

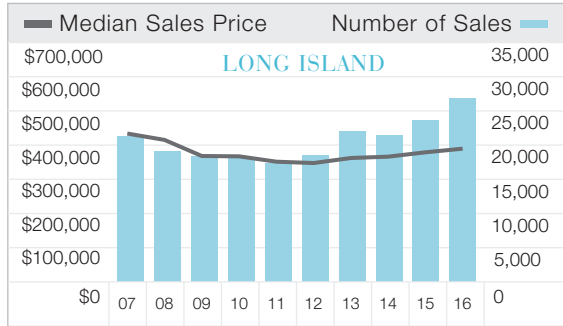
# ELLIMAN REPORT

## 2007-2016

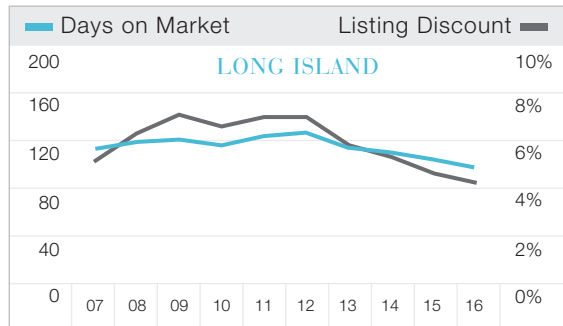
### LONG ISLAND

Decade Survey of Residential Sales

[The Hamptons and the North Fork reported separately]

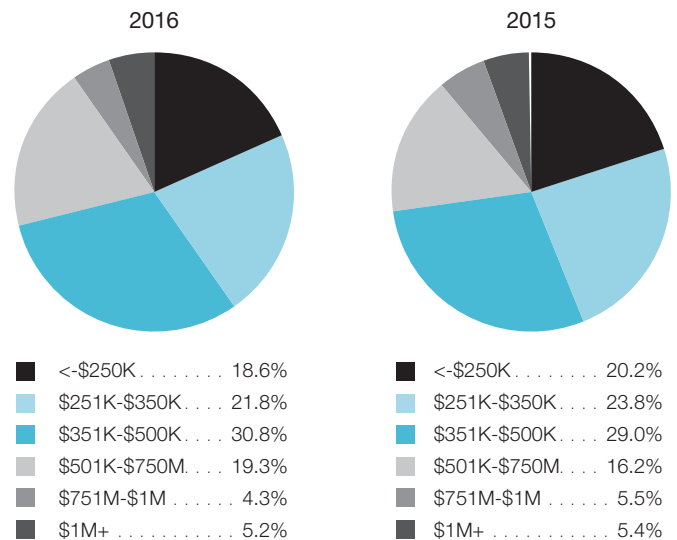


Long Island Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$473,426	1.4%	\$466,972	-8.9%	\$519,491
Median Sales Price	\$388,850	2.9%	\$378,000	-10.4%	\$434,000
Number of Sales	26,939	13.9%	23,655	26.4%	21,320
Days on Market (From Original List Date)	98	-6.7%	105	-14.0%	114
Listing Discount (From Original List Price)	4.2%		4.6%		5.1%
Listing Inventory	11,014	-12.4%	12,568	-47.1%	20,801
Absorption Rate (mos)	4.9	-23.4%	6.4	-58.1%	11.7



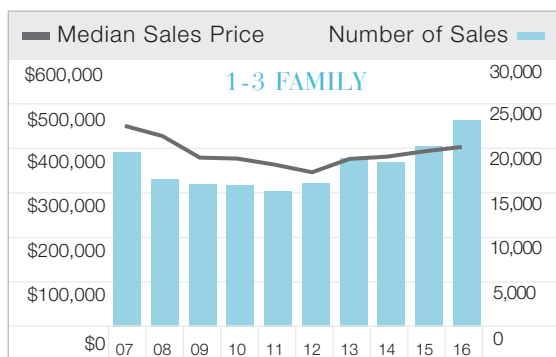
Quintiles (Median Sales Price By NOS)	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
5/5	\$780,000	0.0%	\$780,000	-6.6%	\$835,000
4/5	\$490,000	2.1%	\$480,000	-10.1%	\$545,000
3/5	\$388,850	2.9%	\$378,000	-12.4%	\$444,000
2/5	\$305,000	2.5%	\$297,500	-19.3%	\$378,000
1/5	\$186,401	0.8%	\$185,000	-35.9%	\$291,000

	Average Sales Price	Median Sales Price	Number of Sales
2016	\$473,426	\$388,850	26,939
2015	\$466,972	\$378,000	23,655
2014	\$454,273	\$365,000	21,542
2013	\$448,324	\$361,000	22,145
2012	\$435,082	\$346,000	18,554
2011	\$437,257	\$350,000	17,409
2010	\$439,247	\$366,000	18,311
2009	\$430,802	\$367,000	18,366
2008	\$496,473	\$415,000	19,106
2007	\$519,491	\$434,000	21,320



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. 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.

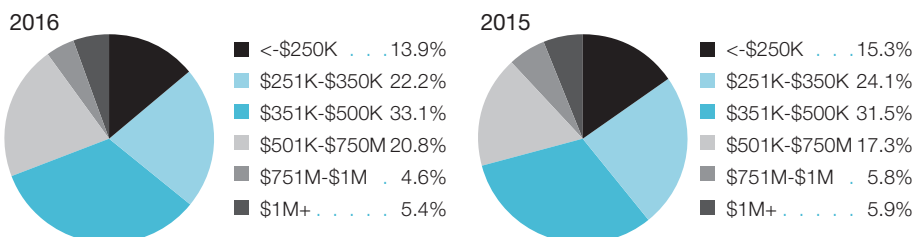
## 1-3 FAMILY



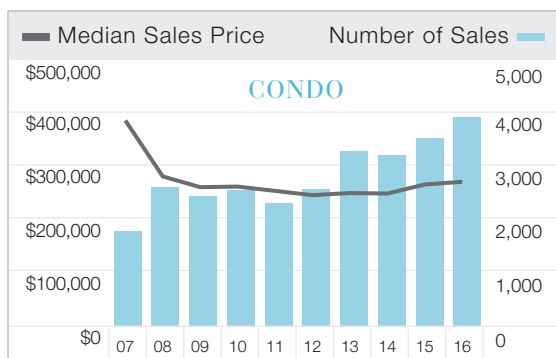
Year	Avg. Sales Price	Med. Sales Price	No. of Sales
2016	\$493,737	\$401,700	23,048
2015	\$491,696	\$392,000	20,142
2014	\$480,445	\$380,000	18,343
2013	\$472,565	\$375,000	18,870
2012	\$456,217	\$345,000	15,990
2011	\$454,041	\$362,089	15,115
2010	\$459,269	\$375,696	15,768
2009	\$449,720	\$377,844	15,946
2008	\$526,338	\$426,309	16,506
2007	\$549,324	\$449,000	19,537

1-3 Family Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$493,737	0.4%	\$491,696	-10.1%	\$549,324
Median Sales Price	\$401,700	2.5%	\$392,000	-10.5%	\$449,000
Number of Sales	23,048	14.4%	20,142	18.0%	19,537
Days on Market (From Original List Date)	96	-6.8%	103	-4.0%	100
Listing Discount (From Original List Price)	4.3%		4.6%		5.0%
Listing Inventory	10,279	-14.5%	12,027	N/A	N/A
Absorption Rate (mos)	5.4	-25.0%	7.2	N/A	N/A

Quintiles (Median Sales Price By NOS)	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
5/5	\$800,000	-0.3%	\$802,500	-5.3%	\$845,000
4/5	\$505,000	2.0%	\$495,000	-8.2%	\$550,000
3/5	\$401,700	2.5%	\$392,000	-10.5%	\$449,000
2/5	\$325,000	1.9%	\$319,000	-15.4%	\$384,000
1/5	\$220,000	0.4%	\$219,050	-26.7%	\$300,000



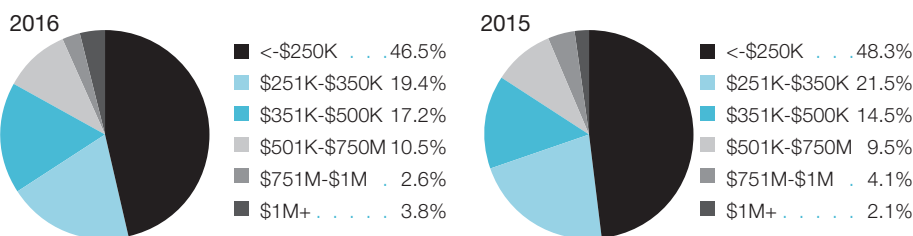
## CONDOS



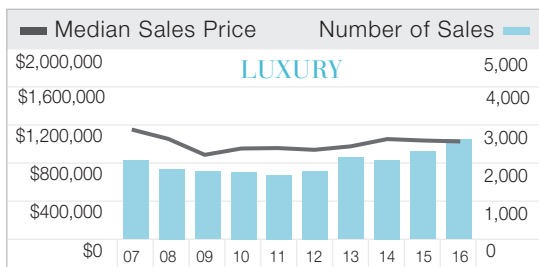
Year	Avg. Sales Price	Med. Sales Price	No. of Sales
2016	\$473,426	\$388,850	26,939
2015	\$466,972	\$378,000	23,655
2014	\$454,273	\$365,000	21,542
2013	\$448,324	\$361,000	22,145
2012	\$435,082	\$346,000	18,554
2011	\$437,257	\$350,000	17,409
2010	\$439,247	\$366,000	18,311
2009	\$430,802	\$367,000	18,366
2008	\$496,473	\$415,000	19,106
2007	\$519,491	\$434,000	21,320

Condos Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$353,114	8.6%	\$325,216	-19.9%	\$440,688
Median Sales Price	\$265,000	1.9%	\$260,000	-30.2%	\$379,725
Number of Sales	3,891	10.8%	3,513	118.2%	1,783
Days on Market (From Original List Date)	105	-7.9%	114	-13.2%	121
Listing Discount (From Original List Price)	3.4%		4.0%		5.2%
Listing Inventory	1,682	-8.4%	1,836	N/A	N/A
Absorption Rate (mos)	5.2	-17.5%	6.3	N/A	N/A

Quintiles (Median Sales Price By NOS)	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
5/5	\$649,000	4.7%	\$620,000	-9.9%	\$720,000
4/5	\$375,000	6.3%	\$352,700	-21.9%	\$479,950
3/5	\$265,000	1.9%	\$260,000	-30.2%	\$379,725
2/5	\$188,888	1.6%	\$186,000	-39.1%	\$310,000
1/5	\$114,000	0.4%	\$113,600	-50.4%	\$230,000



## LUXURY

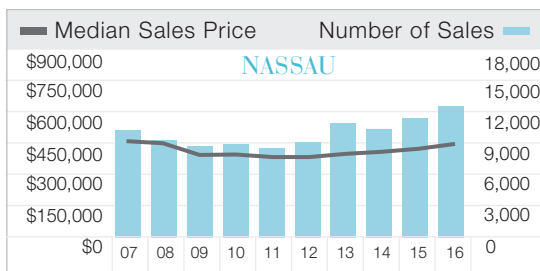


Luxury Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$1,329,213	0.0%	\$1,328,675	-6.5%	\$1,421,922
Median Sales Price	\$1,050,000	-0.9%	\$1,060,000	-10.6%	\$1,175,000
Number of Sales	2,705	13.8%	2,376	26.9%	2,132
Days on Market (From Original List Date)	109	0.9%	108	3.8%	105
Listing Discount (From Original List Price)	6.5%		6.2%		7.5%
Listing Inventory	2,775	-10.7%	3,107	N/A	N/A
Absorption Rate (mos)	12.3	-21.7%	15.7	N/A	N/A

	Avg. Sales Price	Med. Sales Price	No. of Sales
2016	\$1,329,213	\$1,050,000	2,705
2015	\$1,328,675	\$1,060,000	2,376
2014	\$1,339,097	\$1,075,000	2,151
2013	\$1,278,446	\$999,000	2,214
2012	\$1,252,852	\$962,500	1,854

	Avg. Sales Price	Med. Sales Price	No. of Sales
2011	\$1,262,795	\$980,919	1,741
2010	\$1,224,310	\$976,224	1,831
2009	\$1,132,593	\$910,057	1,837
2008	\$1,337,439	\$1,077,195	1,911
2007	\$1,421,922	\$1,175,000	2,132

## NASSAU

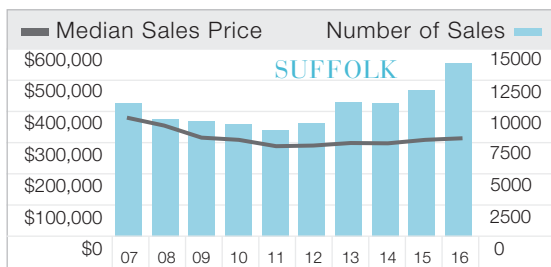


Nassau Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$593,236	3.9%	\$571,108	-0.6%	\$596,526
Median Sales Price	\$462,000	5.2%	\$439,000	-2.7%	\$475,000
Number of Sales	12,814	9.9%	11,659	22.5%	10,460
Days on Market (From Original List Date)	92	-7.1%	99	-9.8%	102
Listing Discount (From Original List Price)	4.6%		4.9%		6.0%
Listing Inventory	4,135	-20.6%	5,206	-72.8%	15,185
Absorption Rate (mos)	3.9	-27.8%	5.4	-77.6%	17.4

	Avg. Sales Price	Med. Sales Price	No. of Sales
2016	\$593,236	\$462,000	12,814
2015	\$571,108	\$439,000	11,659
2014	\$559,732	\$425,000	10,613
2013	\$537,052	\$415,000	11,138
2012	\$520,319	\$400,000	9,315

	Avg. Sales Price	Med. Sales Price	No. of Sales
2011	\$527,530	\$400,000	8,683
2010	\$522,036	\$412,000	9,101
2009	\$493,340	\$410,000	8,946
2008	\$576,666	\$465,000	9,517
2007	\$596,526	\$475,000	10,460

## SUFFOLK



Suffolk Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$364,735	-0.3%	\$365,762	-18.1%	\$445,294
Median Sales Price	\$325,000	1.6%	\$320,000	-16.7%	\$390,000
Number of Sales	14,125	17.7%	11,996	30.1%	10,860
Days on Market (From Original List Date)	103	-6.4%	110	-11.2%	116
Listing Discount (From Original List Price)	3.5%		4.1%		4.3%
Listing Inventory	6,879	32.1%	5,206	-17.9%	8,376
Absorption Rate (mos)	5.8	11.5%	5.2	-37.6%	9.3

	Avg. Sales Price	Med. Sales Price	No. of Sales
2016	\$364,735	\$325,000	14,125
2015	\$365,762	\$320,000	11,996
2014	\$352,033	\$309,000	10,929
2013	\$358,539	\$310,000	11,007
2012	\$349,143	\$302,000	9,239

	Avg. Sales Price	Med. Sales Price	No. of Sales
2011	\$347,429	\$300,000	8,726
2010	\$357,438	\$320,000	9,210
2009	\$371,410	\$327,000	9,420
2008	\$416,883	\$365,000	9,589
2007	\$445,294	\$390,000	10,860

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