

Elliman Report

Q3-2024 North Fork, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

= **0.0%**
Prices
Median Sales Price

+ **2.3 mos**
Pace
Months of Supply

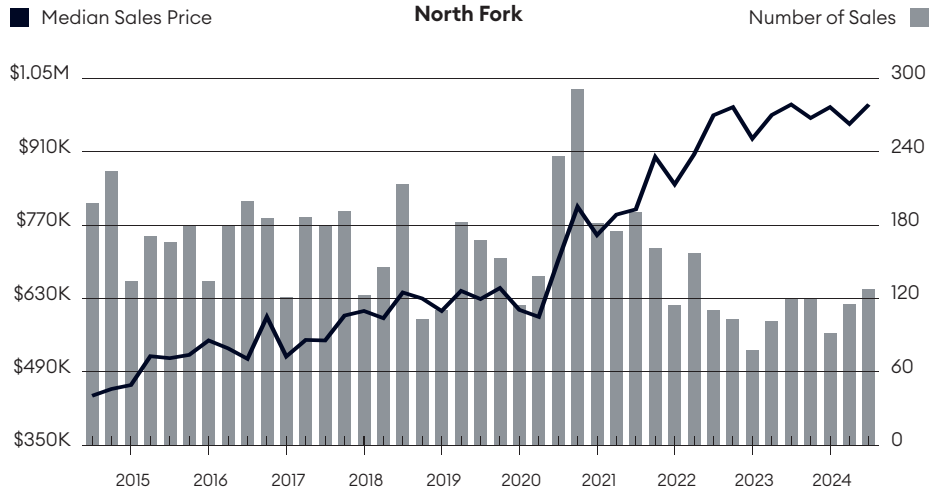
+ **6.7%**
Sales
Closed Sales

+ **67.3%**
Inventory
Total Inventory

+ **11 days**
Marketing Time
Days on Market

+ **1.6%**
Negotiability
Listing Discount

- Sales rose year over year for the fifth time
- Price trend indicators reached new highs
- Listing inventory rose year over year for the third time
- The market share of sales above the \$2 million threshold reached a new high



North Fork Matrix	Q3-2024	%Δ (qtr)	Q2-2024	%Δ (yr)	Q3-2023
Average Sales Price	\$1,573,708	33.8%	\$1,176,246	18.6%	\$1,327,015
Median Sales Price	\$999,999	3.8%	\$963,000	0.0%	\$999,950
Number of Sales (Closed)	127	10.4%	115	6.7%	119
Days on Market (From Last List Date)	83	-16.2%	99	15.3%	72
Listing Discount (From Last List Price)	6.8%		8.8%		5.2%
Listing Inventory	261	12.0%	233	67.3%	156
Months of Supply	6.2	1.6%	6.1	59.0%	3.9

Year-to-Date	Q3-2024	%Δ (qtr)	Q2-2024	%Δ (yr)	Q3-2023
Average Sales Price (YTD)	\$1,340,456	N/A	N/A	4.0%	\$1,289,132
Median Sales Price (YTD)	\$995,000	N/A	N/A	2.1%	\$975,000
Number of Sales (YTD)	333	N/A	N/A	12.1%	297

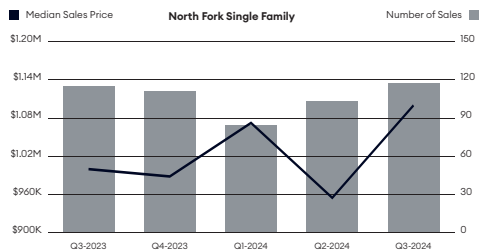
North Fork Single Family + Condo Matrix	Median Price	%Δ (yoy)	Sales	%Δ (yoy)	INV*	%Δ (yoy)	MOS**	%Δ (yoy)
Aquebogue	\$975,000	34.5%	9	0.0%	10	0.0%	3.3	0.0%
Cutchogue	\$900,750	-36.7%	14	7.7%	39	69.6%	8.4	58.5%
Greenport	\$1,070,000	4.3%	22	37.5%	36	12.5%	4.9	-18.3%
Jamesport	\$860,000	0.4%	3	-57.1%	16	220.0%	16.0	661.9%
Laurel	\$725,000	-0.7%	1	-80.0%	11	37.5%	33.0	587.5%
Mattituck	\$999,000	16.2%	15	-21.1%	35	75.0%	7.0	118.8%
New Suffolk	\$1,137,500	-9.0%	2	100.0%	0		0.0	
Orient Point	\$1,700,000	34.3%	4	-20.0%	18	80.0%	13.5	125.0%
Peconic			0	-100.0%	4	-50.0%		
Shelter Island	\$2,150,000	65.4%	14	7.7%	32	700.0%	6.9	666.7%
Southold	\$1,065,000	1.8%	38	46.2%	51	34.2%	4.0	-9.1%

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



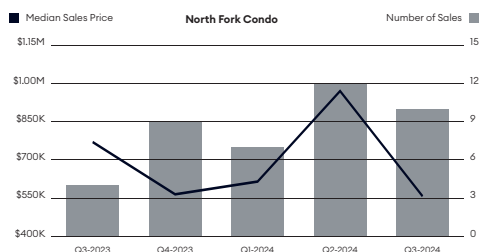
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



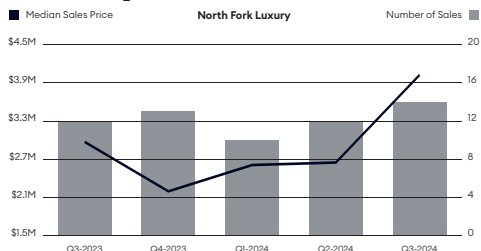
Single Family Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$1,660,585	38.1%	\$1,202,046	23.3%	\$1,347,086
Median Sales Price	\$1,100,000	15.2%	\$955,000	10.0%	\$999,999
Number of Sales (Closed)	117	13.6%	103	1.7%	115
Days on Market (From Last List Date)	83	-16.2%	99	15.3%	72
Listing Discount (From Last List Price)	6.8%		8.8%		5.2%
Listing Inventory	246	11.3%	221	69.7%	145
Months of Supply	6.3	-1.6%	6.4	65.8%	3.8

Condo



Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$557,250	-41.6%	\$954,792	-25.7%	\$750,000
Median Sales Price	\$557,500	-42.5%	\$970,000	-27.6%	\$770,000
Number of Sales (Closed)	10	-16.7%	12	150.0%	4
Days on Market (From Last List Date)	97	18.3%	82	-34.0%	147
Listing Discount (From Last List Price)	6.3%		6.1%		9.2%
Listing Inventory	15	25.0%	12	36.4%	11
Months of Supply	4.5	50.0%	3.0	-45.8%	8.3

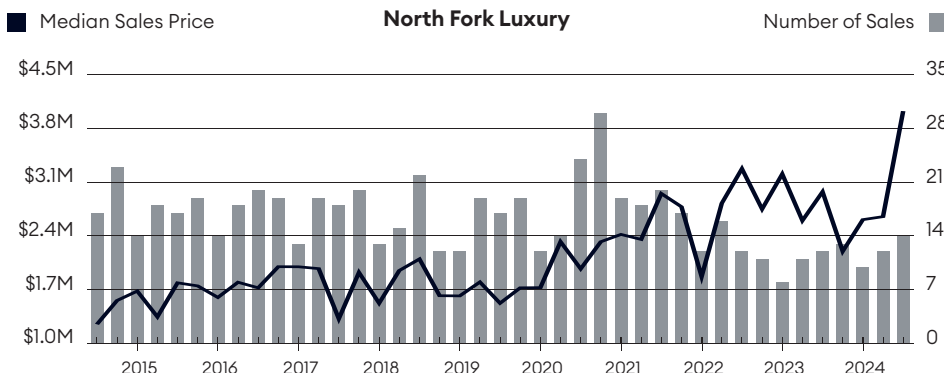
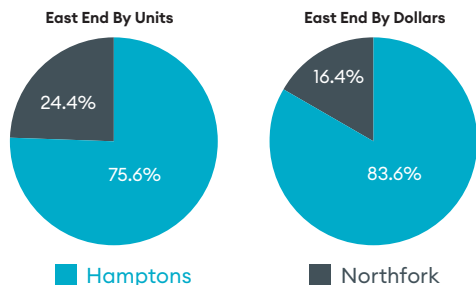
Luxury



Luxury Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$5,153,443	89.5%	\$2,719,092	28.0%	\$4,027,293
Median Sales Price	\$4,025,000	51.8%	\$2,651,500	35.3%	\$2,975,000
Number of Sales (Closed)	14	16.7%	12	16.7%	12
Days on Market (From Last List Date)	87	-52.2%	182	26.1%	69
Listing Discount (From Last List Price)	4.4%		13.1%		7.3%
Listing Inventory	37	-57.5%	87	2.8%	36
Months of Supply	7.9	-63.8%	21.8	-12.2%	9.0
Entry Price Threshold	\$3,100,000	68.5%	\$1,840,000	24.0%	\$2,500,000

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	92.1%	96.6%
Condo Units	7.9%	3.4%
Single Family Dollars	97.2%	98.1%
Condo Dollars	2.8%	1.9%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	19.7%	12.6%	Over	15.7%	27.7%
\$1M - \$5M	29.1%	35.3%	At	11.8%	10.9%
Under \$1M	51.2%	52.1%	Under	72.5%	61.4%

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

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