

NORTH FORK 3Q 2021 HOME SALES REPORT

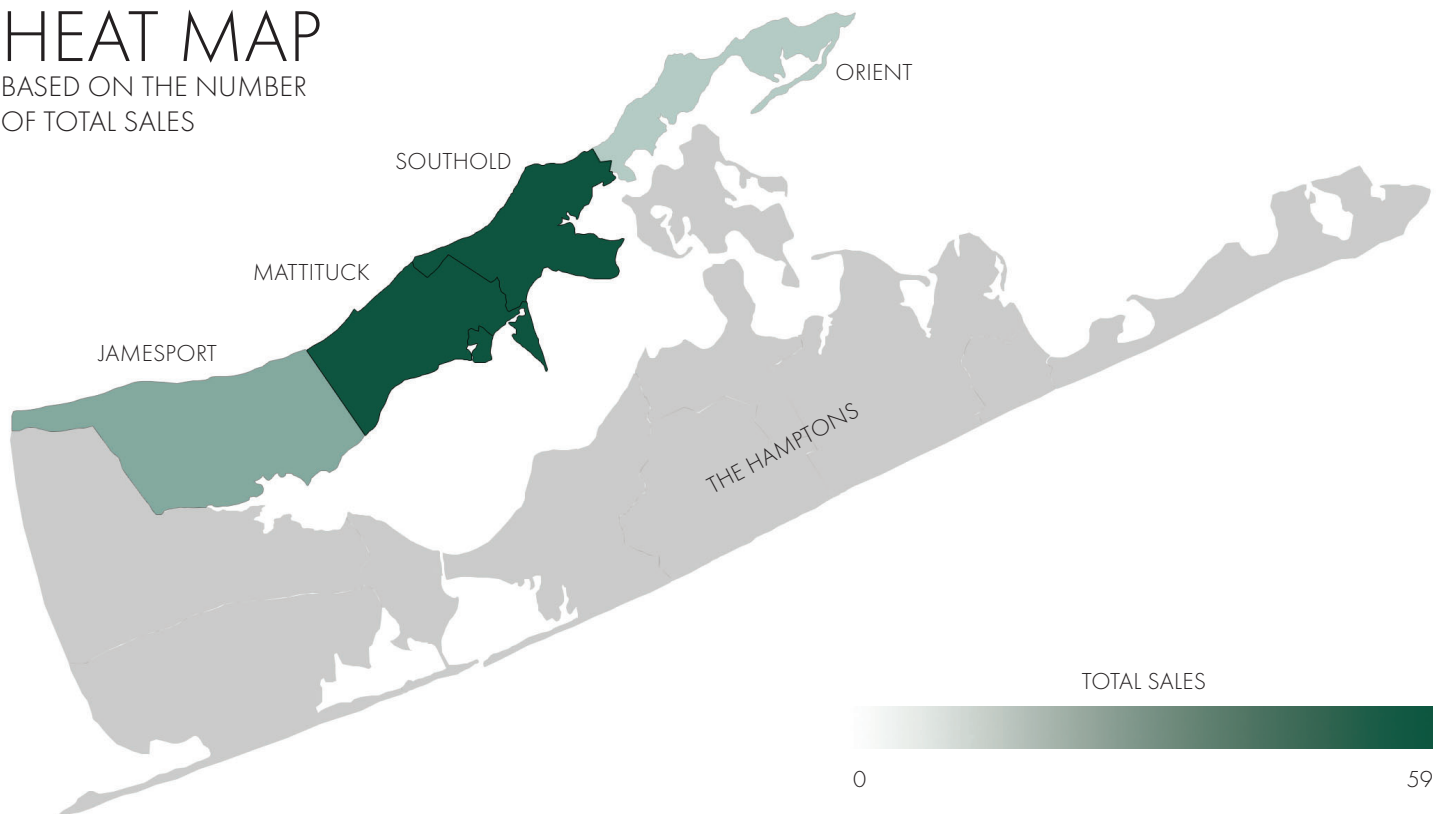
"I just love statistics — they're boldly factual and tell the story with utter accuracy! The 3rd Q Home Sales Report stats do just that! One year ago, we were in the belly of the beast. Initially, COVID-19 created a rental frenzy the likes of which we've never seen and may never see again. Then by summer 2020, the realization that this virus was not going away too soon led us to a powerful sales market like no other. Fast forward 12 months and the stats show us a sales market that settled into its own. The number of home sales in all four markets monitored by Town & Country Real Estate fell. Same with Total Home Sales Volume which dropped. But the big news of this report lies in the Median Home Sales Price. All four individual markets realized gains. Not just an ordinary increase but a statistical leap. While there was a palpable increase in values, the Median Home Sales Price shows us not only were homes trading at higher prices but more expensive homes were also selling at greater numbers. Looking at All North Fork markets combined and the home sales activity for 3Q 2021 is quite clear – less home sales in the lower price ranges and more in the higher price ranges yet fewer homes changed hands."

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+
	3Q 2021	59	55,646,900	800,000	11	31	14	2	1	-
	CHANGE	-45%	-33.52%	+18.17%	-52%	-55%	-	-	-	-
	3Q 2020	108	83,708,557	677,000	23	69	14	2	-	-

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

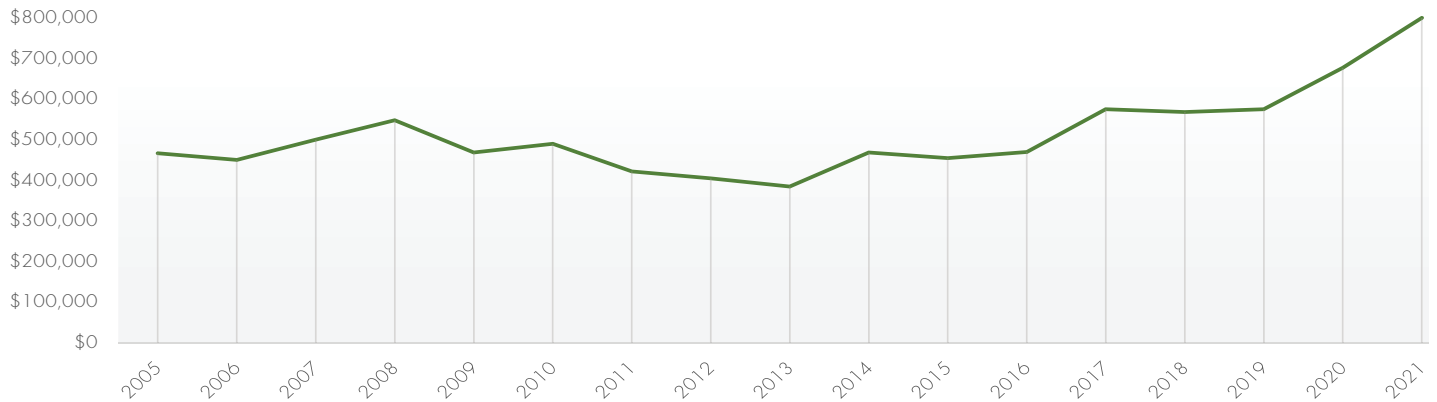
MATTITUCK

GREENPORT

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NORTH FORK 3Q 2021 HOME SALES REPORT

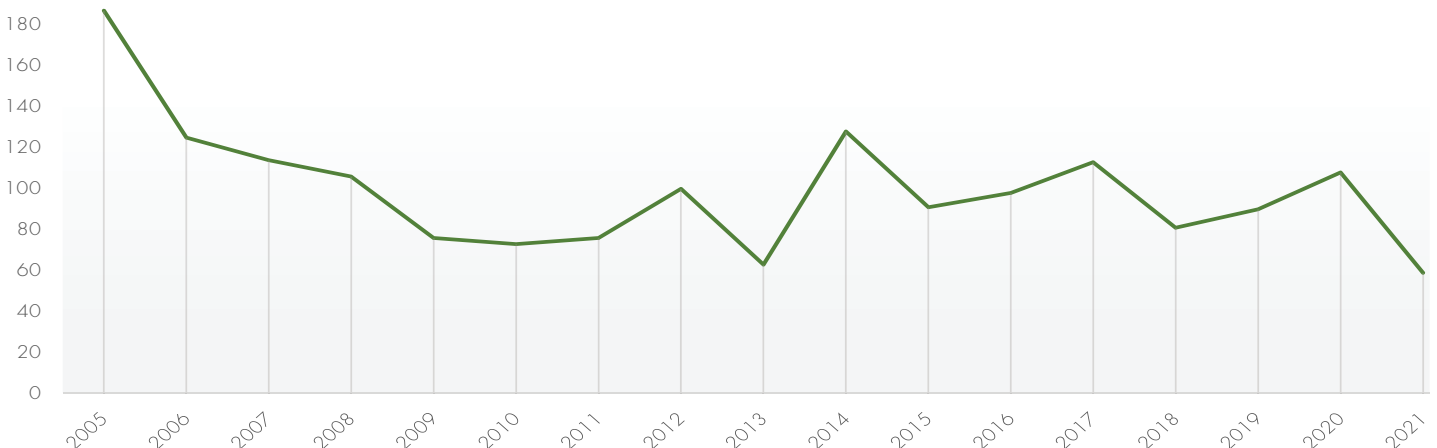
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$2,395,000
Web# 879672

JAMESPORT & MATTITUCK

"Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, declines -31 in the Number of Home Sales and the Total Home Sales Volume but the Median Home Sales Price rose 12%. In Mattituck, which includes Laurel and Cutchogue, the Median Home Sales Price shot up 40% in 3Q 2021 to \$860,000 while half the Number of Homes Sales changed hands pushing the Total Home Sales Volume down by -32%."

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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+
	3Q 2021	11	6,511,000	610,000	4	7	-	-	-
	CHANGE	-31%	-31.60%	+12.18%	-43%	-13%	-100%	-	-
	3Q 2020	16	9,519,500	543,750	7	8	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+
	3Q 2021	21	22,055,250	860,000	3	9	8	-	1
	CHANGE	-50%	-31.80%	+40.41%	-77%	-61%	+100%	-100%	-
	3Q 2020	42	32,338,257	612,500	13	23	4	2	-

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\$2,350,000
Web# 871607

SOUTHOLD & ORIENT

"Southold, which includes New Suffolk and Peconic, posted the highest Median Home Sales Price for 3Q 2021 at \$900,000 – a 6.5% bump up from last year same quarter. In Orient, which includes East Marion and Greenport, the Number of Home Sales was down -75% and Total Sales Volume dropped at nearly the same rate landing at -73.08%. Yet this market, median home sale price shot up 22.72% year-to-year same quarter."

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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+
	3Q 2021	21	22,587,650	900,000	4	9	6	2	-	-
	CHANGE	-19%	-10.23%	+6.51%	-	-50%	-25%	-	-	-
	3Q 2020	26	25,160,800	845,000	-	18	8	-	-	-
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+
	3Q 2021	6	4,493,000	775,000	-	6	-	-	-	-
	CHANGE	-75%	-73.08%	+22.72%	-100%	-70%	-100%	-	-	-
	3Q 2020	24	16,690,000	631,500	3	20	1	-	-	-

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