

# Town & Country

## REAL ESTATE

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## NORTH FORK

### Mid Year 2012 Home Sales Report

Once again our prediction for increased sales activity (Number of **Homes Sales**) has come to fruition for the North Fork. In fact, the North Fork markets solidly outperformed the South Fork markets with a positive percentage of changes.

I'm going to flip this report and begin with the consolidated **All North Fork Markets Combined** as it clearly shows the trend in our real estate market with a +24% jump in the total Number of **Home Sales** from 140 in 2011 to 173 in 2012 and a +16% increase in the **Total Home Sales Volume** for the first 6 months of 2012. The **Median Home Sales Price** was relatively flat at -2.4% from \$420K in 2011 to \$410K in 2012. The bottom line is a significant increase in the buying population and we expect this trend to continue for all of 2012, while prices remain stable.

**Southold (which includes New Suffolk and Peconic)** was the bright star in the famous North Fork dark skies with positive numbers clear across the board. An impressive 30% increase in the Number of **Home Sales**, 41% jump in the **Total Home Sales Volume** and a respectable 5% step up in the **Median Home Sales Price**.

**Orient (which includes East Marion and Greenport)** had the greatest leap in the Number of **Home Sales** at +57% from 23 sales in 2011 to 36 this year, with an equally newsworthy 41% gain in **Total Home Sales Volume** from \$14M to \$20M.

The first six months of 2012 have been very good for North Fork real estate — all markets and nearly all price ranges — congrats.

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 2012 First Half 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 H 2012</b> | <b>36</b>      | <b>15,490,644</b>  | <b>356,250</b>     | <b>28</b>          | <b>6</b>                 | <b>2</b>              |                       |                         |               |
| <b>Change</b>     | <b>+12.50%</b> | <b>+4.27%</b>      | <b>-10.93%</b>     | <b>+33.33%</b>     | <b>-40.00%</b>           | <b>+100.00%</b>       | <b>-</b>              | <b>-</b>                | <b>-</b>      |
| <b>1st H 2011</b> | <b>32</b>      | <b>14,856,570</b>  | <b>399,950</b>     | <b>21</b>          | <b>10</b>                | <b>1</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 H 2012</b> | <b>53</b>      | <b>32,184,296</b>  | <b>435,000</b>     | <b>34</b>          | <b>15</b>                | <b>3</b>              |                       |                         | <b>1</b>      |
| <b>Change</b>     | <b>+10.42%</b> | <b>-4.73%</b>      | <b>+4.19%</b>      | <b>+21.43%</b>     | <b>+25.00%</b>           | <b>-25.00%</b>        | <b>-100.00%</b>       | <b>-</b>                | <b>-</b>      |
| <b>1st H 2011</b> | <b>48</b>      | <b>33,781,440</b>  | <b>417,500</b>     | <b>28</b>          | <b>12</b>                | <b>4</b>              | <b>4</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 H 2012</b> | <b>48</b>      | <b>26,813,987</b>  | <b>445,000</b>     | <b>29</b>          | <b>14</b>                | <b>4</b>              | <b>1</b>              |                         |               |
| <b>Change</b>     | <b>+29.73%</b> | <b>+41.43%</b>     | <b>+4.71%</b>      | <b>+20.83%</b>     | <b>+40.00%</b>           | <b>+33.33%</b>        | <b>-</b>              | <b>-</b>                | <b>-</b>      |
| <b>1st H 2011</b> | <b>37</b>      | <b>18,959,400</b>  | <b>425,000</b>     | <b>24</b>          | <b>10</b>                | <b>3</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 H 2012</b> | <b>36</b>      | <b>19,851,434</b>  | <b>386,500</b>     | <b>23</b>          | <b>7</b>                 | <b>6</b>              |                       |                         |               |
| <b>Change</b>     | <b>+56.52%</b> | <b>+41.07%</b>     | <b>-11.66%</b>     | <b>+64.29%</b>     | <b>+16.67%</b>           | <b>+100.00%</b>       | <b>-</b>              | <b>-</b>                | <b>-</b>      |
| <b>1st H 2011</b> | <b>23</b>      | <b>14,072,000</b>  | <b>437,500</b>     | <b>14</b>          | <b>6</b>                 | <b>3</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 H 2012</b> | <b>173</b>     | <b>94,340,361</b>  | <b>410,000</b>     | <b>114</b>         | <b>42</b>                | <b>15</b>             | <b>1</b>              |                         | <b>1</b>      |
| <b>Change</b>     | <b>+23.57%</b> | <b>+15.51%</b>     | <b>-2.38%</b>      | <b>+31.03%</b>     | <b>+10.53%</b>           | <b>+36.36%</b>        | <b>-75.00%</b>        | <b>-</b>                | <b>-</b>      |
| <b>1st H 2011</b> | <b>140</b>     | <b>81,669,410</b>  | <b>420,000</b>     | <b>87</b>          | <b>38</b>                | <b>11</b>             | <b>4</b>              |                         |               |