

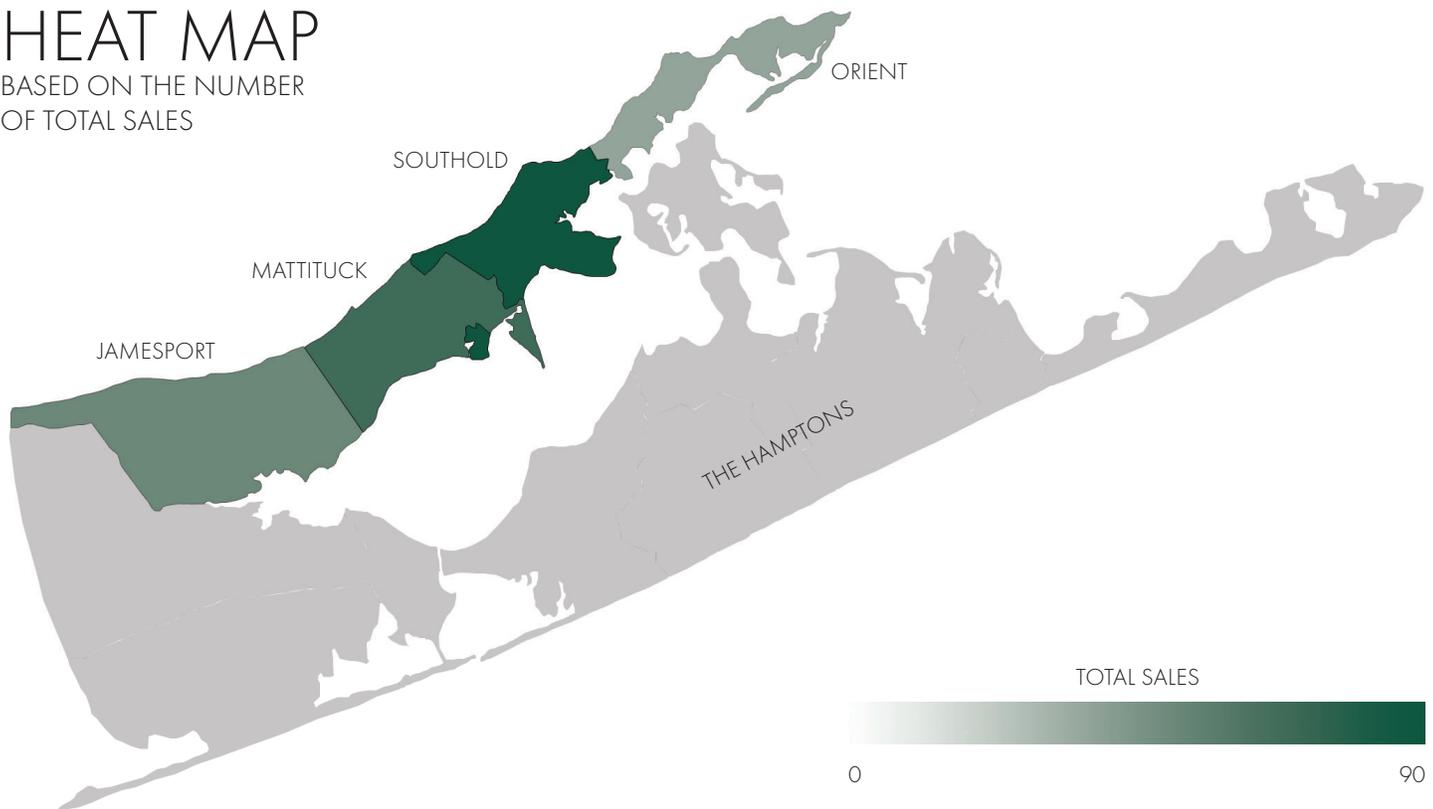
"Our North Fork hamlets had a very busy summer, closing 90 home sales. An 11% increase from the same period last year. Looking at All North Fork Markets Combined, we see a very deliberate shift, as we predicted, to higher priced home sales. The \$1M - \$1.99M price category increased year over year by 120%. All three criteria monitored by Town & Country were in the black! The secret is out - the beauty of the North Fork has been discovered."

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+
	3Q 2019	90	60,486,833	575,000	29	49	11	1	-
	CHANGE	+11.11%	+3.56%	+1.23%	-	+11.36%	+120.00%	-50.00%	-100.00%
	3Q 2018	81	58,406,874	568,000	29	44	5	2	1

NORTH FORK HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

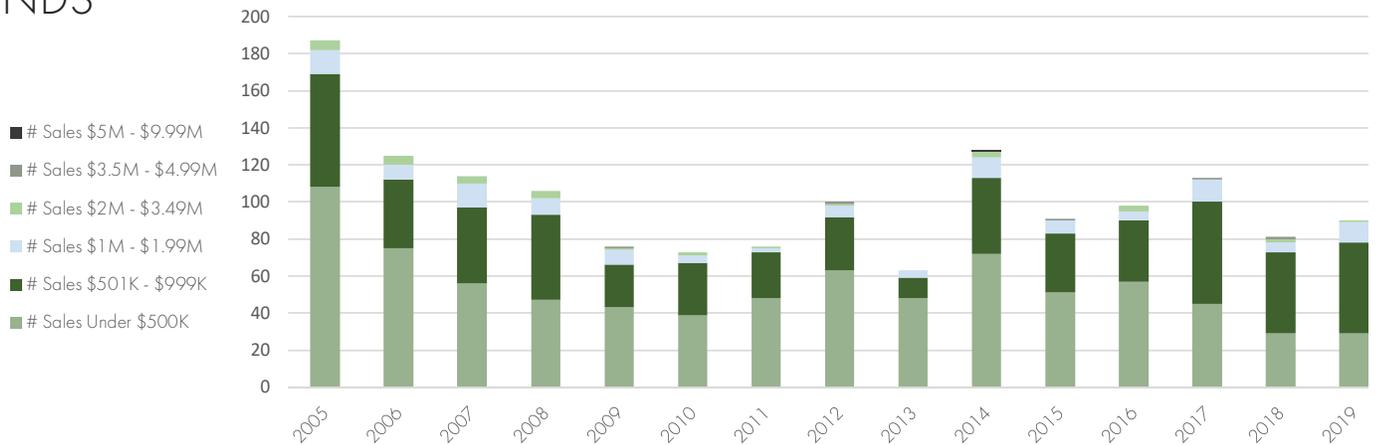


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All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice. (Source: The Real Estate Report Inc.)

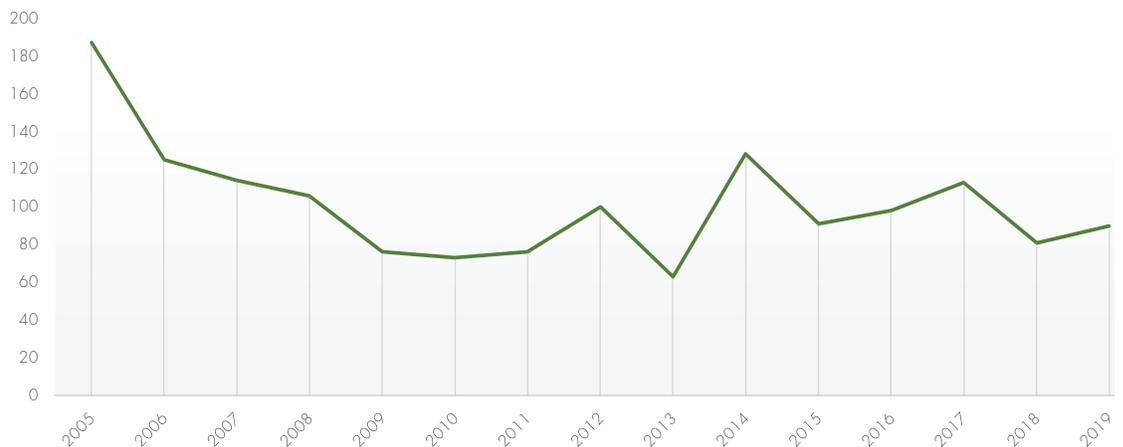
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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ARTIST RENDERING
Web# 345217

JAMESPORT & MATTITUCK

“Mattituck (which includes Laurel and Cutchogue) seemed to lag a bit from its eastern and western counterpart markets but realized the greatest statistical increase (+13.2%) to \$665,000 for the highest Median Home Sales Price on the North Fork for the 3rd Quarter 2019. Jamesport (which includes Aquebogue, Baiting Hollow, and South Jamesport) closed 43% more deals and saw an increase of 9.45% in Total Home Sales Volume. Nice quarter.”

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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+
	3Q 2019	20	9,659,078	480,000	10	10	-	-	-
	CHANGE	+42.86%	+9.45%	-3.99%	+42.86%	+100.00%	-100.00%	-	-
	3Q 2018	14	8,824,854	499,950	7	5	2	-	-
MATTITUCK INCLUDES LAUREL AND CUTCHOQUE	# 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+
	3Q 2019	23	17,313,755	665,000	5	13	5	-	-
	CHANGE	-23.33%	-16.54%	+13.19%	-54.55%	-18.75%	+150.00%	-100.00%	-
	3Q 2018	30	20,745,615	587,500	11	16	2	1	-

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Web# 346558

SOUTHOLD & ORIENT

"Orient (which includes East Marion and Greenport) remained relatively flat numerically. Southold (which includes New Suffolk and Peconic) was the show stopper with a 45% explosion in the Number of Home Sales and a 33% leap in Total Home Sales Volume largely due to a 300% increase in the \$1M - \$1.99M price range. This area included the highest North Fork sale for the quarter of the Butz residence on Hyatt Road for \$2.45M."

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

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+	
	3Q 2019	29	21,363,000	590,000	10	14	4	1	-	-
	CHANGE	+45.00%	+32.90%	+0.17%	+66.67%	+16.67%	+300.00%	-	-100.00%	-
	3Q 2018	20	16,075,043	589,000	6	12	1	-	1	-

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+	
	3Q 2019	18	12,151,000	572,500	4	12	2	-	-	-
	CHANGE	+5.88%	-4.78%	-11.92%	-20.00%	+9.09%	-	-100.00%	-	-
	3Q 2018	17	12,761,362	650,000	5	11	-	1	-	-

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