HREA Market Report

2Q-2026 North Fork Sales

THE NORTH FORK MARKET					
	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$1,679,988	10.3%	$1,523,782	11.5%	$1,507,376
Median Sales Price	$979,000	-2.1%	$999,999	-10.4%	$1,092,338
Number of Sales	96	15.7%	83	-17.2%	116
Days on Market (From Last List Date)	106	-11.7%	120	41.3%	75
Listing Discount (From Last List Price)	3.9%		7.7%		6.2%
Listing Inventory	139	15.8%	120	5.3%	132
Months of Supply	3.7	-14.0%	4.3	8.8%	3.4
Bidding War Market Share	5.8%		8.1%		23.3%

MARKET BY PROPERTY TYPE

SINGLE FAMILY

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$1,196,897	-22.0%	$1,533,535	-21.2%	$1,519,181
Median Sales Price	$945,000	-5.4%	$999,000	-13.5%	$1,092,338
Number of Sales	94	16.0%	81	-17.5%	114
Days on Market (From Last List Date)	107	-13.7%	124	42.7%	75
Listing Discount (From Last List Price)	4.2%		5.6%		6.2%
Listing Inventory	139	15.8%	120	6.9%	130
Months of Supply	4.4	0.0%	4.4	29.4%	3.4

CONDO

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$1,382,500	22.5%	$1,128,750	65.7%	$834,500
Median Sales Price	$1,382,500	22.5%	$1,128,750	65.7%	$834,500
Number of Sales (Closed)	2	0.0%	2	0.0%	2
Days on Market (From Last List Date)	22	-37.1%	35	0.0%	22
Listing Discount (From Last List Price)	4.2%		1.9%		0.0%
Listing Inventory	0	#DIV/0!	0	-100.0%	2
Months of Supply	0.0	#DIV/0!	0.0	-100.0%	3.0

LUXURY [highest 10% of all sales]

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$2,699,250	-51.0%	$5,512,500	-42.5%	$4,693,333
Median Sales Price	$2,350,000	-42.0%	$4,050,000	-46.6%	$4,400,000
Number of Sales	10	66.7%	6	-16.7%	12
Days on Market (From Last List Date)	153	37.8%	111	131.8%	66
Listing Discount (From Last List Price)	6.2%		4.5%		6.3%
Listing Inventory	92	124.4%	41	41.5%	65
Months of Supply	27.6	34.6%	20.5	69.3%	16.3
Entry Threshold	$1,900,000	-41.5%	$3,250,000	-28.6%	$2,660,000

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by Hamlet

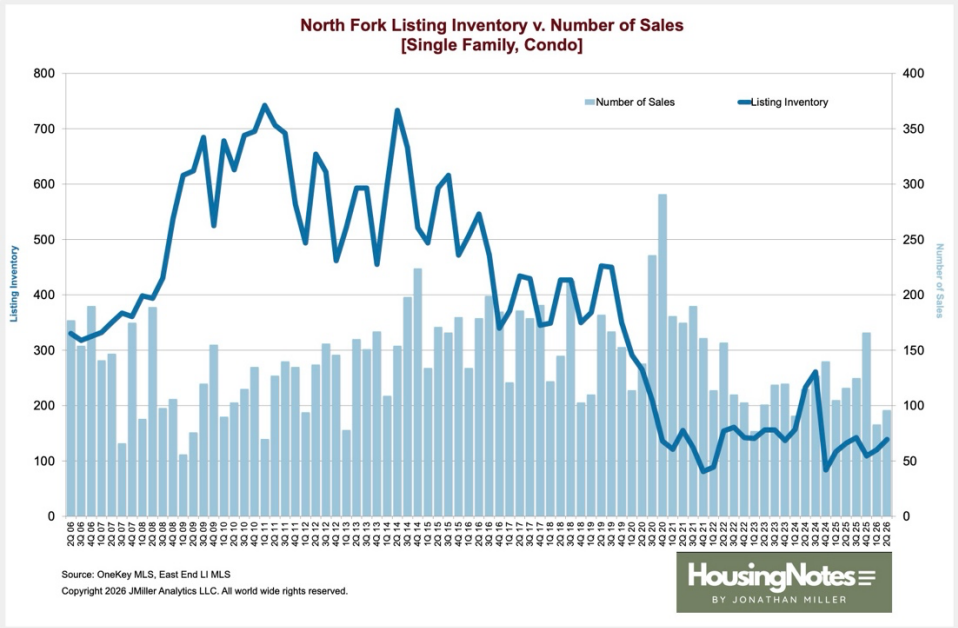
2q26 North Fork SF + Condo	Avg Sales Price	YOY	Avg Listing Price	YOY	Listings	In Contract	Sales
Aquebogue	$1,014,667	-11.4%	$1,074,532	-11.3%	2	2	9
Cutchogue	$1,764,804	9.4%	$1,897,164	8.9%	5	2	23
Greenport	$1,088,132	2.5%	$1,264,409	11.2%	5	2	19
Jamesport	$1,186,286	8.3%	$1,387,955	15.0%	6	1	7
Laurel	$784,565	-35.1%	$880,282	-31.7%	2	2	4
Mattituck	$1,344,926	-39.0%	$1,479,419	-37.0%	4	0	27
Orient Point	$1,355,833	-17.7%	$1,645,981	-14.3%	9	1	6
Peconic	$536,375	-58.1%	$563,730	-63.8%	3	0	2
Shelter Island	$2,405,950	-11.0%	$2,685,040	-6.4%	0	6	16
Southold	$1,034,626	-16.2%	$1,109,119	-16.1%	17	3	39

2q26 North Fork SF + Condo	Median Price	YOY%	Sales	YOY%	Inventory	YOY%	MOS*	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%
*Months of Supply: The number of months to sell all listing inventory at the current sales rate								

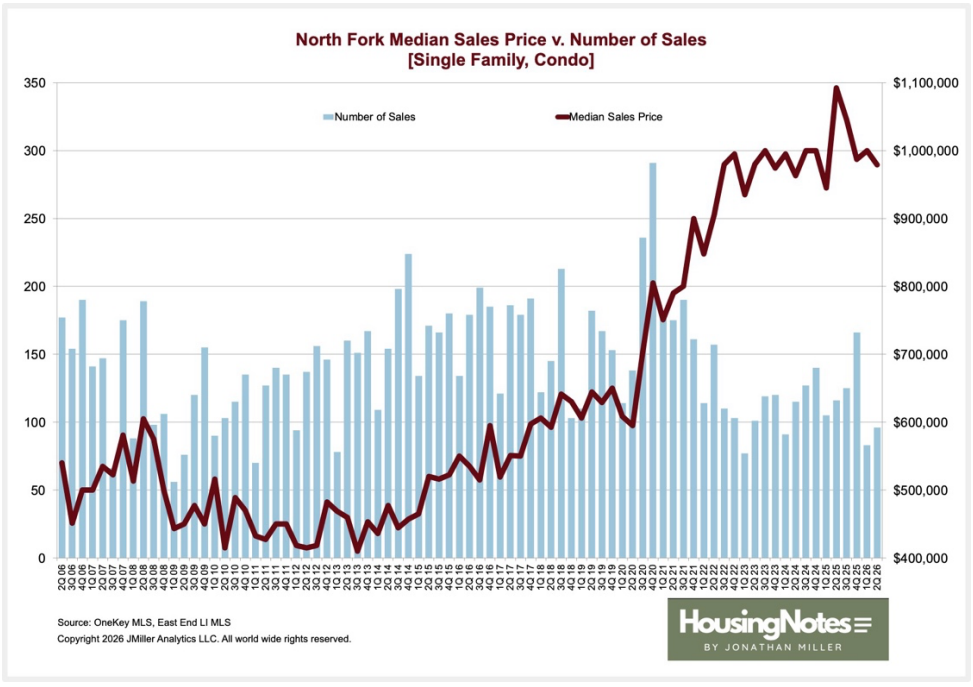
Takeaways

- Price trends were mixed as sales slipped from year-ago levels, yet average sales price reached the highest on record
- Listing inventory rose modestly but remained roughly half the second quarter average for the decade
- The sale of luxury properties fell sharply, with less pressure coming from the Hamptons
- Although there were only a handful of sales, the median sales price of condos surged to a new record

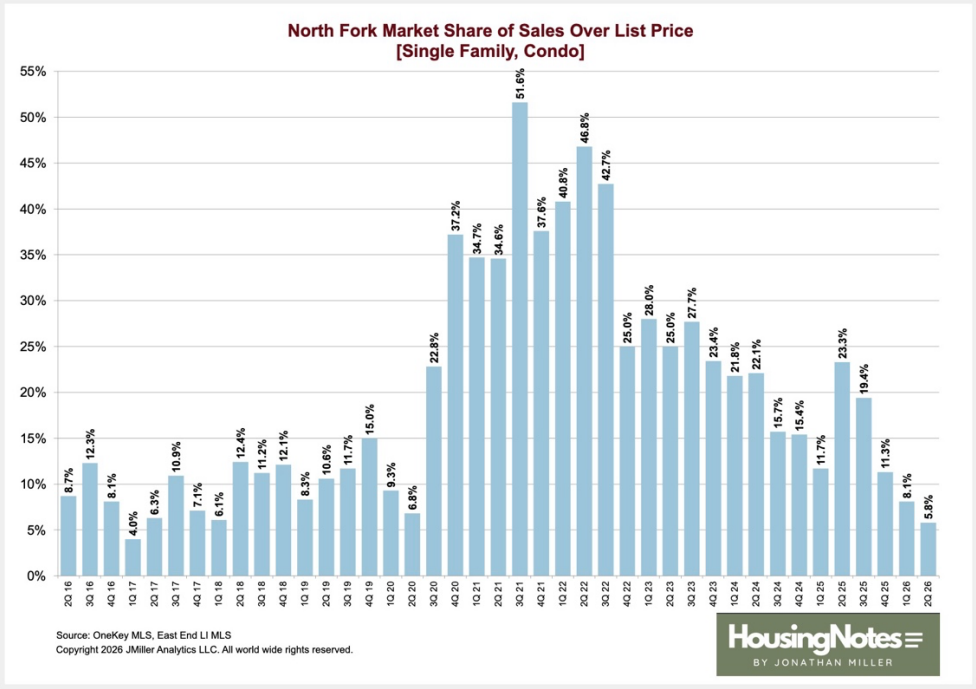
A Record Price Reached As Sales Slid

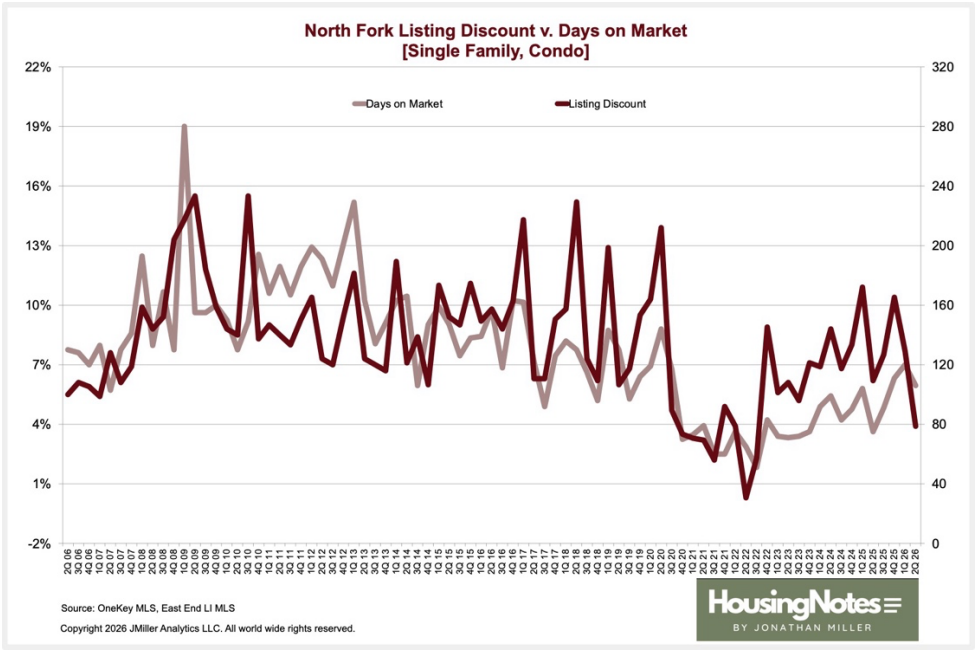


The price trend indicators showed mixed annual results. The average sales price rose 11.5% annually to $1,679,988, the highest level on record. Median sales price declined by 10.4% over the same period to $979,000, the second decline in the past five quarters. A year ago, the median sales price reached an all-time high of $1,092, 338.Sales have declined annually in three of the past four quarters. There were 94 sales, down 2.6%, while listing inventory edged up 5.3% to 139. While the inventory expanded for the third time, it was 45.4% below the second-quarter average over the past decade.



Bidding war market share fell to 5.8%, down from 23.3% in the same period last year, as the intensity of the housing market pulls back.





The Luxury Market Sends An Unclear Message

The price growth in the luxury market reversed the prior quarter's gains, with fewer high-end sales during the period. The median sales price fell by 46.6% year over year to $2,350,000, reflecting a significant shift in the mix rather than an indication of falling prices.

The market share of sales that closed above the $1 million threshold was 53.1%, the highest on record, despite the shift in the mix to lower-priced luxury sales.

Final Thoughts

The North Fork market is sending mixed signals: sales and bidding wars are down, suggesting weaker, more rate-sensitive demand, while inventory has risen slightly but remains well below normal levels. At the same time, the average price hit a record, largely driven by a small number of high-end deals, while the median price fell, indicating more activity at lower price points and a widening gap between average and median. Luxury sales declined, especially at the very top, suggesting buyers remain active but are shifting toward relatively lower-priced high-end homes.