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ZONE ACTIVITY REPORT (June-2019)

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	164	514	23	1,375	82	93	58	1,142	1,009,990	757,000	4.6	248	689,440	601,000	225	698,133	602,000	68%	79%	80%	3.6	1.8	2,804	1,284	998	656,735,873
21	164	651	22	1,514	98	178	54	1,184	511,307	419,000	2.8	416	387,590	384,500	330	398,610	385,000	76%	92%	78%	1.7	0.8	3,849	2,308	1,765	674,586,718
24	84	374	9	906	60	88	37	721	641,254	539,000	3.5	206	502,740	459,500	182	482,350	484,000	78%	85%	82%	2.6	1.5	2,046	1,080	832	385,416,410
25	102	505	10	1,530	87	158	182	1,103	495,708	399,999	4.0	276	347,932	326,000	238	355,902	340,000	70%	82%	79%	3.6	1.7	2,930	1,670	1,266	412,627,055
28	120	623	4	1,668	92	141	98	1,337	496,265	415,000	3.5	391	352,920	347,000	373	378,072	347,500	71%	84%	83%	3.3	1.9	3,808	2,235	1,690	597,614,506
30	53	206	1	981	259	67	124	531	1,110,899	679,000	6.4	83	660,543	500,000	61	513,805	475,000	59%	74%	64%	5.8	3.3	1,189	410	355	208,598,388
31	69	426	1	1,661	289	52	137	1,183	2,440,749	1,499,000	18.8	65	864,429	640,000	67	870,658	610,000	35%	43%	73%	9.5	6.1	1,849	380	325	317,786,044
S	756	3,299	70	9,635	967	777	690	7,201	959,409	545,000	4.3	1,685	463,393	400,000	1,476	468,706	406,125	48%	73%	79%	3.3	1.8	18,475	9,367	7,231	3,253,364,994
3	289	918	4	3,252	393	249	96	2,514	1,632,611	1,118,566	6.4	387	902,874	775,000	337	935,331	732,000	55%	69%	70%	5.7	3.5	5,576	2,032	1,605	1,492,765,640
4	43	290	7	592	34	64	3	491	545,886	519,000	3.0	164	509,538	502,000	135	492,277	480,000	93%	97%	70%	2.4	1.2	1,572	834	653	315,612,288
5	79	310	14	894	25	74	13	782	657,542	590,000	3.8	197	565,017	530,000	180	550,746	522,500	86%	90%	76%	3.3	1.7	1,918	1,013	820	448,200,047
6	219	822	9	2,325	364	300	36	1,625	716,476	590,000	4.6	357	506,856	475,000	269	533,453	485,000	71%	81%	67%	4.2	2.5	4,740	1,935	1,493	742,496,328
8	212	437	17	1,189	95	180	4	910	698,765	612,000	4.4	210	594,196	550,000	207	605,792	550,000	85%	90%	72%	3.7	2.2	2,565	1,176	973	546,903,563
N	842	2,777	51	8,252	911	867	152	6,322	1,057,697	699,000	4.8	1,315	646,398	550,000	1,128	664,624	550,000	61%	79%	71%	4.2	2.5	16,371	6,990	5,544	3,545,977,866
10	297	593	4	1,297	273	179	7	838	730,010	649,500	6.2	133	620,033	610,000	121	594,463	575,000	85%	94%	52%	5.0	3.7	3,623	852	691	416,343,477
11	157	461	1	1,383	201	327	25	830	910,179	828,000	8.4	100	742,522	744,250	80	756,990	742,500	82%	90%	50%	5.5	3.2	2,728	592	540	391,355,642
12	261	1,020	7	3,029	577	406	37	2,009	924,265	818,880	6.7	301	657,589	628,000	235	690,867	675,000	71%	77%	49%	6.6	4.2	6,354	1,589	1,284	816,667,976
13	177	452	4	1,543	229	234	40	1,040	894,781	748,944	6.7	155	635,491	610,000	94	633,028	620,000	71%	81%	62%	7.5	5.0	2,901	790	614	382,832,946
14	62	232	4	651	99	93	18	441	688,213	625,000	7.1	63	570,048	545,000	54	572,968	507,500	83%	87%	52%	4.1	2.7	1,397	436	335	187,106,980
15	115	221	7	632	85	66	12	469	639,711	599,999	4.9	96	559,815	560,000	49	565,181	570,000	88%	93%	53%	4.9	3.3	1,309	514	374	208,893,094
Q	1,069	2,979	27	8,535	1,464	1,305	139	5,627	845,591	730,000	6.6	848	640,103	595,000	633	652,420	608,000	76%	82%	52%	5.9	3.9	18,312	4,773	3,838	2,403,200,115
A	2,667	9,055	148	26,422	3,342	2,949	981	19,150	958,413	649,000	5.0	3,848	564,875	485,000	3,237	572,903	480,000	59%	75%	71%	4.2	2.4	53,158	21,130	16,613	9,202,542,975

LAST MONTHS ACTIVITY REPORT (May-2019)

S	752	3,378	60	9,315	939	770	672	6,934	855,367	529,000	4.0	1,768	468,069	405,000	1,359	472,218	390,000	55%	77%	77%	3.4	1.8	15,176	7,682	5,755	2,561,554,346
N	839	3,304	62	8,148	938	847	150	6,213	1,055,949	699,000	4.6	1,365	636,865	530,000	985	645,262	530,000	60%	76%	65%	5.0	3.1	13,594	5,675	4,416	2,796,281,843
Q	1,069	3,198	27	8,589	1,577	1,305	138	5,569	872,578	749,000	6.3	891	653,548	610,000	696	616,401	570,250	75%	81%	51%	5.8	3.7	15,333	3,925	3,205	1,990,218,374
A	2,660	9,880	149	26,052	3,454	2,922	960	18,716	927,074	649,000	4.7	4,024	566,396	480,000	3,040	561,297	465,000	61%	74%	67%	4.5	2.7	44,103	17,282	13,376	7,348,054,563

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	737	3,343	72	9,548	978	834	658	7,078	797,724	499,000	4.3	1,659	452,259	389,000	1,584	434,981	376,000	57%	78%	77%	2.9	1.7	17,940	8,922	7,196	3,120,261,234
N	816	2,738	105	7,407	878	859	153	5,517	1,099,546	698,000	4.2	1,335	667,076	525,000	1,262	635,771	519,500	61%	75%	67%	3.2	2.0	15,377	6,862	5,572	3,490,206,910
Q	1,058	2,998	48	7,333	1,443	1,247	79	4,564	858,420	729,000	5.2	893	626,571	567,500	751	633,146	580,000	73%	78%	48%	4.4	3.3	16,971	4,814	3,961	2,463,702,627
A	2,611	9,079	225	24,288	3,299	2,940	890	17,159	910,911	619,000	4.4	3,887	566,085	465,000	3,597	546,802	455,000	62%	75%	68%	3.3	2.1	50,288	20,598	16,729	9,074,170,771

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