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### ZONE ACTIVITY REPORT (July-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	471	25	1,368	84	108	57	1,119	1,045,336	759,000	4.4	252	649,396	562,500	281	681,553	598,000	62%	74%	79%	3.5	2.1	3,275	1,536	1,279	848,252,266
21	166	643	30	1,508	79	201	49	1,179	508,231	419,000	2.9	402	406,220	389,500	353	389,043	375,000	80%	93%	76%	1.6	0.8	4,492	2,710	2,118	811,918,897
24	82	351	9	870	55	77	38	700	645,891	539,389	3.4	205	484,156	473,000	208	516,333	484,500	75%	88%	82%	2.8	1.5	2,397	1,285	1,040	492,813,674
25	101	482	16	1,555	72	165	181	1,137	500,270	399,900	4.4	260	372,607	347,450	269	354,680	335,000	74%	87%	77%	3.1	1.7	3,412	1,930	1,535	508,035,975
28	120	629	7	1,654	93	135	102	1,324	507,830	419,647	3.1	421	368,912	359,000	412	375,219	365,000	73%	86%	84%	2.9	1.4	4,437	2,656	2,102	752,204,734
30	54	188	2	959	236	75	116	532	1,104,556	674,500	6.1	86	566,537	505,001	76	574,686	495,000	51%	75%	68%	5.4	3.1	1,377	496	431	252,274,524
31	69	398	0	1,804	324	49	172	1,259	2,483,128	1,500,000	17.6	73	1,143,825	720,000	60	1,039,072	832,500	46%	48%	58%	9.3	5.9	2,247	453	385	380,130,364
S	756	3,162	89	9,718	943	810	715	7,250	989,809	549,000	4.3	1,699	477,111	410,000	1,659	477,556	417,000	48%	75%	78%	3.1	1.7	21,637	11,066	8,890	4,045,630,434
3	290	869	17	3,206	413	232	101	2,460	1,653,253	1,109,566	6.8	356	902,321	722,500	389	916,668	745,500	55%	65%	61%	5.8	3.8	6,445	2,388	1,994	1,849,349,492
4	43	234	14	572	33	62	3	474	548,072	524,995	3.2	149	484,886	480,000	146	495,500	487,000	88%	91%	77%	2.1	1.4	1,806	983	799	387,955,288
5	79	312	23	871	22	71	12	766	648,547	579,000	3.8	197	571,378	530,000	171	563,693	530,000	88%	92%	73%	2.6	1.4	2,230	1,210	991	544,591,550
6	220	763	16	2,312	382	299	38	1,593	718,866	585,000	4.1	386	500,689	482,500	331	522,786	488,888	70%	82%	73%	4.3	2.4	5,503	2,321	1,824	915,538,494
8	209	425	23	1,189	96	177	4	912	694,609	599,900	4.2	217	582,468	540,000	221	626,699	555,000	84%	90%	65%	3.6	2.1	2,990	1,393	1,194	685,404,042
N	841	2,603	93	8,150	946	841	158	6,205	1,064,015	689,000	4.7	1,305	632,718	537,000	1,258	665,231	546,400	59%	78%	68%	4.2	2.5	18,974	8,295	6,802	4,382,838,866
10	295	599	13	1,322	274	198	7	843	746,300	669,500	6.3	135	592,943	550,000	112	568,057	500,000	79%	82%	51%	3.1	1.9	4,222	987	803	479,965,861
11	162	425	12	1,390	194	328	26	842	920,361	829,450	7.3	114	710,630	637,500	94	666,574	590,000	77%	77%	41%	6.3	4.6	3,153	706	634	454,013,598
12	260	1,109	23	3,062	592	417	36	2,017	911,395	800,000	6.4	314	706,067	697,498	256	677,205	672,500	77%	87%	53%	6.9	4.7	7,463	1,903	1,540	990,032,456
13	175	520	6	1,562	222	254	41	1,045	894,666	765,000	6.6	158	622,856	575,000	133	674,626	617,000	70%	75%	55%	5.7	4.0	3,421	948	747	472,558,204
14	63	265	3	699	108	102	20	469	705,174	645,000	5.9	79	588,222	540,000	51	547,510	570,000	83%	84%	57%	3.4	2.7	1,662	515	386	215,029,990
15	112	218	7	627	79	65	10	473	641,236	599,999	5.0	92	587,747	567,000	86	554,107	556,630	92%	95%	62%	3.8	2.8	1,527	606	460	256,546,296
Q	1,067	3,136	64	8,662	1,469	1,364	140	5,689	845,723	739,000	6.4	892	652,150	590,000	732	635,173	591,944	77%	80%	53%	5.4	3.8	21,448	5,665	4,570	2,868,146,405
A	2,664	8,901	246	26,530	3,358	3,015	1,013	19,144	971,043	649,900	4.9	3,896	569,309	485,000	3,649	573,876	490,000	59%	75%	70%	3.9	2.4	62,059	25,026	20,262	11,296,615,705

### LAST MONTHS ACTIVITY REPORT (June-2019)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	738	2,988	7	9,675	936	811	660	7,268	792,384	499,000	4.6	1,590	460,353	390,000	1,549	451,975	390,000	58%	78%	76%	2.6	1.4	20,928	10,512	8,745	3,820,370,709
N	811	2,682	3	7,603	935	847	161	5,660	1,079,217	685,000	4.7	1,204	639,227	530,000	1,245	656,406	540,000	59%	77%	66%	2.9	1.9	18,059	8,066	6,817	4,307,432,391
Q	1,050	2,957	7	7,549	1,466	1,208	92	4,783	858,065	735,000	6.2	775	644,840	595,000	782	656,367	590,000	75%	81%	49%	4.9	3.8	19,928	5,589	4,743	2,976,981,660
A	2,599	8,627	17	24,827	3,337	2,866	913	17,711	901,787	615,000	5.0	3,569	560,757	465,000	3,576	567,845	477,500	62%	76%	67%	3.2	2.1	58,915	24,167	20,305	11,104,784,760

**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