

Elliman Report

Q4-2023 North Fork, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

- **2.1%**
Prices
Median Sales Price

- **0.7 mos**
Pace
Months of Supply

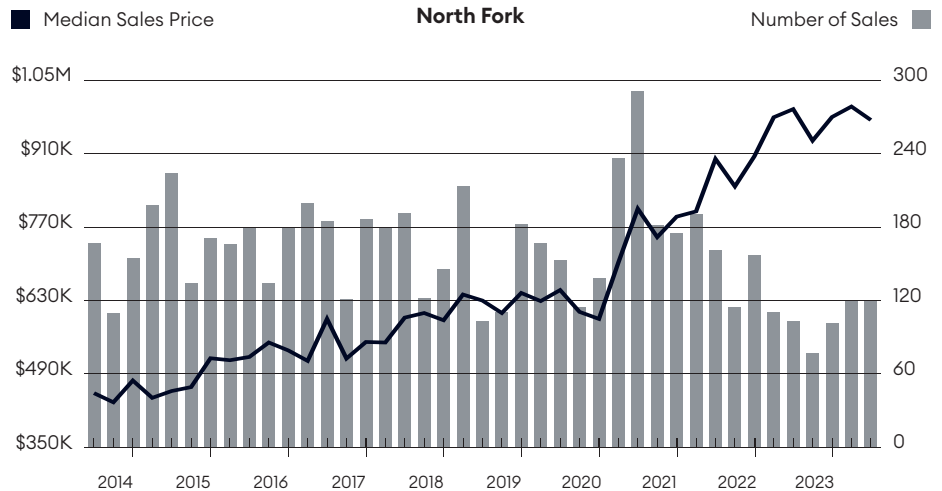
+ **16.5%**
Sales
Closed Sales

- **3.5%**
Inventory
Total Inventory

- **8 days**
Marketing Time
Days on Market

- **1.8%**
Negotiability
Listing Discount

- Price trend indicators slipped annually but remained significantly higher than pre-pandemic levels
- Sales increased year over year for the second time in ten quarters
- Listing inventory fell annually for the second time after four quarters of increases
- Bidding war market share slipped year over year to nearly one in four sales



North Fork Matrix	Q4-2023	%Δ (qtr)	Q3-2023	%Δ (yr)	Q4-2022
Average Sales Price	\$1,139,022	-14.2%	\$1,327,015	-8.6%	\$1,246,258
Median Sales Price	\$974,250	-2.6%	\$999,950	-2.1%	\$995,000
Number of Sales (Closed)	120	0.8%	119	16.5%	103
Days on Market (From Last List Date)	75	4.2%	72	-9.6%	83
Listing Discount (From Last List Price)	7.1%		5.2%		8.9%
Listing Inventory	137	-12.2%	156	-3.5%	142
Months of Supply	3.4	-12.8%	3.9	-17.1%	4.1

Year-to-Date	Q4-2023	%Δ (qtr)	Q3-2023	%Δ (yr)	Q4-2022
Average Sales Price (YTD)	\$1,245,935	N/A	N/A	5.5%	\$1,181,499
Median Sales Price (YTD)	\$975,000	N/A	N/A	7.1%	\$910,000
Number of Sales (YTD)	417	N/A	N/A	-13.8%	484

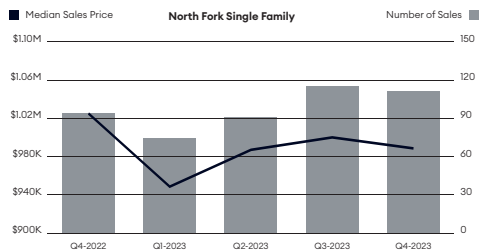
North Fork Single Family + Condo Matrix	Median Price	%Δ (yoY)	Sales	%Δ (yoY)	INV*	%Δ (yoY)	MOS**	%Δ (yoY)
Aquebogue	\$830,000	28.2%	10	25.0%	8	-27.3%	2.4	-41.5%
Cutchogue	\$974,250	-2.5%	14	0.0%	19	26.7%	4.1	28.1%
Greenport	\$890,000	-2.3%	19	58.3%	28	21.7%	4.4	-24.1%
Jamesport	\$820,000	-25.5%	7	40.0%	9	-18.2%	3.9	-40.9%
Laurel	\$812,500	3.5%	4	33.3%	2	-50.0%	1.5	-62.5%
Mattituck	\$1,200,000	33.3%	15	-11.8%	25	8.7%	5.0	22.0%
New Suffolk	\$1,150,000	-19.9%	1	-75.0%	0		0.0	
Orient Point	\$2,400,000	45.9%	5	0.0%	5	-44.4%	3.0	-44.4%
Peconic	\$765,000	-21.5%	5	66.7%	7	75.0%	4.2	5.0%
Shelter Island	\$1,180,000	-34.0%	4	-33.3%	9	-10.0%	6.8	36.0%
Southold	\$919,500	-6.1%	30	76.5%	27	-15.6%	2.7	-51.8%

*Inventory I **Months of Supply: The number of months to sell all listing inventory at the current sales rate



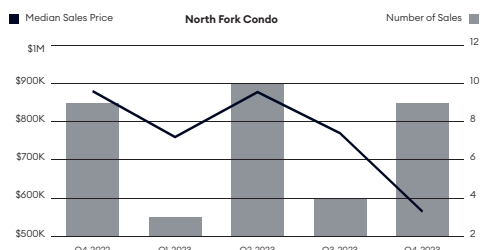
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



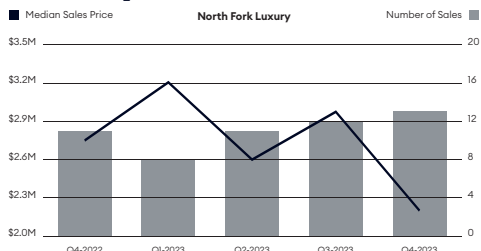
Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,159,305	-13.9%	\$1,347,086	-10.6%	\$1,296,974
Median Sales Price	\$988,500	-1.1%	\$999,999	-3.6%	\$1,025,000
Number of Sales (Closed)	111	-3.5%	115	18.1%	94
Days on Market (From Last List Date)	75	4.2%	72	-9.6%	83
Listing Discount (From Last List Price)	7.1%		5.2%		8.9%
Listing Inventory	125	-13.8%	145	-6.7%	134
Months of Supply	3.4	-10.5%	3.8	-20.9%	4.3

Condo



Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$888,861	18.5%	\$750,000	24.0%	\$716,556
Median Sales Price	\$565,000	-26.6%	\$770,000	-35.8%	\$880,000
Number of Sales (Closed)	9	125.0%	4	0.0%	9
Days on Market (From Last List Date)	87	-40.8%	147	128.9%	38
Listing Discount (From Last List Price)	9.2%		9.2%		2.1%
Listing Inventory	12	9.1%	11	50.0%	8
Months of Supply	4.0	-51.8%	8.3	48.1%	2.7

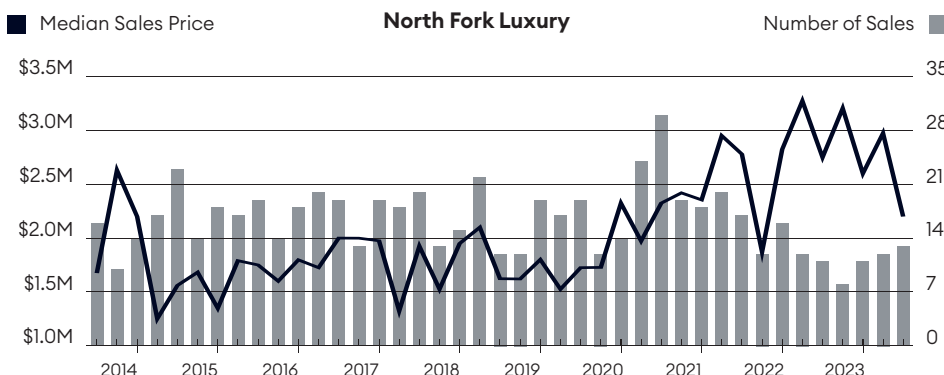
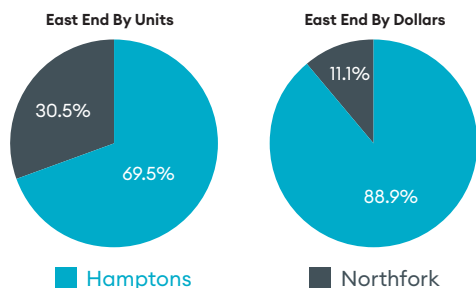
Luxury



Luxury Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,304,192	-42.8%	\$4,027,293	-21.9%	\$2,950,636
Median Sales Price	\$2,200,000	-26.1%	\$2,975,000	-20.0%	\$2,750,000
Number of Sales (Closed)	13	8.3%	12	18.2%	11
Days on Market (From Last List Date)	137	98.6%	69	37.0%	100
Listing Discount (From Last List Price)	10.1%		7.3%		9.8%
Listing Inventory	82	127.8%	36	215.4%	26
Months of Supply	18.9	110.0%	9.0	166.2%	7.1
Entry Price Threshold	\$1,945,000	-22.2%	\$2,500,000	-9.5%	\$2,150,000

Share of East End Region

East End equals Hamptons and North Fork



By Sales Share North Fork

Type	Current Quarter	Prior Year Quarter
Single Family Units	92.5%	91.3%
Condo Units	7.5%	8.7%
Single Family Dollars	94.1%	95.0%
Condo Dollars	5.9%	5.0%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	10.0%	12.6%	Over	23.4%	25.0%
\$1M - \$5M	36.7%	35.0%	At	11.2%	14.0%
Under \$1M	53.3%	52.4%	Under	65.4%	61.0%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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