

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 (March-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	161	371	4	1,032	96	96	45	795	1,165,372	799,000	3.9	197	618,199	550,000	125	673,525	610,000	53%	69%	75%	5.3	3.1	1,154	530	456	293,646,461
21	170	463	16	1,182	90	180	47	865	495,235	425,000	2.3	375	441,361	412,000	217	410,847	390,000	89%	97%	79%	1.6	0.6	1,552	979	820	328,724,220
24	87	242	8	625	55	69	31	470	660,989	561,938	2.6	171	518,952	485,000	112	469,169	436,500	79%	86%	80%	3.3	1.4	779	457	390	190,518,838
25	100	355	3	1,179	78	146	149	806	500,879	399,000	3.2	245	384,125	364,000	167	361,875	350,000	77%	91%	74%	3.5	1.4	1,179	695	596	206,570,644
28	111	490	2	1,280	118	104	88	970	513,216	419,995	2.6	350	375,639	366,000	227	363,594	345,000	73%	87%	87%	3.7	1.4	1,517	939	775	283,137,000
30	55	155	0	770	171	73	104	422	1,065,175	649,000	7.5	57	626,440	499,000	59	542,263	475,000	59%	77%	68%	6.7	3.2	492	171	168	96,668,416
31	65	278	0	1,656	383	53	175	1,045	2,437,282	1,495,000	15.7	66	1,775,007	771,750	49	1,299,163	887,500	73%	52%	69%	11.1	6.3	895	212	178	266,258,572
S	749	2,354	33	7,724	991	721	639	5,373	1,035,456	549,990	3.6	1,461	516,412	425,000	956	485,892	405,000	50%	77%	78%	3.9	1.8	7,568	3,983	3,383	1,665,524,151
3	279	600	2	2,465	380	208	93	1,784	1,605,658	1,069,000	6.3	276	983,887	705,000	222	884,182	680,000	61%	66%	65%	7.3	4.3	2,134	865	721	677,247,046
4	41	202	5	480	79	35	4	362	559,349	529,000	2.9	119	514,942	510,000	75	486,096	475,000	92%	96%	72%	3.1	2.1	643	350	299	147,811,173
5	80	253	10	614	26	60	7	521	669,846	599,000	3.0	169	602,458	565,000	99	561,324	535,000	90%	94%	81%	5.1	2.8	768	437	343	189,155,396
6	218	589	14	1,811	360	238	31	1,182	712,113	580,000	3.8	304	551,736	495,000	218	501,560	489,500	77%	85%	75%	4.8	2.9	1,955	851	743	388,565,425
8	198	314	9	926	123	150	4	649	681,778	599,999	4.5	141	564,273	535,000	115	572,838	545,000	83%	89%	65%	3.5	1.7	1,055	496	433	254,845,170
N	816	1,958	40	6,296	968	691	139	4,498	1,044,944	695,000	4.4	1,009	675,854	550,000	729	635,848	530,000	65%	79%	71%	5.2	3.1	6,555	2,999	2,539	1,657,624,210
10	293	406	4	1,173	211	168	10	784	749,279	625,000	7.9	97	589,592	510,000	84	612,523	597,500	79%	82%	49%	6.4	4.2	1,560	355	307	187,049,023
11	157	262	6	1,240	201	281	21	737	875,382	789,000	9.7	75	766,099	730,000	62	809,533	727,500	88%	93%	44%	7.3	5.1	1,175	286	243	198,514,544
12	253	637	6	2,471	441	406	20	1,604	857,398	777,440	8.2	192	634,639	611,250	207	688,497	678,000	74%	79%	50%	7.1	4.9	2,423	679	657	453,823,593
13	174	313	4	1,409	209	229	48	923	896,235	750,000	7.8	117	653,232	630,000	87	678,538	582,000	73%	84%	51%	6.6	4.5	1,272	366	293	198,570,071
14	60	183	1	653	118	85	24	426	724,139	629,000	8.0	53	562,226	541,000	39	581,205	549,999	78%	86%	67%	1.6	2.0	642	179	134	76,162,286
15	109	171	3	587	85	58	9	435	657,448	624,999	5.5	80	567,353	554,500	53	555,504	545,000	86%	89%	64%	4.6	3.3	629	223	221	120,180,792
Q	1,046	1,972	24	7,533	1,265	1,227	132	4,909	820,851	699,999	7.9	614	632,106	585,000	532	667,863	610,000	77%	84%	52%	6.3	4.4	7,701	2,088	1,855	1,234,300,309
A	2,611	6,284	97	21,553	3,224	2,639	910	14,780	967,065	649,999	4.7	3,084	591,611	485,000	2,217	578,867	490,000	61%	75%	70%	4.9	2.8	21,824	9,070	7,777	4,557,448,670

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	738	3,152	121	8,624	925	773	644	6,282	813,731	509,997	4.1	1,596	451,125	390,000	1,080	434,202	372,688	55%	76%	74%	4.9	2.5	8,400	4,062	3,204	1,408,763,211
N	826	2,804	120	7,091	912	850	139	5,190	1,050,084	679,000	4.6	1,169	635,837	525,000	857	645,894	515,000	61%	77%	65%	6.1	3.6	7,266	2,978	2,535	1,607,055,542
Q	1,039	3,245	67	8,086	1,678	1,214	131	5,063	846,009	745,000	6.0	867	593,057	540,000	632	639,422	575,000	70%	72%	50%	6.0	4.0	8,941	2,199	1,859	1,162,713,436
A	2,603	9,201	308	23,801	3,515	2,837	914	16,535	897,801	630,000	4.7	3,632	544,457	460,000	2,569	555,307	460,000	61%	73%	65%	5.6	3.2	24,607	9,239	7,598	4,178,532,189

**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