

NORTH FORK 4Q 2019 HOME SALES REPORT

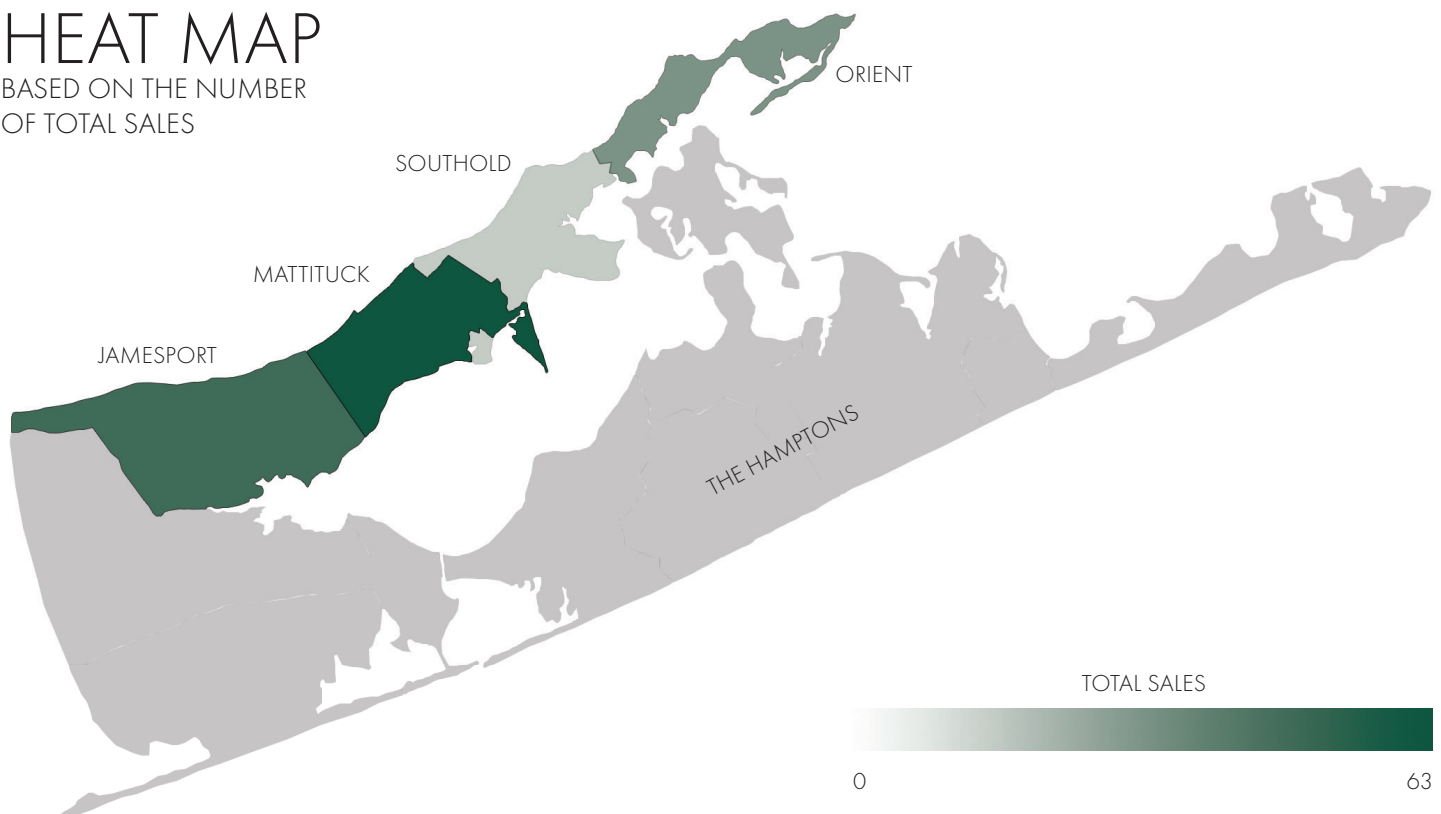
"The closing activity for the last three months of 2019 looked pretty dismal for our North Fork hamlets. Looking at All North Fork Markets Combined and we see the 4th Quarter home sales activity for 2019 on our North Fork was half that of 2018. So what's the real story here? We know consumer interest in North Fork properties has heightened in recent years. The farm-to-table movement and vineyard interaction remains strong. This report, in my professional opinion, reflects two dynamics: a serious lack of inventory and a general consumer slow down. The good news is this is all in our rear view mirrors. This December and January are some of the busiest we've experienced in over a decade. All 8 Town & Country Real Estate offices are reporting increases in customer inquiries, appointments and negotiations — all leading to contracts and closings."

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+
	4Q 2019	63	46,325,481	549,000	23	28	10	2	-	-
	CHANGE	-50.39%	-48.19%	-8.50%	-52.08%	-54.10%	-37.50%	+100.00%	-100.00%	-
	4Q 2018	127	89,412,714	600,000	48	61	16	1	1	-

NORTH FORK HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



To view all reports visit: <http://www.townandcountryhamptons.com/market-reports>

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



EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

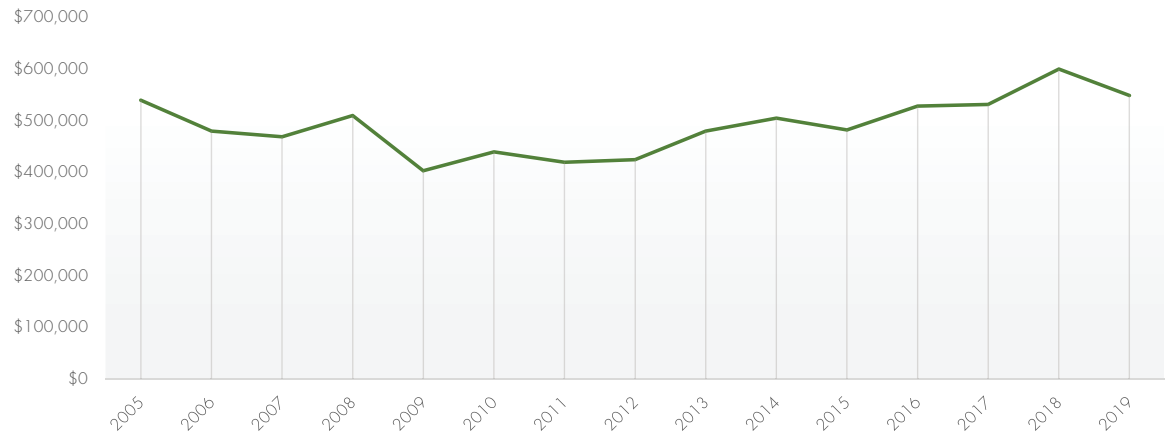
MATTITUCK

GREENPORT

TOWNANDCOUNTRYHAMPTONS.COM

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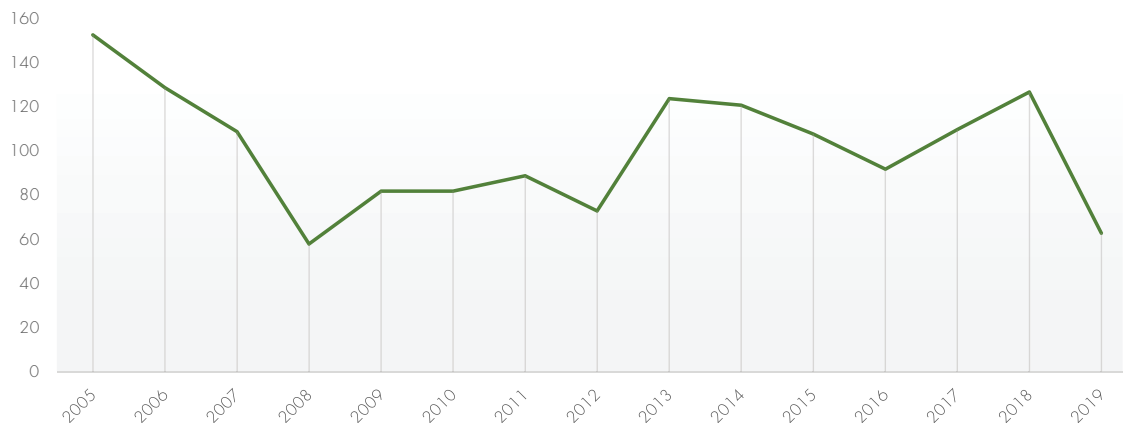
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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JAMESPORT & MATTITUCK

"Jamesport (which includes Aquebogue, Baiting Hollow, and South Jamesport) had a good 4th Quarter 2019 with a whopping 30% increase in Median Home Sales Price to \$487,500 from \$375,000 year over year and a 21.5% increase in Total Home Sales Volume, even though there were 14% less home sales in the 4th Quarter 2019 from 4th Quarter 2018. Mattituck (which includes Laurel and Cutchogue) logged the highest Median Home Sales Price of \$725,000 4th Quarter 2019 which was almost a 12% increase from the 4th Quarter 2018. This was while 56% fewer homes traded hands. The Total Home Sales Volume reflected that pull back by showing 44% less revenue."

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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+
	4Q 2019	18	11,313,657	487,500	10	5	3	-	-	-
	CHANGE	-14.29%	+21.46%	+30.00%	-28.57%	-16.67%	+200.00%	-	-	-
	4Q 2018	21	9,314,900	375,000	14	6	1	-	-	-
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+
	4Q 2019	19	17,470,738	725,000	2	11	5	1	-	-
	CHANGE	-55.8%	-43.98%	+11.54%	-84.62%	-52.17%	-28.57%	-	-	-
	4Q 2018	43	31,186,759	650,000	13	23	7	-	-	-

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SOUTHOLD & ORIENT

"Southold (which includes New Suffolk and Peconic) experienced the greatest declines with 76% fewer home sales and 74% less Total Home Sales Volume. The Median Home Sales Price dipped 11% to \$491,750 from \$553,750 year over year same time period. Orient (which includes East Marion and Greenport) saw an unusual decline of 23% in Median Home Sales Price, the greatest of all the North Fork markets monitored by Town & Country, from \$708,500 4th Quarter 2018 to \$547,500 in the 4th Quarter 2019. The Number of Home Sales dipped 24% and half as much money traded hands with a Total Home Sales Volume that was down 50.25% to \$10,349,686 for the last 3 months of 2019."

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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+
	4Q 2019	10	7,191,400	491,750	6	3	-	1	-	-
	CHANGE	-76.19%	-74.42%	-11.20%	-60.00%	-86.96%	-100.00%	-	-	-
	4Q 2018	42	28,108,425	553,750	15	23	3	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+
	4Q 2019	16	10,349,686	547,500	5	9	2	-	-	-
	CHANGE	-23.81%	-50.25%	-22.72%	-16.67%	-	-60.00%	-	-100.00%	-
	4Q 2018	21	20,802,630	708,500	6	9	5	-	1	-

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