NORTH FORK

Quarterly Survey of Residential Sales

1Q-2013

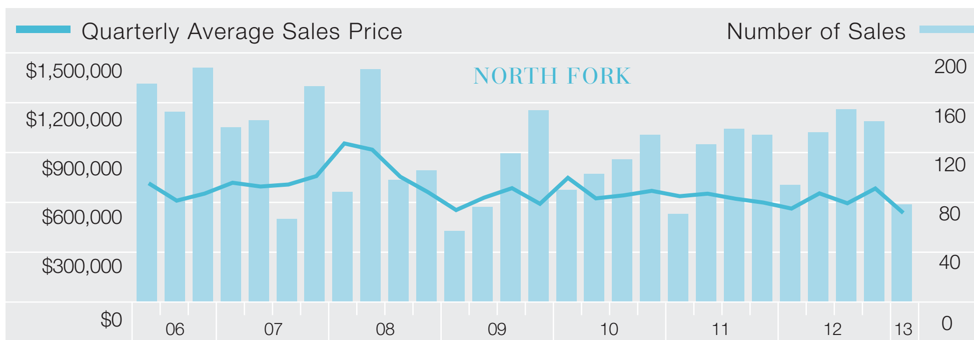
ELLIMANREPORT

NORTH FORK

- **Median sales price rose, with gains in all but the top of the market** Median sales price increased 12.1% to $469,000 from the same period last year. Year-over-year gains were seen in all but the highest market quintile.
- **Number of sales fell below year ago levels as inventory edged higher** The number of sales fell 17% to 78 sales from the same period last year. Listing inventory rose 5.5% to 521 over the same period. As a result the monthly absorption rate rose 26.6% to 20 months, the slowest rate in 2 years. The North Fork accounted for 18.4% of all East End sales down from 24.7% in the prior year quarter, overpowered by its Hamptons counterpart to the south.
- **Days on market and listing discount expanded** The average time to sell a property expanded by a month and a half to 229 days from the year ago quarter. Listing discount rose to 11.6% from 10.4% over the same period.

North Fork Market Matrix	1Q-2013	% Chg (QRT)	4Q-2012	% Chg (YR)	1Q-2012
Average Sales Price	$533,481	-22.0%	$683,563	-4.8%	$560,182
Median Sales Price	$469,000	-2.8%	$482,500	12.1%	$418,500
Number of Sales (Closed)	78	-46.6%	146	-17.0%	94
Days on Market (From Last List Date)	229	13.9%	201	15.1%	199
Listing Discount (From Last List Price)	11.6%		9.4%		10.4%
Listing Inventory (active)	521	12.8%	462	5.5%	494
Absorption Rate (mos)	20.0	110.5%	9.5	26.6%	15.8

Year -to-Date	1Q-2013	% Chg (QRT)	4Q-2012	% Chg (YR)	1Q-2012
Average Sales Price	$533,481	N/A	N/A	-4.8%	$560,182
Median Sales Price	$469,000	N/A	N/A	12.1%	$418,500
Number of Sales (Closed)	78	N/A	N/A	-17.0%	94



Sales activity in the first quarter of the North Fork housing market was somewhat weaker than the same period a year ago as the prior quarter "poached" some activity at the close of 2012. Price indicators were generally higher, but sales were lower and inventory was above prior year levels.

There were 78 sales in the first quarter, 17% fewer than in the prior year quarter and roughly half the number of sales in the prior quarter tax-incentivized year end rush to close. Listing inventory expanded 5.5% to 521 from the year ago period. The combination of falling sales and rising inventory slowed the pace of the market as measured by the monthly absorption rate, the number of months to sell all listing inventory at the current pace of sales. The monthly absorption rate jumped to 20 months from 15.8 months in the prior year quarter however the first quarter tends to have the highest absorption rate of the year.

With rising inventory and lower sales, days on market, the number of days from the last price change to the contract date, continued to expand year-over-year for the fifth consecutive month. It took an average of 229 days or 30 more days to sell a property than the same period a year ago. Listing discount, the percent difference between the list price at time of contract and the sales price, expanded to 11.6% from 10.4% in the same period last year.

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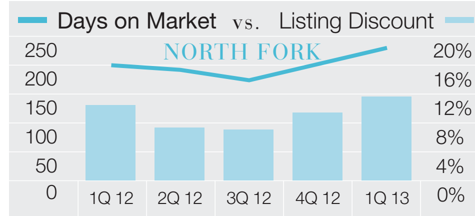
The price indicators were generally higher. Median sales price increased 12.1% to $469,000 from the same period a year ago. All market quintiles by median sales price increased over the prior year level except the fifth or top quintile, consistent with the decline in average sales price by 4.8% to $533,481 over the same period.

Quintiles	Med. Sales Price	% Change (YR)
5/5	$856,250	-6.9%
4/5	$566,000	3.7%
3/5	$469,000	12.1%
2/5	$370,000	13.8%
1/5	$290,000	13.7%



CONDOS

- **Condo sales represented a nominal market segment in the first quarter** There were only 2 sales in the region, down from 5 in the year ago quarter. Listing inventory was down sharply to 22 listings from 68 in the same period last year.
- **Price indicators and days on market declined** Median sales price declined 8.1% to $296,250 from the same period last year. Marketing time fell sharply to 142 days from 246 over the same period.

Condos Market Matrix	1Q-2013	% Chg (QRT)	4Q-2012	% Chg (YR)	1Q-2012
Average Sales Price	$296,250	-11.6%	$335,200	-10.4%	$330,500
Median Sales Price	$296,250	0.4%	$295,000	-8.1%	$322,500
Number of Sales (Closed)	2	-80.0%	10	-60.0%	5
Days on Market (From Last List Date)	142	37.9%	103	-42.3%	246
Listing Discount (From Last List Price)	5.0%		7.3%		5.8%
Listing Inventory (active)	22	-4.3%	23	-67.6%	68
Absorption Rate (mos)	33.0	378.3%	6.9	-19.1%	40.8

LUXURY

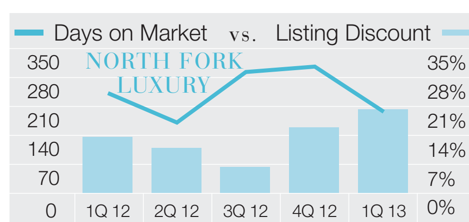
- **Price indicators were mixed as high end sales fell** The luxury market threshold began at $862,500, 6.2% below year ago levels. Median sales price was essentially unchanged at $1,156,250 over the same period. Average sales price fell 31.3% to %1,160,563 over the same period due to the fewer high end sales.
- **Days on market fell as listing discount jumped** The average days on market fell to 196 from 241 in the year ago quarter. Listing discount surged to 20.2% from 13.5% in the prior year quarter.
- **Listing inventory expanded from year ago levels** Listings jumped 47.8% to 136 from the year ago quarter. Luxury listing market share jumped to 26.1% of all North Fork listings from 18.6% over the same period.

Luxury Market Matrix	1Q-2013	% Chg (QRT)	4Q-2012	% Chg (YR)	1Q-2012
Average Sales Price	$1,160,563	-49.2%	$2,284,637	-31.3%	$1,689,267
Median Sales Price	$1,156,250	-41.8%	$1,987,500	-0.2%	$1,158,000
Number of Sales (Closed)	8	-46.7%	15	-20.0%	10
Days on Market (From Last List Date)	196	-35.7%	305	-18.7%	241
Listing Discount (From Last List Price)	20.2%		15.8%		13.5%
Listing Inventory (active)	136	112.5%	64	47.8%	92
Absorption Rate (mos)	51.0	298.4%	12.8	84.8%	27.6

Top 5 Locations by Average Sales Price (Number of Sales)

Current Quarter		Prior Quarter		Prior Year Quarter	
Cutchogue (1)	$1,543,750	Southold (4)	$2,645,000	Cutchogue (1)	$5,500,000
Shelter Island (2)	$1,267,000	Shelter Island (7)	$2,446,786	Mattituck (1)	$1,940,000
Orient (1)	$1,156,250	Cutchogue (1)	$2,286,055	Orient (2)	$1,583,334
Peconic (1)	$880,000	East Marion (2)	$1,425,500	Laurel (1)	$1,265,000
Laurel (1)	$868,750	Peconic (1)	$1,425,000	Southold (1)	$1,051,000

Quintiles	Med. Sales Price	% Change (YR)
5/5	$1,543,750	-58.5%
4/5	$1,267,000	-20.0%
3/5	$1,156,250	-0.2%
2/5	$880,000	-16.2%
1/5	$868,750	-7.1%



Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

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