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Town & Country

REAL ESTATE

NORTH FORK

3rd Quarter 2011 Home Sales Report

TOWN & COUNTRY'S 3rd Quarter North Fork Home Sales Report demonstrates what agents have experienced in the past 3 months.

There is a clear increase in the number of inquiries and appointments which results in an increase in the Number of **Home Sales**. In fact, 3 of the 4 markets monitored by **TOWN & COUNTRY** saw increases, with **Southold (which also includes New Suffolk and Peconic)** showing the most improved with a 20% increase in the Number of **Home Sales**, as well as **Total Home Sales Volume (+22.6%)**. But since the bulk of the increased activity was in the under \$500K price category the **Median Home Sales Price** dropped 15.5%.

Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) had a very soft quarter across the board, beginning with the Number of **Home Sales** decrease of 31% from 16 to 11, **Total Homes Sales Volume** decrease of 35% from \$6.8M to \$4.4M and the **Median Home Sales price** drop of 21.3% from \$387,500 to \$305,000.

Looking at **All North Fork Markets Combined**, we see a modest increase in closings, up 4.11% , and the price points of our buyers has shifted to the lower prices homes. Under \$500,000 sales jumped 23% from 39 in 3rd Quarter 2010 to 48 for same period this year.

There has never been a better time to buy. The Home Buyers Index is at most favorable rates; the interest rates are the lowest EVER — sellers are serious about selling and prices prove such. Real estate is not a pork belly or any other commodity — it's your home, a place to retire, a place to make memories. We have been so fortunate out here on the beautiful East End of Long Island, that our real estate has proven to be a solid performer from an investment perspective and, in my professional opinion, it will continue to be such.

To view more specifics on your particular locations visit www.1TownandCountry.com/reports.

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*Source: The Long Island Real Estate Report

**All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice.

North Fork 2011 Third Quarter Statistics

Jamesport

(Includes Aqueboque, Baiting Hollow and South Jamesport)

	# of Sales	Total Sales Volume	Median Sales Price	# Sales Under 500K	# Sales \$500k to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to 3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2011	11	4,410,500	305,000	9	2				
Change	-31.25%	-35.08%	-21.29%	-30.77%	-33.33%	-	-	-	-
3rd Q 2010	16	6,793,957	387,500	13	3				

Mattituck

(Includes Laurel and Cutchoque)

	# of Sales	Total Sales Volume	Median Sales Price	# Sales Under 500K	# Sales \$500k to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to 3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2011	23	11,609,460	439,000	13	10				
Change	+9.52%	-40.58%	-32.46%	+44.44%	+42.86%	-100.00%	-100.00%	-	-
3rd Q 2010	21	19,538,000	650,000	9	7	3	2		

Southold

(Includes New Suffolk and Peconic)

	# of Sales	Total Sales Volume	Median Sales Price	# Sales Under 500K	# Sales \$500k to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to 3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2011	24	13,726,000	450,000	16	6	1	1		
Change	+20.00%	+22.62%	-15.49%	+100.00%	-45.45%	-	-	-	-
3rd Q 2010	20	11,193,500	532,500	8	11	1			

Orient

(Includes East Marion and Greenport)

	# of Sales	Total Sales Volume	Median Sales Price	# Sales Under 500K	# Sales \$500k to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to 3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2011	18	8,560,500	415,000	10	7	1			
Change	+12.50%	+17.67%	-8.49%	+11.11%	-	-	-	-	-
3rd Q 2010	16	7,275,000	453,500	9	7				

Combined North Fork Markets

	# of Sales	Total Sales Volume	Median Sales Price	# Sales Under 500K	# Sales \$500k to \$999K	# Sales \$1M to 1.99M	# Sales \$2M to 3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2011	76	38,306,460	422,000	48	25	2	1	-	-
Change	+4.11%	-14.50%	-13.88%	+23.08%	-10.71%	-50.00%	-50.00%	-	-
3rd Q 2010	73	44,800,457	490,000	39	28	4	2	-	-