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ZONE ACTIVITY REPORT (REVISED - September-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	166	491	78	909	46	69	36	758	1,144,327	799,000	2.2	352	800,765	635,000	304	705,881	625,000	70%	79%	83%	2.4	1.0	3,721	2,233	1,582	1,050,945,838
21	166	662	64	1,154	114	133	71	836	582,340	450,000	1.7	499	562,930	450,000	368	443,705	425,000	97%	100%	80%	1.3	0.3	4,840	3,313	2,336	972,651,924
24	89	380	48	599	28	81	22	468	711,136	599,000	1.8	254	542,777	502,000	195	544,431	517,000	76%	84%	85%	2.2	0.8	2,486	1,658	1,217	615,862,255
25	100	488	47	1,001	52	117	138	694	597,950	439,900	2.0	352	404,606	385,000	282	418,438	390,000	68%	88%	80%	1.2	0.3	3,669	2,440	1,789	680,866,870
28	111	625	47	1,082	112	96	69	805	548,652	449,999	1.6	511	423,518	415,000	381	412,719	389,000	77%	92%	84%	1.5	0.5	4,780	3,313	2,380	914,382,910
30	58	176	29	599	107	64	96	332	1,144,386	709,500	2.6	123	761,954	588,750	116	747,387	614,500	67%	83%	61%	3.1	1.5	1,463	790	607	395,050,433
31	78	255	10	1,119	186	33	120	780	2,899,701	1,747,500	5.1	153	1,914,487	1,149,500	129	1,933,227	1,170,000	66%	66%	67%	6.7	3.8	2,523	1,003	710	1,155,760,151
S	768	3,077	323	6,463	645	593	552	4,673	1,109,650	599,800	2.1	2,244	648,719	475,000	1,775	617,106	460,000	58%	79%	80%	2.1	0.8	23,482	14,750	10,621	5,785,520,381
3	272	875	70	2,605	289	228	91	1,997	1,794,796	1,150,000	3.9	518	1,003,885	799,000	425	1,046,328	800,000	56%	69%	66%	5.1	3.6	7,223	3,189	2,280	2,291,578,296
4	43	228	19	387	36	41	3	307	616,548	579,000	1.6	196	539,953	535,000	175	523,497	519,000	88%	92%	81%	1.9	0.8	1,907	1,264	886	448,322,949
5	85	283	18	550	13	58	5	474	705,074	629,000	2.0	242	661,757	613,000	222	601,406	567,500	94%	97%	77%	2.2	1.1	2,372	1,622	1,142	666,700,533
6	229	733	42	1,652	206	213	21	1,212	763,630	619,000	2.5	481	624,413	550,000	359	585,770	535,000	82%	89%	76%	3.2	1.9	5,991	3,032	2,083	1,144,561,778
8	203	451	40	921	104	119	3	695	744,254	639,000	2.5	276	656,899	589,500	203	638,376	595,000	88%	92%	62%	3.5	2.3	3,278	1,748	1,171	709,643,236
N	832	2,570	189	6,115	648	659	123	4,685	1,184,732	729,000	2.7	1,713	739,858	605,000	1,384	729,549	590,000	62%	83%	72%	3.5	2.2	20,771	10,855	7,562	5,260,806,792
10	296	563	15	1,643	317	144	6	1,176	731,203	632,000	6.6	184	620,790	623,000	92	583,637	622,000	85%	99%	54%	5.4	3.4	4,763	999	722	427,676,689
11	160	606	12	1,771	336	258	23	1,154	849,460	712,500	8.9	132	732,540	747,500	45	801,067	750,000	86%	105%	47%	8.0	4.3	3,694	748	510	393,971,111
12	254	1,200	24	3,318	579	428	25	2,286	810,346	719,000	5.7	404	795,752	710,000	197	668,167	685,000	98%	99%	54%	5.8	4.2	7,808	2,033	1,462	1,007,476,409
13	187	975	11	2,804	533	216	38	2,017	1,242,919	900,000	6.9	296	668,279	627,000	73	734,153	680,000	54%	70%	58%	6.6	3.9	4,455	1,265	662	444,435,356
14	62	253	4	748	102	99	13	534	765,803	659,999	5.0	110	623,214	580,000	49	615,748	554,000	81%	88%	59%	4.9	4.4	1,887	561	320	186,385,867
15	114	184	6	488	62	57	8	361	663,137	639,000	3.2	113	575,847	587,000	58	591,425	573,500	87%	92%	66%	6.1	3.5	1,610	692	491	275,480,712
*Q	1,073	3,781	72	10,772	1,929	1,202	113	7,528	909,660	738,381	6.2	1,239	701,384	635,000	514	660,387	635,000	77%	86%	56%	6.0	4.0	24,217	6,298	4,167	2,735,426,144
A	2,673	9,428	584	23,350	3,222	2,454	788	16,886	1,041,323	699,000	3.3	5,196	691,314	549,000	3,673	665,532	530,000	66%	79%	73%	3.2	1.8	68,470	31,903	22,350	13,781,753,317

LAST MONTHS ACTIVITY REPORT (August-2020)

S	765	3,024	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	20,405	12,506	8,846	4,690,156,442
N	835	2,684	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	18,201	9,142	6,178	4,251,111,527
*Q	1,065	3,686	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	20,436	5,059	3,653	2,395,987,155
A	2,665	9,394	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	59,042	26,707	18,677	11,337,255,124

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	757	2,839	94	9,407	788	830	720	7,069	1,004,357	549,000	4.7	1,509	485,791	400,000	1,418	488,940	412,000	48%	73%	78%	3.4	1.6	27,326	14,267	12,052	5,570,537,594
N	833	2,499	63	7,765	986	807	150	5,822	1,050,973	685,000	5.3	1,103	616,880	530,000	1,140	650,965	540,000	59%	77%	67%	4.6	2.5	23,924	10,726	9,264	6,001,197,114
*Q	1,072	3,002	56	8,678	1,491	1,378	132	5,677	831,304	719,888	7.3	774	652,912	595,000	723	648,364	615,000	79%	83%	50%	6.2	3.8	27,229	7,327	6,046	3,828,068,585
A	2,662	8,340	213	25,850	3,265	3,015	1,002	18,568	966,064	649,000	5.5	3,386	566,696	475,000	3,281	580,367	495,000	59%	73%	68%	4.5	2.4	78,479	32,320	27,362	15,399,803,293

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

Note that September 2020 contracted average price data in certain zones has been corrected to reflect price changes to some transactions. Additionally, in a few instances the original price of a listing was corrected.