

# ELLIMAN

## REPORT

**Q1** 2019

### NORTH FORK SALES

Highlights of the Quarterly Survey of Residential Sales

“Stable pricing with easing sales growth.”

North Fork Market Matrix	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$741,049	3.0%	\$719,571	0.9%	\$734,797
Median Sales Price	\$606,250	-3.8%	\$630,000	0.0%	\$606,250
Number of Sales	110	6.8%	103	-9.8%	122
Days on Market (From Last List Date)	143	49.0%	96	5.1%	136
Listing Discount (From Last List Price)	12.9%		6.2%		9.8%
Listing Inventory	368	5.1%	350	5.4%	349
Months of Supply	10.0	-2.0%	10.2	16.3%	8.6
Year-to-Date	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price (YTD)	\$741,049	N/A	N/A	0.9%	\$734,797
Median Sales Price (YTD)	\$606,250	N/A	N/A	0.0%	\$606,250
Number of Sales (YTD)	110	N/A	N/A	-9.8%	122

The median sales price was unchanged at \$606,250 from the prior year quarter. Average sales price edged up 0.9% to \$741,049 from the same period last year.

Luxury median sales price, representing the top ten percent of the market, rose 6.2% to \$1,620,000 as luxury average sales price slipped 3% to \$1,844,682 respectively, over the same period.

The market share of sales below the \$1 million-threshold remained at 83.6% of total sales unchanged from the same period last year despite the overall decline in sales.

The number of listings rose 5.4% to 368 from the prior-year quarter helping to slow the pace of the market.

Listing discount, the percent change from the asking price at the time of contract and the contract price, eased considerably to 12.9% from 9.8% over the same period.