

“ Price trend indicators continued to rise as sales edged higher. ”

Suffolk North Shore Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$510,323	-8.2%	\$555,824	5.6%	\$483,414
Median Sales Price	\$449,000	-4.7%	\$471,250	6.9%	\$420,000
Number of Sales (Closed)	803	-9.8%	890	5.0%	765
Days on Market (From Original List Date)	76	18.8%	64	-9.5%	84
Listing Discount (From Original List Price)	2.9%		2.1%		3.8%
Listing Inventory	513	-26.4%	697	11.0%	462
Months of Supply	1.9	-17.4%	2.3	5.6%	1.8
Total Pending Sales	260	-21.2%	330	-14.2%	303

The median sales price rose year over year during the past eight quarters as sales rose annually over the two most recent quarters.

Suffolk North Shore Luxury Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,201,972	-13.2%	\$1,384,188	1.6%	\$1,182,769
Median Sales Price	\$998,000	-13.2%	\$1,150,000	7.3%	\$930,000
Number of Sales (Closed)	81	-10.0%	90	3.8%	78
Days on Market (From Original List Date)	117	39.3%	84	11.4%	105
Listing Discount (From Original List Price)	4.8%		4.0%		6.4%
Listing Inventory	221	-13.7%	256	2.8%	215
Months of Supply	8.2	-3.5%	8.5	-1.2%	8.3
Total Pending Sales	61	24.5%	49	-30.7%	88

The Suffolk North Shore luxury market, representing the top 10% of all area sales, continued to show modest gains in price trend indicators and a slight uptick in listing inventory.