

NORTH FORK YEAR END 2019 HOME SALES REPORT

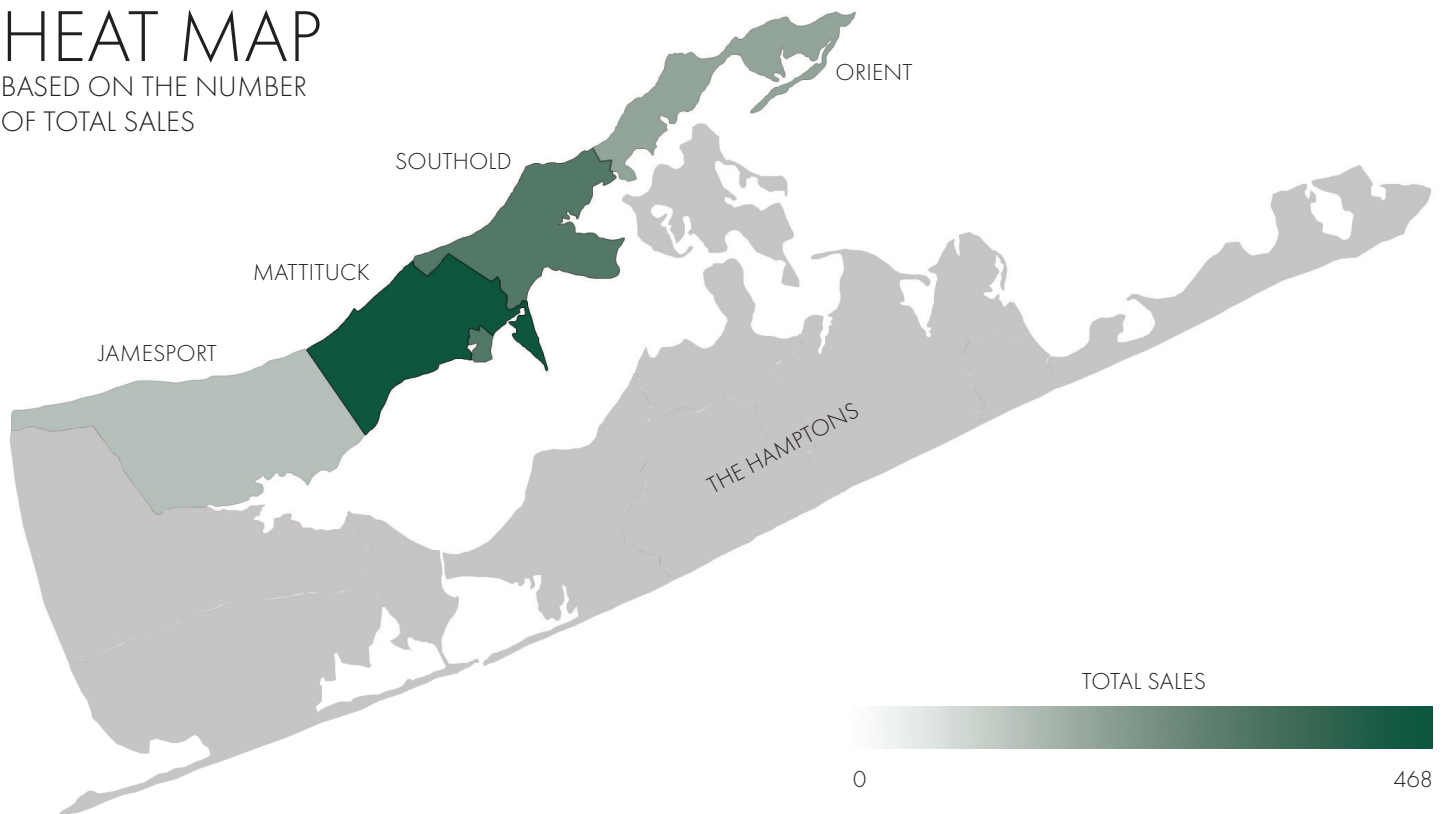
"Closing the year out for 2019 and our North Fork Home Sales Report demonstrates a clear trajectory. Looking at All North Fork Markets Combined and we see a slight increase in prices for home sales, yet the Number of Home Sales dipped 15% from 552 in 2018 to 468 in 2019 and the Total Home Sales Volume dropped nearly 18% to \$329,925,547 from \$402,092,009, year over year. All six price categories experienced declines for the year. We are happy to report that since December, all 8 Town & Country Real Estate offices are reporting increases in sales activity, which is a solid indicator for the 2020 sales market."

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+
	2019	468	329,925,547	580,000	163	242	52	11	-	-
	CHANGE	-15.22%	-17.95%	+0.38%	-19.31%	-11.36%	-10.34%	-21.43%	-100.00%	-100.00%
	2018	552	402,092,029	577,813	202	273	58	14	3	2

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

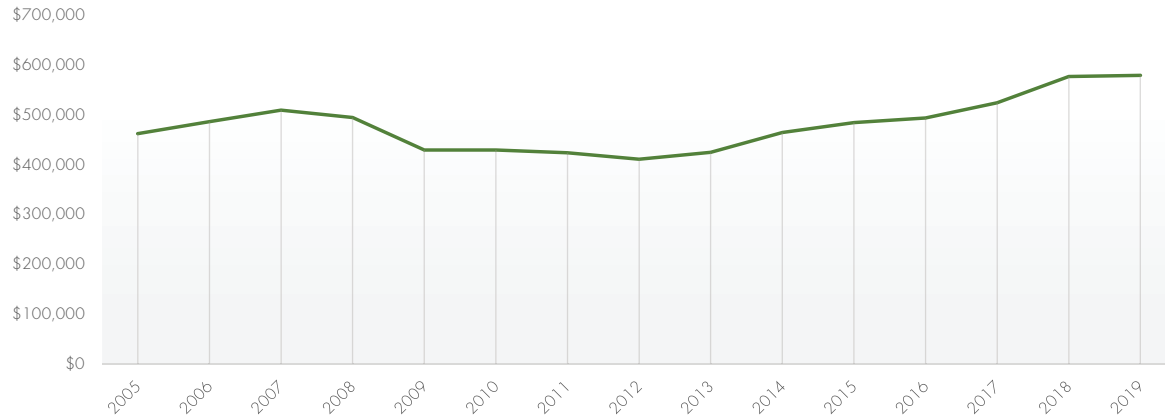
MATTITUCK

GREENPORT

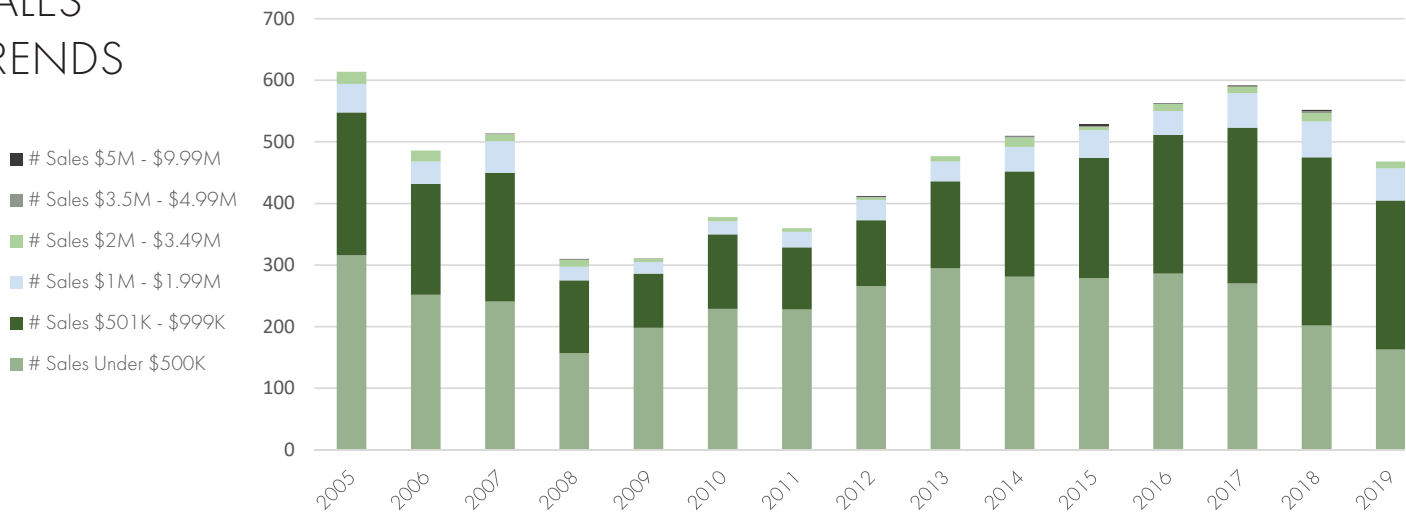
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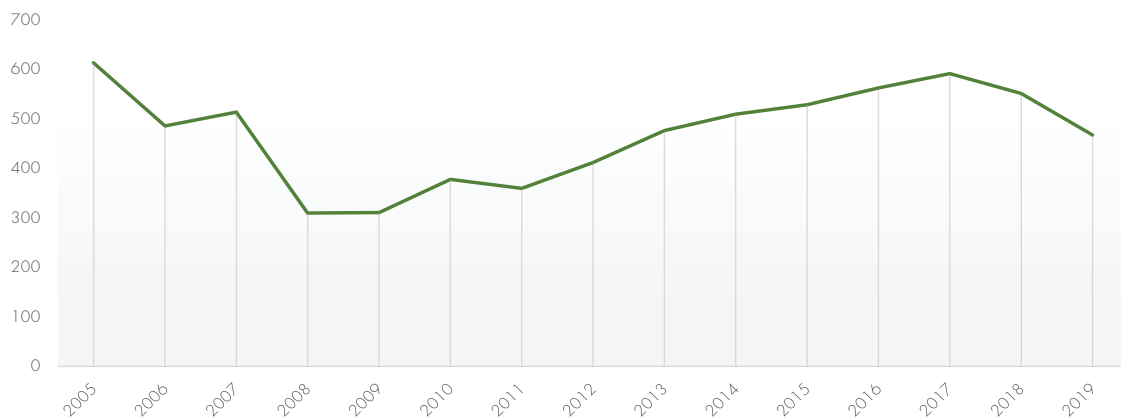
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$12,500,000
Web# 55196

JAMESPORT & MATTITUCK

"Jamesport (which includes Aquebogue, Baiting Hollow, and South Jamesport) experienced the smallest decline for Number of Home Sales down 11% yet the Median Home Sales Price ticked up nearly 2% to \$450,000 from \$442,000 year over year. Mattituck (which includes Laurel and Cutchogue) saw the greatest drop in Number of Home Sales, nearly 24%, as well as a 25% decline in Total Home Sales Volume. Conversely the Median Home Sales Price rose 2.6% to \$628,500 from \$612,500 in 2019 and 2018 respectively."

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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+
	2019	95	48,053,668	450,000	58	33	4	-	-	-
	CHANGE	-11.21%	-13.38%	+1.81%	-3.33%	-15.38%	-50.00%	-	-	-
	2018	107	55,474,360	442,000	60	39	8	-	-	-
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+
	2019	140	104,234,266	628,500	39	80	18	3	-	-
	CHANGE	-23.50%	-24.47%	+2.61%	-37.10%	-16.67%	-5.26%	-25.00%	-100.00%	-100.00%
	2018	183	137,998,654	612,500	62	96	19	4	1	1

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SOUTHOLD & ORIENT

"Orient (which includes East Marion and Greenport) was the leader with the only increase in Number of Home Sales (+6.73%) to 111 closings, and a 3.45% increase in Median Home Sales Price to \$675,000 in 2019 from \$625,500 in 2018. Southold (which includes New Suffolk and Peconic) was in the red in all three criteria monitored by Town & Country Real Estate. The Number of Home Sales dropped 23%, the Total Home Sales Volume down 22% and the Median Home Sales Price off by 3%. This was the only North Fork market to experience a decline 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+
	2019	122	91,280,553	596,500	38	66	14	4	-	-
	CHANGE	-22.78%	-21.63%	-3.01%	-28.30%	-20.48%	-12.50%	-20.00%	-100.00%	-
	2018	158	116,473,023	615,000	53	83	16	5	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+
	2019	111	86,357,060	675,000	28	63	16	4	-	-
	CHANGE	+6.73%	-6.28%	+3.45%	+3.70%	+14.55%	+6.67%	-20.00%	-100.00%	-100.00%
	2018	104	92,145,992	652,500	27	55	15	5	1	1

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