

TOWN & COUNTRY NORTH FORK 4TH QUARTER 2016 HOME SALES REPORT

The last 3 months of 2016 were filled with fits and starts for North Fork Real Estate markets. Half the individual markets monitored by **TOWN & COUNTRY** experienced increases in the **Number of Home Sales**. In fact, **Mattituck (which includes Laurel and Cutchogue)** had a banner quarter with an impressive 45% jump in the **Number of Home Sales** and a whopping 65% leap in **Total Home Sales Volume**.

On the other side of this spectrum is **Southold (which includes New Suffolk and Peconic)** that saw a 49% drop in the **Number of Home Sales**, from 41 in the 4th Quarter 2015, to 21 in the same three months of 2016. Additionally, the **Total Home Sales Volume** dropped 40% due to the lack of sales.

One key statistic to note, is the **Median Homes Sales Price** rose in nearly every market. This is a clear indicator that prices are on the rise.

Looking at All North Fork Markets Combined and you can gauge the trajectory of North Fork home sales at the end of last year.

While the **Number of Home Sales** declined by 15%, and the **Total Home Sales Volume** dropped 7%, the **Median Homes Sales Price** rose 9.5%. Furthermore, the price category that saw the only increase was the \$2-3.49 million price category.

2017 should be a better year than 2016. **TOWN & COUNTRY** North Fork offices are all reporting heightened activity since the election.

To view all reports visit TownAndCountryHamptons.com/Reports.

Judi A. Desiderio, CEO
jd@TownAndCountryHamptons.com
631.324.8080

*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 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 2016	19	8,581,916	385,000	13	6	-	-	-	-
Change	+11.76%	+16.95%	+4.06%	-	+50.00%	-	-	-	-
4th Q 2015	17	7,338,393	369,993	13	4	-	-	-	-

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 2016	29	21,008,310	565,000	12	13	2	2	-	-
Change	+45.0%	+64.48%	+4.42%	+20.00%	+44.44%	+100.00%	-	-	-
4th Q 2015	20	12,772,600	541,100	10	9	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 2016	21	15,729,500	570,000	8	10	3	-	-	-
Change	-48.78%	-40.30%	+17.53%	-61.90%	-28.57%	-50.00%	-	-	-
4th Q 2015	41	26,346,000	485,000	21	14	6	-	-	-

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 2016	23	16,429,684	549,000	9	10	2	2	-	-
Change	-23.33%	-18.31%	-2.40%	-30.77%	-23.08%	-50.00%	-	-	-
4th Q 2015	30	20,113,450	562,500	13	13	4	-	-	-

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 2016	92	61,749,410	528,405	42	39	7	4	-	-
Change	-14.81%	-7.24%	+9.51%	-26.32%	-2.50%	-36.36%	-	-	-
4th Q 2015	108	66,570,443	482,500	57	40	11	-	-	-