

Elliman Report

Q4-2025 Long Island, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ **5.6%**
Prices
Median Sales Price

+ **0.0** mos
Pace
Months of Supply

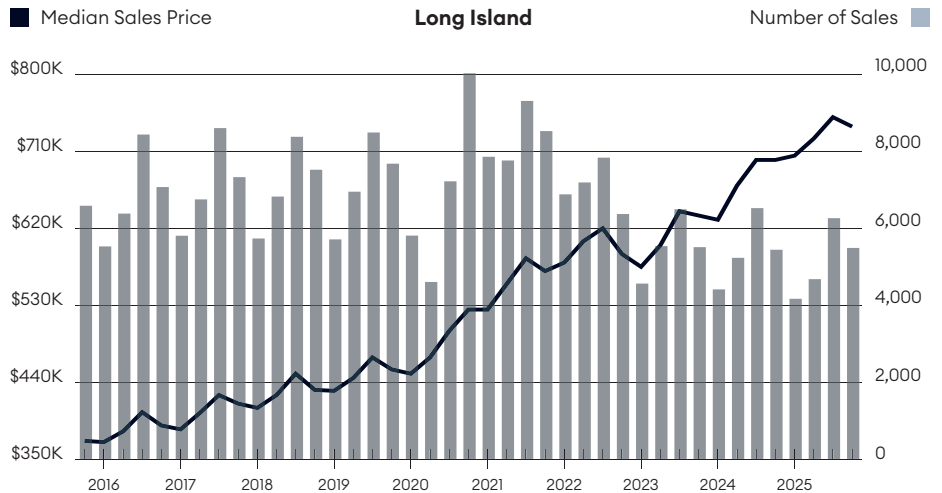
+ **0.9%**
Sales
Closed Sales

+ **3.6%**
Inventory
Total Inventory

+ **0** days
Marketing Time
Days on Market

+ **0.0%**
Negotiability
Listing Discount

- Price trend indicators increased to the second-highest levels on record
- Listing inventory rose year over year for the first time in four quarters, enabling sales to rise
- More than half of all sales closed above the last asking price



Long Island Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$876,691	-3.0%	\$903,449	4.9%	\$835,796
Median Sales Price	\$739,000	-1.5%	\$750,000	5.6%	\$700,000
Number of Sales (Closed)	5,439	-12.4%	6,206	0.9%	5,392
Days on Market (From Last List Date)	45	21.6%	37	0.0%	45
Listing Discount (From Last List Price)	0.1%		-0.9%		0.1%
Listing Inventory	3,351	-31.5%	4,889	3.6%	3,235
Months of Supply	1.8	-25.0%	2.4	0.0%	1.8
Year-to-Date	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price (YTD)	\$872,957	N/A	N/A	8.9%	\$801,414
Median Sales Price (YTD)	\$730,000	N/A	N/A	7.4%	\$680,000
Number of Sales (YTD)	20,407	N/A	N/A	-4.7%	21,411

Excludes the Hamptons and North Fork markets.

Housing prices continued to rise as listing inventory remained constrained, aided by declining mortgage rates and robust financial markets. Sales rose 0.9% year over year to 5,439. Listing inventory rose year over year for the first time in five quarters, up 3.6% annually to 3,351, roughly half the fourth-quarter decade average of 6,592. Months of supply, the number of months to sell all listings at the current sales rate, was 1.8 months, the same as the year-ago quarter. The listing discount, the average difference between the last asking price and the final sale price, was 0.1%, a nominal difference and well below the 1.8% average for the fourth quarter over the past decade. The days on market averaged 45 days, unchanged from the year-ago quarter but faster than the fourth quarter decade average of 62 days. The median sales price increased by 5.6% year over

year to \$739,000, the second-highest on record. The average sales price showed a similar pattern, rising by 4.9% annually to \$876,691 over the same period to the second-highest on record. The luxury market, which comprised the top 10% of all sales and started at \$1,399,000 this quarter, had a median sales price of \$1,800,000, the second highest on record, rising by 4.3% from the same quarter last year. Luxury inventory was overpowered by sales, falling by 5% to 1,286. The market share of bidding wars, our proxy when the purchase price is higher than the last asking price, was 52.7%, down from the all-time high of 60.5% set in the prior quarter. In other words, more than half of all sales that closed in the quarter were above the last asking price. When the purchase price exceeded the last asking price, the average premium paid was 4.5%.

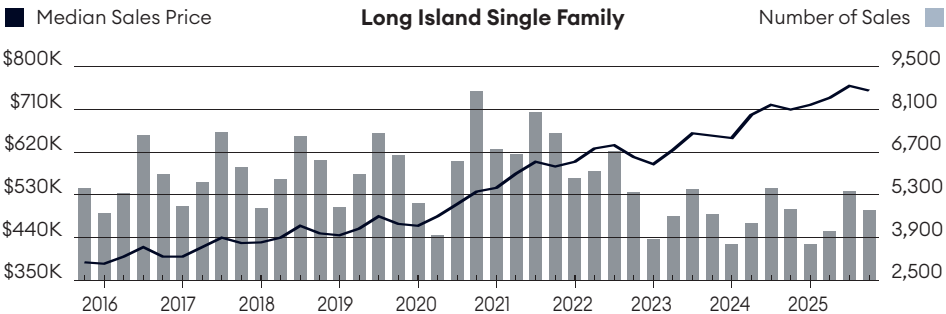


Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family

- Price trend indicators increased to the second-highest levels on record
- Listing inventory increased year over year for the fourth time
- More than half of all sales closed above the last asking price

Single Family Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,441,000	10.8%
4/5	\$880,000	6.7%
3/5	\$750,000	5.6%
2/5	\$660,000	5.9%
1/5	\$535,000	7.0%

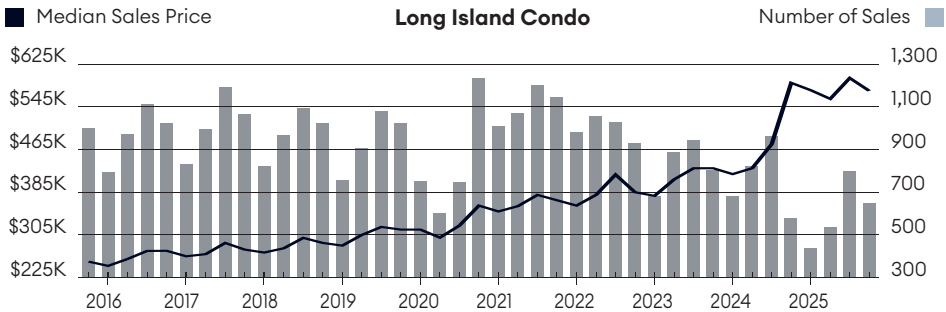


Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$905,754	-2.8%	\$932,053	6.2%	\$852,759
Median Sales Price	\$750,000	-1.3%	\$760,000	5.6%	\$710,000
Number of Sales (Closed)	4,790	-11.4%	5,409	-0.5%	4,813
Days on Market (From Last List Date)	44	22.2%	36	-2.2%	45
Listing Discount (From Last List Price)	0.0%		-1.0%		0.1%
Listing Inventory	3,629	-30.0%	5,186	3.7%	3,500
Months of Supply	2.3	-20.7%	2.9	4.5%	2.2

Condo

- Price trend indicators slipped annually as sales surged
- Listing inventory rose year over year
- Nearly four of ten sales closed above the last asking price

Condo Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,101,000	-13.7%
4/5	\$725,000	-3.5%
3/5	\$575,000	-2.5%
2/5	\$465,000	3.6%
1/5	\$348,700	5.2%



Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$662,191	-6.6%	\$709,327	-4.7%	\$694,785
Median Sales Price	\$575,000	-4.0%	\$599,000	-2.5%	\$590,000
Number of Sales (Closed)	649	-18.6%	797	12.1%	579
Days on Market (From Last List Date)	51	8.5%	47	2.0%	50
Listing Discount (From Last List Price)	0.6%		-0.5%		0.3%
Listing Inventory	390	-13.9%	453	10.5%	353
Months of Supply	1.8	5.9%	1.7	0.0%	1.8

Luxury

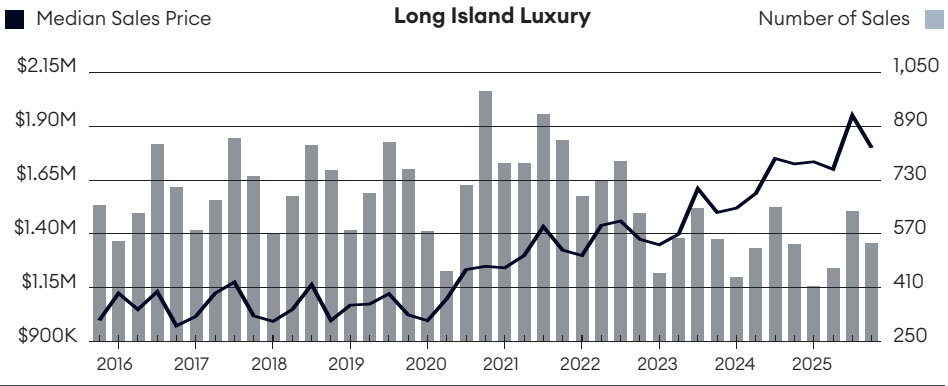
- Price trend indicators increased annually to the second-highest on record
- Listing inventory declined annually for the fourth time
- Nearly three of ten sales closed above the last asking price

Luxury Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,126,964	-5.3%	\$2,245,968	2.0%	\$2,085,244
Median Sales Price	\$1,800,000	-7.7%	\$1,950,000	4.3%	\$1,725,000
Number of Sales (Closed)	544	-14.6%	637	0.6%	541
Days on Market (From Last List Date)	68	19.3%	57	0.0%	68
Listing Discount (From Last List Price)	3.4%		2.0%		4.4%
Listing Inventory	1,286	-20.7%	1,621	-5.0%	1,353
Months of Supply	7.1	-6.6%	7.6	-5.3%	7.5
Entry Price Threshold	\$1,399,000	-3.5%	\$1,450,000	8.4%	\$1,290,000

Luxury (continued)

Luxury Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$3,289,400	4.8%
4/5	\$2,161,016	4.9%
3/5	\$1,800,000	4.3%
2/5	\$1,597,950	5.8%
1/5	\$1,450,000	7.8%

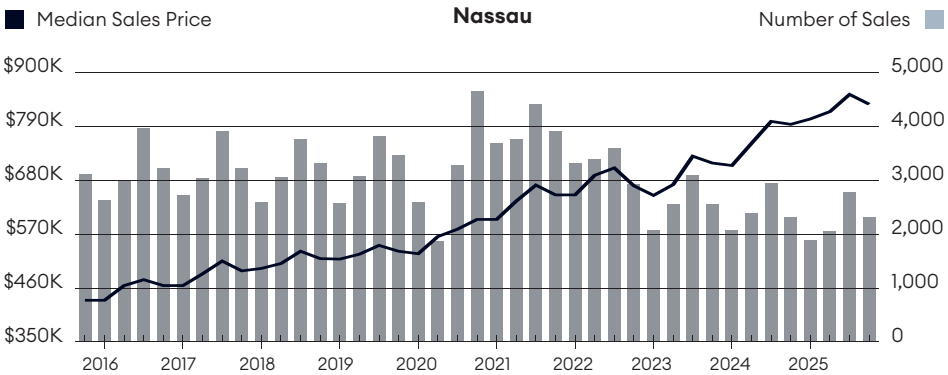
This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.



Nassau

- Price trend indicators increased to the second-highest levels on record
- Listing inventory increased year over year for the fourth time in five quarters
- Nearly half of all sales closed above the last asking price

Nassau Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,700,000	2.4%
4/5	\$1,012,500	4.9%
3/5	\$835,000	5.2%
2/5	\$740,000	5.7%
1/5	\$629,500	5.8%



Nassau Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,057,024	-3.5%	\$1,095,713	3.9%	\$1,016,898
Median Sales Price	\$835,000	-2.3%	\$855,000	5.2%	\$794,000
Number of Sales (Closed)	2,316	-16.5%	2,772	0.3%	2,310
Days on Market (From Last List Date)	48	23.1%	39	-4.0%	50
Listing Discount (From Last List Price)	1.0%		0.1%		1.5%
Listing Inventory	1,651	-33.7%	2,492	4.6%	1,578
Months of Supply	2.1	-22.2%	2.7	5.0%	2.0

Nassau North Shore

- Median sales price rose year over year to the third-highest on record
- Sales were flat year over year as listing inventory declined

Nassau North Shore Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,719,811	-2.6%	\$1,766,396	-0.3%	\$1,725,491
Median Sales Price	\$1,400,000	-2.9%	\$1,442,500	2.6%	\$1,365,000
Number of Sales (Closed)	417	-27.9%	578	0.0%	417
Days on Market (From Last List Date)	59	22.9%	48	-10.6%	66
Listing Discount (From Last List Price)	3.2%		1.7%		4.8%
Listing Inventory	363	-32.3%	536	-6.7%	389
Months of Supply	2.6	-7.1%	2.8	-7.1%	2.8

Nassau South Shore

- Price trend indicators increased year over year to the highest on record
- Sales declined year over year as listing inventory rose

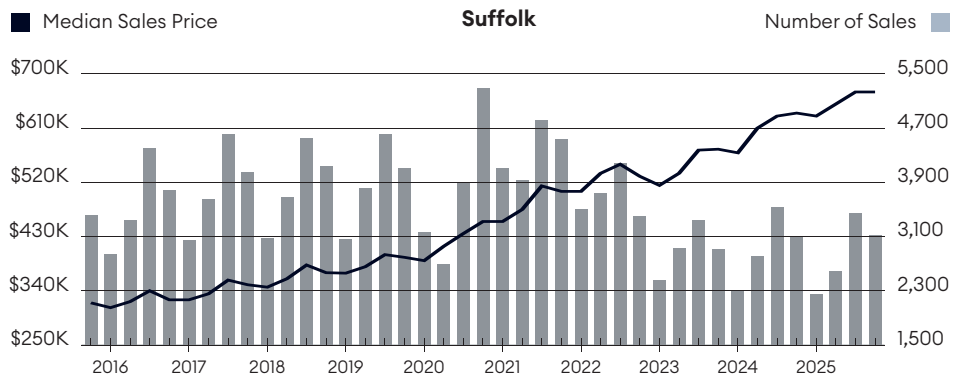
Nassau South Shore Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$922,397	1.8%	\$906,443	4.2%	\$884,943
Median Sales Price	\$809,000	1.1%	\$800,000	6.4%	\$760,000
Number of Sales (Closed)	754	-16.4%	902	-5.9%	801
Days on Market (From Last List Date)	51	30.8%	39	4.1%	49
Listing Discount (From Last List Price)	0.6%		-0.7%		0.6%
Listing Inventory	579	-26.6%	789	2.7%	564
Months of Supply	2.3	-11.5%	2.6	9.5%	2.1

Suffolk

- Median sales price rose year over year to the highest on record
- Sales and listing inventory increased year over year
- Nearly six in ten sales closed above the last asking price

Suffolk Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,075,000	10.3%
4/5	\$765,000	5.4%
3/5	\$670,000	5.5%
2/5	\$580,000	5.5%
1/5	\$445,000	3.5%

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



Suffolk Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$742,957	-0.7%	\$748,250	6.1%	\$700,057
Median Sales Price	\$670,000	0.0%	\$670,000	5.5%	\$635,000
Number of Sales (Closed)	3,123	-9.1%	3,434	1.3%	3,082
Days on Market (From Last List Date)	43	22.9%	35	2.4%	42
Listing Discount (From Last List Price)	-0.9%		-2.2%		-1.5%
Listing Inventory	1,700	-29.1%	2,397	2.6%	1,657
Months of Supply	1.6	-23.8%	2.1	0.0%	1.6

Suffolk North Shore

- Median sales price rose year over year to the second-highest on record
- Sales slipped year over year as listing inventory increased

Suffolk North Shore Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$862,763	-4.1%	\$899,334	4.6%	\$824,896
Median Sales Price	\$765,000	-1.3%	\$775,000	7.0%	\$715,000
Number of Sales (Closed)	605	-11.3%	682	-1.1%	612
Days on Market (From Last List Date)	45	36.4%	33	9.8%	41
Listing Discount (From Last List Price)	-0.4%		-2.1%		-0.6%
Listing Inventory	288	-34.7%	441	9.1%	264
Months of Supply	1.4	-26.3%	1.9	7.7%	1.3

Suffolk South Shore

- Price trend indicators increased annually to the highest on record
- Listing inventory declined year over year for the first time in seven quarters

Suffolk South Shore Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$688,861	1.4%	\$679,402	6.1%	\$649,366
Median Sales Price	\$649,000	3.0%	\$630,000	6.4%	\$610,000
Number of Sales (Closed)	1,016	-5.7%	1,077	-1.2%	1,028
Days on Market (From Last List Date)	43	7.5%	40	2.4%	42
Listing Discount (From Last List Price)	-1.5%		-1.9%		-1.9%
Listing Inventory	555	-26.2%	752	-5.0%	584
Months of Supply	1.6	-23.8%	2.1	-5.9%	1.7

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

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