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ZONE ACTIVITY REPORT (August-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	167	452	23	1,307	79	117	53	1,058	1,031,347	749,000	4.3	253	695,606	572,000	274	706,725	610,000	67%	76%	79%	3.4	1.9	3,727	1,789	1,553	1,041,894,916
21	164	590	31	1,447	81	209	52	1,105	498,191	419,000	2.8	405	396,777	390,000	398	397,685	388,250	80%	93%	80%	2.0	0.8	5,082	3,115	2,516	970,197,527
24	83	286	13	811	49	78	36	648	650,014	549,900	3.5	191	477,595	450,000	233	494,640	460,000	73%	82%	79%	2.1	1.2	2,683	1,476	1,273	608,064,794
25	102	452	20	1,543	81	157	181	1,124	500,169	399,000	3.9	291	365,247	340,000	276	347,800	334,250	73%	85%	77%	3.1	1.5	3,864	2,221	1,811	604,028,775
28	120	577	10	1,648	101	134	99	1,314	502,130	413,250	3.7	367	380,133	357,000	407	363,254	350,000	76%	86%	81%	3.7	2.0	5,014	3,023	2,509	900,049,112
30	54	150	0	905	187	70	118	530	1,101,553	687,000	6.3	84	633,367	483,500	77	592,596	510,000	57%	70%	61%	8.0	4.7	1,527	580	508	297,904,416
31	69	343	1	1,828	287	58	194	1,289	2,492,825	1,499,000	12.7	101	1,139,056	676,000	79	948,737	690,000	46%	45%	58%	9.7	6.2	2,590	554	464	455,080,587
S	759	2,850	98	9,489	865	823	733	7,068	1,001,972	549,000	4.2	1,692	497,604	410,000	1,744	476,829	415,000	50%	75%	78%	3.4	1.8	24,487	12,758	10,634	4,877,220,127
3	288	722	13	2,955	378	226	99	2,252	1,632,831	1,098,000	6.3	366	977,212	722,500	411	899,430	735,000	60%	66%	62%	6.0	3.8	7,167	2,754	2,405	2,219,015,222
4	42	239	4	551	38	65	3	445	543,363	519,000	2.8	165	493,630	490,000	171	493,636	475,000	91%	94%	78%	2.0	1.2	2,045	1,148	970	472,367,044
5	79	302	23	809	22	71	12	704	653,263	579,850	3.3	216	561,107	520,500	208	570,608	540,000	86%	90%	81%	3.6	1.8	2,532	1,426	1,199	663,278,014
6	217	793	24	2,243	379	290	38	1,536	708,538	579,000	4.3	360	530,219	490,000	319	544,862	499,000	75%	85%	71%	4.0	2.1	6,296	2,681	2,143	1,089,349,472
8	208	395	6	1,143	99	171	4	869	690,239	609,000	4.0	221	558,241	505,000	213	608,843	541,100	81%	83%	66%	3.5	2.0	3,385	1,614	1,407	815,087,601
N	834	2,451	70	7,701	916	823	156	5,806	1,044,947	679,990	4.4	1,328	658,553	531,000	1,322	662,828	555,000	63%	78%	70%	4.2	2.5	21,425	9,623	8,124	5,259,097,353
10	298	567	3	1,281	244	201	7	829	751,128	649,000	5.3	159	609,199	595,000	155	659,534	638,500	81%	92%	55%	5.4	3.7	4,789	1,146	958	582,193,631
11	161	384	3	1,300	184	310	25	781	900,174	805,000	7.7	103	736,729	699,000	88	775,528	792,500	82%	87%	52%	5.9	4.5	3,537	809	722	522,260,062
12	257	945	10	2,990	516	427	34	2,013	900,988	799,900	6.8	298	645,662	597,500	247	676,551	620,000	72%	75%	47%	5.8	4.1	8,408	2,201	1,787	1,157,140,553
13	177	474	7	1,566	245	258	42	1,021	881,697	750,000	6.8	151	624,170	560,000	114	647,668	610,000	71%	75%	56%	6.4	3.7	3,895	1,099	861	546,392,356
14	64	190	2	676	108	105	18	445	713,507	629,000	5.1	84	522,747	539,000	62	470,146	485,000	73%	86%	55%	3.5	2.8	1,852	599	448	244,179,042
15	109	219	5	604	71	66	12	455	647,243	609,000	5.0	93	568,766	560,000	87	581,490	570,000	88%	92%	51%	4.6	3.1	1,746	699	547	307,135,926
Q	1,066	2,779	30	8,417	1,368	1,367	138	5,544	839,038	729,000	6.3	888	626,361	575,350	753	652,264	605,000	75%	79%	52%	5.5	3.8	24,227	6,553	5,323	3,359,301,570
A	2,659	8,080	198	25,607	3,149	3,013	1,027	18,418	966,475	649,000	4.8	3,908	581,554	483,750	3,819	575,806	490,000	60%	75%	70%	4.1	2.4	70,139	28,934	24,081	13,495,619,050

LAST MONTHS ACTIVITY REPORT (July-2019)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	736	2,970	21	9,411	835	781	656	7,139	805,234	499,000	4.1	1,745	431,956	380,000	1,754	473,285	405,000	54%	76%	76%	2.7	1.4	23,898	12,257	10,499	4,650,513,349
N	815	2,379	20	7,253	889	836	150	5,378	1,086,837	688,444	4.1	1,311	620,081	519,000	1,451	684,856	550,000	57%	75%	69%	3.1	2.3	20,438	9,377	8,268	5,301,159,042
Q	1,058	2,869	10	7,609	1,422	1,199	100	4,888	855,235	739,000	6.3	796	646,131	578,892	750	654,550	628,750	76%	78%	51%	4.0	3.0	22,797	6,385	5,493	3,467,894,176
A	2,609	8,218	51	24,273	3,146	2,816	906	17,405	906,289	619,000	4.6	3,852	540,241	459,000	3,955	585,280	485,000	60%	74%	69%	3.1	2.0	67,133	28,019	24,260	13,419,566,567

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