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Town & Country

REAL ESTATE

NORTH FORK

4th Quarter 2011 Home Sales Report

TOWN & COUNTRY'S 4th Quarter Homes Sales Report for the **North Fork** demonstrates a strengthening in 3 of the 4 markets we monitor.

Southold (which includes New Suffolk and Peconic) was clearly the star performer, with black clear across the board. In **Southold (which includes New Suffolk and Peconic)**, the **Total Sales Volume** nearly doubled from \$9.8M in 4th Quarter 2010 to \$19.5M in 4th Quarter 2011. Furthermore, the **Number of Home Sales** rose over 30% from 23 to 30 and the **Median Home Sales Price** up 33% from \$365,000 to \$485,800. A further look at the six price categories monitored by **TOWN & COUNTRY** tells the tale with 5 sales over \$1M during 4th Quarter 2011 and zero in the same quarter the year prior.

The Eastern tip of the North Fork or **Orient Market (which includes East Marion and Greenport)** had a strong 4th Quarter in 2011 with a 23.5% increase in the **Number of Home Sales**, from 17 in 2010 to 21 in 2011 and a 35% increase in **Total Home Sales Volume** from \$8.3M to \$11.2M year to year. There was a slight decrease in the **Median Home Sales Price** though from \$495 to \$415, 4th Quarter 2010 and 4th Quarter 2011.

The Western End of the North Fork did not perform as well as the East – **Mattituck (which includes Laurel and Cutchogue)** saw decreases in all three criteria monitored by **TOWN & COUNTRY**, but not by much.

Looking at all **North Fork Markets Combined** and you see what the late fall, early winter home sales activity was. The **Number of Homes Sales** grew 8.54% and the **Total Homes Sales Volume** increased 23.8%. The **Median Home Sales Price** was flat with a slight 4.6% drop from \$440 to \$420.

The one eye opener is the price category of \$1-1.99M which shot up 350% from 2 sales in 2010 to 9 in 2011 4th Quarter. The North Fork high end is picking up momentum.

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 Fourth Quarter Statistics

Jamesport

(Includes Aquebogue, 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+
4th Q 2011	13	6,094,500	400,000	11	1	1			
Change	+8%	-10.82%	-27.38%	+175.00%	-87.50%	-	-	-	-
4th Q 2010	12	6,834,200	550,850	4	8				

Mattituck

(Includes Laurel and Cutchogue)

	# 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+
4th Q 2011	25	13,699,166	400,000	16	7	2			
Change	-16.67%	-13.37%	-5.88%	-20.00%	-12.50%	-	-	-	-
4th Q 2010	30	15,813,520	425,000	20	8	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+
4th Q 2011	30	19,463,933	485,800	18	7	4	1		
Change	+30.43%	+98.62%	+33.10%	+5.88%	+16.67%	-	-	-	-
4th Q 2010	23	9,799,559	365,000	17	6				

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+
4th Q 2011	21	11,157,301	415,000	13	6	2			
Change	+23.53%	+34.84%	-16.16%	+44.44%	-25.00%	-	-	-	-
4th Q 2010	17	8,274,500	495,000	9	8				

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+
4th Q 2011	89	50,414,900	420,000	58	21	9	1		
Change	+8.54%	+23.80%	-4.55%	+16.00%	-30.00%	+350.00%	-	-	-
4th Q 2010	82	40,721,779	440,000	50	30	2			