Summer 2026 Edition

GREAT NECK

INSIDER REPORT

THE COASTAL COLLECTIVE

Coastal Living STARTS HERE

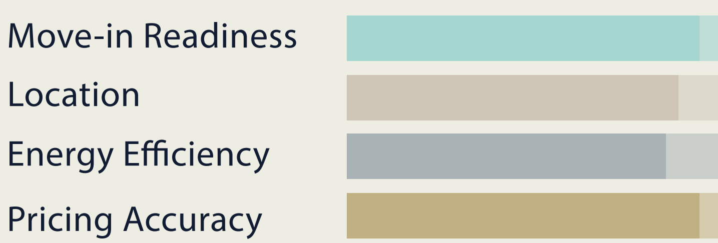
Atlantic Sotheby's INTERNATIONAL REALTY

Welcome to the Great Neck insider report

Great Neck is not a single housing market, it's a collection of distinct neighborhoods, each behaving differently based on location, buyer motivations, and inventory dynamics.

This Insider Report reflects what I'm seeing firsthand through local showings, pricing strategy conversations, and buyer behavior across Great Neck—not national headlines or generic market averages. It was created to go beyond broad market headlines and provide micro-market insight into what's actually happening across Great Neck right now. While prices have remained resilient, buyer behavior has shifted in more subtle—but important—ways. Homes that align with how buyers are thinking today are performing well; those that don't are taking longer to sell or requiring adjustments.

What Modern Buyers Are Prioritizing Now



The goal of this report is not to predict the future or push timing decisions. It's to help Great Neck homeowners understand how their specific neighborhood is behaving, what buyers are prioritizing, and how small strategic choices around pricing, preparation, and positioning can have an outsized impact on results. While some examples in this report highlight higher-value neighborhoods, the underlying patterns—buyer psychology, pricing precision, and preparation—apply just as much to inland and non-waterfront homes across Great Neck.

Whether you're planning a move soon or simply staying informed, this report is designed to give you clarity; without hype, pressure, or guesswork.

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MARKET SNAPSHOT

Great Neck as a Whole

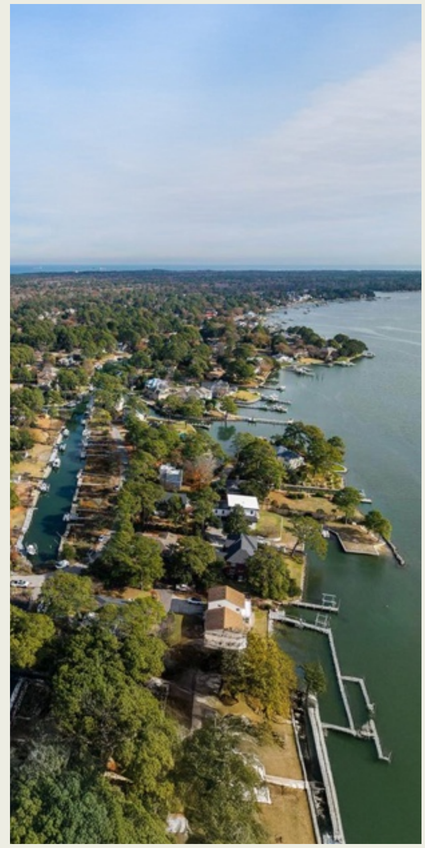
Median sale price: 90 Days $750,000 / Past Year $680,000

Avg. days on market: 90 Days ~21 / Past Year ~25

Inventory: ~0.9 Months

List-to-sale ratio: 100.6%

YoY price movement: +10.3%



$680,000

MEDIAN SALE PRICE

$750,000

Past year

90 Days

Here’s what these numbers actually mean for Great Neck homeowners…

Great Neck remains a tight, fast-moving market, though the pace of price growth has settled into a healthier rhythm than it was a year ago. The median sale price now sits at $750,000 over the most recent 90 days, up from $680,000 over the past year — a 10.3% increase that reflects steady, sustainable demand rather than the sharper run-up we saw previously. Homes are still moving quickly, with an average of just 21 days on market over the last 90 days, and a 100.6% list-to-sale ratio shows buyers remain willing to meet or exceed asking price for well-positioned homes. With roughly nine-tenths of a month of inventory on hand, supply remains historically tight. Great Neck hasn’t cooled — it’s found its footing.

Avg. Days on Market	Inventory Supply	List-to-Sale Ratio	Year-Over-Year Appreciation
~21 Days	~0.9 Month	100.6%	+10.3%
→ Homes continue to move quickly.	→ Limited availability supports pricing.	→ Buyers are engaged but price-aware.	→ Growth driven by supply constraints, not speculation.

Demand remains strong and homes are still selling quickly and at or above asking price, but price appreciation has moderated to a steadier, more sustainable pace than the year prior. Pricing precision and preparation still matter more than they did six months ago — the market is competitive, not frantic.

Micro-Market Breakdown

The following sections highlight representative micro-markets across Great Neck to illustrate how buyer behavior, pricing dynamics, and preparation expectations differ by area. They are examples — not an exhaustive list of every neighborhood.

Alanton

BUYER PROFILE:

- Seeking established homes on larger lots
- Value privacy, mature landscaping, and water access
- Plan to own long-term rather than trade up quickly

WHAT'S PERFORMING BEST RIGHT NOW:

- Well-maintained homes on larger lots that offer privacy and room to customize
- Homes with strong lot value and outdoor space, even if interiors are dated
- Updated homes that preserve Alanton's larger lot sizes and established setting

CONDITION EXPECTATIONS:

Condition Level	Buyer Response	Pricing Impact
Well Maintained (Not Fully Updated)	Strong Demand	Market Aligned
Original Interiors with Strong Setting	Selective Interest	Value Supported
Over-Renovated / Misaligned Homes	Buyer Caution	Pricing Sensitivity

PRICE STABILITY:

Home values in Alanton tend to remain stable thanks to limited turnover and long-term ownership, with pricing influenced more by lot size, setting, and privacy than by short-term market shifts. Well-positioned homes typically hold their value even in slower markets, while overpricing is more likely to extend time on market rather than trigger sharp price cuts.

Price Stability Snapshot in Alanton

Stable Values

Limited turnover + long-term ownership keep pricing steady.

Lot-Driven Pricing

Differences come from lot size, setting, and privacy (not short-term swings).

Overpricing = Time

Overpricing usually adds days on market vs. sharp price drops.

$775k - $2.130M

2 homes currently on the market

Active Listings (Snapshot)

Recent Sales Range (Last 12 Months)

$699K - $5.2M

Recent sales range

QUIET MICRO-TRENDS:

•Buyers are placing increased emphasis on lot characteristics, privacy, and natural setting over interior modernization

•Homes that offer flexibility for future expansion or customization are drawing more interest than fully built-out properties

•Buyers appear more willing to accept dated interiors when the underlying land value and setting are strong

• Momentum is building at the high end: two additional Alanton-area homes are currently under contract, including a $3,995,000 listing on Duke of Windsor Road and a $1,775,000 listing on N Woodhouse Road — a sign that buyer confidence in the neighborhood's upper price tier remains strong even before these sales officially close.

Great Neck Estates

BUYER PROFILE:

- Seeking larger homes in an established residential setting
- Value space, privacy, and neighborhood stability
- Plan to purchase as long-term primary residences

WHAT'S PERFORMING BEST RIGHT NOW:

→ Move-In Ready Homes	Well maintained, easy to envision living in.
→ Functional Layouts	Homes that adapt to today's living and working needs.
→ Accurate Pricing	Driven by recent comps, not peak-market expectations.

CONDITION EXPECTATIONS:

Condition Level	Buyer Response	Pricing Impact
Move-In Ready	Strong Demand	Market Aligned
Updated Spaces	Preferred	Value Support
Dated Homes	Selective	Adjustment Required

PRICING STABILITY:

Home values in Great Neck Estates tend to be relatively stable due to consistent buyer demand and long-term ownership.

Pricing swings are typically driven more by condition and updates than by broader market shifts.

UNIQUE PRICING BEHAVIOR:

Pricing in Great Neck Estates remains consistent, with values driven primarily by home condition, updates, and layout. Buyers benchmark closely against recent neighborhood sales, making pricing accuracy essential.

QUIET MICRO-TRENDS:

- Buyers are showing increased preference for homes that feel move-in ready, even if finishes are not brand new
- Functional layouts and flexible living spaces are being favored over maximum square footage
- Well-maintained homes are seeing stronger early interest, while properties needing visible updates tend to attract more price-sensitive buyers

INVENTORY SNAPSHOT:

Current Active Listings (Limited Snapshot)

0 active homes for sale

Recent Sales Range (Last 12 Months)

$375,000 - $940,000

Great Neck Point

BUYER PROFILE:

- Buyers looking for waterfront or water-adjacent living
- Who prioritize boating access and outdoor lifestyle
- Often pursue gradual customization and upgrades

WHAT'S PERFORMING BEST RIGHT NOW:

True Waterfront Access	Boating capability and unobstructed water views
Usable Outdoor Living	Outdoor spaces that enhance the waterfront lifestyle
Accurate Tier Pricing	Homes priced clearly within their true waterfront tier

CONDITION EXPECTATIONS:

Condition Level	Buyer Response	Pricing Impact
Well Maintained	Confident Interest	Supports Market Pricing
Dated but Waterfront-Strong	Selective Acceptance	Pricing Flexibility
Deferred Maintenance	Increased Scrutiny	Adjustment Required

PRICING STABILITY:

Home values in Great Neck Point show greater variation than inland neighborhoods due to differences in water access and view quality.

Pricing remains more stable within each waterfront tier than across the neighborhood as a whole. Homes with true waterfront features tend to hold value more consistently.

WHAT'S PERFORMING BEST RIGHT NOW:

• Pricing in Great Neck Point tends to be less uniform than non-waterfront neighborhoods

• Values are influenced heavily by water access, views, and dock potential rather than overall market shifts

• Homes with true waterfront features generally hold value more consistently than interior-driven properties

INVENTORY SNAPSHOT:

Current Active Listings (Limited Snapshot)

2 active homes for sale
$4,650,000–$7,900,000

Recent Sales Range (Last 12 Months)

$905,000 – $3,500,000

QUIET MICRO-TRENDS:

- Buyers are showing increased selectivity around true waterfront access, distinguishing more clearly between direct access, shared access, and water views.
- Homes offering usable outdoor living space and dock flexibility are gaining attention over interior upgrades alone.
- Buyers appear more patient, often waiting for properties that meet specific water-related criteria rather than compromising within the neighborhood.

Broad Bay Colony

BUYER PROFILE:

- Buyers looking for true waterfront living with direct access to Broad Bay
- Who prioritize boating, outdoor lifestyle, and expansive water views
- Typically purchase with long-term ownership in mind

WHAT'S PERFORMING BEST RIGHT NOW:

Move-In Ready Enhancements	Thoughtful mid-level upgrades to kitchens, baths, and main living areas.
Functional Lifestyle Balance	Interior layouts supported by usable and livable outdoor spaces.
Market-Driven Pricing	Guided by local market activity, not regional averages.

CONDITION EXPECTATIONS:

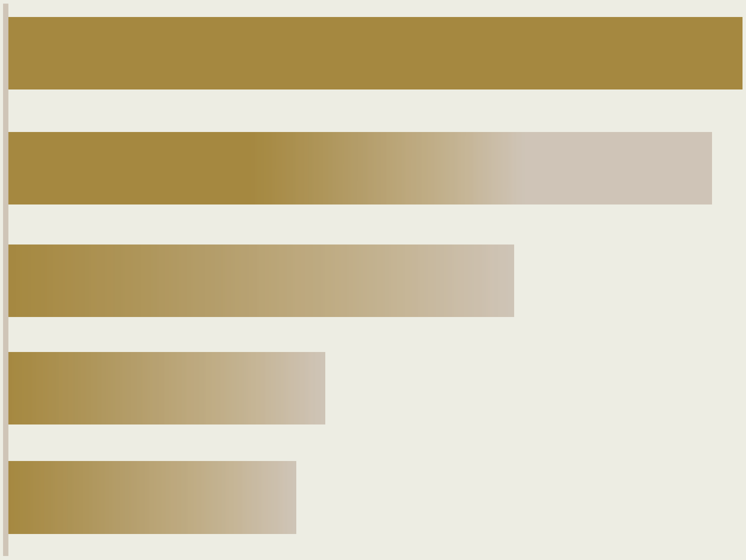
Waterfront Features First	Renovations ≠ Premium	Flexibility Wins
Views, boating access, and setting outweigh interior finishes.	Extensive upgrades do not always translate into proportional price gains.	Homes allowing future customization often outperform fully personalized remodels.

PRICING STABILITY

Values remain stable due to limited inventory and long-term ownership. Waterfront features drive pricing more than short-term market conditions. Overpricing tends to increase market time rather than trigger sharp price drops.

WHAT DRIVES PRICING IN BROAD BAY COLONY:

- **Waterfront Orientation & Views**
  Primary driver of value and buyer demand.
- **Dock Potential & Water Access**
  Strong differentiator between otherwise similar homes.
- **Lot Orientation & Outdoor Usability**
  Lifestyle usability impacts perceived value.
- **Interior Finishes**
  Secondary influence compared to water features.
- **Direct Comp Averages**
  Less reliable without water-feature adjustments.



* Bars reflect observed market behavior, not statistical weighting.

Current Active Listing Price Range

$1,700,000–$2,999,999

QUIET MICRO-TRENDS:

- Increased buyer interest in homes with flexible dock configurations or room to add water access features.
- Stronger demand for properties that offer privacy and unobstructed views over high-end interior finishes.
- Buyers showing patience and willingness to wait for the right waterfront opportunity rather than settling for nearby alternatives.

Recent Sales Range (Last 12 Months)

$785,000 – $2,150,000

Bay Island

BUYER PROFILE:

- Buyers looking for exclusivity in a smaller, tight-knit enclave
- Who value deep-water access and limited turnover
- Tend to purchase as a long-term lifestyle investment

WHAT'S PERFORMING BEST RIGHT NOW:

• Homes that are well maintained with clear elevation data and predictable ownership costs

• Properties that balance interior livability with strong location and water proximity

• Listings that are priced realistically for flood-zone and insurance considerations rather than aspirational pricing

CONDITION EXPECTATIONS:

Condition Level	Buyer Response	Pricing Impact
Well Maintained / Functional Systems	Strong Demand	Market Aligned
Updated Kitchens, Baths & Flooring	Improved Interest	Value Supported
Dated but Well Positioned	Selective Acceptance	Pricing Sensitivity

PRICING STABILITY:

Limited Inventory Stability	Location Drives Value	Realistic Pricing Holds Value
→ Extremely low inventory and minimal turnover support long-term pricing stability.	→ Water proximity and elevation outweigh broader market fluctuations.	→ Accurate pricing aligned with condition and flood exposure limits volatility.

UNIQUE PRICING BEHAVIOR:

Flood Risk Drives Value

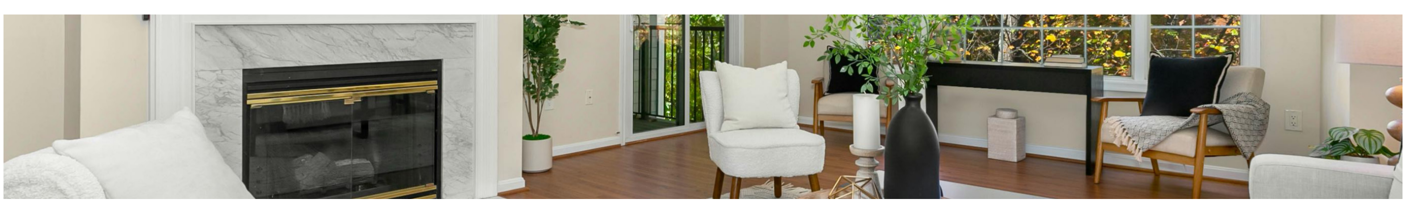
Elevation, flood zones, and water proximity outweigh home size.

Insurance Impacts Pricing

Mitigation features and lot positioning create meaningful value differences.

Pricing Requires Precision

Clear documentation and realistic pricing support buyer confidence.



PRICE SNAPSHOT — LIMITED INVENTORY

4 active listings vs. 12-month market range

$745k
to
$2.148M

$1.2M
to
$4.7M

Current Active Listing
(4 homes on market)

Recent Sales Range
(Last 12 Months)

QUIET MICRO-TRENDS:

- Buyers are placing increased emphasis on elevation data, insurance impact, and mitigation details earlier in the decision process.
- Homes with clear documentation and predictable ownership costs are attracting stronger initial interest.
- Buyers appear more willing to trade interior size for location, water proximity, and long-term livability within the island.

What Buyers Are Really Prioritizing in Great Neck Right Now

Across Great Neck, buyer behavior has become more selective and intentional, with clear patterns emerging regardless of price point:

Location and micro-neighborhood fit

Buyers are placing increased importance on specific streets, water access, privacy, and neighborhood character rather than treating Great Neck as a single, uniform market.

Lifestyle alignment over square footage

Outdoor space, water proximity, walkability, and day-to-day livability are often outweighing sheer home size or extra rooms.

Condition clarity, not perfection

Well-maintained homes with honest condition expectations perform better than heavily renovated homes that feel over-customized or overpriced.

Long-term value confidence

Buyers are thinking beyond short-term market cycles and focusing on neighborhoods with stable ownership patterns, limited inventory, and enduring appeal.

Preparedness and transparency

Homes that come to market with clear disclosures, elevation information (where applicable), and realistic pricing tend to attract more serious and decisive buyers.

The homes that win in this market are the ones aligned with buyer psychology, not homeowner assumptions.

What's Working for Sellers
(and What's Not)

What's Working

PRICING WITH MICRO-MARKET PRECISION

Anchoring to recent neighborhood comps, not broader averages, drives stronger offers.

PRESENTING CLEAR CONDITION EXPECTATIONS

Honest pricing around updates, age, and limitations outperforms aspirational positioning.

LEANING INTO LOCATION STRENGTHS

Water access, privacy, outdoor living, and neighborhood character resonate more than finishes alone.

BEING PREPARED AND TRANSPARENT

Clear disclosures and realistic timelines reduce friction and improve deal flow.

What's Not Working

OVERPRICING OFF PEAK OR OUTLIER SALES

Often results in longer market time and price reductions.

OVER-CUSTOMIZING BEFORE LISTING

Heavy personalization rarely delivers proportional returns.

RELYING ON OUTDATED MARKET NARRATIVES

"Homes sell fast" messaging no longer offsets pricing or condition gaps.

IGNORING BUYER BEHAVIOR SHIFTS

Today's buyers are selective and quick to pass on misaligned listings.

Seasonal Timing Outlook

Here's how the Great Neck market typically shifts as we move from peak summer demand into the final stretch of the year.

Now (Summer)

- Inventory is historically tight and buyers are moving fast
- Multiple-offer scenarios remain common on well-priced homes
- Pricing accuracy is critical — overpriced homes sit
- Sellers hold strong negotiating leverage
- Ideal window for sellers ready to list at peak demand

Fall

- Inventory typically loosens slightly as summer buyers close out
- Competition eases just enough to negotiate more thoughtfully
- Well-positioned homes continue to move efficiently
- Negotiations become more balanced
- A strong option for sellers who missed the summer rush

Winter

- Fewer listings, but more serious, motivated buyers
- Serious buyers move quickly once they find the right fit
- Condition and presentation carry even more weight
- Motivated sellers and buyers create real opportunity
- A quieter market rewards preparation over timing

What Your Home Might Be Worth

Your home's value depends on your micro-market, condition, and buyer alignment. Here are the ranges we are seeing by neighborhood:

Alanton

WATERFRONT	$700K - $5M+
NON - WATERFRONT	$550K - $2.5M

Great Neck Estates

WATERFRONT	$600K - $1.2M+
NON - WATERFRONT	$375K–$400K

Great Neck Point

WATERFRONT	$905k - $3.5M
NON - WATERFRONT	$900K - $2.3M

Broad Bay Colony

WATERFRONT	$900K - $2.5M+
NON - WATERFRONT	$600K - $745K

Bay Island

WATERFRONT	$1M - $5M+
NON - WATERFRONT	$745K - $1M

* Price ranges reflect representative outcomes in select neighborhoods and are intended to illustrate relative differences across Great Neck areas. Actual value depends on micro-location, condition, and buyer alignment.

"What To Do Next" Checklist

Whether you're actively planning a move or simply staying informed, the next steps depend on clarity, not urgency.

If you're thinking about selling in the next 6–12 months:

- Pay attention to your specific micro-market, not broad headlines.
- Take note of how condition and pricing alignment are impacting similar homes.
- Begin planning small, strategic improvements rather than major renovations.
- Consider a custom pricing and timing strategy tailored to your neighborhood.

If you're unsure about timing:

- Track how inventory and buyer behavior shift seasonally.
- Understand how your home compares on lot value, condition, and location.
- Avoid anchoring expectations to peak or outlier sales.
- Focus on preparation and positioning, not prediction.

If you're just staying informed:

- Use this report as a baseline, not a one-time snapshot.
- Watch for changes in your neighborhood's inventory and pricing behavior.
- Revisit your home's value periodically as market conditions evolve.

Let's Work Together!

Theonewithlocalexpertise

If you want help interpreting how this applies specifically to your home and street, that conversation is often more useful than another report.

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