

MID-YEAR UPDATE

LONG ISLAND

Real Estate Update

by BRAD WILSON, Broker

Jones Hollow Realty Group Inc.



The Market is Shifting - What's Your Plan?

The real estate market is shifting; that's a fact, and it's not even up for debate. The question is: what are you going to do about it?

Earlier this year, the number of homes for sale on Long Island hit an all-time low in January, creating bidding wars that gave-way to sellers receiving tens of thousands over their asking prices. But at least buyers in early 2022 were benefitting from historically low mortgage rates that kept the interest portion of their monthly payments manageable. - Not anymore.



Brad Wilson, Broker
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The Big Shift - What We Are Seeing

Weakening economic outlook, high inflation and affordability challenges took a toll on buyer demand, leading to a drop in both purchase and refi applications last week, according to the Mortgage Bankers Association (MBA).

The increase in borrowing costs has reduced buyers' purchasing power in a matter of months. The rate on a 30-year mortgage earlier this month increased to nearly 6% from about 3% at the end of last year. **At 6%, a buyer on a \$2,500 monthly budget could afford an approximately \$400,000 home—down from \$520,000 at the end of 2021.**

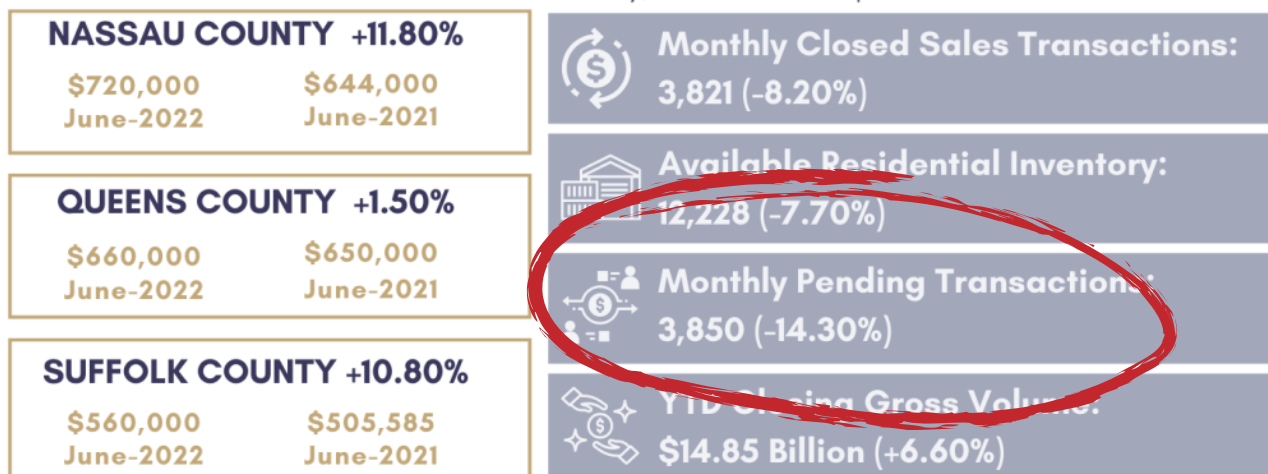
Buyers have more choices now, too. The number of active and new listings has increased on a year-over-year basis recently. 6 months ago there were approximately 25 homes on the market in West Islip. Today there are 58.

Home sellers are getting anxious. They feel like they missed the height of the market and these shifts aren't sitting well with those seeking top-dollar for their homes. And the cool-down has led some sellers to slash listing prices. While listing prices nationally are still well above year-ago levels, according to Realtor.com data, a record share of home listings saw a price cut last week.

Real estate mega tech companies like Zillow, Redfin, and Compass have all announced layoffs and some of the largest lenders are doing the same sighting overall mortgage applications down 6-8% on a seasonally adjusted basis from one week earlier and with the refinance index hitting a 22-year low.

LONG ISLAND CLOSED MEDIAN HOME PRICE \$634,000(+7.80%)

Data includes: 1-4 family, condo and co-op sales



Housing Affordability on Long Island

The average U.S. rate for a 30-year fixed home loan rose by more than 2.5 percentage points in the first half of the year. The combination of record-high home prices and the run-up in rates led U.S. housing affordability to fall to its lowest level in more than 35 years in June, according to the mortgage technology and data company Black Knight.

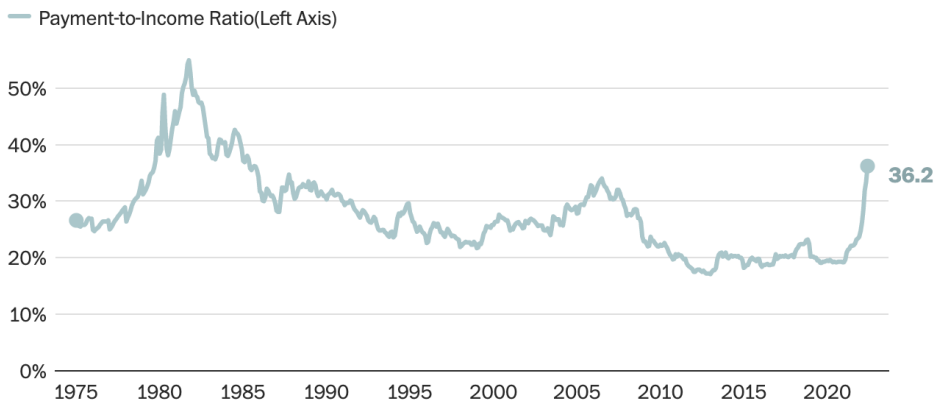
Last month, the average U.S. principal and interest payment cost 36.2% of the median household income for a buyer purchasing an average-priced home and putting 20% down. Historically, buyers have needed 25.1% of their household income to cover that portion of the mortgage, which doesn't factor in costs for taxes and insurance.

"We saw rates go from [about] 3% to 6% in a four-month period,"
That was definitely a shock to the system."

What we are beginning to see is that buyers do, in fact, have a limit. Prospective home buyers have gotten to the place that they are either intentionally stepping out of the housing market as they wait and see what happens next or are forced out of the housing market given the higher costs of homeownership.

Housing affordability is at its worst point since the early 1980s

National payment-to-income ratio, based on the share of median income needed to purchase the average-priced home.



National payment to income ratio is the share of the median income needed to make the monthly principal and interest payment on the purchase of the average-priced home, using a 20 percent down payment for a 30-year fixed-rate mortgage at the prevailing interest rate.

Source: Black Knight

AARON GREGG / THE WASHINGTON POST



Sell or Wait? Your Situation Should Determine Your Answer

Each house serves a different purpose in our lives. Some houses are meant to be our home base for a lifetime, and others are meant only to serve us and keep us cozy for a few years, and that's okay too. Sometimes life plans change, opportunities take us in different directions than we envisioned, or we simply outgrow the space and crave different scenery. Whatever the case may be, if your lifestyle has changed recently and you're ready to make a move, taking advantage of today's home values might be just the answer.

For those who are considering putting their home on the market in the near future, pricing properly is going to be the difference between selling your home fast and at value or having your home sit on the market.

And here's the thing – you need an expert on your side to ensure you make all the right moves when you do, especially when it comes to pricing your house. Even in this market, you can't stick just any price tag on your home and get the deal you want. A key piece of the puzzle is setting the right asking price so you can help buyers notice your home (and get excited about it) from the very first time they view the listing. That's where a real estate professional comes in.

Why? Homes are not selling as quickly as they were just a few months ago, an increase in the housing inventory gives buyers more leverage in the selection and negotiation process.

We Realtors often struggle with getting the homeowners to understand and accept the real value of their home because many times emotional attachment and sentiment play a significant role. We also often hear from sellers about a neighborhood house that sold for x dollars so homeowners automatically assume that their home should be worth the same or more. What they lack to understand is that timing, style, and condition can have a massive effect on the value. And just because a home goes on the market at a certain price, it does not mean it sells at that price.

Instead, attempt to detach yourself on an emotional level when evaluating and comparing your home to others. Also, if you are comparing homes that have sold nearby, make sure the sale was recent within the last 6 months and learn what the final sale price was.

Suffolk County Recap

SUMMARY (MORE DETAILS ATTACHED)

- Median Price Sold in June was \$560,000 vs \$505,585 June 2021. (Up 10.8%)
- Pending Sales Median Price in June was \$562,250 vs \$527,000 June 2021. (Up 6.7%)
- Number of Homes sold (closed) in June was 1,607 down from 1,706 June 2021 (Down 5.8%)
- There are currently 3,913 homes for sale in Suffolk County with median list price of \$639,000

Nassau County Recap

SUMMARY (MORE DETAILS ATTACHED)

- Median Price Sold in June was \$720,000 vs \$644,000 June 2021. (Up 11.8%)
- Pending Sales Median Price in June was \$690,000 vs \$660,000 June 2021. (Up 4.5%)
- Number of Homes sold (closed) in June was 1,301 down from 1,475 June 2021 (Down 11.8%)
- There are currently 3,325 homes for sale in Nassau County with a median list price of \$750,000.

July Indicators

New Listings were down 18.4 percent to 4,740. Pending Sales decreased 5.6 percent to 3,860. Inventory shrank 13.3 percent to 12,746 units.

Prices moved higher as the Median Sales Price was up 7.6 percent to \$640,000. Average Sales Price increased 5.1 percent to \$750,879. Months Supply of Inventory was down 5.6 percent to 3.4 months.

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Sold Property Average Price for:

Location: West Islip Residential

Families: 1

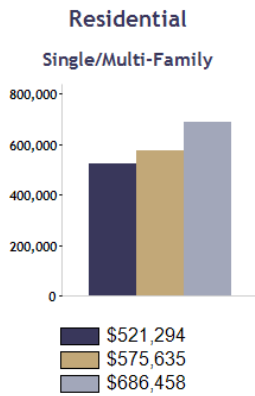
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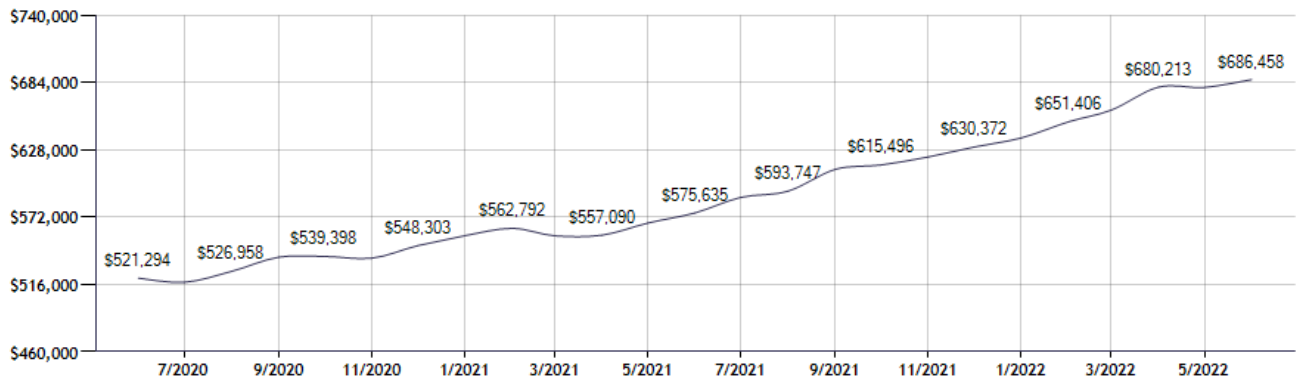
Current Available Inventory - 59
Current Median List Price - \$695,000

Residential Properties

Month	Current Year	Prior Year	% Change
Jun-2022	\$686,458	\$575,635	19.3
May-2022	\$679,959	\$567,189	19.9
Apr-2022	\$680,213	\$557,090	22.1
Mar-2022	\$661,160	\$556,584	18.8
Feb-2022	\$651,406	\$562,792	15.7
Jan-2022	\$638,006	\$556,596	14.6
Dec-2021	\$630,372	\$548,303	15.0
Nov-2021	\$622,126	\$537,977	15.6
Oct-2021	\$615,496	\$539,398	14.1
Sep-2021	\$611,890	\$538,772	13.6
Aug-2021	\$593,747	\$526,958	12.7
Jul-2021	\$588,494	\$517,911	13.6



Sold Property Average Price for: Location: West Islip Families: 1 (Last 24 Months - Residential Properties)



Note: Information displayed in the data table is compiled by OneKey® MLS and represents a combined total of Residential Properties sales for the selected time frame. Only available data will be displayed. Please note that small data samples will skew the % of change year to year. This information is intended for marketing purposes only. To access more detailed market reports visit <https://www.onekeymls.com/market-statistics>

Sold Property Median Price for:

Location: West Islip Residential

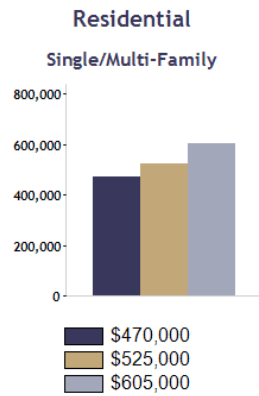
Families: 1

Date Range



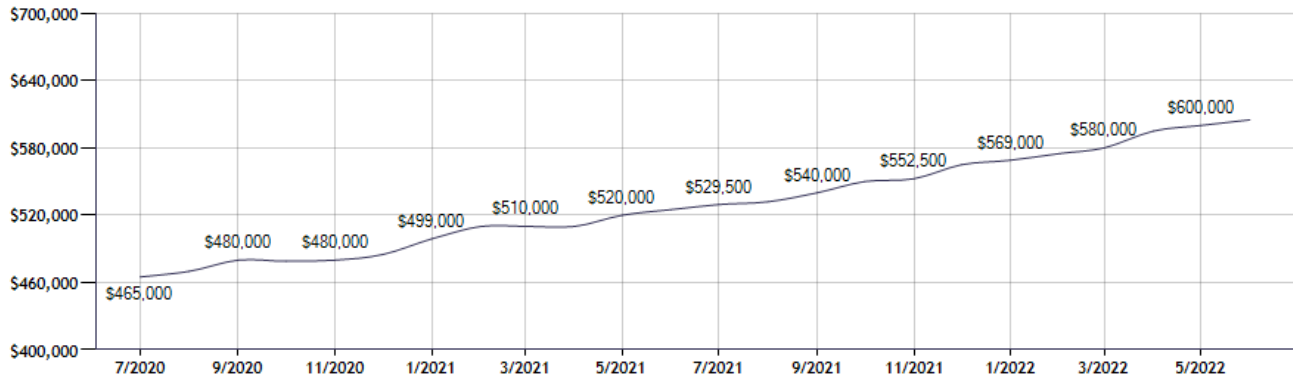
Current Available Inventory - 59
Current Median List Price - \$695,000

Residential Properties



Month	Current Year	Prior Year	% Change
Jun-2022	\$605,000	\$525,000	15.2
May-2022	\$600,000	\$520,000	15.4
Apr-2022	\$595,000	\$510,000	16.7
Mar-2022	\$580,000	\$510,000	13.7
Feb-2022	\$575,000	\$510,000	12.7
Jan-2022	\$569,000	\$499,000	14.0
Dec-2021	\$565,000	\$485,000	16.5
Nov-2021	\$552,500	\$480,000	15.1
Oct-2021	\$550,000	\$479,000	14.8
Sep-2021	\$540,000	\$480,000	12.5
Aug-2021	\$532,000	\$470,000	13.2
Jul-2021	\$529,500	\$465,000	13.9

Sold Property Median Price for: Location: West Islip Families: 1 (Last 24 Months - Residential Properties)



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Sold Property Counts for:

Location: West Islip Residential

Families: 1

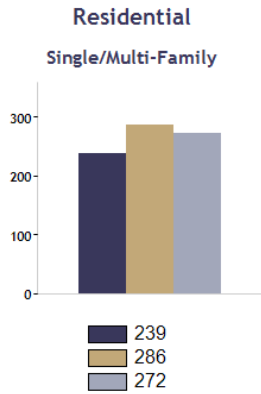
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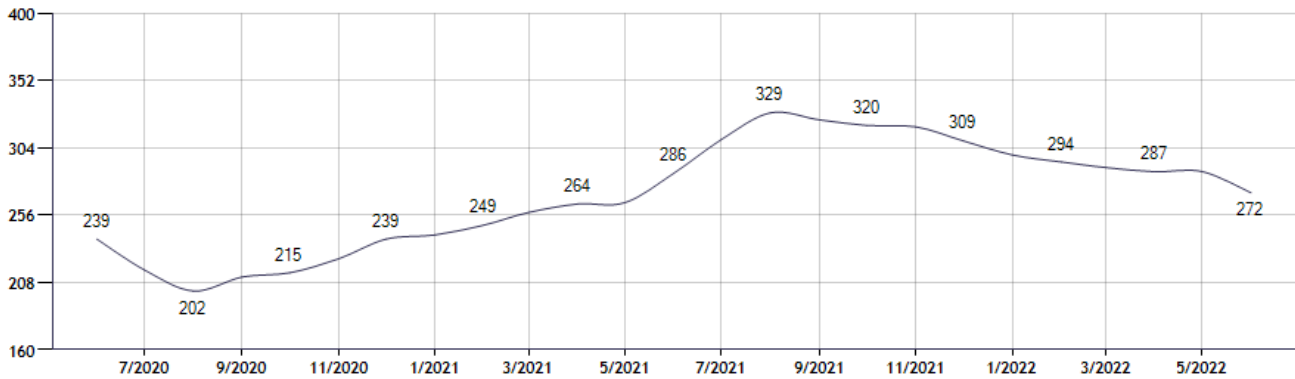
Current Available Inventory - 59
Current Median List Price - \$695,000

Residential Properties

Month	Current Year	Prior Year	% Change
Jun-2022	272	286	-4.9
May-2022	287	265	8.3
Apr-2022	287	264	8.7
Mar-2022	290	258	12.4
Feb-2022	294	249	18.1
Jan-2022	299	242	23.6
Dec-2021	309	239	29.3
Nov-2021	319	225	41.8
Oct-2021	320	215	48.8
Sep-2021	324	212	52.8
Aug-2021	329	202	62.9
Jul-2021	310	217	42.9



Sold Property Counts for: Location: West Islip Families: 1 (Last 24 Months - Residential Properties)



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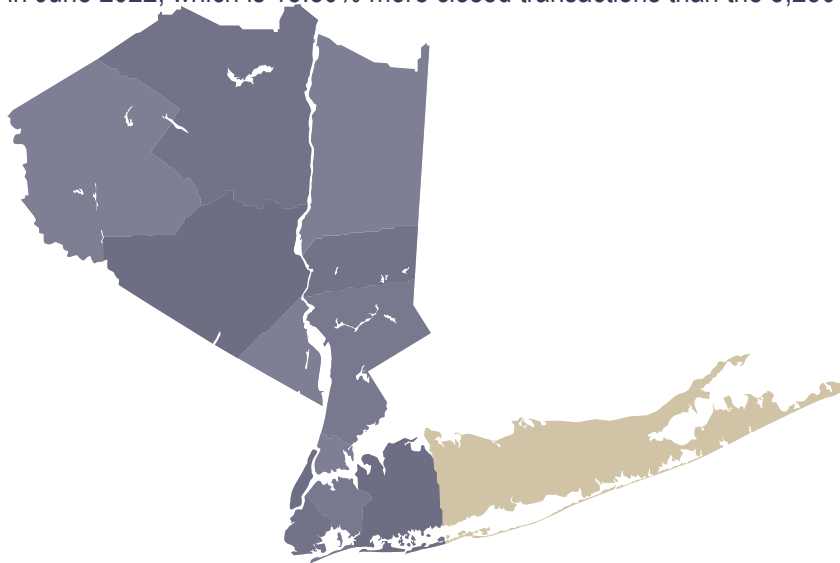
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Suffolk County Market Update

June 2022

Suffolk County reported a residential closed median sale price of \$560,000 in June 2022, which represents a 10.80% increase from the \$505,585 reported the prior year in June 2021. There were 1,547 closed sales transactions and 1,586 pending transactions reported in June 2022, following 1,289 closed and 1,561 pending transactions reported in May 2022.

The **OneKey MLS Regional Area** reported a closed median sale price of \$615,000 in June 2022, representing a 7.90% increase as compared to the reported \$570,000 in June 2021. Across the regional coverage area, there were 6,056 closed residential sales reported in June 2022, which is 15.80% more closed transactions than the 5,230 reported the month prior.



Closed Median Sale Price	.....	2
Pending Median Sale Price	.....	3
Closed Transactions	.....	4
Pending Transactions	.....	5

*Note that Condo Sales reflected in the bar graphs include listings with HOA fees.

Suffolk, easternmost in NY, offers diverse suburban and rural housing options, like rustic farmhouses, modest homes, beach bungalows, and modern apartments. Locals suggest the Walt Whitman Historic Site, Wertheim National Wildlife Refuge, Fire Island National Seashore, and numerous wineries, gourmet restaurants, and bustling downtown districts.

Sold Property Median Price for:

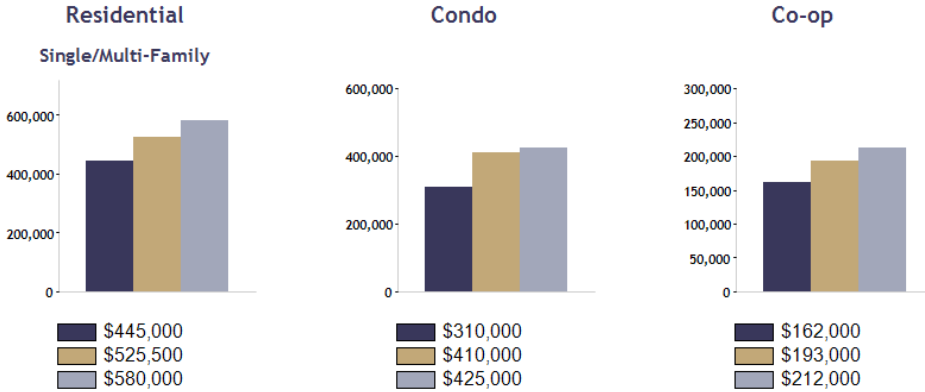
Location: Suffolk (County)

Date Range

Jun 2020	Jun 2021	Jun 2022
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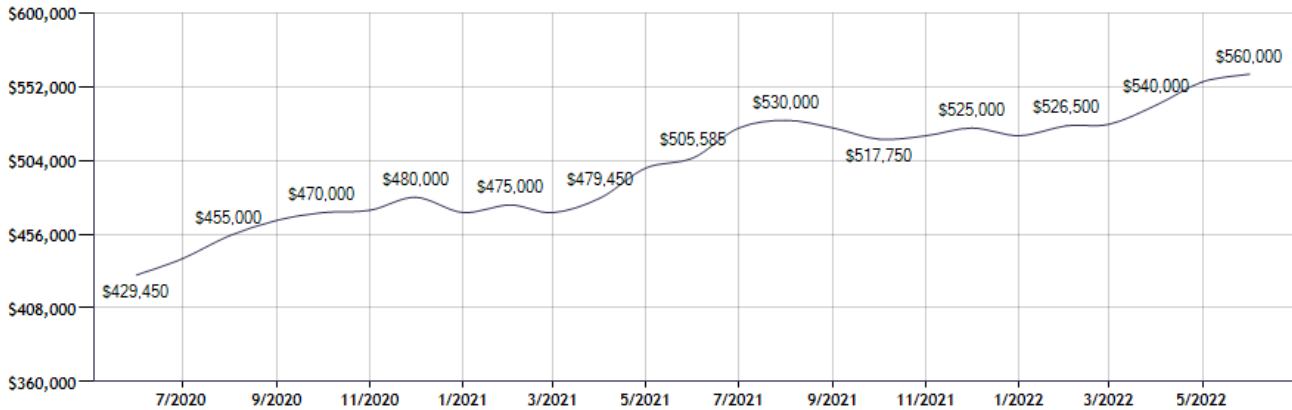
Current Available Inventory - 3,713
Current Median List Price - \$639,990

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jun-2022	\$560,000	\$505,585	10.8
May-2022	\$555,000	\$499,000	11.2
Apr-2022	\$540,000	\$479,450	12.6
Mar-2022	\$527,500	\$470,000	12.2
Feb-2022	\$526,500	\$475,000	10.8
Jan-2022	\$520,000	\$470,101	10.6
Dec-2021	\$525,000	\$480,000	9.4
Nov-2021	\$520,000	\$471,500	10.3
Oct-2021	\$517,750	\$470,000	10.2
Sep-2021	\$525,000	\$465,000	12.9
Aug-2021	\$530,000	\$455,000	16.5
Jul-2021	\$525,000	\$440,000	19.3

Sold Property Median Price for: Location: Suffolk (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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Pending Sales Median Price for:

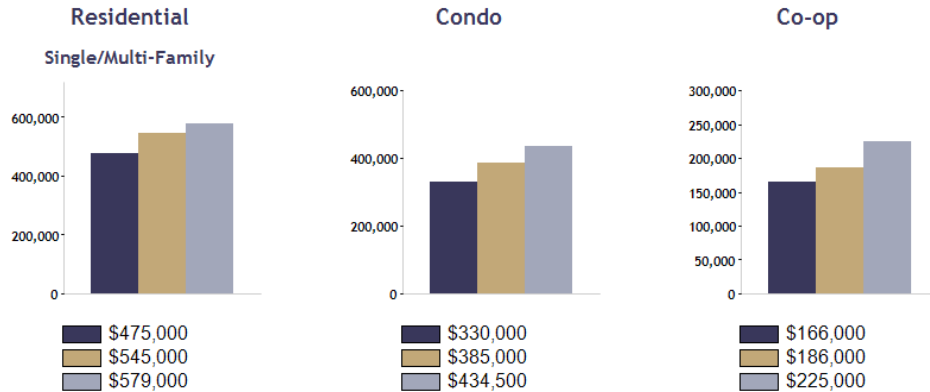
Location: Suffolk (County)

Date Range

Jun 2020	Jun 2021	Jun 2022
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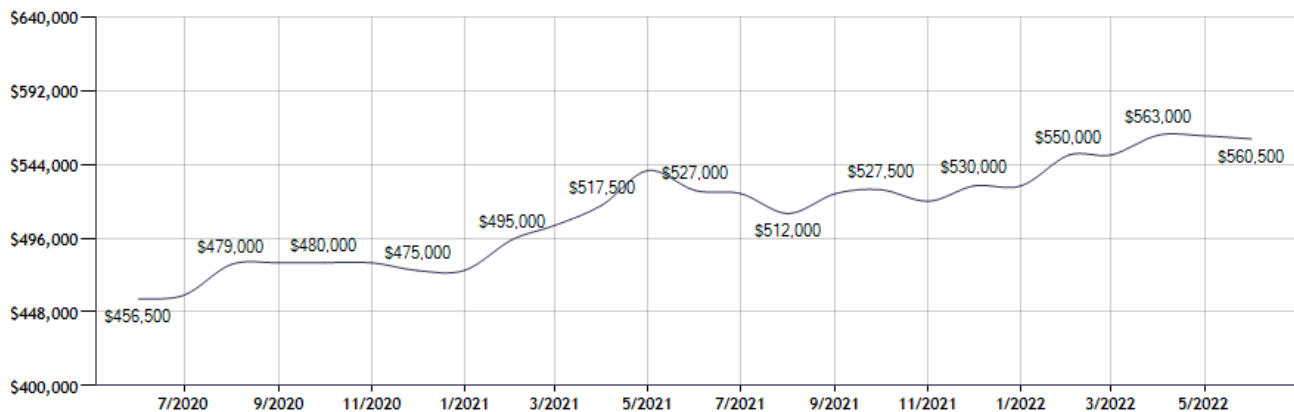
Current Available Inventory - 3,713
Current Median List Price - \$639,990

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jun-2022	\$560,500	\$527,000	6.4
May-2022	\$562,500	\$540,000	4.2
Apr-2022	\$563,000	\$517,500	8.8
Mar-2022	\$550,000	\$504,300	9.1
Feb-2022	\$550,000	\$495,000	11.1
Jan-2022	\$530,000	\$475,000	11.6
Dec-2021	\$530,000	\$475,000	11.6
Nov-2021	\$520,000	\$480,000	8.3
Oct-2021	\$527,500	\$480,000	9.9
Sep-2021	\$525,000	\$480,000	9.4
Aug-2021	\$512,000	\$479,000	6.9
Jul-2021	\$525,000	\$459,000	14.4

Pending Sales Median Price for: Location: Suffolk (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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Sold Property Counts for:

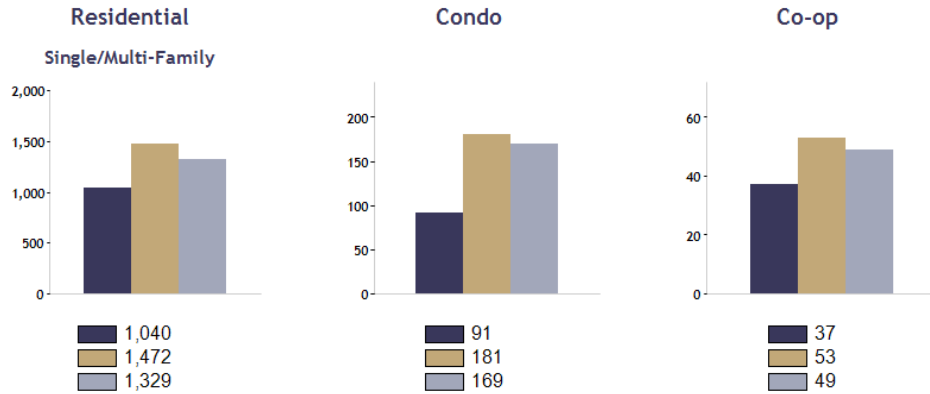
Location: Suffolk (County)

Date Range



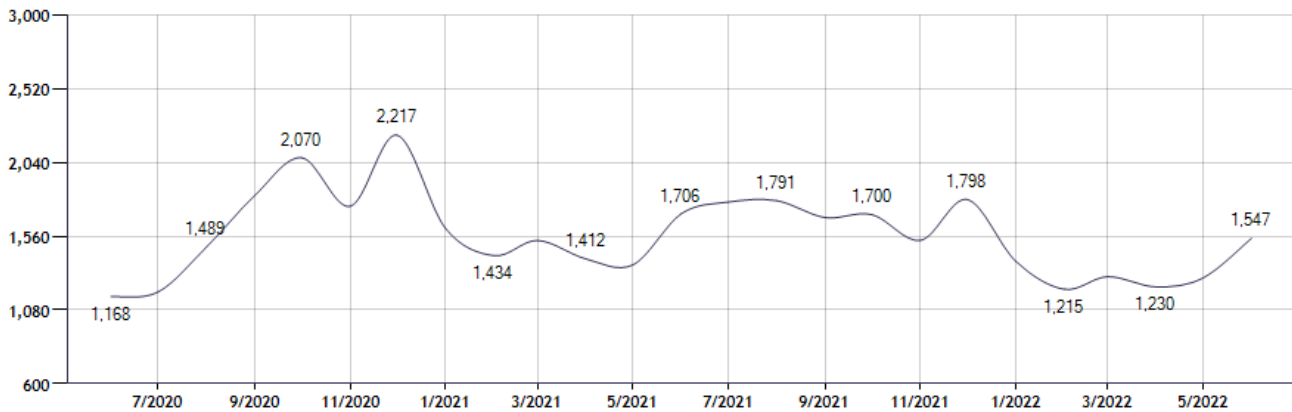
Current Available Inventory - 3,713
Current Median List Price - \$639,990

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jun-2022	1,547	1,706	-9.3
May-2022	1,289	1,374	-6.2
Apr-2022	1,230	1,412	-12.9
Mar-2022	1,297	1,532	-15.3
Feb-2022	1,215	1,434	-15.3
Jan-2022	1,397	1,611	-13.3
Dec-2021	1,798	2,217	-18.9
Nov-2021	1,533	1,754	-12.6
Oct-2021	1,700	2,070	-17.9
Sep-2021	1,681	1,825	-7.9
Aug-2021	1,791	1,489	20.3
Jul-2021	1,782	1,197	48.9

Sold Property Counts for: Location: Suffolk (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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Pending Sales Counts for:

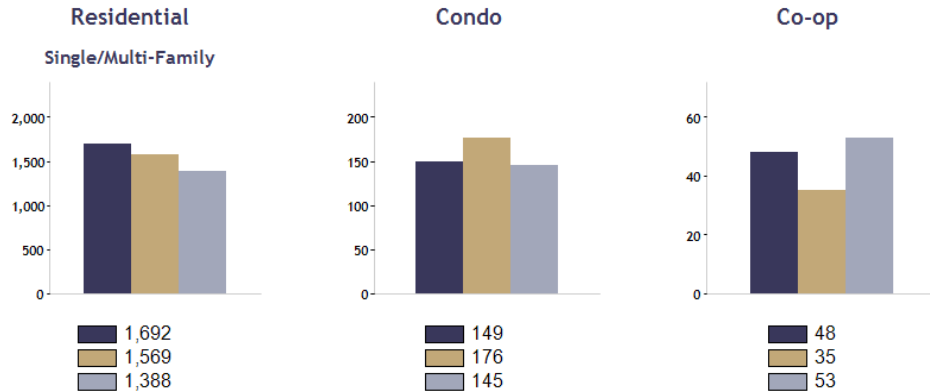
Location: Suffolk (County)

Date Range



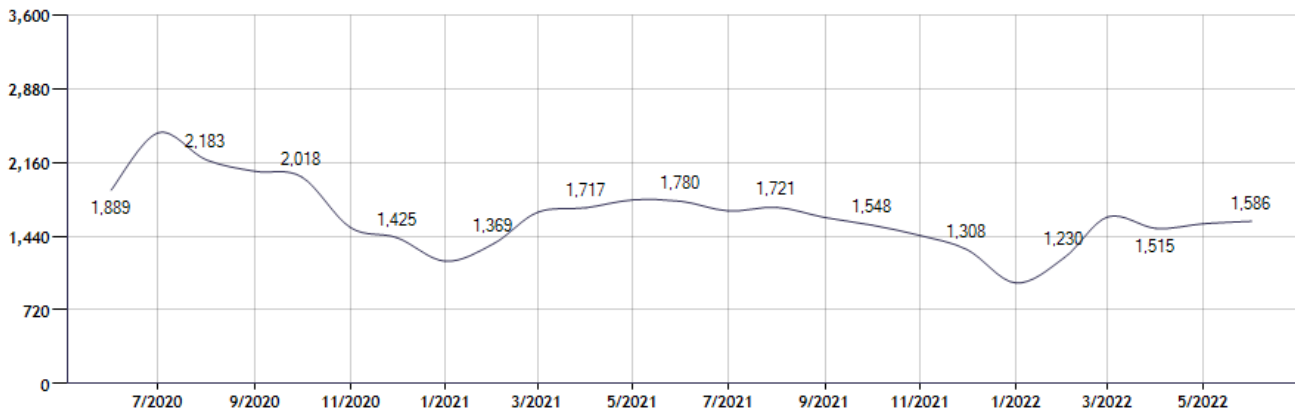
Current Available Inventory - 3,713
Current Median List Price - \$639,990

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jun-2022	1,586	1,780	-10.9
May-2022	1,561	1,794	-13.0
Apr-2022	1,515	1,717	-11.8
Mar-2022	1,629	1,673	-2.6
Feb-2022	1,230	1,369	-10.2
Jan-2022	984	1,196	-17.7
Dec-2021	1,308	1,425	-8.2
Nov-2021	1,446	1,526	-5.2
Oct-2021	1,548	2,018	-23.3
Sep-2021	1,622	2,073	-21.8
Aug-2021	1,721	2,183	-21.2
Jul-2021	1,686	2,447	-31.1

Pending Sales Counts for: Location: Suffolk (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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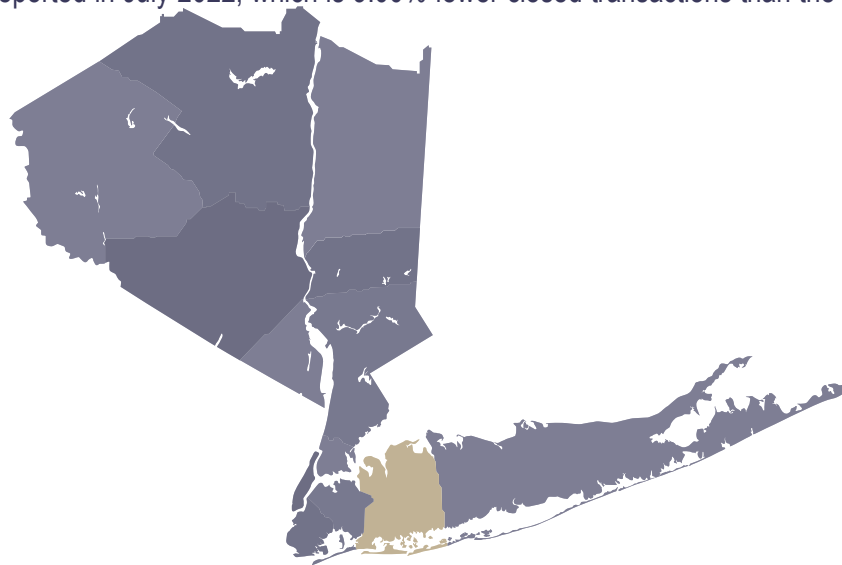


Nassau County Market Update

July 2022

Nassau County reported a residential closed median sale price of \$720,000 in July 2022, which is an increase of 7.50% from the reported figure of \$670,000 the prior year in July 2021. There were 1,104 closed sales transactions and 1,149 pending transactions reported in July 2022, following 1,301 closed and 1,224 pending transactions reported in June 2022.

The OneKey MLS Regional Area reported a closed median sale price of \$620,000 in July 2022, representing a 6.90% increase as compared to the reported \$580,000 in July 2021. Across the regional coverage area, there were 5,641 closed residential sales reported in July 2022, which is 9.00% fewer closed transactions than the 6,202 reported the month prior.



Closed Median Sale Price	.....	2
Pending Median Sale Price	.....	3
Closed Transactions	.....	4
Pending Transactions	.....	5

*Note that Condo Sales reflected in the bar graphs include listings with HOA fees.

Nassau is home to world-renowned beaches and tight-knit communities taking great pride in their towns. Thanks to its proximity to NYC, many families and young professionals have put down roots here. Residents enjoy a mix of big-name stores and family-owned boutiques, as well as gourmet restaurants, art galleries, theaters, and beautiful outdoor spaces.

Sold Property Median Price for:

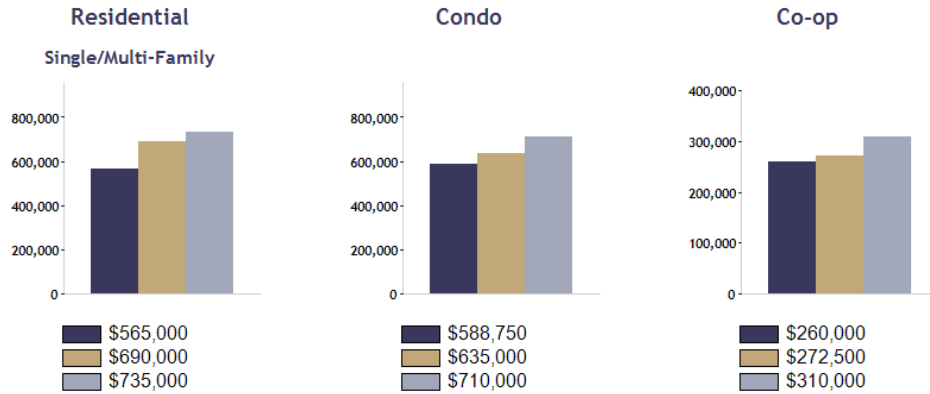
Location: Nassau (County)

Date Range



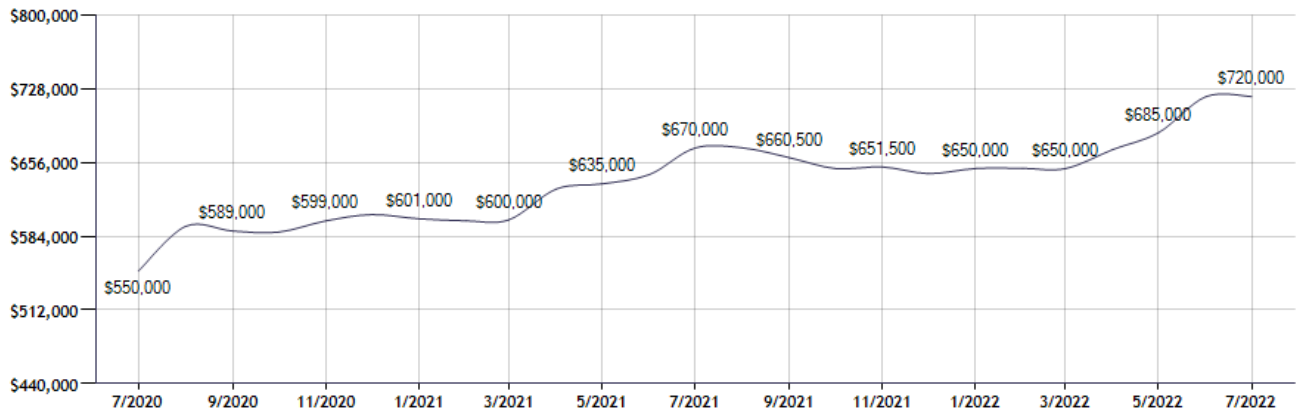
Current Available Inventory - 3,325
Current Median List Price - \$750,000

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jul-2022	\$720,000	\$670,000	7.5
Jun-2022	\$720,000	\$644,000	11.8
May-2022	\$685,000	\$635,000	7.9
Apr-2022	\$668,500	\$630,000	6.1
Mar-2022	\$650,000	\$600,000	8.3
Feb-2022	\$650,000	\$599,000	8.5
Jan-2022	\$650,000	\$601,000	8.2
Dec-2021	\$645,000	\$605,000	6.6
Nov-2021	\$651,500	\$599,000	8.8
Oct-2021	\$650,000	\$588,000	10.5
Sep-2021	\$660,500	\$589,000	12.1
Aug-2021	\$670,000	\$593,597	12.9

Sold Property Median Price for: Location: Nassau (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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Pending Sales Median Price for:

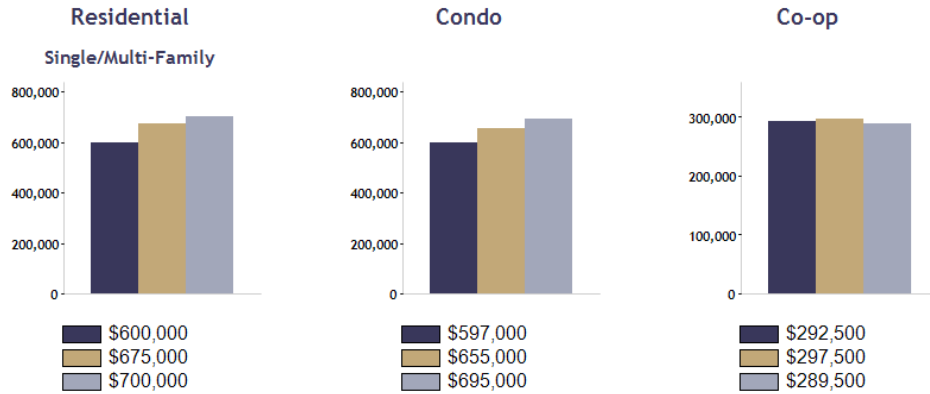
Location: Nassau (County)

Date Range

Jul 2020	Jul 2021	Jul 2022
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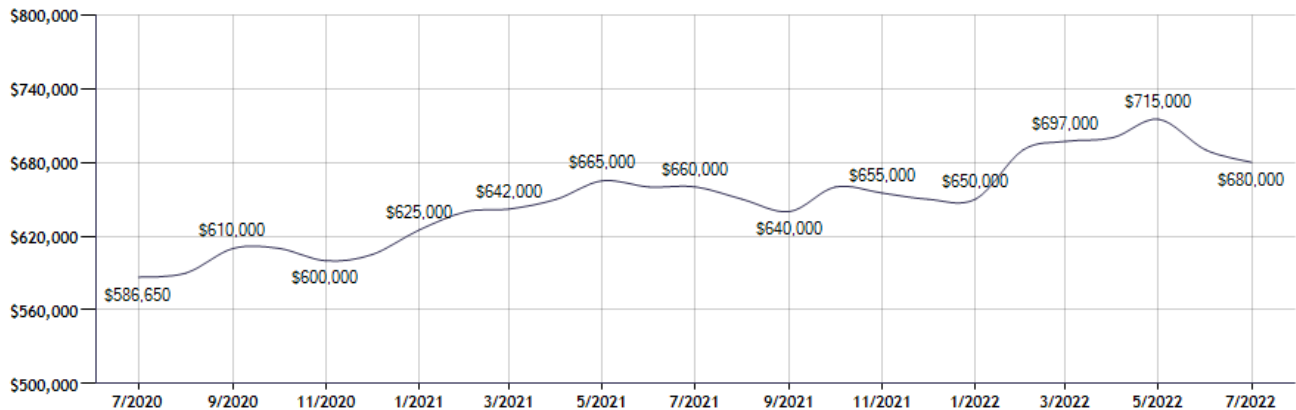
Current Available Inventory - 3,323
Current Median List Price - \$750,000

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jul-2022	\$680,000	\$660,000	3.0
Jun-2022	\$690,000	\$660,000	4.5
May-2022	\$715,000	\$665,000	7.5
Apr-2022	\$700,000	\$650,000	7.7
Mar-2022	\$697,000	\$642,000	8.6
Feb-2022	\$690,000	\$640,000	7.8
Jan-2022	\$650,000	\$625,000	4.0
Dec-2021	\$650,000	\$605,000	7.4
Nov-2021	\$655,000	\$600,000	9.2
Oct-2021	\$660,000	\$610,000	8.2
Sep-2021	\$640,000	\$610,000	4.9
Aug-2021	\$650,000	\$590,000	10.2

Pending Sales Median Price for: Location: Nassau (County) (Last 24 Months - Residential, Condo, Co-op Properties)



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Sold Property Counts for:

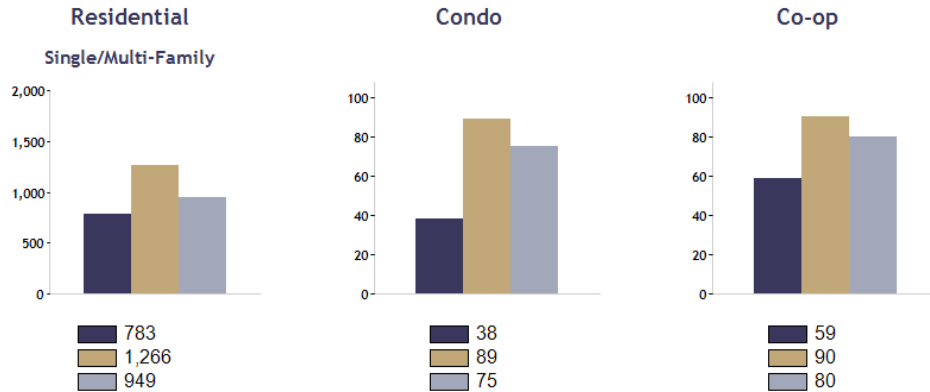
Location: Nassau (County)

Date Range



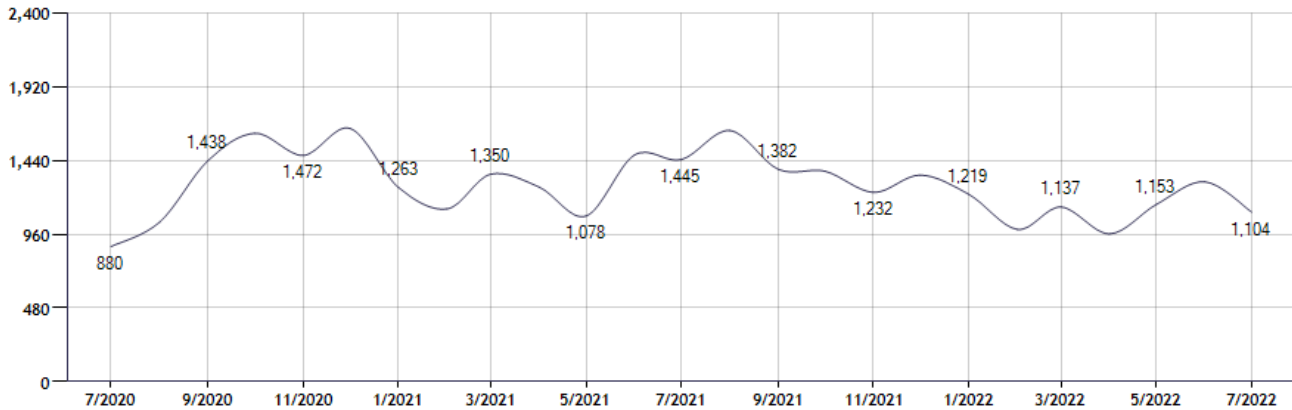
Current Available Inventory - 3,325
Current Median List Price - \$750,000

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jul-2022	1,104	1,445	-23.6
Jun-2022	1,301	1,475	-11.8
May-2022	1,153	1,078	7.0
Apr-2022	962	1,266	-24.0
Mar-2022	1,137	1,350	-15.8
Feb-2022	991	1,124	-11.8
Jan-2022	1,219	1,263	-3.5
Dec-2021	1,344	1,647	-18.4
Nov-2021	1,232	1,472	-16.3
Oct-2021	1,369	1,616	-15.3
Sep-2021	1,382	1,438	-3.9
Aug-2021	1,634	1,038	57.4

Sold Property Counts for: Location: Nassau (County) (Last 24 Months - Residential, Condo, Co-op Properties)



Note: Information displayed in the data table is compiled by OneKey® MLS and represents a combined total of Residential, Condo, Co-op Properties sales for the selected time frame. Only available data will be displayed. Please note that small data samples will skew the % of change year to year. This information is intended for marketing purposes only. To access more detailed market reports visit <https://www.onekeymls.com/market-statistics>

Pending Sales Counts for:

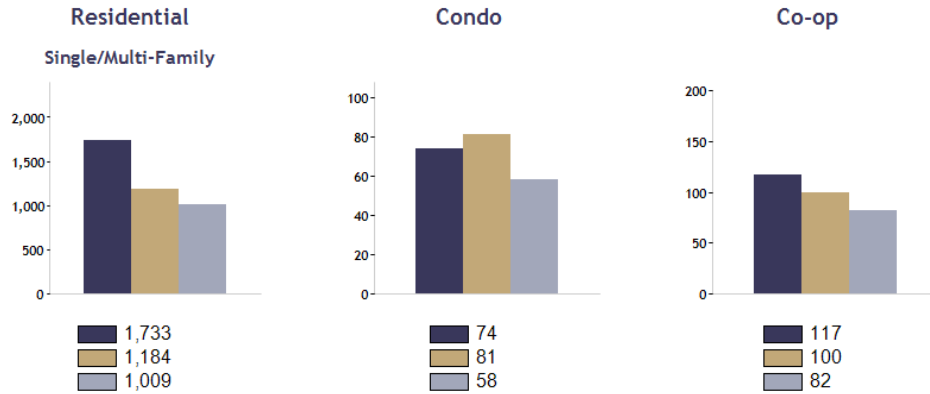
Location: Nassau (County)

Date Range



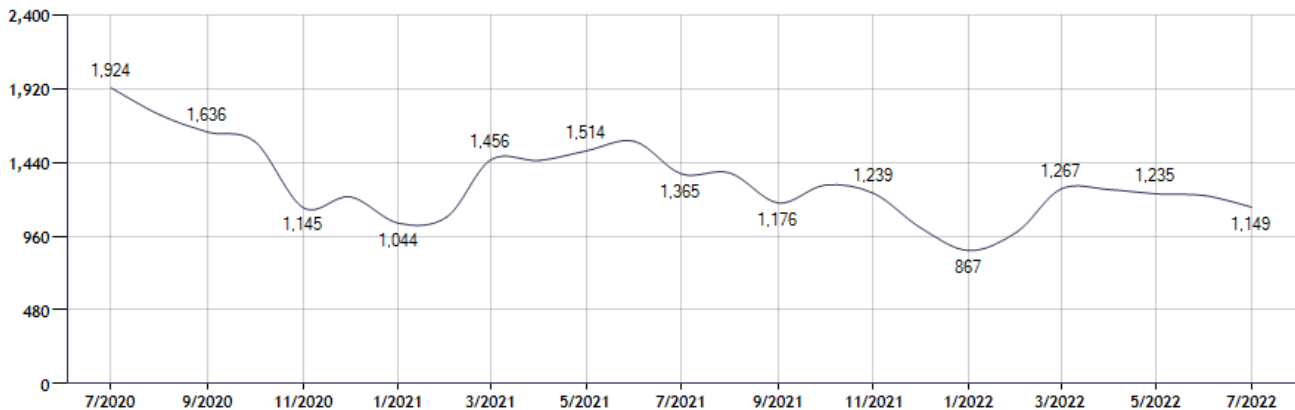
Current Available Inventory - 3,323
Current Median List Price - \$750,000

Residential, Condo, Co-op Properties



Month	Current Year	Prior Year	% Change
Jul-2022	1,149	1,365	-15.8
Jun-2022	1,224	1,576	-22.3
May-2022	1,235	1,514	-18.4
Apr-2022	1,263	1,452	-13.0
Mar-2022	1,267	1,456	-13.0
Feb-2022	989	1,086	-8.9
Jan-2022	867	1,044	-17.0
Dec-2021	1,015	1,216	-16.5
Nov-2021	1,239	1,145	8.2
Oct-2021	1,292	1,575	-18.0
Sep-2021	1,176	1,636	-28.1
Aug-2021	1,371	1,750	-21.7

Pending Sales Counts for: Location: Nassau (County) (Last 24 Months - Residential, Condo, Co-op Properties)



Note: Information displayed in the data table is compiled by OneKey® MLS and represents a combined total of Residential, Condo, Co-op Properties sales for the selected time frame. Only available data will be displayed. Please note that small data samples will skew the % of change year to year. This information is intended for marketing purposes only. To access more detailed market reports visit <https://www.onekeymls.com/market-statistics>

Monthly Indicators

July 2022

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

New Listings were down 18.4 percent to 4,740. Pending Sales decreased 5.6 percent to 3,860. Inventory shrank 13.3 percent to 12,746 units.

Prices moved higher as the Median Sales Price was up 7.6 percent to \$640,000. Average Sales Price increased 5.1 percent to \$750,879. Months Supply of Inventory was down 5.6 percent to 3.4 months.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Activity Snapshot

- 19.1% **+ 7.6%** **- 13.3%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
- 19.1%	+ 7.6%	- 13.3%

Residential activity in Nassau, Queens, Suffolk counties, and Out of Area, composed of single-family homes, townhomes and co-ops combined. Percent changes are calculated using rounded figures.

Activity Overview

New Listings **2**

Closed Sales **3**

Median Sales Price **4**

Average Sales Price **5**

Pending Sales **6**

Housing Affordability Index **7**

Inventory of Homes for Sale **8**

Months Supply of Inventory **9**

10

Activity Overview

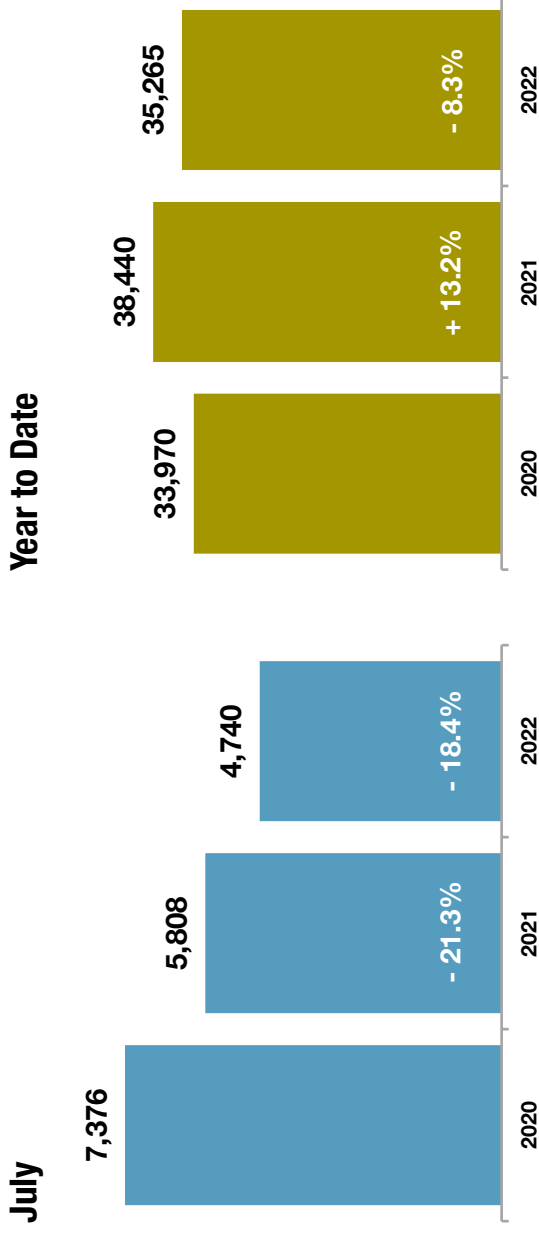
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Historical Sparkbars		7-2021	7-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		5,808	4,740	- 18.4%	38,440	35,265	- 8.3%
Closed Sales		4,213	3,410	- 19.1%	25,758	23,658	- 8.2%
Median Sales Price		\$595,000	\$640,000	+ 7.6%	\$570,000	\$620,000	+ 8.8%
Avg. Sales Price		\$714,196	\$750,879	+ 5.1%	\$678,759	\$733,804	+ 8.1%
Pending Sales		4,088	3,860	- 5.6%	27,458	26,468	- 3.6%
Affordability Index		97	69	- 28.9%	101	71	- 29.7%
Homes for Sale		14,700	12,746	- 13.3%	--	--	--
Months Supply		3.6	3.4	- 5.6%	--	--	--

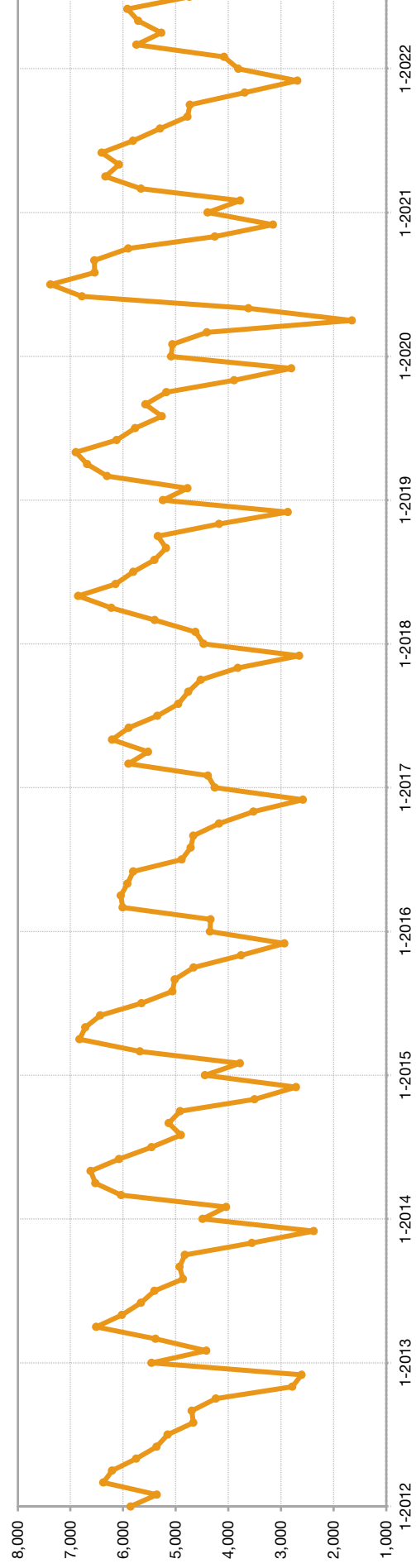
New Listings

A count of the properties that have been newly listed on the market in a given month.



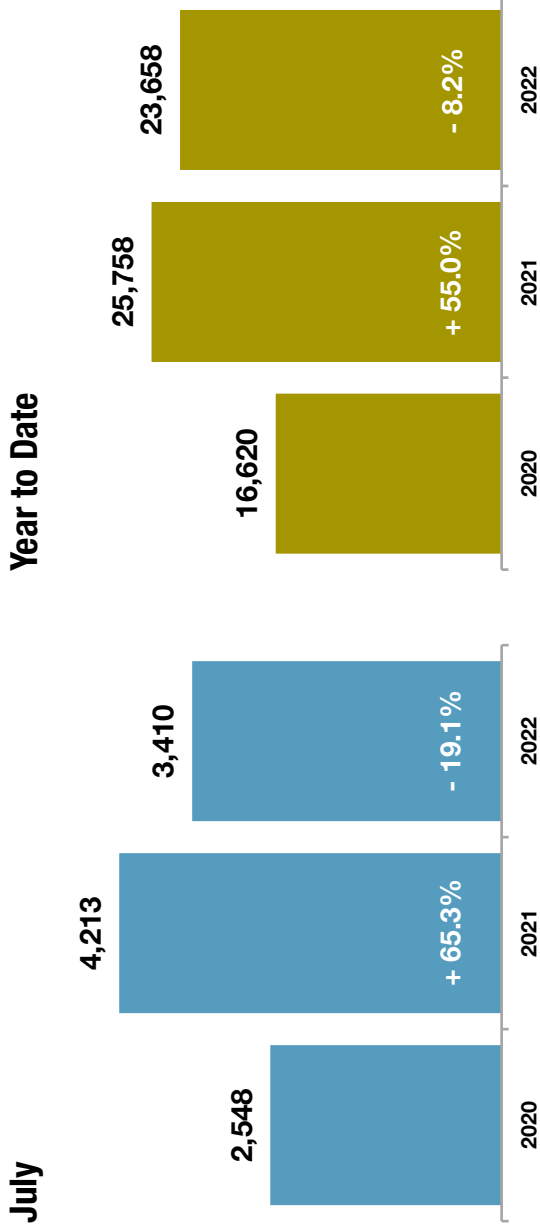
New Listings	Prior Year	Percent Change	
August 2021	5,295	6,536	-19.0%
September 2021	4,773	6,545	-27.1%
October 2021	4,729	5,901	-19.9%
November 2021	3,688	4,256	-13.3%
December 2021	2,686	3,148	-14.7%
January 2022	3,806	4,393	-13.4%
February 2022	4,078	3,773	+8.1%
March 2022	5,743	5,658	+1.5%
April 2022	5,272	6,330	-16.7%
May 2022	5,710	6,074	-6.0%
June 2022	5,916	6,404	-7.6%
July 2022	4,740	5,808	-18.4%
12-Month Avg	4,703	5,402	-12.9%

Historical New Listings by Month



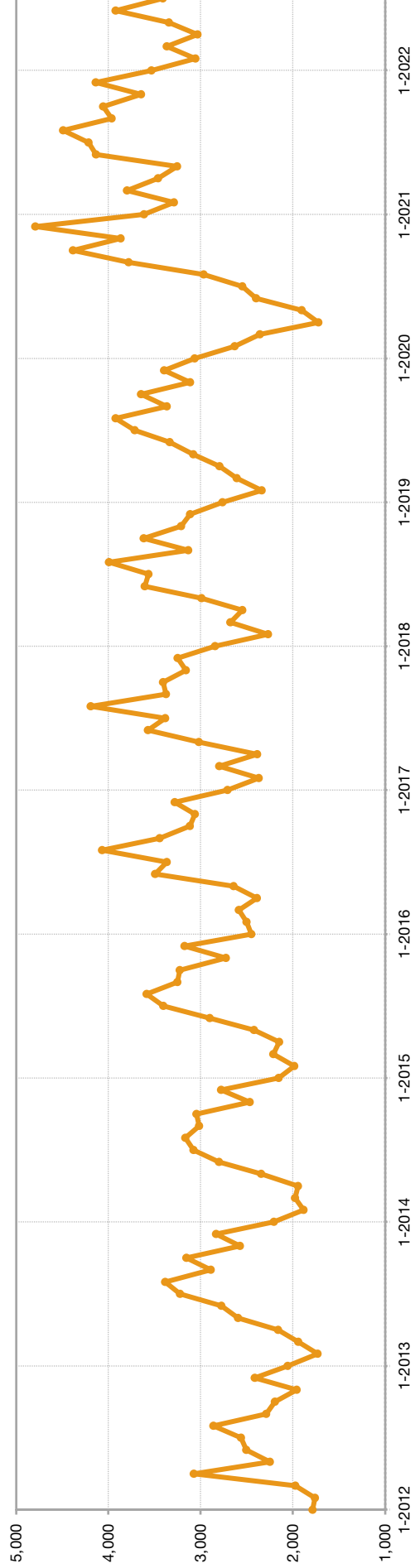
Closed Sales

A count of the actual sales that closed in a given month.



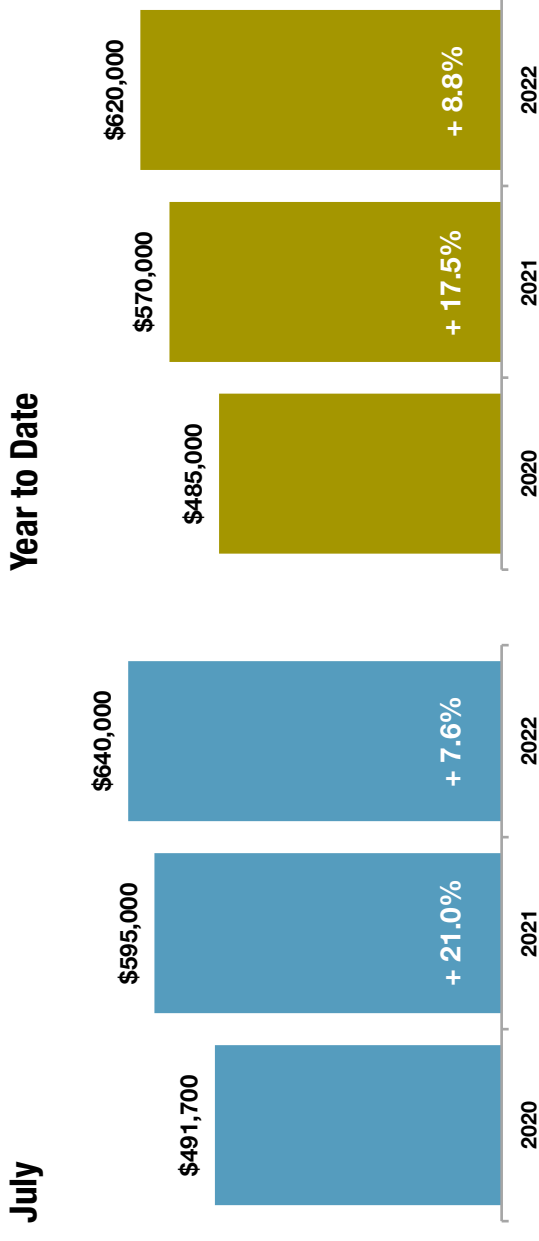
Closed Sales	Prior Year	Percent Change	
August 2021	4,490	2,966	+51.4%
September 2021	3,963	3,779	+4.9%
October 2021	4,054	4,383	-7.5%
November 2021	3,643	3,866	-5.8%
December 2021	4,135	4,792	-13.7%
January 2022	3,532	3,614	-2.3%
February 2022	3,056	3,288	-7.1%
March 2022	3,366	3,796	-11.3%
April 2022	3,031	3,460	-12.4%
May 2022	3,344	3,255	+2.7%
June 2022	3,919	4,132	-5.2%
July 2022	3,410	4,213	-19.1%
12-Month Avg	3,662	3,795	-3.5%

Historical Closed Sales by Month



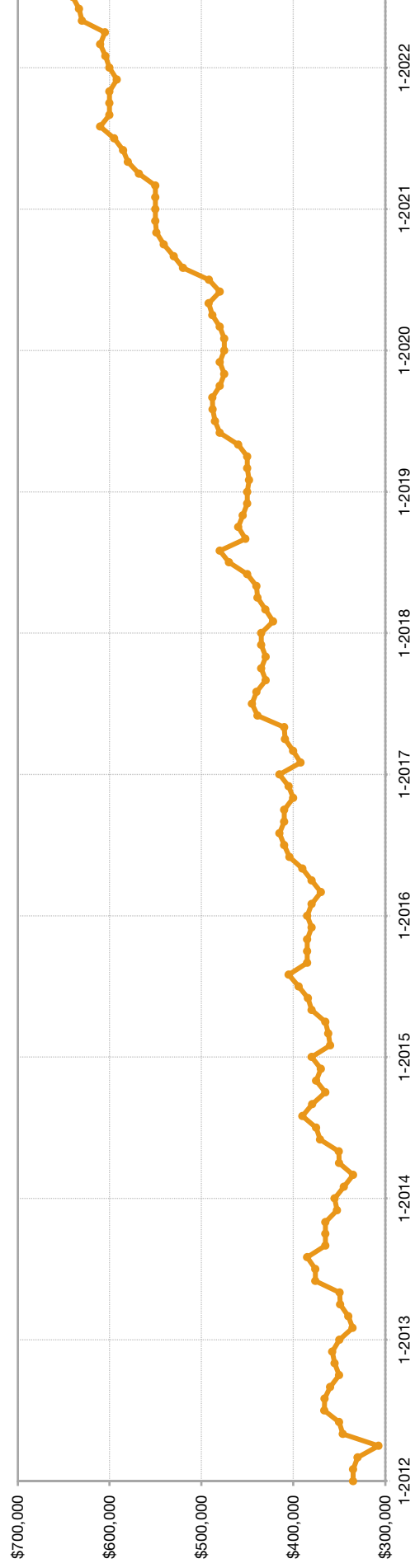
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price	Prior Year	Percent Change
August 2021	\$610,000	+17.3%
September 2021	\$600,000	+13.2%
October 2021	\$600,000	+10.9%
November 2021	\$600,000	+9.3%
December 2021	\$592,000	+7.6%
January 2022	\$600,000	+9.1%
February 2022	\$604,300	+9.9%
March 2022	\$610,000	+10.9%
April 2022	\$605,000	+6.5%
May 2022	\$630,000	+8.6%
June 2022	\$633,000	+8.2%
July 2022	\$640,000	+7.6%
12-Month Avg	\$610,000	+9.9%

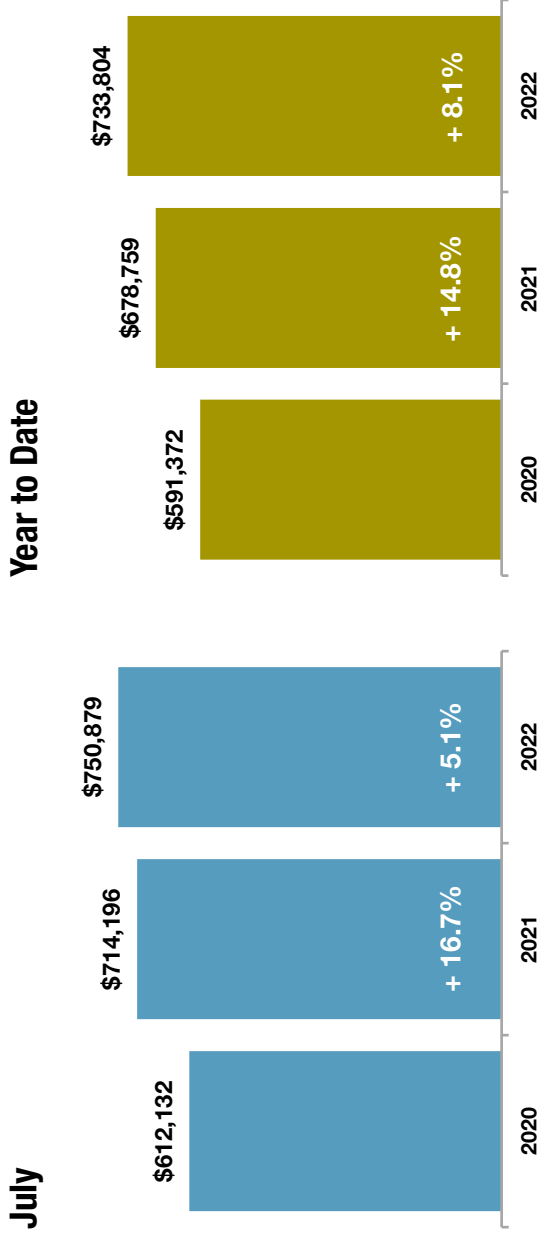
Historical Median Sales Price by Month



* Median Sales Price for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

Average Sales Price

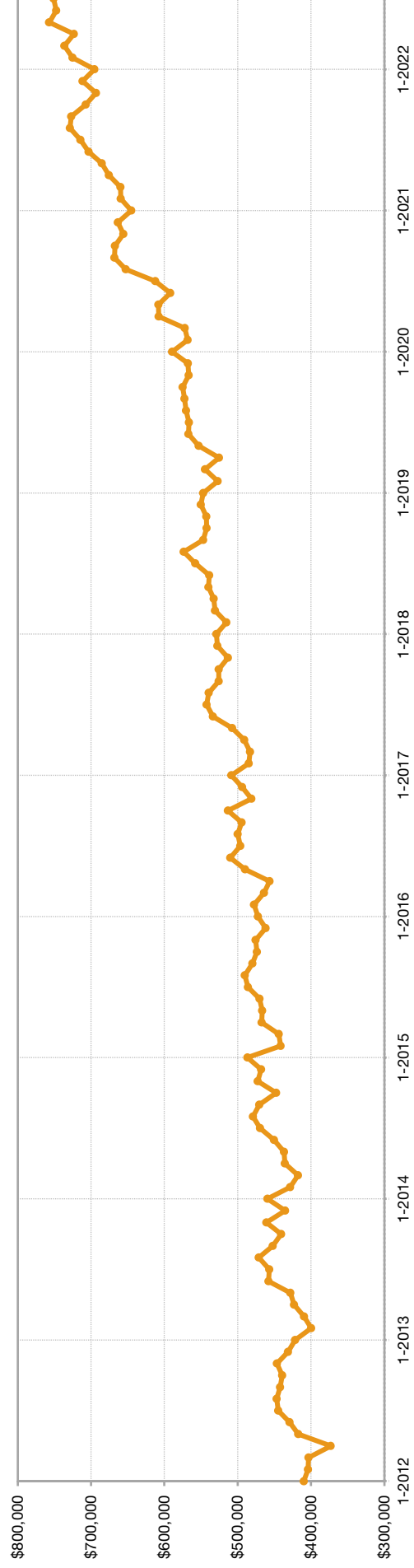
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price	Prior Year	Percent Change	
August 2021	\$728,745	\$652,588	+11.7%
September 2021	\$726,937	\$667,924	+8.8%
October 2021	\$706,912	\$667,191	+6.0%
November 2021	\$693,052	\$655,662	+5.7%
December 2021	\$711,221	\$663,068	+7.3%
January 2022	\$695,051	\$644,828	+7.8%
February 2022	\$725,076	\$659,146	+10.0%
March 2022	\$736,115	\$659,633	+11.6%
April 2022	\$723,307	\$675,539	+7.1%
May 2022	\$756,862	\$685,133	+10.5%
June 2022	\$747,141	\$703,172	+6.3%
July 2022	\$750,879	\$714,196	+5.1%
12-Month Avg*	\$724,684	\$671,430	+7.9%

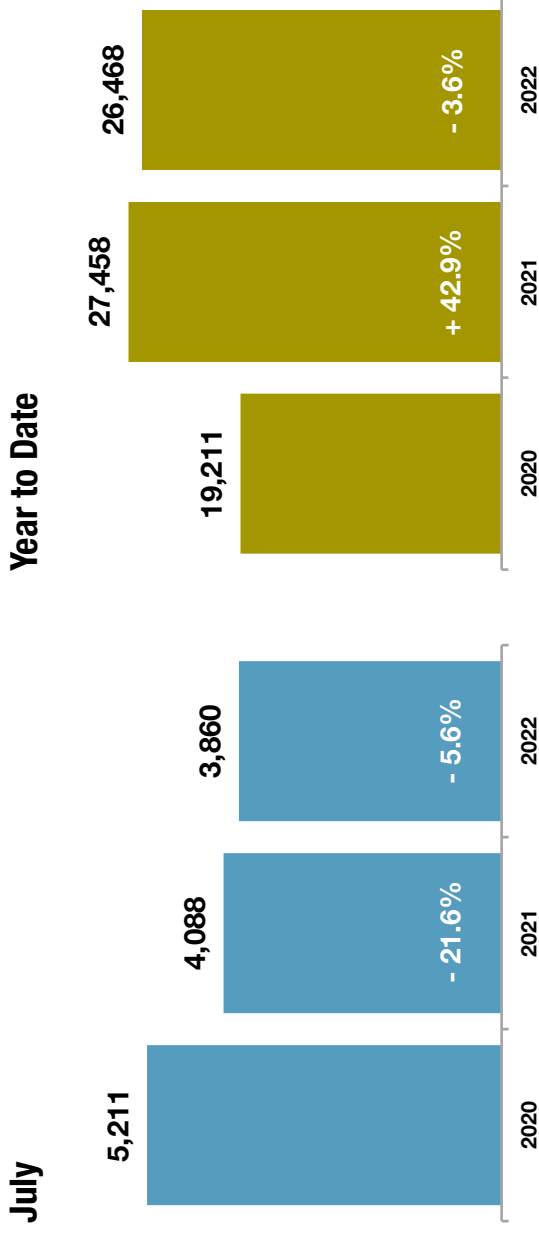
* Average Avg. Sales Price of all properties from August 2021 through July 2022. This is not the average of the individual figures above.

Historical Average Sales Price by Month



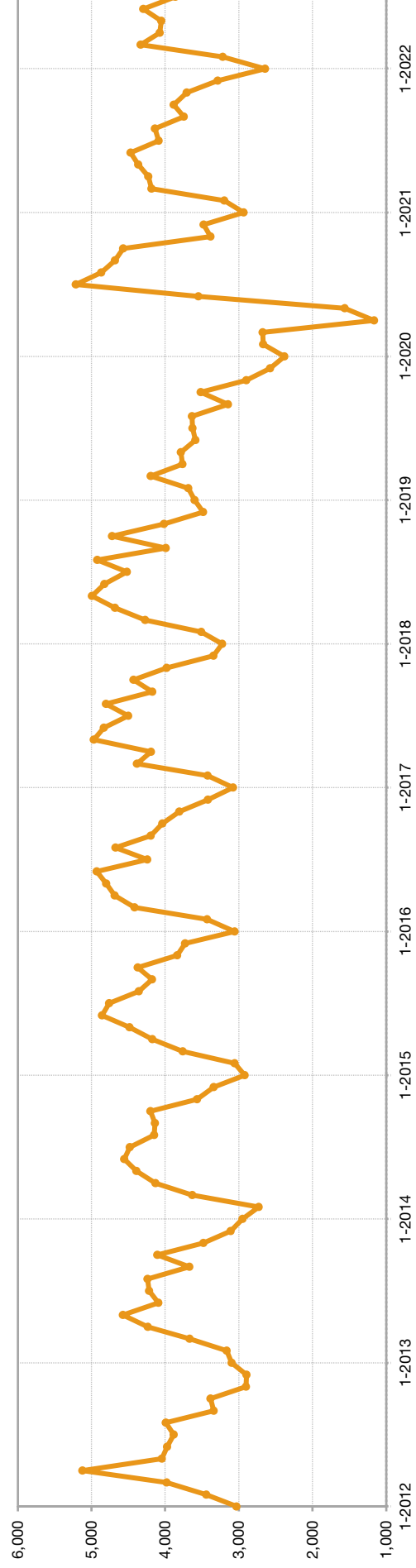
Pending Sales

A count of the properties on which offers have been accepted in a given month.



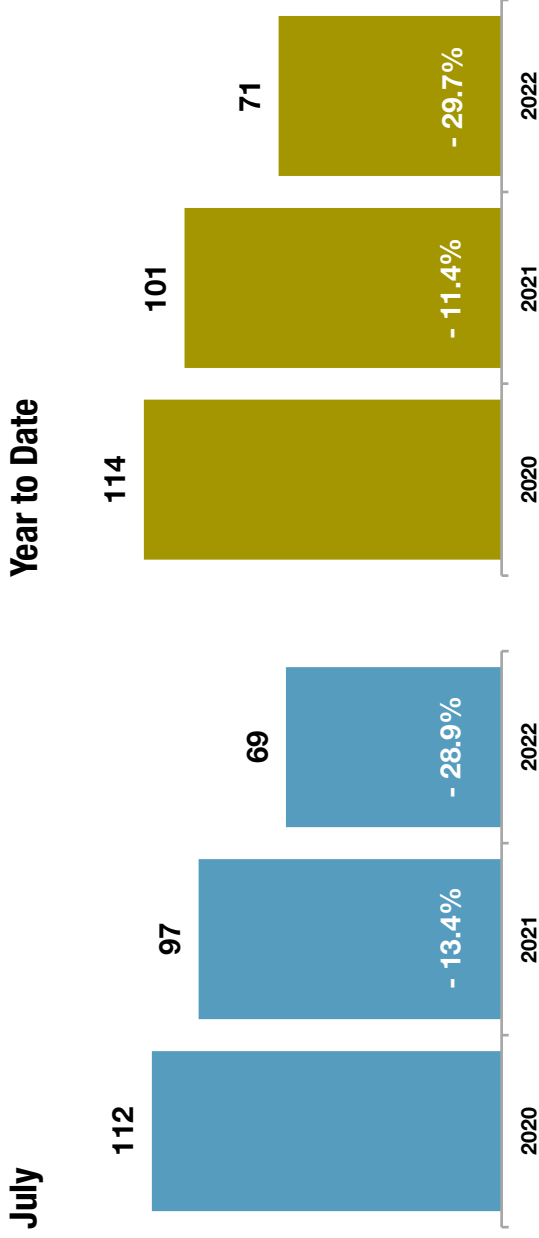
Pending Sales	Prior Year	Percent Change	
August 2021	4,138	4,864	-14.9%
September 2021	3,744	4,679	-20.0%
October 2021	3,882	4,566	-15.0%
November 2021	3,705	3,381	+9.6%
December 2021	3,287	3,476	-5.4%
January 2022	2,641	2,935	-10.0%
February 2022	3,218	3,196	+0.7%
March 2022	4,331	4,183	+3.5%
April 2022	4,073	4,227	-3.6%
May 2022	4,052	4,362	-7.1%
June 2022	4,293	4,467	-3.9%
July 2022	3,860	4,088	-5.6%
12-Month Med	3,769	4,035	-6.6%

Historical Pending Sales by Month



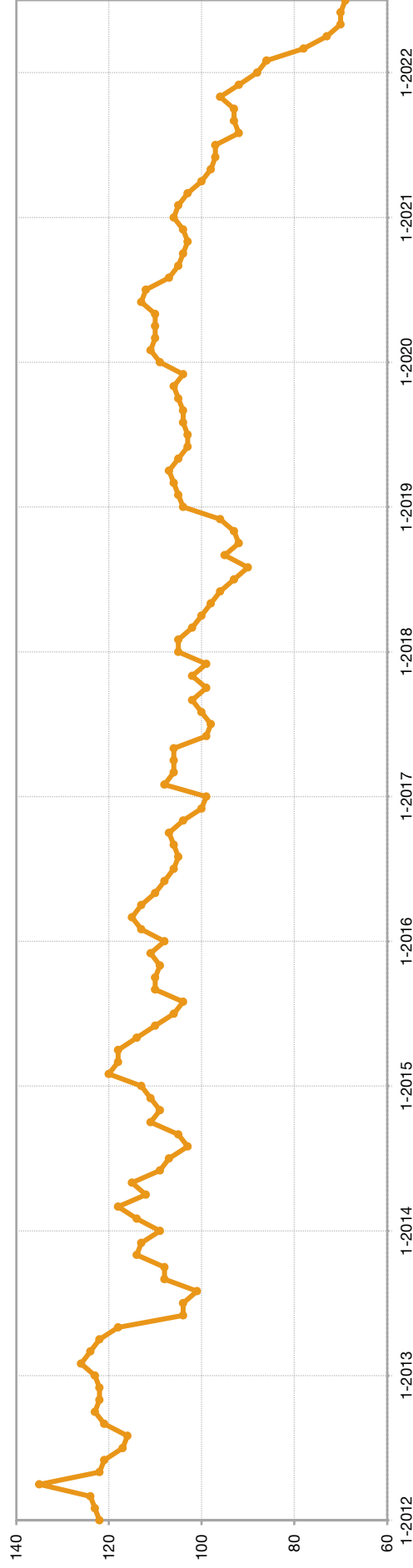
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



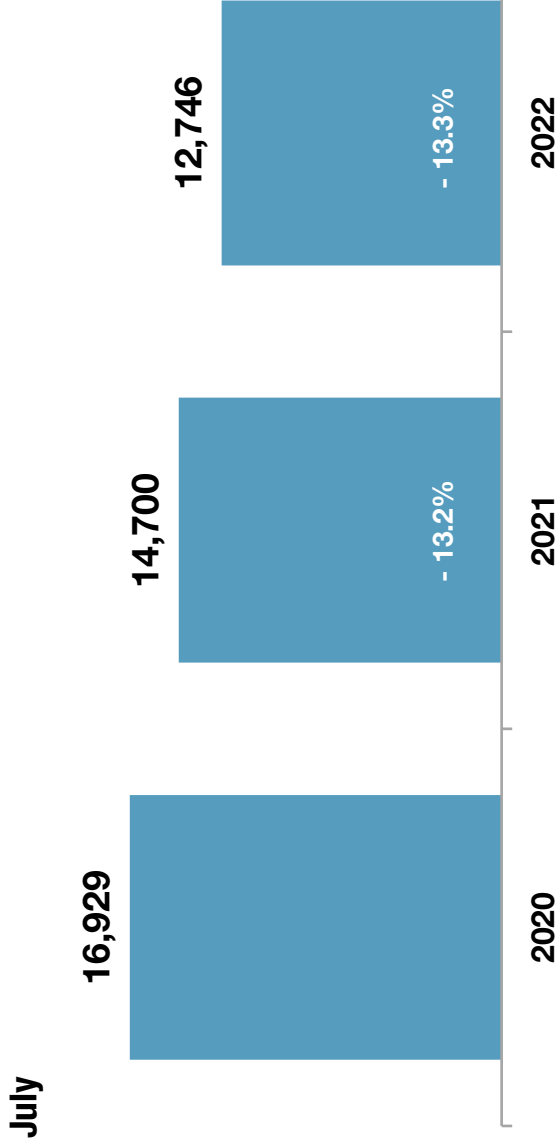
Affordability Index	Prior Year	Percent Change
August 2021	92	-14.0%
September 2021	93	-11.4%
October 2021	93	-10.6%
November 2021	96	-6.8%
December 2021	92	-11.5%
January 2022	88	-17.0%
February 2022	86	-18.1%
March 2022	78	-24.3%
April 2022	73	-27.0%
May 2022	70	-28.6%
June 2022	70	-27.8%
July 2022	69	-28.9%
12-Month Avg	83	-18.6%

Historical Housing Affordability Index by Month



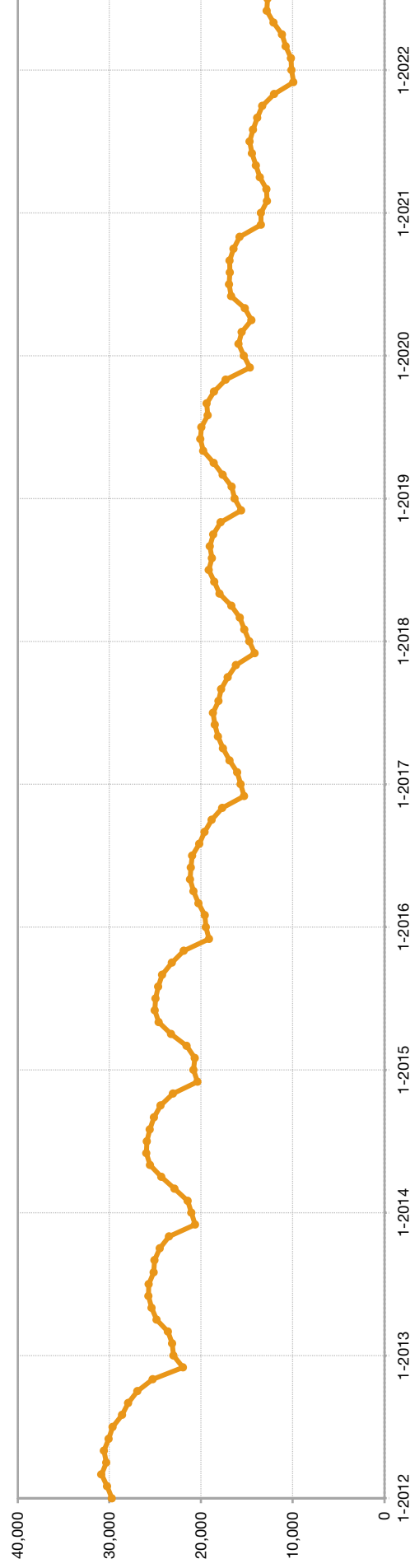
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



Homes for Sale	Prior Year	Percent Change	
August 2021	14,331	16,839	-14.9%
September 2021	13,859	16,867	-17.8%
October 2021	13,305	16,455	-19.1%
November 2021	12,020	15,779	-23.8%
December 2021	9,912	13,472	-26.4%
January 2022	10,123	13,448	-24.7%
February 2022	10,183	12,809	-20.5%
March 2022	10,761	12,850	-16.3%
April 2022	11,162	13,586	-17.8%
May 2022	12,081	13,997	-13.7%
June 2022	12,823	14,445	-11.2%
July 2022	12,746	14,700	-13.3%
12-Month Avg	11,942	14,604	-18.2%

Historical Inventory of Homes for Sale by Month

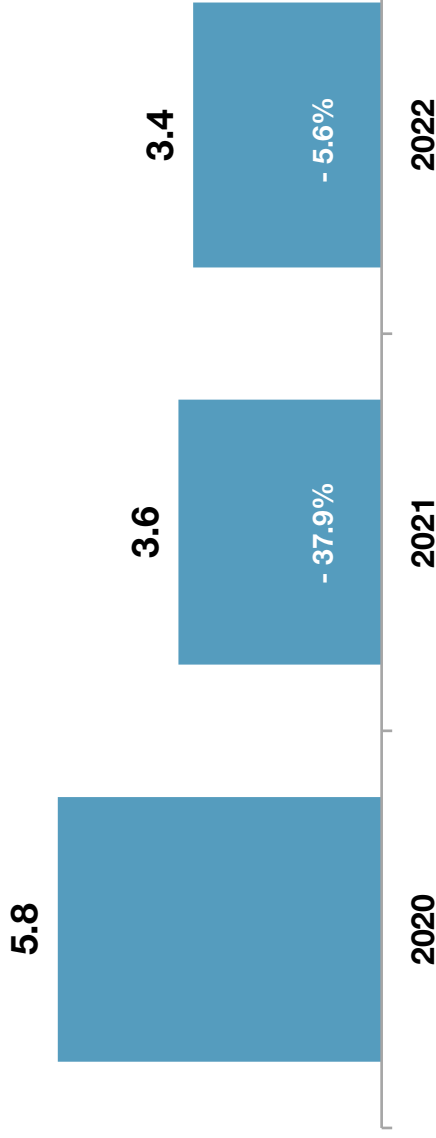


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

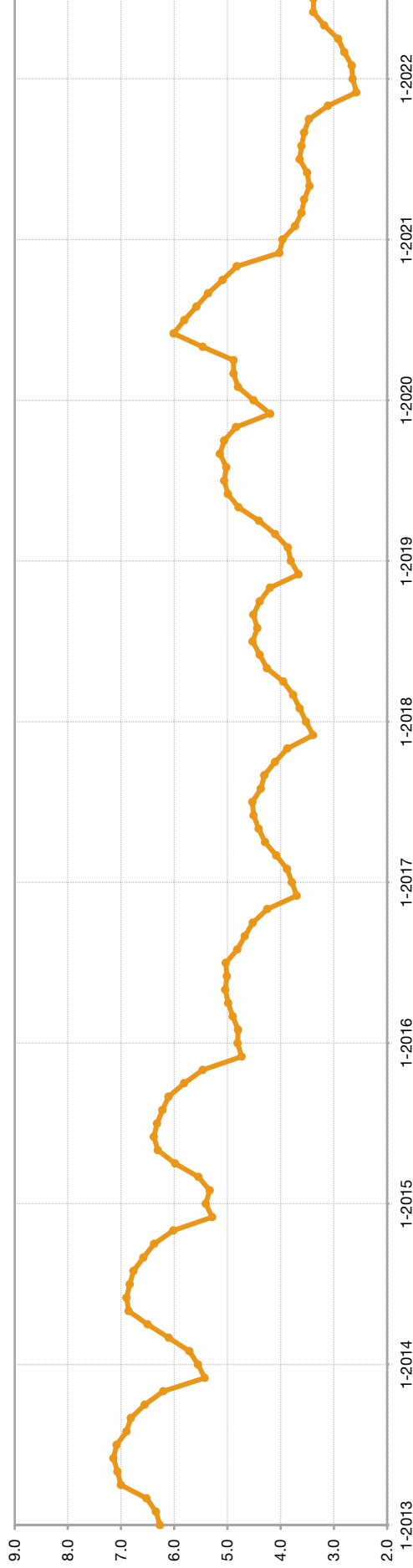


July



Months Supply	Prior Year	Percent Change
August 2021	3.6	5.6
September 2021	3.6	5.4
October 2021	3.5	5.1
November 2021	3.1	4.8
December 2021	2.6	4.0
January 2022	2.6	4.0
February 2022	2.7	3.7
March 2022	2.8	3.6
April 2022	2.9	3.6
May 2022	3.2	3.5
June 2022	3.4	3.5
July 2022	3.4	-5.6%
12-Month Avg	3.1	4.2

Historical Months Supply of Inventory by Month



Why Choose Jones Hollow?

Our focus is meeting the needs of your lifestyle. In an industry dominated by franchises, Jones Hollow Realty Group, sets itself apart through our personalized delivery of services, unparalleled attention to detail, beautiful marketing, & local knowledge of the area.

The Jones Hollow Difference is our commitment to you, the client, and our community. We have been called "client-centric" and that's just fine with us!

Jones Hollow Realty Group is a boutique agency which allows us to take a much more personal approach to real estate, one that offers you the most value, flexibility, and insight into the Long Island market.

The word "boutique," when applied to a local real estate agency, means that as a client you'll receive attention customized to your specific goals and needs, with the benefit of a deep, micro-level knowledge of the local market, neighborhood by neighborhood.

Brad Wilson



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