

Town & Country

REAL ESTATE

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

NORTH FORK

Mid Year 2012 Home Sales Report

Once again our prediction for increased sales activity (Number of **Homes Sales**) has come to fruition for the North Fork. In fact, the North Fork markets solidly outperformed the South Fork markets with a positive percentage of changes.

I'm going to flip this report and begin with the consolidated **All North Fork Markets Combined** as it clearly shows the trend in our real estate market with a +24% jump in the total Number of **Home Sales** from 140 in 2011 to 173 in 2012 and a +16% increase in the **Total Home Sales Volume** for the first 6 months of 2012. The **Median Home Sales Price** was relatively flat at -2.4% from \$420K in 2011 to \$410K in 2012. The bottom line is a significant increase in the buying population and we expect this trend to continue for all of 2012, while prices remain stable.

Southold (which includes New Suffolk and Peconic) was the bright star in the famous North Fork dark skies with positive numbers clear across the board. An impressive 30% increase in the Number of **Home Sales**, 41% jump in the **Total Home Sales Volume** and a respectable 5% step up in the **Median Home Sales Price**.

Orient (which includes East Marion and Greenport) had the greatest leap in the Number of **Home Sales** at +57% from 23 sales in 2011 to 36 this year, with an equally newsworthy 41% gain in **Total Home Sales Volume** from \$14M to \$20M.

The first six months of 2012 have been very good for North Fork real estate — all markets and nearly all price ranges — congrats.

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 First Half 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 1st H 2012 | 36 | 15,490,644 | 356,250 | 28 | 6 | 2 | | | |
| Change | +12.50% | +4.27% | -10.93% | +33.33% | -40.00% | +100.00% | - | - | - |
| 1st H 2011 | 32 | 14,856,570 | 399,950 | 21 | 10 | 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 1st H 2012 | 53 | 32,184,296 | 435,000 | 34 | 15 | 3 | | | 1 |
| Change | +10.42% | -4.73% | +4.19% | +21.43% | +25.00% | -25.00% | -100.00% | - | - |
| 1st H 2011 | 48 | 33,781,440 | 417,500 | 28 | 12 | 4 | 4 | | |

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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 1st H 2012 | 48 | 26,813,987 | 445,000 | 29 | 14 | 4 | 1 | | |
| Change | +29.73% | +41.43% | +4.71% | +20.83% | +40.00% | +33.33% | - | - | - |
| 1st H 2011 | 37 | 18,959,400 | 425,000 | 24 | 10 | 3 | | | |

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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 1st H 2012 | 36 | 19,851,434 | 386,500 | 23 | 7 | 6 | | | |
| Change | +56.52% | +41.07% | -11.66% | +64.29% | +16.67% | +100.00% | - | - | - |
| 1st H 2011 | 23 | 14,072,000 | 437,500 | 14 | 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 1st H 2012 | 173 | 94,340,361 | 410,000 | 114 | 42 | 15 | 1 | | 1 |
| Change | +23.57% | +15.51% | -2.38% | +31.03% | +10.53% | +36.36% | -75.00% | - | - |
| 1st H 2011 | 140 | 81,669,410 | 420,000 | 87 | 38 | 11 | 4 | | |