

# TOWN & COUNTRY NORTH FORK 1ST QUARTER 2016 HOME SALES REPORT

This is what I love about the numbers — they tell the truth in black and white ... and sometimes red.

Our **TOWN & COUNTRY NORTH FORK** offices experienced a healthy increase in activity and that forward momentum is clearly documented market-wide for the first 3 months of Home Sales in our North Fork communities.

The big star of this quarter was clearly the **Southold market (which includes New Suffolk and Peconic)**. Here the **Number of Home Sales** shot up 65%, while the **Total Home Sales Volume** nearly doubled. The third criteria monitored by **TOWN & COUNTRY** is **Median Home Sales Price** where a very impressive 22% jump from \$410,000 to \$500,000 keeps **Southold** in first place.

The only market to see a real pull back was **Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport)**. These hamlets realized 31% fewer Home Sale; 32% less **Total Home Sales Volume** and a **Median Home Sales Price** of \$390,000, which was 14% lower than the \$452,500 posted in 1st Quarter 2015.

My prediction for the **North Fork** Home Sales market for 2016 is quite favorable. The beautiful rural appeal and priceability will insulate these markets from any major swings.

Looking at **All North Fork Markets Combined** and you clearly see the trajectory. With 15% more homes selling, a 16.5% increase in **Total Home Sales Volume**, and a 12% increase in **Median Home Sales Price**, the movement is palpable! Checkout the \$500-\$999,000 price category — an incredible 77% rocket from 22 homes sales to 39 year over year.

The only thing we are lacking is inventory - good homes and properties for sale are at some of the weakest levels.

To view all reports visit **[TownAndCountryNorthFork.com/Reports](http://TownAndCountryNorthFork.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 2016 First 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| <b>1st Q 2016</b> | <b>11</b>      | <b>5,499,150</b>   | <b>390,000</b>     | <b>7</b>           | <b>3</b>                 | <b>1</b>              | -                     | -                       | -             |
| <b>Change</b>     | <b>-31.25%</b> | <b>-32.35%</b>     | <b>-13.81%</b>     | <b>-41.67%</b>     | <b>+50.00%</b>           | <b>-50.00%</b>        | -                     | -                       | -             |
| <b>1st Q 2015</b> | <b>16</b>      | <b>8,129,400</b>   | <b>452,500</b>     | <b>12</b>          | <b>2</b>                 | <b>2</b>              | -                     | -                       | -             |

### 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| <b>1st Q 2016</b> | <b>33</b>      | <b>20,285,521</b>  | <b>560,000</b>     | <b>15</b>          | <b>16</b>                | <b>1</b>              | <b>1</b>              | -                       | -             |
| <b>Change</b>     | <b>+10.00%</b> | <b>-3.58%</b>      | <b>+18.52%</b>     | <b>-6.25%</b>      | <b>+60.00%</b>           | <b>-50.00%</b>        | -                     | <b>-100.00%</b>         | -             |
| <b>1st Q 2015</b> | <b>30</b>      | <b>21,039,534</b>  | <b>472,500</b>     | <b>16</b>          | <b>10</b>                | <b>2</b>              | <b>1</b>              | <b>1</b>                | -             |

### 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| <b>1st Q 2016</b> | <b>28</b>      | <b>16,111,900</b>  | <b>500,000</b>     | <b>14</b>          | <b>13</b>                | <b>1</b>              | -                     | -                       | -             |
| <b>Change</b>     | <b>+64.71%</b> | <b>+99.34%</b>     | <b>+21.95%</b>     | <b>+16.67%</b>     | <b>+160.00%</b>          | -                     | -                     | -                       | -             |
| <b>1st Q 2015</b> | <b>17</b>      | <b>8,082,800</b>   | <b>410,000</b>     | <b>12</b>          | <b>5</b>                 | -                     | -                     | -                       | -             |

### 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+ |
|-------------------|-------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| <b>1st Q 2016</b> | <b>19</b>   | <b>11,161,500</b>  | <b>525,000</b>     | <b>9</b>           | <b>7</b>                 | <b>3</b>              | -                     | -                       | -             |
| <b>Change</b>     | <b>+19%</b> | <b>+34.54%</b>     | <b>+20.69%</b>     | <b>-10.00%</b>     | <b>+40.00%</b>           | <b>+200.00%</b>       | -                     | -                       | -             |
| <b>1st Q 2015</b> | <b>16</b>   | <b>8,296,000</b>   | <b>435,000</b>     | <b>10</b>          | <b>5</b>                 | <b>1</b>              | -                     | -                       | -             |

### 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+ |
|-------------------|----------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| <b>1st Q 2016</b> | <b>91</b>      | <b>53,058,071</b>  | <b>505,000</b>     | <b>45</b>          | <b>39</b>                | <b>6</b>              | <b>1</b>              | -                       | -             |
| <b>Change</b>     | <b>+15.19%</b> | <b>+16.49%</b>     | <b>+12.22%</b>     | <b>-10.00%</b>     | <b>+77.27%</b>           | <b>+20.00%</b>        | -                     | <b>-100.00%</b>         | -             |