

NORTH FORK MID-YEAR 2020 HOME SALES REPORT

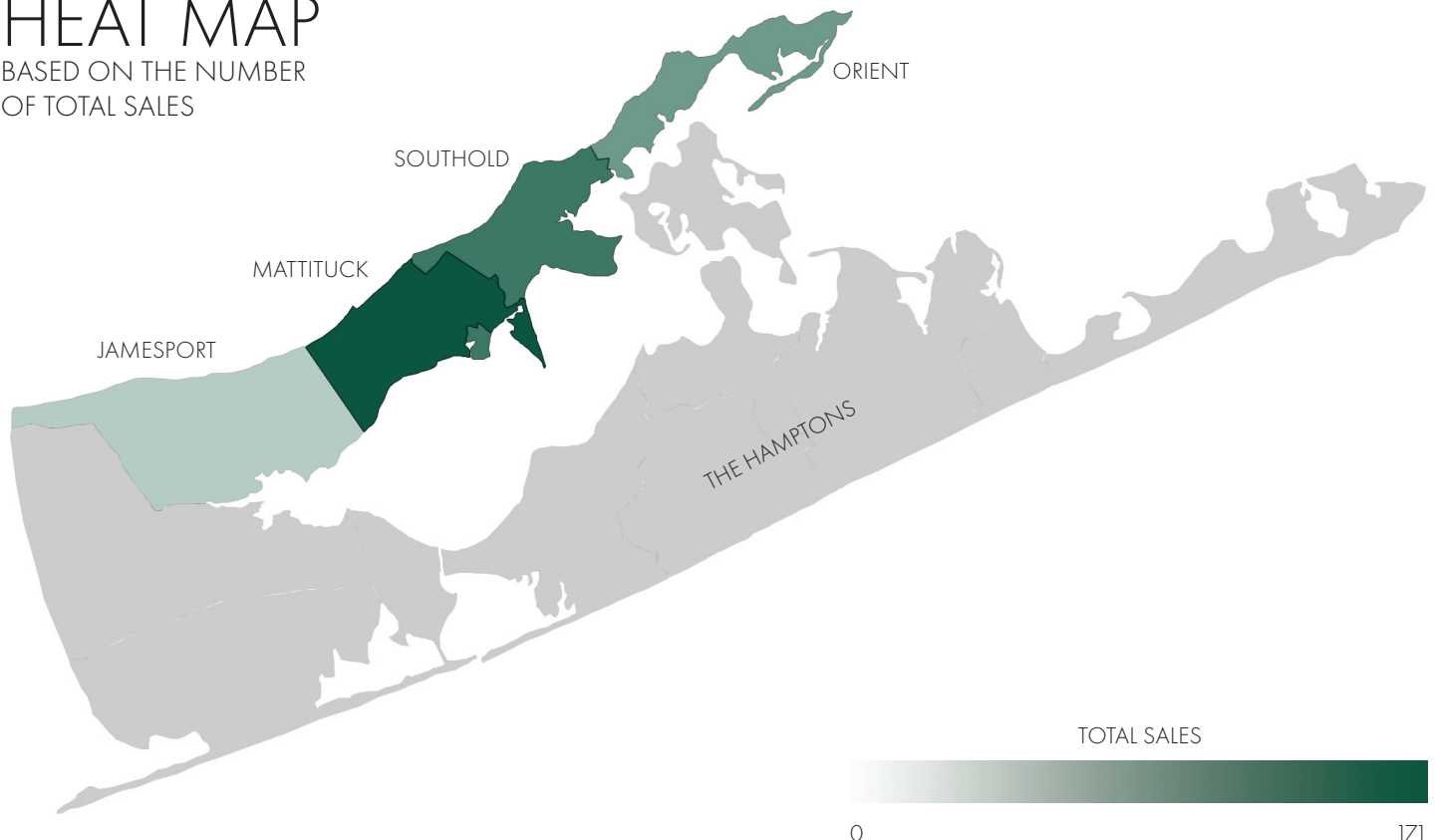
"The first six months of 2020 displayed the tremendous resilience of North Fork Real Estate. Considering we were in COVID lockdown for about two months and viewings and businesses came to a screeching halt, the numbers are impressive. Let's read this report from the bottom up. Looking at All North Fork Markets Combined, you see the first half of 2020 was on par with the first half of 2019. The Number of Home sales was flat at 171 and the Median Home Sales Price ticked up 2%. Overall, the Total Home Sales Volume dipped -3.9%. One notable change was the \$1M - \$1.99M range which rose nearly 16%. Projecting forward, I can say with confidence the 3rd Q will be a vastly better report. The wild card, of course, is a second wave. Stay safe."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Mid-Year 2020	171	119,657,539	588,000	64	81	22	4	-	-
	CHANGE	-	-3.86%	+2.04%	+12.28%	-10.00%	+15.79%	-20.00%	-	-
	Mid-Year 2019	171	124,466,685	576,250	57	90	19	5	-	-

NORTH FORK HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES



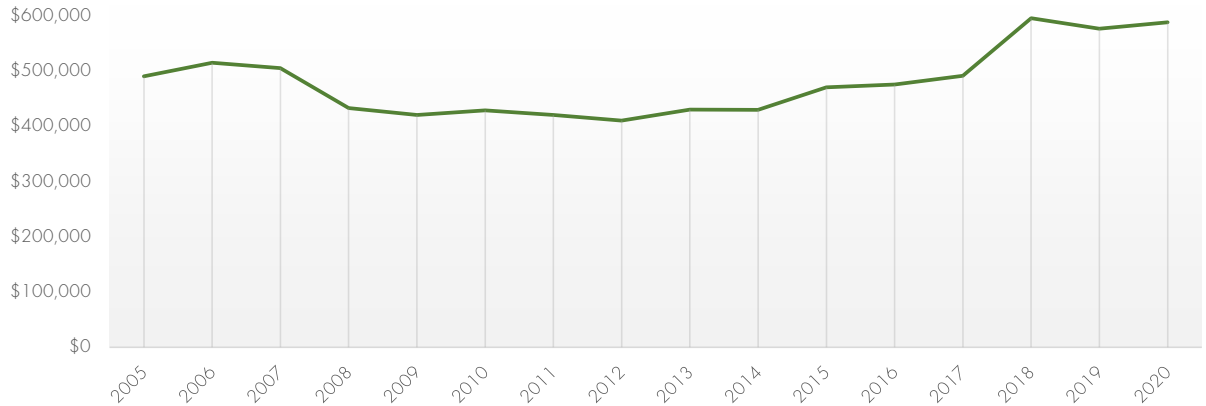
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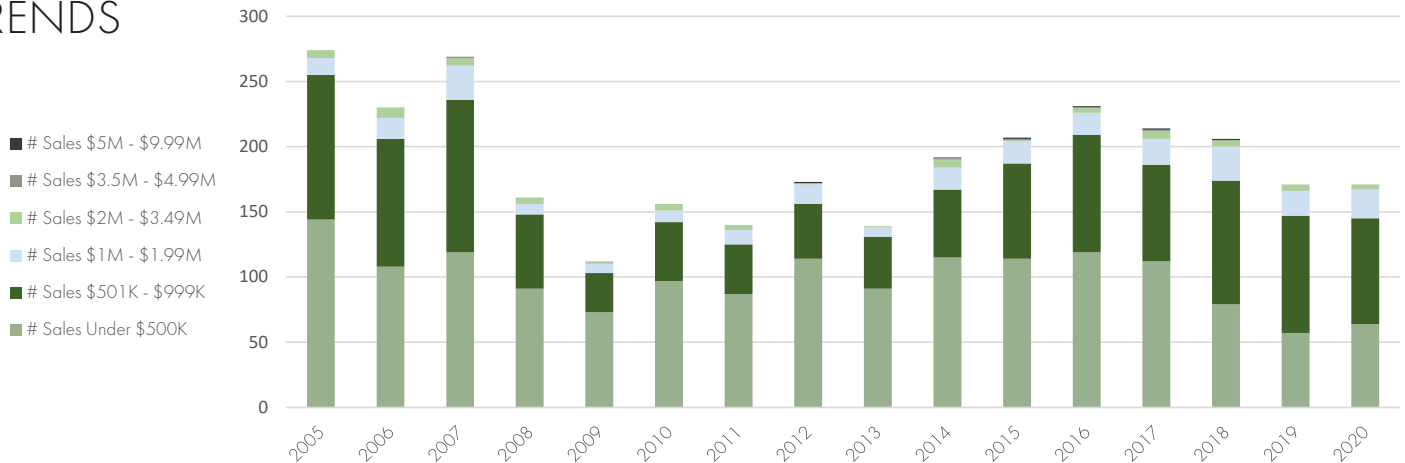


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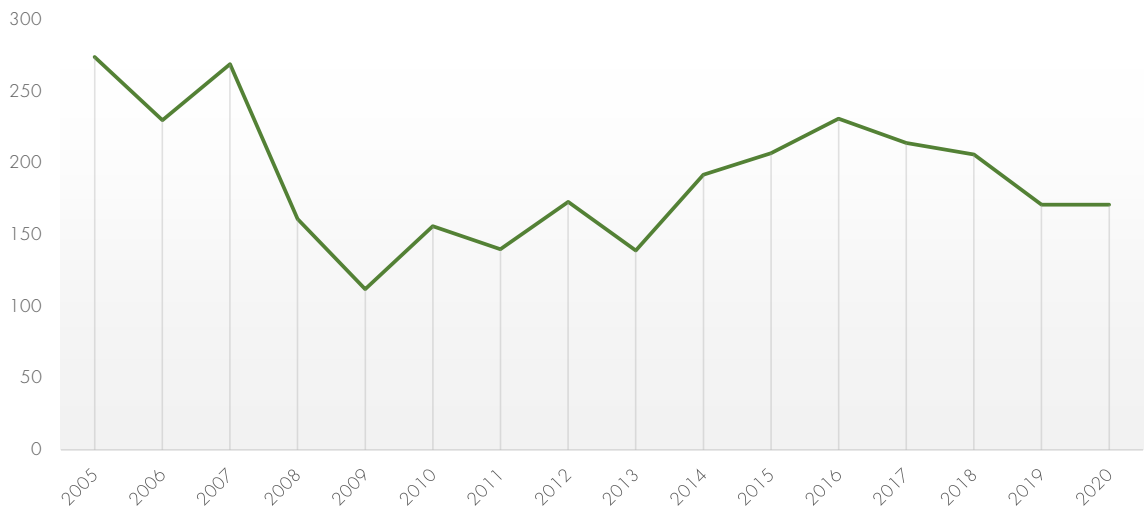
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$1,200,000
Web# 868850

JAMESPORT & MATTITUCK

"Mattituck (which includes Laurel and Cutchogue) was relatively flat on the three criteria monitored by Town & Country Real Estate. Three of the four highest price home sales were in Mattituck. Jamesport (which includes Aquebogue, Baiting Hollow, and South Jamesport) did not experience the same activity as the further east North Fork markets. There were -34.3% fewer home sales, which in turn reduced the Total Home Sales Volume by -34.6%. The Median Home Sales Price fell to \$400,000 from \$450,000."

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JAMESPORT INCLUDES AQUEBOGUE, BAITING HOLLOW, SOUTH JAMESPORT	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+	
	Mid-Year 2020	23	10,918,500	400,000	17	5	1	-	-	-
	CHANGE	-34.29%	-34.57%	-11.11%	-22.73%	-61.54%	-	-	-	-
	Mid-Year 2019	35	16,686,593	450,000	22	13	-	-	-	-

MATTITUCK INCLUDES LAUREL AND CUTCHOQUE	# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+	
	Mid-Year 2020	54	41,467,720	615,625	16	28	7	3	-	-
	CHANGE	-1.82%	+5.04%	+6.14%	+6.67%	-17.65%	+40.00%	+200.00%	-	-
	Mid-Year 2019	55	39,477,049	580,000	15	34	5	1	-	-

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SOUTHOLD & ORIENT

“Southold (which includes New Suffolk and Peconic) was the top producer with 27.5% more home sales. However, there was a marked slide of -8.9% on the Median Home Sales Price from \$647,500 in 2019 to \$590,000 in 2020, same period. Orient (which includes East Marion and Greenport) had more sales under \$1M and less over \$1M year-over-year.”

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SOUTHOLD INCLUDES NEW SUFFOLK AND PECONIC		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Mid-Year 2020	51	36,534,594	590,000	18	25	8	-	-	-
	CHANGE	+27.50%	+10.70%	-8.88%	+125.00%	+4.17%	+14.29%	-100.00%	-	-
	Mid-Year 2019	40	33,002,083	647,500	8	24	7	1	-	-

ORIENT INCLUDES EAST MARION AND GREENPORT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Mid-Year 2020	43	30,736,725	625,000	13	23	6	1	-	-
	CHANGE	+4.88%	-12.93%	-8.76%	+8.33%	+21.05%	-14.29%	-66.67%	-	-
	Mid-Year 2019	41	35,300,960	685,000	12	19	7	3	-	-

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