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ZONE ACTIVITY REPORT (November-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	162	251	13	1,146	90	127	50	879	1,133,227	768,000	4.5	192	660,817	557,500	172	634,161	569,500	58%	73%	82%	5.5	2.8	4,855	2,395	2,174	1,456,054,956
21	161	470	19	1,376	105	203	47	1,021	492,041	415,000	3.2	321	398,060	389,000	319	385,186	385,000	81%	94%	79%	1.5	0.1	6,811	4,214	3,534	1,375,478,508
24	83	220	9	765	88	72	37	568	657,978	549,940	3.6	155	477,991	440,000	158	469,621	449,000	73%	80%	76%	4.7	2.5	3,528	1,979	1,766	837,331,530
25	102	354	14	1,338	95	161	173	909	493,513	385,000	3.4	262	362,822	334,750	247	360,849	333,500	74%	87%	79%	4.0	1.5	5,124	3,038	2,523	862,073,908
28	115	419	3	1,472	138	135	108	1,091	512,090	405,000	3.3	334	363,245	349,995	316	377,405	357,750	71%	86%	81%	4.0	2.0	6,535	4,084	3,487	1,262,777,422
30	52	127	0	817	148	83	108	478	1,116,432	659,500	6.9	68	594,412	495,000	48	622,700	557,550	53%	75%	69%	6.9	3.8	1,998	787	719	427,646,272
31	67	201	0	1,600	238	58	194	1,110	2,528,882	1,495,000	13.0	84	1,204,352	757,500	77	1,200,398	947,500	48%	51%	61%	12.1	5.7	3,353	856	692	726,962,377
S	742	2,042	58	8,514	902	839	717	6,056	1,027,117	539,000	4.2	1,416	484,966	405,000	1,337	476,335	400,000	47%	75%	78%	4.2	1.9	32,204	17,353	14,895	6,948,324,973
3	281	600	16	2,793	419	217	102	2,055	1,626,770	1,025,000	7.6	266	963,190	745,000	271	919,272	750,000	59%	73%	69%	8.6	5.1	9,381	3,607	3,371	3,082,136,002
4	41	180	7	513	56	62	4	391	542,151	515,000	3.0	128	463,919	459,500	139	476,884	469,000	86%	89%	71%	4.0	2.1	2,696	1,546	1,375	669,683,265
5	81	198	16	673	34	86	11	542	666,222	597,000	4.1	130	551,416	518,500	164	554,348	527,000	83%	87%	77%	5.0	2.4	3,270	1,916	1,739	968,632,505
6	216	570	12	2,109	415	266	31	1,397	697,573	579,000	5.0	276	496,598	480,000	294	524,535	491,500	71%	83%	70%	4.9	2.6	8,358	3,657	3,127	1,610,876,483
8	196	294	6	1,047	134	185	5	723	662,877	585,000	3.9	181	541,004	530,000	165	571,903	540,000	82%	91%	62%	5.7	3.1	4,520	2,245	1,937	1,126,340,212
N	815	1,842	57	7,135	1,058	816	153	5,108	1,051,264	679,000	5.1	981	634,309	525,000	1,033	633,979	534,100	60%	77%	70%	5.9	3.2	28,225	12,971	11,549	7,457,668,467
10	293	412	11	1,241	230	194	8	809	740,267	629,000	6.3	129	607,272	590,000	111	626,563	585,000	82%	94%	54%	6.1	3.4	6,394	1,511	1,310	802,394,891
11	149	315	6	1,354	178	327	21	828	863,140	772,000	8.3	99	736,310	743,000	62	699,677	682,500	85%	96%	47%	9.2	5.4	4,753	1,103	973	698,878,520
12	253	769	9	2,967	618	446	26	1,877	884,175	796,000	7.8	240	706,860	658,500	257	697,081	692,000	80%	83%	51%	6.4	4.1	11,163	3,019	2,627	1,730,970,304
13	172	374	5	1,578	251	259	48	1,020	874,051	749,000	10.0	102	668,045	602,500	101	712,150	625,000	76%	80%	56%	6.3	3.2	5,175	1,459	1,203	775,355,295
14	62	201	3	689	112	110	17	450	723,204	629,000	8.3	55	563,009	550,000	45	577,760	555,000	78%	87%	56%	5.8	3.3	2,512	797	601	334,097,638
15	105	201	2	640	90	72	10	468	673,733	629,711	5.3	88	554,894	542,500	77	581,717	550,000	82%	86%	56%	4.5	3.0	2,451	982	787	445,691,323
Q	1,034	2,272	36	8,469	1,479	1,408	130	5,452	826,382	715,000	7.6	713	657,526	600,000	653	665,845	625,000	80%	84%	53%	6.3	3.8	32,448	8,871	7,501	4,787,387,971
A	2,591	6,156	151	24,118	3,439	3,063	1,000	16,616	968,675	649,000	5.3	3,110	571,635	475,000	3,023	571,140	480,000	59%	73%	70%	5.2	2.8	92,877	39,195	33,945	19,193,381,411

LAST MONTHS ACTIVITY REPORT (October-2019)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	724	2,090	59	8,498	768	755	652	6,323	789,413	495,000	4.6	1,351	446,767	375,000	1,372	428,236	380,000	57%	76%	74%	4.1	2.0	31,356	16,587	14,877	6,616,899,279
N	802	1,946	56	6,928	861	872	154	5,041	1,069,729	650,000	5.3	938	634,566	520,000	1,092	634,654	525,000	59%	80%	71%	4.6	2.5	27,018	12,472	11,503	7,357,652,277
Q	1,031	2,540	38	8,189	1,677	1,254	139	5,119	841,378	725,000	7.5	680	596,967	547,000	657	647,851	590,000	71%	75%	48%	5.5	3.6	31,249	8,550	7,620	4,828,340,620
A	2,557	6,576	153	23,615	3,306	2,881	945	16,483	891,280	610,000	5.5	2,969	540,499	450,000	3,121	546,690	457,000	61%	74%	67%	4.6	2.5	89,623	37,609	34,000	18,802,892,176

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