

Q4 2021

Long Island Market Report

COMPASS



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SOURCES

OneKey MLS

During the last quarter of 2021, the Long Island real estate market experienced record low inventory while demand remained elevated, keeping average sales prices high. All in all, total sales were down nearly 20 percent, and sales volume declined 12 percent year-over-year. Furthermore, inventory scarcity triggered multiple bid scenarios, contributing to a compelling decline for days on the market for most submarkets.

In Nassau County, the average sales price increased 13 percent while total sales declined 20 percent. Days on the

market nose-dived 23 percent. Further east, Suffolk County experienced a similar scenario. The average sales price rose by nearly four percent, and total sales dwindled by 18 percent. Here too, days on the market shrunk exponentially, down 21 percent.

In Nassau and Suffolk, listings priced at \$3 million and over saw a 22 percent decrease in days on the market with the average sales price increasing year-over-year – a 25 percent increase in Nassau and a one percent uptick in Suffolk. Overall,

Nassau's luxury market is healthy, with a 43.5 percent surge in sales compared to the same time the previous year. On the other hand, Suffolk saw a 23.9 percent decrease in luxury sales year-over-year and only a slight increase of one percent in the average sales price.

By and large, Q4 data demonstrates that the Long Island market remains a destination for buyers in all price ranges. Looking ahead, buyers will remain plentiful in Q1, keeping average sales prices high and potentially inspiring sellers to list.

SENIOR MANAGING DIRECTOR

Dennis McCarthy

Compass has brought a modern real estate experience to Long Island



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516.517.4751

ROSLYN

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Roslyn, NY 11576
516.200.1098

OCEANSIDE

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516.764.6060

LOCUST VALLEY

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Locust Valley, NY 11560
516.500.8271

HUNTINGTON

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Huntington, NY 11743
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GARDEN CITY

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Garden City, NY 11530
516.764.6060

FIVE TOWNS

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Hewlett, NY 11557
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SYOSSET

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WOODBURY

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Woodbury, NY 11797
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ROCKVILLE CENTRE

100 Merrick Rd, Suite 430W
Rockville Centre, NY 11570
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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 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Albertson	# OF SALES	25	14	-44.0%
	SALES VOLUME	\$19,321,000	\$11,244,776	-41.8%
	AVG. PRICE	\$772,840	\$803,198	3.9%
	DAYS ON MARKET	56	59	5.4%
Baldwin	# OF SALES	111	83	-25.2%
	SALES VOLUME	\$55,778,517	\$49,172,400	-11.8%
	AVG. PRICE	\$502,509	\$592,439	17.9%
	DAYS ON MARKET	70	43	-38.6%
Bellmore	# OF SALES	87	71	-18.4%
	SALES VOLUME	\$57,675,698	\$51,874,748	-10.1%
	AVG. PRICE	\$662,939	\$730,630	10.2%
	DAYS ON MARKET	76	44	-42.1%
Bethpage	# OF SALES	78	58	-25.6%
	SALES VOLUME	\$44,452,706	\$36,994,500	-16.8%
	AVG. PRICE	\$569,906	\$637,836	11.9%
	DAYS ON MARKET	67	42	-37.3%
Brookville	# OF SALES	10	7	-30.0%
	SALES VOLUME	\$21,873,168	\$16,237,000	-25.8%
	AVG. PRICE	\$2,187,317	\$2,319,571	6.0%
	DAYS ON MARKET	193	85	-56.0%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Carle Place	# OF SALES	7	11	57.1%
	SALES VOLUME	\$4,107,875	\$7,537,000	83.5%
	AVG. PRICE	\$586,839	\$685,182	16.8%
	DAYS ON MARKET	38	48	26.3%
Cedarhurst	# OF SALES	62	42	-32.3%
	SALES VOLUME	\$57,378,498	\$43,685,000	-23.9%
	AVG. PRICE	\$925,460	\$1,040,119	12.4%
	DAYS ON MARKET	93	76	-18.3%
Centre Island	# OF SALES	3	2	-33.3%
	SALES VOLUME	\$6,999,000	\$11,300,000	61.5%
	AVG. PRICE	\$2,333,000	\$5,650,000	142.2%
	DAYS ON MARKET	103	221	114.6%
Cove Neck	# OF SALES	1	1	0.0%
	SALES VOLUME	\$1,999,000	\$3,000,000	50.1%
	AVG. PRICE	\$1,999,000	\$3,000,000	50.1%
	DAYS ON MARKET	57	7	-87.7%
East Hills	# OF SALES	23	17	-26.1%
	SALES VOLUME	\$28,290,425	\$26,645,999	-5.8%
	AVG. PRICE	\$1,230,018	\$1,567,412	27.4%
	DAYS ON MARKET	87	49	-43.7%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
East Meadow	# OF SALES	128	101	-21.1%
	SALES VOLUME	\$74,396,550	\$66,173,900	-11.1%
	AVG. PRICE	\$581,223	\$655,187	12.7%
	DAYS ON MARKET	50	39	-22.0%
Farmingdale	# OF SALES	92	95	3.3%
	SALES VOLUME	\$49,084,048	\$57,765,562	17.7%
	AVG. PRICE	\$533,522	\$608,059	14.0%
	DAYS ON MARKET	51	43	-15.7%
Freeport	# OF SALES	112	91	-18.7%
	SALES VOLUME	\$54,338,474	\$50,143,937	-7.7%
	AVG. PRICE	\$485,165	\$551,032	13.6%
	DAYS ON MARKET	81	57	-29.6%
Garden City	# OF SALES	92	74	-19.6%
	SALES VOLUME	\$100,197,077	\$91,771,563	-8.4%
	AVG. PRICE	\$1,089,099	\$1,240,156	13.9%
	DAYS ON MARKET	45	42	-6.7%
Glen Cove	# OF SALES	77	71	-7.8%
	SALES VOLUME	\$51,255,615	\$57,343,900	11.9%
	AVG. PRICE	\$665,657	\$807,661	21.3%
	DAYS ON MARKET	86	61	-29.1%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Glen Head	# OF SALES	32	25	-21.9%
	SALES VOLUME	\$26,444,540	\$22,303,700	-15.7%
	AVG. PRICE	\$826,392	\$892,148	8.0%
	DAYS ON MARKET	54	58	7.4%
Great Neck	# OF SALES	102	103	1.0%
	SALES VOLUME	\$147,905,955	\$162,960,795	10.2%
	AVG. PRICE	\$1,450,058	\$1,582,144	9.1%
	DAYS ON MARKET	85	77	-9.4%
Greenvale	# OF SALES	2	6	200.0%
	SALES VOLUME	\$1,377,500	\$4,387,000	218.5%
	AVG. PRICE	\$688,750	\$731,167	6.2%
	DAYS ON MARKET	32	49	53.1%
Hewlett	# OF SALES	20	25	25.0%
	SALES VOLUME	\$13,650,615	\$20,655,500	51.3%
	AVG. PRICE	\$682,531	\$826,220	21.1%
	DAYS ON MARKET	139	98	-29.5%
Hewlett Harbor	# OF SALES	6	4	-33.3%
	SALES VOLUME	\$6,920,500	\$5,645,000	-18.4%
	AVG. PRICE	\$1,153,417	\$1,411,250	22.4%
	DAYS ON MARKET	44	56	27.3%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Hewlett Bay Park	# OF SALES	3	1	-66.7%
	SALES VOLUME	\$6,750,000	\$1,800,000	-73.3%
	AVG. PRICE	\$2,250,000	\$1,800,000	-20.0%
	DAYS ON MARKET	188	210	11.7%
Hewlett Neck	# OF SALES	0	0	0.0%
	SALES VOLUME	\$0	\$0	-
	AVG. PRICE	\$0	\$0	-
	DAYS ON MARKET	0	0	-
Hicksville	# OF SALES	133	113	-15.0%
	SALES VOLUME	\$77,612,863	\$72,199,387	-7.0%
	AVG. PRICE	\$583,555	\$638,933	9.5%
	DAYS ON MARKET	74	50	-32.4%
Island Park	# OF SALES	31	25	-19.4%
	SALES VOLUME	\$17,230,500	\$15,584,875	-9.6%
	AVG. PRICE	\$555,823	\$623,395	12.2%
	DAYS ON MARKET	92	72	-21.7%
Jericho	# OF SALES	40	37	-7.5%
	SALES VOLUME	\$38,499,888	\$42,202,688	9.6%
	AVG. PRICE	\$962,497	\$1,140,613	18.5%
	DAYS ON MARKET	110	61	-44.5%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Kings Point	# OF SALES	2	0	0.0%
	SALES VOLUME	\$4,152,000	\$0	-
	AVG. PRICE	\$2,076,000	\$0	-
	DAYS ON MARKET	30	0	-
Lattingtown	# OF SALES	7	3	-57.1%
	SALES VOLUME	\$10,055,000	\$5,200,000	-48.3%
	AVG. PRICE	\$1,436,429	\$1,733,333	20.7%
	DAYS ON MARKET	205	137	-33.2%
Laurel Hollow	# OF SALES	9	7	-22.2%
	SALES VOLUME	\$14,926,000	\$12,780,000	-14.4%
	AVG. PRICE	\$1,658,444	\$1,825,714	10.1%
	DAYS ON MARKET	115	88	-23.5%
Lawrence	# OF SALES	6	6	0.0%
	SALES VOLUME	\$8,662,000	\$9,974,000	15.1%
	AVG. PRICE	\$1,443,667	\$1,662,333	15.1%
	DAYS ON MARKET	50	136	172.0%
Levittown	# OF SALES	168	133	-20.8%
	SALES VOLUME	\$85,354,978	\$76,944,814	-9.9%
	AVG. PRICE	\$508,065	\$578,532	13.9%
	DAYS ON MARKET	53	36	-32.1%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Locust Valley	# OF SALES	30	9	-70.0%
	SALES VOLUME	\$37,947,999	\$11,479,000	-69.8%
	AVG. PRICE	\$1,264,933	\$1,275,444	0.8%
	DAYS ON MARKET	86	114	32.6%
Long Beach	# OF SALES	84	70	-16.7%
	SALES VOLUME	\$61,935,114	\$60,548,922	-2.2%
	AVG. PRICE	\$737,323	\$864,985	17.3%
	DAYS ON MARKET	85	64	-24.7%
Lynbrook	# OF SALES	80	52	-35.0%
	SALES VOLUME	\$46,892,634	\$34,888,500	-25.6%
	AVG. PRICE	\$586,158	\$670,933	14.5%
	DAYS ON MARKET	53	51	-3.8%
Manhasset	# OF SALES	51	52	2.0%
	SALES VOLUME	\$95,078,750	\$133,516,379	40.4%
	AVG. PRICE	\$1,864,289	\$2,567,623	37.7%
	DAYS ON MARKET	66	79	19.7%
Manhasset Hills	# OF SALES	16	8	-50.0%
	SALES VOLUME	\$16,749,425	\$10,655,000	-36.4%
	AVG. PRICE	\$1,046,839	\$1,331,875	27.2%
	DAYS ON MARKET	77	41	-46.8%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Massapequa	# OF SALES	268	203	-24.3%
	SALES VOLUME	\$159,543,042	\$137,243,889	-14.0%
	AVG. PRICE	\$595,310	\$676,078	13.6%
	DAYS ON MARKET	62	38	-38.7%
Massapequa Park	# OF SALES	77	49	-36.4%
	SALES VOLUME	\$44,262,600	\$33,027,650	-25.4%
	AVG. PRICE	\$574,839	\$674,034	17.3%
	DAYS ON MARKET	59	45	-23.7%
Matinecock	# OF SALES	1	1	0.0%
	SALES VOLUME	\$2,610,000	\$2,850,000	9.2%
	AVG. PRICE	\$2,610,000	\$2,850,000	9.2%
	DAYS ON MARKET	108	156	44.4%
Merrick	# OF SALES	184	112	-39.1%
	SALES VOLUME	\$127,345,848	\$81,522,989	-36.0%
	AVG. PRICE	\$692,097	\$727,884	5.2%
	DAYS ON MARKET	64	46	-28.1%
Mill Neck	# OF SALES	9	2	-77.8%
	SALES VOLUME	\$16,370,000	\$4,575,000	-72.1%
	AVG. PRICE	\$1,818,889	\$2,287,500	25.8%
	DAYS ON MARKET	150	47	-68.7%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Mineola	# OF SALES	34	37	8.8%
	SALES VOLUME	\$22,868,088	\$25,014,500	9.4%
	AVG. PRICE	\$672,591	\$676,068	0.5%
	DAYS ON MARKET	51	52	2.0%
Muttontown	# OF SALES	15	11	-26.7%
	SALES VOLUME	\$24,867,888	\$22,378,500	-10.0%
	AVG. PRICE	\$1,657,859	\$2,034,409	22.7%
	DAYS ON MARKET	204	97	-52.5%
New Hyde Park	# OF SALES	91	97	6.6%
	SALES VOLUME	\$65,735,287	\$75,324,947	14.6%
	AVG. PRICE	\$722,366	\$776,546	7.5%
	DAYS ON MARKET	69	50	-27.5%
North Bellmore	# OF SALES	44	45	2.3%
	SALES VOLUME	\$25,329,198	\$29,216,890	15.3%
	AVG. PRICE	\$575,664	\$649,264	12.8%
	DAYS ON MARKET	47	40	-14.9%
North Woodmere	# OF SALES	18	10	-44.4%
	SALES VOLUME	\$14,860,500	\$9,799,000	-34.1%
	AVG. PRICE	\$825,583	\$979,900	18.7%
	DAYS ON MARKET	106	49	-53.8%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Oceanside	# OF SALES	84	91	8.3%
	SALES VOLUME	\$47,762,872	\$60,388,898	26.4%
	AVG. PRICE	\$568,606	\$663,614	16.7%
	DAYS ON MARKET	63	60	-4.8%
Old Bethpage	# OF SALES	21	23	9.5%
	SALES VOLUME	\$13,882,499	\$19,380,688	39.6%
	AVG. PRICE	\$661,071	\$842,639	27.5%
	DAYS ON MARKET	49	65	32.7%
Old Brookville	# OF SALES	6	3	-50.0%
	SALES VOLUME	\$10,759,000	\$8,623,317	-19.9%
	AVG. PRICE	\$1,793,167	\$2,874,439	60.3%
	DAYS ON MARKET	73	46	-37.0%
Old Westbury	# OF SALES	16	6	-62.5%
	SALES VOLUME	\$33,966,420	\$30,265,000	-10.9%
	AVG. PRICE	\$2,122,901	\$5,044,167	137.6%
	DAYS ON MARKET	170	141	-17.1%
Oyster Bay	# OF SALES	41	22	-46.3%
	SALES VOLUME	\$28,702,350	\$17,520,000	-39.0%
	AVG. PRICE	\$700,057	\$796,364	13.8%
	DAYS ON MARKET	89	54	-39.3%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Oyster Bay Cove	# OF SALES	9	10	11.1%
	SALES VOLUME	\$10,177,500	\$25,665,000	152.2%
	AVG. PRICE	\$1,130,833	\$2,566,500	127.0%
	DAYS ON MARKET	130	105	-19.2%
Plainview	# OF SALES	114	96	-15.8%
	SALES VOLUME	\$78,354,239	\$72,825,687	-7.1%
	AVG. PRICE	\$687,318	\$758,601	10.4%
	DAYS ON MARKET	59	37	-37.3%
Point Lookout	# OF SALES	22	9	-59.1%
	SALES VOLUME	\$23,377,995	\$10,754,000	-54.0%
	AVG. PRICE	\$1,062,636	\$1,194,889	12.4%
	DAYS ON MARKET	157	65	-58.6%
Port Washington	# OF SALES	84	70	-16.7%
	SALES VOLUME	\$81,385,999	\$70,433,999	-13.5%
	AVG. PRICE	\$968,881	\$1,006,200	3.9%
	DAYS ON MARKET	61	52	-14.8%
Rockville Centre	# OF SALES	96	54	-43.7%
	SALES VOLUME	\$80,637,670	\$45,788,316	-43.2%
	AVG. PRICE	\$839,976	\$847,932	0.9%
	DAYS ON MARKET	64	57	-10.9%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Roslyn	# OF SALES	21	14	-33.3%
	SALES VOLUME	\$23,416,000	\$19,599,000	-16.3%
	AVG. PRICE	\$1,115,048	\$1,399,929	25.5%
	DAYS ON MARKET	108	61	-43.5%
Roslyn Estates	# OF SALES	8	5	-37.5%
	SALES VOLUME	\$12,067,500	\$9,420,000	-21.9%
	AVG. PRICE	\$1,508,438	\$1,884,000	24.9%
	DAYS ON MARKET	81	147	81.5%
Roslyn Harbor	# OF SALES	8	4	-50.0%
	SALES VOLUME	\$13,842,000	\$10,175,000	-26.5%
	AVG. PRICE	\$1,730,250	\$2,543,750	47.0%
	DAYS ON MARKET	202	145	-28.2%
Roslyn Heights	# OF SALES	26	20	-23.1%
	SALES VOLUME	\$27,476,100	\$19,484,257	-29.1%
	AVG. PRICE	\$1,056,773	\$974,213	-7.8%
	DAYS ON MARKET	92	60	-34.8%
Sands Point	# OF SALES	12	6	-50.0%
	SALES VOLUME	\$37,605,000	\$17,407,500	-53.7%
	AVG. PRICE	\$3,133,750	\$2,901,250	-7.4%
	DAYS ON MARKET	172	96	-44.2%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Sea Cliff	# OF SALES	27	12	-55.6%
	SALES VOLUME	\$24,234,000	\$11,921,000	-50.8%
	AVG. PRICE	\$897,556	\$993,417	10.7%
	DAYS ON MARKET	67	114	70.1%
Seaford	# OF SALES	75	55	-26.7%
	SALES VOLUME	\$42,275,803	\$33,267,054	-21.3%
	AVG. PRICE	\$563,677	\$604,856	7.3%
	DAYS ON MARKET	55	38	-30.9%
Syosset	# OF SALES	103	65	-36.9%
	SALES VOLUME	\$89,585,144	\$64,375,000	-28.1%
	AVG. PRICE	\$869,759	\$990,385	13.9%
	DAYS ON MARKET	82	63	-23.2%
Upper Brookville	# OF SALES	4	9	125.0%
	SALES VOLUME	\$8,400,000	\$20,479,800	143.8%
	AVG. PRICE	\$2,100,000	\$2,275,533	8.4%
	DAYS ON MARKET	191	81	-57.6%
Williston Park	# OF SALES	21	18	-14.3%
	SALES VOLUME	\$14,547,000	\$13,118,500	-9.8%
	AVG. PRICE	\$692,714	\$728,806	5.2%
	DAYS ON MARKET	52	34	-34.6%

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NASSAU COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
East Williston	# OF SALES	5	5	0.0%
	SALES VOLUME	\$5,864,000	\$6,674,000	13.8%
	AVG. PRICE	\$1,172,800	\$1,334,800	13.8%
	DAYS ON MARKET	55	61	10.9%
Westbury	# OF SALES	111	92	-17.1%
	SALES VOLUME	\$65,964,540	\$60,003,332	-9.0%
	AVG. PRICE	\$594,275	\$652,210	9.7%
	DAYS ON MARKET	62	50	-19.4%
Woodbury	# OF SALES	28	19	-32.1%
	SALES VOLUME	\$32,673,893	\$29,454,638	-9.9%
	AVG. PRICE	\$1,166,925	\$1,550,244	32.8%
	DAYS ON MARKET	101	61	-39.6%

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SUFFOLK COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Cold Spring Harbor	# OF SALES	26	12	-53.8%
	SALES VOLUME	\$46,346,500	\$23,234,000	-49.9%
	AVG. PRICE	\$1,782,558	\$1,936,167	8.6%
	DAYS ON MARKET	110	99	-10.0%
Commack	# OF SALES	110	85	-22.7%
	SALES VOLUME	\$63,846,498	\$54,245,039	-15.0%
	AVG. PRICE	\$580,423	\$638,177	10.0%
	DAYS ON MARKET	37	44	18.9%
Dix Hills	# OF SALES	136	88	-35.3%
	SALES VOLUME	\$120,412,662	\$86,802,000	-27.9%
	AVG. PRICE	\$885,387	\$986,386	11.4%
	DAYS ON MARKET	63	54	-14.3%
Fort Salonga	# OF SALES	11	7	-36.4%
	SALES VOLUME	\$10,545,999	\$7,060,000	-33.1%
	AVG. PRICE	\$958,727	\$1,008,571	5.2%
	DAYS ON MARKET	82	49	-40.2%
Huntington	# OF SALES	193	135	-30.1%
	SALES VOLUME	\$143,719,533	\$106,665,786	-25.8%
	AVG. PRICE	\$744,661	\$790,117	6.1%
	DAYS ON MARKET	51	61	19.6%

Long Island Market Report

SUFFOLK COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Huntington Bay	# OF SALES	11	5	-54.5%
	SALES VOLUME	\$14,099,000	\$8,090,000	-42.6%
	AVG. PRICE	\$1,281,727	\$1,618,000	26.2%
	DAYS ON MARKET	82	123	50.0%
Huntington Station	# OF SALES	118	99	-16.1%
	SALES VOLUME	\$59,459,199	\$53,946,131	-9.3%
	AVG. PRICE	\$503,892	\$544,910	8.1%
	DAYS ON MARKET	45	45	0.0%
Lloyd Harbor	# OF SALES	20	11	-45.0%
	SALES VOLUME	\$34,666,941	\$24,607,000	-29.0%
	AVG. PRICE	\$1,733,347	\$2,237,000	29.1%
	DAYS ON MARKET	91	57	-37.4%
Lloyd Neck	# OF SALES	7	3	-57.1%
	SALES VOLUME	\$10,479,200	\$4,024,000	-61.6%
	AVG. PRICE	\$1,497,029	\$1,341,333	-10.4%
	DAYS ON MARKET	137	63	-54.0%
Melville	# OF SALES	59	37	-37.3%
	SALES VOLUME	\$53,089,995	\$30,035,500	-43.4%
	AVG. PRICE	\$899,830	\$811,770	-9.8%
	DAYS ON MARKET	56	42	-25.0%

Long Island Market Report

SUFFOLK COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Moriches	# OF SALES	4	3	-25.0%
	SALES VOLUME	\$1,811,650	\$1,863,999	2.9%
	AVG. PRICE	\$452,913	\$621,333	37.2%
	DAYS ON MARKET	33	26	-21.2%
Mount Sinai	# OF SALES	45	37	-17.8%
	SALES VOLUME	\$27,705,688	\$26,800,023	-3.3%
	AVG. PRICE	\$615,682	\$724,325	17.6%
	DAYS ON MARKET	75	45	-40.0%
Nesconset	# OF SALES	51	43	-15.7%
	SALES VOLUME	\$27,046,326	\$25,803,427	-4.6%
	AVG. PRICE	\$530,320	\$600,080	13.2%
	DAYS ON MARKET	49	44	-10.2%
Nissequogue	# OF SALES	10	7	-30.0%
	SALES VOLUME	\$12,568,500	\$8,257,500	-34.3%
	AVG. PRICE	\$1,256,850	\$1,179,643	-6.1%
	DAYS ON MARKET	56	75	33.9%
Northport	# OF SALES	111	63	-43.2%
	SALES VOLUME	\$95,804,575	\$56,838,817	-40.7%
	AVG. PRICE	\$863,104	\$902,203	4.5%
	DAYS ON MARKET	92	67	-27.2%

Long Island Market Report

SUFFOLK COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
East Northport	# OF SALES	111	84	-24.3%
	SALES VOLUME	\$62,900,015	\$51,818,050	-17.6%
	AVG. PRICE	\$566,667	\$616,882	8.9%
	DAYS ON MARKET	46	37	-19.6%
Patchogue	# OF SALES	144	146	1.4%
	SALES VOLUME	\$57,606,156	\$69,049,420	19.9%
	AVG. PRICE	\$400,043	\$472,941	18.2%
	DAYS ON MARKET	49	42	-14.3%
Saint James	# OF SALES	64	33	-48.4%
	SALES VOLUME	\$40,700,500	\$22,519,500	-44.7%
	AVG. PRICE	\$635,945	\$682,409	7.3%
	DAYS ON MARKET	69	50	-27.5%
Sayville	# OF SALES	53	46	-13.2%
	SALES VOLUME	\$27,604,406	\$28,106,123	1.8%
	AVG. PRICE	\$520,838	\$611,003	17.3%
	DAYS ON MARKET	43	32	-25.6%
Setauket	# OF SALES	112	84	-25.0%
	SALES VOLUME	\$71,732,990	\$57,615,072	-19.7%
	AVG. PRICE	\$640,473	\$685,894	7.1%
	DAYS ON MARKET	55	43	-21.8%

Long Island Market Report

SUFFOLK COUNTY, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Smithtown	# OF SALES	130	120	-7.7%
	SALES VOLUME	\$77,018,279	\$83,842,911	8.9%
	AVG. PRICE	\$592,448	\$698,691	17.9%
	DAYS ON MARKET	54	41	-24.1%

Long Island Market Report

NORTH FORK, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Aquebogue	# OF SALES	19	10	-47.4%
	SALES VOLUME	\$9,921,000	\$8,660,500	-12.7%
	AVG. PRICE	\$522,158	\$866,050	65.9%
	DAYS ON MARKET	67	67	0.0%
Baiting Hollow	# OF SALES	17	10	-41.2%
	SALES VOLUME	\$10,529,665	\$5,107,000	-51.5%
	AVG. PRICE	\$619,392	\$510,700	-17.5%
	DAYS ON MARKET	77	54	-29.9%
Cutchogue	# OF SALES	24	15	-37.5%
	SALES VOLUME	\$22,625,299	\$15,539,500	-31.3%
	AVG. PRICE	\$942,721	\$1,035,967	9.9%
	DAYS ON MARKET	58	37	-36.2%
East Marion	# OF SALES	13	5	-61.5%
	SALES VOLUME	\$12,254,500	\$5,739,000	-53.2%
	AVG. PRICE	\$942,654	\$1,147,800	21.8%
	DAYS ON MARKET	66	56	-15.2%
Greenport	# OF SALES	23	21	-8.7%
	SALES VOLUME	\$19,965,499	\$19,706,500	-1.3%
	AVG. PRICE	\$868,065	\$938,405	8.1%
	DAYS ON MARKET	154	38	-75.3%

Long Island Market Report

NORTH FORK, Q4 2021 CLOSED SALES

Town		Q4 2020	Q4 2021	% Change
Jamesport	# OF SALES	12	9	-25.0%
	SALES VOLUME	\$7,610,000	\$10,408,000	36.8%
	AVG. PRICE	\$634,167	\$1,156,444	82.4%
	DAYS ON MARKET	39	80	105.1%
Laurel	# OF SALES	8	2	-75.0%
	SALES VOLUME	\$6,856,999	\$2,865,000	-58.2%
	AVG. PRICE	\$857,125	\$1,432,500	67.1%
	DAYS ON MARKET	77	26	-66.2%
Mattituck	# OF SALES	29	25	-13.8%
	SALES VOLUME	\$24,463,822	\$32,527,999	33.0%
	AVG. PRICE	\$843,580	\$1,301,120	54.2%
	DAYS ON MARKET	60	74	23.3%
New Suffolk	# OF SALES	5	2	-60.0%
	SALES VOLUME	\$6,790,000	\$3,030,000	-55.4%
	AVG. PRICE	\$1,358,000	\$1,515,000	11.6%
	DAYS ON MARKET	85	124	45.9%
Orient	# OF SALES	6	5	-16.7%
	SALES VOLUME	\$7,718,000	\$7,703,000	-0.2%
	AVG. PRICE	\$1,286,333	\$1,540,600	19.8%
	DAYS ON MARKET	70	118	68.6%

Long Island Market Report

NORTH FORK, Q4 2021 CLOSED SALES

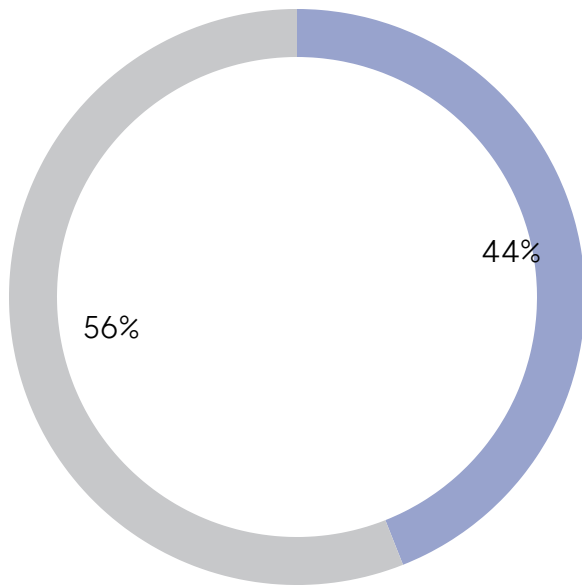
Town		Q4 2020	Q4 2021	% Change
Peconic	# OF SALES	10	2	-80.0%
	SALES VOLUME	\$12,940,000	\$2,550,000	-80.3%
	AVG. PRICE	\$1,294,000	\$1,275,000	-1.5%
	DAYS ON MARKET	139	72	-48.2%
Southold	# OF SALES	56	26	-53.6%
	SALES VOLUME	\$59,784,500	\$26,768,500	-55.2%
	AVG. PRICE	\$1,067,580	\$1,029,558	-3.6%
	DAYS ON MARKET	68	47	-30.9%

Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

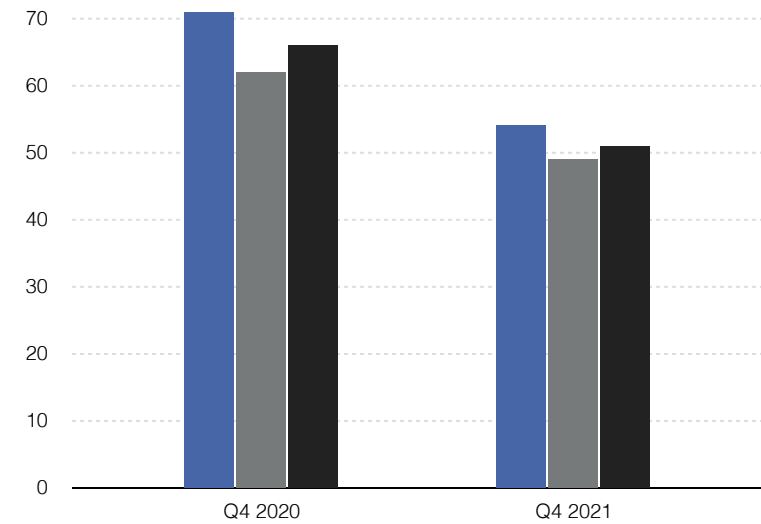
Closed Sales Volume Market Share

■ 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 2020 and Q4 2021.

Long Island Market Report

NASSAU, SUFFOLK, OVERALL

		Q4 2020	Q4 2021	% Change
Nassau County	# OF SALES	4,197	3,349	-20.2%
	SALES VOLUME	\$3,096,557,706	\$2,792,357,258	-9.8%
	AVERAGE PRICE	\$737,803	\$833,788	13.0%
	AVERAGE DOM	71	54	-23.9%
Suffolk County	# OF SALES	5,290	4,321	-18.3%
	SALES VOLUME	\$3,433,422,825	\$2,906,525,813	-15.3%
	AVERAGE PRICE	\$649,040	\$672,651	3.6%
	AVERAGE DOM	62	49	-21.0%
Overall	# OF SALES	9,487	7,670	-19.2%
	SALES VOLUME	\$6,529,980,531	\$5,698,883,071	-12.7%
	AVERAGE PRICE	\$688,308	\$743,010	7.9%
	AVERAGE DOM	66	51	-22.7%

*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 {{ prev Year }} and Q4 2021.

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Q4 2021

Long Island Luxury Market Report

COMPASS



19 Pen Mor Drive

\$3M+ Closed Sales

NASSAU, SUFFOLK, OVERALL

		Q4 2020	Q4 2021	% Change
Nassau County	# OF SALES	23	33	43.5%
	SALES VOLUME	\$100,719,000	\$181,217,800	79.9%
	AVERAGE PRICE	\$4,379,087	\$5,491,448	25.4%
	AVERAGE DOM	170	126	-25.9%
Suffolk County	# OF SALES	67	51	-23.9%
	SALES VOLUME	\$337,230,867	\$259,292,447	-23.1%
	AVERAGE PRICE	\$5,033,297	\$5,084,166	1.0%
	AVERAGE DOM	171	137	-19.9%
Overall	# OF SALES	90	84	-6.7%
	SALES VOLUME	\$437,949,867	\$440,510,247	0.6%
	AVERAGE PRICE	\$4,866,110	\$5,244,170	7.8%
	AVERAGE DOM	171	133	-22.2%

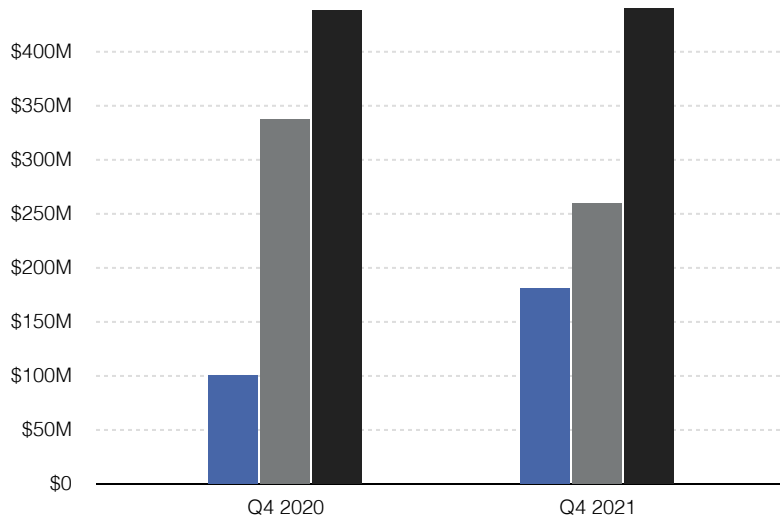
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\$3M+ Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

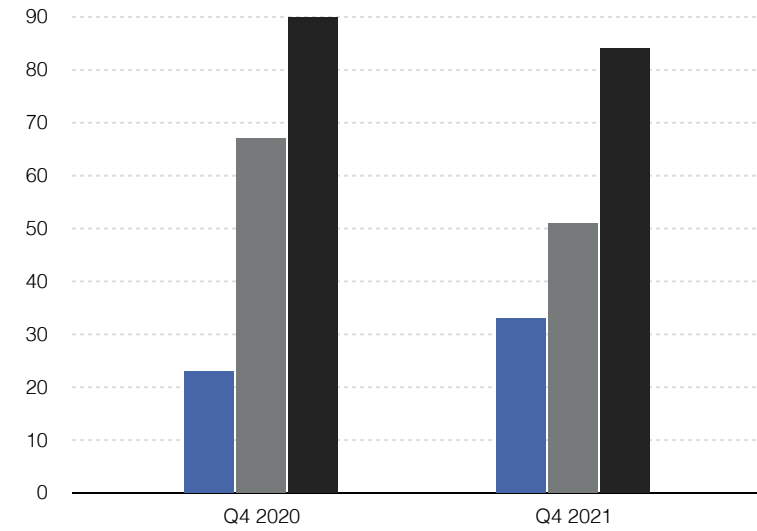
Closed Luxury Sales Volume

■ Nassau County ■ Suffolk County ■ Overall



Number of Luxury Closed Sales

■ Nassau County ■ Suffolk County ■ Overall



*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 October 1, 2020 and December 31, 2020.

INTRODUCING

COMPASS

CONCIERGE



The Compass Concierge program is the latest in a suite of services designed to prepare your home for market. From deep-cleaning to cosmetic improvements, we will work together to assess opportunities to elevate your home's value.

Compass Concierge will provide you with a tailored plan for updating and staging your home, and the means to execute it. We will front the costs associated with home-selling improvements and only collect payment for the services rendered at the time of the property's closing.



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