

# ELLIMAN

## REPORT

**Q2** 2018

### NORTH SHORE & LUXURY

Highlights of the Quarterly Survey of Residential Sales

“Both submarkets of Long Island continued to see inventory expand.”

Nassau North Shore Market Matrix	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,079,941	3.1%	\$1,047,916	4.4%	\$1,033,978
Median Sales Price	\$905,000	12.6%	\$803,750	7.7%	\$840,000
Number of Sales (Closed)	562	16.1%	484	-9.2%	619
Days on Market (From Original List Date)	90	-17.4%	109	-9.1%	99
Listing Discount (From Original List Price)	5.8%		7.1%		5.3%
Listing Inventory	1,630	35.9%	1,199	5.2%	1,550
Absorption Rate (Months)	8.7	17.6%	7.4	16.0%	7.5
Total Pending Sales	778	37.9%	564	-5.4%	822
Luxury, Long Island Market Matrix	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,274,016	-1.8%	\$1,296,963	-5.5%	\$1,347,576
Median Sales Price	\$1,050,000	5.5%	\$995,000	-6.7%	\$1,125,000
Number of Sales (Closed)	683	20.0%	569	1.9%	670
Days on Market (From Original List Date)	101	-16.5%	121	-12.9%	116
Listing Discount (From Original List Price)	6.0%		6.9%		5.6%
Listing Inventory	3,881	13.3%	3,426	11.9%	3,467
Absorption Rate (Months)	17.0	-6.1%	18.1	9.7%	15.5
Total Pending Sales	1,061	5.6%	1,005	1.4%	1,046
Entry Threshold	\$820,000	6.5%	\$770,000	-0.6%	\$825,000

North Shore Nassau County price trend indicators while the number of sales fell sharply. Both total listing inventory and new listing inventory moved higher. The luxury price trend indicators declined year over year as both listing inventory and new listing inventory also moved higher.