

Elliman Report

Q2-2025

Long Island, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 8.2%
Prices
Median Sales Price

+ 0.2^{mos}
Pace
Months of Supply

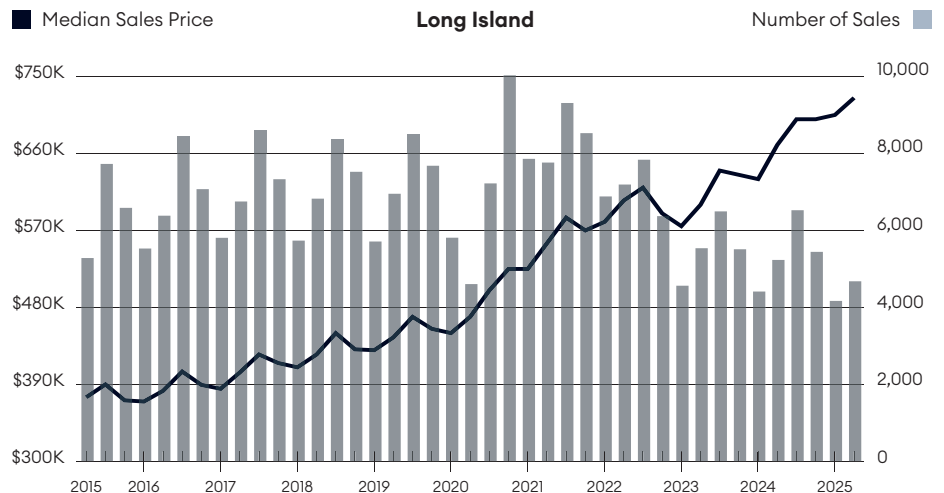
- 10.6%
Sales
Closed Sales

- 4.4%
Inventory
Total Inventory

- 9^{days}
Marketing Time
Days on Market

- 0.3%
Negotiability
Listing Discount

- Price trend indicators increased annually to new highs for the fifth time
- Sales declined year over year for the third time, well below normal levels
- Listing inventory declined annually for the third time as bidding wars were the third-highest on record



Long Island Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$855,009	1.5%	\$842,345	9.1%	\$783,755
Median Sales Price	\$725,000	2.8%	\$705,000	8.2%	\$670,000
Number of Sales (Closed)	4,634	12.3%	4,128	-10.6%	5,184
Days on Market (From Last List Date)	41	-14.6%	48	-18.0%	50
Listing Discount (From Last List Price)	-0.9%		0.5%		-0.6%
Listing Inventory	4,809	30.3%	3,690	-4.4%	5,032
Months of Supply	3.1	14.8%	2.7	6.9%	2.9
Year-to-Date	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price (YTD)	\$849,042	N/A	\$842,345	11.1%	\$764,196
Median Sales Price (YTD)	\$715,000	N/A	\$705,000	10.0%	\$650,000
Number of Sales (YTD)	8,762	N/A	4,128	-8.3%	9,554

Excludes the Hamptons and North Fork markets.

The median sales price increased by 8.2% to \$725,000 year over year, reaching a new record. The average sales price followed a similar pattern, rising 9.1% to \$855,009 over the same period, marking a new high. In fact, the median sales prices for both Nassau County, at \$820,000, and Suffolk County, excluding the Hamptons and North Fork, at \$650,000, were at record highs. The ongoing shortage of listing inventory continues to drive up housing prices. Listing inventory remained near historical lows, declining by 4.4% year over year to 4,809. The limited supply continued to constrain sales, which fell 10.6% to 4,634 units over the same period. Consequently, the market pace to sell all listing inventory at the current sales rate slowed by 6.9% to 3.1 months. Low listing inventory has kept the share of bidding

wars high. Bidding wars serve as a proxy for sales above the list price, which accounted for 58.9%, the third-highest share on record, or roughly one out of every two sales. The luxury market, representing the top 10% of all sales, started at a record \$1,350,000 this quarter, marking the fourth consecutive record in five quarters. This trend suggests that the high end of the housing market is increasingly diverging from the rest of the market. Both the median and average sales prices for luxury properties rose year over year to the third-highest levels on record. Luxury inventory decreased by 6.9% to 1,721 units during the same period, continuing to put upward pressure on prices. Bidding wars in the luxury market increased annually to 34.7%, the second-highest share on record.

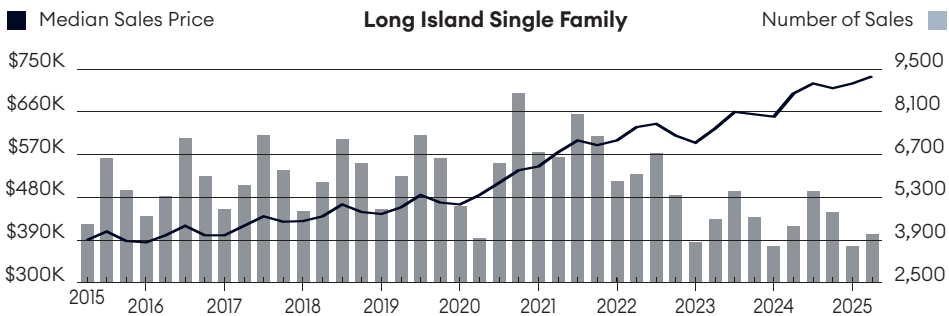


Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

- Median sales price reached a new high for the fourth time in five quarters
- Sales declined year over year for the first time in four quarters
- Listing inventory expanded annually for the second time

Single Family Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,360,000	4.6%
4/5	\$865,000	4.8%
3/5	\$735,000	5.2%
2/5	\$645,000	6.6%
1/5	\$525,000	8.2%

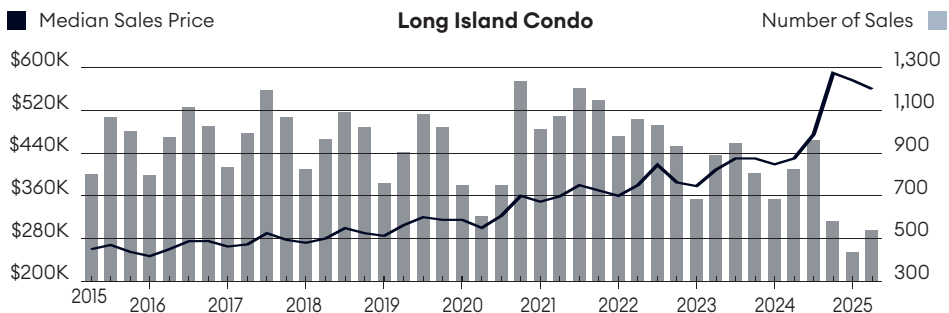


Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$878,172	2.0%	\$860,593	5.6%	\$831,992
Median Sales Price	\$735,000	2.1%	\$720,000	5.2%	\$699,000
Number of Sales (Closed)	4,096	10.9%	3,692	-6.1%	4,361
Days on Market (From Last List Date)	40	-16.7%	48	-18.4%	49
Listing Discount (From Last List Price)	-1.0%		0.5%		-0.7%
Listing Inventory	5,135	29.1%	3,977	4.0%	4,936
Months of Supply	3.8	18.8%	3.2	11.8%	3.4

Condo

- Median and average sales surged year over year
- Sales declined year over year for the third time
- Listing inventory fell year over year for the third time

Condo Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,138,250	26.9%
4/5	\$724,500	23.8%
3/5	\$560,000	30.2%
2/5	\$459,000	39.1%
1/5	\$350,000	47.1%



Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$678,653	-1.3%	\$687,820	28.5%	\$528,156
Median Sales Price	\$560,000	-2.8%	\$576,250	30.2%	\$430,000
Number of Sales (Closed)	538	23.4%	436	-34.6%	823
Days on Market (From Last List Date)	49	-3.9%	51	-7.5%	53
Listing Discount (From Last List Price)	-0.1%		0.6%		0.4%
Listing Inventory	557	32.9%	419	-24.7%	740
Months of Supply	3.1	6.9%	2.9	14.8%	2.7

Luxury

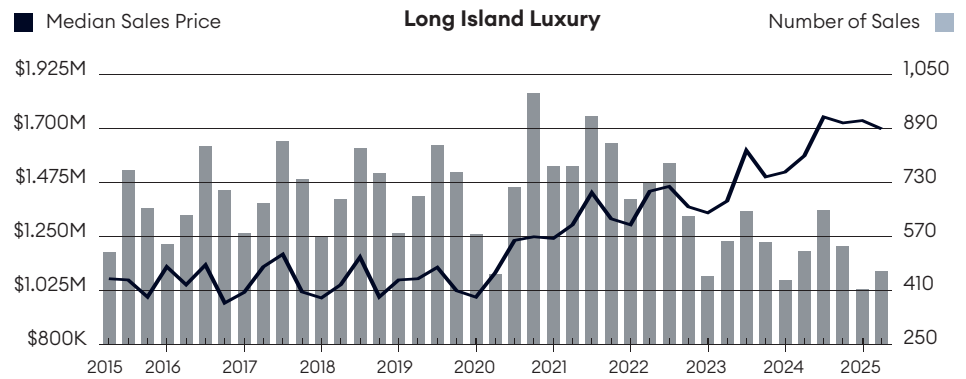
- Luxury average and median sales prices rose annually to the third-highest levels on record
- Luxury listing inventory fell year over year for the second time
- Luxury price threshold continued to rise to the highest on record as luxury moves away from the overall market

Luxury Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,028,842	-1.7%	\$2,063,068	5.3%	\$1,925,999
Median Sales Price	\$1,700,000	-2.0%	\$1,734,800	7.1%	\$1,588,000
Number of Sales (Closed)	467	12.8%	414	-11.4%	527
Days on Market (From Last List Date)	66	-16.5%	79	-13.2%	76
Listing Discount (From Last List Price)	2.0%		4.2%		2.4%
Listing Inventory	1,721	20.8%	1,425	-6.9%	1,848
Months of Supply	11.1	7.8%	10.3	5.7%	10.5
Entry Price Threshold	\$1,350,000	0.0%	\$1,350,000	8.0%	\$1,250,000

Luxury (continued)

Luxury Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$2,802,000	-5.0%
4/5	\$2,052,000	7.0%
3/5	\$1,700,000	7.1%
2/5	\$1,526,400	9.0%
1/5	\$1,395,000	7.6%

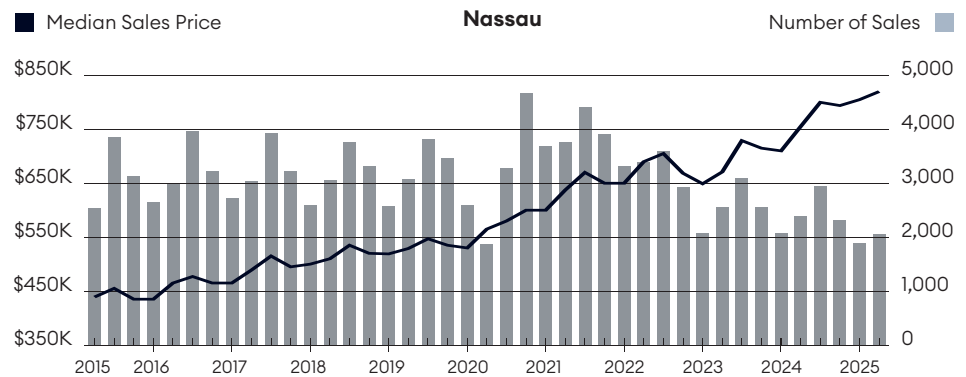
This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.



Nassau

- Price trend indicators rose year over year to new highs
- Sales fell annually for the fifteenth time
- Listing inventory fell year over year for the third time

Nassau Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,629,800	6.5%
4/5	\$999,000	5.7%
3/5	\$820,000	8.6%
2/5	\$718,200	10.5%
1/5	\$608,500	29.5%



Nassau Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,025,408	-0.3%	\$1,028,820	9.6%	\$935,686
Median Sales Price	\$820,000	1.9%	\$805,000	8.6%	\$755,250
Number of Sales (Closed)	2,045	8.9%	1,878	-14.1%	2,380
Days on Market (From Last List Date)	45	-15.1%	53	-16.7%	54
Listing Discount (From Last List Price)	0.1%		1.8%		0.6%
Listing Inventory	2,343	29.4%	1,810	-7.2%	2,526
Months of Supply	3.4	17.2%	2.9	6.2%	3.2

Nassau North Shore

- Price trend indicators increased to the third-highest on record
- Sales declined annually for the fourth time

Nassau North Shore Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,624,150	-6.6%	\$1,738,596	9.7%	\$1,479,913
Median Sales Price	\$1,343,500	-7.0%	\$1,445,000	12.0%	\$1,200,000
Number of Sales (Closed)	382	12.0%	341	-20.9%	483
Days on Market (From Last List Date)	56	-29.1%	79	-22.2%	72
Listing Discount (From Last List Price)	2.0%		4.5%		3.0%
Listing Inventory	593	25.4%	473	-15.8%	704
Months of Supply	4.7	11.9%	4.2	6.8%	4.4

Nassau South Shore

- Price trend indicators increased year over year, with the median price reaching a new high
- Sales declined year over year for the second time

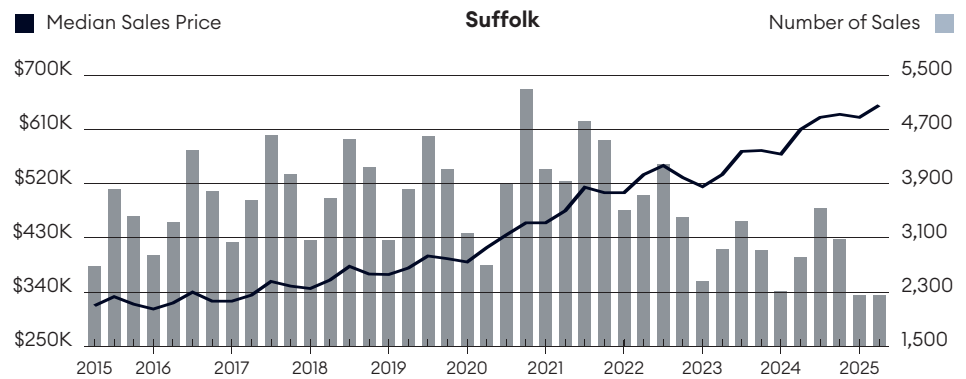
Nassau South Shore Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$877,082	-1.3%	\$888,679	13.3%	\$774,387
Median Sales Price	\$780,000	2.8%	\$759,000	9.9%	\$710,000
Number of Sales (Closed)	654	12.6%	581	-16.9%	787
Days on Market (From Last List Date)	48	-11.1%	54	-15.8%	57
Listing Discount (From Last List Price)	-0.1%		1.2%		-0.2%
Listing Inventory	821	33.1%	617	2.1%	804
Months of Supply	3.8	18.8%	3.2	22.6%	3.1

Suffolk

- Price trend indicators rose year over year to new highs
- Sales fell year over year for the second time
- Listing inventory fell year over year for the third time

Suffolk Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$999,999	7.3%
4/5	\$750,000	6.8%
3/5	\$650,000	6.6%
2/5	\$567,000	9.0%
1/5	\$440,000	16.5%

Sales for the county do not include Hamptons and North Fork data that are analyzed in a separate report.



Suffolk Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$720,413	4.9%	\$686,700	10.0%	\$654,798
Median Sales Price	\$650,000	3.2%	\$630,000	6.6%	\$610,000
Number of Sales (Closed)	2,589	15.1%	2,250	-7.7%	2,804
Days on Market (From Last List Date)	38	-11.6%	43	-17.4%	46
Listing Discount (From Last List Price)	-2.0%		-1.2%		-2.1%
Listing Inventory	2,466	31.2%	1,880	-1.6%	2,506
Months of Supply	2.9	16.0%	2.5	7.4%	2.7

Suffolk North Shore

- Price trend indicators increased to the highest on record
- Sales declined annually for the first time in five quarters

Suffolk North Shore Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$877,725	7.2%	\$818,748	11.3%	\$788,590
Median Sales Price	\$755,000	4.9%	\$720,000	8.1%	\$698,500
Number of Sales (Closed)	452	3.0%	439	-16.0%	538
Days on Market (From Last List Date)	39	-7.1%	42	-13.3%	45
Listing Discount (From Last List Price)	-1.6%		-0.9%		-2.1%
Listing Inventory	490	39.6%	351	102.5%	242
Months of Supply	3.3	37.5%	2.4	153.8%	1.3

Suffolk South Shore

- Price trend indicators increased to the highest on record
- Sales declined annually for the second time

Suffolk South Shore Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$663,645	5.4%	\$629,822	11.5%	\$594,984
Median Sales Price	\$620,950	3.5%	\$600,000	8.0%	\$575,000
Number of Sales (Closed)	898	18.5%	758	-0.6%	903
Days on Market (From Last List Date)	42	-6.7%	45	-8.7%	46
Listing Discount (From Last List Price)	-2.0%		-1.4%		-2.3%
Listing Inventory	747	13.9%	656	13.2%	660
Months of Supply	2.5	-3.8%	2.6	13.6%	2.2

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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