

This report is for INTERNAL use only. The figures represent preliminary and unofficial housing data for Long Island. The Multiple Listing Service Of Long Island, Inc. publishes monthly MARKET UPDATE Reports for Nassau, Suffolk, and Queens that are the most up to date, accurate figures and for that reason serve as the official source for monthly housing data.

ZONE ACTIVITY REPORT (December-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 | 165 | 187 | 9 | 958 | 72 | 119 | 44 | 723 | 1,145,882 | 750,000 | 4.9 | 148 | 634,746 | 547,500 | 231 | 657,541 | 550,000 | 55% | 73% | 78% | 5.4 | 2.6 | 5,042 | 2,543 | 2,405 | 1,607,946,927 |
| 21 | 161 | 380 | 20 | 1,219 | 111 | 183 | 48 | 877 | 484,864 | 419,000 | 2.9 | 301 | 388,981 | 379,990 | 363 | 408,041 | 395,000 | 80% | 91% | 76% | 2.0 | 0.8 | 7,191 | 4,515 | 3,897 | 1,523,597,391 |
| 24 | 84 | 148 | 8 | 622 | 81 | 60 | 32 | 449 | 663,364 | 550,000 | 2.9 | 156 | 502,538 | 466,500 | 159 | 483,568 | 450,000 | 76% | 85% | 81% | 3.2 | 1.8 | 3,676 | 2,135 | 1,925 | 914,218,842 |
| 25 | 102 | 269 | 3 | 1,212 | 95 | 153 | 161 | 803 | 506,303 | 389,000 | 4.0 | 205 | 321,982 | 300,000 | 240 | 379,112 | 350,000 | 64% | 77% | 78% | 3.6 | 1.6 | 5,393 | 3,243 | 2,763 | 953,060,788 |
| 28 | 113 | 345 | 7 | 1,327 | 161 | 120 | 98 | 948 | 516,078 | 400,000 | 3.6 | 266 | 357,945 | 345,000 | 354 | 371,542 | 350,000 | 69% | 86% | 83% | 4.1 | 2.1 | 6,880 | 4,350 | 3,841 | 1,394,303,290 |
| 30 | 52 | 80 | 0 | 691 | 135 | 71 | 92 | 393 | 1,140,020 | 650,000 | 8.5 | 46 | 616,446 | 455,000 | 71 | 633,169 | 485,000 | 54% | 70% | 72% | 5.8 | 3.1 | 2,078 | 833 | 790 | 472,601,271 |
| 31 | 67 | 133 | 0 | 1,430 | 243 | 54 | 173 | 960 | 2,586,623 | 1,482,500 | 14.3 | 68 | 1,781,669 | 853,975 | 96 | 1,133,726 | 745,000 | 69% | 58% | 63% | 11.0 | 6.9 | 3,486 | 924 | 788 | 835,800,073 |
| S | 744 | 1,542 | 47 | 7,459 | 898 | 760 | 648 | 5,153 | 1,043,768 | 539,000 | 4.4 | 1,190 | 504,329 | 395,000 | 1,514 | 497,492 | 415,000 | 48% | 73% | 78% | 4.1 | 2.1 | 33,746 | 18,543 | 16,409 | 7,701,528,582 |
| 3 | 282 | 424 | 7 | 2,361 | 403 | 194 | 102 | 1,662 | 1,608,750 | 1,043,500 | 6.2 | 271 | 1,046,708 | 695,000 | 284 | 895,831 | 752,500 | 65% | 67% | 58% | 7.8 | 4.8 | 9,805 | 3,878 | 3,655 | 3,336,552,006 |
| 4 | 41 | 133 | 5 | 433 | 68 | 52 | 3 | 310 | 556,399 | 525,000 | 3.1 | 102 | 491,016 | 477,000 | 133 | 460,495 | 450,000 | 88% | 91% | 61% | 4.1 | 2.5 | 2,829 | 1,648 | 1,508 | 730,929,100 |
| 5 | 80 | 123 | 12 | 557 | 30 | 75 | 11 | 441 | 665,208 | 579,000 | 3.9 | 115 | 562,261 | 557,000 | 166 | 552,660 | 535,000 | 85% | 96% | 77% | 4.5 | 2.3 | 3,393 | 2,031 | 1,905 | 1,060,374,065 |
| 6 | 216 | 401 | 6 | 1,789 | 380 | 254 | 23 | 1,132 | 698,482 | 575,500 | 3.7 | 303 | 514,579 | 488,000 | 305 | 521,295 | 485,000 | 74% | 85% | 69% | 4.7 | 2.9 | 8,759 | 3,960 | 3,432 | 1,769,871,458 |
| 8 | 197 | 219 | 4 | 881 | 133 | 152 | 5 | 591 | 646,027 | 569,900 | 3.8 | 155 | 579,145 | 555,000 | 207 | 580,845 | 550,000 | 90% | 97% | 62% | 5.0 | 2.5 | 4,739 | 2,400 | 2,144 | 1,246,575,127 |
| N | 816 | 1,300 | 34 | 6,021 | 1,014 | 727 | 144 | 4,136 | 1,042,569 | 679,000 | 4.4 | 946 | 680,852 | 537,500 | 1,095 | 627,062 | 538,000 | 65% | 79% | 65% | 5.5 | 3.2 | 29,525 | 13,917 | 12,644 | 8,144,301,756 |
| 10 | 289 | 396 | 11 | 1,152 | 230 | 180 | 8 | 734 | 742,042 | 629,000 | 6.4 | 116 | 566,516 | 510,000 | 111 | 612,753 | 565,000 | 76% | 81% | 45% | 4.6 | 3.2 | 6,790 | 1,627 | 1,421 | 870,410,474 |
| 11 | 152 | 295 | 9 | 1,200 | 164 | 288 | 20 | 728 | 851,792 | 750,000 | 9.0 | 81 | 814,094 | 810,000 | 89 | 829,813 | 805,000 | 96% | 108% | 56% | 6.3 | 4.0 | 5,048 | 1,184 | 1,062 | 772,731,877 |
| 12 | 253 | 634 | 7 | 2,518 | 539 | 388 | 19 | 1,572 | 868,128 | 791,600 | 6.8 | 231 | 675,820 | 700,000 | 226 | 727,725 | 760,000 | 78% | 88% | 52% | 7.6 | 4.4 | 11,797 | 3,250 | 2,853 | 1,895,436,154 |
| 13 | 179 | 336 | 4 | 1,393 | 217 | 238 | 49 | 889 | 883,560 | 739,000 | 7.0 | 128 | 647,311 | 616,250 | 119 | 604,518 | 585,000 | 73% | 83% | 50% | 3.8 | 2.9 | 5,511 | 1,587 | 1,322 | 847,292,937 |
| 14 | 63 | 190 | 1 | 639 | 112 | 92 | 14 | 421 | 716,457 | 625,000 | 7.7 | 56 | 571,015 | 517,500 | 56 | 599,946 | 565,000 | 80% | 83% | 55% | 4.3 | 3.0 | 2,702 | 853 | 657 | 367,694,614 |
| 15 | 109 | 183 | 5 | 572 | 103 | 51 | 8 | 410 | 657,584 | 625,000 | 5.7 | 71 | 614,908 | 575,000 | 76 | 577,649 | 550,000 | 94% | 92% | 59% | 4.1 | 2.8 | 2,634 | 1,053 | 863 | 489,592,647 |
| Q | 1,045 | 2,034 | 37 | 7,474 | 1,365 | 1,237 | 118 | 4,754 | 817,455 | 699,000 | 7.0 | 683 | 653,386 | 625,000 | 677 | 673,221 | 625,000 | 80% | 89% | 52% | 5.6 | 3.6 | 34,482 | 9,554 | 8,178 | 5,243,158,703 |
| A | 2,605 | 4,876 | 118 | 20,954 | 3,277 | 2,724 | 910 | 14,043 | 966,801 | 644,000 | 5.0 | 2,819 | 599,681 | 485,000 | 3,286 | 576,874 | 485,000 | 62% | 75% | 68% | 4.9 | 2.8 | 97,753 | 42,014 | 37,231 | 21,088,989,041 |

LAST MONTHS ACTIVITY REPORT (November-2019)

| | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|-------|-----|--------|-------|-------|-------|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|-----|-----|--------|--------|--------|----------------|
| 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 |
| 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 |
| 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 YEARS ACTIVITY REPORT AT THIS TIME

| | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------|-------|-----|--------|-------|-------|-----|--------|-----------|---------|-----|-------|---------|---------|-------|---------|---------|-----|-----|-----|-------|-----|--------|--------|--------|----------------|
| S | 726 | 1,466 | 41 | 7,476 | 664 | 691 | 608 | 5,513 | 791,662 | 485,000 | 5.5 | 1,012 | 428,591 | 370,000 | 1,400 | 462,266 | 380,000 | 54% | 76% | 75% | 3.8 | 2.2 | 32,822 | 17,599 | 16,277 | 7,264,071,258 |
| N | 805 | 1,284 | 53 | 5,976 | 785 | 801 | 136 | 4,254 | 1,069,943 | 649,000 | 5.2 | 837 | 601,993 | 515,000 | 996 | 626,715 | 515,500 | 56% | 79% | 69% | -97.3 | 3.0 | 28,302 | 13,309 | 12,499 | 7,981,860,104 |
| Q | 1,036 | 2,144 | 24 | 7,390 | 1,574 | 1,113 | 128 | 4,575 | 831,576 | 719,000 | 7.3 | 639 | 618,978 | 555,000 | 605 | 681,573 | 620,000 | 74% | 77% | 48% | 5.8 | 4.0 | 33,393 | 9,189 | 8,225 | 5,240,692,197 |
| A | 2,567 | 4,894 | 118 | 20,842 | 3,023 | 2,605 | 872 | 14,342 | 886,935 | 599,800 | 5.9 | 2,488 | 535,824 | 450,000 | 3,001 | 561,057 | 460,000 | 60% | 75% | 68% | -29.4 | 2.8 | 94,517 | 40,097 | 37,001 | 20,486,623,559 |

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