



## LONG ISLAND

Quarterly Survey of Residential Sales

4Q-2012

# ELLIMANREPORT

[The Hamptons and the North Fork reported separately]

## LONG ISLAND

### • Listing inventory fell to lowest fourth quarter total in more than 8 years

There were 14,574 listings at the end of the fourth quarter, the lowest year end supply seen since we began tracking this metric more than 8 years ago. The market pace or monthly absorption rate dropped sharply from 13.1 months in the prior year quarter to 9.6.

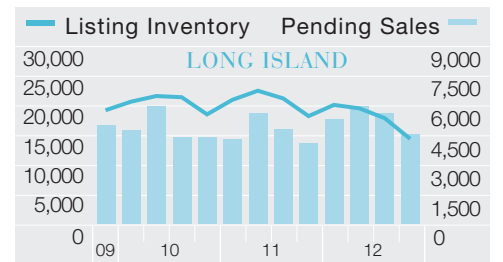
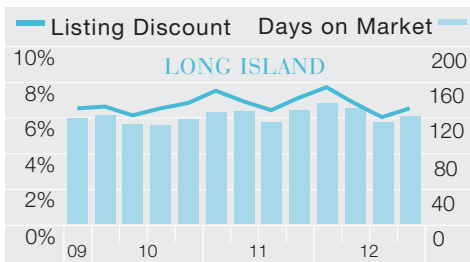
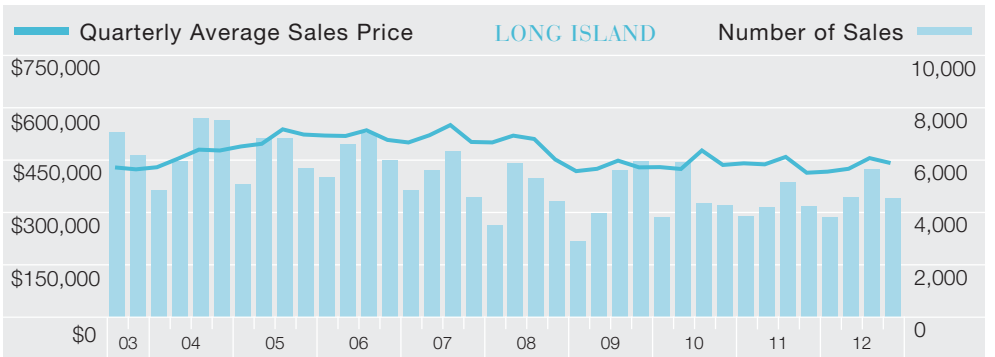
### • End-of-year surge in activity was evident as pending sales outpaced closed sales

Pending sales, or signed contracts, were up 11.2% to 4,596, while closed sales were up 7.5% from the same period last year to 4,540.

### • Price indicators edged higher as listing discount slipped

Median sales price increased 3.2% from prior year levels to \$350,000. Average sales price followed the same pattern, rising 6.8% to \$439,920, while listing discount slipped to 6.6% from 7.2% in the prior year quarter.

Long Island Market Matrix	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$439,920	-3.1%	\$454,037	6.8%	\$412,060
Median Sales Price	\$350,000	-4.1%	\$365,000	3.2%	\$339,000
Number of Sales	4,540	-19.5%	5,638	7.5%	4,222
Days on Market (From Original List Date)	123	6.0%	116	-5.4%	130
Listing Discount (From Original List Price)	6.6%		6.1%		7.2%
Listing Inventory (Active)	14,574	-19.5%	18,095	-21.0%	18,447
Absorption Rate (Monthly, Active)	9.6	0.0%	9.6	-26.7%	13.1
Pending Sales	4,596	-15.5%	5,436	11.2%	4,134
Year-to-Date	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$435,082	N/A	N/A	-0.5%	\$437,257
Median Sales Price	\$350,000	N/A	N/A	0.0%	\$350,000
Number of Sales	18,554	N/A	N/A	6.6%	17,409
Pending Sales	21,426	N/A	N/A	13.3%	18,914



Long Island, like much of the greater New York region, is experiencing a chronic short of listing inventory. Steadily declining over the past several years, Long Island listing inventory reached an 8-year low in the fourth quarter. The large year-over-year drop in supply was met with an increased level of sales activity, both in terms of signed contracts and closed sales.

Listing inventory fell 21% from the same period last year to 14,574, the lowest fourth quarter level

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market in the New York City metropolitan region. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.



in more than 8 years, marking a 29.7% drop since the onset of the credit crunch at the end of 2008. There were 4,540 closed sales, 7.5% more than in the prior year quarter; however, the momentum of sales activity was rising at the end of the year—signed contracts were up 11.2% over the same period. As a result, the absorption rate, or number of months to sell all listing inventory at the current pace of sales, fell to a seven-year low of 9.6 months, down from

13.1 in the prior year quarter.

As a result of the rise in demand and fall in supply, median sales price increased 3.2% from the prior year quarter to \$350,000, and average sales price increased 6.8% to \$439,920 over the same period. The rise in these price indicators outpaced the same metrics on a year-to-date basis, reflecting the increased upward price pressure at the end of the year. All market

quintiles showed year-over-year quarterly gains in median sales price.

Days on market, the number of days from the original listing date to the contract date, fell by just over a week from the prior year period to 123 days. Listing discount, the percent difference between the original list price and the sales price, dropped to 6.6% from 7.2% over the same period.

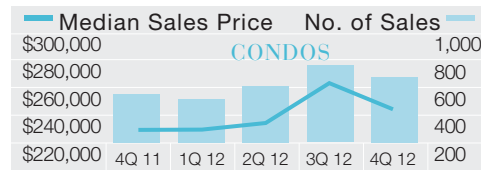
## CONDOS

• **Pending and closed sales jumped** The increase in signed contracts outpaced closed sales, reflecting the year end uptick in activity. Year-over-year, pending sales and closed sales increased a respective 32.1% and 22.9%.

• **Price indicators edged higher** Median sales price rose 6.5% from the same period last year to \$245,000, while average sales price increased 5.1% to \$298,644.

Condos Market Matrix	4Q-2012	% Chg (QTR)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$298,644	-7.9%	\$324,094	5.1%	\$284,147
Median Sales Price	\$245,000	-7.2%	\$264,000	6.5%	\$230,000
Number of Sales	677	-10.9%	760	22.9%	551
Days on Market (From Original List Date)	136	0.0%	136	-8.7%	149
Listing Discount (From Original List Price)	6.1%		6.3%		6.8%
Listing Inventory (Active)	2,438	-19.2%	3,016	-19.7%	3,035
Absorption Rate (Monthly, Active)	10.8	-9.2%	11.9	-34.5%	16.5
Pending Sales	724	-13.2%	834	32.1%	548

Quintiles	Med. Sales Price	% Change (YR)
5/5	\$578,000	14.2%
4/5	\$340,000	3.8%
3/5	\$245,000	6.5%
2/5	\$180,000	7.0%
1/5	\$105,000	11.7%



## 1-3 FAMILY

• **Price indicators were above prior year levels** Median sales price was \$362,500, 3.6% above the prior year level. Average sales price showed a similar trend, rising 7.7% to \$464,678 over the same period.

• **Number of sales expanded as listing inventory fell sharply** There were 3,863 sales in the fourth quarter, 5.2% above prior year levels. Listing inventory fell 20.6% to 13,367 over the same period.

1-3 Family Market Matrix	4Q-2012	% Chg (QTR)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$464,678	-2.0%	\$474,283	7.7%	\$431,259
Median Sales Price	\$362,500	-4.0%	\$377,500	3.6%	\$350,000
Number of Sales	3,863	-20.8%	4,878	5.2%	3,671
Days on Market (From Original List Date)	120	6.2%	113	-5.5%	127
Listing Discount (From Original List Price)	7.0%		6.2%		7.5%
Listing Inventory (Active)	13,367	-19.2%	16,542	-20.6%	16,834
Absorption Rate (Monthly, Active)	10.4	2.0%	10.2	-24.6%	13.8
Pending Sales	4,020	-16.2%	4,795	7.6%	3,736

Quintiles	Med. Sales Price	% Change (YR)
5/5	\$750,000	7.1%
4/5	\$450,750	3.6%
3/5	\$362,500	3.6%
2/5	\$295,000	3.5%
1/5	\$196,100	6.0%



## LUXURY

• **Days on market and listing discount slipped** It took an average of 127 days to market a property, more than a week faster than in the prior year period. Listing discount slipped to 10.2% from 11% over the same period.

• **Gains in price indicators outpaced the overall market** Median sales price rose 8.4% to \$965,000 and average sales price jumped 13.5% to \$1,327,683 from prior year levels.

Luxury Market Matrix	4Q-2012	% Chg (QTR)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$1,327,683	3.2%	\$1,287,123	13.5%	\$1,170,154
Median Sales Price	\$965,000	-5.4%	\$1,020,000	8.4%	\$890,000
Number of Sales	453	-19.5%	563	7.3%	422
Days on Market (From Original List Date)	127	5.8%	120	-5.9%	135
Listing Discount (From Original List Price)	10.2%		8.9%		11.0%
Listing Inventory (Active)	2,775	-11.8%	3,148	-30.5%	3,995
Absorption Rate (Monthly, Active)	18.4	9.5%	16.8	-35.2%	28.4
Pending Sales	478	-2.0%	488	-11.6%	541

Quintiles	Med. Sales Price	% Change (YR)
5/5	\$2,100,000	27.7%
4/5	\$1,265,000	14.0%
3/5	\$965,000	8.4%
2/5	\$845,000	7.6%
1/5	\$755,000	6.9%



Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

## SUFFOLK

## • Pending sales pressed higher as

**supply fell** Signed contracts rose 11.4% and listing inventory fell 17.9% from prior year levels as the pace of the market quickened. The monthly absorption rate fell from 13.7 months in the prior year quarter to 10.6.

- **Price indicators edged higher** Median sales price increased 1.8% to \$303,000 while average sales price rose 1.3% to \$340,875 over the same period.

NORTH SHORE  
SUFFOLK

## • Price indicators posted year-over-year

**gains** Median sales price increased 7.3% to \$462,250 and average sales price jumped 14.1% from \$515,644 in the prior year quarter to \$588,590.

## • Pending sales surged and listing

**inventory fell sharply** The absorption rate fell 31% from the prior year quarter as signed contracts jumped 31.1% and supply fell 25.8% over the same period.

SOUTH SHORE  
SUFFOLK

- **Price indicators pressed higher** Median sales price increased 7.3% to \$292,500 and average sales price rose 5% to \$305,834 over the prior year quarter results.

- **Pending sales outpaced closed sales as inventory dropped** Year-over-year gains for signed contracts and closed sales were 12.6% and 2.1% respectively, as listing inventory fell 15.8% over the same period.

## NASSAU

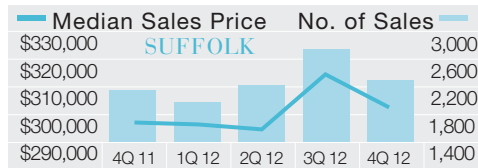
## • Pace of market quickened with

**sharp drop in absorption rate** Listing inventory fell 24.5% to 6,498 as the number of sales rose 8.2% from the prior year quarter to 2,245. As a result, the absorption rate plunged 30.4% to 8.7 months.

- **Rising price indicators** Median sales price rose 5% to \$399,000 and average sales price increased 10.4% to \$541,170 from the prior year quarter.

Suffolk Market Matrix	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$340,875	-5.0%	\$358,656	1.3%	\$336,518
Median Sales Price	\$303,000	-3.8%	\$315,000	1.8%	\$297,500
Number of Sales	2,295	-16.7%	2,755	6.8%	2,148
Days on Market (From Original List Date)	128	4.9%	122	-5.9%	136
Listing Discount (From Original List Price)	5.4%		5.4%		5.7%
Listing Inventory (Active)	8,076	-17.4%	9,782	-17.9%	9,835
Absorption Rate (Monthly, Active)	10.6	-0.9%	10.7	-22.6%	13.7
Pending Sales	2,273	-16.5%	2,723	11.4%	2,041

Quintiles	Med. Sales Price	% Change (yr)
5/5	\$560,000	4.5%
4/5	\$375,000	1.4%
3/5	\$303,000	1.8%
2/5	\$235,000	3.1%
1/5	\$135,000	1.7%



Note: Sales for the county do not include Hamptons and North Fork data analyzed in a separate report.

North Shore Suffolk Market Matrix	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$588,590	1.3%	\$580,853	14.1%	\$515,644
Median Sales Price	\$462,250	-1.5%	\$469,500	7.3%	\$431,000
Number of Sales	232	-16.8%	279	7.4%	216
Days on Market (From Original List Date)	125	3.3%	121	1.6%	123
Listing Discount (From Original List Price)	6.8%		5.7%		5.9%
Listing Inventory (Active)	606	-24.1%	798	-25.8%	817
Absorption Rate (Monthly, Active)	7.8	-9.3%	8.6	-31.0%	11.3
Pending Sales	194	-9.8%	215	31.1%	148

Quintiles	Med. Sales Price	% Change (yr)
5/5	\$947,500	4.7%
4/5	\$590,000	6.7%
3/5	\$462,250	7.3%
2/5	\$365,000	9.0%
1/5	\$242,850	3.2%



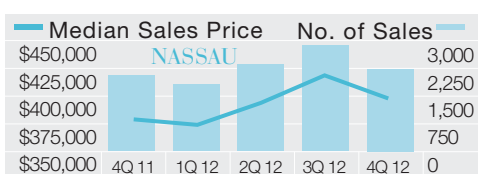
South Shore Suffolk Market Matrix	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$305,834	-0.6%	\$307,766	6.0%	\$288,613
Median Sales Price	\$292,500	2.6%	\$285,000	7.3%	\$272,500
Number of Sales	582	-14.7%	682	2.1%	570
Days on Market (From Original List Date)	131	0.8%	130	-12.1%	149
Listing Discount (From Original List Price)	5.5%		5.5%		5.8%
Listing Inventory (Active)	2,497	-15.4%	2,951	-15.8%	2,966
Absorption Rate (Monthly, Active)	12.9	-0.8%	13.0	-17.3%	15.6
Pending Sales	679	-14.3%	792	12.6%	603

Quintiles	Med. Sales Price	% Change (yr)
5/5	\$499,500	8.4%
4/5	\$350,000	6.1%
3/5	\$292,500	7.3%
2/5	\$223,000	6.2%
1/5	\$120,000	-5.1%



Nassau Market Matrix	4Q-2012	% Chg (qtr)	3Q-2012	% Chg (yr)	4Q-2011
Average Sales Price	\$541,170	-0.7%	\$545,184	10.4%	\$490,297
Median Sales Price	\$399,000	-5.0%	\$420,000	5.0%	\$380,000
Number of Sales	2,245	-22.1%	2,883	8.2%	2,074
Days on Market (From Original List Date)	118	6.3%	111	-4.1%	123
Listing Discount (From Original List Price)	7.8%		6.8%		8.7%
Listing Inventory (Active)	6,498	-21.8%	8,313	-24.5%	8,612
Absorption Rate (Monthly, Active)	8.7	0.0%	8.7	-30.4%	12.5
Pending Sales	2,323	-14.4%	2,713	11.0%	2,093

Quintiles	Med. Sales Price	% Change (yr)
5/5	\$900,000	10.4%
4/5	\$520,000	6.1%
3/5	\$399,000	5.0%
2/5	\$325,000	3.2%
1/5	\$225,000	4.7%



## NORTH SHORE NASSAU

### • Closed and pending sales surged

The number of sales totaled 530, 27.7% higher than in the same period last year. Pending sales expanded 12.4% to 436 over the same period.

### • Price indicators posted double-digit gains

Median sales price expanded 10.5% to \$718,250 from prior year levels. Average sales price showed a similar pattern, rising 12.9% to \$969,769.

North Shore Nassau Market Matrix	4Q-2012	% Chg (QTR)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$969,769	5.0%	\$923,283	12.9%	\$858,592
Median Sales Price	\$718,250	-2.9%	\$740,000	10.5%	\$650,000
Number of Sales	530	-18.8%	653	27.7%	415
Days on Market (From Original List Date)	123	9.8%	112	-1.6%	125
Listing Discount (From Original List Price)	10.4%		8.6%		12.3%
Listing Inventory (Active)	1,539	-21.2%	1,952	-19.2%	1,904
Absorption Rate (Monthly, Active)	8.7	-3.3%	9.0	-37.0%	13.8
Pending Sales	436	-15.5%	516	12.4%	388

Quintiles	Med. Sales Price	% Change (YR)
5/5	\$1,815,000	25.2%
4/5	\$950,000	6.7%
3/5	\$718,250	10.5%
2/5	\$501,000	8.9%
1/5	\$252,000	-4.2%



## SOUTH SHORE NASSAU

### • Listing inventory fell faster than sales

There were 808 listings at the end of the fourth quarter, 28.9% fewer than in the same period last year, outpacing the 23.5% decline in sales, which hit 158.

### • Price indicators were mixed

The median sales price slipped 2.8% from prior year levels to \$350,000 while average sales price jumped 12.5% to \$453,172.

South Shore Nassau Market Matrix	4Q-2012	% Chg (QTR)	3Q-2012	% Chg (YR)	4Q-2011
Average Sales Price	\$453,172	3.0%	\$439,935	12.5%	\$402,709
Median Sales Price	\$350,000	-6.0%	\$372,500	-2.8%	\$360,000
Number of Sales	127	-39.5%	210	-23.5%	166
Days on Market (From Original List Date)	158	17.9%	134	7.5%	147
Listing Discount (From Original List Price)	8.9%		8.6%		9.0%
Listing Inventory (Active)	808	-21.6%	1,030	-28.9%	1,136
Absorption Rate (Monthly, Active)	19.1	27.3%	15	-9.0%	21
Pending Sales	185	-27.5%	255	-5.1%	195

Quintiles	Med. Sales Price	% Change (YR)
5/5	\$810,000	19.3%
4/5	\$497,000	1.4%
3/5	\$350,000	-2.8%
2/5	\$275,000	0.0%
1/5	\$165,440	-2.7%



## IN-FOCUS

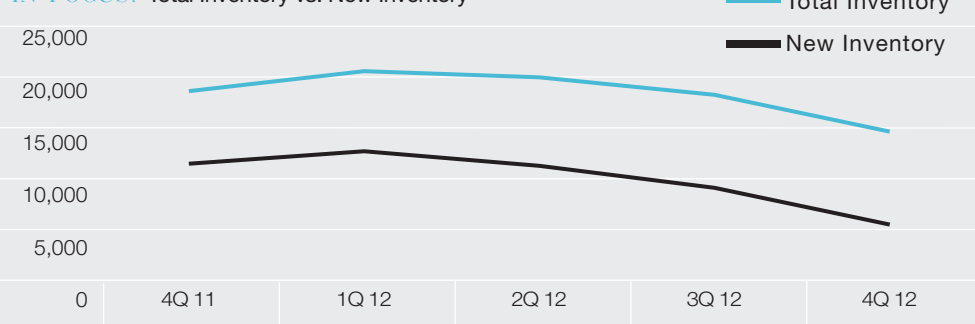
### • New inventory fell by over 50%

The year-over-over rate of decline for new inventory was 50.6%, outpacing the 21% decline in total inventory.

### • Gap between new and total inventory widened

The spread between the number of new homes entering as inventory and overall inventory expanded by 28.1% over the past year, as new listings continued to fail to keep pace with demand.

### IN-FOCUS: Total Inventory vs. New Inventory



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