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### ZONE ACTIVITY REPORT (October-2019)

Zn	# Ofcs	LISTINGS		INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
		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	431	22	1,301	100	123	57	1,021	1,041,904	769,000	4.3	233	646,971	559,000	226	639,954	545,000	62%	73%	77%	5.1	2.5	4,604	2,203	2,002	1,346,979,264
21	164	610	38	1,451	114	207	54	1,076	499,102	419,990	2.6	406	405,065	385,000	356	400,360	394,500	81%	92%	83%	2.2	0.9	6,341	3,893	3,215	1,252,604,174
24	83	312	14	806	63	75	34	634	667,108	549,940	3.3	185	471,419	449,000	176	467,626	450,000	71%	82%	83%	3.5	1.6	3,308	1,824	1,608	763,131,412
25	102	490	12	1,463	111	150	180	1,022	495,746	389,000	3.6	282	367,416	324,500	247	368,130	349,000	74%	83%	80%	3.8	1.5	4,770	2,776	2,276	772,944,205
28	119	549	14	1,610	127	138	104	1,241	504,331	405,000	3.3	382	369,511	359,700	346	360,813	350,000	73%	89%	85%	3.5	1.4	6,116	3,750	3,171	1,143,517,442
30	52	165	1	862	148	83	108	523	1,141,964	689,000	7.5	70	598,864	464,000	81	620,294	485,000	52%	67%	63%	7.1	3.4	1,871	719	671	397,756,672
31	68	279	4	1,698	229	60	189	1,220	2,511,807	1,495,000	10.7	112	1,573,213	880,000	74	1,425,056	673,750	63%	59%	69%	8.8	6.4	3,152	772	615	634,531,731
S	754	2,836	105	9,191	892	836	726	6,737	1,012,015	549,000	4.0	1,670	518,142	405,000	1,506	491,984	406,000	51%	74%	80%	4.0	1.8	30,162	15,937	13,558	6,311,464,900
3	287	764	14	2,952	418	219	94	2,221	1,616,149	1,050,000	7.0	317	872,644	720,000	359	874,684	698,000	54%	69%	62%	6.8	4.0	8,781	3,341	3,100	2,833,013,290
4	40	256	10	573	65	69	4	435	529,832	500,000	3.0	146	479,220	472,500	137	487,658	490,000	90%	95%	72%	4.6	2.7	2,516	1,418	1,236	603,396,389
5	80	270	15	730	29	93	13	595	659,127	589,900	3.1	191	546,477	527,500	197	565,558	532,000	83%	89%	67%	4.5	2.2	3,072	1,786	1,575	877,719,433
6	219	758	18	2,221	451	271	33	1,466	709,164	579,000	4.2	344	514,268	465,000	381	525,680	490,000	73%	80%	67%	5.7	2.9	7,788	3,381	2,833	1,456,663,193
8	205	411	15	1,113	122	182	5	804	663,811	596,944	3.0	266	612,372	535,000	178	612,650	533,500	92%	90%	62%	4.6	2.3	4,226	2,064	1,772	1,031,976,217
N	831	2,459	72	7,589	1,085	834	149	5,521	1,047,901	679,000	4.3	1,264	625,610	525,000	1,252	640,232	537,500	60%	77%	65%	5.6	3.0	26,383	11,990	10,516	6,802,768,522
10	291	596	12	1,352	254	203	7	888	740,073	638,944	6.9	128	594,715	560,000	122	655,874	650,000	80%	88%	52%	5.0	3.4	5,982	1,382	1,199	732,846,398
11	160	438	17	1,401	189	303	22	887	873,722	799,000	8.5	104	807,729	799,000	96	700,131	650,000	92%	100%	48%	6.7	4.6	4,438	1,004	911	655,498,546
12	259	988	13	3,017	579	453	27	1,958	895,033	798,000	6.9	284	694,265	720,000	330	671,862	672,000	78%	90%	54%	7.1	4.6	10,394	2,779	2,370	1,551,820,487
13	177	447	10	1,592	250	266	45	1,031	883,512	759,000	7.4	139	603,378	630,000	119	634,945	600,000	68%	83%	49%	5.2	3.3	4,801	1,357	1,102	703,428,145
14	64	234	3	676	112	103	17	444	704,481	599,450	5.7	82	569,706	561,000	56	610,846	567,000	81%	94%	59%	1.8	1.2	2,311	742	556	308,098,438
15	106	244	5	649	88	76	12	473	656,664	625,000	5.0	94	553,029	557,500	79	579,912	555,000	84%	89%	54%	4.4	2.9	2,250	894	710	400,899,114
Q	1,057	2,947	60	8,687	1,472	1,404	130	5,681	830,654	716,210	6.9	831	649,662	620,000	802	654,018	607,500	78%	87%	52%	5.8	3.8	30,176	8,158	6,848	4,352,591,128
A	2,642	8,242	237	25,467	3,449	3,074	1,005	17,939	965,625	649,000	4.7	3,765	583,250	480,000	3,560	580,624	488,000	60%	74%	69%	4.9	2.7	86,721	36,085	30,922	17,466,824,550

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

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
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
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	15,999,803,293

### LAST YEARS ACTIVITY REPORT AT THIS TIME

S	735	2,703	35	9,039	736	787	654	6,862	795,040	499,000	4.3	1,574	440,750	375,000	1,592	454,289	390,000	55%	75%	76%	4.0	2.0	29,266	15,236	13,505	6,029,359,138
N	810	2,362	45	7,165	866	839	154	5,306	1,085,919	675,000	4.4	1,213	613,641	519,000	1,154	628,738	525,000	57%	77%	68%	4.9	3.0	25,072	11,534	10,411	6,664,609,806
Q	1,050	3,127	27	8,109	1,604	1,196	137	5,172	852,587	729,000	6.6	791	630,608	560,000	791	636,555	580,500	74%	77%	52%	4.7	3.3	28,709	7,870	6,963	4,402,702,624
A	2,595	8,192	107	24,313	3,206	2,822	945	17,340	901,213	619,000	4.9	3,578	541,335	450,000	3,537	551,967	465,000	60%	73%	68%	4.4	2.6	83,047	34,640	30,879	17,096,671,568

**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