

NORTH FORK 1ST QUARTER 2013 HOME SALES REPORT

Press Release: April 19, 2013

The much anticipated 1st Quarter **TOWN & COUNTRY Home Sales Report** is hereby released.

While there are some shining stars, the report has quite a bit of red ink. Keep in mind the 1st Quarter of closed sales reflects the business — or deals — of the prior quarter due to the time lapse between making a deal and sitting down to the closing, then having the closing documents recorded. That said, this report reflects the sales activity from the 4th quarter of 2012 — Hurricane Sandy hit our entire region disastrously and obviously interrupted lives and businesses, including real estate on the East End.

Mattituck (which includes Laurel and Cutchogue) saw a spike in the **Median Home Sales Price** in the 1st Quarter 2013 from \$415K to \$555K or 34%. Examining the 6 price categories monitored by **TOWN & COUNTRY** and you immediately see 150% leap in the \$500K - \$999K— 10 home sales recorded in the first 3 months of 2013 vs. 4 for the same time period in 2012.

Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) experienced the most significant pull back with 53% fewer home sales (from 15 to 7) which resulted in a 58% less **Total Home Sales Volume** from 6.3M to \$2.6M Quarter to Quarter and 17% drop in **Median Home Sales Price** from \$386K to \$320K.

Looking at **All North Fork Markets Combined** and while the **Number of Home Sales** declined due to Mother Nature, the **Median Home Sales Price** rose considerably from \$391,750 to \$473,000 year to year.

The good news is the next quarterly report will look completely different. All 8 **TOWN & COUNTRY** offices and associates are busier than ever in 6 years — those appointments will result in sales which will be closed and recorded over the next 2 quarters.

To view all reports visit **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.



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THE POWER OF DEEP ROOTS

North Fork 2013 First 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+
1st Q 2013		7	2,622,500	320,000	6	1				
Change		-53.33%	-58.08%	-17.10%	-50.00%	-66.67%	-	-	-	-
1st Q 2012		15	6,256,394	386,000	12	3				

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+
1st Q 2013		14	9,921,000	555,000	2	10	2			
Change		-33.33%	-11.19%	+33.73%	-86.67%	+150.00%	-	-	-	-
1st Q 2012		21	11,171,500	415,000	15	4	2			

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+
1st Q 2013		17	8,826,500	435,000	10	6	1			
Change		-19.05%	-10.79%	-	-16.67%	-25.00%	-	-	-	-
1st Q 2012		21	9,894,500	435,000	12	8	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+
1st Q 2013		7	2,684,400	327,500	6	1				
Change		-46%	-54.28%	-13.59%	-40.00%	-50.00%	-100.00%	-	-	-
1st Q 2012		13	5,871,834	379,000	10	2	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+
1st Q 2013		45	24,054,400	473,000	24	18	3	-	-	-
Change		-35.71%	-27.53%	+20.74%	-51.02%	+5.88%	-25.00%	-	-	-
1st Q 2012		70	33,194,228	391,750	49	17	4	-	-	-