

TOWN & COUNTRY

NORTH FORK 2017 YEAR END

HOME SALES REPORT

Clearly, the North Fork markets are on the move.

2017 closed out a strong year for Home Sales in all 4 markets monitored by **TOWN & COUNTRY** in the criteria of **Median Home Sales Price**.

Mattituck (which includes Laurel and Cutchogue) lead the way for **Total Home Sales Volume** with nearly \$135 million closing in 2017 — 9.2% more than 2016. It also logged the highest **Median Home Sales Price** at \$560,000 which was a statistical jump of 9.3% year over year.

Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) was in the BLACK throughout the criteria and price ranges.

The first place ribbon goes to **Southold (which includes New Suffolk and Peconic)**. **Southold (which includes New Suffolk and Peconic)** shot up 34.5% in the **Number of Home Sales** and 46% in **Total Home Sales Volume** and nearly 8% in **Median Home Sales Price**. Half of all the closings in the \$2-3.49M range closed in **Southold (which includes New Suffolk and Peconic)**.

Orient (which includes East Marion and Greenport), on the other hand, saw declines of 15% in **Number of Home Sales** and 18% in **Total Home Sales Volume** 2016 to 2017. This must be due to a lack of inventory, since we know there's always heightened interest in the beautiful tip of our gorgeous North Fork!

Looking at **All North Fork Markets Combined** and you can see 2017 was a strong year for our North Fork markets. All 3 criteria realized increases — 5% in **Number of Home Sales**, 12% in **Total Home Sales Volume** and 6% in **Median Home Sales Price**. The only red ink was the \$2-3.49M category which was down 17% which reflects 2 less homes sales year to year. These 2 sales jumped over to the \$3.5 - 4.99M price range with a total of 2 sales where there were none in 2016. Under \$500K experienced a slight decline which, no doubt, was due to a lack of product, not a lack of demand.

All indicators point to 2018 being our best year yet!

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North Fork 2017 Full Year 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+
2017	116	55,089,510	427,150	80	33	3	-	-	-
Change	+2.65%	+7.51%	+2.44%	-	+6.45%	+50.00%	-	-	-
2016	113	51,241,442	416,979	80	31	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+
2017	173	134,520,449	560,000	71	69	26	4	2	1
Change	-3.89%	+9.21%	+9.27%	-19.32%	-1.43%	+73.33%	-33.33%	-	-
2016	180	123,173,771	512,500	88	70	15	6	-	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+
2017	199	132,736,302	559,000	74	101	19	5	-	-
Change	+34.46%	+46.16%	+7.86%	+7.25%	+53.03%	+58.33%	#####	-	-
2016	148	90,817,506	518,250	69	66	12	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+
2017	104	66,149,495	540,000	45	50	8	1	-	-
Change	-14.75%	-17.97%	+0.47%	-8.16%	-13.79%	-20.00%	-80.00%	-	-
2016	122	80,638,984	537,500	49	58	10	5	-	-

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+
2017	592	388,495,756	525,000	270	253	56	10	2	1
Change	+5.15%	+12.32%	+6.25%	-5.59%	+12.44%	+43.59%	-16.67%	-	-
2016	563	345,871,703	494,125	286	225	39	12	-	1