

# NORTH FORK MID-YEAR 2022 HOME SALES REPORT

Remember, nothing lasts forever — and things aren't always as they seem.

This report looks at the first six months of 2022 compared with the same period of 2021. While the statistics reveal a slowdown in market conditions, I will take you back to Town & Country North Fork Mid-Year 2019 Home Sales Report — pre-COVID — to get a more balanced look at home sales activity. After over 25 years of reporting to you on these four individual markets and the criteria of Number of Home Sales, Total Home Sales Volume, and Median Home Sales Price, that depth gives me insight I can share with you.

COVID created a temporary heightened market for home sales clear across the country, with the greatest impact on vacation markets within driving distance to major cities. Bottom line, the "COVID Kick-Up," as I call it, sent sales activity and prices to rise in volumes never seen before by this student of the market. Everything has its lifespan. This one has run its evolutionary course and I'm already looking forward to the markets to come and the opportunities they bring.

All four individual markets monitored by Town & Country experienced declines in both the Number of Home Sales as well as the Total Home Sales Volume, yet the Median Home Sales Price in all these markets rose — by as much as 29.5%. You know what that means, the primary factor influencing our North Fork markets is inventory.

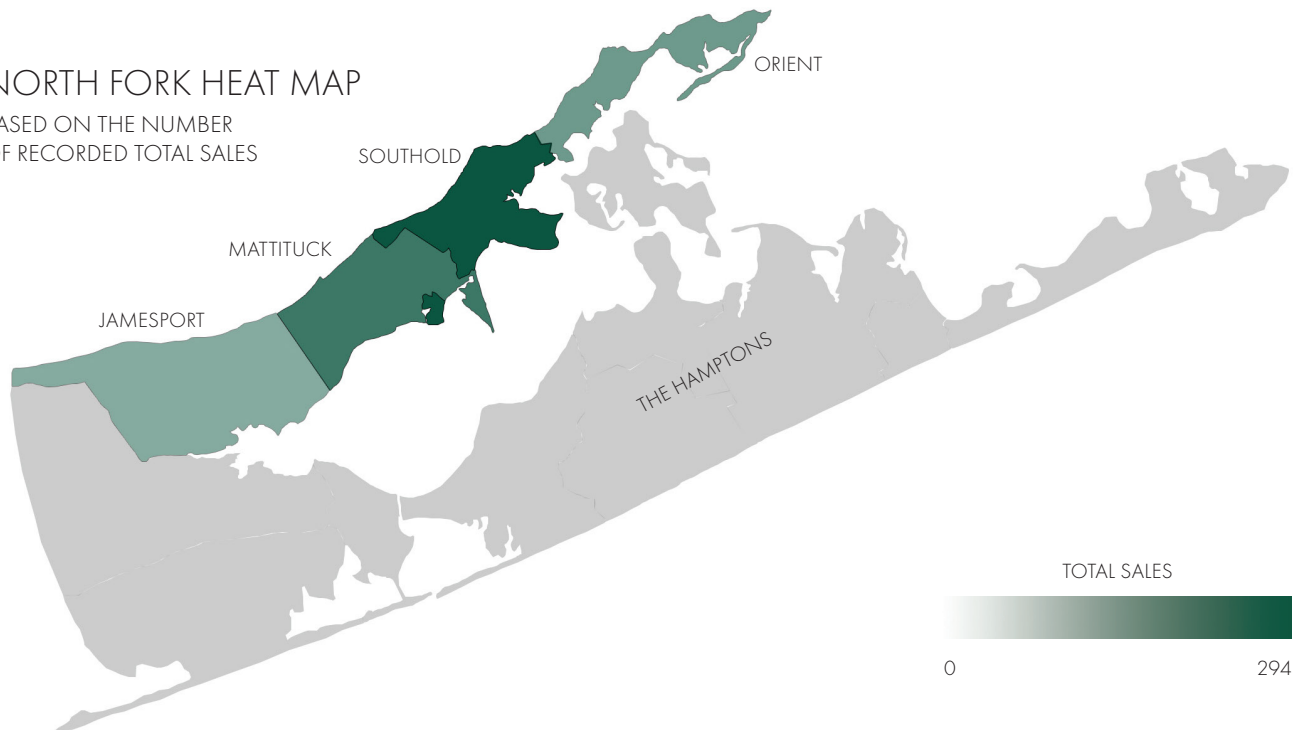
Looking at All North Fork Markets Combined you can see clearly that while the Number of Home Sales decreased by -28.64% year-over-year the market for more expensive homes is on the rise. In the \$2M-\$3.49M price category the Number of Home Sales rose 20%. In the \$3.5M-\$4.99M price range the increase was even greater at 50%.

When I take you back to the Town & Country North Fork Mid-Year 2019 Home Sales Report you can see that the sales activity for 2022, while lower than that of the 2021 heightened market, it is still considerably greater than that of the pre-COVID 2019 levels. The Total Home Sales Volume in 2022 at \$300,765,835 is more than twice what it was in 2019 at \$124,466,685 — and even 2018 at \$148,196,427. And the Median Home Sales Price, well that speaks for itself - \$822,500 in 2022 up from \$576,250 in 2019.

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## NORTH FORK HEAT MAP

BASED ON THE NUMBER  
OF RECORDED TOTAL SALES



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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

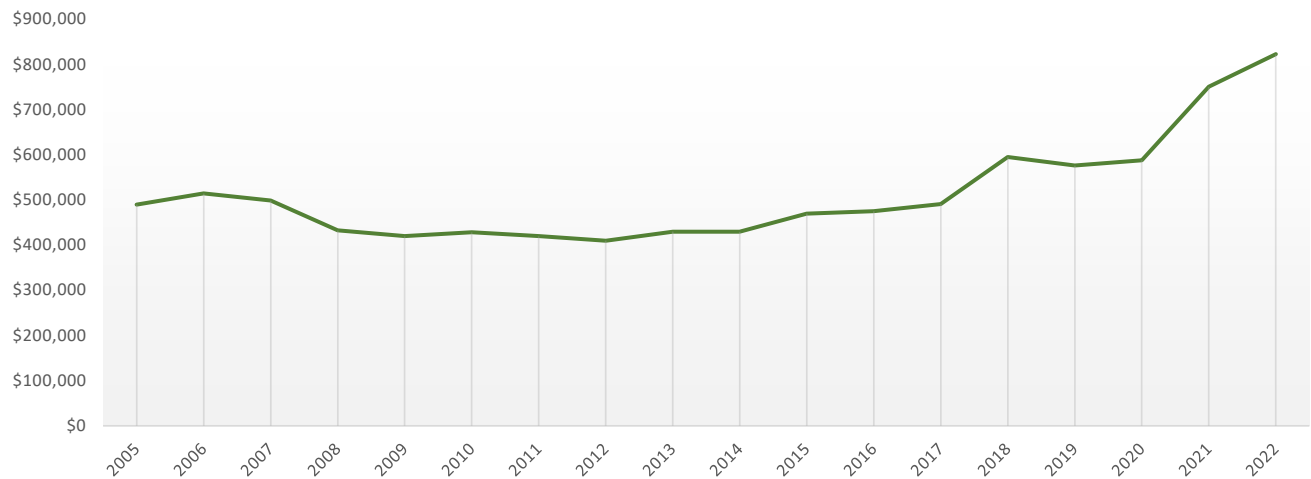
GREENPORT

TOWNANDCOUNTRYHAMPTONS.COM

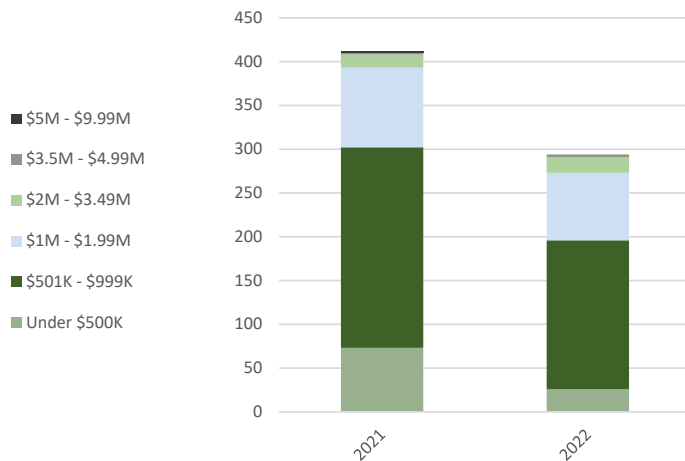
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THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	Mid-Year 2022	294	300,765,835	822,500	26	170	77	18	3	-
	CHANGE	-28.64%	-21.72%	+9.59%	-64.38%	-25.76%	-15.38%	+20.00%	+50.00%	-100.00%
	Mid-Year 2021	412	384,216,097	750,500	73	229	91	15	2	2

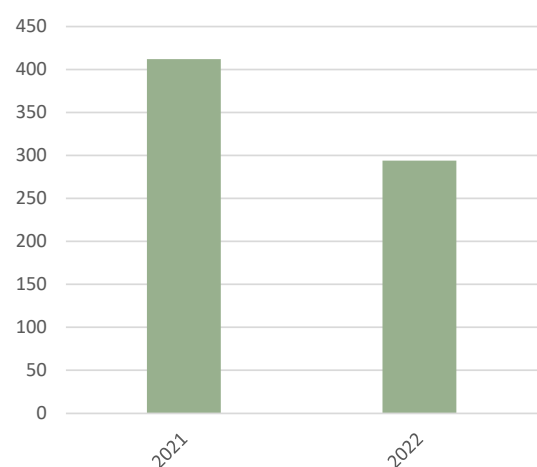
## MEDIAN HOME SALES PRICE



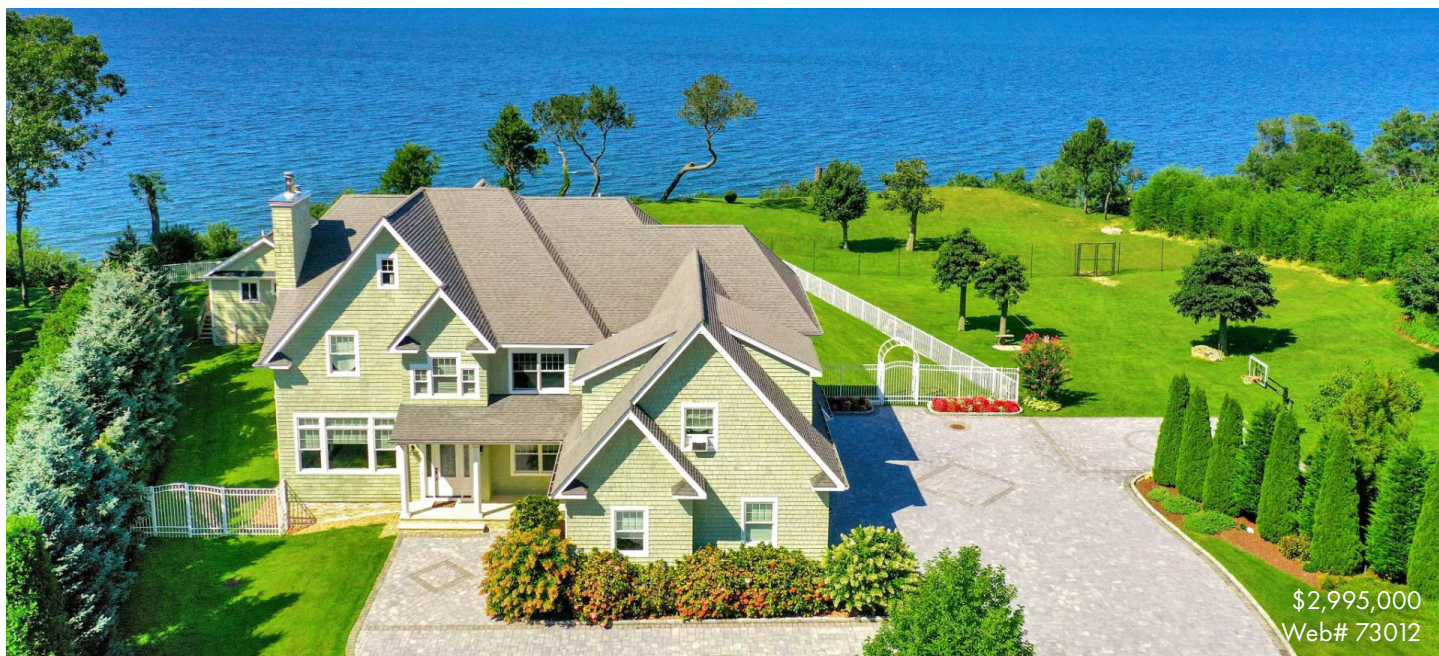
## SALES TRENDS



## TOTAL # OF HOME SALES



# NORTH FORK MID-YEAR 2022 HOME SALES REPORT



## JAMESPORT & MATTITUCK

"Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, had the lowest levels of declines in the Number of Home Sales and Total Home Sales Volume of the North Fork markets. As the gateway markets to the North Fork the price points are still within reach for so many. In Mattituck, which includes Laurel and Cutchogue, the Median Home Sales Price rose 9.99% to \$870,000 and can be attributed to more home sales in the upper price categories. In the \$3.5M-\$4.99M price category the statistical increase was 200% year-over-year."

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+
	Mid-Year 2022	55	43,225,499	650,000	10	38	4	3	-	-
	CHANGE	-21.43%	-7.48%	+18.05%	-58.33%	-2.56%	-33.33%	+200.00%	-	-
	Mid-Year 2021	70	46,720,446	550,598	24	39	6	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+
	Mid-Year 2022	88	97,608,524	870,000	6	53	20	6	3	-
	CHANGE	-24.14%	-12.32%	+9.99%	-68.42%	-23.19%	-4.76%	+20.00%	+200.00%	-100.00%
	Mid-Year 2021	116	111,329,000	791,000	19	69	21	5	1	1

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## SOUTHOLD & ORIENT

"Orient, which includes East Marion and Greenport, which logged the greatest spike in Median Home Sales Price to \$975,000 in 2022 up from \$753,000 in 2021 first half year. The -27.17% drop in Number of Home Sales is due to a significant lack of supply. Southold, which includes New Suffolk, experienced the greatest declines in the Number of Home Sales at -37.31% and Total Home Sales Volume dropped -40.14%. Like much of the North Fork it's getting more difficult to find homes for sale under a million in this region."

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+
	Mid-Year 2022	84	84,238,313	857,500	7	47	26	4	-	-
	CHANGE	-37.31%	-40.14%	+6.79%	-61.11%	-30.88%	-36.59%	-20.00%	-100.00%	-100.00%
	Mid-Year 2021	134	140,723,352	803,000	18	68	41	5	1	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+
	Mid-Year 2022	67	75,693,499	975,000	3	32	27	5	-	-
	CHANGE	-27.17%	-11.41%	+29.48%	-75.00%	-39.62%	+17.39%	+25.00%	-	-
	Mid-Year 2021	92	85,443,299	753,000	12	53	23	4	-	-

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