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ZONE ACTIVITY REPORT (August-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	162	479	70	934	57	75	35	767	1,211,929	849,000	2.1	382	926,452	657,500	257	707,555	629,000	76%	77%	80%	3.0	1.6	3,237	1,881	1,278	836,358,014
21	170	680	68	1,227	129	147	74	877	569,712	449,000	1.7	514	452,870	430,000	285	428,935	406,000	79%	96%	84%	2.3	0.7	4,181	2,814	1,968	809,368,484
24	89	322	41	576	23	68	25	460	701,342	589,000	1.7	262	560,145	520,000	178	520,635	502,500	80%	88%	83%	1.5	0.5	2,108	1,404	1,022	509,698,210
25	99	498	43	1,041	65	131	142	703	579,718	429,900	1.9	377	419,028	391,000	201	413,321	380,000	72%	91%	82%	1.8	0.7	3,185	2,088	1,507	562,867,354
28	111	600	41	1,130	124	96	71	839	563,309	450,000	1.7	500	417,615	405,000	313	396,648	380,000	74%	90%	85%	2.6	1.6	4,157	2,802	1,999	757,136,971
30	58	177	28	640	114	70	104	352	1,165,894	699,500	2.8	133	743,477	655,000	83	657,665	599,000	64%	94%	69%	4.0	2.1	1,290	667	491	308,353,541
31	76	289	6	1,283	279	37	121	846	2,996,089	1,750,000	4.6	182	2,075,211	1,295,000	95	1,807,585	975,000	69%	74%	55%	7.4	4.4	2,268	850	581	906,373,868
S	765	3,045	297	6,831	791	624	572	4,844	1,151,331	595,000	2.1	2,350	670,974	470,000	1,412	588,028	455,000	58%	79%	80%	2.8	1.3	20,426	12,506	8,846	4,690,156,442
3	277	919	67	2,668	297	224	88	2,059	1,692,545	1,098,000	3.7	544	913,005	717,500	342	1,070,640	837,500	54%	65%	67%	6.3	4.1	6,350	2,671	1,855	1,846,888,896
4	43	257	19	435	42	39	5	349	594,907	555,000	1.7	216	532,035	530,000	94	503,133	502,500	89%	95%	74%	2.1	1.2	1,680	1,068	711	356,710,974
5	87	321	32	595	15	59	6	515	701,283	629,900	1.7	281	610,479	560,000	149	606,138	566,500	87%	89%	78%	2.6	1.6	2,095	1,380	920	533,188,401
6	225	784	31	1,747	235	203	26	1,283	766,729	615,000	2.5	499	579,602	547,000	264	559,452	525,000	76%	89%	73%	4.4	3.3	5,264	2,551	1,724	934,270,348
8	203	421	37	931	103	117	2	709	730,364	629,000	2.2	323	616,898	560,000	139	641,279	610,000	84%	89%	68%	4.5	3.4	2,830	1,472	968	580,052,908
N	835	2,702	186	6,376	692	642	127	4,915	1,130,269	720,000	2.6	1,863	682,565	579,000	988	749,596	595,000	60%	80%	71%	4.6	3.1	18,219	9,142	6,178	4,251,111,527
10	298	7,040	14	1,590	282	151	8	1,149	734,180	638,600	6.0	193	637,131	645,000	65	702,356	677,000	87%	101%	57%	7.7	5.4	10,634	815	630	373,982,085
11	159	560	14	1,680	308	243	21	1,108	847,829	718,943	9.1	124	709,344	615,500	50	740,843	673,563	84%	86%	56%	6.9	4.6	3,087	616	465	357,923,096
12	252	1,156	25	3,175	551	394	21	2,209	823,636	735,000	6.0	375	726,853	725,000	147	656,384	625,000	88%	99%	48%	6.7	4.7	6,616	1,629	1,265	875,847,510
13	182	983	6	2,595	512	195	43	1,845	1,188,301	899,000	6.4	291	351,467	134,000	74	679,939	652,500	30%	15%	45%	7.4	4.9	3,530	969	589	390,842,187
14	63	255	5	755	96	89	16	554	743,858	649,945	5.9	94	598,716	559,000	44	644,591	610,000	80%	86%	57%	4.6	3.4	1,638	451	271	156,214,215
15	111	186	10	531	61	60	8	402	651,599	639,000	3.3	116	625,979	599,500	46	580,815	565,000	96%	94%	65%	3.2	2.9	1,425	579	433	241,178,062
Q	1,065	10,180	74	10,326	1,810	1,132	117	7,267	890,166	738,000	6.1	1,193	599,048	605,000	426	668,025	625,000	67%	82%	53%	6.4	4.5	26,930	5,059	3,653	2,395,987,155
A	2,665	15,927	557	23,533	3,293	2,398	816	17,026	1,033,781	699,000	3.2	5,406	659,096	535,000	2,826	656,573	525,000	64%	77%	73%	4.0	2.4	65,575	26,707	18,677	11,337,255,124

LAST MONTHS ACTIVITY REPORT (July-2020)

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
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
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 YEARS ACTIVITY REPORT AT THIS TIME

S	759	2,850	98	9,489	865	823	733	7,068	1,001,972	549,000	4.2	1,692	497,604	410,000	1,744	476,829	415,000	50%	75%	78%	3.4	1.8	24,487	12,758	10,634	4,877,220,127
N	834	2,451	70	7,701	916	823	156	5,806	1,044,947	679,990	4.4	1,328	658,553	531,000	1,322	662,828	555,000	63%	78%	70%	4.2	2.5	21,425	9,623	8,124	5,259,097,353
Q	1,066	2,779	30	8,417	1,368	1,367	138	5,544	839,038	729,000	6.3	888	626,361	575,350	753	652,264	605,000	75%	79%	52%	5.5	3.8	24,227	6,553	5,323	3,359,301,570
A	2,659	8,080	198	25,607	3,149	3,013	1,027	18,418	966,475	649,000	4.8	3,908	581,554	483,750	3,819	575,806	490,000	60%	75%	70%	4.1	2.4	70,139	28,934	24,081	13,495,619,050

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