

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 (November-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	317	36	775	57	78	25	615	1,173,746	789,000	2.2	278	708,147	618,500	293	783,889	670,000	60%	78%	80%	1.3	0.1	4,488	2,839	2,231	1,551,128,355
21	162	482	40	1,097	111	132	73	781	599,006	469,000	2.2	344	448,344	443,000	358	457,833	436,249	75%	94%	85%	-0.4	-0.8	5,922	4,141	3,119	1,326,161,388
24	88	229	26	522	30	93	23	376	785,225	599,000	1.9	190	554,845	520,000	211	559,001	525,000	71%	87%	82%	0.1	-0.8	3,027	2,133	1,646	849,279,962
25	97	354	39	962	39	121	127	675	586,304	419,990	2.6	261	418,800	392,000	251	404,566	385,000	71%	93%	82%	0.6	0.1	4,466	3,030	2,318	899,520,714
28	110	402	12	942	75	96	68	703	590,037	449,000	1.9	349	433,455	419,950	393	422,329	411,000	73%	94%	82%	0.0	-0.8	5,712	4,125	3,215	1,264,955,087
30	60	136	18	500	88	74	81	257	1,169,039	729,999	2.6	97	840,574	587,500	106	770,305	682,000	72%	80%	58%	1.2	-0.4	1,747	1,026	833	570,694,443
31	72	184	3	900	149	37	104	610	2,781,792	1,695,000	5.8	101	1,557,913	1,150,000	92	1,799,287	1,200,000	56%	68%	70%	3.6	3.3	2,934	1,230	962	1,591,762,075
S	751	2,104	174	5,698	549	631	501	4,017	1,068,661	584,000	2.4	1,620	590,547	475,000	1,704	602,254	470,375	55%	81%	80%	0.5	-0.3	28,296	18,524	14,324	8,053,502,024
3	270	578	30	2,288	256	221	86	1,725	1,900,064	1,150,000	4.5	381	962,079	771,275	448	923,941	750,000	51%	67%	70%	5.5	3.4	8,557	4,108	3,190	3,183,430,852
4	39	189	8	389	31	44	2	312	634,504	589,000	2.3	134	566,206	550,000	166	536,590	530,000	89%	93%	84%	1.1	0.1	2,331	1,560	1,224	629,975,545
5	81	225	8	504	18	57	5	424	710,629	643,950	2.3	175	596,656	575,000	210	627,314	580,000	84%	89%	82%	1.9	0.6	2,914	2,052	1,606	952,801,163
6	223	552	28	1,580	232	216	21	1,111	782,443	625,000	3.1	354	592,721	558,500	362	607,029	540,000	76%	89%	72%	2.5	1.2	7,240	3,842	2,849	1,602,079,668
8	195	280	20	859	123	126	2	608	764,237	650,000	3.0	201	622,467	575,000	232	648,978	577,500	81%	88%	74%	3.3	1.7	3,969	2,215	1,672	1,028,151,978
N	808	1,824	94	5,620	660	664	116	4,180	1,222,687	739,000	3.3	1,245	708,351	600,000	1,418	708,775	595,000	58%	81%	75%	3.3	1.8	25,011	13,777	10,541	7,396,439,206
10	279	459	5	1,789	371	160	6	1,252	700,934	599,000	12.0	104	656,818	644,500	117	603,378	600,000	94%	108%	61%	5.2	3.6	5,750	1,272	950	570,963,373
11	154	456	9	1,900	404	246	24	1,226	801,200	643,619	11.1	110	747,821	700,000	84	777,343	782,500	93%	109%	46%	6.9	4.5	4,771	1,006	688	531,545,933
12	249	823	25	3,343	682	425	30	2,206	810,614	698,170	7.2	304	689,107	700,000	235	680,954	695,000	85%	100%	60%	5.9	4.3	9,769	2,745	1,949	1,347,244,639
13	174	734	10	2,977	601	227	40	2,109	1,203,975	900,000	15.3	138	681,968	647,000	110	691,748	660,000	57%	72%	53%	5.6	3.9	6,036	1,719	876	592,169,284
14	59	236	2	772	126	108	17	521	748,358	649,000	7.3	72	638,538	615,000	51	698,353	660,000	85%	95%	69%	3.3	2.1	2,370	737	429	255,764,308
15	113	156	7	487	60	56	6	365	697,076	659,000	4.8	73	594,889	610,000	55	617,236	610,000	85%	93%	71%	2.8	2.5	1,927	857	634	362,501,052
*Q	1,028	2,864	58	11,268	2,244	1,222	123	7,679	889,643	728,000	9.6	801	678,665	650,000	652	677,258	664,000	76%	89%	59%	5.4	3.8	30,623	8,336	5,526	3,660,188,589
A	2,587	6,792	326	22,586	3,453	2,517	740	15,876	1,022,626	699,000	4.3	3,666	649,772	550,000	3,774	655,235	550,000	64%	79%	74%	2.4	1.2	83,930	40,637	30,391	19,110,129,819

### LAST MONTHS ACTIVITY REPORT (October-2020)

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
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
*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 YEARS ACTIVITY REPORT AT THIS TIME

S	742	2,042	58	8,514	902	839	717	6,056	1,027,117	539,000	4.2	1,416	484,966	405,000	1,337	476,335	400,000	47%	75%	78%	4.2	1.9	32,204	17,353	14,895	6,948,324,973
N	815	1,842	57	7,135	1,058	816	153	5,108	1,051,264	679,000	5.1	981	634,309	525,000	1,033	633,979	534,100	60%	77%	70%	5.9	3.2	28,225	12,971	11,549	7,457,668,467
*Q	1,034	2,272	36	8,469	1,479	1,408	130	5,452	826,382	715,000	7.6	713	657,526	600,000	653	665,845	625,000	80%	84%	53%	6.3	3.8	32,448	8,871	7,501	4,787,387,971
A	2,591	6,156	151	24,118	3,439	3,063	1,000	16,616	968,675	649,000	5.3	3,110	571,635	475,000	3,023	571,140	480,000	59%	73%	70%	5.2	2.8	92,877	39,195	33,945	19,193,381,411

**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