

# Elliman Report

## Q4-2025 North Fork, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

- 1.3%  
Prices  
Median Sales Price

+ 0.2 mos  
Pace  
Months of Supply

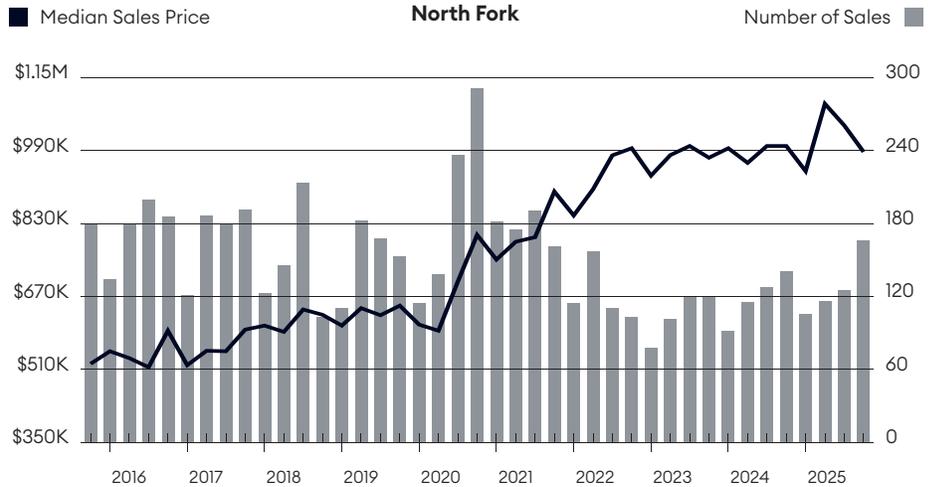
+ 18.6%  
Sales  
Closed Sales

+ 29.8%  
Inventory  
Total Inventory

+ 21 days  
Marketing Time  
Days on Market

+ 2.4%  
Negotiability  
Listing Discount

- Price trend indicators slipped from the same period last year
- Sales surged annually, enabled by the decline in mortgage rates since the summer
- Listing inventory jumped annually, enabling more sales, but remained at half of the fourth quarter decade average
- Sales above the \$2 million threshold were the highest on record



North Fork Matrix	Q4-2025	%Δ (qtr)	Q3-2025	%Δ (yr)	Q4-2024
Average Sales Price	\$1,392,931	2.6%	\$1,358,128	-6.3%	\$1,486,777
Median Sales Price	\$987,000	-5.6%	\$1,045,000	-1.3%	\$999,999
Number of Sales (Closed)	166	32.8%	125	18.6%	140
Days on Market (From Last List Date)	111	22.0%	91	23.3%	90
Listing Discount (From Last List Price)	10.4%		7.5%		8.0%
Listing Inventory	109	-23.2%	142	29.8%	84
Months of Supply	2.0	-41.2%	3.4	11.1%	1.8
Year-to-Date	Q4-2025	%Δ (qtr)	Q3-2025	%Δ (yr)	Q4-2024
Average Sales Price (YTD)	\$1,366,412	N/A	N/A	-1.3%	\$1,383,764
Median Sales Price (YTD)	\$990,000	N/A	N/A	-0.9%	\$999,000
Number of Sales (YTD)	512	N/A	N/A	8.2%	473

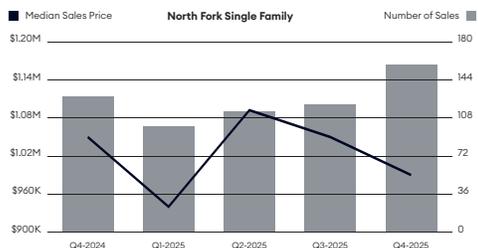
North Fork Single Family + Condo Matrix	Median Price	%Δ (yoy)	Sales	%Δ (yoy)	INV*	%Δ (yoy)	MOS**	%Δ (yoy)
Aquebogue	\$899,000	2.7%	9	12.5%	2	-33.3%	0.7	-36.4%
Cutchogue	\$1,250,000	26.3%	23	0.0%	5	0.0%	0.7	0.0%
Greenport	\$799,000	-12.7%	19	11.8%	5	66.7%	0.8	60.0%
Jamesport	\$995,000	16.6%	7	-50.0%	6	200.0%	2.6	550.0%
Laurel	\$740,000	-2.6%	4	-42.9%	2	-50.0%	1.5	-11.8%
Mattituck	\$999,000	5.5%	27	170.0%	4	100.0%	0.4	-33.3%
Orient Point	\$1,130,000	5.1%	6	20.0%	9	50.0%	4.5	25.0%
Peconic	\$536,375	-58.1%	2	0.0%	3	0.0%	4.5	0.0%
Shelter Island	\$2,047,500	-18.6%	16	23.1%	0	-100.0%	0.0	-100.0%
Southold	\$864,000	-17.7%	39	18.2%	17	112.5%	1.3	85.7%

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



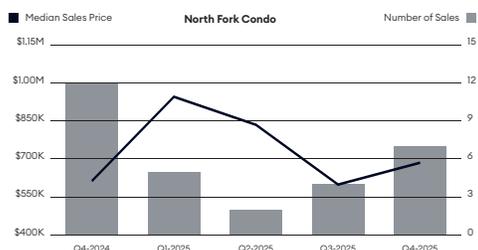
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



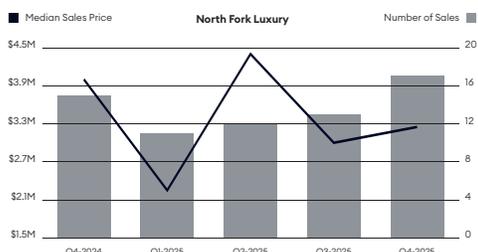
Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,419,035	3.0%	\$1,378,004	-8.6%	\$1,553,194
Median Sales Price	\$990,000	-5.7%	\$1,050,000	-5.7%	\$1,050,000
Number of Sales (Closed)	159	31.4%	121	24.2%	128
Days on Market (From Last List Date)	111	22.0%	91	23.3%	90
Listing Discount (From Last List Price)	10.4%		7.5%		8.0%
Listing Inventory	109	-23.2%	142	31.3%	83
Months of Supply	2.1	-40.0%	3.5	10.5%	1.9

## Condo



Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$800,000	5.7%	\$756,875	2.8%	\$778,333
Median Sales Price	\$685,000	14.4%	\$598,750	11.8%	\$612,500
Number of Sales (Closed)	7	75.0%	4	-41.7%	12
Days on Market (From Last List Date)	110	-61.3%	284	71.9%	64
Listing Discount (From Last List Price)	6.5%		9.7%		2.3%
Listing Inventory	0	N/A	0	-100.0%	1
Months of Supply	0.0	N/A	0.0	-100.0%	0.3

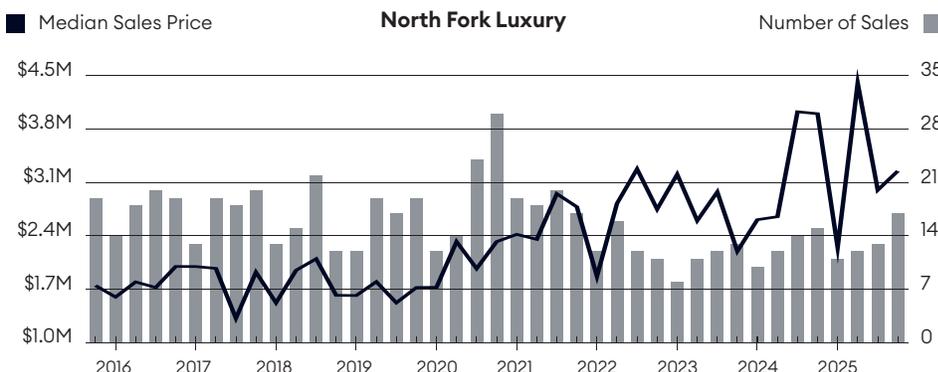
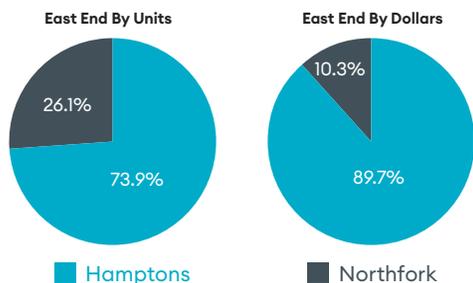
## Luxury



Luxury Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,877,659	1.1%	\$3,836,308	-11.2%	\$4,366,533
Median Sales Price	\$3,250,000	8.3%	\$3,000,000	-18.8%	\$4,000,000
Number of Sales (Closed)	17	30.8%	13	13.3%	15
Days on Market (From Last List Date)	104	-6.3%	111	35.1%	77
Listing Discount (From Last List Price)	10.6%		7.8%		2.4%
Listing Inventory	48	-36.0%	75	585.7%	7
Months of Supply	8.5	-50.9%	17.3	507.1%	1.4
Entry Price Threshold	\$2,440,000	3.8%	\$2,350,000	-14.4%	\$2,850,000

## 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	95.8%	91.4%
Condo Units	4.2%	8.6%
Single Family Dollars	97.6%	95.5%
Condo Dollars	2.4%	4.5%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	19.9%	21.4%	Over	11.3%	15.4%
\$1M - \$5M	25.9%	27.9%	At	19.0%	15.4%
Under \$1M	54.2%	50.7%	Under	69.7%	69.2%

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

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