

Q3 2021

Long Island Market Report

COMPASS



102 3rd Street

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SOURCES

OneKey MLS

Leaves are rustling and Long Island's real estate market is bustling. Sales are up 16.5% year-over-year and sales volume is up 33.5% from Q3 of 2020.

Multiple bid situations resulting in highest and best and minimal days on market are the new norm in 2021. The healthy growth of the market remains fueled by low mortgage rates, urban buyers moving East to the suburbs and record low inventory.

In the 3rd Quarter of 2021 Nassau County saw 24.5% increase in number of sales, 16.8% increase in average selling price and 43.4% decrease in days on market year over year.

Further to the East in the 3rd Quarter of 2021 Suffolk County saw 10.5% increase in number of sales, 11% increase in average selling price and 45% decrease in days on market year of year.

Long Island's luxury market is not as robust as it was in Q3 2020. \$3Million + listings have seen only a 1.5% decrease in days on market across both Nassau and Suffolk Counties. The increase in the number of sales in the luxury market is 66.7% increase in Nassau and -3% increase in Suffolk, significantly less than Q3 2020. There has been a bit of a market correction here, while transactions are up and days on market are down, the average

price of the luxury product has only increased 2% across Nassau and Suffolk year over year.

Seasonal factors continue to affect our thriving Long Island market, while demand is up we are seeing a return to a healthier less frantic market. Our Q3 Market Report shows that the Long Island market remains a healthy one that has certainly bounced back year over year. As our villages and neighborhoods thrive with Fall festivals and homecomings, the real estate market too will continue to thrive as Long Island remains a top destination for the discerning buyer.

SENIOR MANAGING DIRECTOR

Dennis McCarthy

Compass has brought a modern real estate experience to Long Island



MANHASSET

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Manhasset, NY 11030
516.517.4751

ROSLYN

69 Roslyn Road
Roslyn, NY 11576
516.200.1098

OCEANSIDE

2800 Long Beach Road
Oceanside, NY 11572
516.764.6060

LOCUST VALLEY

41 The Plaza
Locust Valley, NY 11560
516.500.8271

HUNTINGTON

16A Wall Street
Huntington, NY 11743
631.629.7719

GARDEN CITY

182 Seventh Street
Garden City, NY 11530
516.764.6060

FIVE TOWNS

1208 Broadway
Hewlett, NY 11557
516.791.1313

SYOSSET

485 Underhill Blvd, Suite 200
Syosset, NY 11791
516.408.2231

WOODBURY

8285 Jericho Parkway
Woodbury, NY 11797
516.703.3360

ROCKVILLE CENTRE

100 Merrick Rd, Suite 430W
Rockville Centre, NY 11570
516.703.3378

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, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Albertson	# OF SALES	10	16	60.0%
	SALES VOLUME	\$7,790,000	\$14,265,000	83.1%
	AVG. PRICE	\$779,000	\$891,563	14.4%
	DAYS ON MARKET	45	33	-26.7%
Baldwin	# OF SALES	93	79	-15.1%
	SALES VOLUME	\$46,020,599	\$46,830,470	1.8%
	AVG. PRICE	\$494,845	\$592,791	19.8%
	DAYS ON MARKET	77	41	-46.8%
Bellmore	# OF SALES	54	61	13.0%
	SALES VOLUME	\$33,653,208	\$43,213,700	28.4%
	AVG. PRICE	\$623,208	\$708,421	13.7%
	DAYS ON MARKET	81	35	-56.8%
Bethpage	# OF SALES	57	74	29.8%
	SALES VOLUME	\$31,121,550	\$44,620,788	43.4%
	AVG. PRICE	\$545,992	\$602,984	10.4%
	DAYS ON MARKET	67	40	-40.3%
Brookville	# OF SALES	6	12	100.0%
	SALES VOLUME	\$9,155,000	\$29,545,000	222.7%
	AVG. PRICE	\$1,525,833	\$2,462,083	61.4%
	DAYS ON MARKET	103	169	64.1%

Long Island Market Report

NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Carle Place	# OF SALES	11	16	45.5%
	SALES VOLUME	\$6,057,000	\$11,248,700	85.7%
	AVG. PRICE	\$550,636	\$703,044	27.7%
	DAYS ON MARKET	82	54	-34.1%
Cedarhurst	# OF SALES	36	56	55.6%
	SALES VOLUME	\$29,415,900	\$54,911,990	86.7%
	AVG. PRICE	\$817,108	\$980,571	20.0%
	DAYS ON MARKET	86	52	-39.5%
Centre Island	# OF SALES	5	1	-80.0%
	SALES VOLUME	\$13,710,000	\$1,200,000	-91.2%
	AVG. PRICE	\$2,742,000	\$1,200,000	-56.2%
	DAYS ON MARKET	328	4	-98.8%
Cove Neck	# OF SALES	2	0	0.0%
	SALES VOLUME	\$6,250,000	\$0	-
	AVG. PRICE	\$3,125,000	\$0	-
	DAYS ON MARKET	265	0	-
East Hills	# OF SALES	32	22	-31.2%
	SALES VOLUME	\$42,020,000	\$30,407,018	-27.6%
	AVG. PRICE	\$1,313,125	\$1,382,137	5.3%
	DAYS ON MARKET	96	41	-57.3%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
East Meadow	# OF SALES	81	112	38.3%
	SALES VOLUME	\$45,033,987	\$74,644,757	65.8%
	AVG. PRICE	\$555,975	\$666,471	19.9%
	DAYS ON MARKET	63	32	-49.2%
Farmingdale	# OF SALES	61	77	26.2%
	SALES VOLUME	\$29,830,534	\$45,805,358	53.6%
	AVG. PRICE	\$489,025	\$594,875	21.6%
	DAYS ON MARKET	66	41	-37.9%
Freeport	# OF SALES	86	79	-8.1%
	SALES VOLUME	\$37,543,138	\$42,969,277	14.5%
	AVG. PRICE	\$436,548	\$543,915	24.6%
	DAYS ON MARKET	101	60	-40.6%
Garden City	# OF SALES	72	94	30.6%
	SALES VOLUME	\$71,389,714	\$110,371,708	54.6%
	AVG. PRICE	\$991,524	\$1,174,167	18.4%
	DAYS ON MARKET	75	49	-34.7%
Glen Cove	# OF SALES	56	68	21.4%
	SALES VOLUME	\$38,180,238	\$54,515,388	42.8%
	AVG. PRICE	\$681,790	\$801,697	17.6%
	DAYS ON MARKET	99	61	-38.4%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Glen Head	# OF SALES	17	28	64.7%
	SALES VOLUME	\$12,700,000	\$26,776,500	110.8%
	AVG. PRICE	\$747,059	\$956,304	28.0%
	DAYS ON MARKET	116	50	-56.9%
Great Neck	# OF SALES	55	128	132.7%
	SALES VOLUME	\$79,792,788	\$210,293,586	163.5%
	AVG. PRICE	\$1,450,778	\$1,642,919	13.2%
	DAYS ON MARKET	112	71	-36.6%
Greenvale	# OF SALES	2	5	150.0%
	SALES VOLUME	\$1,734,610	\$3,540,000	104.1%
	AVG. PRICE	\$867,305	\$708,000	-18.4%
	DAYS ON MARKET	101	66	-34.7%
Hewlett	# OF SALES	20	25	25.0%
	SALES VOLUME	\$14,583,750	\$18,194,499	24.8%
	AVG. PRICE	\$729,188	\$727,780	-0.2%
	DAYS ON MARKET	80	51	-36.2%
Hewlett Harbor	# OF SALES	2	8	300.0%
	SALES VOLUME	\$2,455,000	\$11,079,000	351.3%
	AVG. PRICE	\$1,227,500	\$1,384,875	12.8%
	DAYS ON MARKET	139	89	-36.0%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Hewlett Bay Park	# OF SALES	2	5	150.0%
	SALES VOLUME	\$4,850,000	\$11,472,500	136.5%
	AVG. PRICE	\$2,425,000	\$2,294,500	-5.4%
	DAYS ON MARKET	200	212	6.0%
Hewlett Neck	# OF SALES	1	4	300.0%
	SALES VOLUME	\$2,000,000	\$7,785,000	289.3%
	AVG. PRICE	\$2,000,000	\$1,946,250	-2.7%
	DAYS ON MARKET	143	152	6.3%
Hicksville	# OF SALES	80	114	42.5%
	SALES VOLUME	\$45,201,500	\$73,328,478	62.2%
	AVG. PRICE	\$565,019	\$643,232	13.8%
	DAYS ON MARKET	57	38	-33.3%
Island Park	# OF SALES	22	32	45.5%
	SALES VOLUME	\$10,325,400	\$20,127,121	94.9%
	AVG. PRICE	\$469,336	\$628,973	34.0%
	DAYS ON MARKET	69	63	-8.7%
Jericho	# OF SALES	23	47	104.3%
	SALES VOLUME	\$22,690,000	\$51,962,001	129.0%
	AVG. PRICE	\$986,522	\$1,105,574	12.1%
	DAYS ON MARKET	86	40	-53.5%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Kings Point	# OF SALES	0	1	0.0%
	SALES VOLUME	\$0	\$7,000,000	-
	AVG. PRICE	\$0	\$7,000,000	-
	DAYS ON MARKET	0	7	-
Lattingtown	# OF SALES	5	5	0.0%
	SALES VOLUME	\$5,855,000	\$7,449,999	27.2%
	AVG. PRICE	\$1,171,000	\$1,490,000	27.2%
	DAYS ON MARKET	130	129	-0.8%
Laurel Hollow	# OF SALES	8	16	100.0%
	SALES VOLUME	\$12,673,500	\$30,606,000	141.5%
	AVG. PRICE	\$1,584,188	\$1,912,875	20.7%
	DAYS ON MARKET	88	55	-37.5%
Lawrence	# OF SALES	10	5	-50.0%
	SALES VOLUME	\$13,195,000	\$6,189,000	-53.1%
	AVG. PRICE	\$1,319,500	\$1,237,800	-6.2%
	DAYS ON MARKET	142	58	-59.2%
Levittown	# OF SALES	130	153	17.7%
	SALES VOLUME	\$64,373,219	\$86,982,925	35.1%
	AVG. PRICE	\$495,179	\$568,516	14.8%
	DAYS ON MARKET	59	32	-45.8%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Locust Valley	# OF SALES	24	14	-41.7%
	SALES VOLUME	\$22,790,499	\$19,480,000	-14.5%
	AVG. PRICE	\$949,604	\$1,391,429	46.5%
	DAYS ON MARKET	159	93	-41.5%
Long Beach	# OF SALES	71	86	21.1%
	SALES VOLUME	\$45,884,333	\$75,362,931	64.2%
	AVG. PRICE	\$646,258	\$876,313	35.6%
	DAYS ON MARKET	90	74	-17.8%
Lynbrook	# OF SALES	50	60	20.0%
	SALES VOLUME	\$27,594,817	\$38,489,900	39.5%
	AVG. PRICE	\$551,896	\$641,498	16.2%
	DAYS ON MARKET	52	42	-19.2%
Manhasset	# OF SALES	67	86	28.4%
	SALES VOLUME	\$126,681,009	\$163,904,561	29.4%
	AVG. PRICE	\$1,890,761	\$1,905,867	0.8%
	DAYS ON MARKET	73	61	-16.4%
Manhasset Hills	# OF SALES	12	6	-50.0%
	SALES VOLUME	\$11,280,000	\$6,368,000	-43.5%
	AVG. PRICE	\$940,000	\$1,061,333	12.9%
	DAYS ON MARKET	59	27	-54.2%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Massapequa	# OF SALES	217	254	17.1%
	SALES VOLUME	\$127,262,368	\$165,128,026	29.8%
	AVG. PRICE	\$586,463	\$650,110	10.9%
	DAYS ON MARKET	65	38	-41.5%
Massapequa Park	# OF SALES	59	74	25.4%
	SALES VOLUME	\$34,347,070	\$50,630,213	47.4%
	AVG. PRICE	\$582,154	\$684,192	17.5%
	DAYS ON MARKET	45	38	-15.6%
Matinecock	# OF SALES	2	5	150.0%
	SALES VOLUME	\$6,300,000	\$18,062,491	186.7%
	AVG. PRICE	\$3,150,000	\$3,612,498	14.7%
	DAYS ON MARKET	138	175	26.8%
Merrick	# OF SALES	109	117	7.3%
	SALES VOLUME	\$71,482,450	\$86,512,249	21.0%
	AVG. PRICE	\$655,802	\$739,421	12.8%
	DAYS ON MARKET	79	36	-54.4%
Mill Neck	# OF SALES	1	1	0.0%
	SALES VOLUME	\$1,625,000	\$1,121,250	-31.0%
	AVG. PRICE	\$1,625,000	\$1,121,250	-31.0%
	DAYS ON MARKET	19	84	342.1%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Mineola	# OF SALES	24	37	54.2%
	SALES VOLUME	\$15,653,500	\$26,069,150	66.5%
	AVG. PRICE	\$652,229	\$704,572	8.0%
	DAYS ON MARKET	75	46	-38.7%
Muttontown	# OF SALES	16	16	0.0%
	SALES VOLUME	\$28,789,000	\$40,003,674	39.0%
	AVG. PRICE	\$1,799,313	\$2,500,230	39.0%
	DAYS ON MARKET	190	142	-25.3%
New Hyde Park	# OF SALES	48	99	106.3%
	SALES VOLUME	\$33,081,500	\$77,217,000	133.4%
	AVG. PRICE	\$689,198	\$779,970	13.2%
	DAYS ON MARKET	82	51	-37.8%
North Bellmore	# OF SALES	36	52	44.4%
	SALES VOLUME	\$19,490,500	\$34,293,500	75.9%
	AVG. PRICE	\$541,403	\$659,490	21.8%
	DAYS ON MARKET	61	28	-54.1%
North Woodmere	# OF SALES	11	17	54.5%
	SALES VOLUME	\$8,288,500	\$15,785,500	90.5%
	AVG. PRICE	\$753,500	\$928,559	23.2%
	DAYS ON MARKET	114	46	-59.6%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Oceanside	# OF SALES	85	87	2.4%
	SALES VOLUME	\$47,388,276	\$56,793,887	19.8%
	AVG. PRICE	\$557,509	\$652,803	17.1%
	DAYS ON MARKET	77	40	-48.1%
Old Bethpage	# OF SALES	15	19	26.7%
	SALES VOLUME	\$10,322,500	\$15,542,333	50.6%
	AVG. PRICE	\$688,167	\$818,018	18.9%
	DAYS ON MARKET	85	40	-52.9%
Old Brookville	# OF SALES	8	10	25.0%
	SALES VOLUME	\$20,099,000	\$28,771,500	43.1%
	AVG. PRICE	\$2,512,375	\$2,877,150	14.5%
	DAYS ON MARKET	146	83	-43.2%
Old Westbury	# OF SALES	10	16	60.0%
	SALES VOLUME	\$18,175,000	\$37,155,000	104.4%
	AVG. PRICE	\$1,817,500	\$2,322,188	27.8%
	DAYS ON MARKET	179	140	-21.8%
Oyster Bay	# OF SALES	20	33	65.0%
	SALES VOLUME	\$13,699,350	\$26,288,500	91.9%
	AVG. PRICE	\$684,968	\$796,621	16.3%
	DAYS ON MARKET	88	60	-31.8%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Oyster Bay Cove	# OF SALES	8	7	-12.5%
	SALES VOLUME	\$12,244,000	\$14,135,000	15.4%
	AVG. PRICE	\$1,530,500	\$2,019,286	31.9%
	DAYS ON MARKET	133	158	18.8%
Plainview	# OF SALES	63	116	84.1%
	SALES VOLUME	\$44,270,506	\$87,962,250	98.7%
	AVG. PRICE	\$702,706	\$758,295	7.9%
	DAYS ON MARKET	84	31	-63.1%
Point Lookout	# OF SALES	14	16	14.3%
	SALES VOLUME	\$12,134,000	\$17,740,250	46.2%
	AVG. PRICE	\$866,714	\$1,108,766	27.9%
	DAYS ON MARKET	156	67	-57.1%
Port Washington	# OF SALES	77	93	20.8%
	SALES VOLUME	\$84,933,000	\$104,950,331	23.6%
	AVG. PRICE	\$1,103,026	\$1,128,498	2.3%
	DAYS ON MARKET	73	45	-38.4%
Rockville Centre	# OF SALES	59	64	8.5%
	SALES VOLUME	\$45,635,700	\$58,814,498	28.9%
	AVG. PRICE	\$773,486	\$918,977	18.8%
	DAYS ON MARKET	93	37	-60.2%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Roslyn	# OF SALES	13	23	76.9%
	SALES VOLUME	\$14,222,000	\$31,681,300	122.8%
	AVG. PRICE	\$1,094,000	\$1,377,448	25.9%
	DAYS ON MARKET	59	46	-22.0%
Roslyn Estates	# OF SALES	4	6	50.0%
	SALES VOLUME	\$6,015,000	\$7,312,888	21.6%
	AVG. PRICE	\$1,503,750	\$1,218,815	-18.9%
	DAYS ON MARKET	89	27	-69.7%
Roslyn Harbor	# OF SALES	5	1	-80.0%
	SALES VOLUME	\$6,002,500	\$1,880,000	-68.7%
	AVG. PRICE	\$1,200,500	\$1,880,000	56.6%
	DAYS ON MARKET	116	88	-24.1%
Roslyn Heights	# OF SALES	26	30	15.4%
	SALES VOLUME	\$29,625,450	\$34,066,000	15.0%
	AVG. PRICE	\$1,139,440	\$1,135,533	-0.3%
	DAYS ON MARKET	158	73	-53.8%
Sands Point	# OF SALES	21	14	-33.3%
	SALES VOLUME	\$70,104,000	\$48,314,018	-31.1%
	AVG. PRICE	\$3,338,286	\$3,451,001	3.4%
	DAYS ON MARKET	113	103	-8.8%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Sea Cliff	# OF SALES	18	31	72.2%
	SALES VOLUME	\$15,433,300	\$32,539,300	110.8%
	AVG. PRICE	\$857,406	\$1,049,655	22.4%
	DAYS ON MARKET	118	52	-55.9%
Seaford	# OF SALES	65	68	4.6%
	SALES VOLUME	\$36,023,990	\$42,845,949	18.9%
	AVG. PRICE	\$554,215	\$630,087	13.7%
	DAYS ON MARKET	69	30	-56.5%
Syosset	# OF SALES	75	101	34.7%
	SALES VOLUME	\$65,362,583	\$98,122,061	50.1%
	AVG. PRICE	\$871,501	\$971,506	11.5%
	DAYS ON MARKET	97	36	-62.9%
Upper Brookville	# OF SALES	5	13	160.0%
	SALES VOLUME	\$8,059,900	\$27,040,000	235.5%
	AVG. PRICE	\$1,611,980	\$2,080,000	29.0%
	DAYS ON MARKET	305	122	-60.0%
Williston Park	# OF SALES	15	18	20.0%
	SALES VOLUME	\$9,311,000	\$14,493,000	55.7%
	AVG. PRICE	\$620,733	\$805,167	29.7%
	DAYS ON MARKET	83	29	-65.1%

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NASSAU COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
East Williston	# OF SALES	10	7	-30.0%
	SALES VOLUME	\$9,858,700	\$7,973,000	-19.1%
	AVG. PRICE	\$985,870	\$1,139,000	15.5%
	DAYS ON MARKET	144	41	-71.5%
Westbury	# OF SALES	74	78	5.4%
	SALES VOLUME	\$38,958,270	\$49,414,300	26.8%
	AVG. PRICE	\$526,463	\$633,517	20.3%
	DAYS ON MARKET	74	38	-48.6%
Woodbury	# OF SALES	25	34	36.0%
	SALES VOLUME	\$26,446,500	\$45,060,500	70.4%
	AVG. PRICE	\$1,057,860	\$1,325,309	25.3%
	DAYS ON MARKET	83	50	-39.8%

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SUFFOLK COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Cold Spring Harbor	# OF SALES	7	18	157.1%
	SALES VOLUME	\$7,590,499	\$32,819,000	332.4%
	AVG. PRICE	\$1,084,357	\$1,823,278	68.1%
	DAYS ON MARKET	126	67	-46.8%
Commack	# OF SALES	73	118	61.6%
	SALES VOLUME	\$41,912,700	\$84,030,358	100.5%
	AVG. PRICE	\$574,147	\$712,122	24.0%
	DAYS ON MARKET	55	32	-41.8%
Dix Hills	# OF SALES	109	123	12.8%
	SALES VOLUME	\$88,965,651	\$125,988,498	41.6%
	AVG. PRICE	\$816,199	\$1,024,297	25.5%
	DAYS ON MARKET	96	37	-61.5%
Fort Salonga	# OF SALES	7	9	28.6%
	SALES VOLUME	\$5,346,000	\$10,165,000	90.1%
	AVG. PRICE	\$763,714	\$1,129,444	47.9%
	DAYS ON MARKET	41	23	-43.9%
Huntington	# OF SALES	141	157	11.3%
	SALES VOLUME	\$96,233,388	\$125,930,626	30.9%
	AVG. PRICE	\$682,506	\$802,106	17.5%
	DAYS ON MARKET	74	46	-37.8%

Long Island Market Report

SUFFOLK COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Huntington Bay	# OF SALES	9	4	-55.6%
	SALES VOLUME	\$12,230,000	\$5,714,000	-53.3%
	AVG. PRICE	\$1,358,889	\$1,428,500	5.1%
	DAYS ON MARKET	121	115	-5.0%
Huntington Station	# OF SALES	86	101	17.4%
	SALES VOLUME	\$40,296,604	\$54,513,201	35.3%
	AVG. PRICE	\$468,565	\$539,735	15.2%
	DAYS ON MARKET	60	31	-48.3%
Lloyd Harbor	# OF SALES	8	18	125.0%
	SALES VOLUME	\$16,230,000	\$53,815,500	231.6%
	AVG. PRICE	\$2,028,750	\$2,989,750	47.4%
	DAYS ON MARKET	224	84	-62.5%
Lloyd Neck	# OF SALES	1	6	500.0%
	SALES VOLUME	\$810,000	\$11,089,000	1,269.0%
	AVG. PRICE	\$810,000	\$1,848,167	128.2%
	DAYS ON MARKET	19	58	205.3%
Melville	# OF SALES	47	44	-6.4%
	SALES VOLUME	\$38,373,550	\$34,982,715	-8.8%
	AVG. PRICE	\$816,459	\$795,062	-2.6%
	DAYS ON MARKET	65	36	-44.6%

Long Island Market Report

SUFFOLK COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Moriches	# OF SALES	5	4	-20.0%
	SALES VOLUME	\$1,873,960	\$2,330,000	24.3%
	AVG. PRICE	\$374,792	\$582,500	55.4%
	DAYS ON MARKET	180	29	-83.9%
Mount Sinai	# OF SALES	34	40	17.6%
	SALES VOLUME	\$19,063,000	\$27,612,400	44.8%
	AVG. PRICE	\$560,676	\$690,310	23.1%
	DAYS ON MARKET	63	44	-30.2%
Nesconset	# OF SALES	43	48	11.6%
	SALES VOLUME	\$23,110,501	\$31,181,490	34.9%
	AVG. PRICE	\$537,454	\$649,614	20.9%
	DAYS ON MARKET	65	29	-55.4%
Nissequogue	# OF SALES	8	5	-37.5%
	SALES VOLUME	\$8,575,000	\$7,211,500	-15.9%
	AVG. PRICE	\$1,071,875	\$1,442,300	34.6%
	DAYS ON MARKET	141	99	-29.8%
Northport	# OF SALES	90	83	-7.8%
	SALES VOLUME	\$66,799,749	\$69,982,211	4.8%
	AVG. PRICE	\$742,219	\$843,159	13.6%
	DAYS ON MARKET	92	49	-46.7%

Long Island Market Report

SUFFOLK COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
East Northport	# OF SALES	109	103	-5.5%
	SALES VOLUME	\$60,354,557	\$66,506,116	10.2%
	AVG. PRICE	\$553,712	\$645,690	16.6%
	DAYS ON MARKET	59	24	-59.3%
Patchogue	# OF SALES	98	116	18.4%
	SALES VOLUME	\$41,639,725	\$51,537,900	23.8%
	AVG. PRICE	\$424,895	\$444,292	4.6%
	DAYS ON MARKET	70	40	-42.9%
Saint James	# OF SALES	41	49	19.5%
	SALES VOLUME	\$25,926,850	\$32,505,234	25.4%
	AVG. PRICE	\$632,362	\$663,372	4.9%
	DAYS ON MARKET	82	34	-58.5%
Sayville	# OF SALES	36	46	27.8%
	SALES VOLUME	\$16,996,990	\$26,780,499	57.6%
	AVG. PRICE	\$472,139	\$582,185	23.3%
	DAYS ON MARKET	69	41	-40.6%
Setauket	# OF SALES	64	114	78.1%
	SALES VOLUME	\$34,471,636	\$77,989,500	126.2%
	AVG. PRICE	\$538,619	\$684,118	27.0%
	DAYS ON MARKET	68	35	-48.5%

Long Island Market Report

SUFFOLK COUNTY, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Smithtown	# OF SALES	93	119	28.0%
	SALES VOLUME	\$50,559,654	\$79,088,780	56.4%
	AVG. PRICE	\$543,652	\$664,612	22.2%
	DAYS ON MARKET	70	29	-58.6%

Long Island Market Report

NORTH FORK, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Aquebogue	# OF SALES	18	7	-61.1%
	SALES VOLUME	\$11,311,000	\$4,313,500	-61.9%
	AVG. PRICE	\$628,389	\$616,214	-1.9%
	DAYS ON MARKET	115	34	-70.4%
Baiting Hollow	# OF SALES	14	12	-14.3%
	SALES VOLUME	\$4,952,488	\$6,220,000	25.6%
	AVG. PRICE	\$353,749	\$518,333	46.5%
	DAYS ON MARKET	118	74	-37.3%
Cutchogue	# OF SALES	25	20	-20.0%
	SALES VOLUME	\$30,609,000	\$25,970,300	-15.2%
	AVG. PRICE	\$1,224,360	\$1,298,515	6.1%
	DAYS ON MARKET	94	61	-35.1%
East Marion	# OF SALES	7	6	-14.3%
	SALES VOLUME	\$4,668,000	\$4,959,000	6.2%
	AVG. PRICE	\$666,857	\$826,500	23.9%
	DAYS ON MARKET	86	89	3.5%
Greenport	# OF SALES	23	13	-43.5%
	SALES VOLUME	\$17,853,500	\$14,208,000	-20.4%
	AVG. PRICE	\$776,239	\$1,092,923	40.8%
	DAYS ON MARKET	96	78	-18.7%

Long Island Market Report

NORTH FORK, Q3 2021 CLOSED SALES

Town		Q3 2020	Q3 2021	% Change
Jamesport	# OF SALES	10	15	50.0%
	SALES VOLUME	\$5,951,500	\$11,388,500	91.4%
	AVG. PRICE	\$595,150	\$759,233	27.6%
	DAYS ON MARKET	153	47	-69.3%
Laurel	# OF SALES	8	2	-75.0%
	SALES VOLUME	\$7,126,000	\$1,285,000	-82.0%
	AVG. PRICE	\$890,750	\$642,500	-27.9%
	DAYS ON MARKET	114	17	-85.1%
Mattituck	# OF SALES	34	26	-23.5%
	SALES VOLUME	\$26,012,999	\$29,439,065	13.2%
	AVG. PRICE	\$765,088	\$1,132,272	48.0%
	DAYS ON MARKET	165	63	-61.8%
New Suffolk	# OF SALES	0	2	0.0%
	SALES VOLUME	\$0	\$7,201,000	-
	AVG. PRICE	\$0	\$3,600,500	-
	DAYS ON MARKET	0	32	-
Orient	# OF SALES	6	6	0.0%
	SALES VOLUME	\$4,364,999	\$10,954,000	151.0%
	AVG. PRICE	\$727,500	\$1,825,667	151.0%
	DAYS ON MARKET	118	49	-58.5%

Long Island Market Report

NORTH FORK, Q3 2021 CLOSED SALES

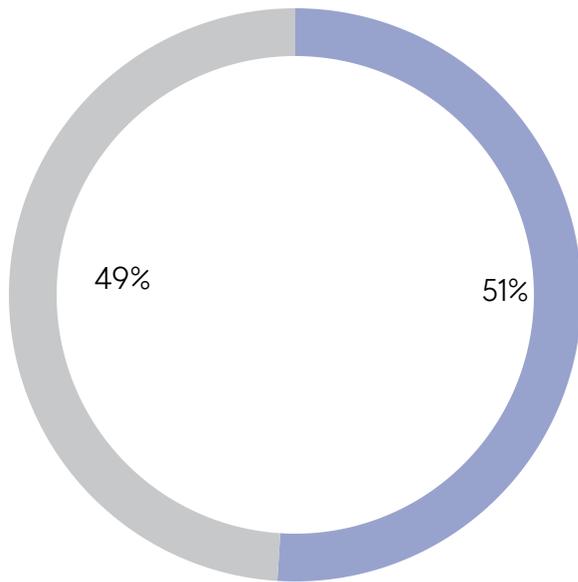
Town		Q3 2020	Q3 2021	% Change
Peconic	# OF SALES	5	4	-20.0%
	SALES VOLUME	\$5,217,500	\$8,863,500	69.9%
	AVG. PRICE	\$1,043,500	\$2,215,875	112.4%
	DAYS ON MARKET	100	12	-88.0%
Southold	# OF SALES	43	29	-32.6%
	SALES VOLUME	\$38,154,000	\$33,424,871	-12.4%
	AVG. PRICE	\$887,302	\$1,152,582	29.9%
	DAYS ON MARKET	109	53	-51.4%

Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

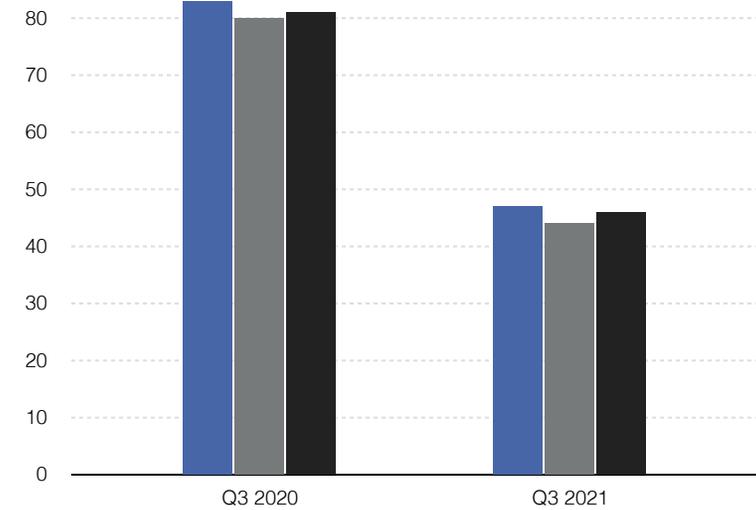
Closed Sales Volume Market Share

■ 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 Q3 2020 and Q3 2021.

Long Island Market Report

NASSAU, SUFFOLK, OVERALL

		Q3 2020	Q3 2021	% Change
Nassau County	# OF SALES	3,033	3,777	24.5%
	SALES VOLUME	\$2,249,214,138	\$3,272,371,496	45.5%
	AVERAGE PRICE	\$741,581	\$866,394	16.8%
	AVERAGE DOM	83	47	-43.4%
Suffolk County	# OF SALES	4,040	4,466	10.5%
	SALES VOLUME	\$2,516,613,270	\$3,090,448,119	22.8%
	AVERAGE PRICE	\$622,924	\$691,995	11.1%
	AVERAGE DOM	80	44	-45.0%
Overall	# OF SALES	7,073	8,243	16.5%
	SALES VOLUME	\$4,765,827,408	\$6,362,819,615	33.5%
	AVERAGE PRICE	\$673,806	\$771,906	14.6%
	AVERAGE DOM	81	46	-43.2%

*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 Q3 {{ prev Year }} and Q3 2021.

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Q3 2021

Long Island Luxury Market Report

COMPASS



\$3M+ Closed Sales

NASSAU, SUFFOLK, OVERALL

		Q3 2020	Q3 2021	% Change
Nassau County	# OF SALES	30	50	66.7%
	SALES VOLUME	\$130,161,000	\$222,945,679	71.3%
	AVERAGE PRICE	\$4,338,700	\$4,458,914	2.8%
	AVERAGE DOM	206	177	-14.1%
Suffolk County	# OF SALES	56	54	-3.6%
	SALES VOLUME	\$305,673,000	\$316,304,980	3.5%
	AVERAGE PRICE	\$5,458,446	\$5,857,500	7.3%
	AVERAGE DOM	188	204	8.5%
Overall	# OF SALES	86	104	20.9%
	SALES VOLUME	\$435,834,000	\$539,250,659	23.7%
	AVERAGE PRICE	\$5,067,837	\$5,185,102	2.3%
	AVERAGE DOM	194	191	-1.5%

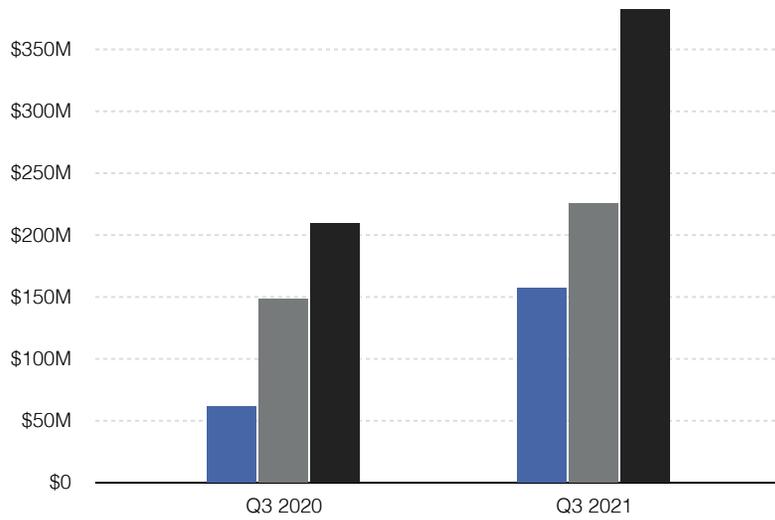
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\$3M+ Sales Volume & Closed Transactions

NASSAU, SUFFOLK, OVERALL

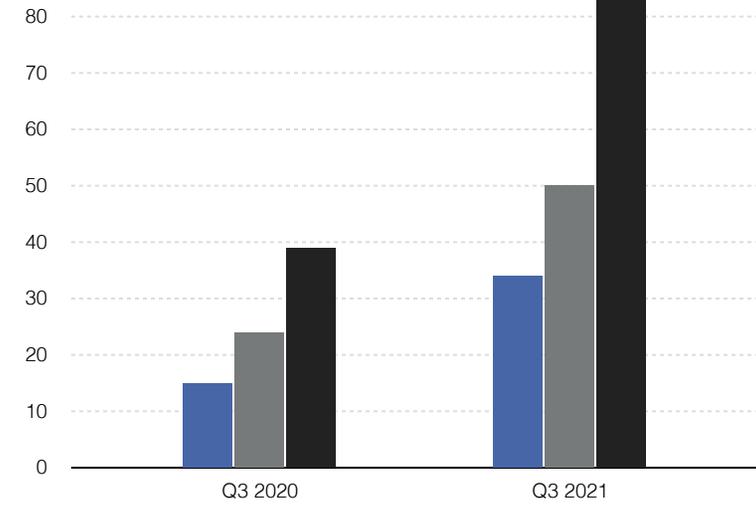
Closed Luxury Sales Volume

■ 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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