

NORTH FORK 1Q 2022 HOME SALES REPORT

The first quarter of this year demonstrates how home sales on the North Fork, which like the South Fork, are on the other side of the COVID-19 surge. Keep in mind that surge was like no other I have seen in my 37 years. It's not completely in the rearview mirror, but there is a saturation point, and markets are always in perpetual motion. The entire North Fork is experiencing one of the worst inventory problems in the nation. Therefore, when we look at these figures it's important to acknowledge that the drop in the Total Number of Home Sales does not reflect a decline in demand but rather a clear demonstration of, simply put, not enough homes for sale.

Looking at All North Fork Markets Combined demonstrates the market trend for North Fork home sales where there are fewer at the lower prices and more at the higher prices. With a clear Median Home Sales Price increase of 13% yet -22% fewer closings there are inventory issues as demand remains high.

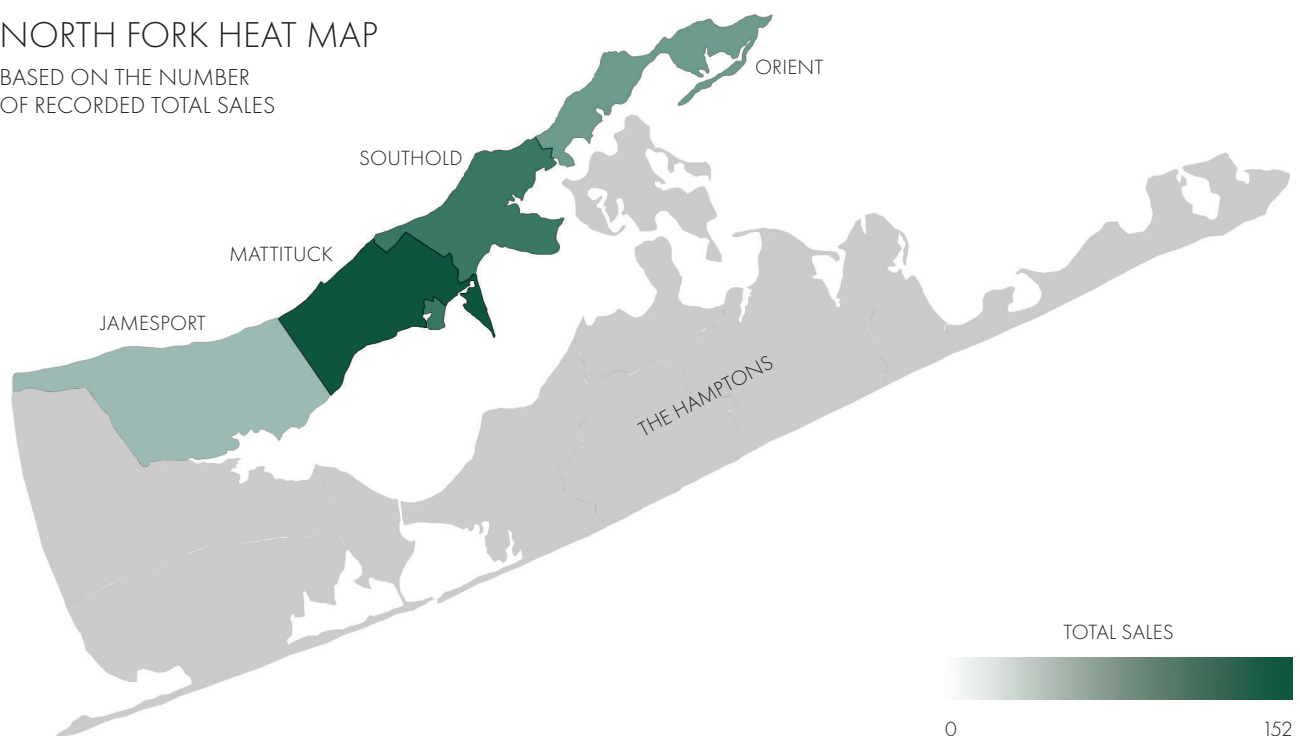
Both the North Fork and South Fork are seeing our East End markets moving past the COVID-19 surge. Since these reports are based on recorded closings, they detail deals that occurred in the prior 30-90 days or more due to the time it takes for closings to be recorded then posted. Therefore, we can attest that the 4th Quarter deals of 2020 compared to the 4th Quarter deals of 2021 were vastly different.

Sellers note, the time to sell at the top will soon be behind us. If selling is on your radar, I suggest you contact a T&C Associate in the office nearest you for a confidential market analysis.

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

NORTH FORK HEAT MAP

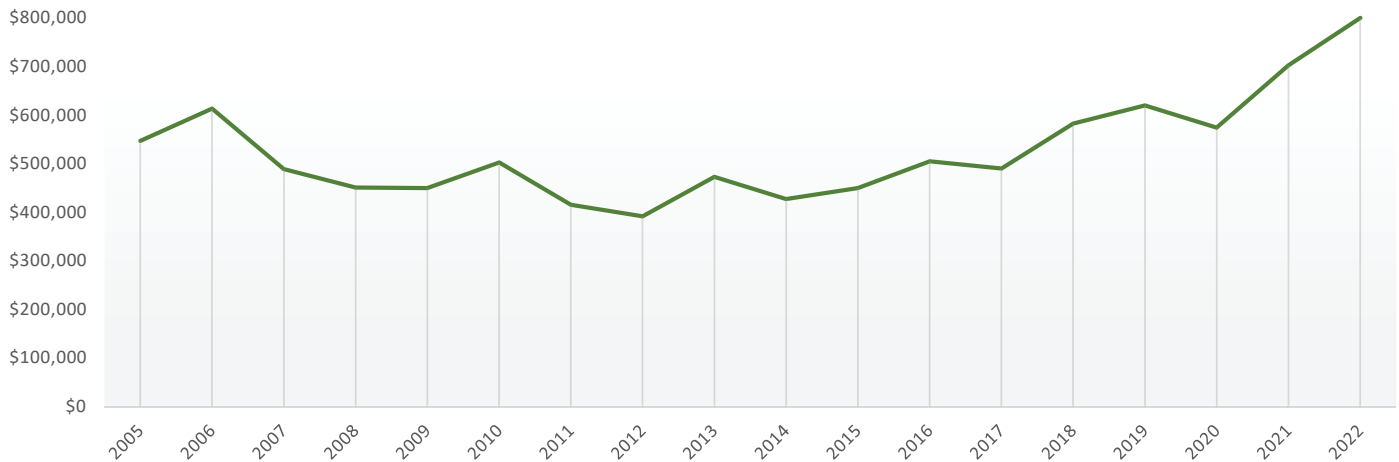
BASED ON THE NUMBER
OF RECORDED TOTAL SALES



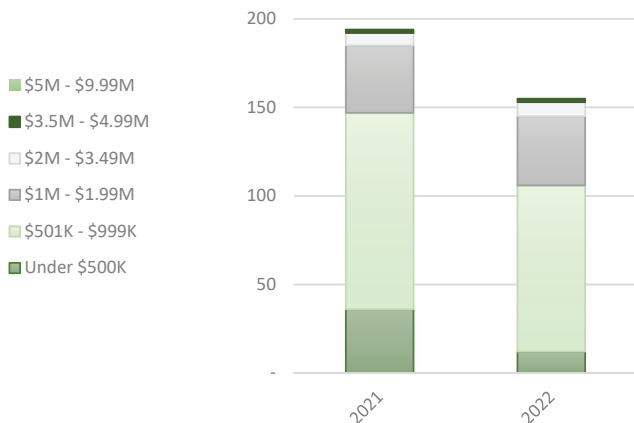
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THE NORTH FORK ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M+
	1Q 2022	152	154,063,874	800,000	12	91	39	8	2	-
	CHANGE	-21.65%	-12.29%	+13.07%	-66.67%	-18.02%	+2.63%	+14.29%	-	-
	1Q 2021	194	175,641,876	707,500	36	111	38	7	2	-

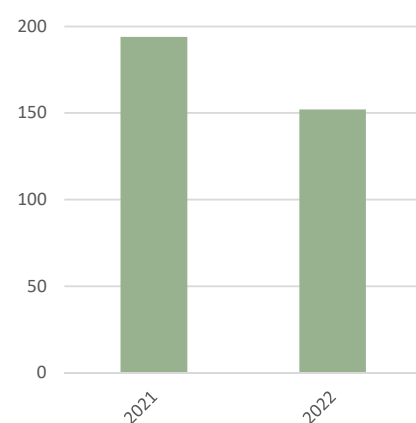
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES





JAMESPORT & MATTITUCK

"Mattituck, which includes Laurel and Cutchogue, closed the highest Total Home Sales Volume at \$56,438,374 -- basically flat from 1st Quarter 2021. In Jamesport, which includes Aquebogue, Baiting Hollow, and South Jamesport, the Median Home Sales Price shot up the most with an increase of 32% year-over-year."

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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+
	1Q 2022	30	24,518,500	703,750	5	20	3	2	-	-
	CHANGE	-11.76%	+6.97%	+32.04%	-64.29%	+25.00%	-	+100.00%	-	-
	1Q 2021	34	22,920,750	533,000	14	16	3	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+
	1Q 2022	49	56,438,374	875,000	2	30	12	3	2	-
	CHANGE	-15.52%	+0.42%	+8.02%	-80.00%	-9.09%	+9.09%	-	+100.00%	-
	1Q 2021	58	56,203,975	810,000	10	33	11	3	1	-

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

TOWNANDCOUNTRYHAMPTONS.COM

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SOUTHOLD & ORIENT

"Let's start with the beautiful Point – Orient, which includes East Marion and Greenport, with a Median Home Sales Price of \$924,500, that is a 19% increase year over year from \$779,500. This is soon to surpass \$1M in my professional opinion. Southold, which includes New Suffolk and Peconic, experienced a -36% drop in Total Number of Home Sales and a nearly -40% decline in Total Home Sales Volume yet the Median Home Sales Price was up over 10% compared to 1st Quarter 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+
	1Q 2022	41	37,243,500	799,000	5	24	11	1	-	-
	CHANGE	-35.94%	-39.62%	+10.44%	-28.57%	-40.00%	-26.67%	-	-100.00%	-
	1Q 2021	64	61,686,102	723,500	7	40	15	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+
	1Q 2022	32	35,863,500	924,500	-	17	13	2	-	-
	CHANGE	-16%	+2.96%	+18.60%	-100.00%	-22.73%	+44.44%	-	-	-
	1Q 2021	38	34,831,049	779,500	5	22	9	2	-	-

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