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ZONE ACTIVITY REPORT (May-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	160	317	9	1,014	85	82	41	806	1,125,164	778,944	6.7	127	759,795	558,500	145	642,032	560,000	68%	72%	83%	4.1	1.7	1,621	750	704	449,699,130
21	172	387	8	1,212	80	170	40	922	497,624	425,315	4.7	194	461,421	405,000	200	419,092	410,000	93%	95%	83%	1.7	0.7	2,140	1,322	1,203	489,332,897
24	88	193	4	604	35	67	31	471	669,039	559,900	5.2	97	493,468	485,000	102	527,312	494,444	74%	87%	81%	2.9	1.4	1,063	628	587	291,599,937
25	97	305	5	1,155	66	125	149	815	502,839	399,000	5.1	158	414,125	357,450	176	371,337	356,250	82%	90%	81%	-3.1	1.0	1,682	976	936	333,019,400
28	111	450	9	1,260	120	86	88	966	517,863	429,945	4.6	209	362,121	360,000	212	379,025	364,000	70%	84%	87%	2.6	1.3	2,207	1,296	1,183	441,435,188
30	56	139	4	685	117	69	100	399	1,075,705	649,000	5.5	72	654,009	550,000	51	690,020	499,900	61%	85%	59%	9.2	5.5	715	275	269	157,624,536
31	71	230	0	1,443	295	42	154	952	2,565,623	1,550,000	11.5	82	1,480,234	1,080,000	55	1,536,746	950,000	58%	70%	55%	-5.0	6.3	1,340	340	304	476,905,635
S	755	2,021	39	7,373	798	641	603	5,331	1,024,678	549,000	5.7	939	578,763	433,500	941	527,226	430,000	56%	79%	80%	1.5	1.7	10,768	5,587	5,186	2,639,616,723
3	277	622	21	2,486	387	180	97	1,822	1,601,832	1,049,000	12.4	152	1,040,273	835,000	177	1,044,115	825,000	65%	80%	59%	7.8	5.0	3,076	1,112	1,043	1,007,584,071
4	41	163	0	493	79	33	4	377	562,984	535,000	6.7	58	481,293	495,000	58	521,483	496,000	85%	93%	91%	3.0	1.7	887	462	426	211,763,411
5	81	185	9	589	20	51	6	512	673,598	599,999	5.9	89	581,426	555,000	89	622,155	570,000	86%	93%	80%	-	1.4	1,046	597	520	296,703,359
6	216	521	4	1,822	343	215	33	1,231	717,417	579,000	7.9	158	497,096	495,000	150	585,543	536,250	69%	85%	73%	-667.3	2.7	2,735	1,134	1,037	559,223,803
8	196	272	4	971	95	138	4	734	679,022	599,999	10.0	73	1,117,662	497,500	91	596,512	545,000	165%	83%	62%	4.3	3.0	1,437	625	606	362,611,360
N	811	1,763	38	6,361	924	617	144	4,676	1,038,753	689,000	9.0	530	750,781	544,000	565	730,160	585,000	72%	79%	70%	-334.1	3.2	9,181	3,930	3,632	2,437,886,004
10	294	374	3	1,092	178	143	8	763	733,831	619,000	27.6	29	605,264	530,000	41	578,888	540,000	82%	86%	46%	4.7	3.1	2,089	415	389	234,618,412
11	152	212	1	1,143	169	227	17	730	882,860	799,000	46.3	16	667,508	628,563	43	699,093	615,000	76%	79%	56%	6.3	4.2	1,458	321	304	241,688,543
12	249	450	3	2,218	398	321	17	1,482	846,775	788,000	32.1	48	647,917	515,000	92	716,071	685,000	77%	65%	54%	6.1	4.4	3,045	788	828	585,396,155
13	172	205	0	1,283	175	189	38	881	899,839	759,000	27.2	33	551,391	620,000	52	544,443	515,000	61%	82%	63%	4.7	2.8	1,596	436	389	254,226,403
14	61	144	1	676	115	81	22	458	704,504	625,000	23.4	20	559,400	577,500	15	591,333	566,000	79%	92%	80%	2.3	1.3	860	217	164	93,954,281
15	107	120	0	563	68	48	9	438	645,974	629,000	15.2	29	585,823	550,000	30	623,667	605,000	91%	87%	63%	3.1	1.8	807	283	277	152,703,068
Q	1,035	1,505	8	6,975	1,103	1,009	111	4,752	811,801	699,000	27.9	175	604,032	579,880	273	643,095	585,000	74%	83%	58%	5.1	3.4	9,855	2,460	2,351	1,562,586,862
A	2,601	5,289	85	20,709	2,825	2,267	858	14,759	960,597	649,000	9.2	1,644	636,909	480,000	1,779	609,457	495,000	66%	74%	73%	-104.5	2.4	29,804	11,977	11,169	6,640,089,589

LAST MONTHS ACTIVITY REPORT (April-2020)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	752	3,378	60	9,315	939	770	672	6,934	855,367	529,000	4.0	1,768	468,069	405,000	1,359	472,218	390,000	55%	77%	77%	3.4	1.8	15,176	7,682	5,755	2,561,554,346
N	839	3,304	62	8,148	938	847	150	6,213	1,055,949	699,000	4.6	1,365	636,865	530,000	985	645,262	530,000	60%	76%	65%	5.0	3.1	13,594	5,675	4,416	2,796,281,843
Q	1,069	3,198	27	8,589	1,577	1,305	138	5,569	872,578	749,000	6.3	891	653,548	610,000	696	616,401	570,250	75%	81%	51%	5.8	3.7	15,333	3,925	3,205	1,990,218,374
A	2,660	9,880	149	26,052	3,454	2,922	960	18,716	927,074	649,000	4.7	4,024	566,396	480,000	3,040	561,297	465,000	61%	74%	67%	4.5	2.7	44,103	17,282	13,376	7,348,054,563

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