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ZONE ACTIVITY REPORT (September-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	166	446	22	1,334	85	125	56	1,068	1,051,135	769,000	6.0	181	612,934	539,000	223	719,528	587,800	58%	70%	82%	4.1	2.0	4,173	1,970	1,776	1,202,349,660
21	163	649	31	1,487	94	206	53	1,134	498,204	419,000	3.0	372	383,349	379,450	343	407,809	387,500	77%	91%	77%	1.9	0.5	5,731	3,487	2,859	1,110,076,014
24	84	313	11	823	52	79	33	659	658,397	555,000	4.1	163	467,893	455,000	159	457,638	444,500	71%	82%	84%	3.9	2.0	2,996	1,639	1,432	680,829,236
25	101	416	16	1,506	82	153	178	1,093	501,592	389,900	4.1	273	371,638	347,000	218	357,740	332,375	74%	89%	79%	2.7	1.2	4,280	2,494	2,029	682,016,095
28	120	553	11	1,645	98	136	102	1,309	508,001	416,000	3.7	345	368,796	350,000	316	375,402	359,500	73%	84%	79%	3.0	1.3	5,567	3,368	2,825	1,018,676,144
30	54	179	2	878	161	72	108	537	1,047,481	675,000	7.8	69	620,719	515,000	82	604,981	492,500	59%	76%	68%	5.6	3.3	1,706	649	590	347,512,858
31	69	283	1	1,734	216	59	190	1,269	2,523,740	1,495,000	12.0	106	1,242,681	747,500	77	961,000	665,000	49%	50%	64%	9.1	5.2	2,873	660	541	529,077,587
S	757	2,839	94	9,407	788	830	720	7,069	1,004,357	549,000	4.7	1,509	485,791	400,000	1,418	488,940	412,000	48%	73%	78%	3.4	1.6	27,326	14,267	12,052	5,570,537,594
3	288	850	14	3,029	403	212	98	2,316	1,634,262	1,096,500	8.6	270	872,019	680,000	336	892,817	746,250	53%	62%	63%	6.4	3.6	8,017	3,024	2,741	2,519,001,734
4	42	215	7	554	45	64	3	442	539,738	519,000	3.6	124	492,465	472,500	129	497,831	485,000	91%	91%	81%	3.1	1.5	2,260	1,272	1,099	536,587,243
5	79	270	17	801	20	83	12	686	652,732	579,995	3.9	169	563,257	533,000	179	575,567	533,000	86%	92%	74%	3.8	1.6	2,802	1,595	1,378	766,304,507
6	218	734	16	2,211	410	278	31	1,492	705,578	575,000	4.2	356	512,042	470,000	309	540,549	479,000	73%	82%	66%	3.8	2.2	7,030	3,037	2,452	1,256,379,113
8	206	430	9	1,170	108	170	6	886	671,281	599,000	4.9	184	578,428	555,000	187	576,668	550,000	86%	93%	61%	4.8	2.8	3,815	1,798	1,594	922,924,517
N	833	2,499	63	7,765	986	807	150	5,822	1,050,973	685,000	5.3	1,103	616,880	530,000	1,140	650,965	540,000	59%	77%	67%	4.6	2.5	23,924	10,726	9,264	6,001,197,114
10	298	597	8	1,346	252	204	5	885	748,966	645,000	8.1	108	630,269	585,000	119	593,581	577,000	84%	91%	57%	6.6	3.9	5,386	1,254	1,077	652,829,770
11	167	463	10	1,383	207	304	24	848	882,335	799,000	9.5	91	735,145	570,000	93	709,956	700,000	83%	71%	47%	7.7	5.7	4,000	900	815	588,285,970
12	259	998	15	3,042	568	436	31	2,007	899,074	799,000	6.8	294	689,179	660,000	253	683,658	655,000	77%	83%	47%	6.9	4.3	9,406	2,495	2,040	1,330,106,027
13	179	459	15	1,586	252	268	43	1,023	868,398	750,000	8.6	119	669,697	625,000	122	667,847	642,500	77%	83%	49%	6.3	2.9	4,354	1,218	983	627,869,690
14	62	225	3	690	128	101	17	444	700,130	599,000	7.2	61	530,463	530,000	52	571,385	542,000	76%	88%	44%	4.3	3.0	2,077	660	500	273,891,062
15	107	260	5	631	84	65	12	470	648,059	612,000	4.7	101	551,640	550,000	84	570,835	551,500	85%	90%	54%	3.3	1.8	2,006	800	631	355,086,066
Q	1,072	3,002	56	8,678	1,491	1,378	132	5,677	831,304	719,888	7.3	774	652,912	595,000	723	648,364	615,000	79%	83%	50%	6.2	3.8	27,229	7,327	6,046	3,828,068,585
A	2,662	8,340	213	25,850	3,265	3,015	1,002	18,568	966,064	649,000	5.5	3,386	566,696	475,000	3,281	580,367	495,000	59%	73%	68%	4.5	2.4	78,479	32,320	27,362	15,399,803,293

LAST MONTHS ACTIVITY REPORT (August-2019)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	740	2,665	43	9,287	700	775	640	7,172	794,761	499,000	5.1	1,405	452,462	385,000	1,414	463,662	382,000	57%	77%	78%	3.2	1.6	26,563	13,662	11,913	5,306,131,496
N	811	2,272	40	7,360	881	811	148	5,520	1,096,373	679,000	5.9	944	596,808	502,500	989	644,982	525,000	54%	74%	67%	3.8	2.4	22,710	10,321	9,257	5,939,046,315
Q	1,059	2,785	19	7,887	1,573	1,213	112	4,989	853,064	735,900	7.4	694	613,751	554,000	679	635,189	575,000	72%	75%	48%	4.3	3.0	25,582	7,079	6,172	3,899,187,485
A	2,610	7,722	102	24,534	3,154	2,799	900	17,681	905,375	619,000	5.8	3,043	534,025	440,000	3,082	559,636	460,000	59%	71%	68%	3.6	2.2	74,855	31,062	27,342	15,144,365,296

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