

NORTH FORK 4Q 2021 HOME SALES REPORT

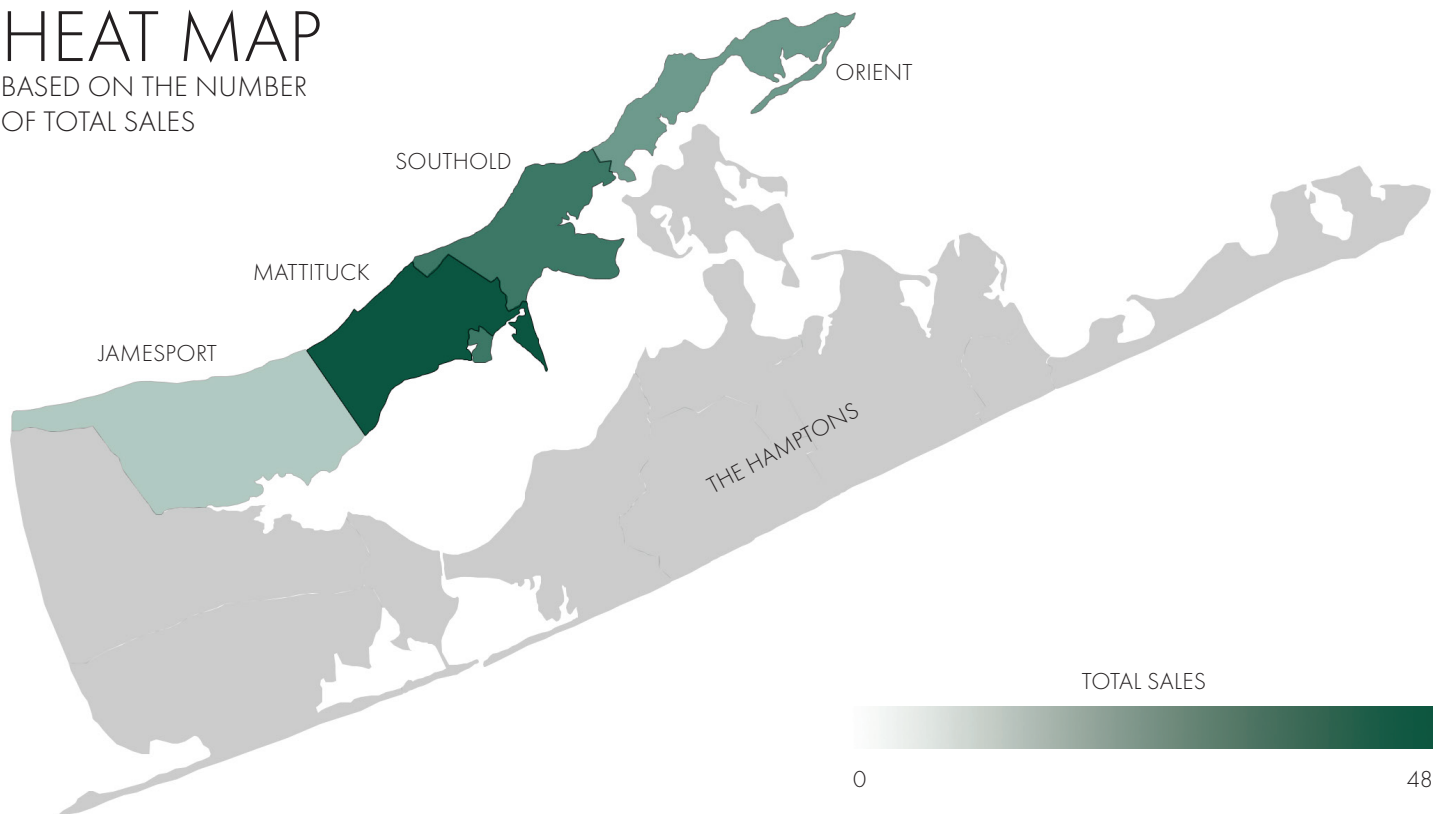
"Home sales in the last three months of 2021 on our beautiful North Fork closed out with a resounding thud. All four markets monitored by Town & Country Real Estate experienced dramatic declines in the Total Number of Home Sales down -50% to as high as a drop of -67%. This resulted in the Total Home Sales Volume declining similarly. The Median Home Sales Price buoyed the report as it increased nearly 17%. Looking at All North Fork Markets Combined, and the picture is crystal clear. Nearly -62% fewer homes traded hands which resulted in -58% less Total Home Sales Volume all while the Median Home Sales Price rose 17.3% to \$885,000. Clearly this is not a function of a lack of demand, but rather a severe lack of inventory."

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+
	4Q 2021	48	48,335,999	885,000	4	28	14	2	-	-
	CHANGE	-61.90%	-58.08%	+17.30%	-80.00%	-63.64%	-33.33%	-71.43%	-100.00%	-
	4Q 2020	126	115,297,498	754,500	20	77	21	7	1	-

NORTH FORK HEAT MAP

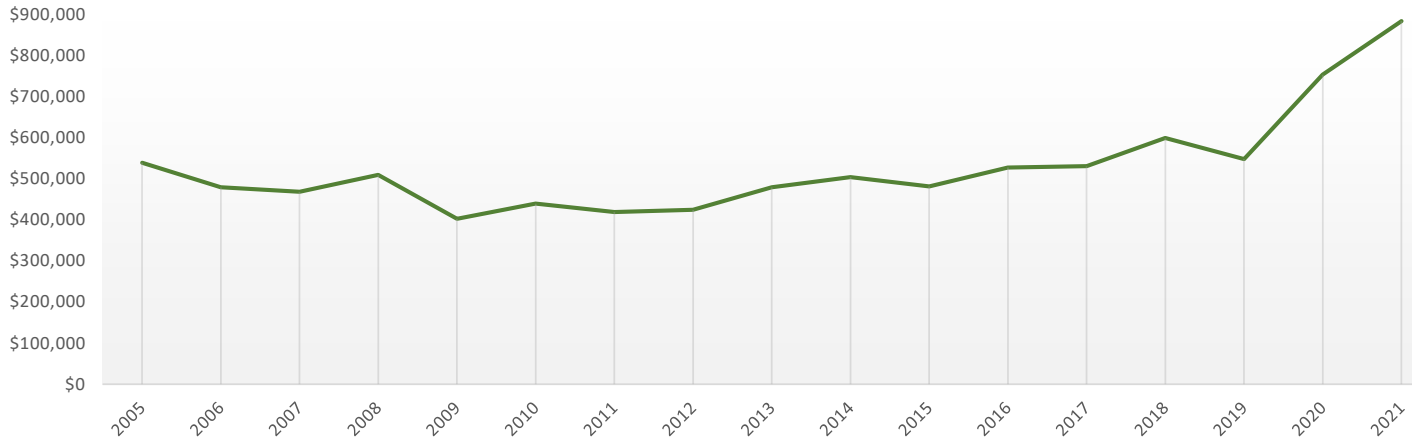
BASED ON THE NUMBER OF TOTAL SALES



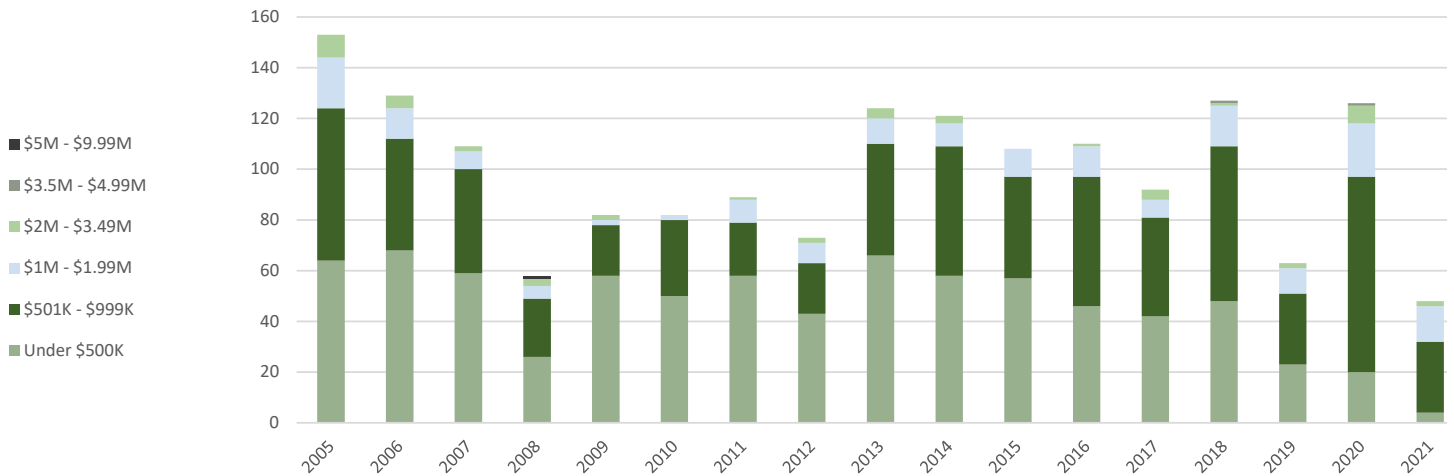
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All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice. (Source: The Real Estate Report Inc.)

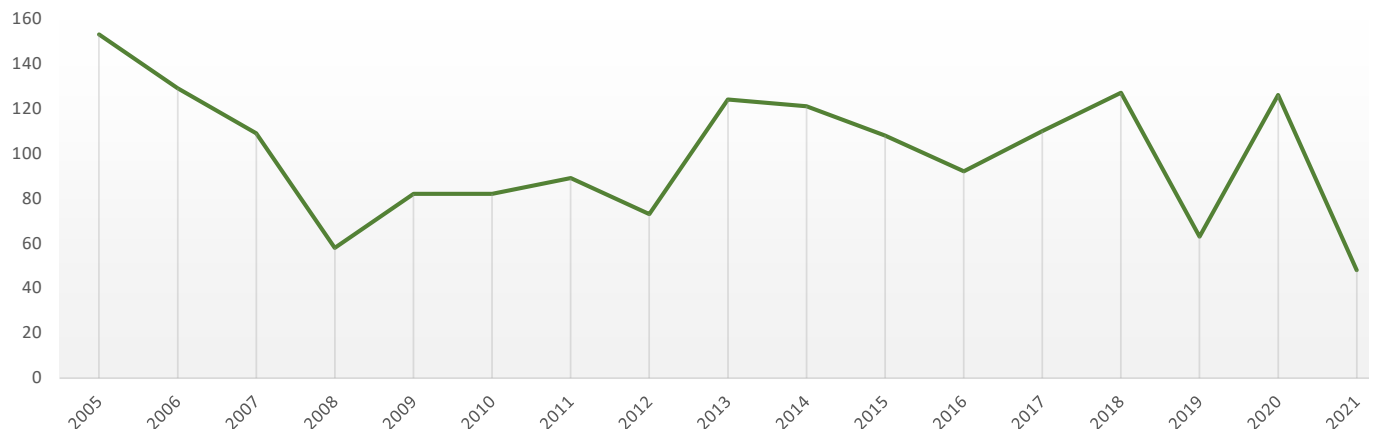
MEDIAN HOME SALES PRICE



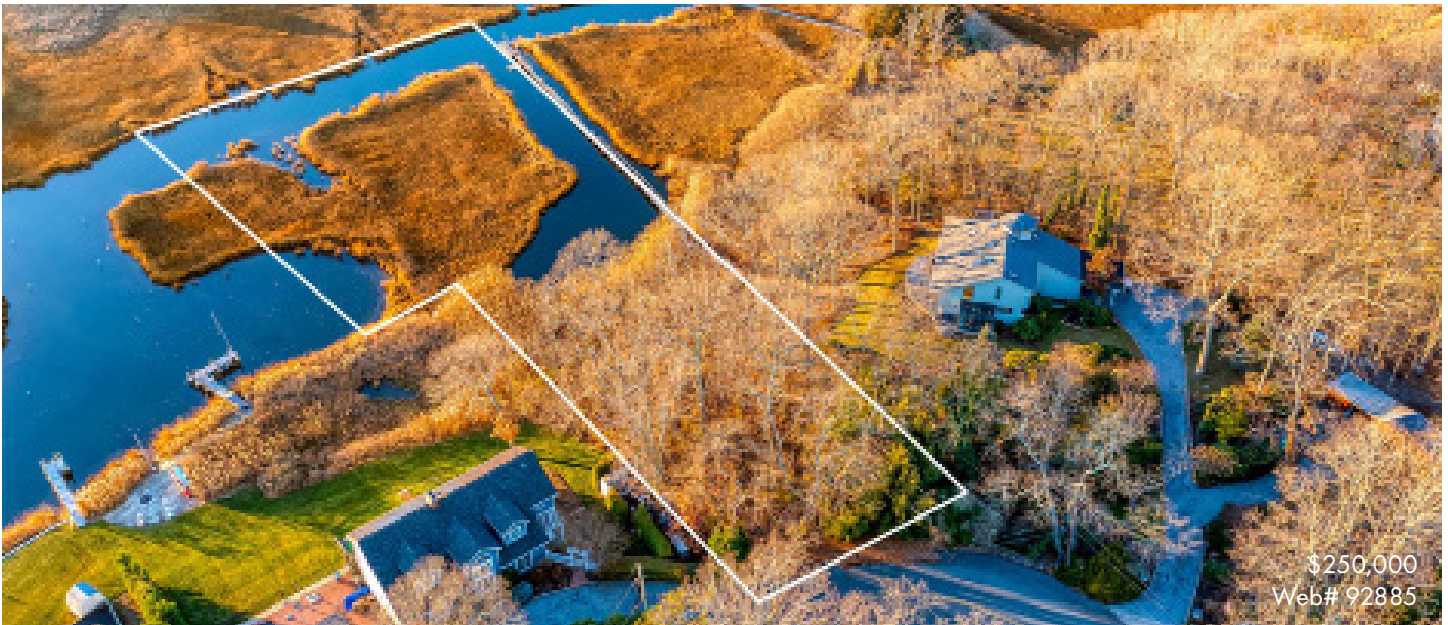
SALES TRENDS



TOTAL # OF HOME SALES



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JAMESPORT & MATTITUCK

"Mattituck, which includes Cutchogue and Laurel, posted the highest Total Number of Home Sales with 18 deals and \$19.3M Total Home Sales Volume for Q4 2021. That's down -54% and -38% respectively from the prior year same period. Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, closed the least Total Number of Home Sales with only 6 for 4Q yet the Median Home Sales Price shot up nearly 60% to \$782,000 from \$489,000 in 2020's 4Q."

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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+	
	4Q 2021	6	5,451,000	782,000	1	4	1	-	-	-
	CHANGE	-64.71%	-34.66%	+59.92%	-88.89%	-50.00%	-	-	-	-
	4Q 2020	17	8,343,000	489,000	9	8	-	-	-	-

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+	
	4Q 2021	18	19,254,999	912,500	1	10	5	2	-	-
	CHANGE	-53.8%	-38.26%	+23.96%	-75.00%	-66.67%	+25.00%	+100.00%	-	-
	4Q 2020	39	31,185,598	736,100	4	30	4	1	-	-

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SOUTHOLD & ORIENT

“Southold, which includes new Suffolk and Peconic, saw the greatest declines in the Total Number of Home Sales -67.4% as well as Total Home Sales Volume -67%. Yet, Southold posted the highest Median Home Sales Price on the North Fork at \$1,065,000 -- the first market to log a Median Home Sales Price over a million. This is just the beginning for a rise in home sales prices. Orient, which includes East Marion and Greenport, is the only North Fork market that posted a reduction in the Median Home Sales Price with a significant -30% drop from \$887,000 in 4Q 2020 to \$619,000 in 4Q 2021.”

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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+	
	4Q 2021	14	15,863,000	1,065,000	1	6	7	-	-	-
	CHANGE	-67.44%	-66.90%	+25.29%	-75.00%	-75.00%	-30.00%	-100.00%	-100.00%	-
	4Q 2020	43	47,928,900	850,000	4	24	10	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+	
	4Q 2021	10	7,767,000	619,000	1	8	1	-	-	-
	CHANGE	-62.96%	-72.10%	-30.21%	-66.67%	-46.67%	-85.71%	-100.00%	-	-
	4Q 2020	27	27,840,000	887,000	3	15	7	2	-	-

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