

MARKET REPORT DATA BRIEF - NOT FOR DISTRIBUTION

[UNDER EMBARGO] Publication Date: January 25, 2024

EllimanReport

Q4-2023 North Fork Sales

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THE NORTH FORK MARKET

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$1,139,022	-14.2%	\$1,327,015	-8.6%	\$1,246,258
Median Sales Price	\$974,250	-2.6%	\$999,950	-2.1%	\$995,000
Number of Sales	120	0.8%	119	16.5%	103
Days on Market (From Last List Date)	75	4.2%	72	-9.6%	83
Listing Discount (From Last List Price)	7.1%		5.2%		8.9%
Listing Inventory	137	-12.2%	156	-3.5%	142
Months of Supply	3.4	-12.8%	3.9	-17.1%	4.1
Average Sales Price (YTD)	\$1,245,935	N/A	N/A	5.5%	\$1,181,499
Median Sales Price (YTD)	\$975,000	N/A	N/A	7.1%	\$910,000
Number of Sales (YTD)	417	N/A	N/A	-13.8%	484

MARKET BY PROPERTY TYPE

SINGLE FAMILY

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$1,159,305	-13.9%	\$1,347,086	-10.6%	\$1,296,974
Median Sales Price	\$988,500	-1.1%	\$999,999	-3.6%	\$1,025,000
Number of Sales	111	-3.5%	115	18.1%	94
Days on Market (From Last List Date)	75	4.2%	72	-9.6%	83
Listing Discount (From Last List Price)	7.1%		5.2%		8.9%
Listing Inventory	125	-13.8%	145	-6.7%	134
Months of Supply	3.4	-10.5%	3.8	-20.9%	4.3

CONDO

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$888,861	18.5%	\$750,000	24.0%	\$716,556
Median Sales Price	\$565,000	-26.6%	\$770,000	-35.8%	\$880,000
Number of Sales (Closed)	9	125.0%	4	0.0%	9
Days on Market (From Last List Date)	87	-40.8%	147	128.9%	38
Listing Discount (From Last List Price)	9.2%		9.2%		2.1%
Listing Inventory	12	9.1%	11	50.0%	8
Months of Supply	4.0	-51.8%	8.3	48.1%	2.7

LUXURY [highest 10% of all sales]

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$2,304,192	-42.8%	\$4,027,293	-21.9%	\$2,950,636

Median Sales Price	\$2,200,000	-26.1%	\$2,975,000	-20.0%	\$2,750,000
Number of Sales	13	8.3%	12	18.2%	11
Days on Market (From Last List Date)	137	98.6%	69	37.0%	100
Listing Discount (From Last List Price)	10.1%		7.3%		9.8%
Listing Inventory	82	127.8%	36	215.4%	26
Months of Supply	18.9	110.0%	9.0	166.2%	7.1
Entry Threshold	\$1,945,000	-22.2%	\$2,500,000	-9.5%	\$2,150,000

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