

NORTH FORK 2Q 2021 HOME SALES REPORT

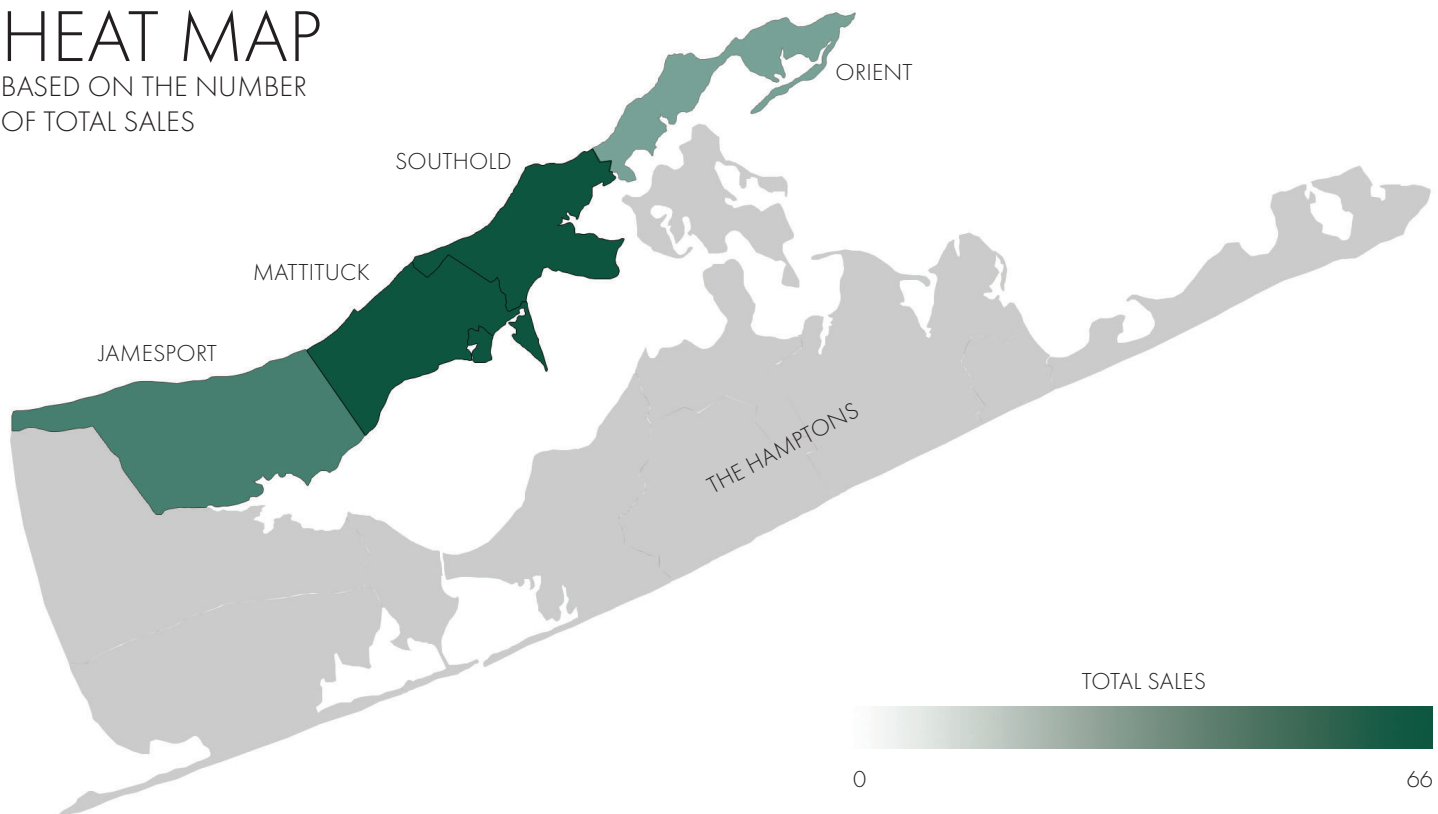
"Town & Country Real Estate's ad campaign "Catch The Wave" was directed to sellers identifying the best sellers' market this veteran broker has seen in my 37 years. Well, suffice to say the COVID-wave of 2020 peaked in February/March of 2021. The multimillion-dollar question: Is there a swell rising on its heels and how big and strong will it be? This Q2 Home Sales Report and our Mid-Year Report both will show growth upon growth. While 2020 was a banner year for East End real estate, the first half of 2021 is proving to be even better! Since all real estate reports are technically stats in the rearview mirror, the rest of the year will be marked by the O&As (offer and acceptance) and contracts signed. This is obviously due to the time it takes for sales to be negotiated, go to contract, close and then get recorded. Active agents will attest to a gradual closing of the frenetic market that consumed 2020 and the beginning of 2021. Looking at All North Fork Markets Combined and the trajectory for North Fork home sales is crystal clear. The lack of inventory under \$500K is becoming increasingly challenging. The \$2-\$3.49M price category is seeing the greatest statistical changes. The beautiful North Fork has been discovered. Let's dive deep into these stats for a look back at closed deals. Nearly every hamlet monitored by Town & Country saw an increase in the Number of Home Sales."

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+
	2Q 2021	66	59,022,510	767,750	13	38	11	3	1	-
	CHANGE	+6.45%	+39.13%	+31.24%	-51.85%	+52.00%	+22.22%	+200.00%	-	-
	2Q 2020	62	42,422,225	585,000	27	25	9	1	-	-

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

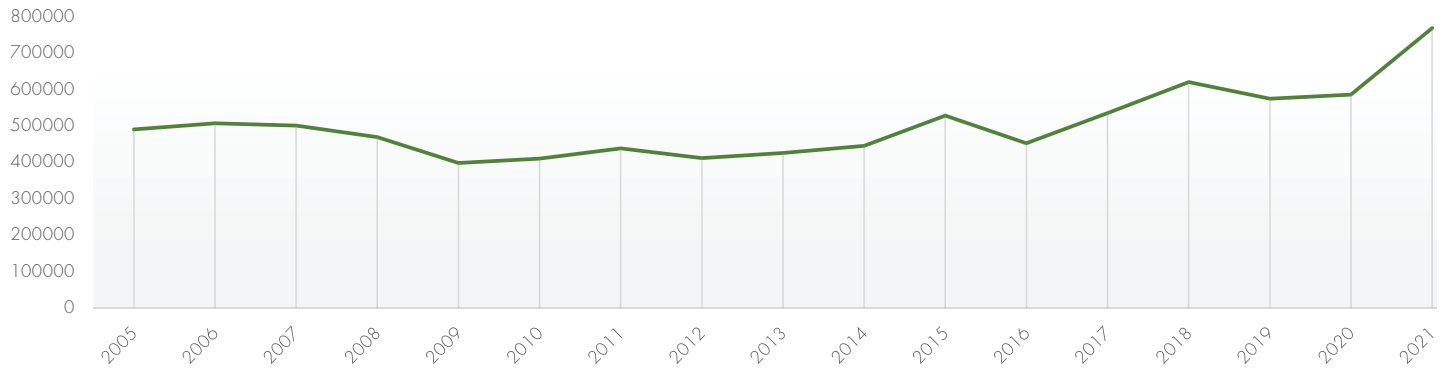
MATTITUCK

GREENPORT

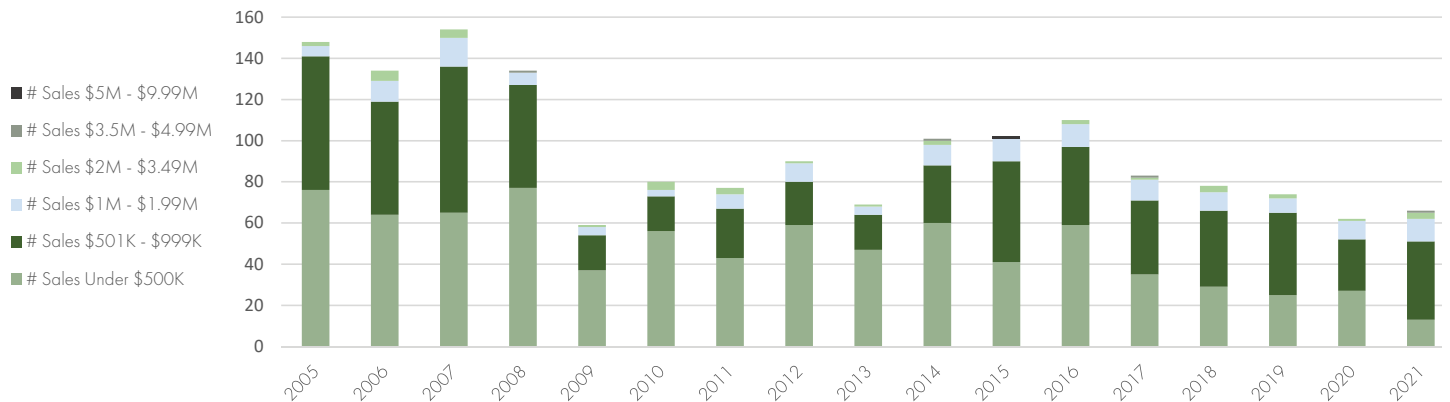
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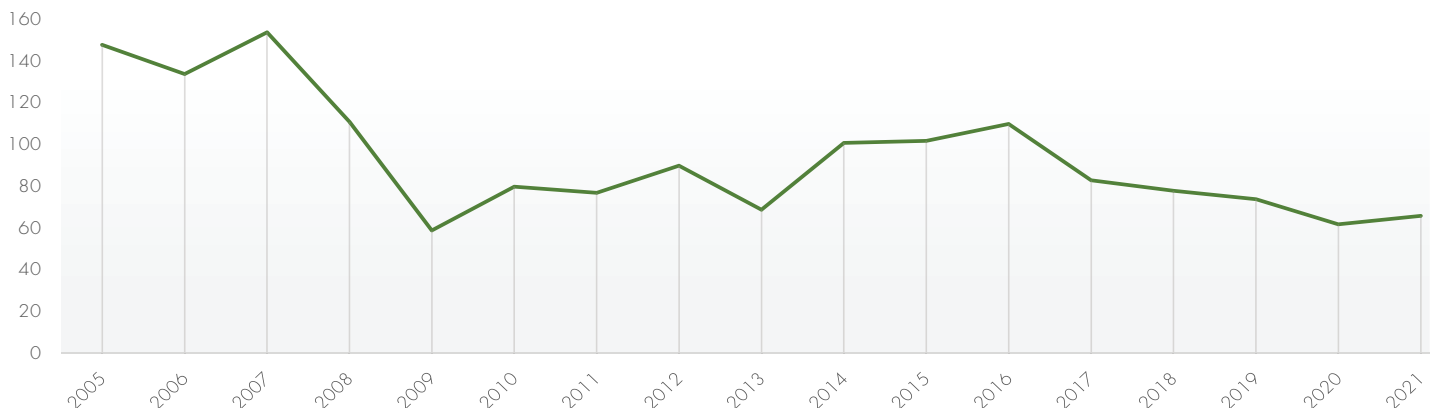
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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JAMESPORT & MATTITUCK

"In Mattituck, which includes Cutchogue and Laurel, home sales activity looks fairly stable at first glance but look closely and you will see two of the three home sales in the price range of \$2-\$3.49M were in the Mattituck area. This helped lift the Total Home Sales Volume by over 30% 2020 to 2021. Meanwhile Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, exploded with homes changing hands in the second quarter of 2021 with a 60% leap in the Number of home Sales. There was a whopping 103.2% spike in the Total Home Sales Volume. The Median Home Sales Price increased an impressive 59% from \$387,000 to \$615,000."

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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+
	2Q 2021	16	10,222,000	615,000	5	10	1	-	-	-
	CHANGE	+60%	+103.20%	+58.91%	-28.57%	+400.00%	-	-	-	-
	2Q 2020	10	5,030,500	387,000	7	2	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+
	2Q 2021	19	15,959,150	690,000	3	13	1	2	-	-
	CHANGE	+5.56%	+31.24%	-3.83%	-50.00%	+30.00%	-50.00%	-	-	-
	2Q 2020	18	12,160,000	717,500	6	10	2	-	-	-

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SOUTHOLD & ORIENT

"Out east in Orient, which includes East Marion and Greenport, we saw the only home sales in the \$3.5-\$4.99M range for Q2 on the North Fork. The needle shifted higher throughout the North Fork but is glaringly so in this spectacular hamlet. The area also experienced the greatest statistical increase in Median Home Sales Price up from \$555,000 to \$892,500. I predict, the eastern end of the North Fork will soon pierce the million-dollar Median Home Sales Price. Over in Southold, which includes New Suffolk and Peconic, Total Home Sales Volume shot up 65.62% in the second quarter year-to-year, while the Median Home Sales Price rose 14.3% and the Number of Home Sales increased 27%."

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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+
	2Q 2021	19	19,029,500	800,000	3	9	6	1	-	-
	CHANGE	+26.67%	+65.62%	+14.29%	-40.00%	+28.57%	+100.00%	-	-	-
	2Q 2020	15	11,490,000	700,000	5	7	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+
	2Q 2021	12	13,811,860	892,500	2	6	3	-	1	-
	CHANGE	-36.84%	+0.51%	+60.81%	-77.78%	-	-	-100.00%	-	-
	2Q 2020	19	13,741,725	555,000	9	6	3	1	-	-

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