

TOWN & COUNTRY NORTH FORK 4TH QUARTER 2015 HOME SALES REPORT

This **TOWN & COUNTRY 4th Quarter North Fork Home Sales** report is a bit of a shock for us. While our North Fork offices have experienced heightened activity, the numbers indicate a strong pull back in every market except **Southold (which includes New Suffolk and Peconic)** which was a shining star with a 41% leap in the **Number of Home Sales** from 29 to 41 year to year 4th Quarter, and over 50% increase in **Total Home Sales Volume** from \$17.5M in 4th Quarter 2014 to \$26M in 4th Quarter 2015. Oddly, the **Median Home Sales Price** in the **Southold (which includes New Suffolk and Peconic)** market dropped 16.4% to \$485,00 from \$580,000. Upon examining the six different price ranges monitored by **TOWN & COUNTRY** and we see there was a 91% explosion in sales under \$500,000 which explains the shift in the needle.

Mattituck (which includes Laurel and Cutchogue) experienced the worst hit with bright red across the board. While the **Median Home Sales Price** slightly dipped by 4%, the **Total Home Sales Volume** and **Number of Home Sales** both fell significantly by 50.4% and 41.2%.

Orient (which includes East Marion and Greenport) enjoyed the greatest increase in **Median Home Sales Price**, 11.3% from \$505,500 for the last 3 months of 2014 to \$562,500 for the same last three months in 2015.

Looking at **All North Fork Markets Combined** and the North Fork Home Sales activity for October, November, December 2015 becomes clear. 10.7% fewer homes sold and the **Total Home Sales Volume** shrunk by 10.4%. Most price ranges experienced a pull back excluding \$1-1.99M price category which rose 22.2%.

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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 2015 Fourth 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+
4th Q 2015	17	7,338,393	369,993	13	4	-	-	-	-
Change	-15.00%	+0.14%	+8.84%	-13.33%	-20.00%	-	-	-	-
4th Q 2014	20	7,328,400	339,950	15	5	-	-	-	-

Mattituck

(Includes Laurel and Cutchoque)

	# 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+
4th Q 2015	20	12,772,600	541,100	10	9	1	-	-	-
Change	-41.2%	-50.43%	-4.15%	-33.33%	-30.77%	-75.00%	-100.00%	-	-
4th Q 2014	34	25,768,879	564,500	15	13	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+
4th Q 2015	41	26,346,000	485,000	21	14	6	-	-	-
Change	+41.38%	+50.54%	-16.38%	+90.91%	-12.50%	+200.00%	-	-	-
4th Q 2014	29	17,501,249	580,000	11	16	2	-	-	-

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+
4th Q 2015	30	20,113,450	562,500	13	13	4	-	-	-
Change	-21.05%	-15.25%	+11.28%	-23.53%	-23.53%	+33.33%	-100.00%	-	-
4th Q 2014	38	23,733,479	505,500	17	17	3	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+
4th Q 2015	108	66,570,443	482,500	57	40	11	-	-	-
Change	-10.74%	-10.44%	-4.46%	-1.72%	-21.57%	+22.22%	-100.00%	-	-
4th Q 2014	121	74,332,007	505,000	58	51	9	3	-	-