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ZONE ACTIVITY REPORT (December-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	141	194	10	1,036	93	119	39	785	952,658	675,000	5.3	151	567,683	490,000	202	601,765	517,500	60%	73%	71%	6.4	3.1	4,770	2,424	2,214	1,297,083,254
21	154	439	12	1,774	165	180	50	1,379	392,948	330,000	4.9	283	328,496	307,500	341	312,087	305,000	84%	93%	69%	5.1	3.1	7,371	4,114	3,651	1,142,905,405
24	80	141	1	763	87	95	33	548	629,219	488,995	3.9	141	441,182	402,624	161	426,401	405,000	70%	82%	71%	6.4	4.1	3,428	2,009	1,878	788,057,296
25	89	277	8	1,460	62	119	133	1,146	374,504	295,000	5.8	202	293,330	269,000	211	290,018	272,000	78%	91%	70%	6.7	3.9	4,979	2,659	2,365	684,990,074
28	118	321	2	1,667	122	99	82	1,364	395,257	329,850	5.7	242	314,242	286,500	346	304,971	290,000	80%	87%	77%	5.4	2.8	6,858	3,791	3,375	1,035,293,779
30	56	104	0	817	178	73	138	428	810,824	566,000	8.0	53	480,537	390,000	73	538,736	420,000	59%	69%	55%	9.3	4.9	2,053	867	836	442,886,625
31	61	102	0	928	93	42	108	685	1,955,989	1,100,000	15.9	44	809,318	712,000	60	749,943	504,500	41%	65%	68%	8.4	5.4	2,243	716	661	575,942,462
S	699	1,578	33	8,445	800	727	583	6,335	677,146	399,000	5.7	1,116	391,818	330,000	1,394	392,874	336,500	58%	83%	71%	6.1	3.5	31,702	16,580	14,980	5,967,158,895
3	266	361	6	2,152	344	229	109	1,470	1,884,195	1,119,000	5.4	280	928,759	687,500	301	945,979	705,000	49%	61%	66%	6.9	4.2	9,001	3,960	3,778	3,438,249,988
5	81	144	13	527	41	65	8	413	607,785	525,000	3.2	130	515,780	471,250	148	490,847	470,000	85%	90%	78%	5.6	3.0	3,146	1,948	1,856	907,283,449
6	193	431	11	1,805	272	222	42	1,269	612,709	479,000	5.4	238	439,604	410,000	304	453,955	410,000	72%	86%	67%	5.4	3.6	8,063	3,737	3,431	1,488,264,402
8	205	188	9	816	110	166	6	534	551,582	449,000	3.3	157	484,474	464,000	205	516,455	455,000	88%	103%	60%	4.7	3.3	4,189	2,274	2,078	1,091,547,023
N	745	1,124	43	5,300	767	682	165	3,686	1,069,250	598,000	4.5	896	608,745	479,000	1,071	607,482	470,000	57%	80%	68%	5.5	3.5	26,449	13,442	12,554	6,925,344,862
10	251	327	1	875	204	133	7	531	684,750	549,000	4.7	114	482,298	407,500	144	481,085	392,000	70%	74%	42%	2.7	1.9	5,363	1,612	1,568	756,686,565
11	139	269	2	863	134	228	21	480	1,009,973	782,500	5.9	83	605,054	565,000	111	629,401	573,000	60%	72%	45%	3.8	3.2	3,707	1,201	1,097	652,739,722
12	265	553	8	1,655	409	264	17	965	885,193	769,000	4.3	237	594,667	540,000	245	600,260	565,000	67%	70%	54%	5.3	4.0	9,050	3,289	3,105	1,781,420,939
13	161	289	7	1,139	139	179	45	776	831,060	599,450	8.5	93	486,706	480,000	100	560,049	517,500	59%	80%	47%	6.5	4.6	4,015	1,359	1,113	570,740,728
14	70	124	2	458	45	89	5	319	518,851	459,000	5.9	55	472,905	445,000	57	459,270	430,000	91%	97%	40%	4.6	3.1	1,865	707	556	242,343,335
15	111	131	3	499	53	55	8	383	517,100	489,000	5.6	68	431,844	467,000	93	449,207	457,000	84%	96%	69%	3.9	3.1	2,225	993	870	377,270,691
Q	997	1,693	23	5,489	984	948	103	3,454	784,906	592,500	5.4	650	533,502	474,900	750	546,884	474,250	68%	80%	50%	4.5	3.4	26,225	9,161	8,309	4,381,201,980
A	2,487	4,505	99	19,563	2,574	2,397	851	13,741	817,005	499,000	5.2	2,662	499,429	410,000	3,215	500,293	410,000	61%	82%	65%	5.5	3.4	84,596	39,183	35,843	17,273,705,737

LAST MONTHS ACTIVITY REPORT (November-2016)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	658	1,889	54	10,999	919	851	817	8,412	662,824	379,900	7.7	1,105	413,223	320,000	1,284	379,123	326,000	62%	84%	72%	7.7	4.0	34,064	14,469	12,827	5,179,119,095
N	758	1,364	58	6,810	793	789	168	5,060	935,140	519,450	5.4	947	573,273	440,000	1,044	565,743	436,000	61%	85%	67%	6.9	4.1	28,084	12,823	11,421	6,542,196,472
Q	969	1,662	46	5,891	864	952	113	3,962	664,893	516,500	5.4	739	489,304	435,000	782	504,709	450,000	74%	84%	49%	4.7	3.7	26,129	9,346	8,195	3,946,032,925
A	2,385	4,915	158	23,700	2,576	2,592	1,098	17,434	742,330	449,000	6.3	2,791	487,673	386,000	3,110	473,348	385,000	66%	86%	65%	6.7	4.0	88,277	36,638	32,443	15,667,348,492

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