

TOWN & COUNTRY NORTH FORK 2ND QUARTER 2015 HOME SALES REPORT

This second quarter of 2015 report is a most unusual one. After reporting on home sales statistics for over 30 years, even I still get surprised by the factual numbers as they are recorded.

TOWN & COUNTRY'S Home Sales Reports focus on 4 unique North Fork markets and monitor 3 important criteria.

Mattituck (which includes Laurel and Cutchogue) had an incredible quarter with 17% more Home Sales and 35% jump in the **Median Home Sales Price**. Closer scrutiny of the 6 specific price ranges **TOWN & COUNTRY** examines and you can see a dramatic up-tick in the bulk of the sales to \$500K - \$999K with 17 of the 35 homes sold during the second quarter of 2015. The **Total Homes Sales Volume** did not keep pace with such heightened activity, as 3 sales over \$2M in 2014 pushed the **Total Homes Sales Volume** up last year - basically the **Total Homes Sales Volume** was flat for **Mattituck** 2nd quarter year to year.

Southold (which includes New Suffolk and Peconic) experienced a 35% spike in the **Total Homes Sales Volume** in 2nd Quarter 2015 vs. 2014. Closer examination here and a single closing in the \$5M and up price category. That closing was for a \$6.6M sales of 3945 Soundview Avenue in Peconic. A beautiful home on over 12 acres. The **Median Home Sales Price** increased 20% in **Southold (which included New Suffolk and Peconic)**. Unlike the metric of "average", "median" does not get skewed by a single sale... the needle simply moves over one space to the number or in this case price, in the middle or center of all prices low to high.

Orient (which includes East Marion and Greenport) and Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) experienced fewer sales - 4.4% and -11% respectively yet both saw significant jumps in **Median Home Sales Price** of 17% and 20% respectively year-to-year.

Looking at **All North Fork Markets Combined** and you see all 3 criteria monitored by **TOWN & COUNTRY** were in the **BLACK**, though the **Number of Home Sales** was up only 1%, the **Median Home Sales Price** jumped 19% documenting more home sales activity in higher price ranges.

TOWN & COUNTRY North Fork offices are reporting heightened activity levels and increases in valuations as the North Fork trend.

To view all reports visit TownAndCountryHamptons.com/Reports.

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North Fork 2015 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 2015 | 17 | 8,247,804 | 455,000 | 9 | 6 | 2 | - | - | - |
| Change | -11% | -15.06% | +19.74% | -30.77% | +50.00% | - | - | - | - |
| 2nd Q 2014 | 19 | 9,710,248 | 380,000 | 13 | 4 | 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 2015 | 35 | 23,311,900 | 580,000 | 13 | 17 | 5 | - | - | - |
| Change | +16.67% | +0.53% | +34.88% | -27.78% | +142.86% | +150.00% | -100.00% | -100.00% | - |
| 2nd Q 2014 | 30 | 23,188,189 | 430,000 | 18 | 7 | 2 | 2 | 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 2015 | 28 | 23,704,900 | 570,750 | 12 | 12 | 3 | - | - | 1 |
| Change | -3.45% | +35.32% | +20.16% | -29.41% | +33.33% | - | - | - | - |
| 2nd Q 2014 | 29 | 17,517,040 | 475,000 | 17 | 9 | 3 | - | - | - |

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 2015 | 22 | 12,816,500 | 555,000 | 7 | 14 | 1 | - | - | - |
| Change | -4.35% | -1.14% | +17.09% | -41.67% | +75.00% | -66.67% | - | - | - |
| 2nd Q 2014 | 23 | 12,964,577 | 474,000 | 12 | 8 | 3 | - | - | - |

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 2015 | 102 | 68,081,104 | 528,000 | 41 | 49 | 11 | - | - | 1 |
| Change | +0.99% | +7.42% | +18.65% | -31.67% | +75.00% | +10.00% | -100.00% | -100.00% | - |
| 2nd Q 2014 | 101 | 63,380,054 | 445,000 | 60 | 28 | 10 | 2 | 1 | - |