

# Elliman Report

## Q2-2024 North Fork, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

- 1.7%  
Prices  
Median Sales Price

+ 1.5 mos  
Pace  
Months of Supply

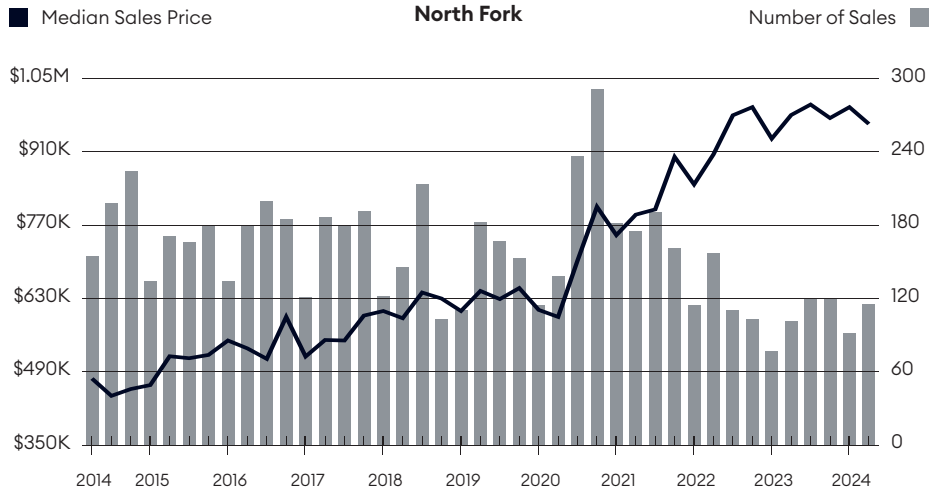
+ 13.9%  
Sales  
Closed Sales

+ 49.4%  
Inventory  
Total Inventory

+ 28 days  
Marketing Time  
Days on Market

+ 2.7%  
Negotiability  
Listing Discount

- Price trend indicators slipped from year-ago levels
- Sales rose year over year for the fourth time
- Listing inventory expanded annually for the fourth time
- With listing inventory rising faster than sales, the market pace eased



North Fork Matrix	Q2-2024	%Δ (qtr)	Q1-2024	%Δ (yr)	Q2-2023
Average Sales Price	\$1,176,246	-3.8%	\$1,222,446	-9.0%	\$1,293,288
Median Sales Price	\$963,000	-3.2%	\$995,000	-1.7%	\$980,000
Number of Sales (Closed)	115	26.4%	91	13.9%	101
Days on Market (From Last List Date)	99	7.6%	92	39.4%	71
Listing Discount (From Last List Price)	8.8%		6.9%		6.1%
Listing Inventory	233	48.4%	157	49.4%	156
Months of Supply	6.1	17.3%	5.2	32.6%	4.6
Year-to-Date	Q2-2024	%Δ (qtr)	Q1-2024	%Δ (yr)	Q2-2023
Average Sales Price (YTD)	\$1,196,655	N/A	N/A	-5.3%	\$1,263,806
Median Sales Price (YTD)	\$967,500	N/A	N/A	0.3%	\$964,750
Number of Sales (YTD)	206	N/A	N/A	15.7%	178

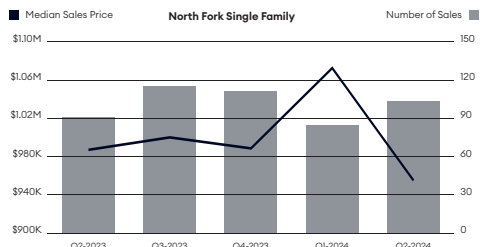
North Fork Single Family + Condo Matrix	Median Price	%Δ (yoy)	Sales	%Δ (yoy)	INV*	%Δ (yoy)	MOS**	%Δ (yoy)
Aquebogue	\$736,000	12.4%	8	-20.0%	10	-33.3%	3.8	-15.6%
Cutchogue	\$1,350,000	36.4%	18	38.5%	29	61.1%	4.8	14.3%
Greenport	\$950,000	8.1%	21	162.5%	38	46.2%	5.4	-44.9%
Jamesport	\$815,000	0.5%	13	30.0%	14	75.0%	3.2	33.3%
Laurel	\$1,999,000	153.0%	2	-33.3%	11	37.5%	16.5	106.3%
Mattituck	\$850,500	-5.5%	12	9.1%	28	7.7%	7.0	-1.4%
New Suffolk					3	50.0%		
Orient Point	\$1,694,550	84.0%	2	0.0%	16	77.8%	24.0	77.8%
Peconic	\$875,000	-48.5%	3	200.0%	5	-37.5%	5.0	-79.2%
Shelter Island	\$1,502,500	9.3%	8	-20.0%	18	100.0%	6.8	151.9%
Southold	\$963,000	-3.7%	25	19.0%	58	75.8%	7.0	48.9%

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



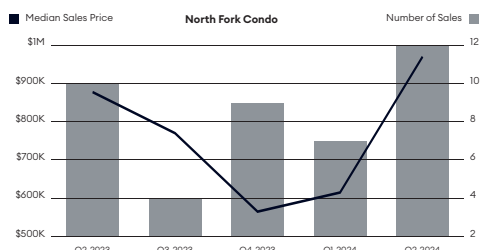
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



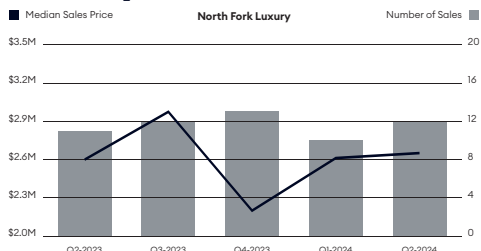
Single Family Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,202,046	-5.1%	\$1,266,710	-10.7%	\$1,346,523
Median Sales Price	\$955,000	-11.0%	\$1,072,500	-3.2%	\$987,000
Number of Sales (Closed)	103	22.6%	84	13.2%	91
Days on Market (From Last List Date)	99	7.6%	92	39.4%	71
Listing Discount (From Last List Price)	8.8%		6.9%		6.1%
Listing Inventory	221	54.5%	143	50.3%	147
Months of Supply	6.4	25.5%	5.1	33.3%	4.8

## Condo



Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$954,792	38.1%	\$691,279	18.0%	\$808,850
Median Sales Price	\$970,000	57.7%	\$615,000	10.5%	\$877,500
Number of Sales (Closed)	12	71.4%	7	20.0%	10
Days on Market (From Last List Date)	82	82.2%	45	10.8%	74
Listing Discount (From Last List Price)	6.1%		0.6%		4.5%
Listing Inventory	12	-14.3%	14	33.3%	9
Months of Supply	3.0	-50.0%	6.0	11.1%	2.7

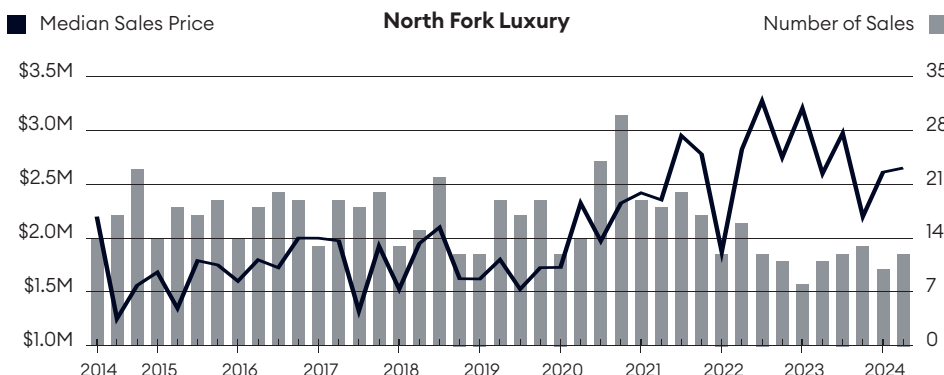
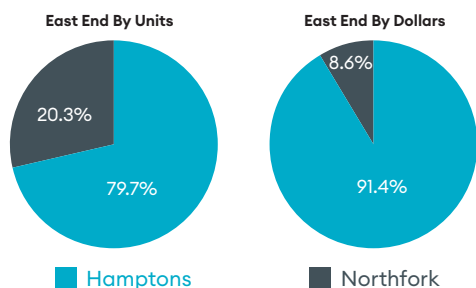
## Luxury



Luxury Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$2,719,092	-7.9%	\$2,952,500	-23.3%	\$3,545,455
Median Sales Price	\$2,651,500	1.5%	\$2,612,500	2.0%	\$2,600,000
Number of Sales (Closed)	12	20.0%	10	9.1%	11
Days on Market (From Last List Date)	182	80.2%	101	271.4%	49
Listing Discount (From Last List Price)	13.1%		4.0%		5.5%
Listing Inventory	87	97.7%	44	89.1%	46
Months of Supply	21.8	65.2%	13.2	74.4%	12.5
Entry Price Threshold	\$1,840,000	-16.4%	\$2,200,000	-17.1%	\$2,220,000

## 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	89.6%	90.1%
Condo Units	10.4%	9.9%
Single Family Dollars	91.5%	93.8%
Condo Dollars	8.5%	6.2%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	7.8%	13.9%	Over	22.1%	25.0%
\$1M - \$5M	36.5%	25.7%	At	8.1%	11.4%
Under \$1M	55.7%	60.4%	Under	69.8%	63.6%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](https://millersamuel.com/research-reports/methodology)

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