%	71%	5.5	3.0	28,155	14,241	12,241	4,898,228,695
3	270	602	19	2,714	357	243	123	1,991	1,777,630	1,099,000	6.4	304	900,742	669,500	326	1,040,528	712,500	51%	61%	60%	6.7	4.3	8,037	3,383	3,189	2,908,316,901
4	46	164	4	429	33	52	2	342	484,509	449,000	2.7	120	428,481	417,500	126	432,398	420,000	88%	93%	80%	3.7	2.0	2,050	1,324	1,191	487,161,288
5	80	222	26	704	42	77	11	574	604,292	529,000	3.8	147	492,195	479,000	145	506,446	459,000	81%	91%	70%	5.2	2.6	2,822	1,697	1,557	761,662,813
6	193	588	16	2,136	269	231	52	1,584	612,566	479,000	5.3	299	449,498	412,000	312	435,485	399,500	73%	86%	67%	5.5	3.2	7,144	3,209	2,836	1,228,099,409
8	193	292	25	976	104	189	3	680	580,177	475,000	3.6	189	505,948	447,500	181	521,903	470,000	87%	94%	55%	5.0	3.1	3,723	1,950	1,697	895,228,228
N	782	1,868	90	6,959	805	792	191	5,171	1,047,506	595,000	4.8	1,059	592,654	465,500	1,090	639,876	470,000	57%	78%	65%	5.5	3.3	23,776	11,563	10,470	6,280,468,639
10	255	436	3	979	203	143	8	625	646,662	529,000	5.4	118	469,684	447,500	156	507,898	489,850	73%	85%	47%	2.3	1.8	4,615	1,369	1,299	627,733,200
11	138	291	7	948	118	271	29	530	836,920	749,000	4.7	112	655,253	600,000	89	599,487	568,000	78%	80%	36%	4.7	3.6	3,148	1,006	896	527,178,181
12	269	706	6	1,943	388	303	19	1,233	883,999	786,000	4.7	256	543,028	418,000	265	618,761	595,000	61%	53%	53%	5.0	3.7	7,828	2,816	2,568	1,456,556,979
13	161	319	9	1,241	147	216	38	840	777,210	579,500	8.3	103	534,595	515,000	96	546,542	497,495	69%	89%	51%	4.7	3.4	3,399	1,147	919	465,506,054
14	69	137	2	525	44	101	9	371	514,441	450,000	6.2	60	401,747	392,500	45	439,073	395,000	78%	87%	49%	6.5	4.6	1,610	596	455	195,800,117
15	115	174	1	567	51	63	13	440	515,877	489,000	5.1	86	433,190	455,000	64	444,446	440,000	84%	93%	53%	3.9	2.1	1,921	835	713	304,695,336
Q	1,007	2,063	28	6,203	951	1,097	116	4,039	744,838	579,000	5.5	735	522,787	455,000	715	555,565	495,000	70%	79%	49%	4.3	3.2	22,521	7,769	6,850	3,577,469,867
A	2,484	6,212	190	23,480	2,517	2,724	1,026	17,213	806,611	499,000	5.4	3,135	492,839	405,000	3,087	522,073	415,000	61%	81%	64%	5.2	3.1	74,452	33,573	29,561	14,756,167,201

LAST MONTHS ACTIVITY REPORT (September-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	657	2,708	30	12,797	926	905	814	10,152	606,175	389,000	7.7	1,302	400,933	329,950	1,250	408,421	333,750	66%	85%	71%	7.3	4.1	30,003	12,294	10,426	4,229,758,260
N	765	2,161	67	8,379	857	861	197	6,464	917,604	529,000	5.8	1,114	558,725	440,000	1,118	550,768	434,000	61%	83%	65%	6.4	4.0	24,918	10,926	9,503	5,466,075,593
Q	985	2,294	36	6,829	815	1,103	130	4,781	647,436	499,000	5.7	834	485,255	425,000	747	491,796	425,000	75%	85%	48%	4.8	4.0	22,524	7,860	6,746	3,215,358,754
A	2,407	7,163	133	28,005	2,598	2,869	1,141	21,397	709,477	449,000	6.5	3,250	476,658	386,000	3,115	479,504	390,000	67%	86%	63%	6.4	4.0	77,445	31,080	26,675	12,911,192,607

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