

TOWN & COUNTRY NORTH FORK 4TH QUARTER 2013 HOME SALES REPORT

Press Release: January 17, 2014

TOWN & COUNTRY'S 4th Quarter North Fork Home Sales Report shows a rise in all criteria, thereby positioning the North Fork to clearly be in a solid recovery mode.

The **Mattituck market (which includes Laurel and Cutchogue)** jumps right off the charts with an explosive 262% leap year to year in the **Total Home Sales Volume** and nearly twice the **Number of Home Sales** — from 18 in 4th Quarter 2012 to 51 home sales in 4th Quarter 2013. The four primary price ranges all enjoyed incredible gains. In fact, on the high end, the \$2M - \$3.49M price range, 3 of the 4 homes that sold on the North Fork in the last 3 months of 2013 were in the Mattituck market.

Both **Southold (which includes New Suffolk and Peconic)** and **Orient (which includes East Marion and Greenport)** saw over 40% increases in the **Number of Home Sales** 4th Quarter 2013.

Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) realized the highest jump in the **Median Home Sales Price** or 25.4% increase from \$366,750 to \$460,000 year to year.

Looking at all **North Fork Markets Combined** and the tale to be told is the North Fork is ready for happy times in 2014. All three criteria, as well as all price ranges monitored by **TOWN & COUNTRY** are solidly in the BLACK! The **Number of Home Sales** is up 70%, **Total Home Sales Volume** is up 85%, and the **Median Home Sales Price** is up 13%. While the bulk of the sales are still under \$500K, the next price range of \$500K - \$999K experienced the greatest increase of 120% from 20 homes sales in 4th Quarter 2012 to 44 home sales in 4th Quarter 2013.

Buckle in North Fork, 2014 is your year!

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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.



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THE POWER OF DEEP ROOTS

North Fork 2013 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 2013	15	6,972,258	460,000	11	4				
Change	+7.14%	+28.48%	+25.43%	-8.33%	+100.00%	-	-	-	-
4th Q 2012	14	5,426,800	366,750	12	2				

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 2013	51	34,727,400	518,000	22	23	3	3		
Change	+183.3%	+262.40%	+3.08%	+144.44%	+187.50%	+200.00%	-	-	-
4th Q 2012	18	9,582,745	502,500	9	8	1			

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 2013	28	20,522,175	552,500	14	8	5	1		
Change	+40.00%	+21.28%	-0.23%	+55.56%	+60.00%	+25.00%	-50.00%	-	-
4th Q 2012	20	16,921,500	553,750	9	5	4	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+
4th Q 2013	30	15,353,680	412,500	19	9	2			
Change	+42.86%	+51.80%	+17.86%	+46.15%	+80.00%	-33.33%	-	-	-
4th Q 2012	21	10,114,575	350,000	13	5	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+
4th Q 2013	124	77,575,513	480,000	66	44	10	4		
Change	+69.86%	+84.50%	+12.94%	+53.49%	+120.00%	+25.00%	+100.00%	-	-
4th Q 2012	73	42,045,620	425,000	43	20	8	2		