

TOWN & COUNTRY NORTH FORK 3RD QUARTER 2013 HOME SALES REPORT

Press Release: October 18, 2013

This **3rd Quarter North Fork Home Sales Report** is a perfect example of how the numbers never lie!

It's rare that I get truly surprised by the statistics but this is one of those times. Activity levels in all 8 **TOWN & COUNTRY** offices, along with lots of media hype of a strong Home Sales market, had me anticipating mostly black but instead, as you can see, red is the dominant color. Contrary to what **TOWN & COUNTRY** is experiencing, the facts of our North Fork market for July, August and September are as follows:

Searching for a break in the clouds we see **Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport)** saw a slight shift in the needle for the **Median Home Sales Price** up 5.12% from \$361,500 to \$380,000 year to year.

Southold (which includes New Suffolk and Peconic) seemed to be least affected with just one less home sale, but the interest in price range seemed to focus on the under \$500,000 where 12 of the 20 transfers occurred.

Mattituck (which includes Laurel and Cutchogue) appeared to experience the most significant pull back with half the amount of sales this year from last, which then profoundly affects the **Total Home Sales Volume** (-71%). Again, seeing more interest in the under \$500,000 price range where 15 of the 16 transfers occurred.

Looking at **All North Fork Markets Combined** and you can see the red is glaring. While the **Median Home Sales Price** was the least affected, the **Total Home Sales Volume** for all 4 North Fork markets monitored by **TOWN & COUNTRY** sunk 48% from \$55.2M in 3rd Quarter 2012 to \$29M in 3rd Quarter 2013.

While it may initially look like a sad **3rd Quarter Home Sales Report**, I see opportunities abound. There hasn't been a better time in over ten years to grab some East End dirt, as I call it, at incredible prices. Adding that interest rates remain at historic lows, BUT, these opportunities won't last!

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 Third 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+
3rd Q 2013	15	5,953,000	380,000	12	3				
Change	-31.82%	-31.52%	+5.12%	-36.84%	+50.00%	-100.00%	-	-	-
3rd Q 2012	22	8,693,000	361,500	19	2	1			
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+
3rd Q 2013	16	5,961,654	347,500	15		1			
Change	-50.00%	-70.97%	-11.41%	-25.00%	-100.00%	-	-100.00%	-100.00%	-
3rd Q 2012	32	20,533,201	392,250	20	9	1	1	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+
3rd Q 2013	20	10,987,500	482,500	12	6	2			
Change	-4.76%	-10.45%	-10.65%	+33.33%	-40.00%	-	-	-	-
3rd Q 2012	21	12,269,500	540,000	9	10	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+
3rd Q 2013	12	5,892,000	387,500	9	2	1			
Change	-52.00%	-57.06%	-8.82%	-40.00%	-75.00%	-50.00%	-	-	-
3rd Q 2012	25	13,722,422	425,000	15	8	2			
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+
3rd Q 2013	63	28,794,154	385,000	48	11	4			
Change	-37.00%	-47.85%	-4.88%	-23.81%	-62.07%	-33.33%	-100.00%	-100.00%	-
3rd Q 2012	100	55,218,123	404,750	63	29	6	1	1	