

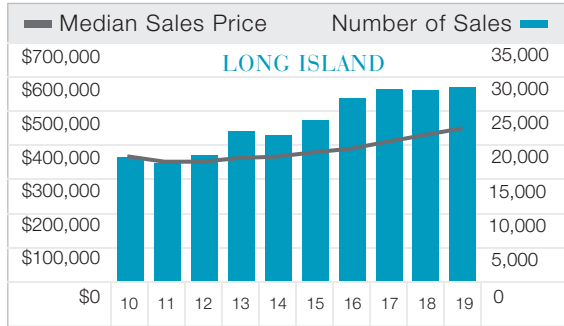
# ELLIMAN REPORT

## 2010-2019

### LONG ISLAND

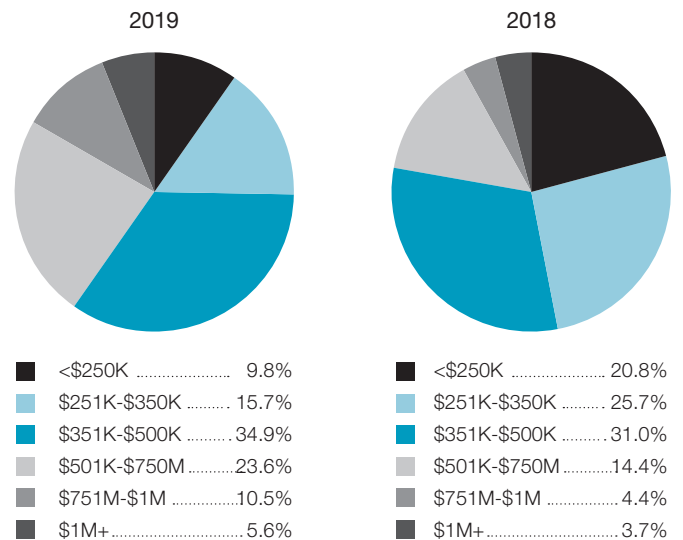
Decade Survey of Residential Sales

[The Hamptons and the North Fork reported separately]



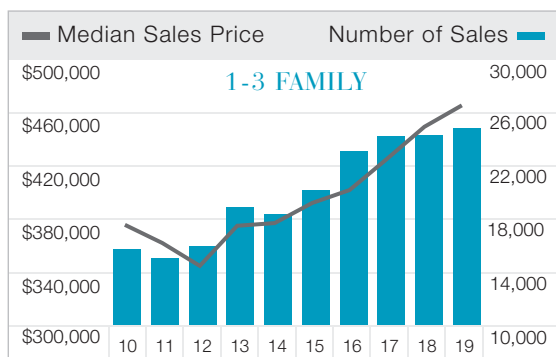
	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$825,000	0.7%	\$818,900	12.7%	\$732,250
4/5	\$552,050	2.8%	\$537,000	21.3%	\$455,000
3/5	\$450,000	4.7%	\$430,000	24.8%	\$360,500
2/5	\$369,990	7.2%	\$345,000	29.8%	\$285,000
1/5	\$250,000	11.1%	\$225,000	43.7%	\$174,000

	Average Sales Price	Median Sales Price	Number of Sales
2019	\$523,790	\$450,000	28,574
2018	\$507,693	\$430,000	28,142
2017	\$491,335	\$410,000	28,236
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	\$350,000	18,554
2011	\$437,257	\$350,000	17,409
2010	\$439,247	\$366,000	18,311



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

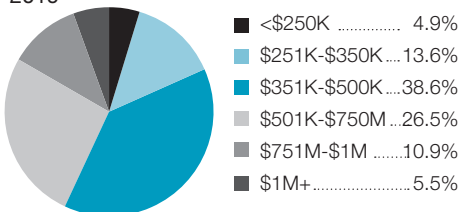


	Average Sales Price	Median Sales Price	Number of Sales
2019	\$545,295	\$465,000	24,810
2018	\$532,150	\$449,000	24,262
2017	\$514,363	\$425,000	24,151
2016	\$493,737	\$401,700	23,048
2015	\$491,696	\$392,000	20,142
2014	\$480,445	\$377,000	18,343
2013	\$472,565	\$375,000	18,870
2012	\$456,217	\$345,000	15,990
2011	\$454,041	\$362,089	15,115
2010	\$459,269	\$375,696	15,768

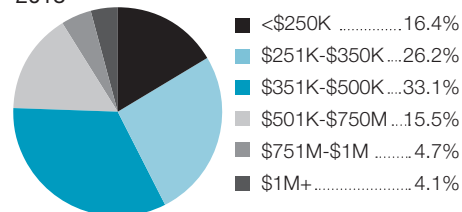
1-3 Family Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$545,295	2.5%	\$532,150	18.7%	\$459,269
Median Sales Price	\$465,000	3.6%	\$449,000	24.0%	\$375,000
Number of Sales	24,810	2.3%	24,262	57.3%	15,768
Days on Market (From Original List Date)	72	1.4%	71	-35.7%	112
Listing Discount (From Original List Price)	3.3%		3.1%		6.8%
Listing Inventory	9,180	-3.1%	9,475	-46.6%	17,188
Months of Supply	4.4	0.0%	4.4	-66.4%	13.1

Quintiles (Median Sales Price By NOS)	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$845,000	0.0%	\$845,000	11.9%	\$755,000
4/5	\$568,930	3.4%	\$550,000	21.0%	\$470,000
3/5	\$465,000	3.6%	\$449,000	24.0%	\$375,000
2/5	\$389,000	6.6%	\$365,000	27.8%	\$304,500
1/5	\$285,000	9.6%	\$260,000	47.7%	\$193,000

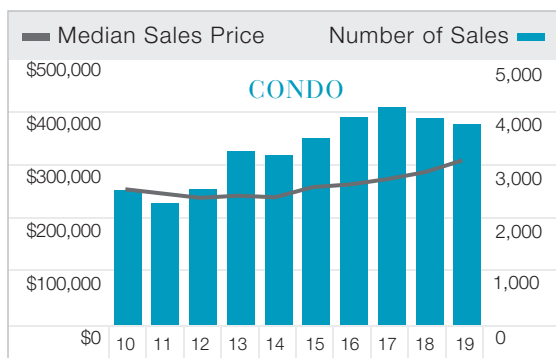
2019



2018



## CONDOS

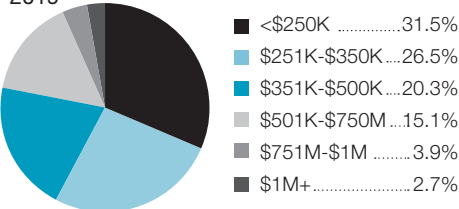


	Average Sales Price	Median Sales Price	Number of Sales
2019	\$382,047	\$310,000	3,764
2018	\$354,762	\$288,000	3,880
2017	\$355,190	\$275,000	4,085
2016	\$353,114	\$265,000	3,891
2015	\$325,216	\$260,000	3,513
2014	\$304,955	\$241,125	3,199
2013	\$308,648	\$244,000	3,275
2012	\$303,278	\$240,000	2,564
2011	\$312,600	\$248,000	2,294
2010	\$315,095	\$256,000	2,543

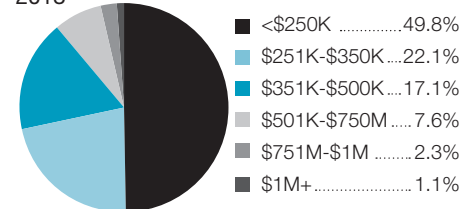
Condos Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$382,047	7.7%	\$354,762	21.2%	\$315,095
Median Sales Price	\$310,000	7.6%	\$288,000	21.1%	\$256,000
Number of Sales	3,764	-3.0%	3,880	48.0%	2,543
Days on Market (From Original List Date)	69	-9.2%	76	-52.4%	145
Listing Discount (From Original List Price)	2.6%		2.7%		6.5%
Listing Inventory	1,055	-4.1%	1,100	-65.0%	3,010
Months of Supply	3.4	6.2%	3.2	-76.1%	14.2

Quintiles (Median Sales Price By NOS)	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$675,000	7.3%	\$629,100	19.5%	\$565,000
4/5	\$415,000	6.4%	\$390,000	18.6%	\$350,000
3/5	\$310,000	7.6%	\$288,000	21.6%	\$255,000
2/5	\$235,000	8.4%	\$216,775	22.7%	\$191,500
1/5	\$142,650	11.0%	\$128,478	24.0%	\$115,000

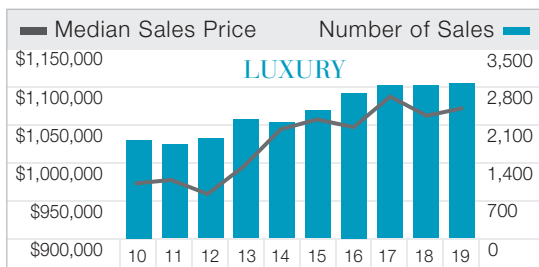
2019



2018



## LUXURY

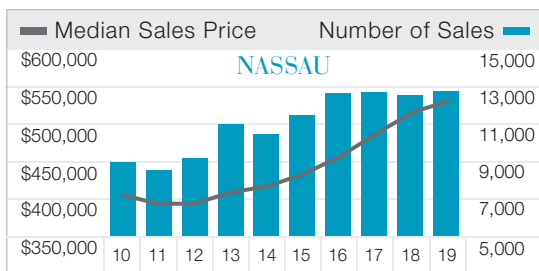


Luxury Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$1,282,009	-1.6%	\$1,302,826	4.7%	\$1,224,310
Median Sales Price	\$1,075,000	0.9%	\$1,065,000	10.1%	\$976,224
Number of Sales	2,875	1.3%	2,838	57.0%	1,831
Days on Market (From Original List Date)	104	4.0%	100	-21.8%	133
Listing Discount (From Original List Price)	6.3%		6.0%		10.0%
Listing Inventory	3,113	7.8%	2,887	-16.4%	3,722
Months of Supply	13.0	14.0%	11.4	-46.7%	24.4

	Avg. Sales Price	Med. Sales Price	No. of Sales
2019	\$1,282,009	\$1,075,000	2,875
2018	\$1,302,826	\$1,065,000	2,838
2017	\$1,327,338	\$1,090,000	2,845
2016	\$1,329,213	\$1,050,000	2,705
2015	\$1,328,675	\$1,060,000	2,376

	Avg. Sales Price	Med. Sales Price	No. of Sales
2014	\$1,339,097	\$1,047,250	2,151
2013	\$1,278,446	\$999,000	2,214
2012	\$1,252,852	\$962,500	1,854
2011	\$1,262,795	\$980,919	1,741
2010	\$1,224,310	\$976,224	1,831

## NASSAU

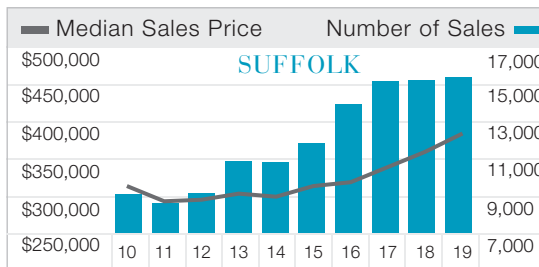


Nassau Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$427,210	5.8%	\$403,767	-18.2%	\$522,036
Median Sales Price	\$389,000	6.6%	\$365,000	-5.6%	\$412,000
Number of Sales	15,584	1.0%	15,433	71.2%	9,101
Days on Market (From Original List Date)	69	-4.2%	72	-38.9%	113
Listing Discount (From Original List Price)	2.2%		2.2%		7.7%
Listing Inventory	4,280	-12.4%	4,888	-49.9%	8,543
Months of Supply	3.3	-5.7%	3.5	-70.8%	11.3

	Avg. Sales Price	Med. Sales Price	No. of Sales
2019	\$639,635	\$535,000	12,922
2018	\$633,895	\$520,000	12,709
2017	\$616,511	\$492,337	12,889
2016	\$593,236	\$462,000	12,814
2015	\$571,108	\$439,000	11,659

	Avg. Sales Price	Med. Sales Price	No. of Sales
2014	\$559,732	\$422,688	10,613
2013	\$537,052	\$415,000	11,138
2012	\$520,319	\$400,000	9,315
2011	\$527,530	\$400,000	8,683
2010	\$522,036	\$412,000	9,101

## SUFFOLK



Suffolk Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$639,635	0.9%	\$633,895	78.9%	\$357,438
Median Sales Price	\$535,000	2.9%	\$520,000	67.2%	\$320,000
Number of Sales	12,922	1.7%	12,709	40.3%	9,210
Days on Market (From Original List Date)	75	4.2%	72	-38.0%	121
Listing Discount (From Original List Price)	4.0%		3.7%		5.4%
Listing Inventory	4,664	-0.4%	4,684	-54.3%	10,199
Months of Supply	4.3	2.4%	4.2	-67.7%	13.3

	Avg. Sales Price	Med. Sales Price	No. of Sales
2019	\$427,210	\$389,000	15,584
2018	\$403,767	\$365,000	15,433
2017	\$386,208	\$345,000	15,347
2016	\$364,735	\$325,000	14,125
2015	\$365,762	\$320,000	11,996

	Avg. Sales Price	Med. Sales Price	No. of Sales
2014	\$352,033	\$306,000	10,929
2013	\$358,539	\$310,000	11,007
2012	\$349,143	\$302,000	9,239
2011	\$347,429	\$300,000	8,726
2010	\$357,438	\$320,000	9,210

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