

NORTH FORK Q2 2023 HOME SALES REPORT

The second quarter of 2023 Town & Country North Fork Home Sales Report is showing more red than you would expect-- I will touch upon reasons later in the report-- for now let's analyze the data. At first glance you see all North Fork Markets we monitor declined in the Number of Home Sales by as much as 37% and the Total Home Sales Volume statistics were a mixed bag.

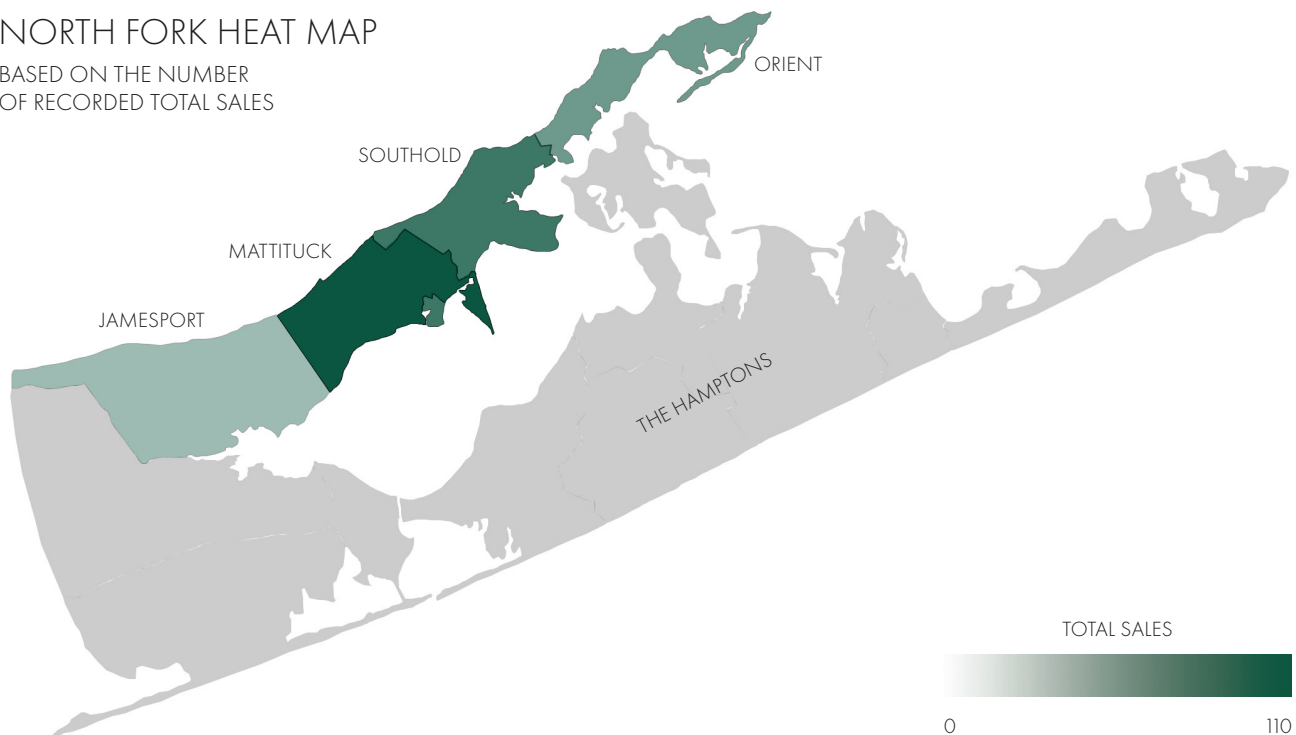
For purposes of putting these statistics into perspective, it is important to remember these reports are year to year comparisons, and 2022 was the last year of the covid wave, as I call it. Therefore, the trajectory was bound to descend. To get a true read on our North Fork markets, let's glance back at the 2019 Q2 North Fork Home Sales Report. In Q2 2019 there were 74 home sales with \$51M in Total Home Sales Volume and a Median Home Sales Price of \$573,730. Now look at the Q2 2023 and clearly North Fork Home Sales are just fine! In fact, a Median Home Sales Price of \$882,500-- that's almost a 55% increase in just 4 years. Let's dig deep into the numbers now.

ALL North Fork Markets Combined show that while there was a pullback from last year in Home Sales activity, the Median Home Sales Price marches upward! It's become increasingly difficult to find homes under \$500k and more homes are being built in the multi million dollar range.

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NORTH FORK HEAT MAP

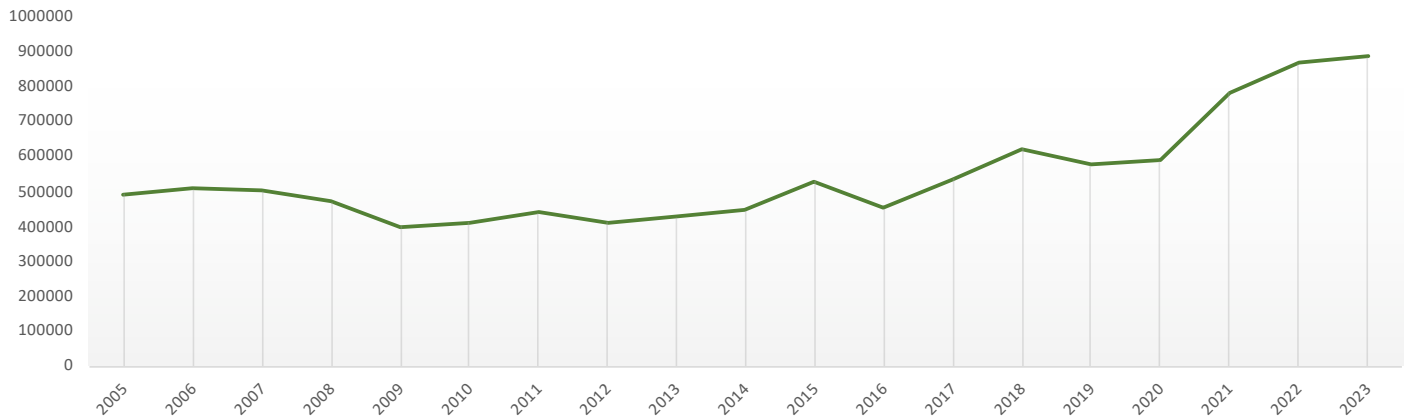
BASED ON THE NUMBER
OF RECORDED TOTAL SALES



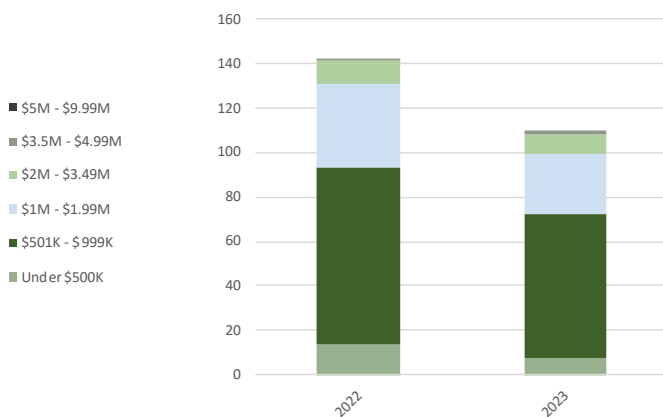
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THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Q2 2023	110	121,566,659	882,500	8	64	27	9	2	-
	CHANGE	-22.54%	-17.13%	+2.02%	-42.86%	-18.99%	-28.95%	-10.00%	+100.00%	-
	Q2 2022	142	146,701,961	865,000	14	79	38	10	1	-

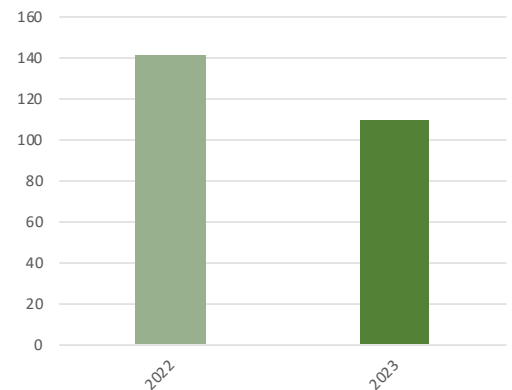
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES





JAMESPORT & MATTITUCK

Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, saw a 27% leap in Median Home Sales Price from \$630k in Q2 2022 to \$800K same quarter 2023. This resulted in a 10% increase in Total Home Sales Volume, even as the Number of Home Sales dipped 12%. Mattituck posted 5 of the 9 Home Sales in the price category of \$2-3.49M and 1 of 2 sales in the \$3.5-4.99M. This demonstrates strength in the high end for Mattituck.

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+
	Q2 2023	22	20,569,749	800,000	2	15	3	2	-	-
	CHANGE	-12%	+9.96%	+26.98%	-60.00%	-16.67%	+200.00%	+100.00%	-	-
	Q2 2022	25	18,706,999	630,000	5	18	1	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+
	Q2 2023	27	34,594,500	825,000	5	10	6	5	1	-
	CHANGE	-30.77%	-15.97%	-4.62%	+25.00%	-56.52%	-25.00%	+66.67%	-	-
	Q2 2022	39	41,170,150	865,000	4	23	8	3	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.]





SOUTHOLD & ORIENT

Southold, which includes New Suffolk and Peconic, experienced the largest percent decline in both the Number of Home Sales as well as the Total Home Sale Volume, -37% and -44% respectively -- yet eked out a 2% bump up in Median Home Sales Price to \$925k-- the highest Median Home Sales Price of the North Fork markets monitored by T&C. Orient, which includes East Marion and Greenport, had the second highest Median Home Sales Price for our North Fork markets at \$922,500, an 8% decline from Q2 2022 when the Median Home Sales Price flirted with the million dollar mark at \$999K.

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+
	Q2 2023	27	26,328,860	925,000	-	19	8	-	-	-
	CHANGE	-37.21%	-43.97%	+2.10%	-100.00%	-17.39%	-46.67%	-100.00%	-	-
	Q2 2022	43	46,994,813	906,000	2	23	15	3	-	-
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+
	Q2 2023	34	40,073,550	922,500	1	20	10	2	1	-
	CHANGE	-2.86%	+0.61%	-7.66%	-66.67%	+33.33%	-28.57%	-33.33%	-	-
	Q2 2022	35	39,829,999	999,000	3	15	14	3	-	-

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