



Long Island Home Prices, Fall 2026: Nassau Tops \$900K and Suffolk Hits \$760K. What It Means for Buyers

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LOCAL MARKET

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Coltrain Mortgage Team · October 12, 2026 · 8 min read

"Fewer homes are selling, so prices have to come down soon, right?" We hear that a lot this time of year, and we get why people think it. But the latest numbers tell a different story. The typical single-family home in Nassau just sold for more than \$900,000, and Suffolk's median jumped 7% in a year. After more than 20 years of helping people buy on Long Island, here's our plain-English read on what's going on, where these prices land against the loan limits, and what you can actually do about it this fall.

\$911K	\$760K	↓ Sales	38-39
Nassau median	Suffolk median	Fewer closings	Days on market
Up 4.7% from a year ago	Up 7.0% from a year ago	Nassau down 3.0%, Suffolk down 0.9%	Nassau 38, Suffolk 39

Single-family homes, as of the August 2026 OneKey MLS county reports (published September 2026).

What the Latest Long Island Numbers Actually Say

Every month, OneKey MLS, the listing service most Long Island agents use, publishes county-level sales data. The August 2026 reports showed the same pattern we've watched all year: prices up, sales flat to down, and not enough homes for sale to go around. Here's the side-by-side.

Single-family, August 2026	Nassau		Suffolk	
Median sale price	\$911,000	+4.7%	\$760,000	+7.0%
12-month median	\$860,000	+5.5%	\$720,000	+5.9%

Single-family, August 2026	Nassau		Suffolk	
Closed sales	881	-3.0%	1,119	-0.9%
New listings	951	+6.0%	1,305	+2.9%
Homes for sale (end of month)	2,259	-0.4%	3,129	-3.9%
Median days on market	38		39	
Share of list price received	100.5%		102.2%	

Changes are versus August 2025. Source: OneKey MLS August 2026 county reports, as summarized by Long Island Guide on September 29, 2026.

Two numbers jump out at us. First, Nassau's monthly median climbed from \$875,000 in June to \$911,000 in August. Second, homes in both counties are still selling for more than their asking price on average. In Suffolk, the typical seller got 102.2% of list. That's not what a cooling market looks like.

Why Prices Keep Rising Even Though Fewer Homes Are Selling

It feels backwards, but it's really about supply. Fewer sales doesn't mean fewer buyers. It mostly means fewer homes changed hands, because there weren't many to choose from. Nassau had slightly fewer homes for sale at the end of August than a year earlier, and Suffolk had nearly 4% fewer, even though more new listings came on. Homes are coming onto the market and getting bought, so the pile of available homes never really grows.

A lot of that comes down to people staying put. Many Long Island homeowners are sitting on mortgages they got when rates were much lower, and on top of that, moving on Long Island is expensive once you add up transfer taxes, closing costs, and the price of whatever you'd buy next. So they stay, the supply stays tight, and prices hold up. For a look at what different budgets buy across the Island, see our breakdown of **what \$600K, \$800K, and \$1M gets you on Long Island**.

Where Today's Median Home Lands Against the Loan Limits

Here's the part most market reports skip, and it matters a lot for your financing. Conventional loans come in tiers, and on Long Island, the typical home now sits right on the line between two of them.

Up to \$832,750
STANDARD CONFORMING

The 2026 national baseline limit for a one-unit home. Every conventional program works here, and some, like Freddie Mac's **HomeOne**, can't go any higher.

\$832,751 to \$1,209,750
HIGH-BALANCE CONFORMING

Nassau and Suffolk are high-cost counties, so conventional loans can go higher here. These loans are still conforming, but some programs aren't allowed and pricing can differ from a standard loan.

Above \$1,209,750
JUMBO

Anything larger is a **jumbo loan**, with its own credit, reserve, and down payment rules set by each lender.

\$78,250

The down payment it takes on a \$911,000 Nassau home (the August median) to keep the loan at the \$832,750 standard conforming limit. Put down less, and the loan becomes high-balance.

That's why the same house can have noticeably different financing options depending on how much you put down. In Suffolk, the median home still sits comfortably under the standard limit for most buyers. In Nassau, the median is now above it, so a few thousand dollars in down payment can decide which tier you're in. Our **conventional loans** page covers how the tiers work in more detail, and the calculator below shows exactly where your numbers land.

Where Does Your Home Land?

INTERACTIVE

PURCHASE PRICE **\$ 911,000**

DOWN PAYMENT **10% (\$91,100)**

VS. COUNTY MEDIAN

At median

Right at the Nassau median of \$911,000

LOAN AMOUNT

\$819,900

Price minus down payment

LOAN TIER

Conforming

At or under \$832,750

Your loan fits the **standard conforming** tier, where the widest range of programs is available. You're within \$12,850 of the limit, so keep an eye on it if the price moves.

Estimates only, based on 2026 FHFA loan limits for one-unit homes and August 2026 median prices. Eligibility, minimum down payment, and pricing depend on the loan program, your credit, and the property. This is not a loan offer.

Higher Rates on Top of Higher Prices

Prices aren't the only thing that moved. Mortgage rates climbed through September to their highest level in over a year, which means the same monthly payment buys less house than it did in the spring. We walked through what's driving that, and five practical moves to make, in **what buyers should do now that rates hit a one-year high**.

The short version for Long Island buyers: don't just ask "what can I afford," ask "what can I afford at today's payment, and what's my plan if rates move?" That might mean a smart **rate lock strategy**, asking the seller to fund a **temporary rate buydown** instead of a price cut, or running your numbers in our **affordability calculator** before you tour.

Why Fall Can Still Work in Your Favor

This is the part we like to remind people of. Spring and summer on Long Island are crowded: families trying to move before the school year, bidding wars, and sellers who know it. By October, a lot of that competition has thinned out. New listings were up in both counties in August, sellers who listed over the summer and didn't sell are more willing to talk, and there's usually more room to negotiate on things like closing credits and repairs.

We want to be straight with you, though: the August data still shows homes selling at or above asking on average. Fall gives you more breathing room, not a clearance sale. The buyers who do best are the ones who are ready to move when the right house shows up.

Your Fall Game Plan

INTERACTIVE

1

Get pre-qualified before you tour

Know your real number and your loan tier, so you can make a clean offer the day you find the house.

2

Ask for credits, not just a lower price

A seller credit toward closing costs or a rate buydown can do more for your monthly payment than a small price cut.

3

Watch the loan-limit line

If you're near \$832,750, a slightly bigger down payment or a slightly lower price can keep you in the standard conforming tier.

4

Look at homes that have been sitting

A listing that's been on the market past the county average is often where the negotiating room is.

IF YOU'RE SELLING

1

Price for the fall buyer

Buyers this time of year are serious but payment-sensitive. Pricing right from day one beats chasing the market down.

2

Consider offering a buydown

A seller-paid temporary buydown can widen your buyer pool more than the same dollars off the price.

3

If you're buying next, line up financing first

Knowing your purchase budget before you list keeps you from getting stuck between two closings.

4

Talk to us about bridge options

If you need to buy before you sell, a **HELOC used as bridge financing** can help.

Don't Overlook Condos and Co-ops

If single-family prices are stretching your budget, it's worth knowing condos and co-ops tell a different story right now. In August, Nassau's condo median actually fell 10.8% to \$740,000 and its co-op median fell 5.0% to \$380,000. In Suffolk, the condo median was \$570,000 and co-ops came in at \$257,500. Just know that co-ops are financed very differently from houses and condos, with board approval and share loans. Our **condo vs. co-op guide** explains what to expect.

Want to see exactly where your budget lands in Nassau or Suffolk right now?

COMMON QUESTIONS

What is the median home price in Nassau County right now?

x

The median single-family sale price in Nassau County was \$911,000 in August 2026, up 4.7% from \$870,000 a year earlier, according to OneKey MLS. The 12-month median was \$860,000.

What is the median home price in Suffolk County right now?

x

The median single-family sale price in Suffolk County was \$760,000 in August 2026, up 7.0% from \$710,000 a year earlier, according to OneKey MLS. The 12-month median was \$720,000.

Are Long Island home prices going to drop? ×

Nobody can promise where prices go next. What the data shows right now is that inventory is still tight in both counties and homes are still selling at or above asking on average, which tends to support prices even when sales slow. Rather than trying to time the market, we'd focus on a payment you're comfortable with and a plan if rates change.

What is the conforming loan limit on Long Island in 2026? ×

For a one-unit home, the 2026 standard conforming limit is \$832,750, and the high-cost limit in Nassau and Suffolk is \$1,209,750. Loans between the two are high-balance conforming loans, and anything above \$1,209,750 is a jumbo loan.

Is fall a good time to buy a house on Long Island? ×

Fall usually brings less competition than spring and summer, more motivated sellers, and more room to negotiate on credits and repairs. It isn't a bargain season, since homes are still selling near asking, but prepared buyers often have more breathing room than they would in May.

Market data reflects OneKey MLS single-family, condo, and co-op figures for August 2026 as reported in September 2026, and will change as new monthly reports are released. Loan limits are 2026 FHFA figures for one-unit properties. All loans are subject to credit approval, underwriting, and property eligibility. This article is for educational purposes and is not a commitment to lend. Coltrain Mortgage is a mortgage broker; all loans are arranged through third-party lenders. Equal Housing Opportunity.

SOURCES

Long Island Guide, **Long Island Housing Market Pushes Higher as Nassau and Suffolk Prices Rise** (September 29, 2026), reporting OneKey MLS August 2026 county data

OneKey MLS, **Footprint Round-Up: NY Metro Home Prices Rise as Buyer Activity Surges** (June 2026 data)

OneKey MLS, **Market Statistics**

Federal Housing Finance Agency, **Conforming Loan Limit Values for 2026**

Freddie Mac, **Primary Mortgage Market Survey**

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READY WHEN YOU ARE

Shopping on Long Island this fall?

We'll show you exactly which loan tier your price lands in and what your payment looks like today.

No pressure, no obligation.



Ready to talk it through?

Scan to reach a loan officer, or call (631) 851-4420.
coltrain.com/our-staff

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