

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 (February-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	372	24	1,081	97	99	49	836	1,140,684	784,250	4.9	178	646,303	577,495	161	639,046	565,000	57%	74%	77%	6.1	2.8	783	333	331	209,455,836
21	167	540	25	1,260	97	180	50	933	478,112	424,000	2.9	314	407,714	398,250	283	394,287	380,000	85%	94%	73%	1.8	0.3	1,089	604	603	239,570,421
24	86	255	22	675	59	66	33	517	668,453	571,300	3.5	150	472,261	465,000	122	495,115	456,250	71%	81%	74%	4.8	2.3	537	286	278	137,971,910
25	101	399	29	1,202	82	145	152	823	499,201	399,000	3.2	261	352,905	339,900	176	333,005	315,000	71%	85%	81%	3.0	1.0	824	450	429	146,137,519
28	112	535	13	1,356	122	113	88	1,033	498,003	409,900	3.3	315	364,848	359,900	250	364,918	350,495	73%	88%	82%	4.0	1.9	1,027	589	548	200,601,162
30	53	177	2	774	162	75	105	432	1,115,149	669,000	7.6	58	601,690	514,500	47	504,777	430,000	54%	77%	70%	7.7	3.8	337	114	109	64,674,899
31	69	300	1	1,633	331	58	176	1,068	2,448,766	1,450,000	14.9	72	1,118,916	757,500	47	1,301,875	837,500	46%	52%	70%	10.3	7.2	617	146	129	202,599,585
S	752	2,578	116	7,981	950	736	653	5,642	1,022,259	549,000	4.2	1,348	472,106	406,000	1,086	469,268	405,000	46%	74%	77%	4.1	1.8	5,214	2,522	2,427	1,201,011,332
3	285	727	16	2,564	402	219	98	1,845	1,614,997	1,088,000	6.0	319	912,911	705,000	246	963,630	677,500	57%	65%	65%	8.9	5.0	1,534	589	499	480,958,642
4	41	221	13	466	78	41	4	343	561,038	529,999	2.7	135	495,521	485,000	111	527,010	516,000	88%	92%	77%	3.7	2.0	441	231	224	111,353,973
5	81	277	21	612	33	66	6	507	672,985	599,000	3.5	153	556,322	520,000	110	540,657	515,525	83%	87%	86%	5.1	2.2	515	268	244	133,584,320
6	221	650	20	1,880	349	261	24	1,246	704,975	579,000	4.0	320	538,030	503,250	245	500,285	482,000	76%	87%	72%	5.2	2.9	1,366	547	525	279,225,345
8	197	350	13	940	140	162	3	635	679,419	599,000	3.6	183	593,800	548,500	140	579,177	530,000	87%	92%	66%	5.0	2.6	741	355	318	188,968,800
N	825	2,225	83	6,462	1,002	749	135	4,576	1,054,008	695,500	4.3	1,110	652,312	540,000	852	655,908	529,000	62%	78%	72%	6.0	3.3	4,597	1,990	1,810	1,194,091,080
10	297	560	6	1,217	227	172	9	809	746,116	625,000	6.4	127	578,112	575,000	93	601,097	600,000	77%	92%	61%	6.2	3.6	1,154	258	223	135,597,091
11	155	443	13	1,299	199	300	24	776	870,695	782,500	7.1	111	729,476	650,000	87	810,568	800,000	84%	83%	45%	6.5	4.6	913	211	181	148,323,498
12	258	846	11	2,615	501	420	24	1,670	850,636	769,500	7.1	241	647,551	590,000	219	661,017	625,000	76%	77%	53%	7.1	4.8	1,786	487	450	311,304,714
13	177	449	5	1,508	240	249	46	973	901,538	750,000	7.7	127	643,434	600,000	89	728,671	648,500	71%	80%	44%	4.8	2.4	959	249	206	139,537,265
14	63	229	2	659	126	87	20	426	718,774	629,000	6.4	70	562,041	543,750	58	550,274	510,000	78%	86%	57%	4.1	2.2	459	126	95	53,495,291
15	109	214	1	626	99	59	10	458	655,133	620,000	6.2	73	567,231	565,000	80	533,853	537,750	87%	91%	64%	5.3	4.6	458	143	168	90,739,080
Q	1,059	2,741	38	7,924	1,392	1,287	133	5,112	818,325	699,000	6.9	749	631,400	580,000	626	656,006	600,000	77%	83%	54%	6.0	4.0	5,729	1,474	1,323	878,996,939
A	2,636	7,544	237	22,367	3,344	2,772	921	15,330	963,731	649,000	4.9	3,207	571,682	480,000	2,564	576,848	480,000	59%	74%	70%	5.2	2.8	15,540	5,986	5,560	3,274,099,351

### LAST MONTHS ACTIVITY REPORT (January-2020)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	728	2,435	88	8,180	837	785	619	5,939	801,886	499,000	4.6	1,319	419,143	375,000	974	432,603	380,000	52%	75%	78%	4.9	2.2	5,248	2,466	2,124	939,825,299
N	817	2,065	85	6,562	853	832	135	4,742	1,050,169	659,000	5.1	952	610,089	500,000	762	615,207	505,000	58%	76%	69%	6.1	3.4	4,462	1,809	1,678	1,053,524,147
Q	1,029	2,637	52	7,952	1,738	1,178	129	4,907	824,437	710,000	7.2	688	597,944	550,000	566	628,036	575,000	73%	77%	51%	5.5	3.8	5,696	1,332	1,227	758,598,935
A	2,574	7,137	225	22,694	3,428	2,795	883	15,588	884,515	620,000	5.3	2,959	522,149	445,000	2,302	541,100	455,000	59%	72%	68%	5.4	3.0	15,406	5,607	5,029	2,751,948,381

**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