



Sotheby's
INTERNATIONAL REALTY

2011 Luxury Market Report

An Analysis of Long Island's North Shore Luxury Market



“Twilight” – Centre Island, NY
MLS# 2437378. \$22,500,000 . Currently Available.

Annual Report

danielgale.com

Daniel Gale Sotheby's International Realty



PATRICIA J. PETERSEN
President & CEO

2011 Annual Report

Based on closed residential data comparing 2011 to 2010, we see a very encouraging trend for 2012 luxury real estate transactions.

Although the number of luxury transactions decreased, we saw both average and median prices increase across Nassau and Suffolk Counties. Pricing properties competitively is at the core of achieving these results, while targeted marketing and advertising continue to enhance this momentum as well.

We have a long way to go before we see anything like the pre-2008 market, but it's important to note residential real estate transactions at \$1.5M and above represent a fairly narrow segment of the overall market; a segment that will always act independently of the rest of the market.

We can't change the real estate environment but we can outperform it. We continue to do at least double the number of high end transactions as our nearest competitor. Looking back, we're pleased to mention that Daniel Gale Sotheby's International Realty sales experts also participated in the single highest residential transaction for both Nassau and Suffolk Counties in 2011!

Call one of our outstanding sales associates.

Sincerely,

A handwritten signature in cursive script that reads "Patricia J. Petersen".



“Silver Beech” – Mill Neck, NY – MLS# 2445257. \$7,495,000. Currently Available.

	2010	2011
ASHAROKEN/EATONS NECK/FORT SALONGA/NORTHPORT		
Number of Sales	2.....	7
Days on Market	76	206
Average Price	\$1,667,500.....	\$2,126,857
Median Price	\$1,667,500.....	\$1,918,000
Highest Price	\$1,735,000.....	\$2,715,000

	2010	2011
GARDEN CITY		
Number of Sales	13	16
Days on Market	181	150
Average Price	\$1,960,615.....	\$2,162,250
Median Price	\$1,805,000.....	\$1,838,500
Highest Price	\$2,865,000.....	\$4,999,000

BROOKVILLE / UPPER BROOKVILLE		
Number of Sales	15	16
Days on Market	213	177
Average Price	\$2,847,833.....	\$2,632,375
Median Price	\$2,670,000.....	\$1,975,000
Highest Price	\$5,200,000.....	\$10,395,000

GREAT NECK / KINGS POINT		
Number of Sales	45	40
Days on Market	116	117
Average Price	\$2,235,122.....	\$2,484,125
Median Price	\$2,040,000.....	\$2,187,500
Highest Price	\$4,750,000.....	\$5,825,000

CENTRE ISLAND		
Number of Sales	2.....	3
Days on Market	262	95
Average Price	\$5,100,000.....	\$4,790,000
Median Price	\$5,100,000.....	\$2,945,000
Highest Price	\$8,235,000.....	\$9,100,000

HEAD OF THE HARBOR / NISSEQUOGUE		
Number of Sales	4.....	2
Days on Market	357	42
Average Price	\$1,725,000.....	\$3,437,500
Median Price	\$1,650,000.....	\$3,437,500
Highest Price	\$2,000,000.....	\$4,500,000

COLD SPRING HARBOR		
Number of Sales	7.....	3
Days on Market	123	401
Average Price	\$2,178,571.....	\$2,066,667
Median Price	\$1,900,000.....	\$1,800,000
Highest Price	\$3,100,000.....	\$2,775,000

HUNTINGTON		
Number of Sales	4.....	0
Days on Market	251	0
Average Price	\$2,190,650.....	\$0
Median Price	\$2,006,300.....	\$0
Highest Price	\$3,225,000.....	\$0

DIX HILLS		
Number of Sales	3.....	5
Days on Market	47	194
Average Price	\$1,538,333.....	\$1,772,600
Median Price	\$1,550,000.....	\$1,790,000
Highest Price	\$1,565,000.....	\$1,960,000

HUNTINGTON BAY		
Number of Sales	6.....	3
Days on Market	145	133
Average Price	\$2,645,833.....	\$1,866,667
Median Price	\$2,675,000.....	\$1,800,000
Highest Price	\$4,000,000.....	\$2,100,000

Daniel Gale Sotheby's International Realty

Annual Luxury Market Report

NASSAU COUNTY ANNUAL REPORT

Number of Sales 2010	274
Number of Sales 2011	260
Days on Market 2010	161
Days on Market 2011	158
Average Price 2010	\$2,379,187
Average Price 2011	\$2,550,464
Median Price 2010.....	\$2,000,000
Median Price 2011.....	\$2,050,000
Highest Price 2010	\$8,235,000
Highest Price 2011	\$15,880,000

SUFFOLK COUNTY ANNUAL REPORT

Number of Sales 2010	131
Number of Sales 2011	104
Days on Market 2010	162
Days on Market 2011	218
Average Price 2010	\$2,115,686
Average Price 2011	\$2,338,332
Median Price 2010.....	\$1,900,000
Median Price 2011.....	\$1,950,000
Highest Price 2010	\$5,400,000
Highest Price 2011	\$12,300,000

	2010	2011
LATTINGTOWN / LOCUST VALLEY		
Number of Sales	12	8
Days on Market	181	54
Average Price	\$2,196,844.....	\$2,533,750
Median Price	\$1,801,250.....	\$1,815,000
Highest Price	\$4,630,000.....	\$6,480,000

	2010	2011
MANHASSET		
Number of Sales	46	46
Days on Market	80	121
Average Price	\$2,319,233.....	\$2,058,120
Median Price	\$2,075,000.....	\$1,881,250
Highest Price	\$6,150,000.....	\$3,150,000

LAUREL HOLLOW		
Number of Sales	12	6
Days on Market	135	167
Average Price	\$2,966,458.....	\$2,677,083
Median Price	\$2,750,000.....	\$2,406,250
Highest Price	\$5,200,000.....	\$4,100,000

MATINECOCK		
Number of Sales	5.....	6
Days on Market	200	232
Average Price	\$3,427,200.....	\$2,730,833
Median Price	\$2,700,000.....	\$2,442,500
Highest Price	\$6,000,000.....	\$5,300,000

LLOYD HARBOR		
Number of Sales	10	11
Days on Market	87	82
Average Price	\$2,117,400.....	\$1,881,591
Median Price	\$2,165,000.....	\$1,800,000
Highest Price	\$3,050,000.....	\$2,400,000

MELVILLE		
Number of Sales	5.....	1
Days on Market	133	26
Average Price	\$1,885,500.....	\$1,550,000
Median Price	\$1,700,000.....	\$1,550,000
Highest Price	\$2,665,000.....	\$1,550,000

LLOYD NECK		
Number of Sales	3.....	2
Days on Market	69	64
Average Price	\$3,684,333.....	\$4,870,000
Median Price	\$4,675,000.....	\$4,870,000
Highest Price	\$4,703,000.....	\$7,780,000

MILL NECK		
Number of Sales	3.....	2
Days on Market	124	217
Average Price	\$2,450,000.....	\$8,210,000
Median Price	\$1,675,000.....	\$8,210,000
Highest Price	\$4,100,000.....	\$14,000,000



Lloyd Harbor, NY – MLS# 2458365. \$3,595,000. Currently Available.

	2010	2011
MUTTONTOWN		
Number of Sales	15	10
Days on Market	198	185
Average Price	\$2,541,933.....	\$2,445,800
Median Price	\$2,600,000.....	\$2,700,000
Highest Price	\$3,575,000.....	\$3,120,000

NORTH FORK		
Number of Sales	29	13
Days on Market	178	394
Average Price	\$2,089,276.....	\$2,112,115
Median Price	\$2,200,000.....	\$2,000,000
Highest Price	\$3,450,000.....	\$2,900,000

OLD BROOKVILLE		
Number of Sales	11	17
Days on Market	196	194
Average Price	\$2,291,139.....	\$2,460,647
Median Price	\$2,200,000.....	\$2,200,000
Highest Price	\$3,550,000.....	\$5,700,000

OLD FIELD / SETAUKET		
Number of Sales	7.....	8
Days on Market	110	176
Average Price	\$2,155,000.....	\$3,564,000
Median Price	\$1,900,000.....	\$2,025,000
Highest Price	\$3,600,000.....	\$12,300,000

OLD WESTBURY		
Number of Sales	19	19
Days on Market	229	236
Average Price	\$3,049,474.....	\$3,646,842
Median Price	\$2,075,000.....	\$2,275,000
Highest Price	\$7,625,000.....	\$15,880,000

	2010	2011
OYSTER BAY COVE		
Number of Sales	9.....	7
Days on Market	166	180
Average Price	\$2,054,444.....	\$1,830,000
Median Price	\$1,615,000.....	\$1,900,000
Highest Price	\$4,400,000.....	\$1,950,000

PORT WASHINGTON		
Number of Sales	3.....	4
Days on Market	127	70
Average Price	\$1,725,000.....	\$1,957,500
Median Price	\$1,772,500.....	\$1,727,500
Highest Price	\$1,862,500.....	\$2,750,000

ROSLYN (East Hills, Roslyn Estates, Roslyn Harbor, & Roslyn Heights)		
Number of Sales	18	15
Days on Market	179	112
Average Price	\$1,904,000.....	\$1,987,200
Median Price	\$1,837,500.....	\$1,815,000
Highest Price	\$2,550,000.....	\$2,750,000

SANDS POINT		
Number of Sales	19	16
Days on Market	192	207
Average Price	\$2,857,500.....	\$3,942,969
Median Price	\$2,300,000.....	\$3,250,000
Highest Price	\$6,000,000.....	\$13,875,000

WOODBURY		
Number of Sales	5.....	4
Days on Market	135	79
Average Price	\$1,572,200.....	\$1,868,750
Median Price	\$1,552,500.....	\$1,912,500
Highest Price	\$1,750,000.....	\$2,100,000



Sotheby's
INTERNATIONAL REALTY

**CARLE PLACE/
WESTBURY**
516.334.3606

COLD SPRING HARBOR
631.692.6770

CUTCHOGUE
631.734.5439

**EAST NORWICH/
BROOKVILLE**
516.922.9155

GARDEN CITY
516.248.6655

GARDEN CITY WYNDHAM
516.739.7171

**GLEN HEAD/
OLD BROOKVILLE**
516.674.2000

HUNTINGTON
631.427.6600

CORPORATE OFFICE
36 Main Street
Cold Spring Harbor, NY 11724
631.423.1180

LOCUST VALLEY
516.759.4800

MANHASSET
516.627.4440

**MANHASSET HILLS
DIVISION**
516.627.0858

MATTITUCK
631.298.0300

NORTHPORT
631.754.3400

OLD WESTBURY
516.626.7600

PORT WASHINGTON
516.883.2900

QUEENS DIVISION
877.912.4440

RELOCATION CENTER
631.692.4856

ROSLYN
516.484.1800

SEA CLIFF
516.759.6822

SHELTER ISLAND
631.749.1155

SOUTHOLD
631.765.6656

ST. JAMES
631.584.6600

STONY BROOK / SETAUKET
631.689.6980

SYOSSET / MUTTONTOWN
516.677.0030