

Elliman Report

Q3-2025

Long Island, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 7.1%
Prices
Median Sales Price

= 0.0 mos
Pace
Months of Supply

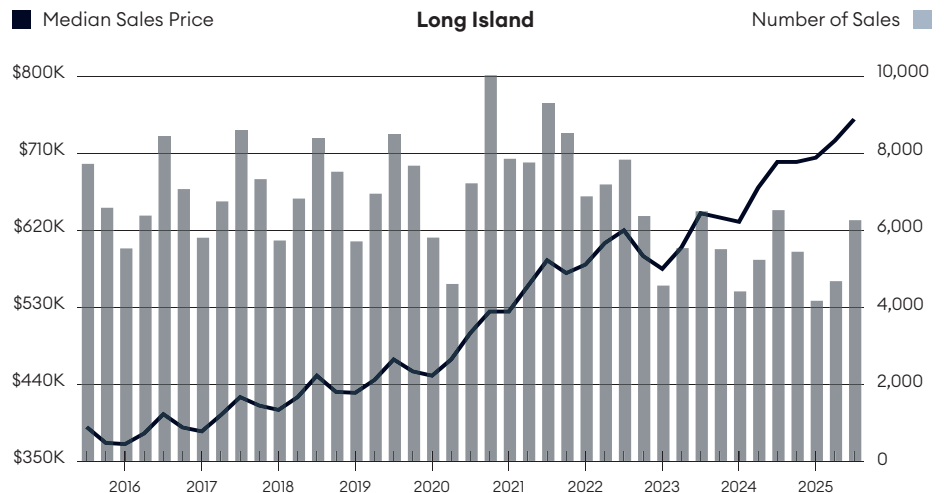
- 4.0%
Sales
Closed Sales

- 4.9%
Inventory
Total Inventory

- 7 days
Marketing Time
Days on Market

- 0.1%
Negotiability
Listing Discount

- Price trend indicators rose to new highs for the sixth time
- Listing inventory fell annually for the fourth time, restraining sales levels
- The market share of bidding wars reached a new high, accounting for more than six out of ten sales



Long Island Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$903,449	5.7%	\$855,009	9.1%	\$827,739
Median Sales Price	\$750,000	3.4%	\$725,000	7.1%	\$700,000
Number of Sales (Closed)	6,206	33.9%	4,634	-4.0%	6,465
Days on Market (From Last List Date)	37	-9.8%	41	-15.9%	44
Listing Discount (From Last List Price)	-0.9%		-0.9%		-0.8%
Listing Inventory	4,889	1.7%	4,809	-4.9%	5,142
Months of Supply	2.4	-22.6%	3.1	0.0%	2.4
Year-to-Date	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price (YTD)	\$871,600	N/A	N/A	10.4%	\$789,841
Median Sales Price (YTD)	\$730,000	N/A	N/A	9.0%	\$670,000
Number of Sales (YTD)	14,968	N/A	N/A	-6.6%	16,019

Excludes the Hamptons and North Fork markets.

Median and average sales prices reach all-time highs for the sixth consecutive quarter as sales continued to decline, constrained by chronically low inventory. The median sales price increased 7.1% annually to \$750,000, the highest on record. The average sales price followed the same pattern, rising 9.1% year over year to \$903,449, also the highest on record. There were 6,206 sales, marking the fourth consecutive annual decline, with a 4% decrease this time. In a market challenged by low listing inventory for more than a decade, there were 4,889 listings, down 4.9% from the same period last year. With sales and listing inventory falling at about the same rate, the market's pace remained stable. The months of supply, which indicate how long it takes to sell all listings at the current sales rate, stood at

2.4 months. This is unchanged from the previous year's quarter but faster than the decade average of 3.3 months. The share of bidding wars was 60.5%, up from 59.1% last year. In bidding wars, the average premium was 4.7% over the asking price. The listing discount, the average difference between the previous asking price and the final sale price, was a premium for the second month at -0.9%. This means that the average listing price was lower than the average sales price. The days on market averaged 37 days, down 15.9% from the same period last year to the shortest on record. The luxury segment, which accounted for the top 10% of sales, started at \$1,450,000, the highest on record, and saw a record median sales price of \$1,950,000, up 11.4% from last year.

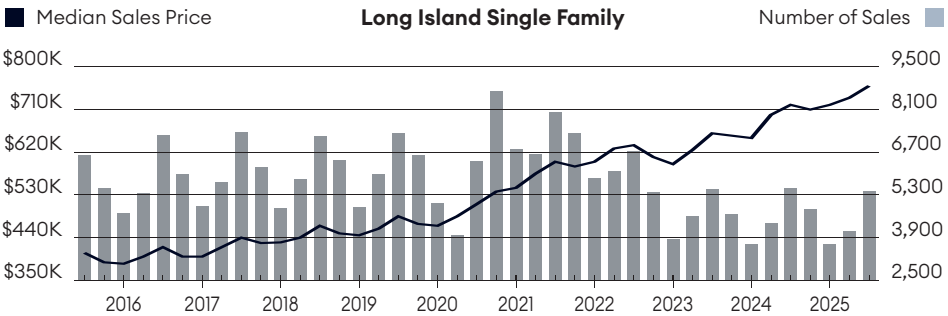
 **Douglas Elliman**

Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

- Median sales price reached a new high for the third time
- Listing inventory saw modest gains for third time, remaining unusually low and restraining sales
- The market share of bidding was reached a new high, accounting for more than six out of ten sales

Single Family Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,500,000	9.1%
4/5	\$900,000	5.7%
3/5	\$760,000	5.6%
2/5	\$667,000	6.7%
1/5	\$550,000	8.9%

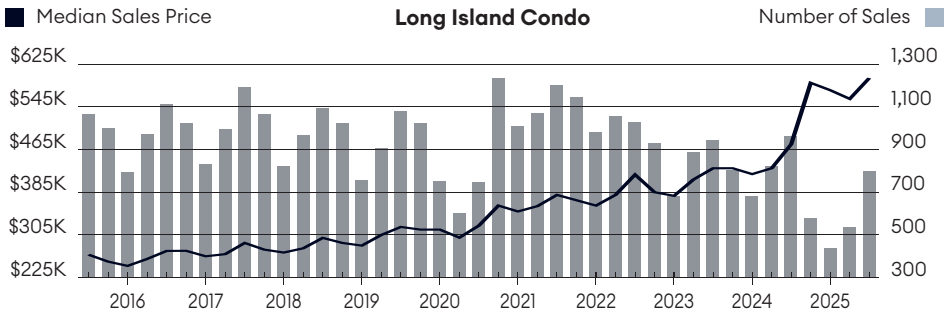


Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$932,053	6.1%	\$878,172	7.3%	\$868,672
Median Sales Price	\$760,000	3.4%	\$735,000	5.6%	\$720,000
Number of Sales (Closed)	5,409	32.1%	4,096	-1.7%	5,504
Days on Market (From Last List Date)	36	-10.0%	40	-16.3%	43
Listing Discount (From Last List Price)	-1.0%		-1.0%		-0.9%
Listing Inventory	5,216	1.6%	5,135	1.6%	5,136
Months of Supply	2.9	-23.7%	3.8	3.6%	2.8

Condo

- Price trend indicators rose to new highs
- Listing inventory fell sharply year over year for the fourth time
- The market share of bidding was reached a new high, accounting for more nearly one out of two sales

Condo Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,232,000	23.2%
4/5	\$751,150	14.7%
3/5	\$599,000	26.1%
2/5	\$472,500	31.3%
1/5	\$341,200	39.3%



Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$709,327	4.5%	\$678,653	19.6%	\$593,298
Median Sales Price	\$599,000	7.0%	\$560,000	26.1%	\$475,000
Number of Sales (Closed)	797	48.1%	538	-17.1%	961
Days on Market (From Last List Date)	47	-4.1%	49	-9.6%	52
Listing Discount (From Last List Price)	-0.5%		-0.1%		0.1%
Listing Inventory	530	-4.8%	557	-27.8%	734
Months of Supply	2.0	-35.5%	3.1	-13.0%	2.3

Luxury

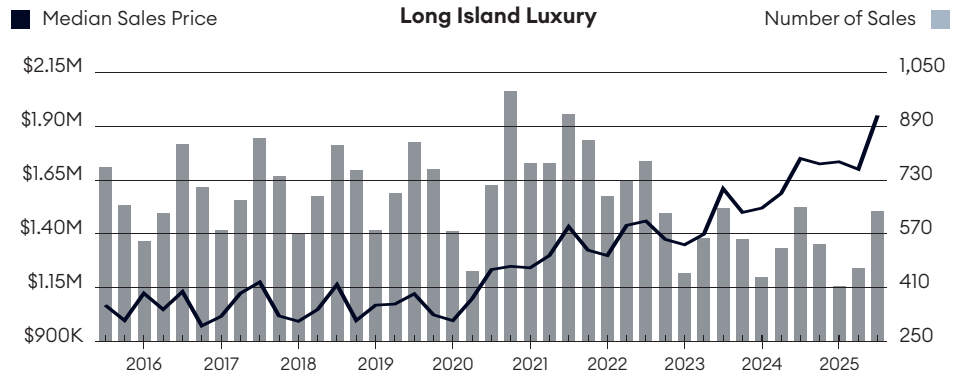
- Price trend indicators rose to new highs, seeing higher gains than the overall market
- Listing inventory fell sharply year over year for the third time
- The market share of bidding was rose to the second highest on record, accounting for more nearly one out of three sales

Luxury Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,245,968	10.7%	\$2,028,842	8.5%	\$2,069,748
Median Sales Price	\$1,950,000	14.7%	\$1,700,000	11.4%	\$1,750,000
Number of Sales (Closed)	637	36.4%	467	-1.7%	648
Days on Market (From Last List Date)	57	-13.6%	66	-13.6%	66
Listing Discount (From Last List Price)	2.0%		2.0%		2.6%
Listing Inventory	1,621	-5.8%	1,721	-3.7%	1,684
Months of Supply	7.6	-31.5%	11.1	-2.6%	7.8
Entry Price Threshold	\$1,450,000	7.4%	\$1,350,000	8.2%	\$1,340,000

Luxury (continued)

Luxury Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$3,350,000	6.3%
4/5	\$2,386,000	11.0%
3/5	\$1,950,000	11.4%
2/5	\$1,680,000	10.9%
1/5	\$1,508,000	7.8%

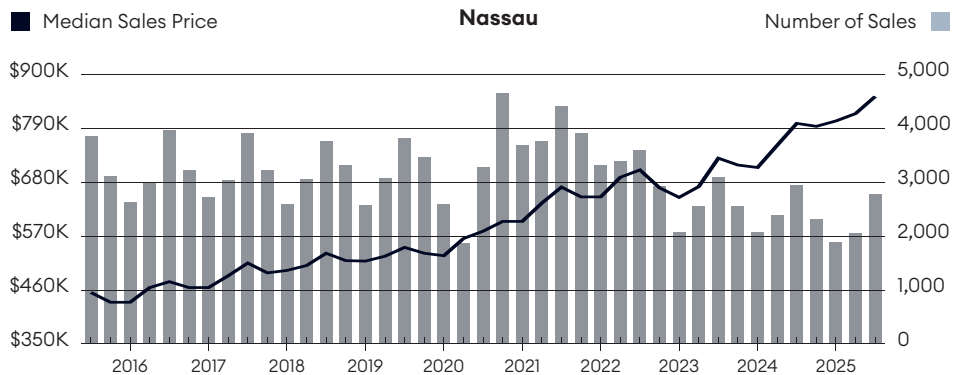
This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.



Nassau

- Price trend indicators rose to new highs as sales continued to fall
- Listing inventory declined year over year for the fourth time
- The market share of bidding was reached a new high, accounting for more than one out of two sales

Nassau Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,849,500	10.4%
4/5	\$1,080,000	10.1%
3/5	\$855,000	6.9%
2/5	\$745,000	8.0%
1/5	\$635,000	19.8%



Nassau Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,095,713	6.9%	\$1,025,408	10.1%	\$995,550
Median Sales Price	\$855,000	4.3%	\$820,000	6.9%	\$800,000
Number of Sales (Closed)	2,772	35.6%	2,045	-5.6%	2,936
Days on Market (From Last List Date)	39	-13.3%	45	-18.8%	48
Listing Discount (From Last List Price)	0.1%		0.1%		0.3%
Listing Inventory	2,492	6.4%	2,343	-2.5%	2,555
Months of Supply	2.7	-20.6%	3.4	3.8%	2.6

Nassau North Shore

- Median sales price surged annually to a new high
- Listing inventory declined faster than sales, constraining demand

Nassau North Shore Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,766,396	8.8%	\$1,624,150	13.9%	\$1,550,508
Median Sales Price	\$1,442,500	7.4%	\$1,343,500	13.7%	\$1,269,000
Number of Sales (Closed)	578	51.3%	382	-4.8%	607
Days on Market (From Last List Date)	48	-14.3%	56	-20.0%	60
Listing Discount (From Last List Price)	1.7%		2.0%		2.6%
Listing Inventory	536	-9.6%	593	-23.9%	704
Months of Supply	2.8	-40.4%	4.7	-20.0%	3.5

Nassau South Shore

- Price trend indicators rose to new highs as sales continued to fall
- Listing inventory declined year over year for the third time

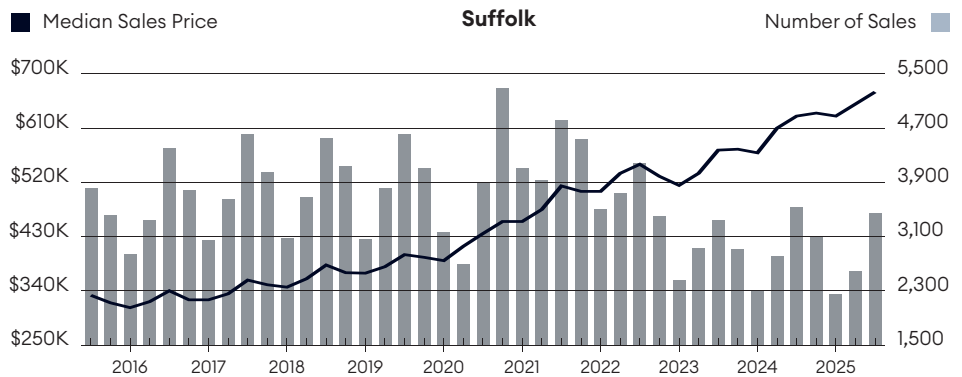
Nassau South Shore Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$906,443	3.3%	\$877,082	10.0%	\$823,923
Median Sales Price	\$800,000	2.6%	\$780,000	7.4%	\$745,000
Number of Sales (Closed)	902	37.9%	654	-8.2%	983
Days on Market (From Last List Date)	39	-18.8%	48	-20.4%	49
Listing Discount (From Last List Price)	-0.7%		-0.1%		-0.6%
Listing Inventory	789	-3.9%	821	-2.8%	812
Months of Supply	2.6	-31.6%	3.8	4.0%	2.5

Suffolk

- Price trend indicators rose to new highs as sales continued to fall
- Listing inventory declined year over year for the fourth time
- The market share of bidding wars reached second highest on record

Suffolk Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,050,000	7.7%
4/5	\$775,000	5.8%
3/5	\$670,000	6.3%
2/5	\$585,000	6.7%
1/5	\$440,000	12.0%

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



Suffolk Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$748,250	3.9%	\$720,413	8.7%	\$688,126
Median Sales Price	\$670,000	3.1%	\$650,000	6.3%	\$630,000
Number of Sales (Closed)	3,434	32.6%	2,589	-2.7%	3,529
Days on Market (From Last List Date)	35	-7.9%	38	-14.6%	41
Listing Discount (From Last List Price)	-2.2%		-2.0%		-2.3%
Listing Inventory	2,397	-2.8%	2,466	-7.3%	2,587
Months of Supply	2.1	-27.6%	2.9	-4.5%	2.2

Suffolk North Shore

- Price trend indicators rose to new highs as sales continued to fall
- Listing inventory rose year over year for the sixth time

Suffolk North Shore Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$899,334	2.5%	\$877,725	8.0%	\$832,904
Median Sales Price	\$775,000	2.6%	\$755,000	6.2%	\$730,000
Number of Sales (Closed)	682	50.9%	452	-3.9%	710
Days on Market (From Last List Date)	33	-15.4%	39	-17.5%	40
Listing Discount (From Last List Price)	-2.1%		-1.6%		-2.0%
Listing Inventory	441	-10.0%	490	87.7%	235
Months of Supply	1.9	-42.4%	3.3	90.0%	1.0

Suffolk South Shore

- Price trend indicators rose to new highs as sales continued to fall
- Listing inventory rose year over year for the sixth time

Suffolk South Shore Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$679,402	2.4%	\$663,645	8.0%	\$629,364
Median Sales Price	\$630,000	1.5%	\$620,950	5.5%	\$597,000
Number of Sales (Closed)	1,077	19.9%	898	-6.4%	1,151
Days on Market (From Last List Date)	40	-4.8%	42	-4.8%	42
Listing Discount (From Last List Price)	-1.9%		-2.0%		-2.3%
Listing Inventory	752	0.7%	747	2.6%	733
Months of Supply	2.1	-16.0%	2.5	10.5%	1.9

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

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