

# Town & Country

R E A L E S T A T E

## NORTH FORK

### 2nd Quarter 2011 Home Sales Report

While there are many reports, by many companies, **TOWN & COUNTRY** is the only East End Real Estate firm that provides specific, detailed information about 4 different North Fork Markets, with 6 different price ranges in each market; as well as 3 criteria of the Number of Home Sales, Total Home Sales Volume and Median Home Sales Price.

This 2nd Quarter **TOWN & COUNTRY'S HOME SALES REPORT** exemplifies why we publish such detailed reports. In fact, this quarter a comprehensive report could be written for nearly every market we monitor. Similar to the South Fork, the 4 North Fork markets monitored by **TOWN & COUNTRY** are moving individually.

**Mattituck (which includes Laurel and Cutchogue)** was the clear front runner with a staggering 56.25% increase in the Number of Home Sales from 16 in 2nd Quarter of 2010 to 25 in 2nd Quarter of 2011. Even more impressive is the 100% gain in Total Home Sales Volume, or \$18M 2nd Quarter 2011 from \$9M in 2nd Quarter of 2010. A closer look at the 6 different price ranges demonstrated 3 closings in the \$2 - 3.49M price category this year vs. zero last year.

**Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport)** experienced the greatest pull back in sales activity with 16 sales in 2nd Quarter 2011 vs. 26 in the same period the prior year. Yet the Median Home Sales Price ticked up 5.21% from \$380,200 in 2010 to \$400,000 in 2011, 2nd Quarter. Viewing the breakdown in price categories for **Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport)**, we see greater activity over \$500,000 and less activity under that price point.

**Southold (which includes New Suffolk and Peconic)** had a slight decrease, 2 less closings, with 22 Home Sales 2nd Quarter 2011 vs. 24 Home Sales in 2nd Quarter 2010, thus stability in activity level yet a significant drop in Total Home Sales Volume of 37% from \$19.7M, 2nd Quarter 2010 to \$12.5M, 2nd Quarter 2011 - again, a peak at the price categories for **Southold** and we see there were 4 sales in the price category \$2M - 3.49M in 2nd Quarter 2010 and zero in 2011, same period. That significantly changes the Total Home Sales Volume in one broad stroke. Yet, the Median Home Sales Price for **Southold** in 2nd Quarter 2011 notched up just 1.7% demonstrating a stable market price.

**Orient (which includes East Marion and Greenport)** had the same Number of Home Sales both years, 14, but the Total Home Sales Value increased 24% to \$10.8M from \$8.7M and the Median Home Sales Price jumped 22% from \$447,500 in 2010 to \$546,250 in 2011, 2nd Quarter to 2nd Quarter.

Viewing **All North Fork Markets** combined, and one clearly surmises North Fork Home Sales Values are on the rise, with a stabilization in Home Sales Activity from 80 closings to 77 or -3.75%, 2nd Quarter to the same period this year. One truly impressive statistic for the 2nd Quarter 2011 North Fork Home Sales is the 133.33% explosion in the \$1M - \$1.99M price category...from 3 last year to 7 this year, quarter to quarter.

North Fork Real Estate is on the radar of the wealthy! To view more specifics on your particular locations visit [www.1TownandCountry.com/reports](http://www.1TownandCountry.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 2011 Second 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+
2nd Q 2011	16	8,061,900	400,000	11	4	1			
Change	-38%	-20.62%	+5.21%	-54.17%	+100.00%	-	-	-	-
2nd Q 2010	26	10,156,039	380,200	24	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+
2nd Q 2011	25	18,002,500	415,000	14	7	1	3		
Change	+56.25%	+100.57%	-10.17%	+55.56%	+16.67%	-	-	-	-
2nd Q 2010	16	8,975,850	462,000	9	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+
2nd Q 2011	22	12,463,650	448,700	13	7	2			
Change	-8.33%	-36.71%	+1.69%	-13.33%	+75.00%	+100.00%	-100.00%	-	-
2nd Q 2010	24	19,693,596	441,250	15	4	1	4		

## 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+
2nd Q 2011	14	10,759,000	546,250	5	6	3			
Change	-	+23.51%	+22.07%	-37.50%	+20.00%	+200.00%	-	-	-
2nd Q 2010	14	8,711,000	447,500	8	5	1			

## 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+
2nd Q 2011	77	49,287,050	437,500	43	24	7	3		
Change	-3.75%	+3.68%	+6.71%	-23.21%	+41.18%	+133.33%	-25.00%	-	-
2nd Q 2010	80	47,536,485	410,000	56	17	3	4		