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ZONE ACTIVITY REPORT (June-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	157	535	45	1,076	81	82	42	871	1,136,515	799,000	2.8	321	706,254	620,000	153	641,901	585,000	62%	78%	76%	3.1	2.1	2,156	1,071	857	547,909,983
21	172	686	40	1,300	120	156	36	988	514,772	429,945	2.4	399	440,923	418,500	238	410,772	410,000	86%	97%	79%	2.5	1.0	2,826	1,721	1,441	587,096,633
24	89	384	26	638	38	71	26	503	678,273	569,000	2.0	251	521,667	500,000	128	495,656	479,495	77%	88%	76%	2.8	1.8	1,447	879	715	355,043,905
25	97	526	32	1,196	90	126	139	841	510,375	399,990	2.7	307	410,385	376,000	193	393,410	349,000	80%	94%	75%	3.7	2.2	2,208	1,283	1,129	408,947,530
28	112	732	31	1,329	140	85	83	1,021	525,056	425,000	2.3	436	404,868	390,000	261	374,933	375,000	77%	92%	83%	2.5	1.6	2,939	1,732	1,444	539,292,701
30	57	192	18	684	124	68	95	397	1,137,799	660,000	3.4	114	764,196	642,000	62	714,083	527,500	67%	97%	68%	6.5	3.7	907	389	331	201,897,682
31	72	305	2	1,386	289	41	139	917	2,665,619	1,599,000	5.8	157	1,611,825	985,000	79	1,381,168	967,500	60%	62%	61%	10.7	7.1	1,645	497	383	586,017,907
S	756	3,360	194	7,609	882	629	560	5,538	1,029,443	549,000	2.8	1,985	592,574	455,000	1,114	526,562	430,000	58%	83%	76%	3.6	2.2	14,128	7,572	6,300	3,226,206,341
3	278	1,118	63	2,744	371	203	90	2,080	1,601,521	1,004,444	5.4	392	1,005,854	808,509	235	976,662	757,500	63%	80%	63%	7.2	4.7	4,194	1,504	1,278	1,237,099,641
4	42	283	7	536	70	35	4	427	577,106	549,000	2.9	147	506,549	489,000	84	520,339	516,750	88%	89%	76%	2.1	0.9	1,170	609	510	255,471,887
5	85	348	16	632	20	52	6	554	682,534	599,999	2.8	212	602,392	571,250	111	590,260	550,000	88%	95%	73%	3.5	1.8	1,394	809	631	362,222,219
6	219	858	42	1,931	299	211	33	1,388	735,781	589,000	4.0	360	590,330	535,000	203	535,459	475,000	80%	91%	69%	4.6	3.2	3,593	1,494	1,240	667,921,980
8	200	463	26	1,078	120	130	6	822	670,145	600,000	4.4	191	900,674	585,000	102	570,243	535,000	134%	98%	65%	5.6	3.7	1,900	816	708	420,776,146
N	824	3,070	154	6,921	880	631	139	5,271	1,048,726	685,000	4.1	1,302	753,466	580,000	735	687,899	561,500	72%	85%	68%	5.1	3.3	12,251	5,232	4,367	2,943,491,873
10	293	676	7	1,266	199	137	8	922	728,373	634,000	13.0	74	591,075	540,000	81	511,333	442,000	81%	85%	62%	4.3	2.6	2,765	489	470	276,036,385
11	157	389	8	1,235	179	213	18	825	850,676	749,000	17.8	50	759,940	753,250	52	661,212	594,500	89%	101%	48%	7.2	4.9	1,847	371	356	276,071,567
12	253	1,044	20	2,635	490	318	20	1,807	832,009	763,840	14.7	130	688,304	721,500	137	703,184	680,000	83%	94%	51%	6.8	4.7	4,089	918	965	681,732,363
13	176	404	7	1,329	178	173	38	940	897,574	750,000	11.9	82	652,799	654,500	63	666,816	645,000	73%	87%	48%	7.0	4.7	2,001	518	452	296,235,811
14	63	240	11	733	116	78	21	518	729,682	649,000	14.3	38	509,439	497,500	37	554,248	540,000	70%	77%	49%	5.4	3.7	1,100	255	201	114,461,457
15	108	199	4	577	69	49	7	452	644,278	629,000	6.4	69	577,099	575,000	52	572,155	552,000	90%	91%	71%	5.4	3.4	1,006	352	329	182,455,128
Q	1,050	2,953	57	7,775	1,231	968	112	5,464	803,389	699,000	12.9	443	640,912	615,550	422	626,554	575,000	80%	88%	55%	6.1	4.1	12,808	2,903	2,773	1,826,992,711
A	2,630	9,383	405	22,305	2,993	2,228	811	16,273	959,787	649,000	4.5	3,730	654,476	514,504	2,271	597,359	488,500	68%	79%	70%	4.6	2.9	39,187	15,707	13,440	7,996,690,925

LAST MONTHS ACTIVITY REPORT (May-2020)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	756	3,299	70	9,635	967	777	690	7,201	959,409	545,000	4.3	1,685	463,393	400,000	1,476	468,706	406,125	48%	73%	79%	3.3	1.8	18,475	9,367	7,231	3,253,364,994
N	842	2,777	51	8,252	911	867	152	6,322	1,057,697	699,000	4.8	1,315	646,398	550,000	1,128	664,624	550,000	61%	79%	71%	4.2	2.5	16,371	6,990	5,544	3,545,977,866
Q	1,069	2,979	27	8,535	1,464	1,305	139	5,627	845,591	730,000	6.6	848	640,103	595,000	633	652,420	608,000	76%	82%	52%	5.9	3.9	18,312	4,773	3,838	2,403,200,115
A	2,667	9,055	148	26,422	3,342	2,949	981	19,150	958,413	649,000	5.0	3,848	564,875	485,000	3,237	572,903	480,000	59%	75%	71%	4.2	2.4	53,158	21,130	16,613	9,202,542,975

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