

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 (April-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	150	0	985	98	84	43	760	1,163,944	779,750	8.3	93	611,193	523,000	103	611,243	525,000	53%	67%	69%	4.8	2.4	1,304	623	559	356,604,490
21	170	201	0	1,138	92	177	43	826	491,876	419,999	5.8	149	422,535	390,000	183	419,619	410,000	86%	93%	83%	1.4	0.5	1,753	1,128	1,003	405,514,497
24	87	91	0	570	53	66	29	422	660,217	561,250	5.8	74	467,337	464,250	95	497,845	465,000	71%	83%	81%	3.8	1.6	870	531	485	237,814,113
25	100	198	0	1,127	76	137	153	761	516,263	399,000	6.2	123	379,458	349,900	164	372,521	350,000	74%	88%	82%	2.9	0.8	1,377	818	760	267,664,088
28	111	240	0	1,196	119	90	90	897	518,445	420,000	6.2	148	415,085	382,250	196	397,678	387,500	80%	91%	84%	2.6	0.8	1,757	1,087	971	361,081,888
30	55	84	0	739	160	74	103	402	1,080,232	649,000	12.6	32	688,497	528,000	50	515,302	477,500	64%	81%	64%	6.8	4.4	576	203	218	122,433,516
31	70	215	0	1,604	404	47	160	993	2,492,267	1,495,000	21.3	46	1,585,837	808,750	71	1,776,423	800,000	64%	54%	73%	8.7	5.4	1,110	258	249	392,384,605
S	754	1,179	0	7,359	1,002	675	621	5,061	1,054,435	549,980	7.7	665	537,546	420,000	862	554,559	425,000	51%	76%	79%	3.5	1.6	8,747	4,648	4,245	2,143,497,197
3	278	320	0	2,378	396	201	90	1,691	1,618,527	1,080,000	17.9	95	884,366	685,000	145	1,003,646	801,000	55%	63%	63%	7.5	4.5	2,454	960	866	822,775,716
4	41	81	0	469	83	36	4	346	560,909	532,500	6.5	54	519,003	496,250	69	488,496	480,000	93%	93%	78%	3.4	1.9	724	404	368	181,517,397
5	81	93	0	560	20	57	8	475	668,338	599,000	6.7	71	549,521	515,000	88	592,911	531,250	82%	86%	76%	3.1	1.6	861	508	431	241,331,564
6	217	259	0	1,733	352	218	27	1,136	704,968	579,000	9.2	125	515,816	490,000	144	575,187	530,000	73%	85%	71%	4.0	3.1	2,214	976	887	471,392,353
8	197	110	0	874	103	132	2	637	661,069	589,900	11.6	56	585,030	527,500	82	652,239	555,500	88%	89%	71%	4.2	2.8	1,165	552	515	308,328,768
N	814	863	0	6,014	954	644	131	4,285	1,043,269	680,000	10.8	401	619,191	530,000	528	695,859	561,250	59%	78%	70%	4.8	3.0	7,418	3,400	3,067	2,025,345,798
10	291	155	0	1,046	178	149	10	709	755,354	638,888	23.2	31	642,529	549,000	41	581,341	619,000	85%	86%	59%	5.8	2.5	1,715	386	348	210,884,004
11	151	71	0	1,117	169	247	18	683	881,006	799,000	35.9	19	407,474	385,000	18	728,500	785,000	46%	48%	44%	10.0	6.6	1,246	305	261	211,627,544
12	250	172	0	2,195	397	351	18	1,429	849,056	778,000	23.4	61	602,270	510,000	79	831,570	835,000	71%	66%	54%	7.3	4.8	2,595	740	736	519,517,623
13	170	119	0	1,290	180	202	46	862	903,731	750,000	23.4	37	747,014	591,000	44	621,484	611,500	83%	79%	48%	5.3	3.5	1,391	403	337	225,915,367
14	60	74	0	641	108	78	23	432	724,962	634,000	24.2	18	523,667	525,000	15	594,800	570,000	72%	83%	40%	5.2	2.8	716	197	149	85,084,286
15	107	58	0	546	70	53	9	414	657,403	629,000	13.4	31	495,777	480,000	26	531,241	537,500	75%	76%	50%	3.6	3.1	687	254	247	133,993,058
Q	1,029	649	0	6,835	1,102	1,080	124	4,529	820,256	699,999	23.1	197	593,063	530,000	223	684,850	670,000	72%	76%	52%	6.2	3.9	8,350	2,285	2,078	1,387,021,882
A	2,597	2,691	0	20,208	3,058	2,399	876	13,875	974,547	649,000	11.1	1,263	572,128	470,000	1,613	618,817	495,000	59%	72%	73%	4.3	2.4	24,515	10,333	9,390	5,555,864,877

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

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	743	3,398	102	8,973	965	791	658	6,559	865,910	529,000	3.6	1,852	459,572	395,000	1,192	428,730	380,000	53%	75%	76%	3.9	2.1	11,798	5,914	4,396	1,919,809,678
N	832	3,024	113	7,564	919	857	155	5,633	1,051,234	689,999	4.3	1,332	647,396	539,000	896	617,905	505,000	62%	78%	68%	4.9	2.8	10,290	4,310	3,431	2,160,698,780
Q	1,056	3,194	66	8,354	1,604	1,263	133	5,354	853,099	748,944	6.5	835	609,834	565,000	650	613,061	575,000	71%	75%	48%	5.9	4.0	12,135	3,034	2,509	1,561,203,290
A	2,631	9,616	281	24,891	3,488	2,911	946	17,546	921,498	649,000	4.4	4,019	553,041	469,000	2,738	534,397	455,000	60%	72%	67%	4.7	2.8	34,223	13,258	10,336	5,641,711,748

**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