

This report is for INTERNAL use only. The figures represent preliminary and unofficial housing data for Long Island. The Multiple Listing Service Of Long Island, Inc. publishes monthly MARKET UPDATE Reports for Nassau, Suffolk, and Queens that are the most up to date, accurate figures and for that reason serve as the official source for monthly housing data.

ZONE ACTIVITY REPORT (November-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	265	6	1,255	89	142	50	974	932,858	699,000	4.5	210	608,047	455,000	179	525,768	455,000	65%	65%	73%	5.2	2.8	4,576	2,273	2,012	1,175,526,724
21	153	545	16	1,977	143	202	63	1,569	394,623	330,000	5.2	301	309,916	312,000	344	313,974	305,000	79%	95%	63%	3.9	1.8	6,932	3,831	3,310	1,036,483,738
24	80	188	2	890	83	102	33	672	626,276	479,995	5.5	118	415,375	411,250	143	420,604	403,000	66%	86%	80%	5.0	2.6	3,287	1,868	1,717	719,406,735
25	88	286	6	1,647	48	129	167	1,303	378,832	299,000	6.5	196	278,722	265,000	221	295,413	275,000	74%	89%	68%	6.2	3.4	4,702	2,457	2,154	623,796,276
28	117	418	4	1,949	131	109	98	1,611	404,450	329,900	5.7	277	296,524	275,000	316	310,950	298,500	73%	83%	79%	5.8	3.4	6,537	3,549	3,029	929,773,813
30	56	124	0	923	189	71	163	500	792,377	558,000	8.0	62	535,984	449,500	77	609,656	490,000	68%	81%	51%	10.1	5.0	1,949	814	763	403,558,897
31	61	143	0	1,106	91	50	137	828	1,944,302	1,195,000	13.4	59	908,198	600,000	65	746,269	609,500	47%	50%	66%	8.4	5.2	2,141	672	601	530,945,882
S	696	1,969	34	9,747	774	805	711	7,457	683,556	400,000	6.0	1,223	403,573	339,990	1,345	387,556	335,000	59%	85%	70%	5.6	3.0	30,124	15,464	13,586	5,419,492,065
3	263	603	4	2,600	389	265	123	1,823	1,764,012	1,075,000	6.0	297	867,565	613,000	288	851,366	614,250	49%	57%	64%	7.5	4.1	8,640	3,680	3,477	3,153,510,309
5	81	180	9	639	37	71	8	523	609,741	525,000	4.1	121	483,279	469,900	151	483,280	460,000	79%	90%	68%	6.2	3.7	3,002	1,818	1,708	834,638,093
6	192	488	11	2,018	272	251	49	1,446	616,179	489,000	5.0	290	435,084	414,500	291	419,803	400,000	71%	85%	66%	5.8	3.9	7,632	3,499	3,127	1,350,262,082
8	202	278	7	958	114	187	5	652	574,484	475,000	3.8	167	506,138	450,000	176	513,895	473,750	88%	95%	59%	5.3	4.0	4,001	2,117	1,873	985,673,748
N	738	1,549	34	6,215	812	774	185	4,444	1,043,673	599,000	4.7	983	582,525	460,000	1,013	567,912	460,000	56%	77%	66%	6.1	3.8	25,325	12,546	11,483	6,324,084,232
10	248	421	4	997	221	146	7	623	665,193	549,000	4.8	129	492,467	430,000	125	477,417	430,000	74%	78%	43%	3.2	2.7	5,036	1,498	1,424	687,410,325
11	138	290	4	934	128	262	30	514	916,194	754,500	4.6	112	664,029	640,000	90	618,867	536,000	72%	85%	53%	5.1	4.8	3,438	1,118	986	582,876,211
12	264	669	6	1,916	447	284	20	1,165	864,867	750,000	4.9	236	609,498	590,000	292	608,905	600,000	70%	79%	51%	4.7	3.6	8,497	3,052	2,860	1,634,357,239
13	157	327	3	1,217	127	209	36	845	825,037	599,000	7.1	119	555,516	495,000	94	523,721	490,000	67%	83%	39%	3.6	4.1	3,726	1,266	1,013	514,735,828
14	69	131	3	499	47	97	6	349	509,951	450,000	6.4	56	470,755	432,750	44	462,837	410,000	92%	96%	55%	3.1	2.4	1,741	652	499	216,164,945
15	112	173	5	543	48	63	10	422	522,675	492,500	4.7	90	472,369	467,000	64	481,236	456,000	90%	95%	63%	3.3	2.3	2,094	925	777	335,494,440
Q	988	2,011	25	6,106	1,018	1,061	109	3,918	762,789	589,000	5.3	742	561,621	491,000	709	555,104	485,000	74%	83%	50%	4.1	3.5	24,532	8,511	7,559	3,971,038,988
A	2,467	5,639	93	22,431	2,624	2,687	1,005	16,115	808,743	499,000	5.3	2,948	503,024	410,000	3,067	485,858	402,250	62%	82%	64%	5.4	3.4	80,091	36,521	32,628	15,714,615,285

LAST MONTHS ACTIVITY REPORT (October-2016)

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
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
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	14,766,167,201

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	655	2,172	9	12,229	947	894	828	9,560	607,377	380,000	9.0	1,070	371,542	324,500	1,117	414,115	331,000	61%	85%	69%	7.8	4.3	32,175	13,364	11,543	4,692,325,210
N	755	1,802	10	7,914	856	872	196	5,990	922,721	525,000	6.2	950	558,716	429,250	874	555,475	430,000	61%	82%	68%	6.7	4.2	26,720	11,876	10,377	5,951,560,478
Q	962	1,943	5	6,698	908	1,080	135	4,575	659,902	499,000	6.0	747	499,382	430,000	667	503,736	439,000	76%	86%	46%	5.1	4.0	24,467	8,607	7,413	3,551,350,439
A	2,372	5,917	24	26,841	2,711	2,846	1,159	20,125	713,177	449,000	7.2	2,767	470,317	380,000	2,658	483,086	390,000	66%	85%	63%	6.8	4.2	83,362	33,847	29,333	14,195,236,127

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