

# NORTH FORK YEAR END 2018 HOME SALES REPORT

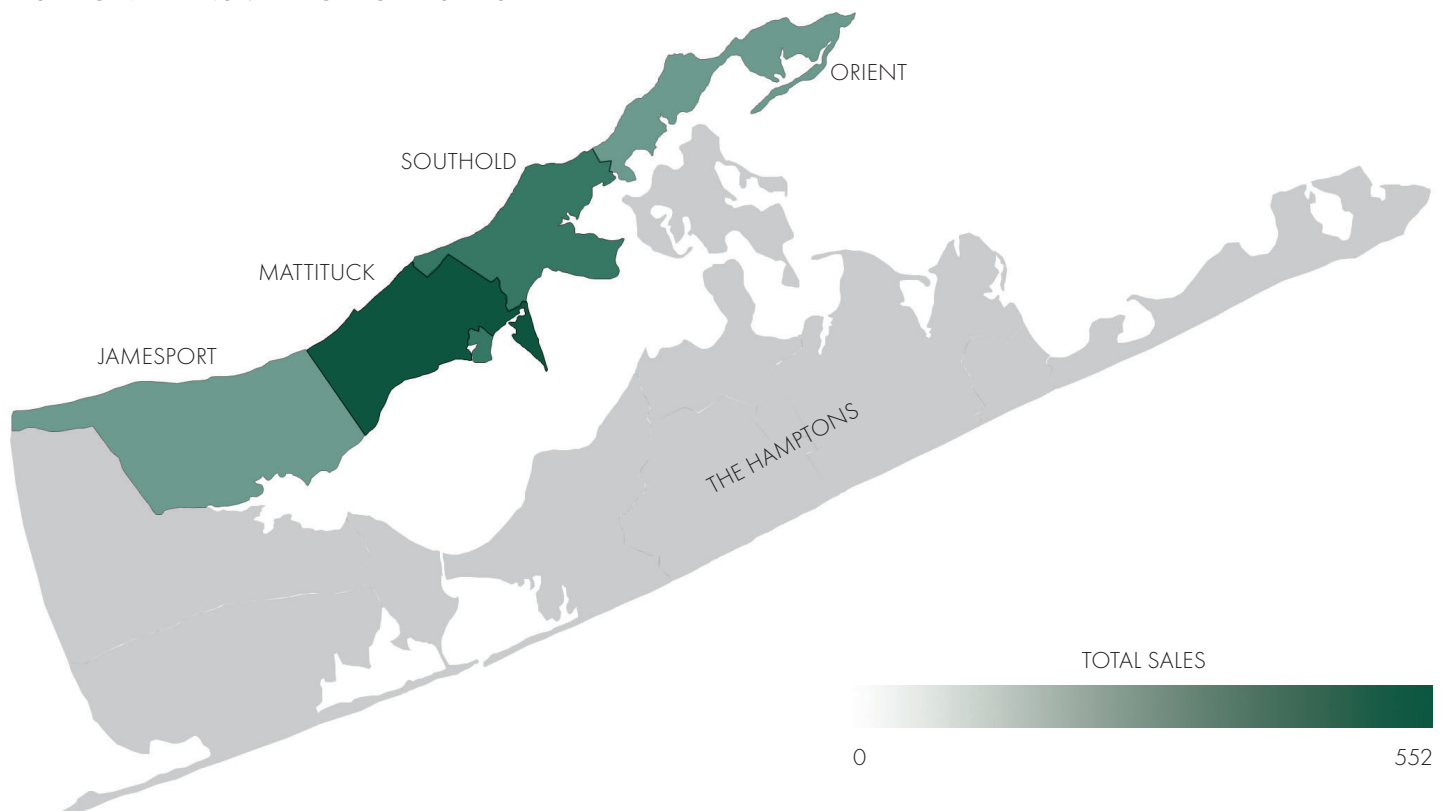
"2018 will be looked at as the turning point for North Fork Home Sales. The shift in activity to more expensive homes is a function of greater interest for newer amenities, as well as the glaring lack of homes under \$500,000. Three of the four North Fork Markets monitored by Town & Country had Median Home Sales Price in the \$600's for the first time - hopefully, you're riding the wave with us."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2018	552	\$402,092,029	\$577,813	202	273	58	14	3	2
	CHANGE	-6.76%	+3.50%	+10.06%	-25.19%	+7.91%	+3.57%	+40%	+50%	+100%
	2017	592	\$388,495,756	\$525,000	270	253	56	10	2	1

## NORTH FORK HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

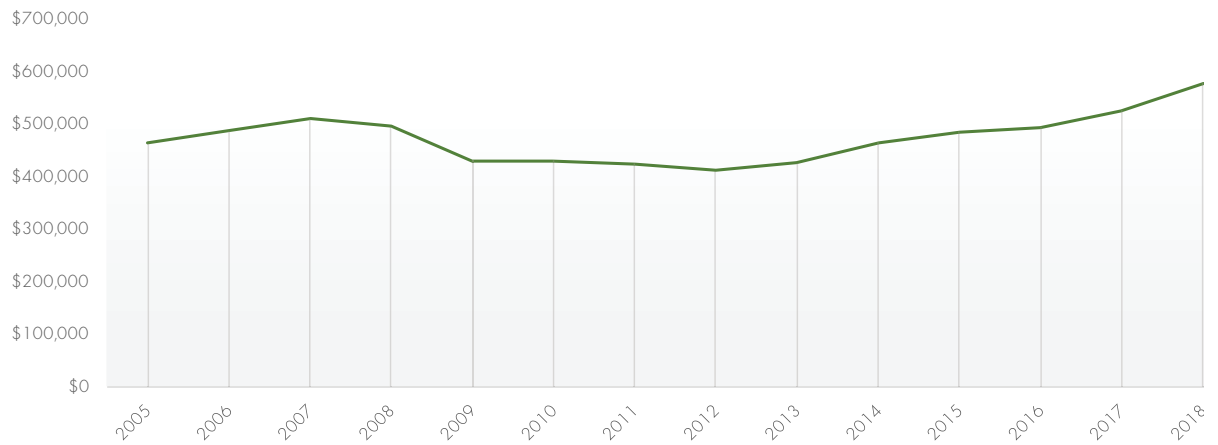


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## MEDIAN HOME SALES PRICE

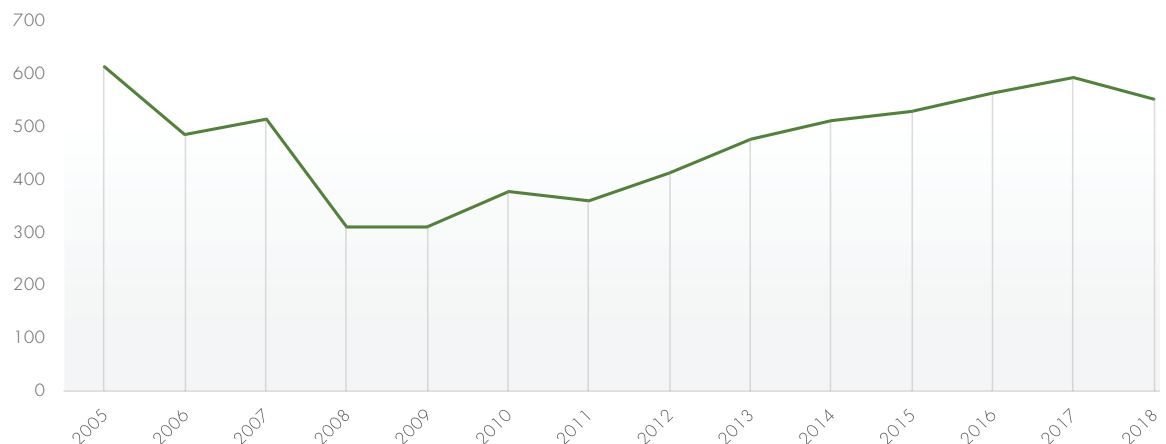


## SALES TRENDS

- # Sales \$5M - \$9.99M
- # Sales \$3.5M - \$4.99M
- # Sales \$2M - \$3.49M
- # Sales \$1M - \$1.99M
- # Sales \$501K - \$999K
- # Sales Under \$500K



## TOTAL # OF HOME SALES



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Web# 21342

## JAMESPORT & MATTITUCK

"If you sneak peak at all North Fork Markets Combined it jumps out at you – the only price range that experienced a reduction was the under \$500,000 price range. There were 7% fewer sales year over year while the Total Home Sales Volume ticked up 3.5%. The Median Home Sales Price rose 10%. All reflective of haling up in prices."

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JAMESPORT INCLUDES AQUEBOGUE, BAITING HOLLOW, SOUTH JAMESPORT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2018	107	\$55,474,360	\$442,000	60	39	8	-	-	-
	CHANGE	-7.76%	+0.70%	+3.48%	-25%	+18.18%	+166.67%	-	-	-
	2017	116	\$55,089,510	\$427,150	80	33	3	-	-	-
MATTITUCK INCLUDES LAUREL AND CUTCHOGUE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2018	183	\$137,998,654	\$612,500	62	96	19	4	1	1
	CHANGE	+5.78%	+2.59%	+9.38%	-12.68%	+39.13%	-26.92%	-	-50%	-
	2017	173	\$134,520,449	\$560,000	71	69	26	4	2	1

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## SOUTHOLD & ORIENT

"Orient, which includes East Marion and Greenport, realized the greatest increases in both Total Home Sales Volume +39% and Median Home Sales Price +21% year to year. Southold, which includes New Suffolk and Peconic, experienced the greatest pull-back with 21% fewer Number of Home Sales and 12% less Total Home Sales Volume but a 10% increase in Median Home Sales Price."

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SOUTHOLD INCLUDES NEW SUFFOLK AND PECONIC		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2018	158	\$116,473,023	\$615,000	53	83	16	5	1	-
	CHANGE	-20.60%	-12.25%	+10.02%	-28.38%	-17.82%	-15.79%	-	-	-
	2017	199	\$132,736,302	\$559,000	74	101	19	5	-	-

ORIENT INCLUDES EAST MARION AND GREENPORT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2018	104	\$92,145,992	\$625,500	27	55	15	5	1	1
	CHANGE	-	+39.30%	+20.83%	-40%	+10%	+87.50%	+400%	-	-
	2017	104	\$66,149,495	\$540,000	45	50	8	1	-	-

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