

# ELLIMAN

## REPORT

**Q1**  
**2019**

### SUFFOLK NORTH SHORE & LUXURY

Highlights of the Quarterly  
Survey of Residential Sales

“ Price trend indicators pressed higher with shorter marketing times. ”

Suffolk North Shore Market Matrix	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$531,949	4.2%	\$510,323	10.8%	\$480,070
Median Sales Price	\$450,000	0.2%	\$449,000	11.1%	\$405,000
Number of Sales (Closed)	569	-29.1%	803	3.8%	548
Days on Market (From Original List Date)	85	11.8%	76	-1.2%	86
Listing Discount (From Original List Price)	3.8%		2.9%		2.5%
Listing Inventory	590	15.0%	513	10.1%	536
Months of Supply	3.1	63.2%	1.9	6.9%	2.9
Total Pending Sales	238	-8.5%	260	-14.1%	277

Three straight quarters with year over year sales gains. Ninth consecutive quarter without an annual decline in median sales price.

Suffolk North Shore Luxury Matrix	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,297,584	8.0%	\$1,201,972	11.2%	\$1,167,136
Median Sales Price	\$1,087,500	9.0%	\$998,000	15.8%	\$938,750
Number of Sales (Closed)	58	-28.4%	81	0.0%	58
Days on Market (From Original List Date)	113	-3.4%	117	-21.0%	143
Listing Discount (From Original List Price)	7.4%		4.8%		3.1%
Listing Inventory	278	25.8%	221	0.7%	276
Months of Supply	14.4	75.6%	8.2	0.7%	14.3
Total Pending Sales	74	21.3%	61	-30.8%	107

The Suffolk North Shore luxury market, representing the top 10% of all area sales, showed higher price trend indicators and faster marketing times.