

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 (January-2020)

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	164	411	24	1,039	99	113	49	778	1,141,400	769,500	5.1	155	621,508	565,000	170	626,879	540,000	54%	73%	77%	5.5	2.9	411	155	170	106,569,430
21	162	549	30	1,249	116	178	46	909	487,917	420,000	3.1	290	385,053	375,000	320	399,960	383,750	79%	89%	78%	2.7	1.1	549	290	320	127,987,200
24	85	282	19	671	83	70	33	485	660,542	565,000	3.6	136	471,564	447,000	156	497,230	460,000	71%	79%	83%	3.8	1.7	282	136	156	77,567,880
25	101	425	14	1,284	104	151	155	874	488,145	389,450	4.6	189	331,329	317,000	253	345,963	325,000	68%	81%	81%	4.0	1.7	425	189	253	87,528,639
28	112	492	15	1,358	160	116	99	983	503,779	405,000	3.6	274	366,352	359,000	298	367,019	370,000	73%	89%	81%	3.6	2.0	492	274	298	109,371,662
30	53	160	3	733	166	69	99	399	1,125,588	647,000	7.3	56	522,612	466,000	62	660,490	497,500	46%	72%	71%	8.3	4.6	160	56	62	40,950,380
31	67	317	0	1,545	300	59	174	1,012	2,500,177	1,474,500	14.0	74	1,570,113	932,500	82	1,724,530	872,725	63%	63%	67%	11.7	6.6	317	74	82	141,411,460
S	744	2,636	105	7,879	1,028	756	655	5,440	1,020,778	539,900	4.7	1,174	494,538	399,999	1,341	515,576	402,500	48%	74%	79%	4.5	2.2	2,636	1,174	1,341	691,386,651
3	285	807	11	2,474	395	220	103	1,756	1,600,442	1,029,550	6.6	270	940,886	734,000	253	964,054	735,000	59%	71%	62%	8.7	4.6	807	270	253	243,905,662
4	41	220	9	474	78	52	2	342	553,593	525,250	3.6	96	489,817	480,000	113	467,751	460,000	88%	91%	73%	4.6	2.3	220	96	113	52,855,863
5	81	238	16	595	28	68	8	491	663,946	589,000	4.2	115	553,117	510,000	134	553,075	522,500	83%	87%	75%	4.4	1.9	238	115	134	74,112,050
6	219	716	14	1,901	399	269	22	1,211	692,272	569,000	5.5	227	529,972	492,000	280	559,484	488,500	77%	86%	71%	3.6	1.8	716	227	280	156,655,520
8	197	391	13	930	133	156	3	638	651,913	579,000	3.7	172	523,048	508,000	178	606,090	555,000	80%	88%	61%	5.1	2.6	391	172	178	107,884,020
N	823	2,372	63	6,374	1,033	765	138	4,438	1,031,989	674,950	5.1	880	653,339	530,000	958	663,271	532,250	63%	79%	67%	5.4	2.8	2,372	880	958	635,413,115
10	295	594	3	1,208	251	170	9	778	741,270	622,000	6.0	131	649,924	600,000	130	613,039	582,500	88%	96%	54%	4.9	3.1	594	131	130	79,695,070
11	155	470	10	1,276	213	297	19	747	868,860	778,000	7.6	100	768,863	717,500	94	827,703	765,000	88%	92%	54%	6.2	4.0	470	100	94	77,804,082
12	257	940	12	2,580	552	400	20	1,608	859,727	786,500	6.6	246	670,544	657,000	231	720,961	710,000	78%	84%	54%	6.5	4.2	940	246	231	166,541,991
13	177	510	2	1,488	266	252	49	921	890,781	749,999	7.7	122	641,444	565,000	117	638,338	585,000	72%	75%	56%	6.6	4.4	510	122	117	74,685,546
14	64	230	1	669	133	97	15	424	714,844	637,000	7.4	56	588,967	559,950	37	583,227	565,000	82%	88%	59%	4.8	2.2	230	56	37	21,579,399
15	111	244	1	627	112	59	9	447	659,335	619,000	6.3	70	565,256	582,500	88	545,805	560,000	86%	94%	59%	1.9	1.2	244	70	88	48,030,840
Q	1,059	2,988	29	7,848	1,527	1,275	121	4,925	817,546	699,000	6.8	725	659,016	610,000	697	671,932	610,000	81%	87%	55%	5.5	3.5	2,988	725	697	468,336,928
A	2,626	7,996	197	22,101	3,588	2,796	914	14,803	956,523	639,000	5.4	2,779	587,734	475,000	2,996	599,178	480,000	61%	74%	70%	5.0	2.7	7,996	2,779	2,996	1,795,136,694

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	727	2,813	41	8,005	818	744	624	5,819	794,192	489,000	5.1	1,147	425,992	370,000	1,150	450,843	380,000	54%	76%	75%	4.8	2.5	2,813	1,147	1,150	518,469,780
N	816	2,397	31	6,430	859	848	132	4,591	1,052,492	649,000	5.4	857	595,300	500,000	916	638,358	525,000	57%	77%	68%	5.3	3.2	2,397	857	916	584,736,190
Q	1,031	3,059	19	7,884	1,726	1,169	129	4,860	823,397	700,000	7.6	644	599,536	538,750	661	609,880	550,000	73%	77%	50%	5.1	3.2	3,059	644	661	403,130,820
A	2,574	8,269	91	22,319	3,403	2,761	885	15,270	881,146	599,000	5.8	2,648	522,993	437,500	2,727	552,379	450,000	59%	73%	67%	5.0	2.9	8,269	2,648	2,727	1,506,336,790

**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