

# ELLIMAN REPORT

**Q3**  
**2019**

**LONG ISLAND SALES**  
*[The Hamptons & North Fork reported separately]*  
Highlights of the Quarterly  
Survey of Residential Sales

“ Price trend indicators reached new records. ”

Long Island Market Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$540,951	4.4%	\$518,119	1.6%	\$532,679
Median Sales Price	\$469,000	5.4%	\$445,000	4.2%	\$450,000
Number of Sales (Closed)	8,415	22.2%	6,889	1.3%	8,304
Days on Market (From Original List Date)	65	-11.0%	73	3.2%	63
Listing Discount (From Original List Price)	2.8%		3.1%		2.6%
Listing Inventory	13,244	-5.7%	14,051	13.7%	11,650
Months of Supply	4.7	-23.0%	6.1	11.9%	4.2
Total Pending Sales	8,601	-7.2%	9,270	20.8%	7,118
Year-to-Date	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$524,290	N/A	N/A	3.0%	\$509,264
Median Sales Price	\$450,000	N/A	N/A	4.7%	\$430,000
Number of Sales	20,963	N/A	N/A	1.3%	20,687
Total Pending Sales	25,091	N/A	N/A	13.1%	22,192

Market-wide median sales price rose 4.2% to a record of \$469,000 after previously setting a record in the prior-year quarter.

Although the number of sales rose 1.3% to 8,415 for the third year over year gain in the past four quarters, it remained 18.9% below the record set seventeen years ago. Listing inventory rose 13.7% to 13,244 from the prior-year quarter, for the third straight year over year gain.