

TOWN & COUNTRY NORTH FORK 3RD QUARTER 2015 HOME SALES REPORT

TOWN & COUNTRY'S Judi A. Desiderio has been reporting on North Fork Home Sales statistics for over 20 years. This **3rd Quarter Home Sales Report** epitomizes why Judi always states "The numbers don't lie. Individual agents and companies can have record quarters, but individuals don't make the market." This is a true eye opener for the amount of **RED** throughout the report. This is a big surprise since the **TOWN & COUNTRY** offices are reporting 3rd Quarter sales growth in all markets. In fact, 2 markets more than doubled.

All 4 markets monitored by **TOWN & COUNTRY** saw dramatic decreases in the **Number of Home Sales with Orient (which includes East Marion and Greenport)** dropping the most - 47% from 34 sales to 18 year over year.

Southold (which includes New Suffolk and Peconic) realized a 51% plunge in **Total Home Sales Volume** from \$29M to \$14.3M.

Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) and **Orient (which includes East Marion and Greenport)** experienced increases in their **Median Home Sales Price. Orient** by as much as 11%.

Looking at **All North Fork Markets Combined** and the **RED** straight across the boards is glaring! All three criteria and all 6 price ranges monitored by **TOWN & COUNTRY** posted declines by as much as 35.5% in **Total Home Sales Volume** year over year, with the high end suffering the worst.

Doing a year over year analysis may not give the full and comprehensive picture. To illustrate let's look at the 3rd Quarter 2013 and we see comparable figures as 2015. Thus the conclusion that 2014 was a banner year would be most correct.

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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 2015 Third 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+
3rd Q 2015	16	7,126,880	428,500	11	5	-	-	-	-
Change	-20.00%	-33.15%	+2.88%	-21.43%	-	-	-100.00%	-	-
3rd Q 2014	20	10,661,602	416,500	14	5	-	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+
3rd Q 2015	31	19,115,250	490,000	17	10	4	-	-	-
Change	-18.42%	-12.43%	-3.92%	-5.56%	-37.50%	-	-	-	-
3rd Q 2014	38	21,828,420	510,000	18	16	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+
3rd Q 2015	26	14,307,600	465,000	14	10	2	-	-	-
Change	-27.78%	-50.80%	-6.25%	-22.22%	-16.67%	-60.00%	-	-	-100.00%
3rd Q 2014	36	29,079,134	496,000	18	12	5	-	-	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 2015	18	12,539,000	501,500	9	7	1	-	1	-
Change	-47.06%	-39.35%	+11.14%	-59.09%	-12.50%	-50.00%	-100.00%	-	-
3rd Q 2014	34	20,672,838	451,250	22	8	2	2	-	-

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 2015	91	53,088,730	455,000	51	32	7	-	1	-
Change	-28.91%	-35.45%	-3.09%	-29.17%	-21.95%	-36.36%	-100.00%	-	-100.00%
3rd Q 2014	128	82,241,994	469,500	72	41	11	3	-	1