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ZONE ACTIVITY REPORT (December-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	210	20	612	48	76	18	470	1,293,696	804,450	1.9	240	744,014	620,000	340	800,083	645,000	58%	77%	81%	1.6	0.3	4,698	3,079	2,571	1,823,156,575
21	164	409	35	926	110	120	73	623	589,041	460,000	1.6	382	464,490	450,000	467	468,478	449,000	79%	98%	81%	0.0	-0.5	6,331	4,523	3,586	1,544,940,614
24	90	143	13	431	29	87	23	292	822,475	629,000	1.8	161	531,856	500,000	265	545,315	507,500	65%	79%	84%	-0.3	-1.1	3,170	2,294	1,911	993,788,437
25	97	282	24	817	38	102	110	567	592,124	429,990	2.1	258	412,082	390,000	332	414,292	410,000	70%	91%	83%	-271.2	-0.7	4,748	3,288	2,650	1,037,065,658
28	110	313	17	788	73	86	54	575	615,560	449,900	1.8	318	429,062	410,000	459	440,386	420,000	70%	91%	86%	-0.1	-0.7	6,025	4,443	3,674	1,467,092,261
30	61	78	10	435	85	70	70	210	1,253,733	777,000	2.8	76	741,171	600,000	128	756,629	592,500	59%	77%	66%	2.3	0.6	1,825	1,102	961	667,542,955
31	71	140	2	810	160	29	96	525	2,792,908	1,695,000	5.7	92	1,404,712	1,024,500	139	1,765,644	1,020,000	50%	60%	72%	6.5	3.6	3,074	1,322	1,101	1,837,186,591
S	757	1,575	121	4,819	543	570	444	3,262	1,114,168	590,000	2.1	1,527	570,536	467,500	2,130	618,437	479,950	51%	79%	81%	-41.5	-0.2	29,871	20,051	16,454	9,370,773,091
3	271	434	22	1,916	247	198	68	1,403	1,903,143	1,148,000	4.0	351	1,152,834	785,000	487	960,285	770,000	61%	68%	64%	5.2	3.0	8,991	4,459	3,677	3,651,089,647
4	38	145	8	325	37	38	3	247	634,701	599,000	1.5	162	564,594	543,250	194	538,763	528,750	89%	91%	76%	0.7	-0.2	2,476	1,722	1,418	734,495,567
5	81	145	14	385	14	54	5	312	703,422	649,000	1.7	184	635,249	589,500	241	630,022	605,000	90%	91%	85%	1.4	0.2	3,059	2,236	1,847	1,104,636,465
6	222	399	20	1,312	205	187	20	900	794,171	619,000	2.5	373	606,193	561,500	420	595,849	560,000	76%	91%	74%	2.5	1.4	7,639	4,215	3,269	1,852,336,248
8	195	285	14	735	115	115	1	504	758,717	649,000	2.3	217	618,711	580,000	226	659,310	588,500	82%	89%	72%	2.9	1.8	4,254	2,432	1,898	1,177,156,038
N	807	1,408	78	4,673	618	592	97	3,366	1,230,985	730,638	2.6	1,287	756,422	600,000	1,568	716,374	605,303	61%	82%	72%	3.0	1.6	26,419	15,064	12,109	8,519,713,965
10	282	354	11	1,582	355	139	6	1,082	702,343	577,500	6.2	176	629,616	654,000	139	614,364	585,000	90%	113%	58%	5.1	3.5	6,104	1,448	1,089	656,359,969
11	156	409	6	1,747	385	237	20	1,105	788,969	630,000	7.9	139	717,185	638,804	104	776,455	742,500	91%	101%	56%	8.1	4.7	5,180	1,145	792	612,297,253
12	249	718	6	3,001	675	378	29	1,919	802,151	680,000	6.7	291	678,365	670,000	365	726,006	730,000	85%	99%	55%	4.6	4.4	10,487	3,036	2,314	1,612,236,829
13	175	530	3	2,675	567	211	37	1,860	1,205,877	907,500	13.4	137	697,189	677,500	135	652,867	645,000	58%	75%	52%	6.7	4.0	6,566	1,856	1,011	680,306,329
14	60	261	1	767	174	99	15	479	729,433	669,000	6.7	73	541,267	540,000	85	624,450	565,000	74%	81%	56%	4.3	2.9	2,631	810	514	308,842,558
15	113	121	3	397	47	47	4	299	705,318	665,000	3.3	93	1,484,449	620,000	92	633,555	620,000	210%	93%	66%	4.1	2.9	2,048	950	726	420,788,112
*Q	1,035	2,393	30	10,169	2,203	1,111	111	6,744	885,868	718,443	7.4	909	748,879	640,000	920	685,481	650,000	85%	89%	56%	5.3	4.0	33,016	9,245	6,446	4,290,831,050
A	2,599	5,376	229	19,661	3,364	2,273	652	13,372	1,028,433	699,000	3.6	3,723	678,554	550,000	4,618	665,047	550,000	66%	79%	73%	-17.1	1.2	89,306	44,360	35,009	22,181,318,106

LAST MONTHS ACTIVITY REPORT (November-2020)

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
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
*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 YEARS ACTIVITY REPORT AT THIS TIME

S	744	1,542	47	7,459	898	760	648	5,153	1,043,768	539,000	4.4	1,190	504,329	395,000	1,514	497,492	415,000	48%	73%	78%	4.1	2.1	33,746	18,543	16,409	7,701,528,582
N	816	1,300	34	6,021	1,014	727	144	4,136	1,042,569	679,000	4.4	946	680,852	537,500	1,095	627,062	538,000	65%	79%	65%	5.5	3.2	29,525	13,917	12,644	8,144,301,756
*Q	1,045	2,034	37	7,474	1,365	1,237	118	4,754	817,455	699,000	7.0	683	653,386	625,000	677	673,221	625,000	80%	89%	52%	5.6	3.6	34,482	9,554	8,178	5,243,158,703
A	2,605	4,876	118	20,954	3,277	2,724	910	14,043	966,801	644,000	5.0	2,819	599,681	485,000	3,286	576,874	485,000	62%	75%	68%	4.9	2.8	97,753	42,014	37,231	21,088,989,041

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