

Elliman Report

Q4-2024 North Fork, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 2.6%
Prices
Median Sales Price

- 1.6 mos
Pace
Months of Supply

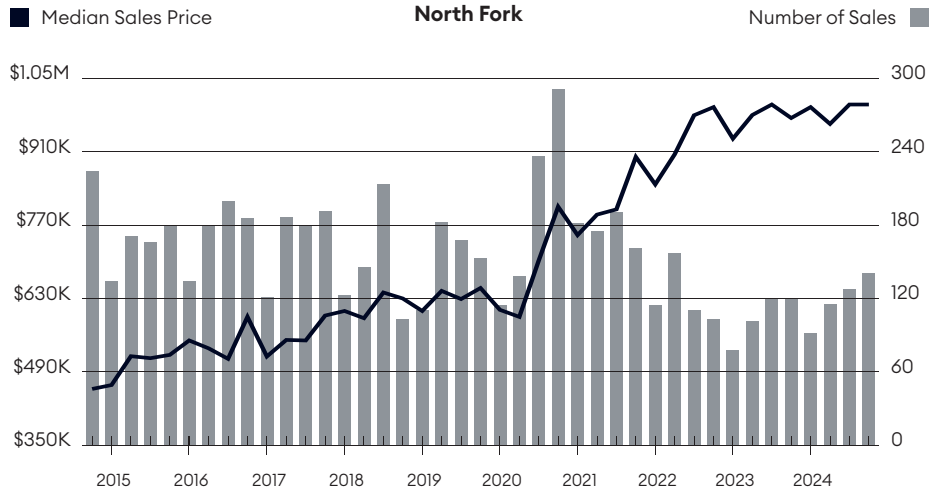
+ 16.7%
Sales
Closed Sales

- 38.7%
Inventory
Total Inventory

+ 15 days
Marketing Time
Days on Market

+ 0.9%
Negotiability
Listing Discount

- Median sales price remained at a record high
- Sales rose year over year for the sixth time
- Listing inventory declined annually for the first time in four quarters
- The sales share above \$2 million rose to a new record for the second time



North Fork Matrix	Q4-2024	%Δ (qtr)	Q3-2024	%Δ (yr)	Q4-2023
Average Sales Price	\$1,486,777	-5.5%	\$1,573,708	30.5%	\$1,139,022
Median Sales Price	\$999,999	0.0%	\$999,999	2.6%	\$974,250
Number of Sales (Closed)	140	10.2%	127	16.7%	120
Days on Market (From Last List Date)	90	8.4%	83	20.0%	75
Listing Discount (From Last List Price)	8.0%		6.8%		7.1%
Listing Inventory	84	-67.8%	261	-38.7%	137
Months of Supply	1.8	-71.0%	6.2	-47.1%	3.4
Year-to-Date	Q4-2024	%Δ (qtr)	Q3-2024	%Δ (yr)	Q4-2023
Average Sales Price (YTD)	\$1,383,764	N/A	N/A	11.1%	\$1,245,935
Median Sales Price (YTD)	\$999,000	N/A	N/A	2.5%	\$975,000
Number of Sales (YTD)	473	N/A	N/A	13.4%	417

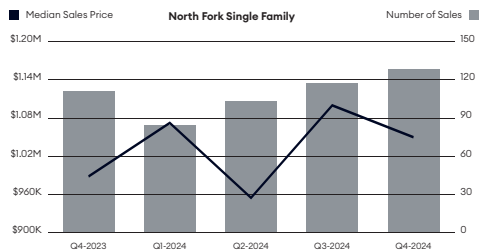
North Fork Single Family + Condo Matrix	Median Price	%Δ (yoy)	Sales	%Δ (yoy)	INV*	%Δ (yoy)	MOS**	%Δ (yoy)
Aquebogue	\$875,500	5.5%	8	-20.0%	3	-62.5%	1.1	-54.2%
Cutchogue	\$990,000	1.6%	23	64.3%	5	-73.7%	0.7	-82.9%
Greenport	\$915,000	2.8%	17	-10.5%	2	-92.9%	0.4	-90.9%
Jamesport	\$853,000	4.0%	14	100.0%	4	-55.6%	0.9	-76.9%
Laurel	\$760,000	-6.5%	7	75.0%	2	0.0%	0.9	-40.0%
Mattituck	\$947,000	-21.1%	10	-33.3%	6	-76.0%	1.8	-64.0%
New Suffolk								
Orient Point	\$1,075,000	-55.2%	5	0.0%	3	-40.0%	1.8	-40.0%
Peconic	\$1,280,000	67.3%	2	-60.0%	2	-71.4%	3.0	-28.6%
Shelter Island	\$2,515,000	113.1%	13	225.0%	45	400.0%	10.4	52.9%
Southold	\$1,050,000	14.2%	33	10.0%	8	-70.4%	0.7	-74.1%

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



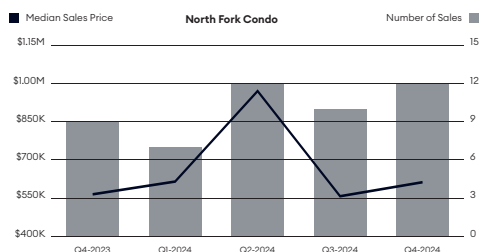
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



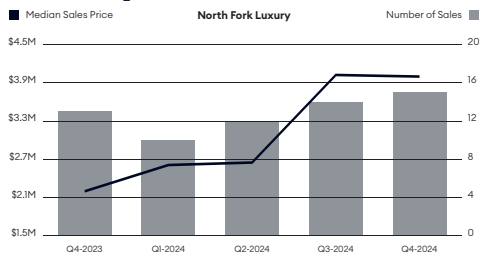
Single Family Matrix	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,553,194	-6.5%	\$1,660,585	34.0%	\$1,159,305
Median Sales Price	\$1,050,000	-4.5%	\$1,100,000	6.2%	\$988,500
Number of Sales (Closed)	128	9.4%	117	15.3%	111
Days on Market (From Last List Date)	90	8.4%	83	20.0%	75
Listing Discount (From Last List Price)	8.0%		6.8%		7.1%
Listing Inventory	83	-66.3%	246	-33.6%	125
Months of Supply	1.9	-69.8%	6.3	-44.1%	3.4

Condo



Condo Matrix	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$778,333	39.7%	\$557,250	-12.4%	\$888,861
Median Sales Price	\$612,500	9.9%	\$557,500	8.4%	\$565,000
Number of Sales (Closed)	12	20.0%	10	33.3%	9
Days on Market (From Last List Date)	64	-34.0%	97	-26.4%	87
Listing Discount (From Last List Price)	2.3%		6.3%		9.2%
Listing Inventory	1	-93.3%	15	-91.7%	12
Months of Supply	0.3	-93.3%	4.5	-92.5%	4.0

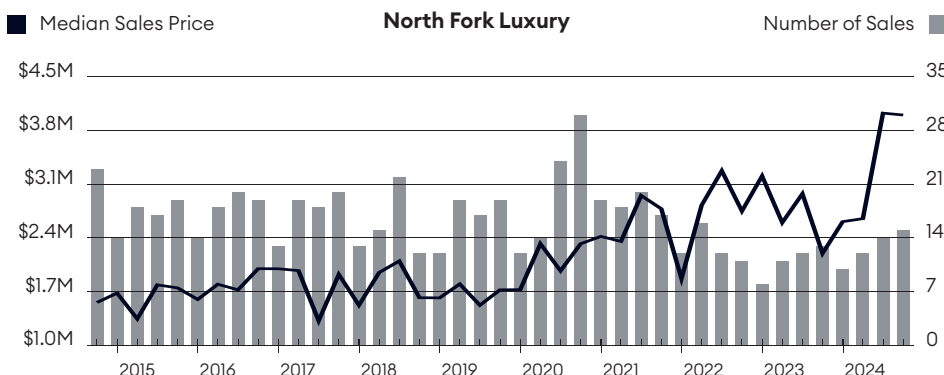
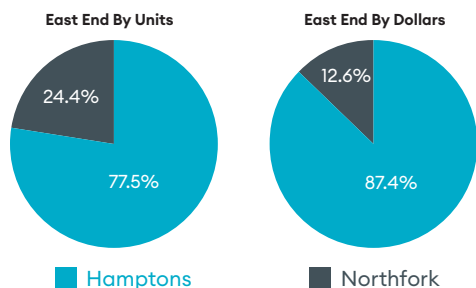
Luxury



Luxury Matrix (Top 10% of Sales)	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$4,366,533	-15.3%	\$5,153,443	89.5%	\$2,304,192
Median Sales Price	\$4,000,000	-0.6%	\$4,025,000	81.8%	\$2,200,000
Number of Sales (Closed)	15	7.1%	14	15.4%	13
Days on Market (From Last List Date)	77	-11.5%	87	-43.8%	137
Listing Discount (From Last List Price)	2.4%		4.4%		10.1%
Listing Inventory	7	-81.1%	37	-91.5%	82
Months of Supply	1.4	-82.3%	7.9	-92.6%	18.9
Entry Price Threshold	\$2,850,000	-8.1%	\$3,100,000	46.5%	\$1,945,000

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	91.4%	92.5%
Condo Units	8.6%	7.5%
Single Family Dollars	95.5%	94.1%
Condo Dollars	4.5%	5.9%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	21.4%	10.0%	Over	15.4%	23.4%
\$1M - \$5M	27.9%	36.7%	At	15.4%	11.2%
Under \$1M	50.7%	53.3%	Under	69.2%	65.4%

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

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