

Q4 2023

# Long Island Market Report

COMPASS



|                        |    |
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SOURCES

OneKey MLS

During the last quarter of 2023, the Long Island real estate market continued to experience record low inventory, which kept the average sales price elevated at 9.2 percent year-over-year. As a result, total sales were down over 16 percent, but sales volume only declined 8.5 percent compared to last year. With continued inventory scarcity, Nassau and Suffolk saw a 7.3 percent decrease for days on the market.

In Nassau County, the average sales price increased 10.6 percent year-over-year, while total sales declined 14.8 percent. However, average days on the market remained similar, selling 3.6 percent faster than 2022. Further east, Suffolk County

experienced a similar scenario. The average sales price rose by 7.6 percent, and total sales dwindled by 10.1 percent. Days on market decreased 11.1 percent signaling a slightly faster pace than Nassau County.

In Nassau and Suffolk, listings priced at \$3 million and above saw minor changes in aggregate with slight declines in total sales at 2.6 percent, total sales volume at 3.9 percent, and average price at 1.4 percent. The average days on market increased 7.2 percent which represented an increase of 11 days. By county, Nassau's luxury market experienced a resurgence in an increase of total sales at 22.9 percent and total volume

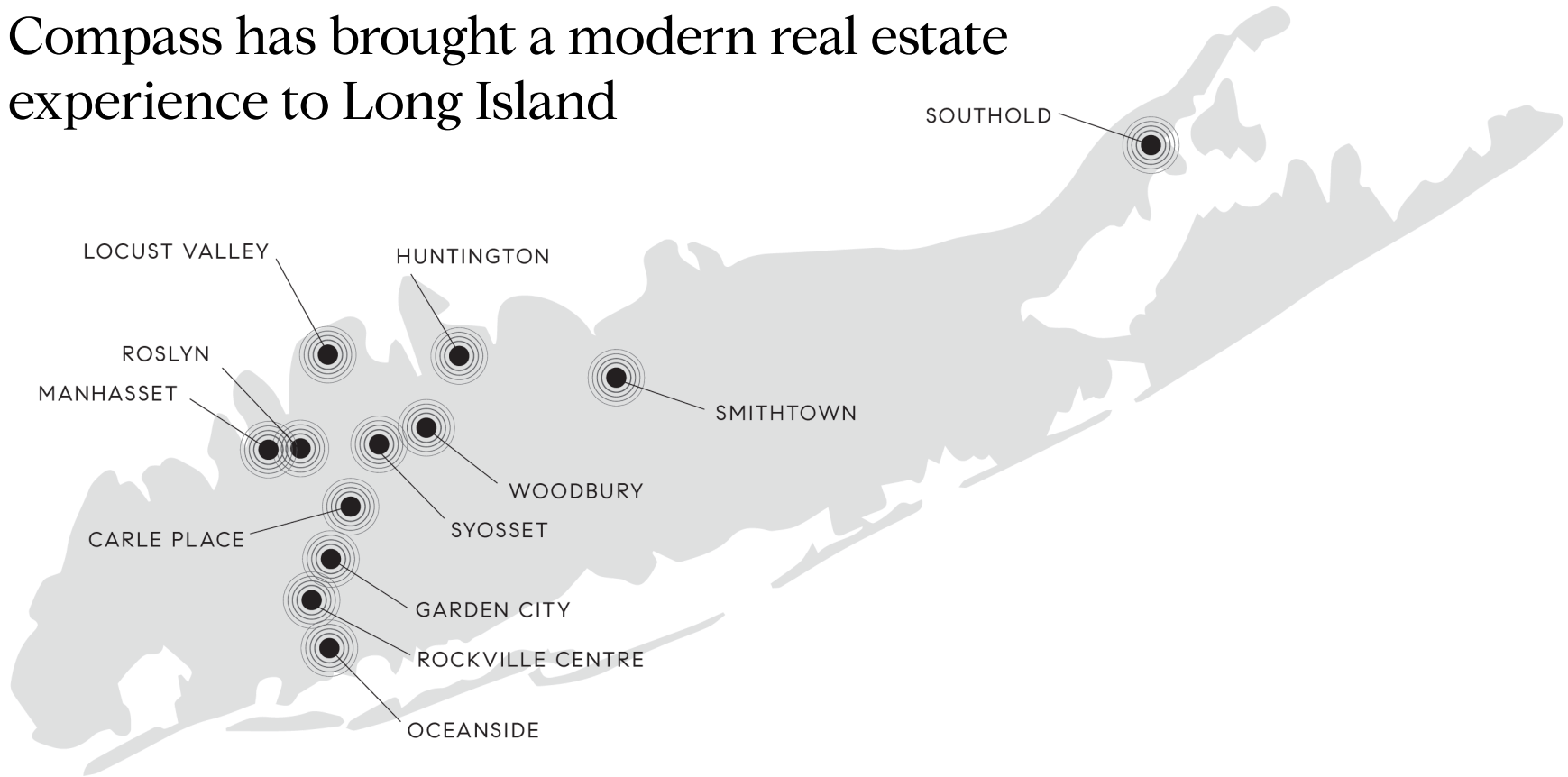
22.3 percent. This contrasts to Suffolk which experienced a 23.3 percent decrease in luxury sales year-over-year and with total volume down 21.7%.

By and large, Q4 data demonstrates that demand across the Long Island market continues to outpace the overall inventory supply. Increases in average sales prices softened the decline of total volume, but could not offset the overall impact of decline in total sales. That being said, the diversity of homes and communities in the Long Island market still provides unique value opportunities for buyers and sellers relative to their specific goals and intended outcomes.

SENIOR MANAGING DIRECTOR

Dennis McCarthy

# Compass has brought a modern real estate experience to Long Island



## MANHASSET

1468 Northern Blvd  
Manhasset, NY 11030  
516.517.4751

## HUNTINGTON

16A Wall Street  
Huntington, NY 11743  
631.629.7719

## ROSLYN

69 Roslyn Road  
Roslyn, NY 11576  
516.200.1098

## LOCUST VALLEY

41 The Plaza  
Locust Valley, NY 11560  
516.500.8271

## GARDEN CITY

182 Seventh Street  
Garden City, NY 11530  
516.764.6060

## SYOSSET

485 Underhill Blvd, #200  
Syosset, NY 11791  
516.408.2231

## OCEANSIDE

2800 Long Beach Road  
Oceanside, NY 11572  
516.764.6060

## WOODBURY

8285 Jericho Parkway  
Woodbury, NY 11797  
516.703.3360

## ROCKVILLE CENTRE

298 Merrick Road  
Rockville Centre, NY 11570  
516.703.3378

## CARLE PLACE

507 Westbury Ave  
Carle Place, NY 11514  
516.333.1122

## SOUTHOLD

54100 Main Road  
Southold, NY 11971  
631.251.8644

## SMITHTOWN

180 East Main St  
Smithtown, NY 11787  
631.315.7965

# Methodology

**Geography** covered in this report is Long Island.

**Closed Sales** figures for the current quarter are based on known closings at all OneKey MLSLI brokerage on Long Island recorded at the time the report is prepared.

**Sales Volume** figures for the quarter are the sum of all closed sale prices.

**Average Sale Price** is the sales volume divided by the total number of closed sales.

**Days on Market** is the number of days between the list date and the contract date of a closed sale.

## **Quarters**

Q1: January 1 - March 31

Q2: April 1 - June 30

Q3: July 1 - September 30

Q4: October 1 - December 31

# Long Island Market Report

## NASSAU COUNTY Q4 2023 CLOSED SALES

| Town                       |                          | Q4 2022      | Q4 2023      | % Change |
|----------------------------|--------------------------|--------------|--------------|----------|
| Albertson<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 12           | 13           | 8.3%     |
|                            | SINGLE-FAMILY AVG. PRICE | \$767,657    | \$982,222    | 28.0%    |
|                            | # CONDO/CO-OP SALES      | 1            | 1            | 0.0%     |
|                            | CONDO/CO-OP AVG. PRICE   | \$325,000    | \$402,500    | 23.8%    |
|                            | SALES VOLUME             | \$9,536,888  | \$13,171,388 | 38.1%    |
|                            | DAYS ON MARKET           | 36           | 41           | 13.9%    |
| Baldwin<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 73           | 43           | -41.1%   |
|                            | SINGLE-FAMILY AVG. PRICE | \$613,411    | \$632,616    | 3.1%     |
|                            | # CONDO/CO-OP SALES      | 3            | 1            | -66.7%   |
|                            | CONDO/CO-OP AVG. PRICE   | \$430,000    | \$225,000    | -47.7%   |
|                            | SALES VOLUME             | \$46,068,999 | \$27,427,500 | -40.5%   |
|                            | DAYS ON MARKET           | 54           | 62           | 14.8%    |
| Bayville<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 16           | 9            | -43.7%   |
|                            | SINGLE-FAMILY AVG. PRICE | \$762,744    | \$1,204,111  | 57.9%    |
|                            | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                            | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                            | SALES VOLUME             | \$12,203,900 | \$10,837,000 | -11.2%   |
|                            | DAYS ON MARKET           | 46           | 136          | 195.7%   |
| Bellmore<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 44           | 40           | -9.1%    |
|                            | SINGLE-FAMILY AVG. PRICE | \$696,911    | \$709,150    | 1.8%     |
|                            | # CONDO/CO-OP SALES      | 1            | 1            | 0.0%     |
|                            | CONDO/CO-OP AVG. PRICE   | \$350,000    | \$339,000    | -3.1%    |
|                            | SALES VOLUME             | \$31,014,070 | \$28,705,000 | -7.4%    |
|                            | DAYS ON MARKET           | 51           | 43           | -15.7%   |

| Town                           |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------|--------------------------|--------------|--------------|----------|
| Bethpage<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 50           | 32           | -36.0%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$620,592    | \$682,547    | 10.0%    |
|                                | # CONDO/CO-OP SALES      | 3            | 3            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | \$305,500    | \$365,000    | 19.5%    |
|                                | SALES VOLUME             | \$31,946,100 | \$22,936,500 | -28.2%   |
|                                | DAYS ON MARKET           | 50           | 42           | -16.0%   |
| Brookville<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 4            | 6            | 50.0%    |
|                                | SINGLE-FAMILY AVG. PRICE | \$2,267,500  | \$3,080,154  | 35.8%    |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$9,070,000  | \$18,480,926 | 103.8%   |
|                                | DAYS ON MARKET           | 138          | 113          | -18.1%   |
| Carle Place<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 10           | 8            | -20.0%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$721,200    | \$767,375    | 6.4%     |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$7,212,000  | \$6,139,000  | -14.9%   |
|                                | DAYS ON MARKET           | 68           | 17           | -75.0%   |
| Cedarhurst<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 21           | 19           | -9.5%    |
|                                | SINGLE-FAMILY AVG. PRICE | \$1,099,762  | \$1,220,184  | 10.9%    |
|                                | # CONDO/CO-OP SALES      | 3            | 8            | 166.7%   |
|                                | CONDO/CO-OP AVG. PRICE   | \$248,667    | \$383,188    | 54.1%    |
|                                | SALES VOLUME             | \$23,841,000 | \$26,248,999 | 10.1%    |
|                                | DAYS ON MARKET           | 66           | 76           | 15.2%    |
| Centre Island<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 2            | 1            | -50.0%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$3,125,000  | \$2,500,000  | -20.0%   |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$6,250,000  | \$2,500,000  | -60.0%   |
|                                | DAYS ON MARKET           | 296          | 335          | 13.2%    |

| Town                         |                          | Q4 2022      | Q4 2023      | % Change |
|------------------------------|--------------------------|--------------|--------------|----------|
| Cove Neck<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 0            | 0            | 0.0%     |
|                              | SINGLE-FAMILY AVG. PRICE | -            | -            | -        |
|                              | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | -            | -            | -        |
|                              | DAYS ON MARKET           | -            | -            | -        |
| East Hills<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 12           | 11           | -8.3%    |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,283,824  | \$1,737,455  | 35.3%    |
|                              | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | \$15,405,888 | \$19,112,000 | 24.1%    |
|                              | DAYS ON MARKET           | 39           | 73           | 87.2%    |
| East Meadow<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 67           | 60           | -10.4%   |
|                              | SINGLE-FAMILY AVG. PRICE | \$687,266    | \$748,118    | 8.9%     |
|                              | # CONDO/CO-OP SALES      | 9            | 7            | -22.2%   |
|                              | CONDO/CO-OP AVG. PRICE   | \$548,333    | \$459,500    | -16.2%   |
|                              | SALES VOLUME             | \$50,981,804 | \$48,103,549 | -5.6%    |
|                              | DAYS ON MARKET           | 41           | 44           | 7.3%     |
| Farmingdale<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 66           | 43           | -34.8%   |
|                              | SINGLE-FAMILY AVG. PRICE | \$593,348    | \$621,074    | 4.7%     |
|                              | # CONDO/CO-OP SALES      | 20           | 10           | -50.0%   |
|                              | CONDO/CO-OP AVG. PRICE   | \$300,025    | \$366,250    | 22.1%    |
|                              | SALES VOLUME             | \$45,161,490 | \$30,368,680 | -32.8%   |
|                              | DAYS ON MARKET           | 50           | 37           | -26.0%   |
| Floral Park<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 32           | 30           | -6.2%    |
|                              | SINGLE-FAMILY AVG. PRICE | \$716,234    | \$844,093    | 17.9%    |
|                              | # CONDO/CO-OP SALES      | 5            | 4            | -20.0%   |
|                              | CONDO/CO-OP AVG. PRICE   | \$246,578    | \$280,500    | 13.8%    |
|                              | SALES VOLUME             | \$24,152,387 | \$26,444,799 | 9.5%     |
|                              | DAYS ON MARKET           | 53           | 55           | 3.8%     |



| Town                             |                          | Q4 2022      | Q4 2023      | % Change |
|----------------------------------|--------------------------|--------------|--------------|----------|
| Franklin Square<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 36           | 36           | 0.0%     |
|                                  | SINGLE-FAMILY AVG. PRICE | \$696,078    | \$753,714    | 8.3%     |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$25,058,799 | \$27,133,691 | 8.3%     |
|                                  | DAYS ON MARKET           | 56           | 53           | -5.4%    |
| Freeport<br>NASSAU COUNTY        | # SINGLE-FAMILY SALES    | 53           | 53           | 0.0%     |
|                                  | SINGLE-FAMILY AVG. PRICE | \$579,439    | \$562,656    | -2.9%    |
|                                  | # CONDO/CO-OP SALES      | 19           | 13           | -31.6%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$254,263    | \$364,577    | 43.4%    |
|                                  | SALES VOLUME             | \$35,541,250 | \$34,560,287 | -2.8%    |
|                                  | DAYS ON MARKET           | 61           | 68           | 11.5%    |
| Garden City<br>NASSAU COUNTY     | # SINGLE-FAMILY SALES    | 60           | 51           | -15.0%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,212,144  | \$1,316,140  | 8.6%     |
|                                  | # CONDO/CO-OP SALES      | 15           | 14           | -6.7%    |
|                                  | CONDO/CO-OP AVG. PRICE   | \$903,667    | \$680,893    | -24.7%   |
|                                  | SALES VOLUME             | \$86,283,661 | \$76,655,636 | -11.2%   |
|                                  | DAYS ON MARKET           | 60           | 53           | -11.7%   |
| Glen Cove<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 42           | 38           | -9.5%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$823,226    | \$905,421    | 10.0%    |
|                                  | # CONDO/CO-OP SALES      | 15           | 14           | -6.7%    |
|                                  | CONDO/CO-OP AVG. PRICE   | \$1,129,600  | \$1,028,250  | -9.0%    |
|                                  | SALES VOLUME             | \$51,519,500 | \$48,801,500 | -5.3%    |
|                                  | DAYS ON MARKET           | 50           | 72           | 44.0%    |
| Glen Head<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 23           | 21           | -8.7%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,101,413  | \$1,020,429  | -7.4%    |
|                                  | # CONDO/CO-OP SALES      | 2            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | \$766,500    | -            | -        |
|                                  | SALES VOLUME             | \$26,865,500 | \$21,429,000 | -20.2%   |
|                                  | DAYS ON MARKET           | 35           | 39           | 11.4%    |

| Town                              |                          | Q4 2022       | Q4 2023       | % Change |
|-----------------------------------|--------------------------|---------------|---------------|----------|
| Great Neck<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 55            | 56            | 1.8%     |
|                                   | SINGLE-FAMILY AVG. PRICE | \$1,610,127   | \$2,213,255   | 37.5%    |
|                                   | # CONDO/CO-OP SALES      | 46            | 56            | 21.7%    |
|                                   | CONDO/CO-OP AVG. PRICE   | \$428,739     | \$425,418     | -0.8%    |
|                                   | SALES VOLUME             | \$108,279,000 | \$147,765,664 | 36.5%    |
|                                   | DAYS ON MARKET           | 80            | 83            | 3.8%     |
| Greenvale<br>NASSAU COUNTY        | # SINGLE-FAMILY SALES    | 3             | 0             | 0.0%     |
|                                   | SINGLE-FAMILY AVG. PRICE | \$646,333     | -             | -        |
|                                   | # CONDO/CO-OP SALES      | 0             | 0             | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | -             | -             | -        |
|                                   | SALES VOLUME             | \$1,939,000   | -             | -        |
|                                   | DAYS ON MARKET           | 40            | -             | -        |
| Hewlett<br>NASSAU COUNTY          | # SINGLE-FAMILY SALES    | 15            | 11            | -26.7%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$882,933     | \$710,409     | -19.5%   |
|                                   | # CONDO/CO-OP SALES      | 8             | 2             | -75.0%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$255,813     | \$247,500     | -3.2%    |
|                                   | SALES VOLUME             | \$15,290,500  | \$8,309,500   | -45.7%   |
|                                   | DAYS ON MARKET           | 97            | 79            | -18.6%   |
| Hewlett Harbor<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 3             | 3             | 0.0%     |
|                                   | SINGLE-FAMILY AVG. PRICE | \$2,571,667   | \$1,525,000   | -40.7%   |
|                                   | # CONDO/CO-OP SALES      | 0             | 0             | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | -             | -             | -        |
|                                   | SALES VOLUME             | \$7,715,000   | \$4,575,000   | -40.7%   |
|                                   | DAYS ON MARKET           | 88            | 42            | -52.3%   |
| Hewlett Bay Park<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 1             | 0             | 0.0%     |
|                                   | SINGLE-FAMILY AVG. PRICE | \$1,900,000   | -             | -        |
|                                   | # CONDO/CO-OP SALES      | 0             | 0             | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | -             | -             | -        |
|                                   | SALES VOLUME             | \$1,900,000   | -             | -        |
|                                   | DAYS ON MARKET           | 138           | -             | -        |

| Town                          |                          | Q4 2022      | Q4 2023      | % Change |
|-------------------------------|--------------------------|--------------|--------------|----------|
| Hewlett Neck<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 1            | 0            | 0.0%     |
|                               | SINGLE-FAMILY AVG. PRICE | \$1,732,500  | -            | -        |
|                               | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                               | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                               | SALES VOLUME             | \$1,732,500  | -            | -        |
|                               | DAYS ON MARKET           | 17           | -            | -        |
| Hicksville<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 88           | 88           | 0.0%     |
|                               | SINGLE-FAMILY AVG. PRICE | \$660,396    | \$713,832    | 8.1%     |
|                               | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                               | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                               | SALES VOLUME             | \$58,114,877 | \$62,817,177 | 8.1%     |
|                               | DAYS ON MARKET           | 51           | 42           | -17.6%   |
| Island Park<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 17           | 12           | -29.4%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$609,176    | \$651,333    | 6.9%     |
|                               | # CONDO/CO-OP SALES      | 1            | 1            | 0.0%     |
|                               | CONDO/CO-OP AVG. PRICE   | \$425,000    | \$630,000    | 48.2%    |
|                               | SALES VOLUME             | \$10,781,000 | \$8,446,000  | -21.7%   |
|                               | DAYS ON MARKET           | 51           | 45           | -11.8%   |
| Jericho<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 33           | 27           | -18.2%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$1,134,224  | \$1,260,218  | 11.1%    |
|                               | # CONDO/CO-OP SALES      | 9            | 7            | -22.2%   |
|                               | CONDO/CO-OP AVG. PRICE   | \$870,000    | \$983,286    | 13.0%    |
|                               | SALES VOLUME             | \$45,259,388 | \$40,908,898 | -9.6%    |
|                               | DAYS ON MARKET           | 57           | 51           | -10.5%   |
| Kings Point<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 11           | 16           | 45.5%    |
|                               | SINGLE-FAMILY AVG. PRICE | \$2,393,636  | \$3,552,406  | 48.4%    |
|                               | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                               | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                               | SALES VOLUME             | \$26,330,000 | \$56,838,500 | 115.9%   |
|                               | DAYS ON MARKET           | 114          | 97           | -14.9%   |

| Town                           |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------|--------------------------|--------------|--------------|----------|
| Lattingtown<br>NASSAU COUNTY   | # SINGLE-FAMILY SALES    | 1            | 0            | 0.0%     |
|                                | SINGLE-FAMILY AVG. PRICE | \$1,250,500  | -            | -        |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$1,250,500  | -            | -        |
|                                | DAYS ON MARKET           | 4            | -            | -        |
| Laurel Hollow<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 3            | 2            | -33.3%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$2,083,000  | \$3,856,250  | 85.1%    |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$6,249,000  | \$7,712,500  | 23.4%    |
|                                | DAYS ON MARKET           | 188          | 36           | -80.9%   |
| Lawrence<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 3            | 9            | 200.0%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$986,667    | \$1,463,889  | 48.4%    |
|                                | # CONDO/CO-OP SALES      | 7            | 4            | -42.9%   |
|                                | CONDO/CO-OP AVG. PRICE   | \$983,857    | \$358,750    | -63.5%   |
|                                | SALES VOLUME             | \$9,847,000  | \$14,610,000 | 48.4%    |
|                                | DAYS ON MARKET           | 95           | 81           | -14.7%   |
| Levittown<br>NASSAU COUNTY     | # SINGLE-FAMILY SALES    | 104          | 97           | -6.7%    |
|                                | SINGLE-FAMILY AVG. PRICE | \$583,434    | \$640,343    | 9.8%     |
|                                | # CONDO/CO-OP SALES      | 0            | 2            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | \$405,000    | -        |
|                                | SALES VOLUME             | \$60,677,123 | \$62,923,288 | 3.7%     |
|                                | DAYS ON MARKET           | 55           | 39           | -29.1%   |
| Locust Valley<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 17           | 13           | -23.5%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$1,757,235  | \$1,126,769  | -35.9%   |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$29,873,000 | \$14,648,000 | -51.0%   |
|                                | DAYS ON MARKET           | 55           | 44           | -20.0%   |

| Town                             |                          | Q4 2022       | Q4 2023      | % Change |
|----------------------------------|--------------------------|---------------|--------------|----------|
| Long Beach<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 37            | 23           | -37.8%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$758,081     | \$981,174    | 29.4%    |
|                                  | # CONDO/CO-OP SALES      | 46            | 39           | -15.2%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$470,239     | \$584,898    | 24.4%    |
|                                  | SALES VOLUME             | \$49,680,000  | \$45,378,036 | -8.7%    |
|                                  | DAYS ON MARKET           | 65            | 71           | 9.2%     |
| Lynbrook<br>NASSAU COUNTY        | # SINGLE-FAMILY SALES    | 36            | 30           | -16.7%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$589,660     | \$692,890    | 17.5%    |
|                                  | # CONDO/CO-OP SALES      | 8             | 8            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | \$295,813     | \$391,188    | 32.2%    |
|                                  | SALES VOLUME             | \$23,594,250  | \$23,916,200 | 1.4%     |
|                                  | DAYS ON MARKET           | 39            | 39           | 0.0%     |
| Manhasset<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 45            | 26           | -42.2%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$2,041,722   | \$2,573,019  | 26.0%    |
|                                  | # CONDO/CO-OP SALES      | 20            | 13           | -35.0%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$1,862,450   | \$1,739,077  | -6.6%    |
|                                  | SALES VOLUME             | \$129,126,500 | \$89,506,500 | -30.7%   |
|                                  | DAYS ON MARKET           | 84            | 71           | -15.5%   |
| Manhasset Hills<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 7             | 8            | 14.3%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,232,143   | \$1,380,375  | 12.0%    |
|                                  | # CONDO/CO-OP SALES      | 0             | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -             | -            | -        |
|                                  | SALES VOLUME             | \$8,625,000   | \$11,043,000 | 28.0%    |
|                                  | DAYS ON MARKET           | 66            | 32           | -51.5%   |
| Massapequa<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 133           | 101          | -24.1%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$705,271     | \$756,265    | 7.2%     |
|                                  | # CONDO/CO-OP SALES      | 5             | 2            | -60.0%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$587,200     | \$617,500    | 5.2%     |
|                                  | SALES VOLUME             | \$96,736,999  | \$77,617,768 | -19.8%   |
|                                  | DAYS ON MARKET           | 49            | 38           | -22.4%   |

| Town                             |                          | Q4 2022      | Q4 2023      | % Change |
|----------------------------------|--------------------------|--------------|--------------|----------|
| Massapequa Park<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 54           | 45           | -16.7%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$693,630    | \$769,811    | 11.0%    |
|                                  | # CONDO/CO-OP SALES      | 3            | 2            | -33.3%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$551,667    | \$645,000    | 16.9%    |
|                                  | SALES VOLUME             | \$39,111,000 | \$35,931,500 | -8.1%    |
|                                  | DAYS ON MARKET           | 45           | 30           | -33.3%   |
| Matinecock<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 0            | 1            | 0.0%     |
|                                  | SINGLE-FAMILY AVG. PRICE | -            | \$4,840,000  | -        |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | -            | \$4,840,000  | -        |
|                                  | DAYS ON MARKET           | -            | 75           | -        |
| Merrick<br>NASSAU COUNTY         | # SINGLE-FAMILY SALES    | 81           | 61           | -24.7%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$787,136    | \$830,066    | 5.5%     |
|                                  | # CONDO/CO-OP SALES      | 1            | 1            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | \$575,000    | \$595,000    | 3.5%     |
|                                  | SALES VOLUME             | \$64,332,999 | \$51,229,022 | -20.4%   |
|                                  | DAYS ON MARKET           | 48           | 41           | -14.6%   |
| Mill Neck<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 5            | 5            | 0.0%     |
|                                  | SINGLE-FAMILY AVG. PRICE | \$3,793,000  | \$1,807,800  | -52.3%   |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$18,965,000 | \$9,039,000  | -52.3%   |
|                                  | DAYS ON MARKET           | 102          | 57           | -44.1%   |
| Mineola<br>NASSAU COUNTY         | # SINGLE-FAMILY SALES    | 26           | 31           | 19.2%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$707,308    | \$725,855    | 2.6%     |
|                                  | # CONDO/CO-OP SALES      | 18           | 13           | -27.8%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$322,556    | \$363,615    | 12.7%    |
|                                  | SALES VOLUME             | \$24,195,999 | \$27,228,499 | 12.5%    |
|                                  | DAYS ON MARKET           | 40           | 44           | 10.0%    |

| Town                            |                          | Q4 2022      | Q4 2023      | % Change |
|---------------------------------|--------------------------|--------------|--------------|----------|
| Muttontown<br>NASSAU COUNTY     | # SINGLE-FAMILY SALES    | 9            | 9            | 0.0%     |
|                                 | SINGLE-FAMILY AVG. PRICE | \$2,152,500  | \$2,268,994  | 5.4%     |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$19,372,500 | \$20,420,950 | 5.4%     |
|                                 | DAYS ON MARKET           | 115          | 100          | -13.0%   |
| New Hyde Park<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 83           | 52           | -37.3%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$788,470    | \$887,144    | 12.5%    |
|                                 | # CONDO/CO-OP SALES      | 1            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | \$725,000    | -            | -        |
|                                 | SALES VOLUME             | \$66,167,989 | \$46,131,500 | -30.3%   |
|                                 | DAYS ON MARKET           | 53           | 44           | -17.0%   |
| North Bellmore<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 35           | 17           | -51.4%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$696,797    | \$734,041    | 5.3%     |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$24,387,900 | \$12,478,700 | -48.8%   |
|                                 | DAYS ON MARKET           | 51           | 26           | -49.0%   |
| North Woodmere<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 9            | 6            | -33.3%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$964,347    | \$1,113,333  | 15.4%    |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$8,679,125  | \$6,680,000  | -23.0%   |
|                                 | DAYS ON MARKET           | 72           | 27           | -62.5%   |
| Oceanside<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 63           | 55           | -12.7%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$661,777    | \$676,755    | 2.3%     |
|                                 | # CONDO/CO-OP SALES      | 18           | 10           | -44.4%   |
|                                 | CONDO/CO-OP AVG. PRICE   | \$416,639    | \$446,250    | 7.1%     |
|                                 | SALES VOLUME             | \$49,191,449 | \$41,684,000 | -15.3%   |
|                                 | DAYS ON MARKET           | 59           | 55           | -6.8%    |

| Town                             |                          | Q4 2022      | Q4 2023      | % Change |
|----------------------------------|--------------------------|--------------|--------------|----------|
| Old Bethpage<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 7            | 13           | 85.7%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$705,071    | \$1,034,692  | 46.8%    |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$4,935,500  | \$13,451,000 | 172.5%   |
|                                  | DAYS ON MARKET           | 37           | 89           | 140.5%   |
| Old Brookville<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 3            | 11           | 266.7%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$3,422,667  | \$2,418,079  | -29.4%   |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$10,268,000 | \$26,598,870 | 159.0%   |
|                                  | DAYS ON MARKET           | 173          | 120          | -30.6%   |
| Old Westbury<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 11           | 9            | -18.2%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$2,842,727  | \$2,733,889  | -3.8%    |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$31,270,000 | \$24,605,000 | -21.3%   |
|                                  | DAYS ON MARKET           | 95           | 112          | 17.9%    |
| Oyster Bay<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 14           | 18           | 28.6%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$878,321    | \$1,032,667  | 17.6%    |
|                                  | # CONDO/CO-OP SALES      | 4            | 6            | 50.0%    |
|                                  | CONDO/CO-OP AVG. PRICE   | \$426,500    | \$381,500    | -10.6%   |
|                                  | SALES VOLUME             | \$14,002,500 | \$20,876,999 | 49.1%    |
|                                  | DAYS ON MARKET           | 72           | 56           | -22.2%   |
| Oyster Bay Cove<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 4            | 8            | 100.0%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,556,038  | \$2,791,959  | 79.4%    |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$6,224,152  | \$22,335,675 | 258.9%   |
|                                  | DAYS ON MARKET           | 57           | 132          | 131.6%   |



| Town                              |                          | Q4 2022      | Q4 2023      | % Change |
|-----------------------------------|--------------------------|--------------|--------------|----------|
| Plainview<br>NASSAU COUNTY        | # SINGLE-FAMILY SALES    | 71           | 59           | -16.9%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$855,881    | \$877,840    | 2.6%     |
|                                   | # CONDO/CO-OP SALES      | 11           | 2            | -81.8%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$789,591    | \$1,220,000  | 54.5%    |
|                                   | SALES VOLUME             | \$69,453,080 | \$54,232,576 | -21.9%   |
|                                   | DAYS ON MARKET           | 50           | 41           | -18.0%   |
| Point Lookout<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 5            | 4            | -20.0%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$991,775    | \$1,142,500  | 15.2%    |
|                                   | # CONDO/CO-OP SALES      | 2            | 3            | 50.0%    |
|                                   | CONDO/CO-OP AVG. PRICE   | \$827,500    | \$651,333    | -21.3%   |
|                                   | SALES VOLUME             | \$6,613,876  | \$6,524,000  | -1.4%    |
|                                   | DAYS ON MARKET           | 65           | 91           | 40.0%    |
| Port Washington<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 46           | 31           | -32.6%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$1,124,793  | \$1,221,313  | 8.6%     |
|                                   | # CONDO/CO-OP SALES      | 13           | 16           | 23.1%    |
|                                   | CONDO/CO-OP AVG. PRICE   | \$770,192    | \$823,000    | 6.9%     |
|                                   | SALES VOLUME             | \$61,753,000 | \$51,028,718 | -17.4%   |
|                                   | DAYS ON MARKET           | 57           | 48           | -15.8%   |
| Rockville Centre<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 25           | 40           | 60.0%    |
|                                   | SINGLE-FAMILY AVG. PRICE | \$910,080    | \$928,275    | 2.0%     |
|                                   | # CONDO/CO-OP SALES      | 23           | 20           | -13.0%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$302,609    | \$408,100    | 34.9%    |
|                                   | SALES VOLUME             | \$29,712,000 | \$45,293,000 | 52.4%    |
|                                   | DAYS ON MARKET           | 51           | 51           | 0.0%     |
| Roslyn<br>NASSAU COUNTY           | # SINGLE-FAMILY SALES    | 11           | 12           | 9.1%     |
|                                   | SINGLE-FAMILY AVG. PRICE | \$1,403,364  | \$1,126,083  | -19.8%   |
|                                   | # CONDO/CO-OP SALES      | 11           | 3            | -72.7%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$788,227    | \$1,350,000  | 71.3%    |
|                                   | SALES VOLUME             | \$24,107,500 | \$17,563,000 | -27.1%   |
|                                   | DAYS ON MARKET           | 47           | 119          | 153.2%   |

| Town                            |                          | Q4 2022      | Q4 2023      | % Change |
|---------------------------------|--------------------------|--------------|--------------|----------|
| Roslyn Estates<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 1            | 0            | 0.0%     |
|                                 | SINGLE-FAMILY AVG. PRICE | \$2,350,000  | -            | -        |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$2,350,000  | -            | -        |
|                                 | DAYS ON MARKET           | 103          | -            | -        |
| Roslyn Harbor<br>NASSAU COUNTY  | # SINGLE-FAMILY SALES    | 3            | 2            | -33.3%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,551,667  | \$3,850,000  | 148.1%   |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$4,655,000  | \$7,700,000  | 65.4%    |
|                                 | DAYS ON MARKET           | 73           | 145          | 98.6%    |
| Roslyn Heights<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 16           | 14           | -12.5%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,287,313  | \$1,241,571  | -3.6%    |
|                                 | # CONDO/CO-OP SALES      | 8            | 6            | -25.0%   |
|                                 | CONDO/CO-OP AVG. PRICE   | \$384,213    | \$650,500    | 69.3%    |
|                                 | SALES VOLUME             | \$23,670,700 | \$21,285,000 | -10.1%   |
|                                 | DAYS ON MARKET           | 138          | 53           | -61.6%   |
| Sands Point<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 4            | 5            | 25.0%    |
|                                 | SINGLE-FAMILY AVG. PRICE | \$3,179,500  | \$2,259,363  | -28.9%   |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$12,718,000 | \$11,296,816 | -11.2%   |
|                                 | DAYS ON MARKET           | 231          | 68           | -70.6%   |
| Sea Cliff<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 14           | 11           | -21.4%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,008,714  | \$935,636    | -7.2%    |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$14,122,000 | \$10,292,000 | -27.1%   |
|                                 | DAYS ON MARKET           | 59           | 54           | -8.5%    |

| Town                              |                          | Q4 2022      | Q4 2023      | % Change |
|-----------------------------------|--------------------------|--------------|--------------|----------|
| Seaford<br>NASSAU COUNTY          | # SINGLE-FAMILY SALES    | 44           | 33           | -25.0%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$601,216    | \$695,324    | 15.7%    |
|                                   | # CONDO/CO-OP SALES      | 1            | 1            | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | \$282,000    | \$650,000    | 130.5%   |
|                                   | SALES VOLUME             | \$26,735,499 | \$23,595,680 | -11.7%   |
|                                   | DAYS ON MARKET           | 40           | 31           | -22.5%   |
| Searingtown<br>NASSAU COUNTY      | # SINGLE-FAMILY SALES    | 3            | 1            | -66.7%   |
|                                   | SINGLE-FAMILY AVG. PRICE | \$948,333    | \$1,275,000  | 34.4%    |
|                                   | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                   | SALES VOLUME             | \$2,845,000  | \$1,275,000  | -55.2%   |
|                                   | DAYS ON MARKET           | 15           | 34           | 126.7%   |
| Syosset<br>NASSAU COUNTY          | # SINGLE-FAMILY SALES    | 42           | 49           | 16.7%    |
|                                   | SINGLE-FAMILY AVG. PRICE | \$939,462    | \$1,113,276  | 18.5%    |
|                                   | # CONDO/CO-OP SALES      | 1            | 4            | 300.0%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$935,000    | \$827,000    | -11.6%   |
|                                   | SALES VOLUME             | \$40,392,386 | \$57,858,500 | 43.2%    |
|                                   | DAYS ON MARKET           | 45           | 60           | 33.3%    |
| Upper Brookville<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 5            | 7            | 40.0%    |
|                                   | SINGLE-FAMILY AVG. PRICE | \$2,036,000  | \$2,336,071  | 14.7%    |
|                                   | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                   | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                   | SALES VOLUME             | \$10,180,000 | \$16,352,500 | 60.6%    |
|                                   | DAYS ON MARKET           | 85           | 111          | 30.6%    |
| Valley Stream<br>NASSAU COUNTY    | # SINGLE-FAMILY SALES    | 68           | 87           | 27.9%    |
|                                   | SINGLE-FAMILY AVG. PRICE | \$634,772    | \$674,110    | 6.2%     |
|                                   | # CONDO/CO-OP SALES      | 13           | 7            | -46.2%   |
|                                   | CONDO/CO-OP AVG. PRICE   | \$335,423    | \$431,929    | 28.8%    |
|                                   | SALES VOLUME             | \$47,525,000 | \$61,671,101 | 29.8%    |
|                                   | DAYS ON MARKET           | 54           | 52           | -3.7%    |

| Town                            |                          | Q4 2022      | Q4 2023      | % Change |
|---------------------------------|--------------------------|--------------|--------------|----------|
| Wantagh<br>NASSAU COUNTY        | # SINGLE-FAMILY SALES    | 81           | 53           | -34.6%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$701,788    | \$713,781    | 1.7%     |
|                                 | # CONDO/CO-OP SALES      | 6            | 3            | -50.0%   |
|                                 | CONDO/CO-OP AVG. PRICE   | \$442,167    | \$561,567    | 27.0%    |
|                                 | SALES VOLUME             | \$59,497,799 | \$39,515,088 | -33.6%   |
|                                 | DAYS ON MARKET           | 40           | 39           | -2.5%    |
| Williston Park<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 17           | 7            | -58.8%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$745,647    | \$910,571    | 22.1%    |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$12,676,000 | \$6,374,000  | -49.7%   |
|                                 | DAYS ON MARKET           | 47           | 29           | -38.3%   |
| East Williston<br>NASSAU COUNTY | # SINGLE-FAMILY SALES    | 4            | 5            | 25.0%    |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,390,000  | \$1,125,000  | -19.1%   |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$5,560,000  | \$5,625,000  | 1.2%     |
|                                 | DAYS ON MARKET           | 25           | 62           | 148.0%   |
| Westbury<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 69           | 53           | -23.2%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$715,351    | \$775,713    | 8.4%     |
|                                 | # CONDO/CO-OP SALES      | 18           | 19           | 5.6%     |
|                                 | CONDO/CO-OP AVG. PRICE   | \$610,327    | \$657,463    | 7.7%     |
|                                 | SALES VOLUME             | \$60,345,080 | \$53,604,600 | -11.2%   |
|                                 | DAYS ON MARKET           | 57           | 71           | 24.6%    |
| Woodbury<br>NASSAU COUNTY       | # SINGLE-FAMILY SALES    | 17           | 12           | -29.4%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,334,941  | \$1,581,643  | 18.5%    |
|                                 | # CONDO/CO-OP SALES      | 7            | 8            | 14.3%    |
|                                 | CONDO/CO-OP AVG. PRICE   | \$767,857    | \$918,875    | 19.7%    |
|                                 | SALES VOLUME             | \$28,069,000 | \$26,330,717 | -6.2%    |
|                                 | DAYS ON MARKET           | 34           | 48           | 41.2%    |

# Long Island Market Report

## SUFFOLK COUNTY Q4 2023 CLOSED SALES

| Town                                 |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------------|--------------------------|--------------|--------------|----------|
| Center Moriches<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 22           | 20           | -9.1%    |
|                                      | SINGLE-FAMILY AVG. PRICE | \$692,500    | \$641,165    | -7.4%    |
|                                      | # CONDO/CO-OP SALES      | 1            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | \$639,000    | -            | -        |
|                                      | SALES VOLUME             | \$15,873,998 | \$12,823,300 | -19.2%   |
|                                      | DAYS ON MARKET           | 72           | 42           | -41.7%   |
| Centerport<br>SUFFOLK COUNTY         | # SINGLE-FAMILY SALES    | 17           | 19           | 11.8%    |
|                                      | SINGLE-FAMILY AVG. PRICE | \$797,129    | \$872,973    | 9.5%     |
|                                      | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                      | SALES VOLUME             | \$13,551,189 | \$16,586,490 | 22.4%    |
|                                      | DAYS ON MARKET           | 54           | 42           | -22.2%   |
| Cold Spring Harbor<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 7            | 10           | 42.9%    |
|                                      | SINGLE-FAMILY AVG. PRICE | \$1,065,429  | \$1,573,000  | 47.6%    |
|                                      | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                      | SALES VOLUME             | \$7,458,000  | \$15,730,000 | 110.9%   |
|                                      | DAYS ON MARKET           | 77           | 78           | 1.3%     |
| Commack<br>SUFFOLK COUNTY            | # SINGLE-FAMILY SALES    | 71           | 66           | -7.0%    |
|                                      | SINGLE-FAMILY AVG. PRICE | \$674,719    | \$727,943    | 7.9%     |
|                                      | # CONDO/CO-OP SALES      | 1            | 2            | 100.0%   |
|                                      | CONDO/CO-OP AVG. PRICE   | \$480,000    | \$975,000    | 103.1%   |
|                                      | SALES VOLUME             | \$48,385,040 | \$49,994,218 | 3.3%     |
|                                      | DAYS ON MARKET           | 37           | 37           | 0.0%     |

| Town                            |                          | Q4 2022      | Q4 2023      | % Change |
|---------------------------------|--------------------------|--------------|--------------|----------|
| Dix Hills<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 63           | 55           | -12.7%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,098,140  | \$1,145,758  | 4.3%     |
|                                 | # CONDO/CO-OP SALES      | 2            | 1            | -50.0%   |
|                                 | CONDO/CO-OP AVG. PRICE   | \$1,100,000  | \$689,000    | -37.4%   |
|                                 | SALES VOLUME             | \$71,382,799 | \$63,705,715 | -10.8%   |
|                                 | DAYS ON MARKET           | 73           | 44           | -39.7%   |
| East Moriches<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 13           | 13           | 0.0%     |
|                                 | SINGLE-FAMILY AVG. PRICE | \$807,962    | \$787,849    | -2.5%    |
|                                 | # CONDO/CO-OP SALES      | 0            | 1            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | \$751,000    | -        |
|                                 | SALES VOLUME             | \$10,503,500 | \$10,993,035 | 4.7%     |
|                                 | DAYS ON MARKET           | 108          | 108          | 0.0%     |
| Fort Salonga<br>SUFFOLK COUNTY  | # SINGLE-FAMILY SALES    | 8            | 1            | -87.5%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$1,039,263  | \$625,000    | -39.9%   |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$8,314,100  | \$625,000    | -92.5%   |
|                                 | DAYS ON MARKET           | 40           | 15           | -62.5%   |
| Greenlawn<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 18           | 20           | 11.1%    |
|                                 | SINGLE-FAMILY AVG. PRICE | \$778,117    | \$897,750    | 15.4%    |
|                                 | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                 | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                 | SALES VOLUME             | \$14,006,112 | \$17,955,000 | 28.2%    |
|                                 | DAYS ON MARKET           | 46           | 33           | -28.3%   |
| Huntington<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 85           | 67           | -21.2%   |
|                                 | SINGLE-FAMILY AVG. PRICE | \$847,546    | \$880,901    | 3.9%     |
|                                 | # CONDO/CO-OP SALES      | 5            | 12           | 140.0%   |
|                                 | CONDO/CO-OP AVG. PRICE   | \$609,000    | \$596,167    | -2.1%    |
|                                 | SALES VOLUME             | \$75,086,400 | \$66,174,397 | -11.9%   |
|                                 | DAYS ON MARKET           | 52           | 38           | -26.9%   |

| Town                                 |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------------|--------------------------|--------------|--------------|----------|
| Huntington Bay<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 2            | 6            | 200.0%   |
|                                      | SINGLE-FAMILY AVG. PRICE | \$4,100,000  | \$1,995,017  | -51.3%   |
|                                      | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                      | SALES VOLUME             | \$8,200,000  | \$11,970,100 | 46.0%    |
|                                      | DAYS ON MARKET           | 120          | 48           | -60.0%   |
| Huntington Station<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 62           | 66           | 6.5%     |
|                                      | SINGLE-FAMILY AVG. PRICE | \$574,751    | \$619,074    | 7.7%     |
|                                      | # CONDO/CO-OP SALES      | 4            | 2            | -50.0%   |
|                                      | CONDO/CO-OP AVG. PRICE   | \$361,000    | \$487,500    | 35.0%    |
|                                      | SALES VOLUME             | \$37,078,533 | \$41,833,888 | 12.8%    |
|                                      | DAYS ON MARKET           | 47           | 39           | -17.0%   |
| Lloyd Harbor<br>SUFFOLK COUNTY       | # SINGLE-FAMILY SALES    | 9            | 6            | -33.3%   |
|                                      | SINGLE-FAMILY AVG. PRICE | \$1,929,333  | \$2,252,167  | 16.7%    |
|                                      | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                      | SALES VOLUME             | \$17,364,000 | \$13,513,000 | -22.2%   |
|                                      | DAYS ON MARKET           | 42           | 131          | 211.9%   |
| Lloyd Neck<br>SUFFOLK COUNTY         | # SINGLE-FAMILY SALES    | 0            | 0            | 0.0%     |
|                                      | SINGLE-FAMILY AVG. PRICE | -            | -            | -        |
|                                      | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                      | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                      | SALES VOLUME             | -            | -            | -        |
|                                      | DAYS ON MARKET           | -            | -            | -        |
| Manorville<br>SUFFOLK COUNTY         | # SINGLE-FAMILY SALES    | 23           | 19           | -17.4%   |
|                                      | SINGLE-FAMILY AVG. PRICE | \$613,022    | \$641,447    | 4.6%     |
|                                      | # CONDO/CO-OP SALES      | 9            | 14           | 55.6%    |
|                                      | CONDO/CO-OP AVG. PRICE   | \$282,056    | \$245,946    | -12.8%   |
|                                      | SALES VOLUME             | \$16,638,000 | \$15,630,741 | -6.1%    |
|                                      | DAYS ON MARKET           | 53           | 50           | -5.7%    |

| Town                           |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------|--------------------------|--------------|--------------|----------|
| Mastic<br>SUFFOLK COUNTY       | # SINGLE-FAMILY SALES    | 47           | 42           | -10.6%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$392,319    | \$478,179    | 21.9%    |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$18,438,993 | \$20,083,500 | 8.9%     |
|                                | DAYS ON MARKET           | 45           | 51           | 13.3%    |
| Mastic Beach<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 61           | 40           | -34.4%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$333,653    | \$392,648    | 17.7%    |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$20,352,849 | \$15,705,900 | -22.8%   |
|                                | DAYS ON MARKET           | 56           | 56           | 0.0%     |
| Melville<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 34           | 30           | -11.8%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$931,456    | \$952,183    | 2.2%     |
|                                | # CONDO/CO-OP SALES      | 15           | 15           | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | \$730,637    | \$1,060,133  | 45.1%    |
|                                | SALES VOLUME             | \$42,629,061 | \$44,467,500 | 4.3%     |
|                                | DAYS ON MARKET           | 56           | 35           | -37.5%   |
| Moriches<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 3            | 5            | 66.7%    |
|                                | SINGLE-FAMILY AVG. PRICE | \$576,667    | \$571,600    | -0.9%    |
|                                | # CONDO/CO-OP SALES      | 3            | 1            | -66.7%   |
|                                | CONDO/CO-OP AVG. PRICE   | \$471,667    | \$480,000    | 1.8%     |
|                                | SALES VOLUME             | \$3,145,000  | \$3,338,000  | 6.1%     |
|                                | DAYS ON MARKET           | 62           | 21           | -66.1%   |
| Mount Sinai<br>SUFFOLK COUNTY  | # SINGLE-FAMILY SALES    | 22           | 20           | -9.1%    |
|                                | SINGLE-FAMILY AVG. PRICE | \$662,023    | \$777,675    | 17.5%    |
|                                | # CONDO/CO-OP SALES      | 20           | 19           | -5.0%    |
|                                | CONDO/CO-OP AVG. PRICE   | \$549,400    | \$648,258    | 18.0%    |
|                                | SALES VOLUME             | \$25,552,490 | \$27,870,400 | 9.1%     |
|                                | DAYS ON MARKET           | 59           | 39           | -33.9%   |



| Town                             |                          | Q4 2022      | Q4 2023      | % Change |
|----------------------------------|--------------------------|--------------|--------------|----------|
| Nesconset<br>SUFFOLK COUNTY      | # SINGLE-FAMILY SALES    | 29           | 27           | -6.9%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$650,048    | \$707,902    | 8.9%     |
|                                  | # CONDO/CO-OP SALES      | 5            | 7            | 40.0%    |
|                                  | CONDO/CO-OP AVG. PRICE   | \$639,800    | \$612,779    | -4.2%    |
|                                  | SALES VOLUME             | \$22,050,399 | \$23,402,807 | 6.1%     |
|                                  | DAYS ON MARKET           | 42           | 37           | -11.9%   |
| Nissequogue<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 8            | 11           | 37.5%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,424,000  | \$1,322,145  | -7.2%    |
|                                  | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                  | SALES VOLUME             | \$11,392,000 | \$14,543,598 | 27.7%    |
|                                  | DAYS ON MARKET           | 88           | 69           | -21.6%   |
| Northport<br>SUFFOLK COUNTY      | # SINGLE-FAMILY SALES    | 62           | 45           | -27.4%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$1,066,305  | \$930,958    | -12.7%   |
|                                  | # CONDO/CO-OP SALES      | 2            | 1            | -50.0%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$625,000    | \$1,500,000  | 140.0%   |
|                                  | SALES VOLUME             | \$67,360,920 | \$43,393,099 | -35.6%   |
|                                  | DAYS ON MARKET           | 58           | 76           | 31.0%    |
| East Northport<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 53           | 63           | 18.9%    |
|                                  | SINGLE-FAMILY AVG. PRICE | \$663,677    | \$760,159    | 14.5%    |
|                                  | # CONDO/CO-OP SALES      | 0            | 1            | 0.0%     |
|                                  | CONDO/CO-OP AVG. PRICE   | -            | \$1,050,000  | -        |
|                                  | SALES VOLUME             | \$35,174,900 | \$48,940,000 | 39.1%    |
|                                  | DAYS ON MARKET           | 33           | 36           | 9.1%     |
| Patchogue<br>SUFFOLK COUNTY      | # SINGLE-FAMILY SALES    | 98           | 71           | -27.6%   |
|                                  | SINGLE-FAMILY AVG. PRICE | \$519,622    | \$543,308    | 4.6%     |
|                                  | # CONDO/CO-OP SALES      | 22           | 10           | -54.5%   |
|                                  | CONDO/CO-OP AVG. PRICE   | \$353,868    | \$440,750    | 24.6%    |
|                                  | SALES VOLUME             | \$58,708,088 | \$42,982,350 | -26.8%   |
|                                  | DAYS ON MARKET           | 53           | 47           | -11.3%   |

| Town                          |                          | Q4 2022      | Q4 2023      | % Change |
|-------------------------------|--------------------------|--------------|--------------|----------|
| Riverhead<br>SUFFOLK COUNTY   | # SINGLE-FAMILY SALES    | 38           | 28           | -26.3%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$514,367    | \$440,000    | -14.5%   |
|                               | # CONDO/CO-OP SALES      | 10           | 9            | -10.0%   |
|                               | CONDO/CO-OP AVG. PRICE   | \$495,650    | \$515,167    | 3.9%     |
|                               | SALES VOLUME             | \$24,502,461 | \$16,956,500 | -30.8%   |
|                               | DAYS ON MARKET           | 47           | 61           | 29.8%    |
| Saint James<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 23           | 18           | -21.7%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$691,561    | \$701,056    | 1.4%     |
|                               | # CONDO/CO-OP SALES      | 8            | 12           | 50.0%    |
|                               | CONDO/CO-OP AVG. PRICE   | \$371,500    | \$489,225    | 31.7%    |
|                               | SALES VOLUME             | \$18,877,900 | \$18,489,700 | -2.1%    |
|                               | DAYS ON MARKET           | 61           | 42           | -31.1%   |
| Sayville<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 41           | 18           | -56.1%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$595,373    | \$660,167    | 10.9%    |
|                               | # CONDO/CO-OP SALES      | 6            | 5            | -16.7%   |
|                               | CONDO/CO-OP AVG. PRICE   | \$318,498    | \$385,700    | 21.1%    |
|                               | SALES VOLUME             | \$26,321,271 | \$13,811,500 | -47.5%   |
|                               | DAYS ON MARKET           | 50           | 36           | -28.0%   |
| Setauket<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 55           | 47           | -14.5%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$762,216    | \$733,023    | -3.8%    |
|                               | # CONDO/CO-OP SALES      | 8            | 5            | -37.5%   |
|                               | CONDO/CO-OP AVG. PRICE   | \$609,188    | \$566,000    | -7.1%    |
|                               | SALES VOLUME             | \$46,795,401 | \$37,282,099 | -20.3%   |
|                               | DAYS ON MARKET           | 70           | 47           | -32.9%   |
| Shirley<br>SUFFOLK COUNTY     | # SINGLE-FAMILY SALES    | 89           | 78           | -12.4%   |
|                               | SINGLE-FAMILY AVG. PRICE | \$419,275    | \$457,463    | 9.1%     |
|                               | # CONDO/CO-OP SALES      | 2            | 0            | 0.0%     |
|                               | CONDO/CO-OP AVG. PRICE   | \$572,500    | -            | -        |
|                               | SALES VOLUME             | \$38,460,469 | \$35,682,091 | -7.2%    |
|                               | DAYS ON MARKET           | 57           | 57           | 0.0%     |

| Town                           |                          | Q4 2022      | Q4 2023      | % Change |
|--------------------------------|--------------------------|--------------|--------------|----------|
| Smithtown<br>SUFFOLK COUNTY    | # SINGLE-FAMILY SALES    | 95           | 79           | -16.8%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$679,362    | \$755,476    | 11.2%    |
|                                | # CONDO/CO-OP SALES      | 14           | 7            | -50.0%   |
|                                | CONDO/CO-OP AVG. PRICE   | \$426,565    | \$526,143    | 23.3%    |
|                                | SALES VOLUME             | \$70,511,302 | \$63,365,617 | -10.1%   |
|                                | DAYS ON MARKET           | 44           | 50           | 13.6%    |
| Wading River<br>SUFFOLK COUNTY | # SINGLE-FAMILY SALES    | 28           | 22           | -21.4%   |
|                                | SINGLE-FAMILY AVG. PRICE | \$661,764    | \$748,416    | 13.1%    |
|                                | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                                | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                                | SALES VOLUME             | \$18,529,400 | \$16,465,150 | -11.1%   |
|                                | DAYS ON MARKET           | 52           | 52           | 0.0%     |

# Long Island Market Report

## NORTH FORK Q4 2023 CLOSED SALES

| Town                         |                          | Q4 2022      | Q4 2023      | % Change |
|------------------------------|--------------------------|--------------|--------------|----------|
| Aquebogue<br>NORTH FORK      | # SINGLE-FAMILY SALES    | 8            | 9            | 12.5%    |
|                              | SINGLE-FAMILY AVG. PRICE | \$650,625    | \$927,611    | 42.6%    |
|                              | # CONDO/CO-OP SALES      | 1            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | \$455,000    | -            | -        |
|                              | SALES VOLUME             | \$5,660,000  | \$8,348,500  | 47.5%    |
|                              | DAYS ON MARKET           | 56           | 98           | 75.0%    |
| Baiting Hollow<br>NORTH FORK | # SINGLE-FAMILY SALES    | 12           | 7            | -41.7%   |
|                              | SINGLE-FAMILY AVG. PRICE | \$531,708    | \$593,786    | 11.7%    |
|                              | # CONDO/CO-OP SALES      | 4            | 3            | -25.0%   |
|                              | CONDO/CO-OP AVG. PRICE   | \$568,748    | \$566,667    | -0.4%    |
|                              | SALES VOLUME             | \$8,655,490  | \$5,856,500  | -32.3%   |
|                              | DAYS ON MARKET           | 72           | 20           | -72.2%   |
| Cutchogue<br>NORTH FORK      | # SINGLE-FAMILY SALES    | 13           | 14           | 7.7%     |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,289,769  | \$1,061,679  | -17.7%   |
|                              | # CONDO/CO-OP SALES      | 1            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | \$950,000    | -            | -        |
|                              | SALES VOLUME             | \$17,716,999 | \$14,863,500 | -16.1%   |
|                              | DAYS ON MARKET           | 76           | 52           | -31.6%   |
| East Marion<br>NORTH FORK    | # SINGLE-FAMILY SALES    | 6            | 5            | -16.7%   |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,521,667  | \$1,187,400  | -22.0%   |
|                              | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | \$9,130,000  | \$5,937,000  | -35.0%   |
|                              | DAYS ON MARKET           | 69           | 64           | -7.2%    |

| Town                      |                          | Q4 2022      | Q4 2023      | % Change |
|---------------------------|--------------------------|--------------|--------------|----------|
| Greenport<br>NORTH FORK   | # SINGLE-FAMILY SALES    | 9            | 13           | 44.4%    |
|                           | SINGLE-FAMILY AVG. PRICE | \$1,441,667  | \$1,141,255  | -20.8%   |
|                           | # CONDO/CO-OP SALES      | 3            | 5            | 66.7%    |
|                           | CONDO/CO-OP AVG. PRICE   | \$223,333    | \$1,040,950  | 366.1%   |
|                           | SALES VOLUME             | \$13,644,999 | \$20,041,065 | 46.9%    |
|                           | DAYS ON MARKET           | 65           | 60           | -7.7%    |
| Jamesport<br>NORTH FORK   | # SINGLE-FAMILY SALES    | 2            | 8            | 300.0%   |
|                           | SINGLE-FAMILY AVG. PRICE | \$987,500    | \$963,641    | -2.4%    |
|                           | # CONDO/CO-OP SALES      | 3            | 0            | 0.0%     |
|                           | CONDO/CO-OP AVG. PRICE   | \$1,104,667  | -            | -        |
|                           | SALES VOLUME             | \$5,289,000  | \$7,709,125  | 45.8%    |
|                           | DAYS ON MARKET           | 63           | 55           | -12.7%   |
| Laurel<br>NORTH FORK      | # SINGLE-FAMILY SALES    | 3            | 2            | -33.3%   |
|                           | SINGLE-FAMILY AVG. PRICE | \$806,167    | \$712,500    | -11.6%   |
|                           | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                           | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                           | SALES VOLUME             | \$2,418,500  | \$1,425,000  | -41.1%   |
|                           | DAYS ON MARKET           | 74           | 13           | -82.4%   |
| Mattituck<br>NORTH FORK   | # SINGLE-FAMILY SALES    | 17           | 10           | -41.2%   |
|                           | SINGLE-FAMILY AVG. PRICE | \$1,241,682  | \$1,432,240  | 15.3%    |
|                           | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                           | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                           | SALES VOLUME             | \$21,108,600 | \$14,322,400 | -32.1%   |
|                           | DAYS ON MARKET           | 92           | 58           | -37.0%   |
| New Suffolk<br>NORTH FORK | # SINGLE-FAMILY SALES    | 4            | 1            | -75.0%   |
|                           | SINGLE-FAMILY AVG. PRICE | \$1,417,813  | \$1,150,000  | -18.9%   |
|                           | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                           | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                           | SALES VOLUME             | \$5,671,250  | \$1,150,000  | -79.7%   |
|                           | DAYS ON MARKET           | 95           | 155          | 63.2%    |

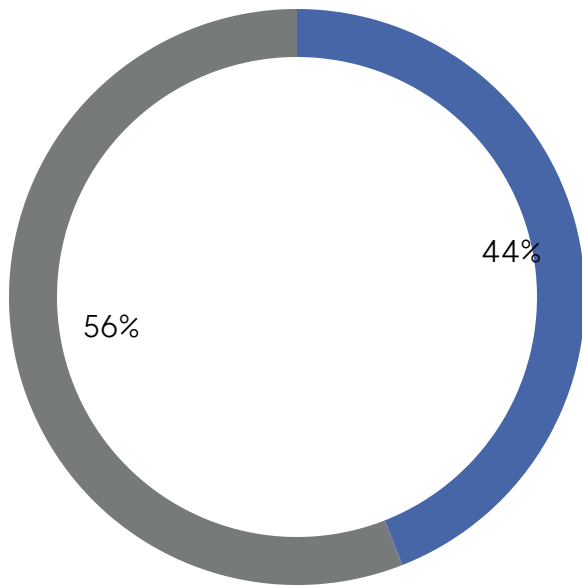
| Town                         |                          | Q4 2022      | Q4 2023      | % Change |
|------------------------------|--------------------------|--------------|--------------|----------|
| Orient<br>NORTH FORK         | # SINGLE-FAMILY SALES    | -            | -            | -        |
|                              | SINGLE-FAMILY AVG. PRICE | -            | -            | -        |
|                              | # CONDO/CO-OP SALES      | -            | -            | -        |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | -            | -            | -        |
|                              | DAYS ON MARKET           | -            | -            | -        |
| Peconic<br>NORTH FORK        | # SINGLE-FAMILY SALES    | 3            | 5            | 66.7%    |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,649,200  | \$793,000    | -51.9%   |
|                              | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | \$4,947,599  | \$3,965,000  | -19.9%   |
|                              | DAYS ON MARKET           | 41           | 155          | 278.0%   |
| Shelter Island<br>NORTH FORK | # SINGLE-FAMILY SALES    | 7            | 3            | -57.1%   |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,900,000  | \$1,520,000  | -20.0%   |
|                              | # CONDO/CO-OP SALES      | 0            | 0            | 0.0%     |
|                              | CONDO/CO-OP AVG. PRICE   | -            | -            | -        |
|                              | SALES VOLUME             | \$13,300,000 | \$4,560,000  | -65.7%   |
|                              | DAYS ON MARKET           | 148          | 272          | 83.8%    |
| Southold<br>NORTH FORK       | # SINGLE-FAMILY SALES    | 15           | 22           | 46.7%    |
|                              | SINGLE-FAMILY AVG. PRICE | \$1,175,173  | \$1,181,977  | 0.6%     |
|                              | # CONDO/CO-OP SALES      | 1            | 4            | 300.0%   |
|                              | CONDO/CO-OP AVG. PRICE   | \$635,000    | \$698,750    | 10.0%    |
|                              | SALES VOLUME             | \$18,262,600 | \$28,798,500 | 57.7%    |
|                              | DAYS ON MARKET           | 68           | 56           | -17.6%   |

# Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

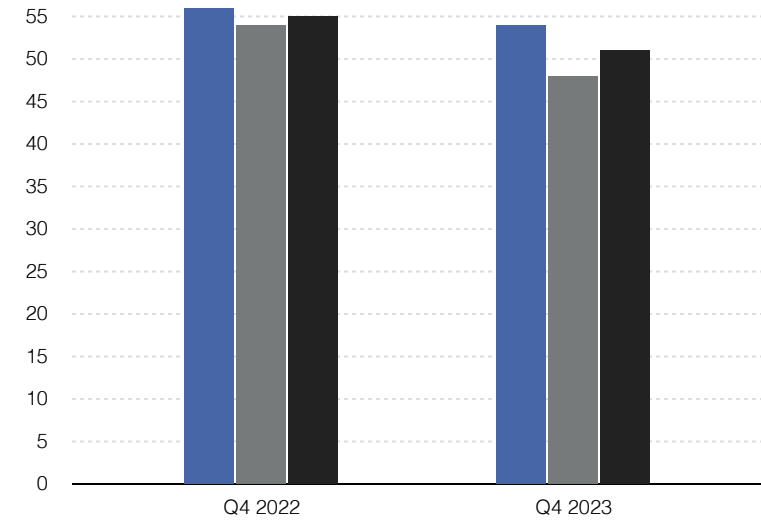
### Closed Sales Volume Market Share

■ Nassau County   ■ Suffolk County



### Closed Sales Average Days On Market

■ Nassau County   ■ Suffolk County   ■ Overall



\*Data in this section is sourced from OneKey MLS and considers all available residential data from Nassau County and Suffolk County (including the Hamptons) between Q4 2022 and Q4 2023.

# Long Island Market Report

## NASSAU, SUFFOLK, OVERALL

|                |                          | Q4 2022         | Q4 2023         | % Change |
|----------------|--------------------------|-----------------|-----------------|----------|
| Nassau County  | # OF SINGLE-FAMILY SALES | 2,439           | 2,078           | -14.8%   |
|                | SINGLE-FAMILY AVG. PRICE | \$843,299       | \$932,536       | 10.6%    |
|                | # OF CONDO/CO-OP SALES   | 424             | 348             | -17.9%   |
|                | CONDO/CO-OP AVG. PRICE   | \$568,645       | \$592,293       | 4.2%     |
|                | SALES VOLUME             | \$2,297,912,952 | \$2,143,928,710 | -6.7%    |
|                | AVERAGE DOM              | 56              | 54              | -3.6%    |
| Suffolk County | # OF SINGLE-FAMILY SALES | 3,203           | 2,660           | -17.0%   |
|                | SINGLE-FAMILY AVG. PRICE | \$706,446       | \$760,120       | 7.6%     |
|                | # OF CONDO/CO-OP SALES   | 502             | 422             | -15.9%   |
|                | CONDO/CO-OP AVG. PRICE   | \$422,744       | \$481,692       | 13.9%    |
|                | SALES VOLUME             | \$2,474,964,877 | \$2,225,194,350 | -10.1%   |
|                | AVERAGE DOM              | 54              | 48              | -11.1%   |
| Overall        | # OF SINGLE-FAMILY SALES | 5,642           | 4,738           | -16.0%   |
|                | SINGLE-FAMILY AVG. PRICE | \$765,607       | \$835,739       | 9.2%     |
|                | # OF CONDO/CO-OP SALES   | 926             | 770             | -16.8%   |
|                | CONDO/CO-OP AVG. PRICE   | \$489,550       | \$531,678       | 8.6%     |
|                | SALES VOLUME             | \$4,772,877,829 | \$4,369,123,060 | -8.5%    |
|                | AVERAGE DOM              | 55              | 51              | -7.3%    |

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Q4 2023

# Long Island Luxury Market Report

COMPASS



# \$3M+ Closed Sales

## NASSAU, SUFFOLK, OVERALL

|                |               | Q4 2022       | Q4 2023       | % Change |
|----------------|---------------|---------------|---------------|----------|
| Nassau County  | # OF SALES    | 35            | 43            | 22.9%    |
|                | SALES VOLUME  | \$146,514,000 | \$179,215,184 | 22.3%    |
|                | AVERAGE PRICE | \$4,186,114   | \$4,167,795   | -0.4%    |
|                | AVERAGE DOM   | 153           | 113           | -26.1%   |
| Suffolk County | # OF SALES    | 43            | 33            | -23.3%   |
|                | SALES VOLUME  | \$215,244,800 | \$168,447,000 | -21.7%   |
|                | AVERAGE PRICE | \$5,005,693   | \$5,104,455   | 2.0%     |
|                | AVERAGE DOM   | 151           | 228           | 51.0%    |
| Overall        | # OF SALES    | 78            | 76            | -2.6%    |
|                | SALES VOLUME  | \$361,758,800 | \$347,662,184 | -3.9%    |
|                | AVERAGE PRICE | \$4,637,933   | \$4,574,502   | -1.4%    |
|                | AVERAGE DOM   | 152           | 163           | 7.2%     |

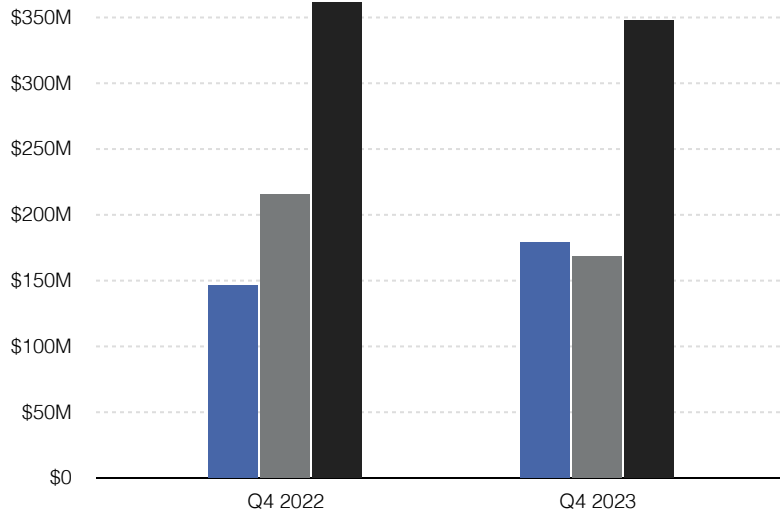
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# \$3M+ Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

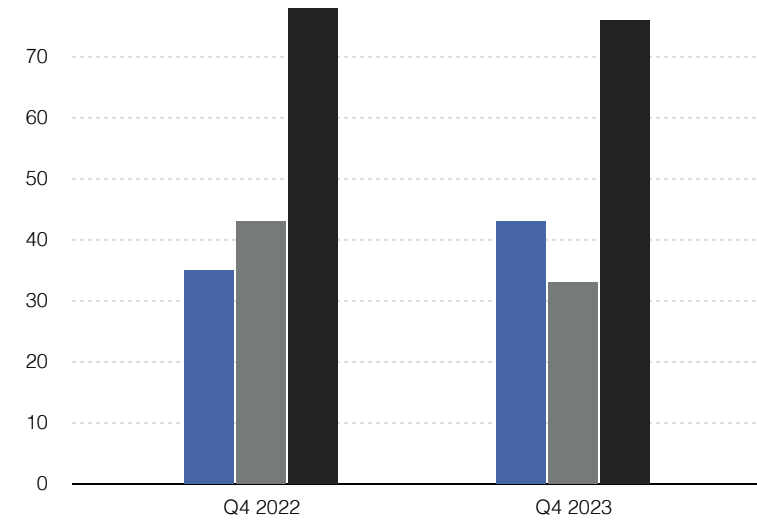
### Closed Luxury Sales Volume

■ Nassau County   ■ Suffolk County   ■ Overall



### Number of Luxury Closed Sales

■ Nassau County   ■ Suffolk County   ■ Overall



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