

# ELLIMAN

## REPORT

**Q4**  
**2018**

### NORTH SHORE & LUXURY

Highlights of the Quarterly  
Survey of Residential Sales

“ Listing inventory has consistently expanded in high-end market areas. ”

Nassau North Shore Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,059,185	-1.9%	\$1,079,983	7.4%	\$986,384
Median Sales Price	\$855,000	-5.0%	\$899,944	4.6%	\$817,500
Number of Sales (Closed)	575	-23.7%	754	-0.5%	578
Days on Market (From Original List Date)	85	14.9%	74	-2.3%	87
Listing Discount (From Original List Price)	6.1%		5.1%		5.9%
Listing Inventory	1,314	-18.7%	1,616	14.6%	1,147
Months of Supply	6.9	7.8%	6.4	15.0%	6.0
Total Pending Sales	601	-5.9%	639	10.7%	543

Sales declined annually for the seventh straight quarter as listing inventory expanded year over year in the past three quarters.

Luxury, Long Island Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,255,830	-8.3%	\$1,370,229	-0.1%	\$1,256,582
Median Sales Price	\$999,000	-14.2%	\$1,165,000	-2.1%	\$1,020,000
Number of Sales (Closed)	758	-9.1%	834	2.3%	741
Days on Market (From Original List Date)	101	23.2%	82	-1.9%	103
Listing Discount (From Original List Price)	5.9%		5.4%		6.3%
Listing Inventory	2,887	-17.3%	3,491	12.6%	2,563
Months of Supply	11.4	-9.5%	12.6	9.6%	10.4
Total Pending Sales	758	-0.3%	760	11.3%	681
Entry Threshold	\$800,000	-7.0%	\$860,000	0.0%	\$800,000

Listing inventory rose year over year for four straight quarters. Median sales price slipped below the \$1 million threshold for the first time in two years.