

This report is for INTERNAL use only. The figures represent preliminary and unofficial housing data for Long Island including: Nassau, Suffolk, and *Queens counties. OneKey™ MLS publishes monthly MARKET UPDATE Reports for all counties represented under the OneKey™ MLS geographic footprint, which are available at <https://www.onekeymlsny.com/market-statistics/>

ZONE ACTIVITY REPORT (October-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	164	450	64	863	44	77	28	714	1,102,223	749,000	2.1	328	790,607	670,000	356	759,840	647,000	72%	89%	85%	1.8	0.5	4,171	2,561	1,938	1,321,448,878
21	166	600	66	1,089	108	130	70	781	591,663	469,000	1.6	484	466,082	440,000	425	446,130	428,500	79%	94%	82%	0.5	-0.3	5,440	3,797	2,761	1,162,257,174
24	91	312	37	568	40	88	22	418	763,285	599,000	1.4	285	536,113	510,000	218	529,672	500,000	70%	85%	87%	1.1	-0.2	2,798	1,943	1,435	731,330,751
25	99	443	27	957	49	122	133	653	604,487	435,000	2.0	329	419,550	399,000	278	421,251	391,000	69%	92%	79%	1.1	0.3	4,112	2,769	2,067	797,974,648
28	111	530	26	1,047	107	96	71	773	572,763	449,000	1.6	463	434,785	420,000	442	417,640	405,000	76%	94%	83%	0.4	-0.2	5,310	3,776	2,822	1,098,979,790
30	58	148	26	527	98	73	79	277	1,149,855	745,000	2.0	139	793,676	602,500	120	783,264	628,500	69%	81%	62%	2.7	1.1	1,611	929	727	489,042,113
31	74	227	8	1,076	169	39	110	758	2,874,494	1,795,000	5.0	126	1,767,297	953,000	160	1,690,422	1,250,000	61%	53%	68%	5.9	3.4	2,750	1,129	870	1,426,227,671
S	763	2,710	254	6,127	615	625	513	4,374	1,120,938	599,000	2.0	2,154	608,833	475,000	1,999	621,181	470,000	54%	79%	80%	1.4	0.4	26,192	16,904	12,620	7,027,261,025
3	270	756	70	2,426	274	216	86	1,850	1,844,847	1,150,000	3.3	538	1,035,861	780,000	462	1,034,474	814,250	56%	68%	67%	5.0	3.5	7,979	3,727	2,742	2,769,505,284
4	41	235	18	398	33	44	3	318	640,372	599,000	2.0	162	557,706	537,500	172	538,248	530,000	87%	90%	77%	2.4	1.5	2,142	1,426	1,058	540,901,605
5	84	317	23	528	11	55	6	456	697,783	629,000	1.7	255	633,601	600,000	254	607,735	560,000	91%	95%	81%	1.9	0.7	2,689	1,877	1,396	821,065,223
6	224	697	35	1,652	218	212	23	1,199	770,433	620,000	2.6	456	594,995	547,000	404	588,548	552,000	77%	88%	77%	3.0	1.7	6,688	3,488	2,487	1,382,335,170
8	201	411	36	915	123	118	2	672	774,632	650,000	2.5	266	666,613	578,500	269	624,334	580,000	86%	89%	72%	3.6	2.1	3,689	2,014	1,440	877,589,082
N	820	2,416	182	5,919	659	645	120	4,495	1,196,684	729,990	2.6	1,677	750,397	610,000	1,561	724,273	590,000	63%	84%	74%	3.4	2.1	23,187	12,532	9,123	6,391,396,364
10	284	528	8	1,719	336	150	6	1,227	714,853	615,000	7.4	169	640,087	655,000	111	654,878	655,000	90%	107%	59%	5.9	3.9	5,291	1,168	833	500,368,147
11	157	621	14	1,885	382	260	26	1,217	821,005	682,238	8.5	148	680,566	570,000	94	768,915	760,000	83%	84%	53%	6.1	4.7	4,315	896	604	466,249,121
12	251	1,138	22	3,402	658	432	30	2,282	809,292	701,090	5.6	408	682,468	715,500	252	713,270	721,500	84%	102%	54%	5.5	4.3	8,946	2,441	1,714	1,187,220,449
13	175	847	13	2,730	477	224	39	1,990	1,248,376	912,000	6.4	316	682,008	650,000	104	688,862	667,500	55%	71%	56%	7.1	4.6	5,302	1,581	766	516,077,004
14	62	247	5	746	103	105	18	520	750,682	647,550	4.9	104	654,132	615,000	58	582,111	555,000	87%	95%	59%	3.4	2.6	2,134	665	378	220,148,305
15	115	161	5	485	71	60	6	348	677,699	649,000	3.9	92	605,431	605,000	88	603,095	582,500	89%	93%	58%	2.9	2.0	1,771	784	579	328,553,072
*Q	1,044	3,542	67	10,967	2,027	1,231	125	7,584	901,049	729,000	6.2	1,237	666,838	645,000	707	683,437	655,000	74%	88%	56%	5.4	3.9	27,759	7,535	4,874	3,218,616,098
A	2,627	8,668	503	23,013	3,301	2,501	758	16,453	1,040,274	699,000	3.2	5,068	669,981	550,000	4,267	669,210	545,000	64%	79%	74%	2.8	1.6	77,138	36,971	26,617	16,637,273,487

LAST MONTHS ACTIVITY REPORT (September-2020)

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
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
*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 YEARS ACTIVITY REPORT AT THIS TIME

S	754	2,836	105	9,191	892	836	726	6,737	1,012,015	549,000	4.0	1,670	518,142	405,000	1,506	491,984	406,000	51%	74%	80%	4.0	1.8	30,162	15,937	13,558	6,311,464,900
N	831	2,459	72	7,589	1,085	834	149	5,521	1,047,901	679,000	4.3	1,264	625,610	525,000	1,252	640,232	537,500	60%	77%	65%	5.6	3.0	26,383	11,990	10,516	6,802,768,522
*Q	1,057	2,947	60	8,687	1,472	1,404	130	5,681	830,654	716,210	6.9	831	649,662	620,000	802	654,018	607,500	78%	87%	52%	5.8	3.8	30,176	8,158	6,848	4,352,591,128
A	2,642	8,242	237	25,467	3,449	3,074	1,005	17,939	965,625	649,000	4.7	3,765	583,250	480,000	3,560	580,624	488,000	60%	74%	69%	4.9	2.7	86,721	36,085	30,922	17,466,824,550

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