

The Corcoran Report

2Q | 2025 | EAST END


corcoran



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DISCLAIMER: In early September 2022, an all-encompassing attack on Suffolk County government systems caused a significant disruption in recorded real estate data. Due to the breach, the county did not report closings for several weeks in September and October. Therefore, the number of sales and dollar volume figures in Third Quarter and Fourth Quarter 2022 are negatively affected. Had the breach not occurred, reported figures likely would have been higher than what is shown in this report.



East Hampton | \$16.995M | WEB# 921601

South Fork

The South Fork reported 419 single-family home sales in Second Quarter 2025, up 16% versus last year. This was the first time sales increased on an annual basis for three consecutive quarters since 2021. Despite the annual increase, reported closings were 7% lower than last quarter.

Compared to Second Quarter 2024, 11 of 14 submarkets saw more sales, while two submarkets were lower and one was level with last year. Amagansett had the greatest annual percentage gain of 144%, with reported closings more than doubling to 22 sales from nine last year. East Hampton Village had the most significant drop, down 59%, with fewer than half the number of sales, falling from 17 to seven.

Dollar volume trends followed the rise in sales, climbing 15% year-over-year to \$1.409B. On an annual basis, eight submarkets reported growth in volume, while six reported decreases. Amagansett saw the largest percentage gain, as closings over \$10M doubled, with one sale exceeding \$24M. East Hampton Village experienced the steepest drop in volume because of fewer sales, resulting in a 57% reduction.

Median price was level with last year after rising annually in six of the past seven quarters. Compared to a year ago, eight submarkets reported declines in median price. East Hampton Village had the most notable increase, up 43%, with four of the seven sales closing above \$10M. Notably, 35 East Dune Lane, a four-bedroom oceanfront home, closed for \$20M. Amagansett had the largest percentage drop in median price of any village or hamlet, down 19% year-over-year due to a greater share of sales below \$4M.

Single Family

Sales

419

+16% YEAR OVER YEAR

Average Sales Price

\$3.363M

-1% YEAR OVER YEAR

Sales Volume

\$1.409B

+15% YEAR OVER YEAR

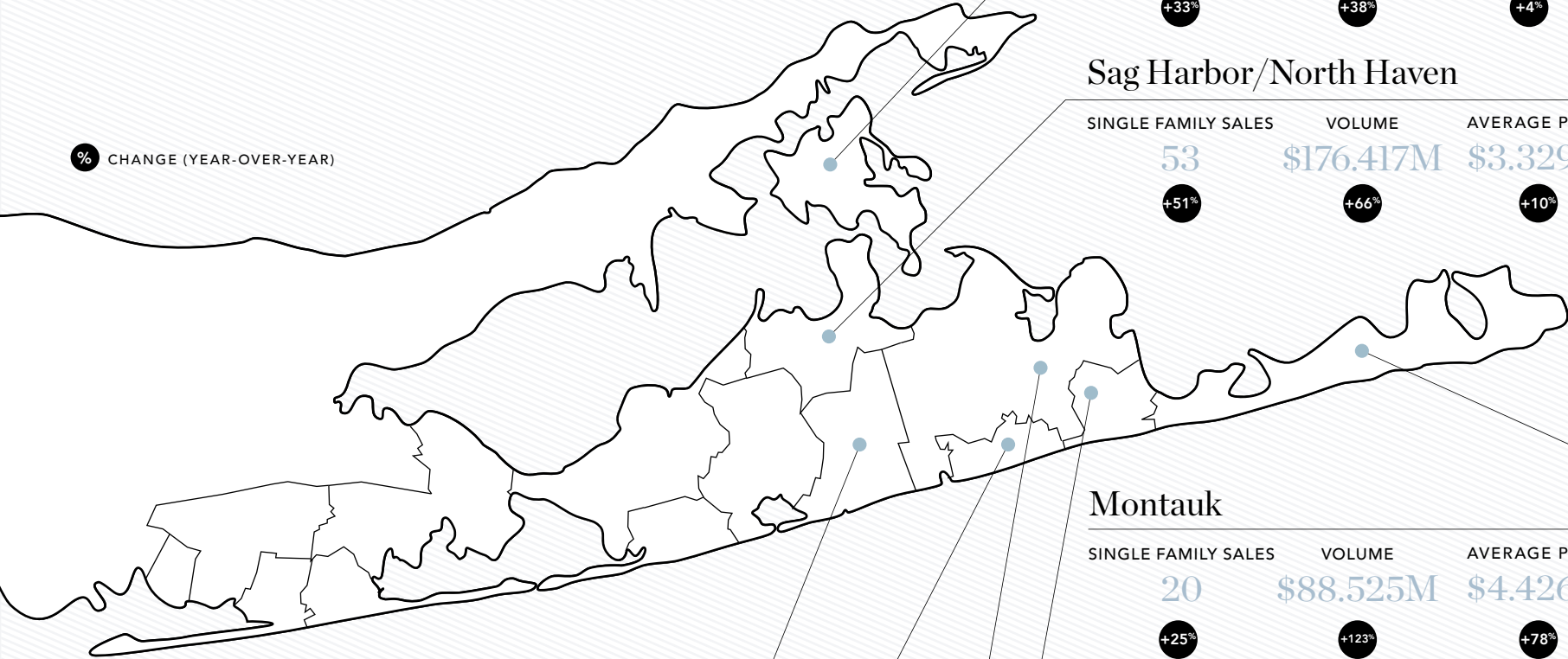
Median Sales Price

\$1.900M

0% YEAR OVER YEAR

Neighborhoods South Fork

% CHANGE (YEAR-OVER-YEAR)



Shelter Island

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
12	\$21.708M	\$1.809M	\$1.425M
+33%	+38%	+4%	-7%

Sag Harbor/North Haven

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
53	\$176.417M	\$3.329M	\$2.400M
+51%	+66%	+10%	+5%

Montauk

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
20	\$88.525M	\$4.426M	\$2.020M
+25%	+123%	+78%	+8%

Amagansett

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
22	\$132.858M	\$6.039M	\$4.098M
+144%	+148%	+2%	-19%

Bridgehampton/Sagaponack

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
22	\$116.427M	\$5.292M	\$3.333M
-15%	-12%	+4%	-5%

East Hampton Village

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
7	\$89.645M	\$12.806M	\$10.750M
-59%	-57%	+5%	+43%

East Hampton

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
86	\$301.738M	\$3.509M	\$1.913M
+18%	+108%	+77%	+5%

Neighborhoods South Fork (cont'd)

% CHANGE (YEAR-OVER-YEAR)

Water Mill

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
13	\$81.300M	\$6.254M	\$6.000M
0%	+12%	+12%	+9%

Southampton

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
33	\$73.440M	\$2.225M	\$1.725M
+3%	-4%	-6%	-11%

Southampton Village

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
25	\$121.778M	\$4.871M	\$3.225M
+25%	-36%	-49%	-9%

East Quogue/Hampton Bays

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
78	\$83.010M	\$1.261M	\$975K
+13%	-5%	-16%	-11%

Quogue

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
7	\$29.039M	\$4.148M	\$2.900M
+40%	+85%	+32%	0%

Westhampton Beach

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
17	\$47.560M	\$2.798M	\$2.570M
+13%	-7%	-18%	-2%

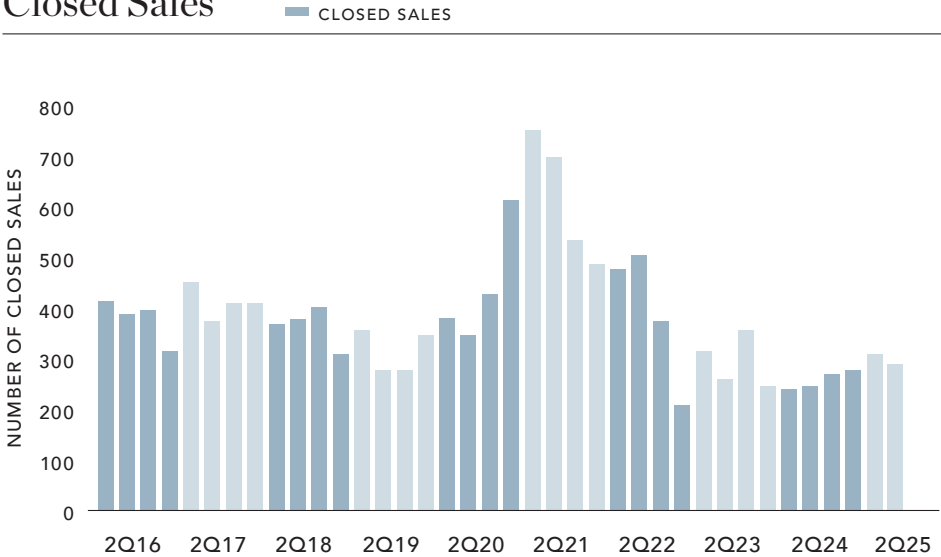
Westhampton/Remsenburg

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
24	\$45.615M	\$1.901M	\$1.555M
+14%	+29%	+13%	-4%

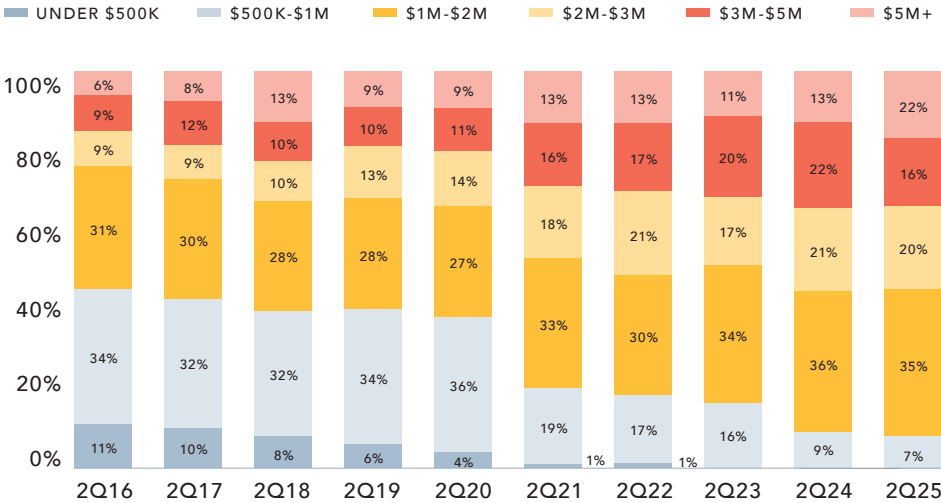
East of the Canal

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	293	250	+17%	315	-7%
VOLUME	\$1.204B	\$1.038B	+16%	\$1.242B	-3%
AVERAGE PRICE	\$4.109M	\$4.152M	-1%	\$3.941M	+4%
MEDIAN PRICE	\$2.420M	\$2.400M	+1%	\$2.400M	+1%

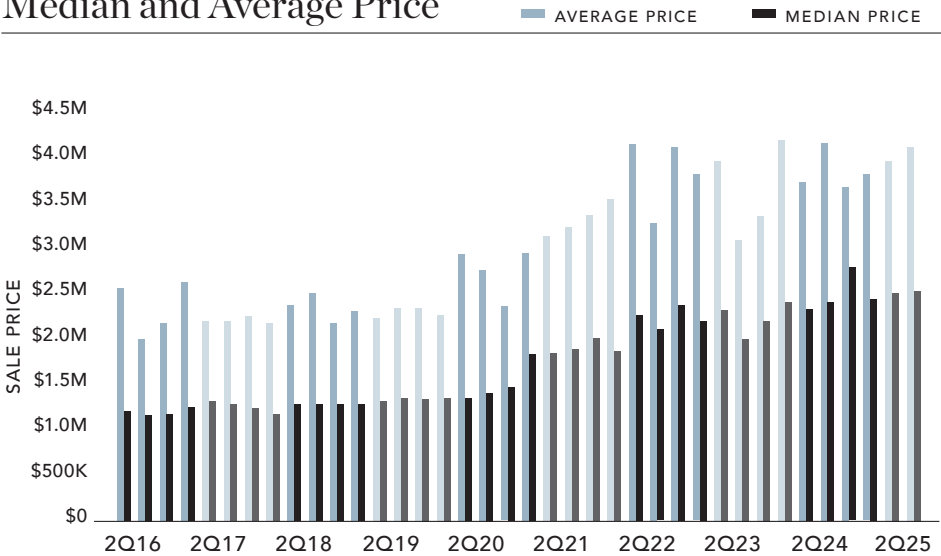
Closed Sales



Market Share by Price Range



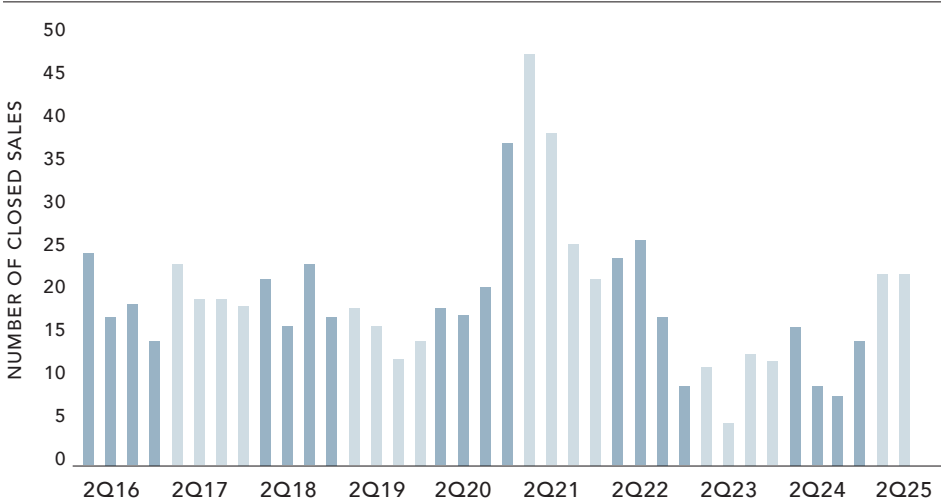
Median and Average Price



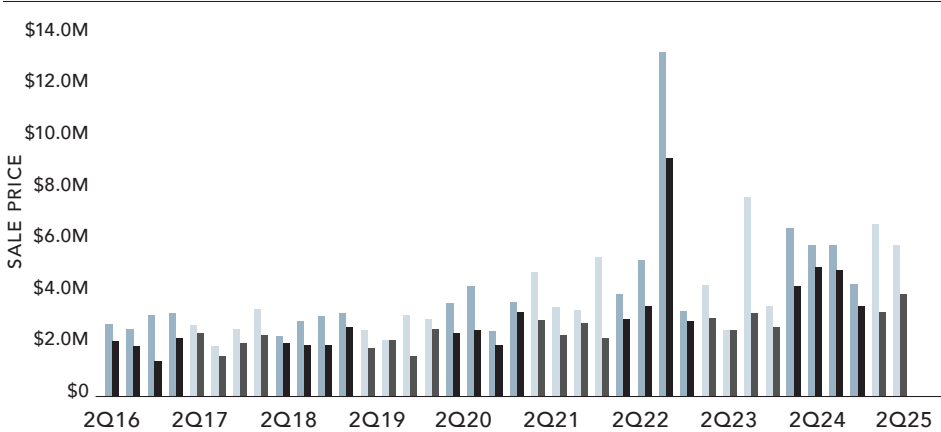
Amagansett

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	22	9	+144%	22	0%
VOLUME	\$132.858M	\$53.475M	+148%	\$150.444M	-12%
AVERAGE PRICE	\$6.039M	\$5.942M	+2%	\$6.838M	-12%
MEDIAN PRICE	\$4.098M	\$5.050M	-19%	\$3.375M	+21%

Closed Sales



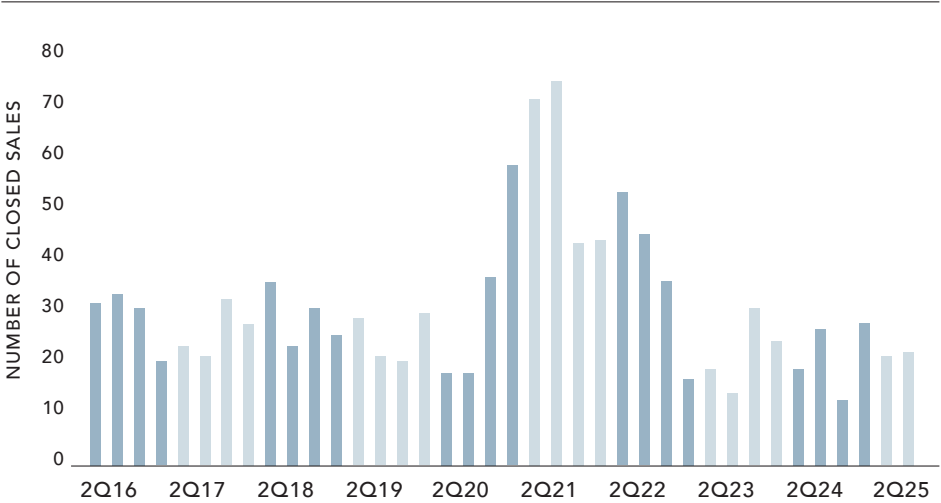
Median and Average Price



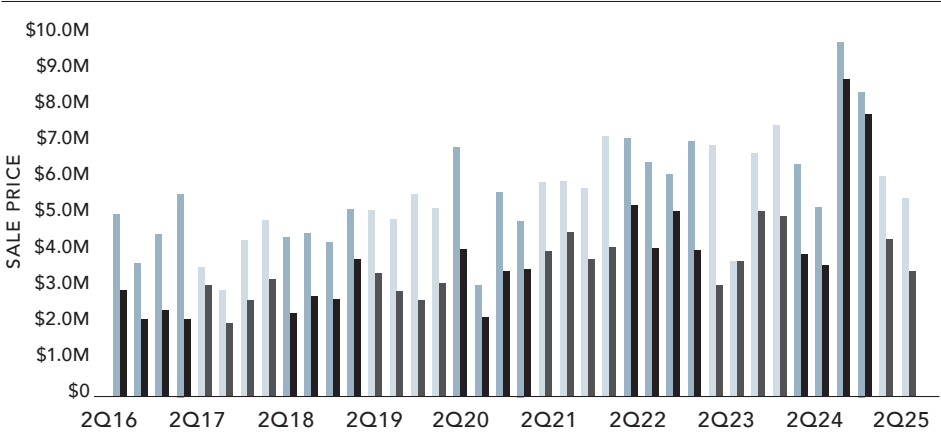
Bridgehampton/Sagaponack

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	22	26	-15%	21	+5%
VOLUME	\$116.427M	\$131.742M	-12%	\$124.896M	-7%
AVERAGE PRICE	\$5.292M	\$5.067M	+4%	\$5.947M	-11%
MEDIAN PRICE	\$3.333M	\$3.505M	-5%	\$4.235M	-21%

Closed Sales



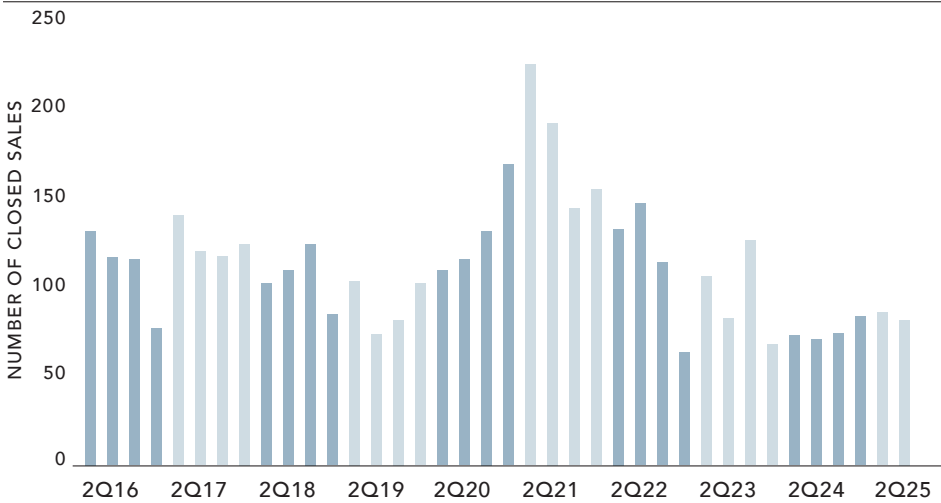
Median and Average Price



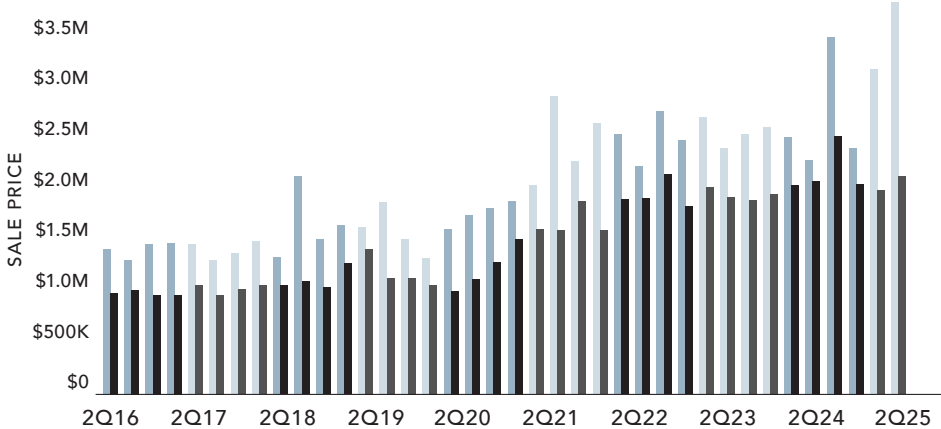
East Hampton

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	86	73	+18%	88	-2%
VOLUME	\$301.738M	\$144.861M	+108%	\$246.163M	+23%
AVERAGE PRICE	\$3.509M	\$1.984M	+77%	\$2.797M	+25%
MEDIAN PRICE	\$1.913M	\$1.825M	+5%	\$1.755M	+9%

Closed Sales



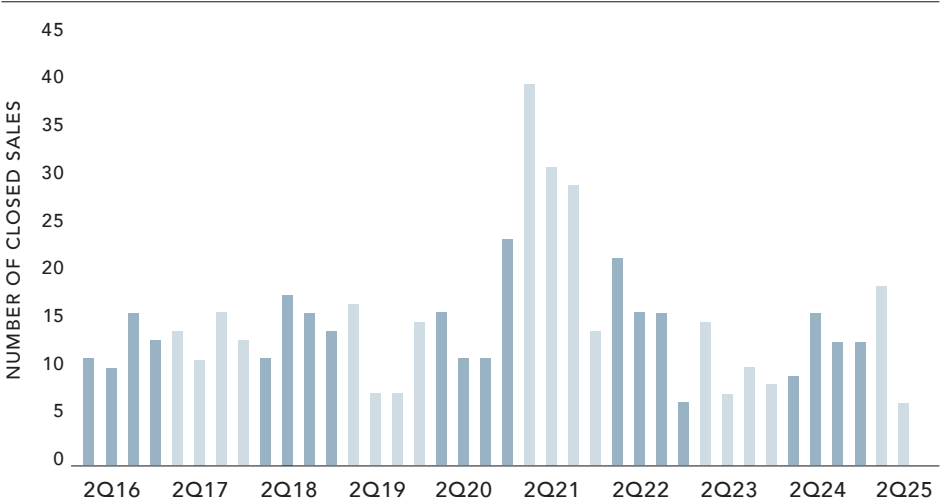
Median and Average Price



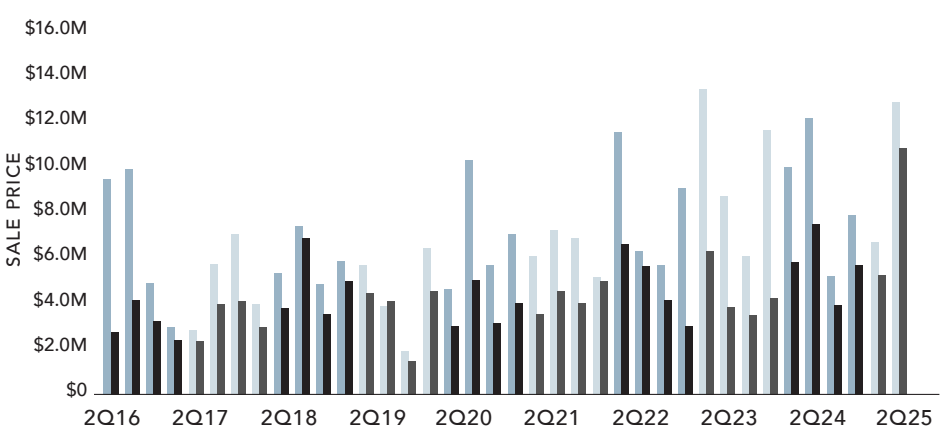
East Hampton Village

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	7	17	-59%	20	-65%
VOLUME	\$89.645M	\$206.611M	-57%	\$134.387M	-33%
AVERAGE PRICE	\$12.806M	\$12.154M	+5%	\$6.719M	+91%
MEDIAN PRICE	\$10.750M	\$7.500M	+43%	\$5.312M	+102%

Closed Sales



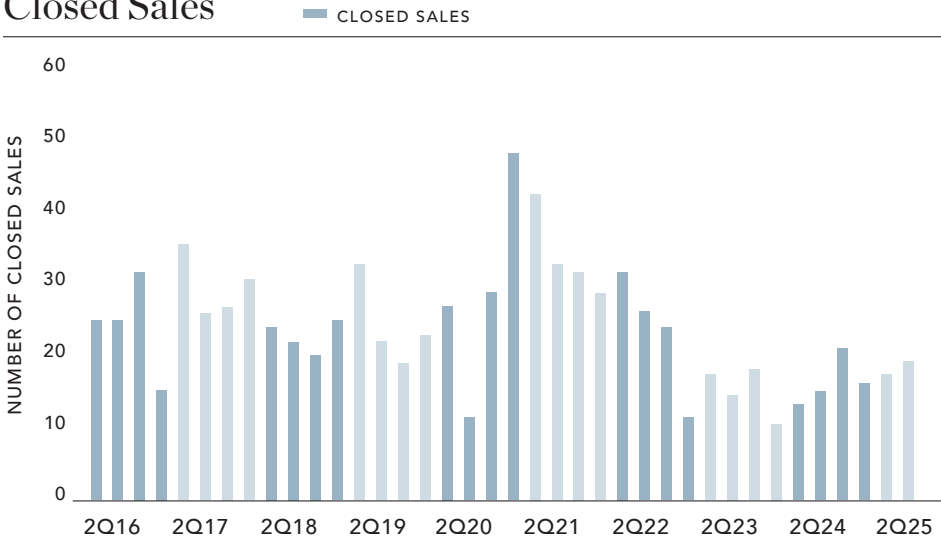
Median and Average Price



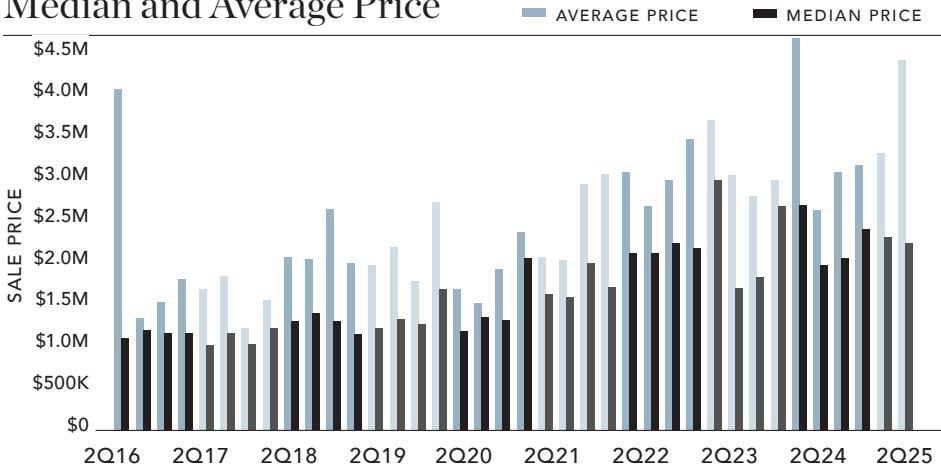
Montauk

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	20	16	+25%	18	+11%
VOLUME	\$88.525M	\$39.695M	+123%	\$56.872M	+56%
AVERAGE PRICE	\$4.426M	\$2.481M	+78%	\$3.160M	+40%
MEDIAN PRICE	\$2.020M	\$1.870M	+8%	\$2.200M	-8%

Closed Sales



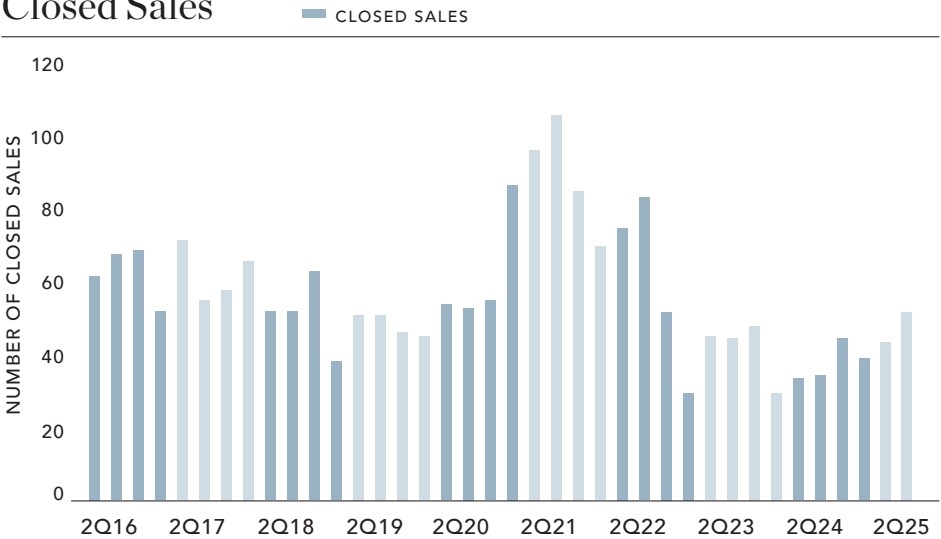
Median and Average Price



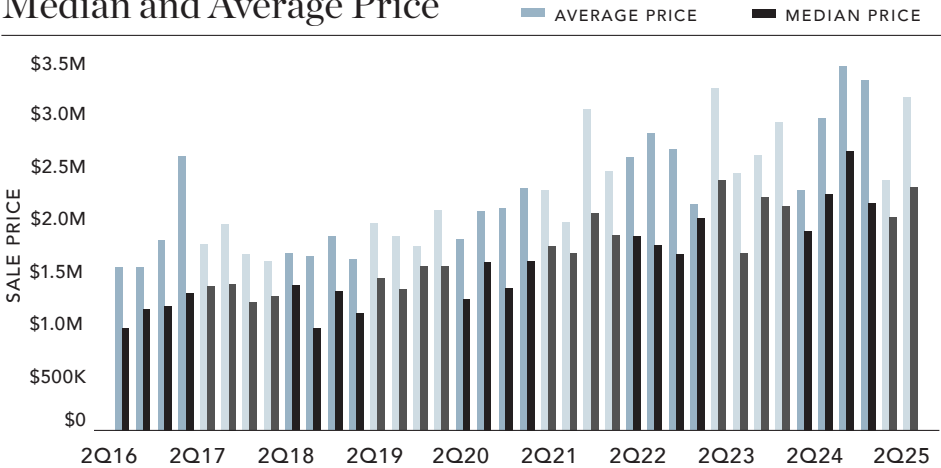
Sag Harbor/North Haven

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	53	35	+51%	44	+20%
VOLUME	\$176.417M	\$106.013M	+66%	\$107.914M	+63%
AVERAGE PRICE	\$3.329M	\$3.029M	+10%	\$2.453M	+36%
MEDIAN PRICE	\$2.400M	\$2.285M	+5%	\$2.095M	+15%

Closed Sales



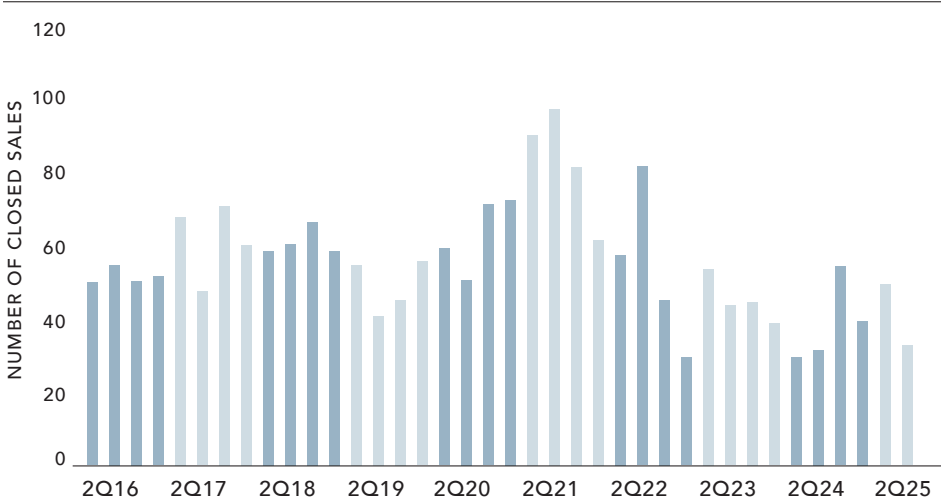
Median and Average Price



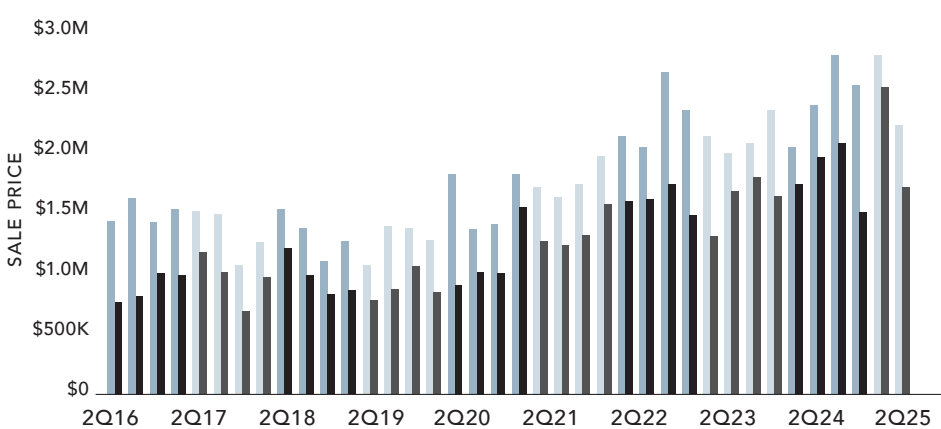
Southampton

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	33	32	+3%	50	-34%
VOLUME	\$73.440M	\$76.132M	-4%	\$138.365M	-47%
AVERAGE PRICE	\$2.225M	\$2.379M	-6%	\$2.767M	-20%
MEDIAN PRICE	\$1.725M	\$1.945M	-11%	\$2.518M	-31%

Closed Sales



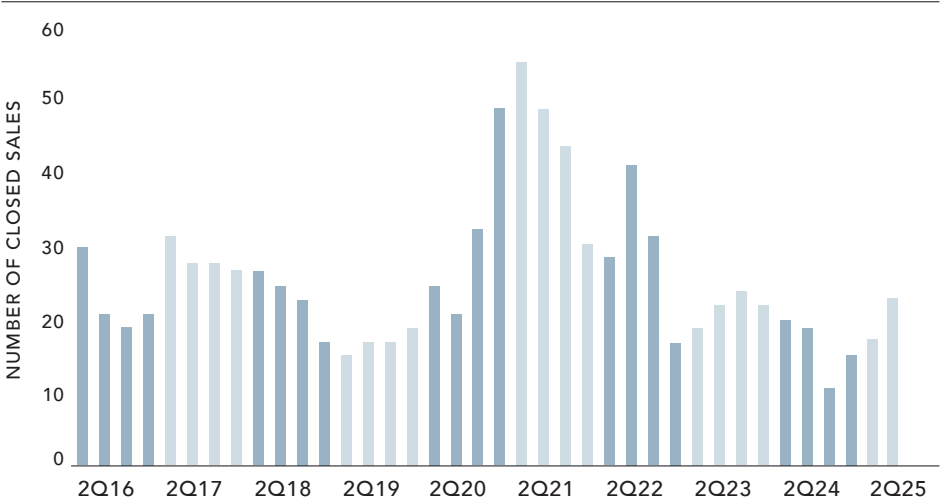
Median and Average Price



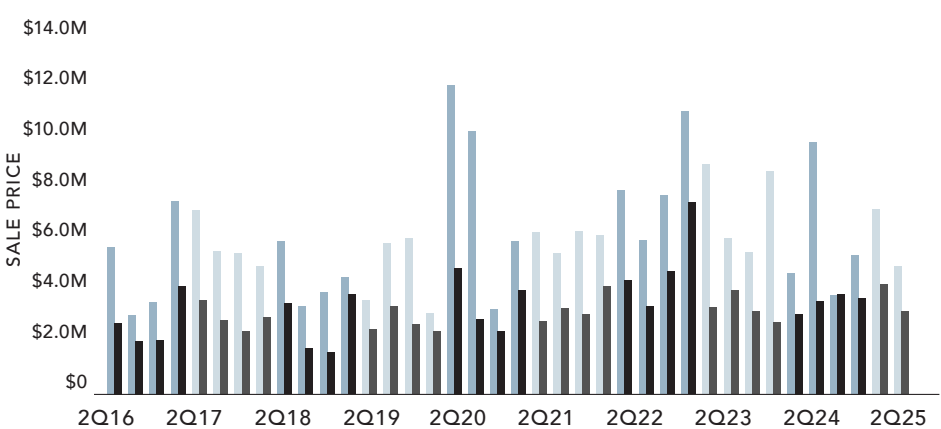
Southampton Village

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	25	20	+25%	18	+39%
VOLUME	\$121.778M	\$191.094M	-36%	\$125.139M	-3%
AVERAGE PRICE	\$4.871M	\$9.555M	-49%	\$6.952M	-30%
MEDIAN PRICE	\$3.225M	\$3.550M	-9%	\$4.200M	-23%

Closed Sales



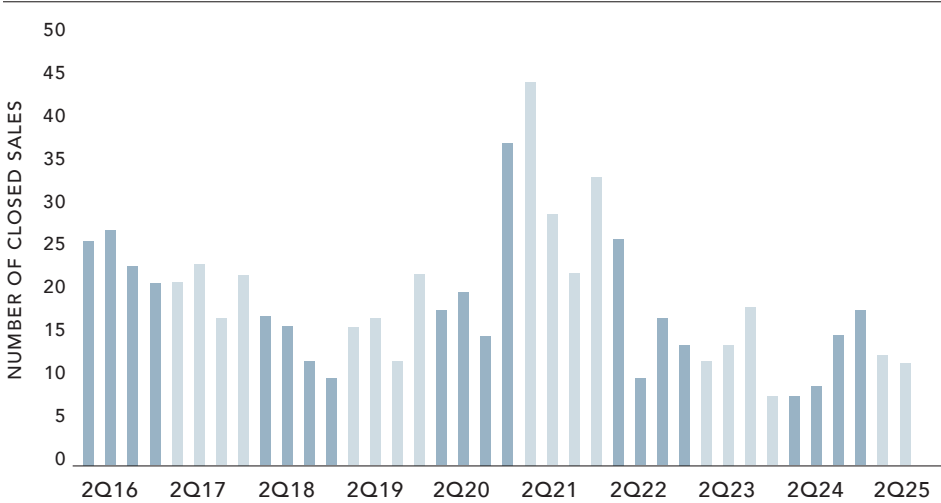
Median and Average Price



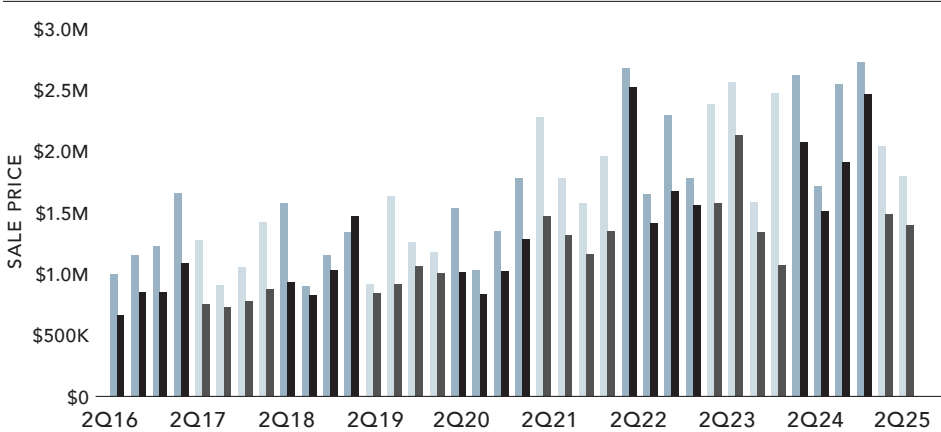
Shelter Island

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	12	9	+33%	13	-8%
VOLUME	\$21.708M	\$15.705M	+38%	\$26.739M	-19%
AVERAGE PRICE	\$1.809M	\$1.745M	+4%	\$2.057M	-12%
MEDIAN PRICE	\$1.425M	\$1.540M	-7%	\$1.500M	-5%

Closed Sales



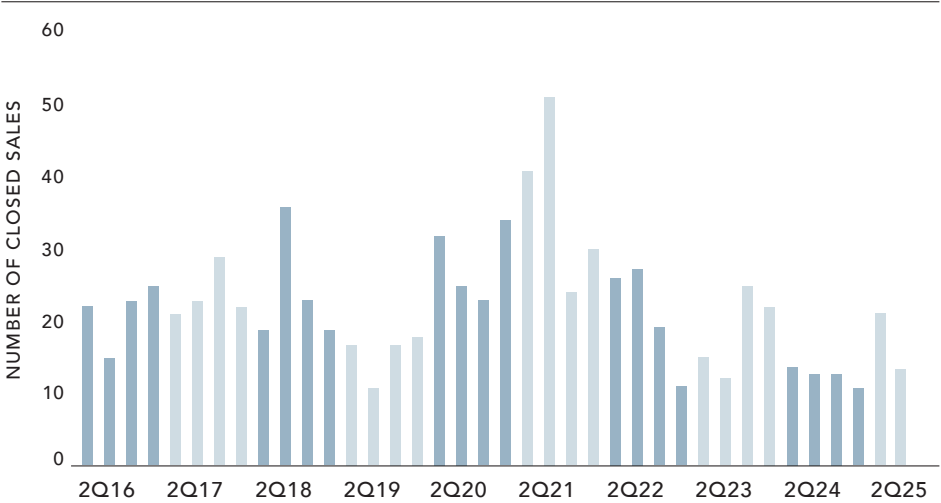
Median and Average Price



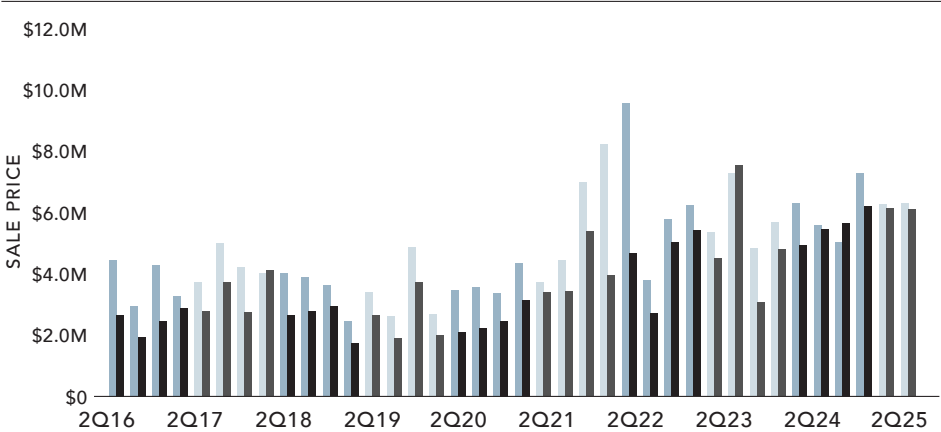
Water Mill

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	13	13	0%	21	-38%
VOLUME	\$81.300M	\$72.755M	+12%	\$130.583M	-38%
AVERAGE PRICE	\$6.254M	\$5.597M	+12%	\$6.218M	+1%
MEDIAN PRICE	\$6.000M	\$5.500M	+9%	\$6.049M	-1%

Closed Sales



Median and Average Price

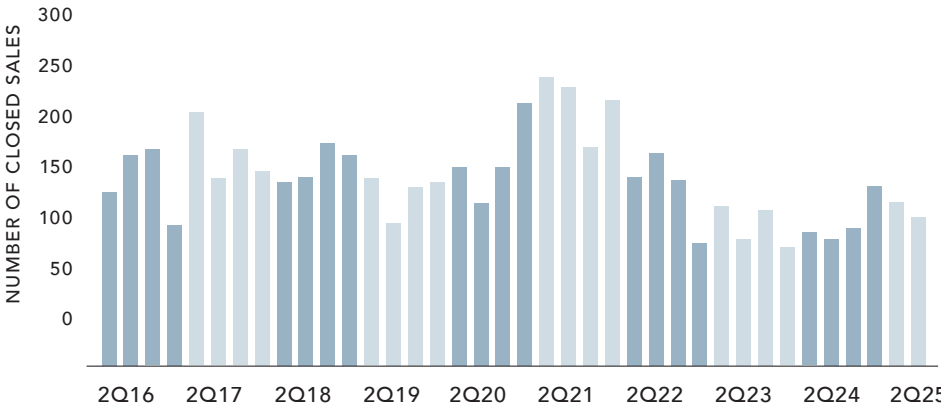


West of the Canal

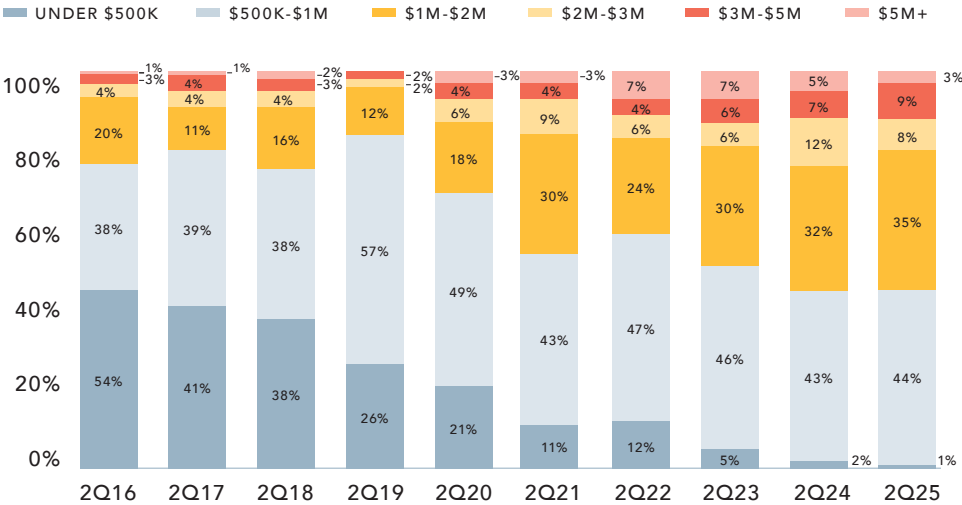
SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	126	110	+15%	137	-8%
VOLUME	\$205.224M	\$189.004M	+9%	\$223.398M	-8%
AVERAGE PRICE	\$1.629M	\$1.718M	-5%	\$1.631M	0%
MEDIAN PRICE	\$1.105M	\$1.188M	-7%	\$1.140M	-3%

Closed Sales

■ CLOSED SALES

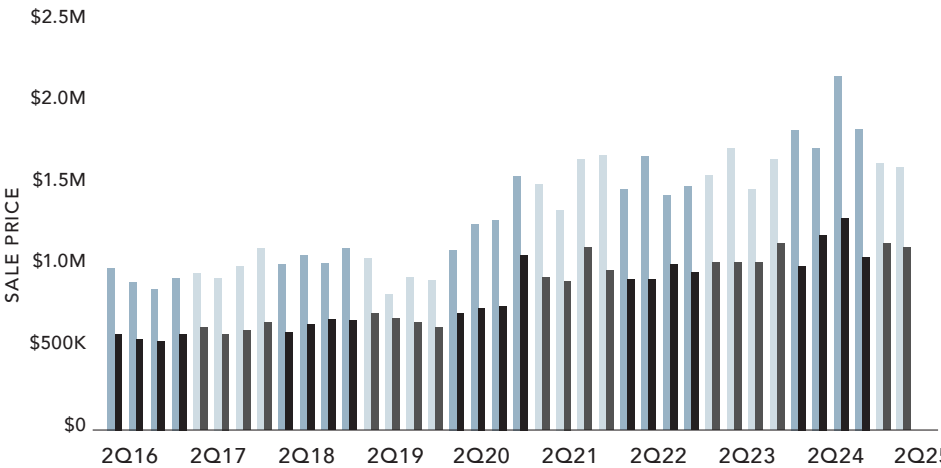


Market Share by Price Range



Median and Average Price

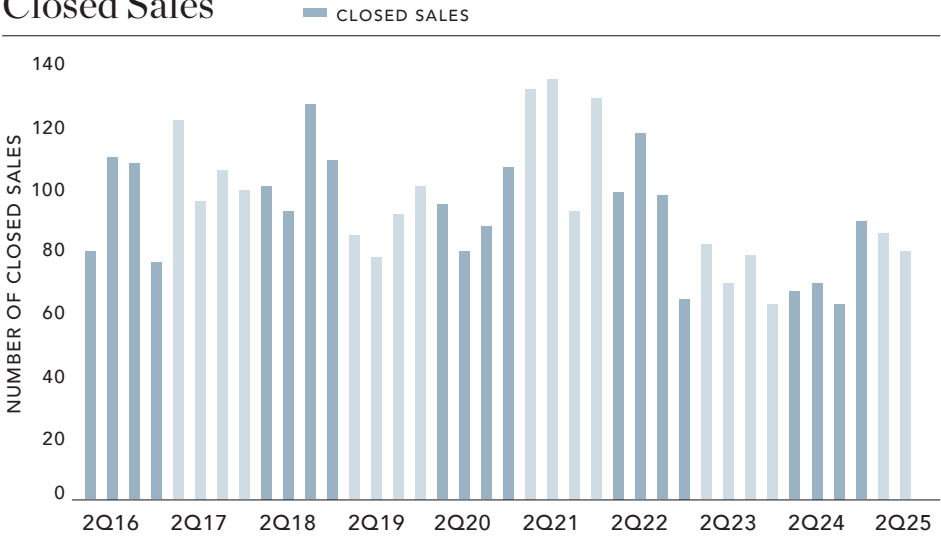
■ AVERAGE PRICE ■ MEDIAN PRICE



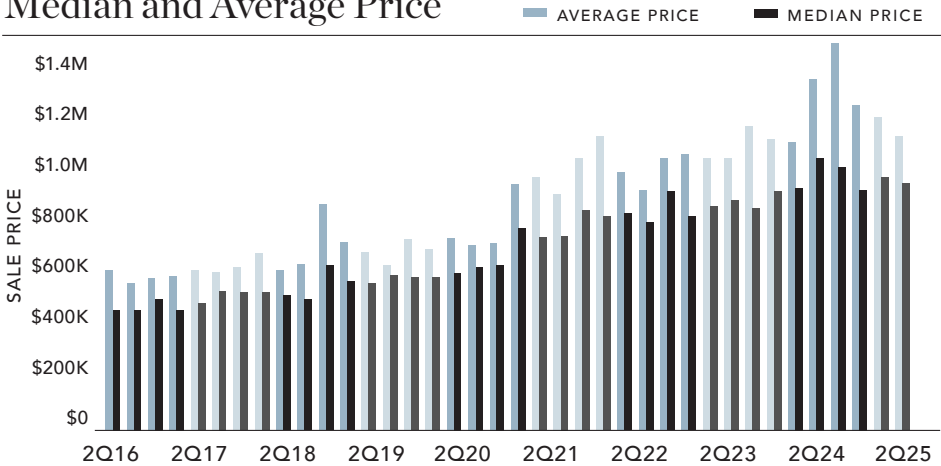
East Quogue/Hampton Bays

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	78	69	+13%	85	-8%
VOLUME	\$83.010M	\$86.977M	-5%	\$95.055M	-13%
AVERAGE PRICE	\$1.064M	\$1.261M	-16%	\$1.118M	-5%
MEDIAN PRICE	\$870K	\$975K	-11%	\$895K	-3%

Closed Sales



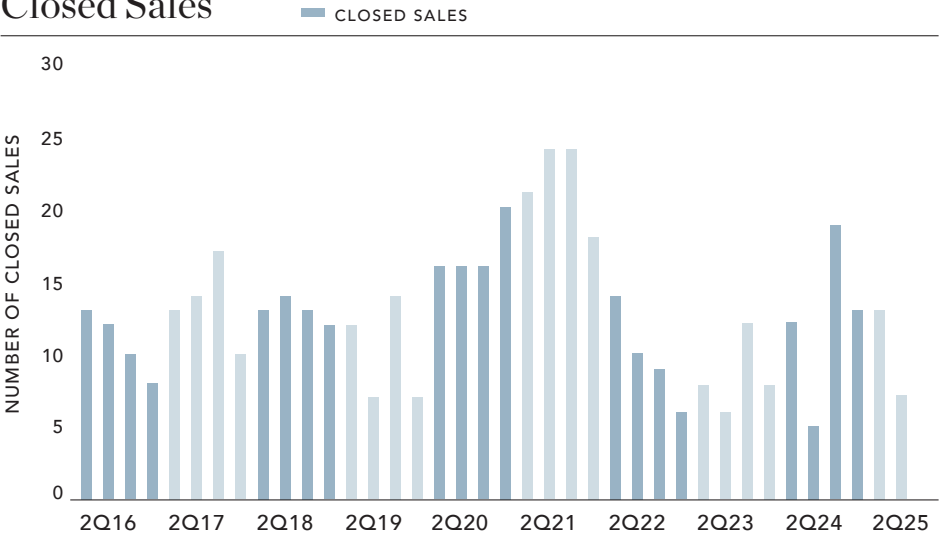
Median and Average Price



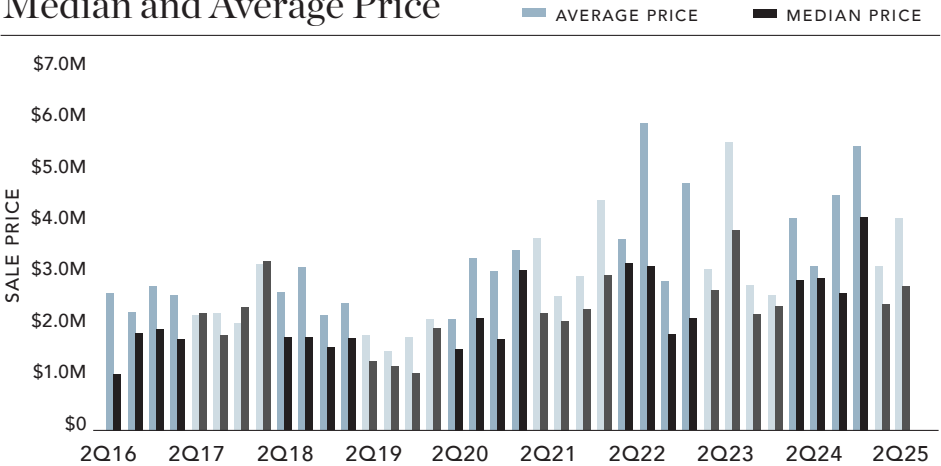
Quogue

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	7	5	+40%	13	-46%
VOLUME	\$29.039M	\$15.705M	+85%	\$42.110M	-31%
AVERAGE PRICE	\$4.148M	\$3.141M	+32%	\$3.239M	+28%
MEDIAN PRICE	\$2.900M	\$2.900M	0%	\$2.500M	+16%

Closed Sales



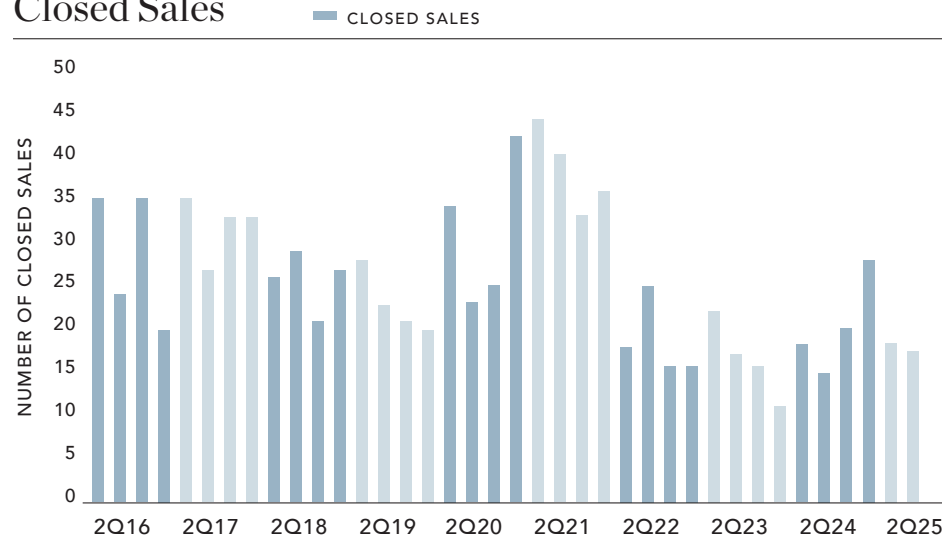
Median and Average Price



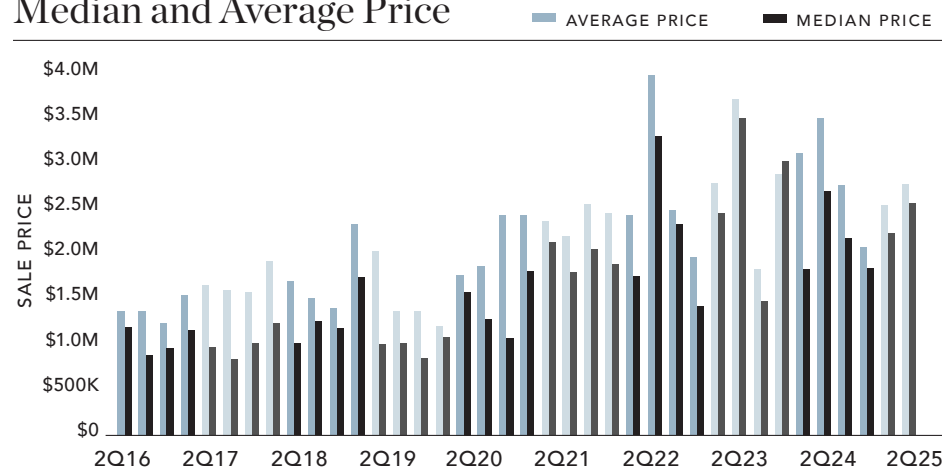
Westhampton Beach

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	17	15	+13%	18	-6%
VOLUME	\$47.560M	\$51.093M	-7%	\$45.311M	+5%
AVERAGE PRICE	\$2.798M	\$3.406M	-18%	\$2.517M	+11%
MEDIAN PRICE	\$2.570M	\$2.625M	-2%	\$2.213M	+16%

Closed Sales



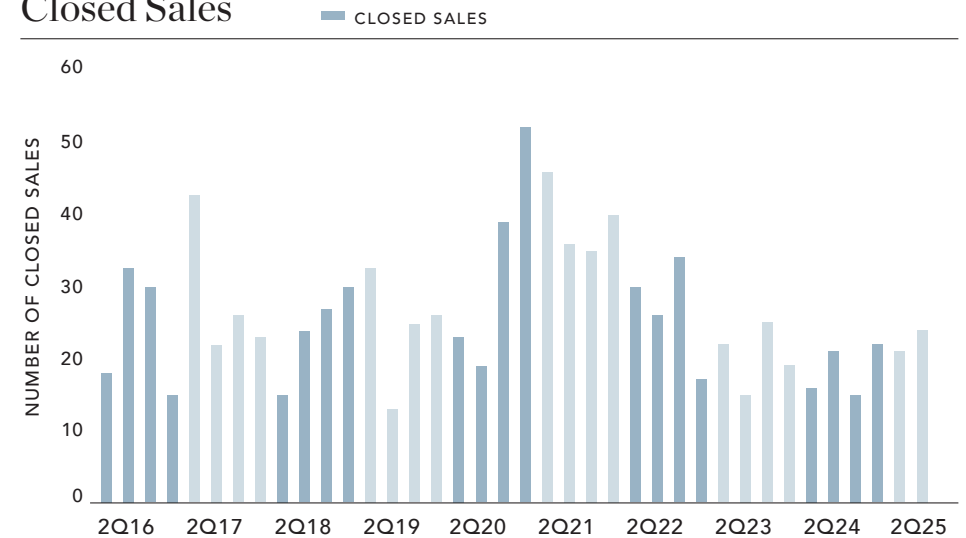
Median and Average Price



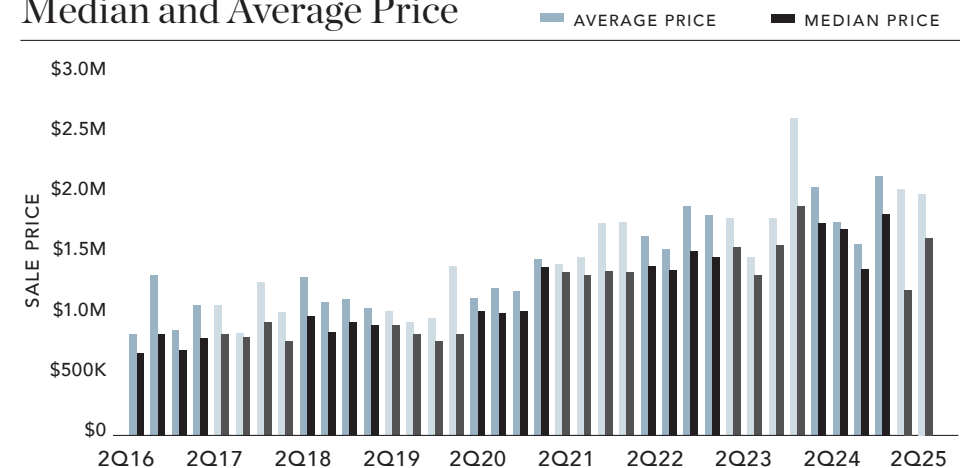
Westhampton/Remsenburg

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	24	21	+14%	21	+14%
VOLUME	\$45.615M	\$35.229M	+29%	\$40.922M	+11%
AVERAGE PRICE	\$1.901M	\$1.678M	+13%	\$1.949M	-2%
MEDIAN PRICE	\$1.555M	\$1.625M	-4%	\$1.160M	+34%

Closed Sales



Median and Average Price



Laurel | \$4.5M | WEB# 923767

North Fork

North Fork single-family home sales fell 5% annually to 98 reported closings in Second Quarter 2025. This marked the third annual decline in North Fork sales over the past four quarters. Four of the six submarkets reported year-over-year decreases. Greenport saw the sharpest drop, down 24% with four fewer sales. On the other hand, Aquebogue/Jamesport had the strongest percentage gain on the North Fork, up 45% from 11 to 16 sales compared to last year.

Four of six North Fork submarkets saw sales volume rise versus 2024, driven by higher prices. Aquebogue/Jamesport increased most significantly in sales volume, up 83% to \$18.526M with a larger number of sales above \$1M versus Second Quarter 2024. Mattituck/Laurel posted the largest annual decrease, down 13%, just behind Greenport's 12% drop, primarily due to fewer closings in the submarket.

Overall, median price increased 13% year-over-year to \$999K, the largest annual percentage increase since First Quarter 2023. Average price climbed more sharply, up 21%, marking the third consecutive annual rise, supported by a 50% jump in the number of sales above \$1.5M on the North Fork. This was the biggest year-over-year increase in average price since Third Quarter 2022. Nevertheless, average price remained 9% below its peak in Fourth Quarter 2024.

Single Family

Sales

98

-5% YEAR OVER YEAR

Average Sales Price

\$1.329M

+21% YEAR OVER YEAR

Sales Volume

\$130.261M

+15% YEAR OVER YEAR

Median Sales Price

\$999K

+13% YEAR OVER YEAR

Neighborhoods North Fork

Cutchogue

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
16	\$22.529M	\$1.408M	\$1.368M
-6%	+7%	+14%	+50%

Mattituck/Laurel

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
17	\$20.810M	\$1.224M	\$830K
-19%	-13%	+7%	-7%

Aquebogue/Jamesport

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
16	\$18.526M	\$1.158M	\$925K
+45%	+83%	+26%	+32%

Southold/Peconic

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
26	\$38.531M	\$1.482M	\$1.117M
-7%	+47%	+29%	+7%

Greenport

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
13	\$12.920M	\$994K	\$920K
-24%	-12%	+15%	+31%

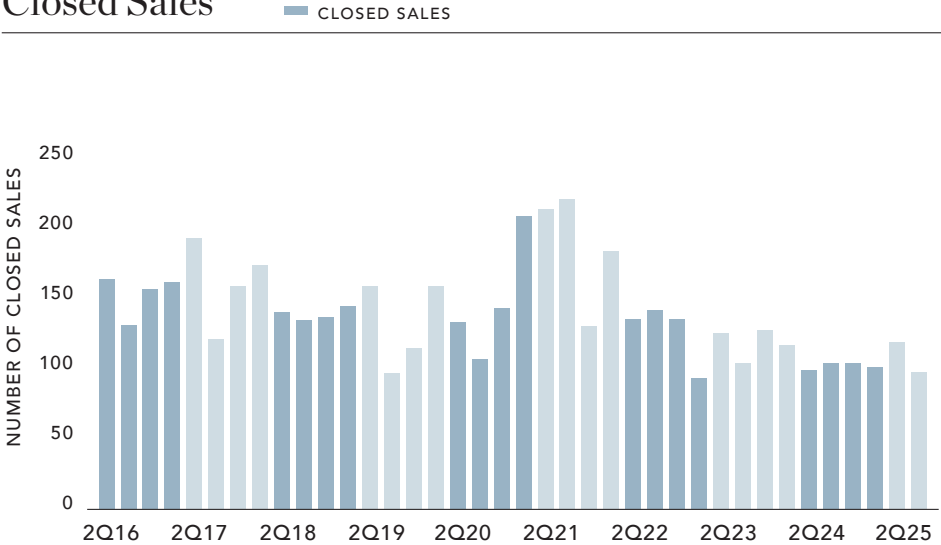
East Marion/Orient

SINGLE FAMILY SALES	VOLUME	AVERAGE PRICE	MEDIAN PRICE
10	\$16.945M	\$1.695M	\$1.750M
+11%	+47%	+32%	+48%

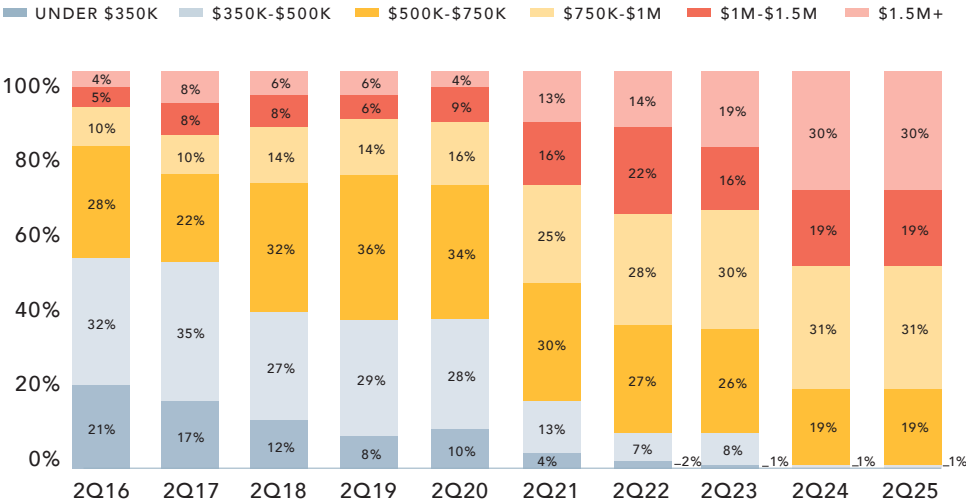
North Fork

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	98	103	-5%	116	-16%
VOLUME	\$130.261M	\$113.610M	+15%	\$155.888M	-16%
AVERAGE PRICE	\$1.329M	\$1.103M	+21%	\$1.344M	-1%
MEDIAN PRICE	\$999K	\$885K	+13%	\$995K	+1%

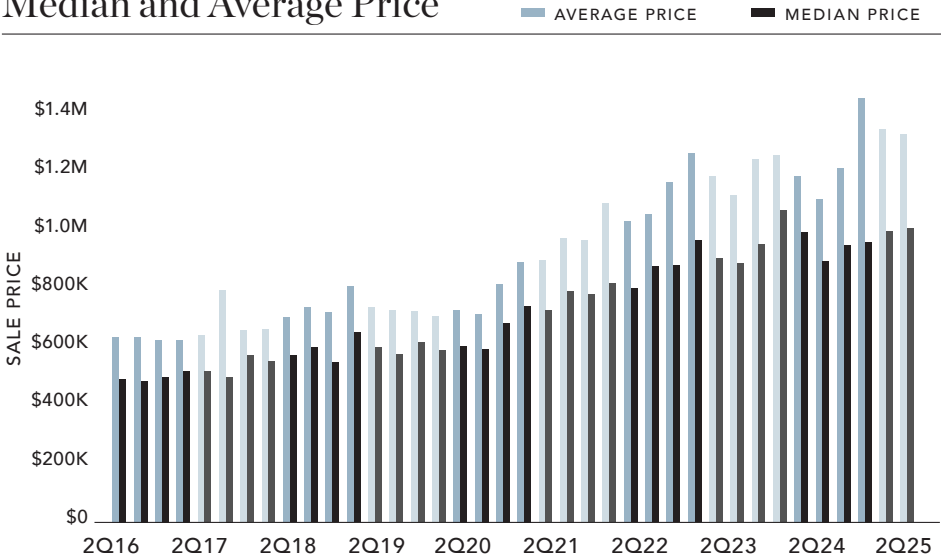
Closed Sales



Market Share by Price Range



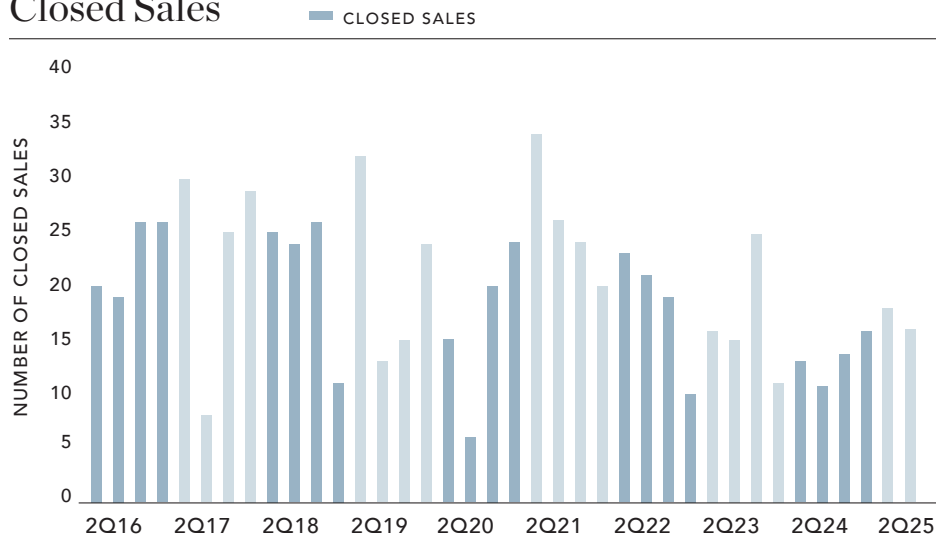
Median and Average Price



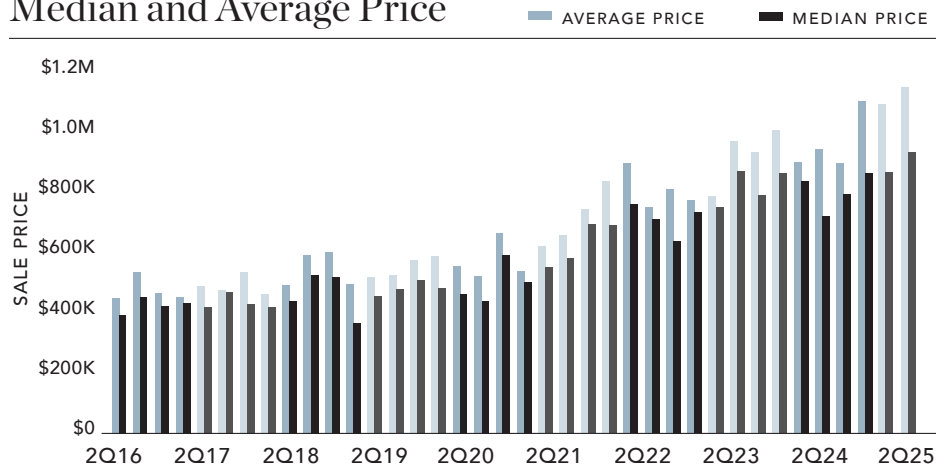
Aquebogue/Jamesport

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	16	11	+45%	18	-11%
VOLUME	\$18.526M	\$10.118M	+83%	\$19.181M	-3%
AVERAGE PRICE	\$1.158M	\$920K	+26%	\$1.066M	+9%
MEDIAN PRICE	\$925K	\$700K	+32%	\$850K	+9%

Closed Sales



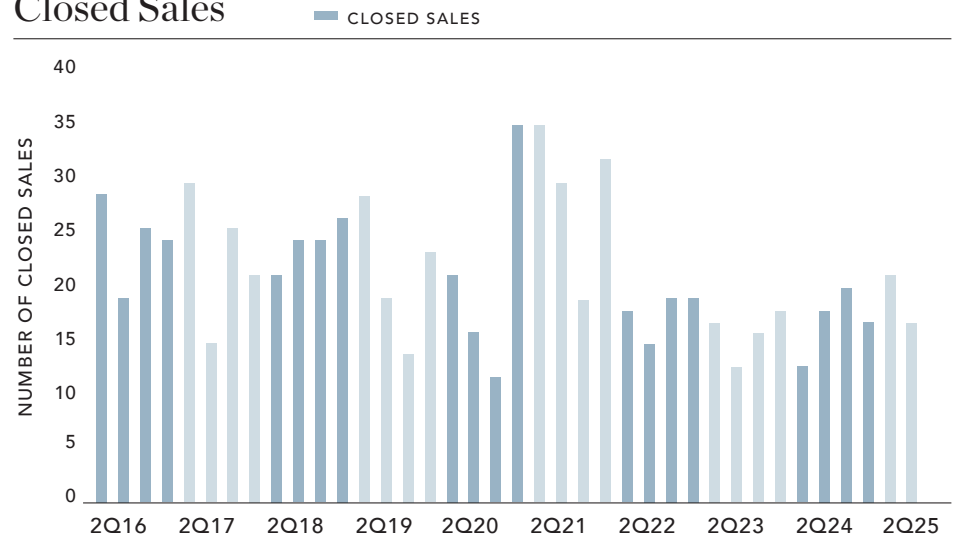
Median and Average Price



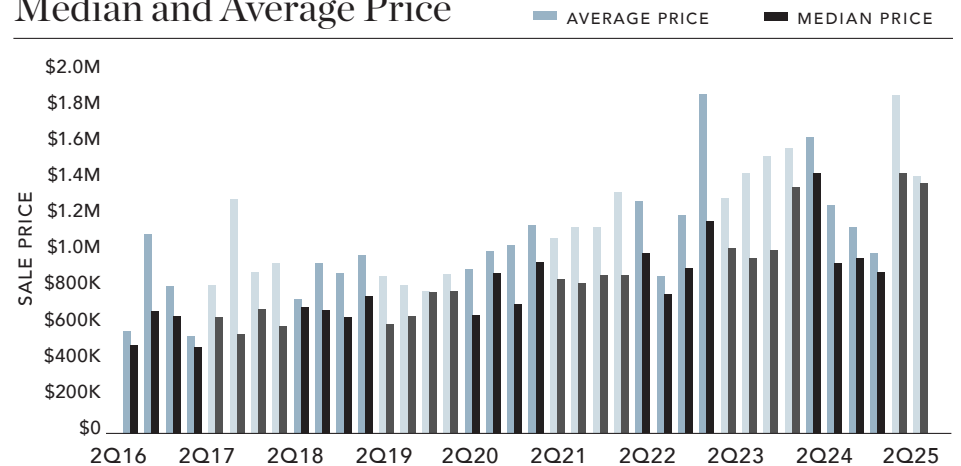
Cutchogue

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	16	17	-6%	20	-20%
VOLUME	\$22.529M	\$20.958M	+7%	\$38.976M	-42%
AVERAGE PRICE	\$1.408M	\$1.233M	+14%	\$1.949M	-28%
MEDIAN PRICE	\$1.368M	\$909K	+50%	\$1.425M	-4%

Closed Sales



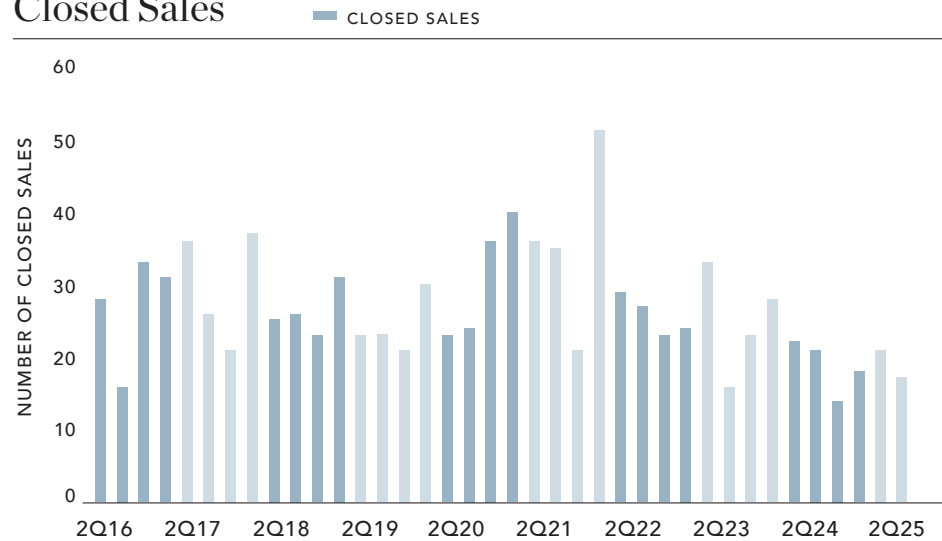
Median and Average Price



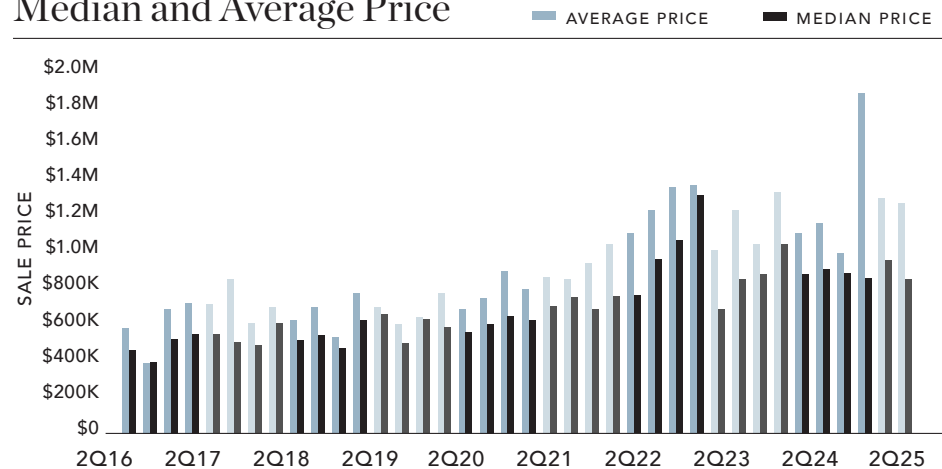
Mattituck/Laurel

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	17	21	-19%	21	-19%
VOLUME	\$20.810M	\$24.040M	-13%	\$26.409M	-21%
AVERAGE PRICE	\$1.224M	\$1.145M	+7%	\$1.258M	-3%
MEDIAN PRICE	\$830K	\$895K	-7%	\$928K	-11%

Closed Sales



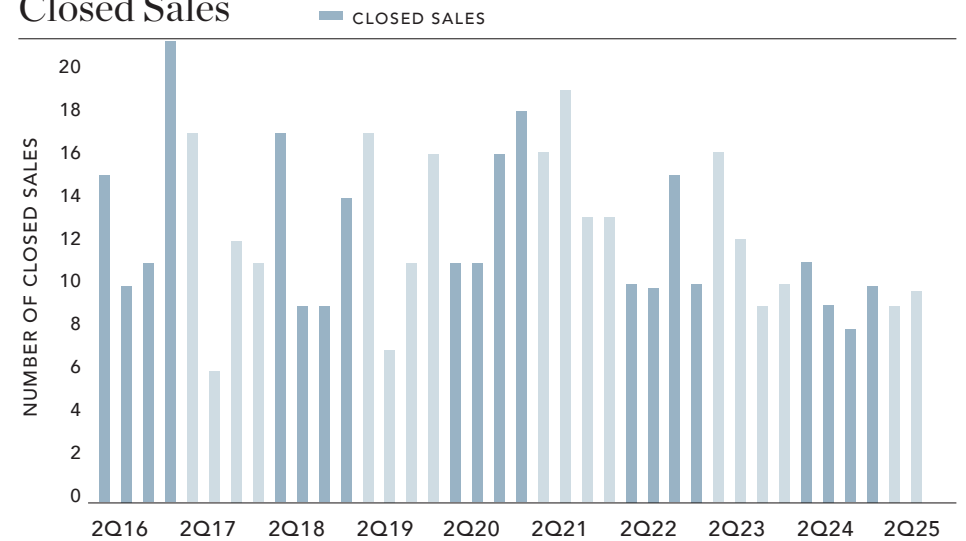
Median and Average Price



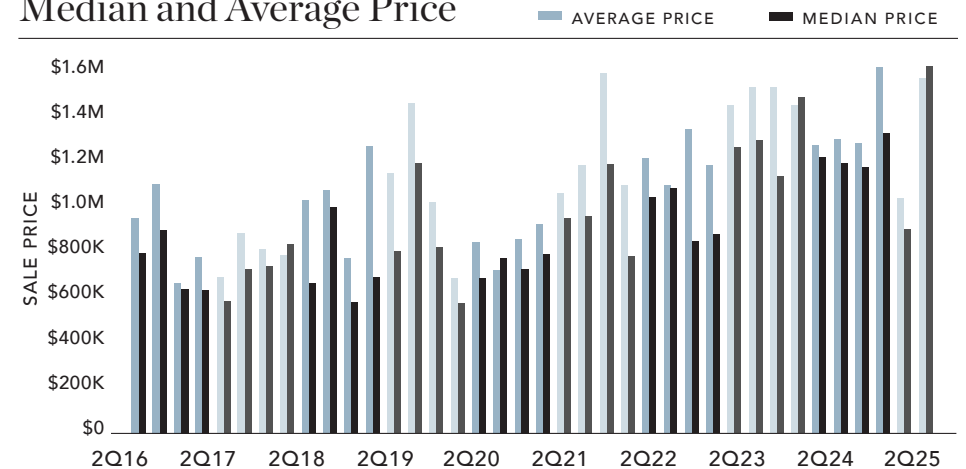
East Marion/Orient

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	10	9	+11%	9	+11%
VOLUME	\$16.945M	\$11.548M	+47%	\$9.415M	+80%
AVERAGE PRICE	\$1.695M	\$1.283M	+32%	\$1.046M	+62%
MEDIAN PRICE	\$1.750M	\$1.185M	+48%	\$905K	+93%

Closed Sales



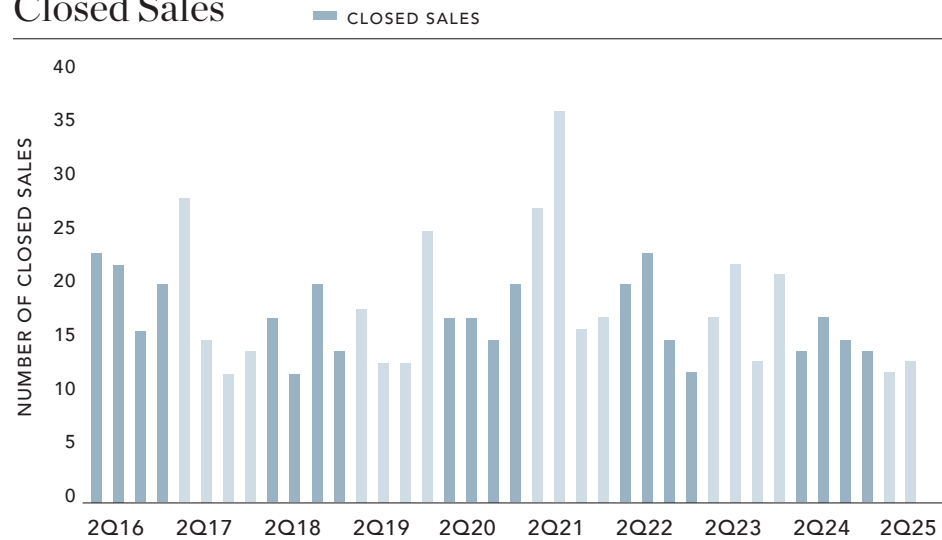
Median and Average Price



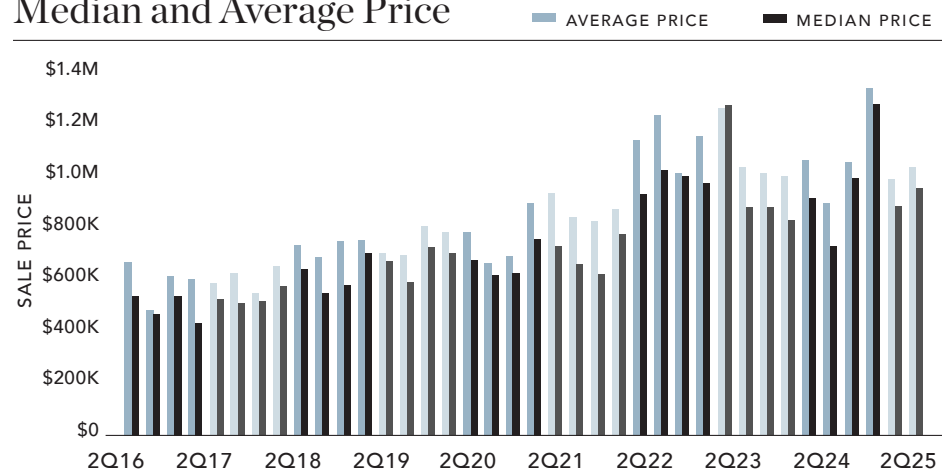
Greenport

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	13	17	-24%	12	+8%
VOLUME	\$12.920M	\$14.655M	-12%	\$11.380M	+14%
AVERAGE PRICE	\$994K	\$862K	+15%	\$948K	+5%
MEDIAN PRICE	\$920K	\$700K	+31%	\$850K	+8%

Closed Sales



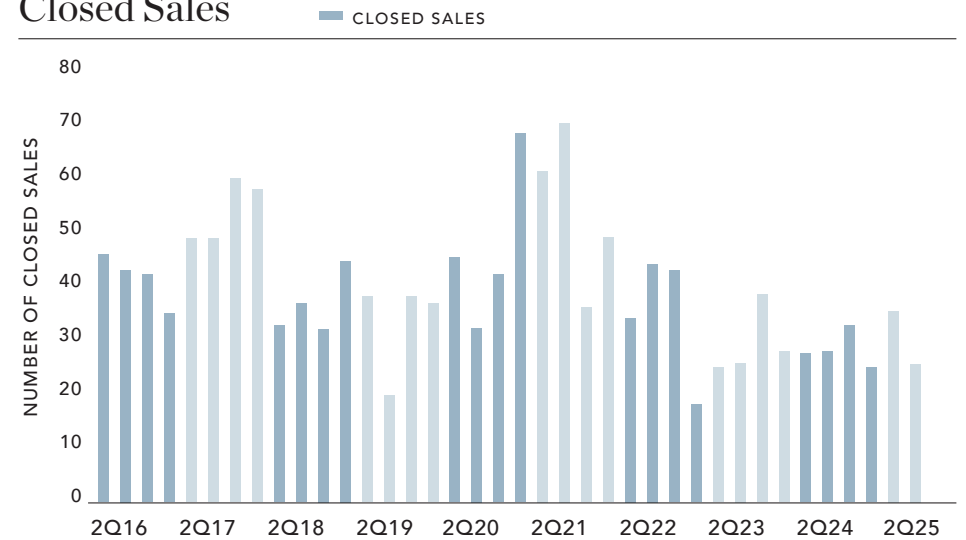
Median and Average Price



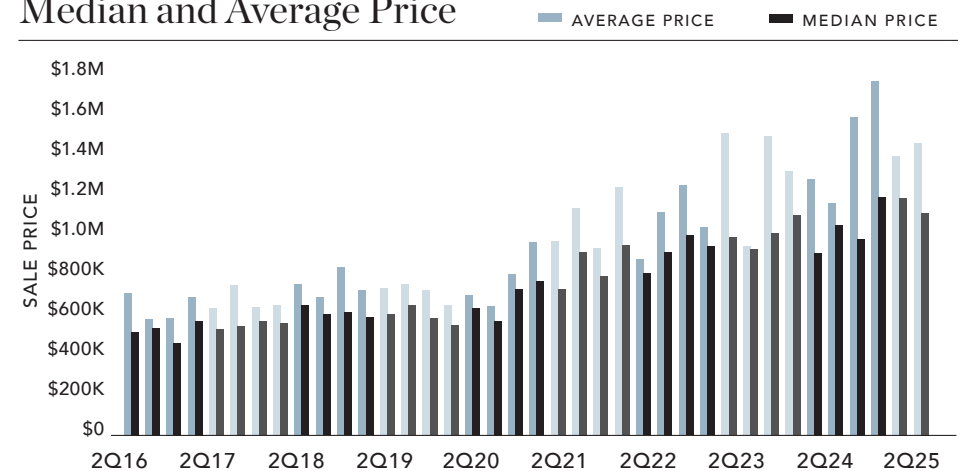
Southold/Peconic

SINGLE FAMILY	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	26	28	-7%	36	-28%
VOLUME	\$38.531M	\$32.292M	+19%	\$50.527M	-24%
AVERAGE PRICE	\$1.482M	\$1.153M	+29%	\$1.404M	+6%
MEDIAN PRICE	\$1.117M	\$1.042M	+7%	\$1.200M	-7%

Closed Sales



Median and Average Price



The Residential Luxury Market

The luxury market is the top 10% of all home sales by price during the quarter. As various factors redefine the high-end market in any given period, price figures may exhibit more volatility than the market overall. However, because the luxury market is a fixed percentage of the overall market, its changes in the number of sales will always match the overall market.

In Second Quarter 2025, South Fork luxury average price fell by 4%, down to \$13.821M. Median price increased by 7% to \$11.250M due to a larger share of sales above \$15M.

Second Quarter 2025's most expensive reported sale was an off-market compound on Further Lane in East Hampton, closing for \$48.500M. East Hampton accounted for more of the South Fork's luxury sales than any other submarket, with eight closings, including the fourth priciest South Fork luxury sale, a waterfront seven-bedroom, 12,000 square foot home on Beach Lane, closing for \$27.5M. Amagansett, East Hampton Village, and Water Mill each had six luxury sales.

The average luxury sale price on the North Fork increased 26% annually, and median price expanded 8% year-over-year. Two sales closed above \$4M, compared to none last year. The highest-priced sale on the North Fork was a three-bedroom, three-and-a-half-bathroom residence on Shelter Island Sound with 100 feet of beachfront, trading for \$6.725M.

SOUTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	42	36	+17%	45	-7%
VOLUME	\$580.497M	\$516.798M	+12%	\$580.166M	0%
AVERAGE	\$13.821M	\$14.355M	-4%	\$12.893M	+7%
MEDIAN	\$11.250M	\$10.561M	+7%	\$9.100M	+24%

NORTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	10	10	0%	11	-9%
VOLUME	\$32.045M	\$25.511M	+26%	\$41.099M	-22%
AVERAGE	\$3.205M	\$2.551M	+26%	\$3.736M	-14%
MEDIAN	\$2.655M	\$2.450M	+8%	\$3.500M	-24%



Sag Harbor | \$2.99M | WEB# 923754



Southampton | \$3.995M | WEB# 924274

Condos

The South Fork reported 35 condo sales in Second Quarter 2025, up 52% (12 sales) year-over-year. The increase was primarily driven by ten closings at Watermill Crossing, a new townhome development that began closings last quarter. This drove closing volume up 66% to over \$49M. Median price increased 12% annually, as all but two of the sales at Watermill Crossing closed above \$2M. Watermill Crossing also claimed the most expensive South Fork condo sale, a four-bedroom, four-bathroom unit closing for \$2.77M.

The North Fork reported just four condo sales in Second Quarter 2025, one fewer than last year. As a result, sales volume dropped 32%. Average price declined 15% compared to a year ago, primarily because only one sale was above \$1M. This quarter's highest-priced sale was an off-market closing for \$1.149M at the waterfront Oyster Point condo complex, which features views of Greenport Harbor.

SOUTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	35	23	+52%	44	-20%
VOLUME	\$49.016M	\$29.599M	+66%	\$75.390M	-35%
AVERAGE	\$1.400M	\$1.287M	+9%	\$1.713M	-18%
MEDIAN	\$1.288M	\$1.150M	+12%	\$1.925M	-33%

NORTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	4	5	-20%	10	-60%
VOLUME	\$2.776M	\$4.104M	-32%	\$8.222M	-66%
AVERAGE	\$694K	\$821K	-15%	\$822K	-16%
MEDIAN	\$553K	\$690K	-20%	\$793K	-30%



Land & Commercial

OVERVIEW

The land market is defined as the total sales of all vacant land on the East End regardless of zoning. The commercial market encompasses sales of existing buildings classified for non-residential use only. Traditionally, both Forks experience relatively few commercial transactions in any given quarter.

THE LAND MARKET

The South Fork saw 42 vacant land closings this quarter, down 44% annually. Sales volume moved in the same direction, dropping 70%, and median price declined 44%, primarily due to a greater share of sales under \$1M. The top land sale was a 2.7-acre waterfront lot with 240 feet of frontage in Fordune Estate, a gated community in Water Mill, which closed for \$9M.

Reported North Fork land closings dropped 40% (12 fewer sales) year-over-year. As a result, dollar volume declined 52%. Average and median prices also moved lower, with average price down 20% and median price down 10% due to a larger share of sales under \$500K. Second Quarter 2025 also had fewer sales above \$1M compared to last year.

THE COMMERCIAL MARKET

The South Fork reported 20 commercial transactions in Second Quarter 2025, two more than in Second Quarter 2024. Westhampton Beach had more reported closings than any other submarket, with five sales. Sag Harbor had the most expensive transaction, a 15,700 square foot waterfront retail complex closing at \$18.850M.

The North Fork had four commercial closings, up from two in Second Quarter 2024. As a result, sales volume jumped 151%. Mattituck was home to the most expensive transaction, a building supply retail property that sold for \$1.900M.

THE INVENTORY

Inventory is the number of East End properties listed for sale at the end of the quarter. At the end of June, inventory was 2,028 listings, down 1% annually and the first decrease after five consecutive annual increases.

Please note that Corcoran switched to a new listing system during Second Quarter 2019. Therefore, the inventory figures cannot be compared to that published in reports prior to that quarter.

Land

SOUTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	42	75	-44%	60	-30%
VOLUME	\$84.585M	\$278.732M	-70%	\$150.099M	-44%
AVERAGE	\$2.014M	\$3.716M	-46%	\$2.502M	-19%
MEDIAN	\$1.113M	\$2.000M	-44%	\$1.095M	+2%

NORTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	18	30	-40%	13	+38%
VOLUME	\$11.960M	\$24.946M	-52%	\$8.597M	+39%
AVERAGE	\$664K	\$832K	-20%	\$661K	0%
MEDIAN	\$551K	\$613K	-10%	\$565K	-3%

Commercial

SOUTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	20	18	+11%	11	+82%
VOLUME	\$92.970M	\$49.974M	+86%	\$22.906M	+306%
AVERAGE	\$4.648M	\$2.776M	+67%	\$2.082M	+123%
MEDIAN	\$2.563M	\$1.625M	+58%	\$1.100M	+133%

NORTH FORK	2Q25	2Q24	%CHG (YR)	1Q25	%CHG (QTR)
SALES	4	2	+100%	7	-43%
VOLUME	\$5.074M	\$2.020M	+151%	\$26.060M	-81%
AVERAGE	\$1.268M	\$1.010M	+26%	\$3.723M	-66%
MEDIAN	\$1.099M	\$1.010M	+9%	\$950K	+16%

Methodology & Source

For the purposes of the South Fork market comparison, this report contrasts the villages and hamlets from Remsenburg to Montauk, plus Shelter Island, while the North Fork encompasses the area extending from Aquebogue to Orient.

The Corcoran Report uses market-wide data from the Long Island Real Estate Report and is based upon transactions reported from April through June 2025. It compares data to that reported in the same period of 2024 as well as the prior quarter. There can be a significant period between when a contract is signed, the sale is closed, and then reported publicly. As a result, many transactions in this analysis actually occurred prior to being reported in Second Quarter 2025.

FOR MORE INFORMATION

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