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ZONE ACTIVITY REPORT (July-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	602	67	1,043	87	79	37	840	1,168,305	839,500	1.9	428	734,045	625,000	164	650,039	560,000	63%	74%	80%	3.9	2.5	2,758	1,499	1,021	654,516,379
21	173	675	80	1,161	110	154	39	858	552,360	441,000	1.4	579	498,768	420,000	242	413,328	410,000	90%	95%	77%	1.4	0.8	3,501	2,300	1,683	687,122,009
24	89	339	41	597	34	65	23	475	713,426	599,000	1.8	263	512,929	499,000	129	480,475	475,000	72%	83%	85%	2.0	1.2	1,786	1,142	844	417,025,180
25	98	479	51	1,101	78	125	150	748	561,792	419,450	1.7	428	417,783	385,000	177	400,239	370,000	74%	92%	81%	3.2	1.8	2,687	1,711	1,306	479,789,833
28	112	618	34	1,179	132	90	76	881	548,566	444,996	1.5	570	432,180	395,000	242	387,163	375,000	79%	89%	82%	3.7	2.2	3,557	2,302	1,686	632,986,147
30	58	206	33	662	120	70	98	374	1,143,115	699,000	2.5	145	735,927	559,000	77	673,632	550,000	64%	80%	62%	6.8	3.3	1,113	534	408	253,767,346
31	74	334	5	1,345	298	37	132	878	2,861,795	1,695,000	5.0	171	1,544,952	975,000	103	1,443,062	885,000	54%	58%	60%	8.1	3.7	1,979	668	486	734,653,293
S	765	3,253	311	7,088	859	620	555	5,054	1,115,526	584,995	1.9	2,584	593,617	450,000	1,134	558,778	439,500	53%	77%	78%	3.6	2.0	17,381	10,156	7,434	3,859,860,187
3	278	1,237	104	2,786	364	216	92	2,114	1,646,568	1,050,000	3.4	623	1,050,301	785,000	235	1,036,725	810,000	64%	75%	69%	6.0	3.7	5,431	2,127	1,513	1,480,730,016
4	44	253	20	464	49	40	4	371	583,868	549,999	1.5	243	543,549	530,000	107	504,155	489,000	93%	96%	76%	2.7	1.2	1,423	852	617	309,416,472
5	85	380	36	646	21	58	5	562	698,141	629,000	1.9	290	598,739	559,000	140	576,083	545,500	86%	89%	77%	4.0	2.2	1,774	1,099	771	442,873,839
6	224	887	56	1,853	297	220	28	1,308	740,680	599,000	2.3	558	553,933	525,000	220	539,332	500,000	75%	88%	74%	3.5	1.9	4,480	2,052	1,460	786,575,020
8	202	509	34	1,033	120	135	4	774	709,158	616,500	2.3	333	640,460	580,000	121	579,661	530,000	90%	94%	69%	5.4	3.6	2,409	1,149	829	490,915,127
N	833	3,266	250	6,782	851	669	133	5,129	1,093,295	699,000	2.5	2,047	724,192	580,000	823	688,965	550,000	66%	83%	73%	4.5	2.6	15,517	7,279	5,190	3,510,510,474
10	292	829	15	1,446	238	147	9	1,052	727,437	649,000	8.0	133	619,481	609,000	95	550,448	470,000	85%	94%	61%	4.9	3.5	3,594	622	565	328,328,945
11	158	680	17	1,527	292	232	19	984	862,220	750,000	8.5	121	759,166	610,000	59	759,481	625,000	88%	81%	56%	7.5	5.3	2,527	492	415	320,880,946
12	253	1,371	35	3,037	511	371	21	2,134	815,669	740,450	6.5	336	680,353	667,500	153	638,083	550,000	83%	90%	58%	8.1	5.4	5,460	1,254	1,118	779,359,062
13	179	546	10	1,435	208	191	38	998	896,381	759,250	6.3	160	669,243	642,500	63	703,030	635,000	75%	85%	59%	6.8	4.4	2,547	678	515	340,526,701
14	61	283	3	759	108	91	19	541	748,839	659,000	5.4	102	600,894	577,500	26	515,029	522,500	80%	88%	50%	4.2	1.0	1,383	357	227	127,852,211
15	110	233	6	576	73	62	7	434	650,074	631,950	3.9	111	570,273	578,500	58	551,818	545,000	88%	92%	66%	4.0	3.0	1,239	463	387	214,460,572
Q	1,053	3,942	86	8,780	1,430	1,094	113	6,143	803,544	699,000	6.5	963	658,898	625,000	454	626,467	545,000	82%	89%	59%	6.4	4.3	16,750	3,866	3,227	2,111,408,437
A	2,651	10,461	647	22,650	3,140	2,383	801	16,326	991,152	675,000	2.9	5,594	652,636	525,000	2,411	615,964	492,000	66%	78%	72%	4.4	2.6	49,648	21,301	15,851	9,481,779,098

LAST MONTHS ACTIVITY REPORT (June-2020)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	756	3,162	89	9,718	943	810	715	7,250	989,809	549,000	4.3	1,699	477,111	410,000	1,659	477,556	417,000	48%	75%	78%	3.1	1.7	21,637	11,066	8,890	4,045,630,434
N	841	2,603	93	8,150	946	841	158	6,205	1,064,015	689,000	4.7	1,305	632,718	537,000	1,258	665,231	546,400	59%	78%	68%	4.2	2.5	18,974	8,295	6,802	4,382,838,866
Q	1,067	3,136	64	8,662	1,469	1,364	140	5,689	845,723	739,000	6.4	892	652,150	590,000	732	635,173	591,944	77%	80%	53%	5.4	3.8	21,448	5,665	4,570	2,868,146,405
A	2,664	8,901	246	26,530	3,358	3,015	1,013	19,144	971,043	649,900	4.9	3,896	569,309	485,000	3,649	573,876	490,000	59%	75%	70%	3.9	2.4	62,059	25,026	20,262	11,296,615,705

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