

NORTH FORK 1Q 2020 HOME SALES REPORT

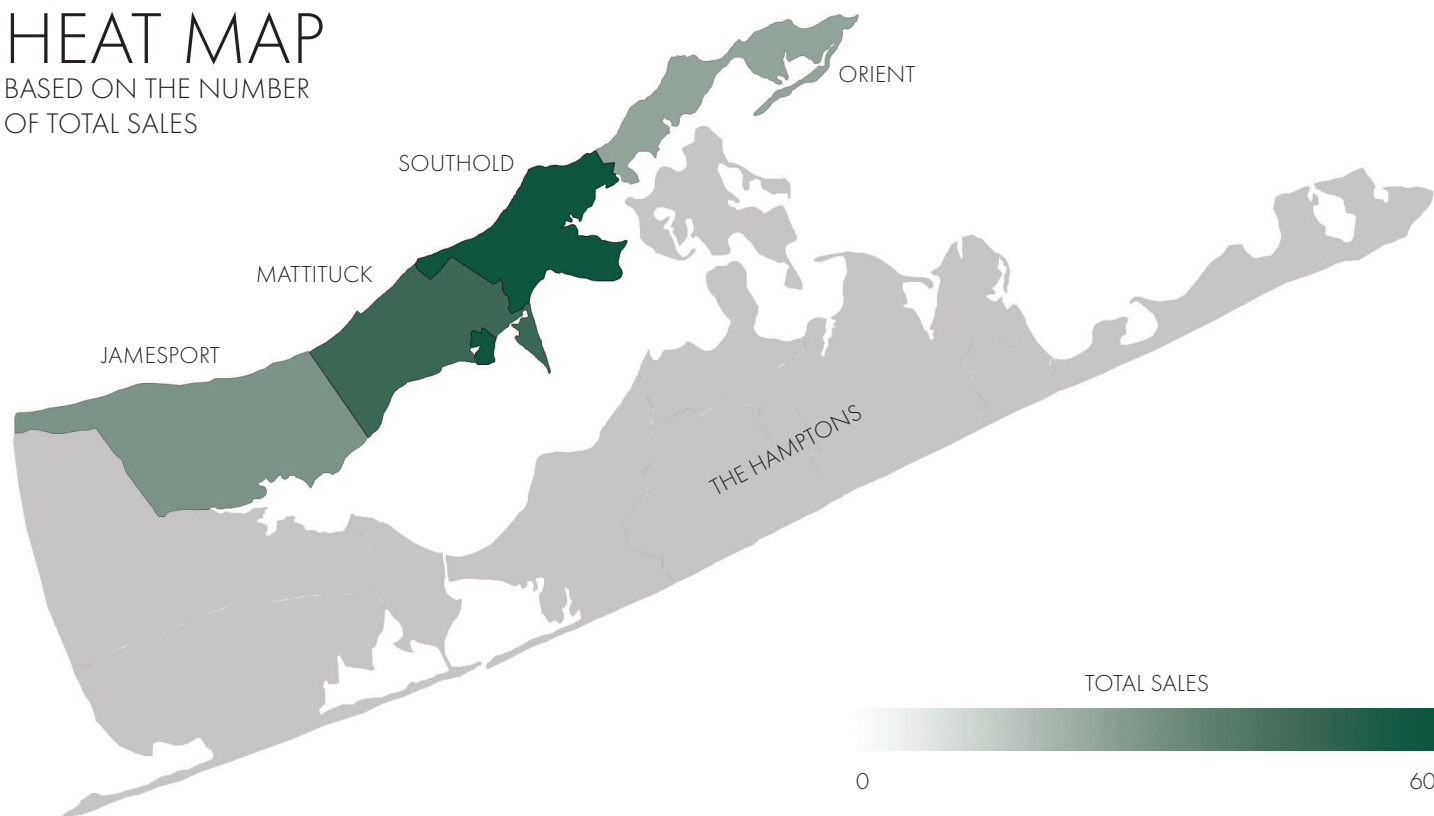
"First and foremost, we trust this finds you and your loved ones well. The world came to a grinding halt as of mid-March, but the fall out from that will not show up until the 2nd Quarter Home Sales Report, due to the nature of the time-frame from time of contract, to closing, and then recording. I do, though, hypothesize that some of the lack of statistical data here is due to the closings of government offices — in this case, lawyers and title companies were unable to record closing documents as of mid-March in Suffolk County. If the closings are not recorded, then the data doesn't show up on my report. I will venture to say, the East End should, undoubtedly, experience heightened interest as we emerge from this life-altering event. Interest from people who wish to secure a safe haven for their families and the nostalgic experience of life and nature in full harmony. Please stay safe. Let's dive into the figures as they exist."

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+
	1Q 2020	60	41,139,714	574,500	22	28	9	1	-	-
	CHANGE	-22.08%	-33.38%	-7.34%	-15.38%	-22.22%	-25.00%	-66.67%	-	-
	1Q 2019	77	61,750,625	620,000	26	36	12	3	-	-

NORTH FORK HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



To view all reports visit: <https://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

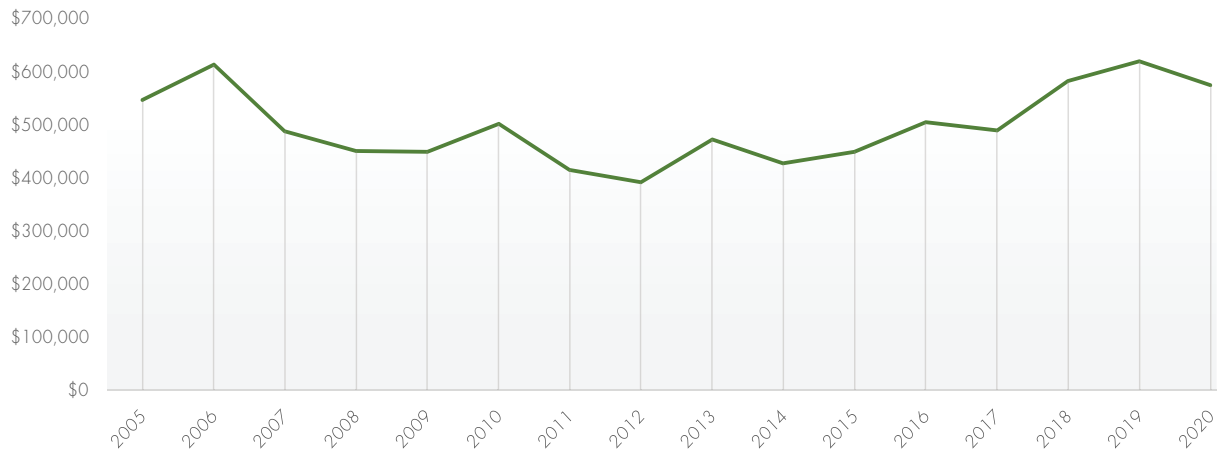
MATTITUCK

GREENPORT

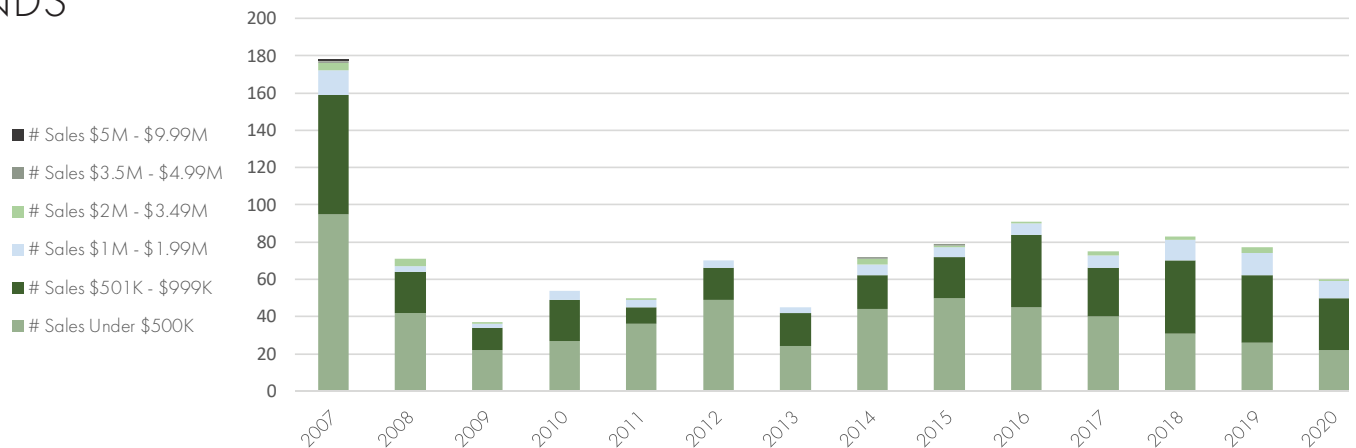
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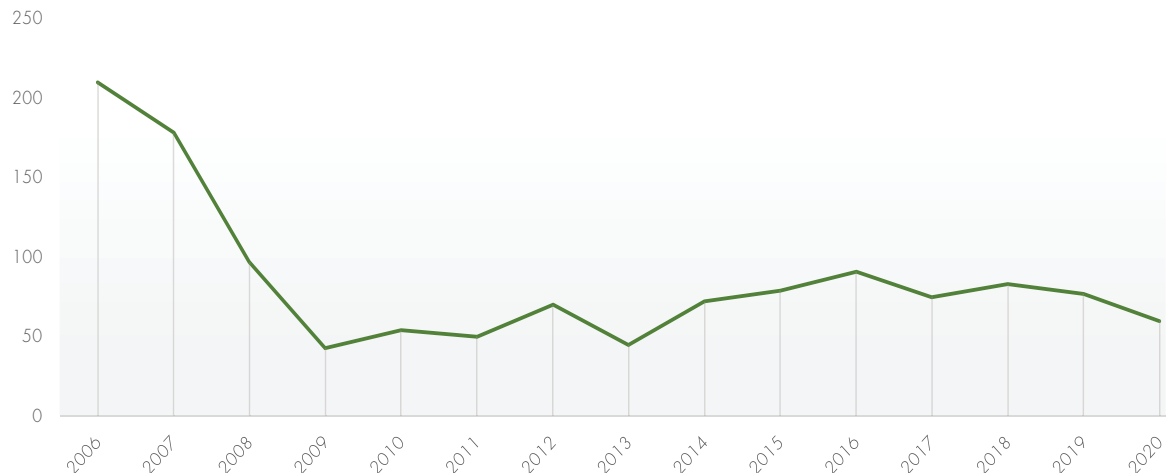
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES





JAMESPORT & MATTITUCK

"While the lack of inventory is a head wind on these home sales reports, the buyer interest is at an all time high. This report, though, demonstrates a significant drop in all price categories looking at All North Fork Markets Combined, as well as Median Home Sales Price. Mattituck (which include Laurel and Cutchogue) had 5 fewer Number of Home Sales, which statistically showed as -24%. The highest home sale for the quarter was the sale of 4370 Moores Lane in Cutchogue at \$2M. Jamesport (which includes Aquebogue, Baiting Hollow and South Jamesport) realized less than half the amount of closings year over year 1st Q 2019 to 2020 and an even more dramatic drop in Total Home Sales Volume (-60%) yet the Median Home Sales Price remained stable."

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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+
	1Q 2020	9	3,954,000	455,000	7	2	-	-	-	-
	CHANGE	-55.00%	-60.16%	-0.82%	-41.67%	-75.00%	-	-	-	-
	1Q 2019	20	9,925,093	458,750	12	8	-	-	-	-

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+
	1Q 2020	16	12,448,270	639,500	4	7	4	1	-	-
	CHANGE	-23.81%	-33.98%	-8.64%	-20.00%	-30.00%	-20.00%	-	-	-
	1Q 2019	21	18,855,100	700,000	5	10	5	1	-	-

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\$1,795,000
Web# 111778

SOUTHOLD & ORIENT

"Southold (which includes New Suffolk and Peconic) was the shining beacon for the first three months of 2020 with 50% more Number of Home Sales totaling 27, which is nearly half that of the entire North Fork. The Total Home Sales Volume rose 15.5% to \$19.6M, yet the Median Home Sales Price dropped 19.3%. Orient (which includes East Marion and Greenport) experienced the greatest pull back in all 3 criteria monitored by Town & Country. There were 56% fewer Number of Home Sales, resulting in 68% drop in Total Home Sales Volume and a Median Home Sales Price decline of 22%."

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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+
	1Q 2020	27	19,604,594	635,494	9	14	4	-	-	-
	CHANGE	+50.00%	+15.50%	-19.30%	+125.00%	+40.00%	+33.33%	-100.00%	-	-
	1Q 2019	18	16,973,932	787,500	4	10	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+
	1Q 2020	8	5,132,850	615,925	2	5	1	-	-	-
	CHANGE	-56%	-67.91%	-21.79%	-60.00%	-37.50%	-75.00%	-100.00%	-	-
	1Q 2019	18	15,996,500	787,500	5	8	4	1	-	-

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