

NORTH FORK 2Q 2022 HOME SALES REPORT

The second three months of 2022 show a vastly different picture from the prior year. It is most important to keep in mind 2021 was truly a banner year, and therefore almost unrealistic to simply do a year-to-year analysis. Therefore, I scoped back to the Town & Country North Fork Home Sales Report for 2019 for a pre-COVID look at our North Fork markets to give us a clear picture of the current market conditions relative to a more "standard" market.

2Q 2022 saw all four markets monitored by Town & Country decline by over -30% each. In fact, the Total Home Sales Volume dropped by as much as -40.54% in one area. I'm going to start at the bottom this time and work our way up from there. Looking at All North Fork Markets Combined and the numbers show nearly -35% fewer home sales, a drop from 218 in 2Q 2021 to 142 in 2Q 2022, and -29.66% decline in Total Home Sales Volume. Yet the Median Home Sales Price rose nearly 11% to \$865,000.

Now let's check out the stats from Town & Country's 2Q 2019 North Fork Home Sales Report: 74 home sales in 2019 vs 78 in 2018 (decline of -5.13%); \$51M Total Home Sales Volume in 2019 vs \$57M in 2018 (decline of -10.69%); and \$573,730 Median Home Sales Price in 2019 vs \$620,000 in 2018 (decline of -7.46%).

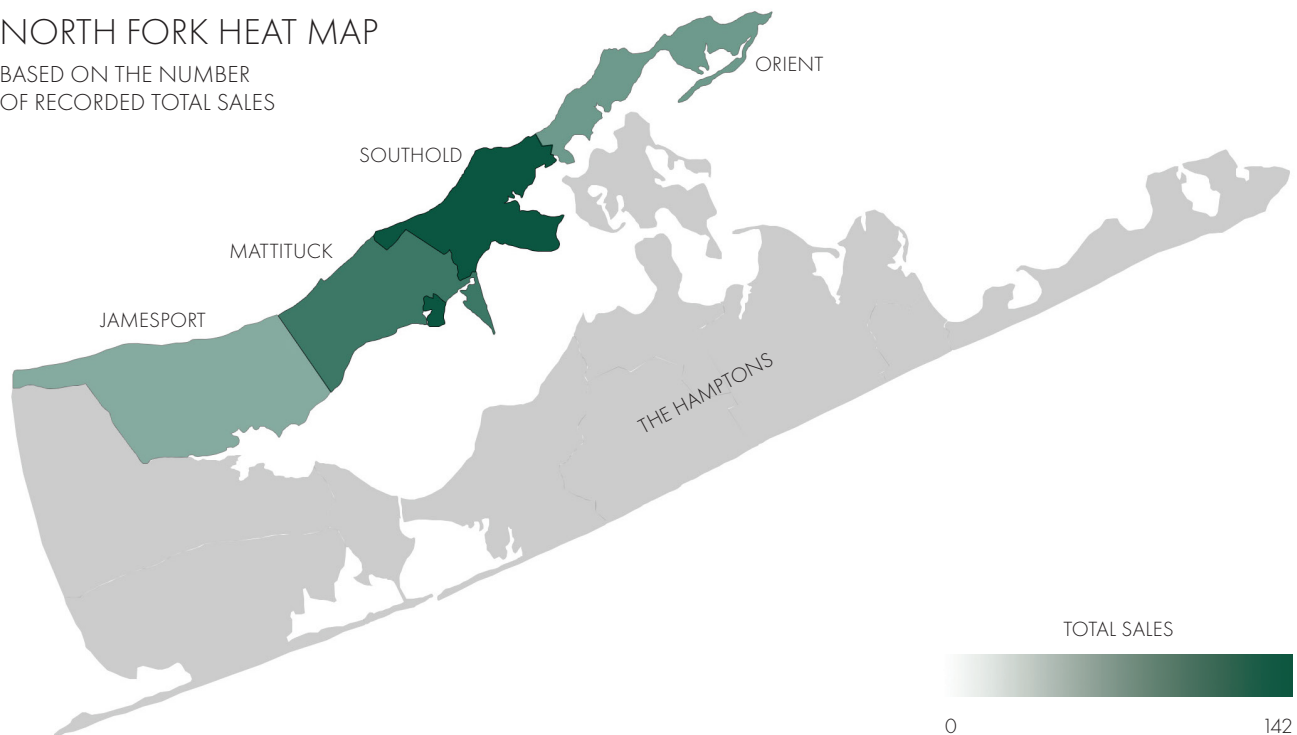
Don't we all wish we bought more on the 'dip'!

The greatest challenge for the North Fork Real Estate Market is inventory — while we're seeing the number of home sales available improve, it's still far below "standard" numbers.

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NORTH FORK HEAT MAP

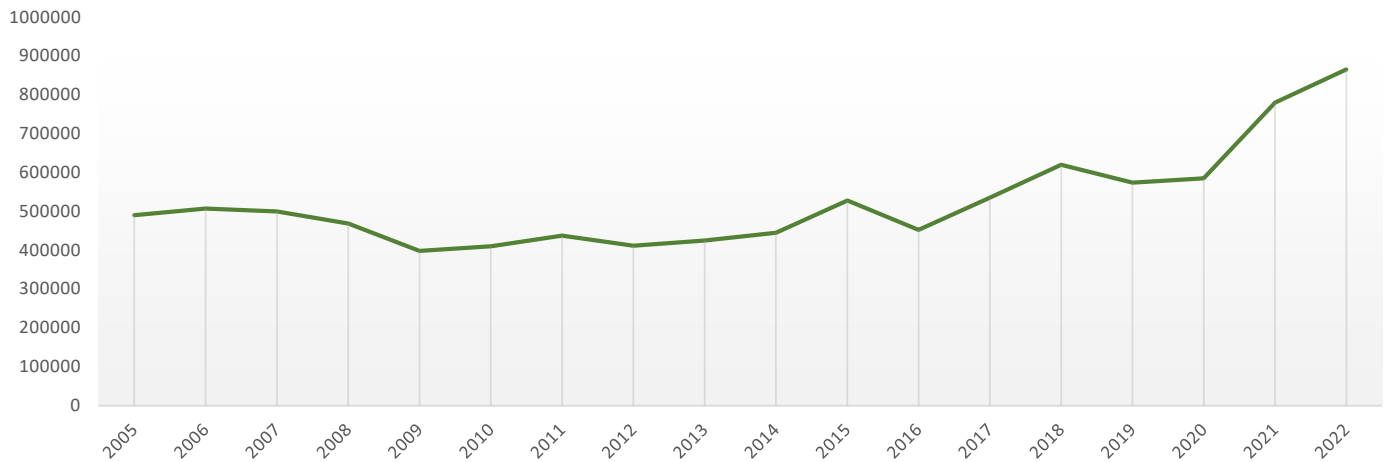
BASED ON THE NUMBER
OF RECORDED TOTAL SALES



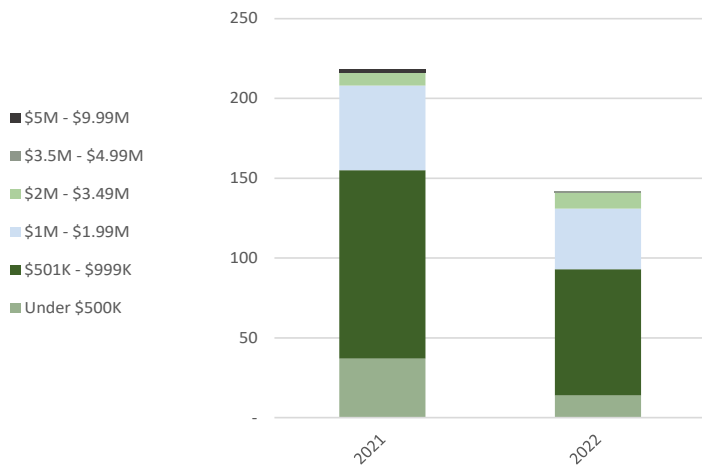
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THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	2Q 2022	142	146,701,961	865,000	14	79	38	10	1	-
	CHANGE	-34.86%	-29.66%	+10.90%	-62.16%	-33.05%	-28.30%	+25.00%	-	-100.00%
	2Q 2021	218	208,574,221	780,000	37	118	53	8	-	2

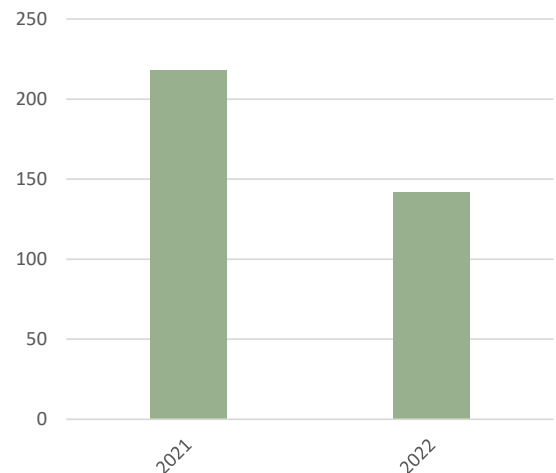
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES





JAMESPORT & MATTITUCK

"The Median Home Sales Price in Mattituck, which includes Laurel and Cutchogue, increased by 10.54% to \$865,000 — which was also the Median Home Sales Price for all North Fork Markets Combined for 2Q 2022. There was a 50% increase in the \$2-\$3.49M price category in Mattituck which undoubtedly contributed to that increase. Jamesport, our entry markets to the North Fork which includes Aquebogue, Baiting Hollow, and South Jamesport, was in line with the overall North Fork market performance in 2Q 2022 with nearly 10% greater Median Home Sales Price but saw dips in the Number of Home Sales and Total Home Sales Volume by -31% and -21.4% respectively."

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+
	2Q 2022	25	18,706,999	630,000	5	18	1	1	-	-
	CHANGE	-31%	-21.40%	+9.57%	-50.00%	-21.74%	-66.67%	-	-	-
	2Q 2021	36	23,799,696	575,000	10	23	3	-	-	-
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+
	2Q 2022	39	41,170,150	865,000	4	23	8	3	1	-
	CHANGE	-32.76%	-25.31%	+10.54%	-55.56%	-36.11%	-20.00%	+50.00%	-	-100.00%
	2Q 2021	58	55,125,025	782,500	9	36	10	2	-	1

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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.]



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\$2,969,000
Web# 880029

SOUTHOLD & ORIENT

"In Orient, which includes East Marion and Greenport, the Median Home Sales Price shot up like a firework with a 33.02% increase brushing the one-million-dollar mark at \$999,000. A testament to the demand in this beautiful hamlet. Southold, which includes New Suffolk and Peconic, was the only North Fork market to experience a slight dip in Median Home Sales Price — less than one percent to \$906,000 from \$912,000 in 2021. But clear across the board, Southold saw declines in home sales in all price categories."

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+
	2Q 2022	43	46,994,813	906,000	2	23	15	3	-	-
	CHANGE	-38.57%	-40.54%	-0.66%	-81.82%	-17.86%	-42.31%	-25.00%	-	-100.00%
	2Q 2021	70	79,037,250	912,000	11	28	26	4	-	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+
	2Q 2022	35	39,829,999	999,000	3	15	14	3	-	-
	CHANGE	-35.19%	-21.30%	+33.02%	-57.14%	-51.61%	-	+50.00%	-	-
	2Q 2021	54	50,612,250	751,000	7	31	14	2	-	-

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

GREENPORT

TOWNANDCOUNTRYHAMPTONS.COM