

TOWN & COUNTRY

NORTH FORK 4TH QUARTER 2018

HOME SALES REPORT

The last three months of 2018 seem to be a defining period for **North Fork Home Sales**.

There was a bit of a power struggle between **Mattituck** (which includes Laurel and Cutchogue) and **Orient** (which includes East Marion and Greenport) – they both logged significant increases. **Mattituck** saw 48% more **Home Sales**, 51% greater **Total Home Sales Volume** and a 9% jump in **Median Home Sales Price** to \$650,000. In **Orient** the **Total Home Sales Volume** shot up 65% to \$20,802,630 from \$12,591,928 year to year 4th **Quarter**. That was largely due to 4 more sales in the \$1-\$1.99M range and the Cassaro sale to Tanzi of 3345 Cedar Lane in East Marion for \$4,388M. **Orient** reigns supreme for the highest **Median Home Sales Price** of \$708,500 for 4th **Quarter** 2018.

Jamesport seemed to experience a bit of a pull-back with lots of red across the board.

For a clear view of how the **North Fork** market performed in the 4th **Quarter** of 2018, look at all **North Fork Markets Combined**. It was a solid period of overall growth with significantly more sales at higher prices. This has a positive ripple effect to all **North Fork** activity – **Real Estate** and otherwise!

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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 2018 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 2018 | 21 | 9,314,900 | 375,000 | 14 | 6 | 1 | - | - | - |
| Change | -22.22% | -23.32% | -21.05% | -26.32% | -14.29% | - | - | - | - |
| 4th Q 2017 | 27 | 12,147,097 | 475,000 | 19 | 7 | 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+ |
|------------|------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 4th Q 2018 | 43 | 31,186,759 | 650,000 | 13 | 23 | 7 | - | - | - |
| Change | +48.3% | +50.47% | +9.24% | +44.44% | +53.33% | +40.00% | - | - | - |
| 4th Q 2017 | 29 | 20,725,945 | 595,000 | 9 | 15 | 5 | - | - | - |

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 2018 | 42 | 28,108,425 | 553,750 | 15 | 23 | 3 | 1 | - | - |
| Change | +23.53% | +16.29% | -1.99% | +36.36% | +35.29% | -40.00% | - | - | - |
| 4th Q 2017 | 34 | 24,171,000 | 565,000 | 11 | 17 | 5 | 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+ |
|------------|------------|--------------------|--------------------|--------------------|--------------------------|-----------------------|-----------------------|-------------------------|---------------|
| 4th Q 2018 | 21 | 20,802,630 | 708,500 | 6 | 9 | 5 | - | 1 | - |
| Change | +5.00% | +65.21% | +21.47% | -14.29% | -25.00% | +400.00% | - | - | - |
| 4th Q 2017 | 20 | 12,591,928 | 583,250 | 7 | 12 | 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 2018 | 127 | 89,412,714 | 600,000 | 48 | 61 | 16 | 1 | 1 | - |
| Change | +15.45% | +28.40% | +12.89% | +4.35% | +19.61% | +33.33% | - | - | - |
| 4th Q 2017 | 110 | 69,635,970 | 531,500 | 46 | 51 | 12 | 1 | - | - |