

Town & Country

REAL ESTATE

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For further info contact Judi A. Desiderio 631-324-8080 ext.21

NORTH FORK

2nd Quarter 2012 Home Sales Report

TOWN & COUNTRY'S 2nd Quarter Home Sales Report for the North Fork is on par with our predictions. We reported increased activity in both **TOWN & COUNTRY'S** North Fork offices which results in exactly what we see here.

All 4 markets realized gains in activity, or the Number of Home Sales, by as much as 57% as in the case of **Orient (which includes East Marion and Greenport)** from 14 home sales in 2011 to 22 in 2012. In this market we see the Median Homes Sales Price dropped 28% from \$546,250 in 2011 to \$393,750 in 2012. By scanning the 6 price categories monitored by **TOWN & COUNTRY** you see a whopping 160% increase in the Number of Home Sales under \$500 from 5 in 2011 to 13 in 2012. This shift alone caused the drop in Median Homes Sales Price as the 13 home sales were more that 50% of the 22 total Number of Home Sales for the entire quarter.

Southold (which includes New Suffolk and Peconic) had a strong quarter with gains in the Number of Home Sales and Total Home Sales Volume of 14% and 23% respectively.

Mattituck (which includes Laurel and Cutchogue) experienced the only decline in Total Home Sales Volume of all 4 North Fork markets at -29% from \$18M in 2nd Quarter 2011 to \$12.9M in 2nd Quarter 2012. Again, a quick scan of the individual price categories for that market and we see last year there were 3 sales in the \$2-3.49M price category and this year there were none.

Looking at **All North Fork Markets Combined** clearly the home sales activity continues to gain momentum with most of the sales remaining under half million dollars. Opportunities are everywhere.

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

Judi A. Desiderio, CEO
jd@1TownandCountry.com • 631-324-8080

1TownandCountry.com



*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 2012 Second 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+
2nd Q 2012	17	8,366,750	362,500	12	3	2			
Change	+6%	+3.78%	-9.38%	+9.09%	-25.00%	+100.00%	-	-	-
2nd Q 2011	16	8,061,900	400,000	11	4	1			

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+
2nd Q 2012	26	12,853,130	432,500	17	8	1			
Change	+4.00%	-28.60%	+4.22%	+21.43%	+14.29%	-	-100.00%	-	-
2nd Q 2011	25	18,002,500	415,000	14	7	1	3		

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+
2nd Q 2012	25	15,368,487	440,000	17	5	2	1		
Change	+13.64%	+23.31%	-1.94%	+30.77%	-28.57%	-	-	-	-
2nd Q 2011	22	12,463,650	448,700	13	7	2			

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+
2nd Q 2012	22	12,929,600	393,750	13	5	4			
Change	+57.14%	+20.17%	-27.92%	+160.00%	-16.67%	+33.33%	-	-	-
2nd Q 2011	14	10,759,000	546,250	5	6	3			

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+
2nd Q 2012	90	49,517,967	411,250	59	21	9	1		
Change	+16.88%	+0.47%	-6.00%	+37.21%	-12.50%	+28.57%	-66.67%	-	-
2nd Q 2011	77	49,287,050	437,500	43	24	7	3		