

NORTH FORK Q1 2023 HOME SALES REPORT

The first three months of this year were challenging for many real estate markets nationally. For our beautiful North Fork, it was simply like hitting a speed bump. The overall statistical changes for the three criteria we measure seemed to reflect a slowdown in sales activity as shown in the decreases in Total Number of Home Sales. This is in keeping with our regional markets.

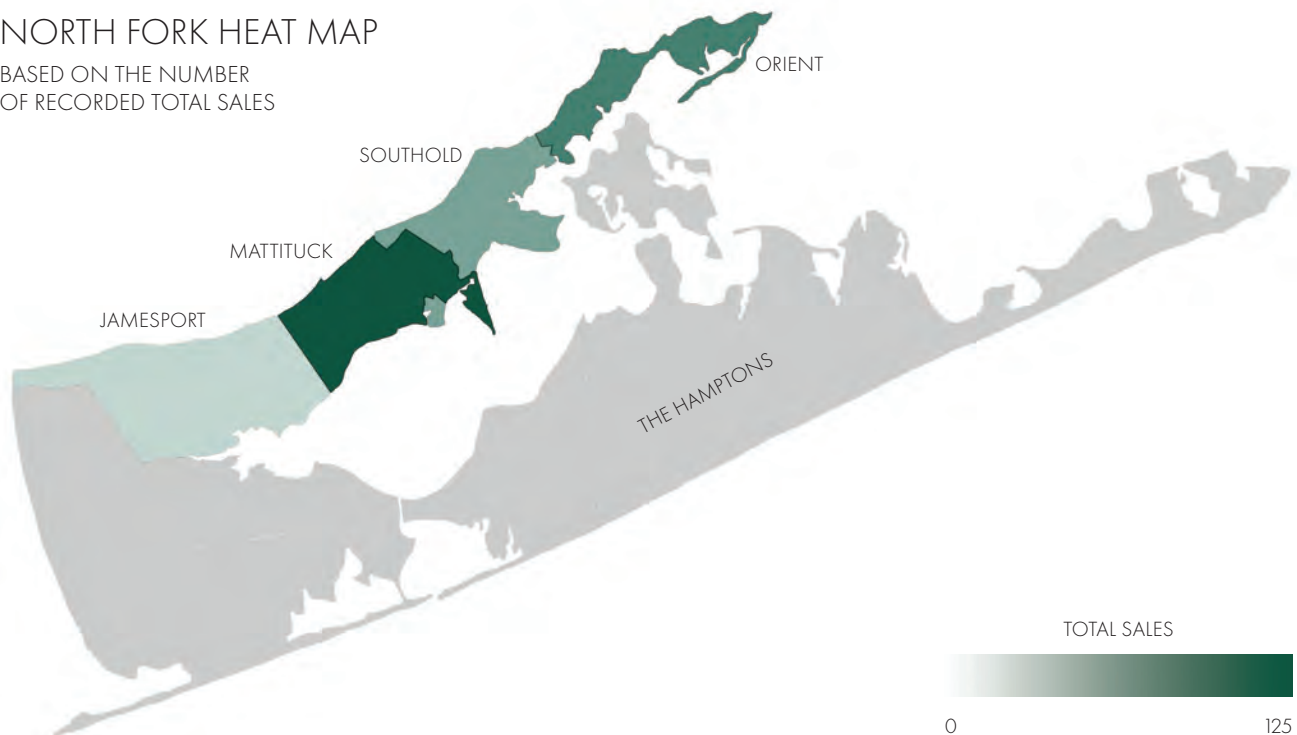
Why, you ask? The retreat began with increased interest rate hikes at an unprecedented pace, due to the highest inflation. Not to mention a stock market that gave even a seasoned professional whiplash while geopolitical tensions escalated and a ground war in Europe, the likes of which we've not seen in decades, ensued.

Looking at All North Fork Markets Combined, you clearly see a pullback in home sales activity, with a -17.76% decline, causing the Total Home Sales Volume to dip -5.76. But, and it's a very big BUT, the Median Home Sales Price rose a very impressive 12.5% year-to-year. This demonstrates the future trajectory of our special North Fork hamlets, even in the face of adverse extenuating circumstances.

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NORTH FORK HEAT MAP

BASED ON THE NUMBER
OF RECORDED TOTAL SALES



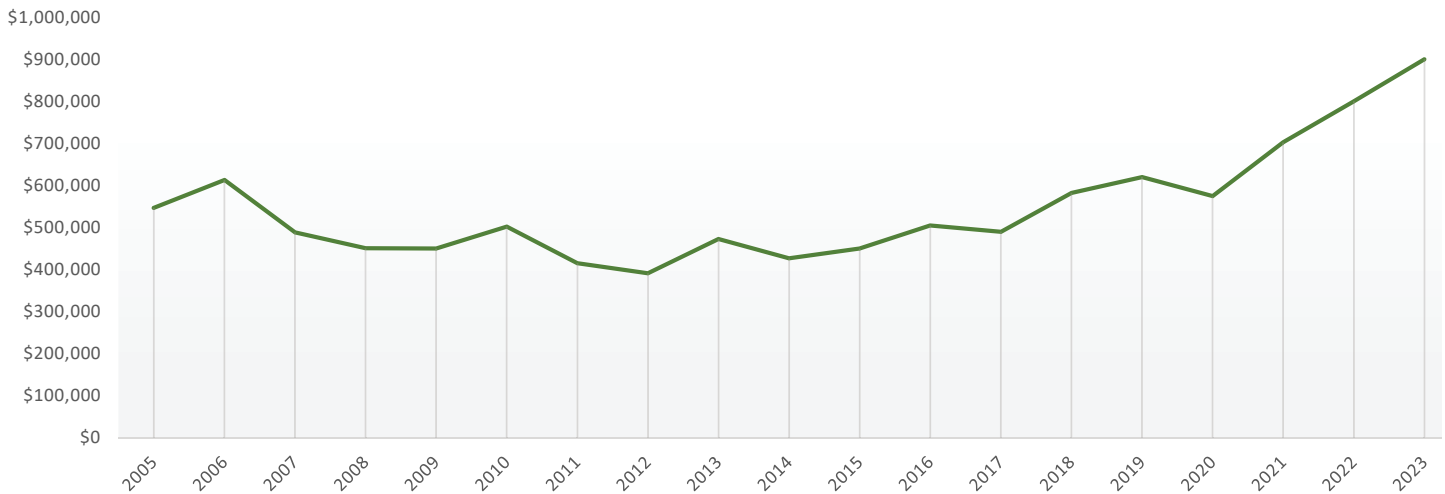
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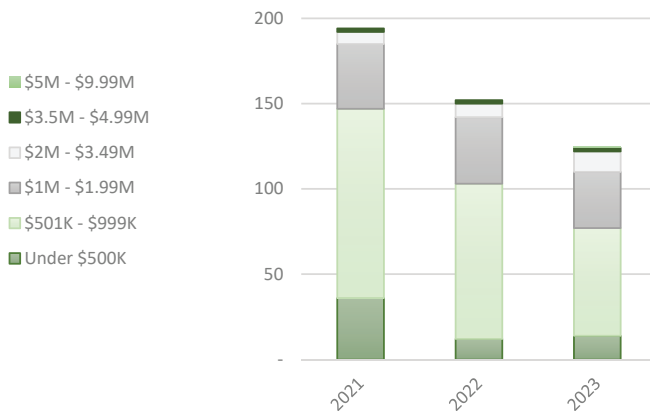
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THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Q1 2023	125	145,183,434	900,000	14	63	33	12	2	1
	CHANGE	-17.76%	-5.76%	+12.50%	+16.67%	-30.77%	-15.38%	+50.00%	-	-
	Q1 2022	152	154,063,874	800,000	12	91	39	8	2	-

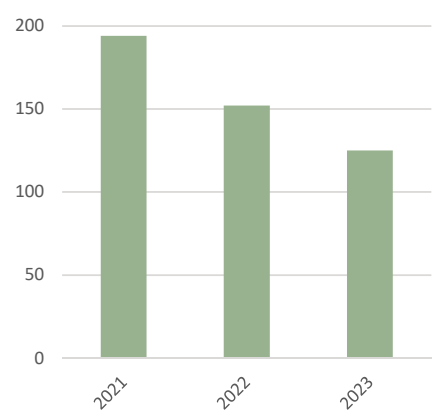
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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JAMESPORT & MATTITUCK

In Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, the Median Home Sales Price rose 14% from \$703,750 in Q1 2022 to \$800,000 in Q1 2023 yet the Total Number of Home Sales dropped the most of all North Fork markets at a rate of -43.33%. This in turn resulted in a decline of -47.31% in the Total Home Sales Volume.

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+	
	Q1 2023	17	12,918,000	800,000	4	10	3	-	-	-
	CHANGE	-43.33%	-47.31%	+13.68%	-20.00%	-50.00%	-	-100.00%	-	-
	Q1 2022	30	24,518,500	703,750	5	20	3	2	-	-
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+	
	Q1 2023	46	48,167,300	750,000	8	24	9	4	1	-
	CHANGE	-6.12%	-14.66%	-14.29%	+300.00%	-20.00%	-25.00%	+33.33%	-50.00%	-
	Q1 2022	49	56,438,374	875,000	2	30	12	3	2	-

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SOUTHOLD & ORIENT

On a positive note, Orient, which includes East Marion and Greenport, posted the greatest increases in all three criteria monitored by Town & Country Real Estate. The Median Home Sales Price leaped 27% from \$924,500 in 2022 to \$1,175,000 in 2023. Additionally, the Total Home Sales Volume gained by 18.81%. This beautiful end to our North Fork peninsula was the only one to show a gain in the Total Number of Home Sales for Q1 2023. Southold, which includes New Suffolk and Peconic, logged an impressive 22.28% jump in the Median Home Sales and an 11.4% increase in Total Home Sales Volume driven by a huge increase in the \$2M-\$3.49M price category as well as sales in the higher brackets.

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+
	Q1 2023	28	41,490,449	977,000	1	14	7	4	1	1
	CHANGE	-31.71%	+11.40%	+22.28%	-80.00%	-41.67%	-36.36%	+300.00%	-	-
	Q1 2022	41	37,243,500	799,000	5	24	11	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+
	Q1 2023	34	42,607,685	1,175,000	1	15	14	4	-	-
	CHANGE	+6%	+18.81%	+27.10%	-	-11.76%	+7.69%	+100.00%	-	-
	Q1 2022	32	35,863,500	924,500	-	17	13	2	-	-

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